

**Discussion report and analysis of the board of directors for
Al Wathba National Insurance Company (PJSC)**

Date	13/11/2025
Name of the Listed Company	Al Wathba National Insurance Company (PJSC)
The period of the financial statements covered by the report	Q3-2025
Overview of the main results during the financial period	Insurance service result: AED 4.90 M Net Investment Income: AED 54.56 M Net insurance finance income /(expenses): AED (0.95) M (Loss) / profit for the period: AED 47.23 M
Securities issued during the financial period	NA
Summary of the most important non-financial events and developments during the financial period	Al Wathba National Insurance has made significant strides in customer experience, cementing its leadership in the sector. The company was honored with awards during 2025 —CX Innovation by Genesys International, Best Use of AI in CX, and Best CX in Financial Services at the Customer Centricity World Series—fortifying its commitment to delivering exceptional customer experiences. Al Wathba National Insurance sustained its call center service levels above 99%, reflecting operational excellence and dedication to client satisfaction; With a 4.5-star rating on Google Reviews, Al Wathba National Insurance stands among the top-rated insurance companies in the UAE.
Summary of operational performance during the financial period	In Q3-2025, we achieved an insurance revenue of AED 206.36 million (2024: AED 98.18 million) and recorded an insurance service result of AED 4.90 million (Q3-2024: AED 0.20 million). We reported a net profit (after tax) of AED 47.23 million (2024: AED (15.74) million), reflecting an optimistic forecast for the company's performance in 2025 and a positive outlook for the rest of the year 2025.

Summary of profit and loss during the financial period	AED '000	Q3-2025	Q3-2024	Var
	Net Insurance service result	4,906	205	4,701
	Net Investment Income	54,563	20,204	34,359
	Net Insurance finance income and expenses	(945)	(1,142)	197
	Total Income	58,524	19,267	39,257
	Other Operating income /expenses net	(11,287)	(3,527)	(7,760)
	Profit for the period	47,237	15,740	31,497
Summary of financial position as at the end of the financial period	Total Deposits & Cash: AED 110.09 M Total Assets: AED 1.95 billion Total Shareholders' Equity: AED 1.20 billion			
Summary of cash flows during the financial period	Net Cash generated from operating Activities: AED 58.81 M Net Cash Generated in Investing Activities: AED (1.50) M Net Cash Generated in Financing Activities: AED (29.43) M			
Main performance indicators	Insurance service ratio 2.38%			
Expectations for the sector and the company's role in these expectations	The UAE insurance sector in 2025 shows a 14.5% year-on-year (Y-o-Y) increase in gross written premiums (GWP) for the first half (H1) of 2025. According to S&P Global Ratings the projected growth rate of UAE insurance sector is in the range of 10% to 20% in 2025. Al Wathba National Insurance's strategic focus is to expand its reach and strategic growth, with more than 6 ongoing strategic projects varying between App Modernization, Open Finance and Call centre solutions, Al Wathba National Insurance's target is to maintain solvency while pursuing sustainable and profitable growth opportunities.			
Expectations regarding the economy and its impact on the company and the sector	According to The International Monetary Fund (IMF) the forecast for the UAE's real GDP is 4.8% for the current year 2025, the Fund also projected in its latest World Economic Outlook (WEO) issued that the UAE's economy will grow by 5% in 2026, which points to the UAE Insurance market's expectations that are centred on premium growth driven by continued economic activity. The rising demand for technical, motor, and health insurance, coupled with emerging niche products such as cyber and climate-risk coverage, presents significant opportunities for Al Wathba National Insurance to expand its market share. Concurrently, the company's accelerated digitalization efforts aimed at enhancing operational efficiency and customer experience will shape its strategic direction supporting financial resilience while driving selective and sustainable growth in the dynamic UAE market			

Future for growth and changes in operations in future periods	Looking ahead to 2026, Al Wathba National Insurance expects continued growth driven by the UAE's ongoing economic diversification, progressive regulatory developments, and rapid advances in technology. By harnessing digital transformation, maintaining a strong customer-centric approach, and upholding sound risk management principles, the company is well placed to enhance its market leadership and contribute to the nation's enduring economic strength
The size and impact of current and projected capital expenditures on the company	Net Capital expenses for the period were AED 741 thousand.
The developments of the implementation of projects, plans and transactions and deals that were discussed by the company's board of directors in the report for the previous fiscal year	Al Wathba National Insurance is implementing a range of board-approved transformation programs aimed at enhancing operational effectiveness and driving cost efficiency. The company is prioritizing being part of the Open Finance initiative in 2024 along with adoptions of artificial intelligence, the rollout of CRM Implementation and more. These innovations are designed to streamline workflows, enable insight-based decision-making, and deliver superior customer experiences. Collectively, these initiatives foster greater agility and strengthen performance in the UAE market.



Shukri Salem Musabah Almheiri
Chief Executive Officer


