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QLM Life & Medical Insurance Company QPSC

Investor Call Presentation

1st May 2025 at 1:00 pm
Doha

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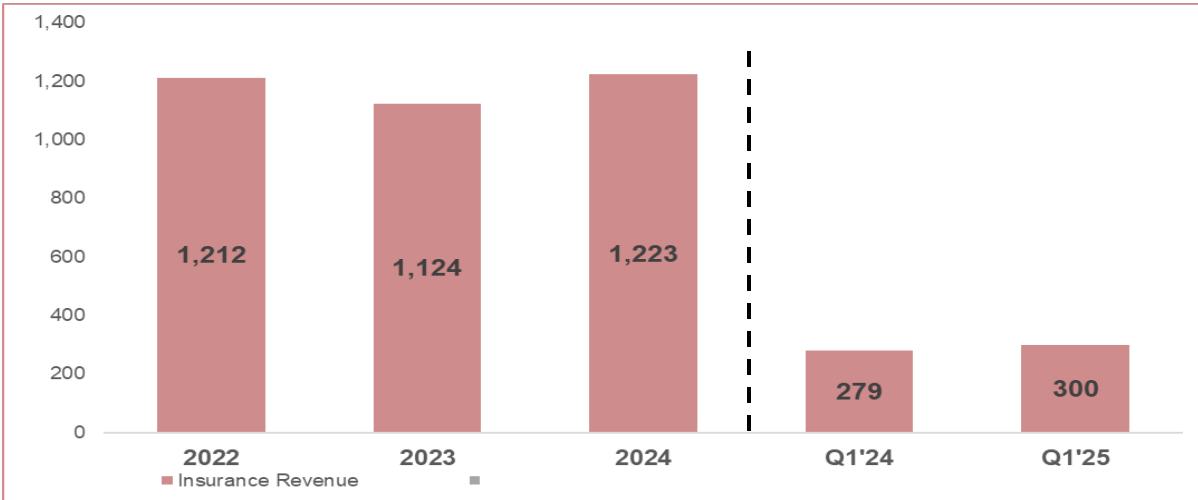
QLM – Key highlights



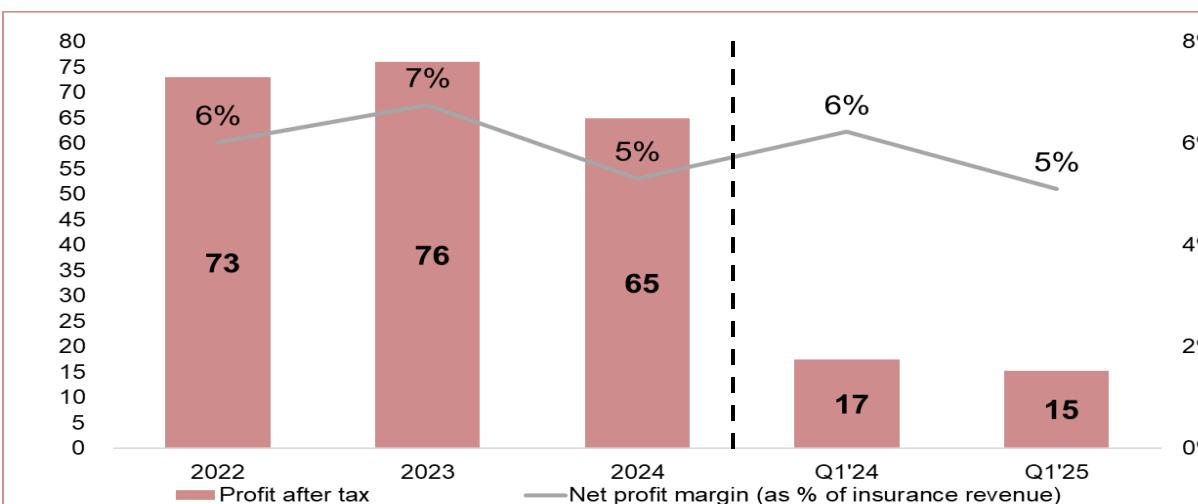
- 1 Qatar's leading medical and life insurance company
 - Qatar's leader in group life and medical insurance, with a dominant market share and strong brand value in Qatar and the region
 - Demonstrated history of providing accessible, high-quality medical and life insurance products and services, with the region's most comprehensive network of medical providers
- 2 Strong client base
 - Trusted medical and life insurance provider for a wide variety of clients, including many of Qatar's largest and most prominent entities
 - High policy renewal rates testify to QLM's client-centric approach and consistently high standards of service
- 3 Advanced in-house capabilities
 - Advanced in-house capabilities, from policy underwriting to claims management, ensuring efficient business management and the delivery of innovative insurance solutions
 - Leader in digital insurance transformation with state-of-the-art IT system that ensures seamless end-to-end customer experience
- 4 Excellent financial record
 - Strong shareholder value creation proven by an increase in net profits as well as margin improvements
 - S&P rated "A-" with stable outlook
 - Strong solvency ratios well above the statutory requirement of 150%, demonstrating financial strength and robust capital and risk management
- 5 Experienced management team
 - Highly experienced management team facilitating business growth, continuously increasing efficiencies, driving innovation and focusing on creating shareholder value

Premium and profitability overview

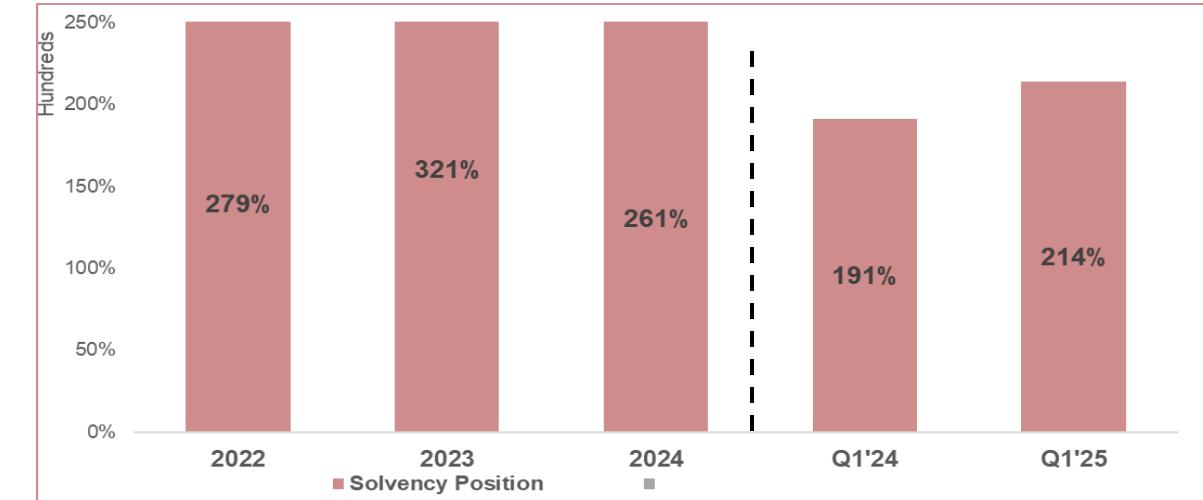
Insurance revenue (QAR'million)



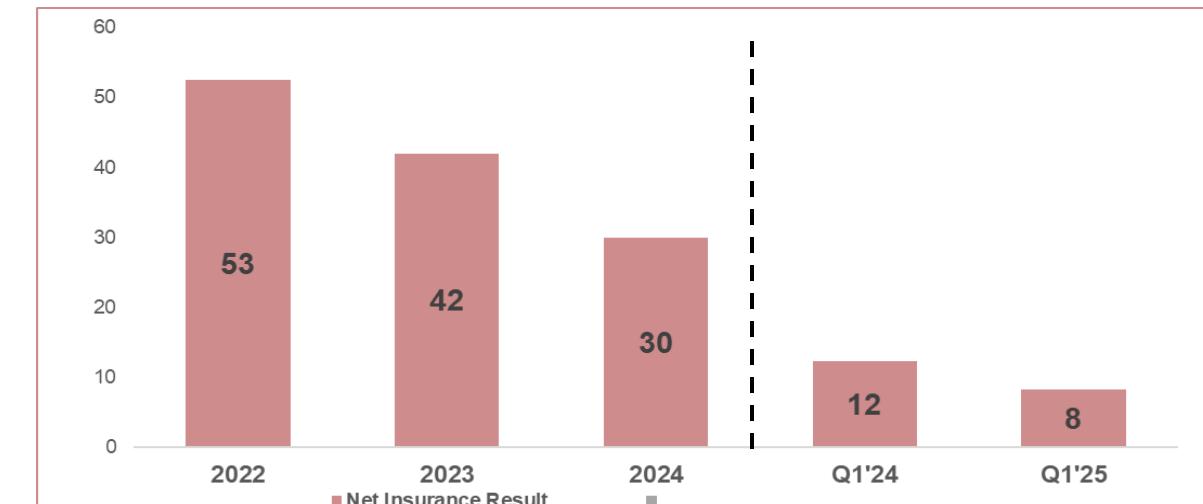
Profit for the period (QAR'million)



Solvency Position (in %)



Net insurance result (QAR'million)



Balance Sheet as at 31st March'2025

	31-Mar 2025 (Reviewed) QR ('000)	31-Dec 2024 (Audited) QR ('000)
ASSETS		
Bank balances and short-term deposits	670,936	602,614
Financial investments	774,961	749,283
Reinsurance contract assets	49,864	59,147
Other receivables	30,708	24,960
Property and equipment	2,833	3,094
TOTAL ASSETS	1,529,302	1,439,098
LIABILITIES AND Shareholders' EQUITY		
LIABILITIES		
Short term borrowings	281,620	272,863
Insurance contract liabilities	407,787	319,167
Reinsurance contract liabilities	-	21,256
Other payables	196,441	168,154
TOTAL LIABILITIES	885,848	781,440
Shareholders' EQUITY		
Share capital	350,000	350,000
Legal reserve	50,333	50,333
Fair value reserve	-10,202	-16,469
Cash Flow Hedge Reserve	1,087	1,753
Retained earnings	252,236	272,041
TOTAL SHAREHOLDERS' EQUITY	643,454	657,658
TOTAL LIABILITIES AND Shareholders' EQUITY	1,529,302	1,439,098

Statement of Profit or Loss for the year ended – 31st March'2025

	For the year ended	
	31-Mar 2025 (Reviewed) QR ('000)	31-Mar 2024 (Reviewed) QR ('000)
Insurance revenue	299,465	279,379
Insurance service expense	(287,643)	(252,999)
Net (expenses)/income from reinsurance contracts held	(4,494)	(14,379)
INSURANCE SERVICE RESULT	7,328	12,001
Interest Income	16,054	16,032
Invest and other income	(192)	(1,720)
Finance costs	(3,815)	(4,146)
NET INVESTMENT INCOME	12,047	10,166
Insurance finance (expenses)/income for insurance contracts issued	(6,488)	(6,458)
Insurance finance income/(expenses) for reinsurance contracts held	7,453	6,714
NET INSURANCE FINANCIAL RESULT	965	256
NET INSURANCE AND INVESTMENT RESULT	20,340	22,423
Operating and administrative expenses	(4,693)	(4,491)
Depreciation and amortization	(332)	(372)
PROFIT BEFORE TAX	15,315	17,560
Income tax expense (net of prior period adjustment)	(120)	(125)
PROFIT FOR THE PERIOD	15,195	17,435
Earnings per share		
Basic and diluted earnings per share in Qatari Riyals	0.04	0.05