

Investor Call Presentation

29th October 2024 at 1:00 pm
Doha

QLM Life & Medical Insurance Company QPSC

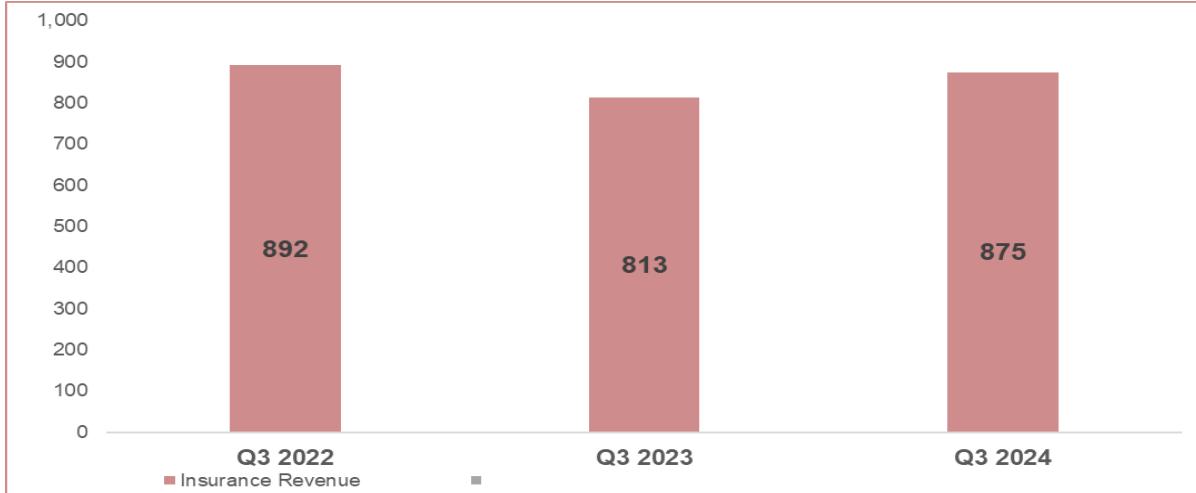
QLM – Key highlights



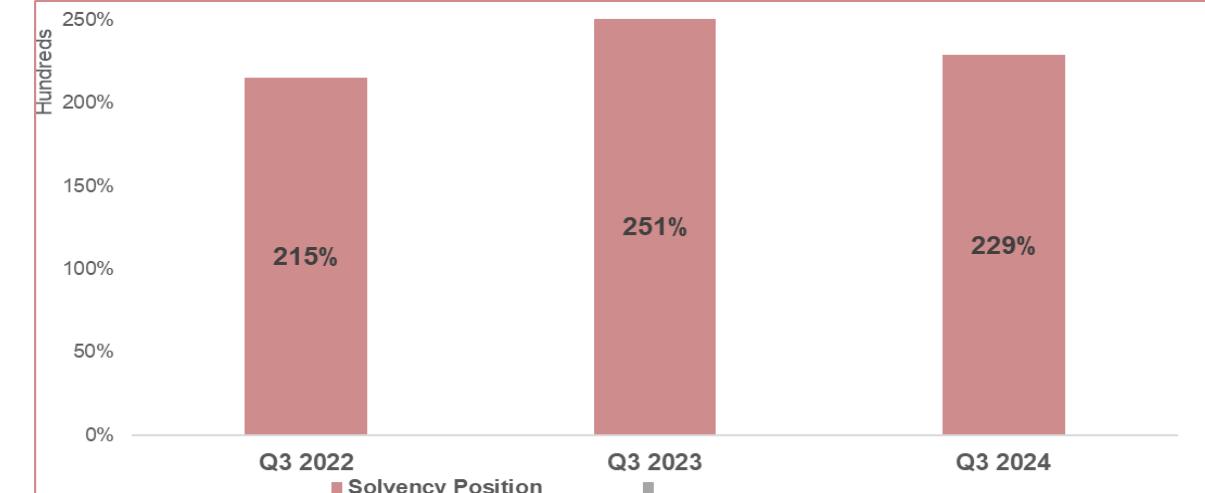
- 1 Qatar's leading medical and life insurance company
 - Qatar's leader in group life and medical insurance, with a dominant market share and strong brand value in Qatar and the region
 - Demonstrated history of providing accessible, high-quality medical and life insurance products and services, with 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

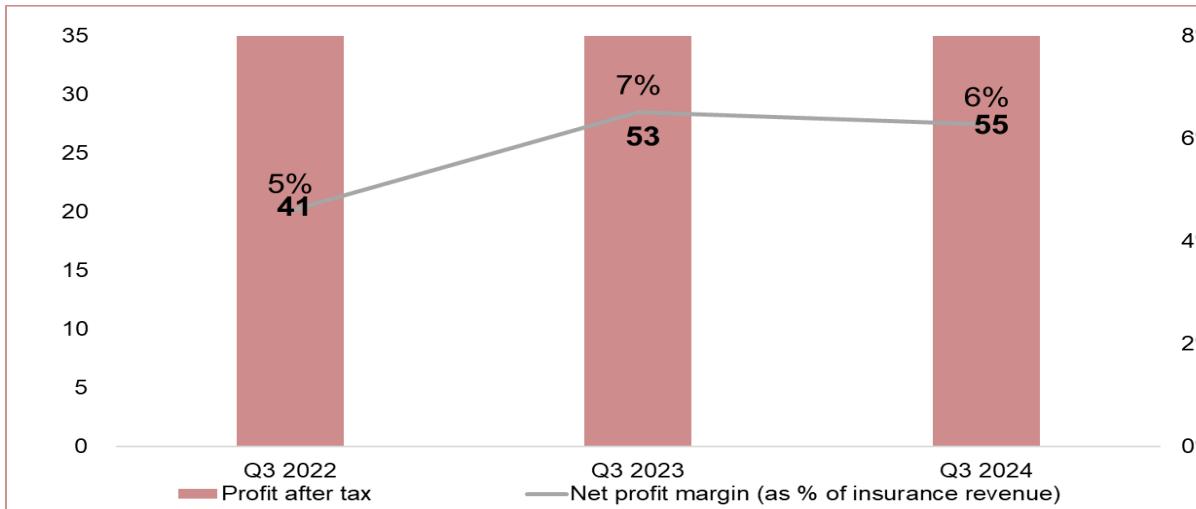
Insurance revenue (QAR'million)



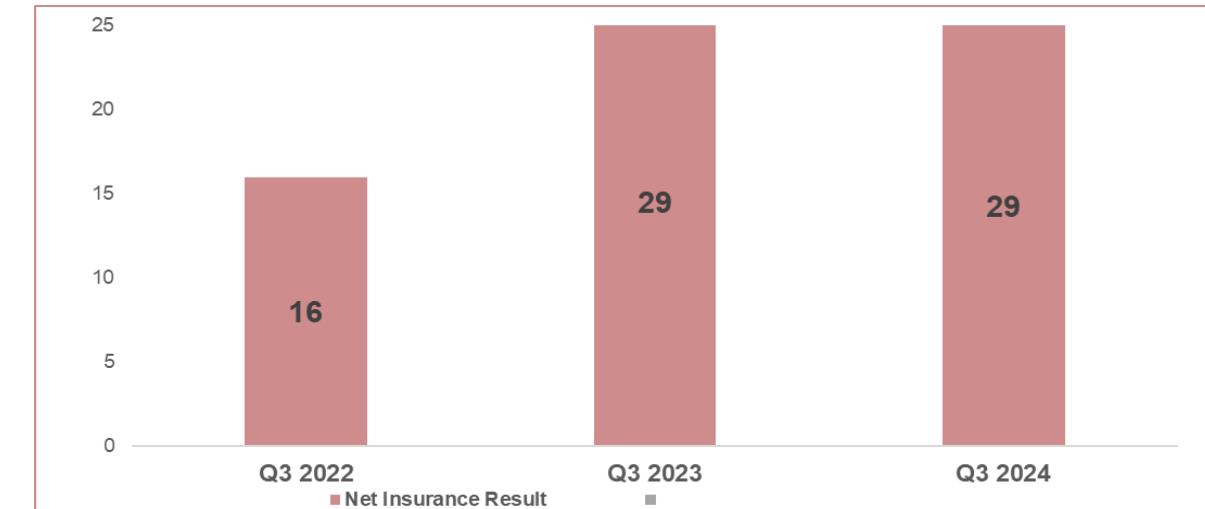
Solvency Position (in %)



Profit for the period (QAR'million)



Net insurance result (QAR'million)



Balance Sheet as at 30th September'2024

	30-Sep 2024 (Reviewed) QR ('000)	31-Dec 2023 (Audited) QR ('000)
ASSETS		
Bank balances and short-term deposits	704,383	610,901
Financial investments	755,663	686,266
Reinsurance contract assets	50,257	45,431
Other receivables	26,336	51,468
Property and equipment	3,478	3,914
TOTAL ASSETS	1,540,117	1,397,980
LIABILITIES AND Shareholders' EQUITY		
LIABILITIES		
Short term borrowings	275,666	254,214
Insurance contract liabilities	433,057	342,035
Reinsurance contract liabilities	12,802	16835
Other payables	156,731	157,630
TOTAL LIABILITIES	878,256	770,714
Shareholders' EQUITY		
Share capital	350,000	350,000
Legal reserve	43,828	43,343
Fair value reserve	-1,839	-25,312
Retained earnings	269,872	259,235
TOTAL SHAREHOLDERS' EQUITY	661,861	627,266
TOTAL LIABILITIES AND Shareholders' EQUITY	1,540,117	1,397,980

Statement of Profit or Loss for the nine-month period ended – 30th September'2024

	For the nine month period ended	
	30-Sep 2024 (Reviewed) QR ('000)	30-Sep 2023 (Reviewed) QR ('000)
Insurance revenue	875,310	813,049
Insurance service expense	(822,378)	(748,874)
Net (expenses)/income from reinsurance contracts held	(26,724)	(33,902)
INSURANCE SERVICE RESULT	26,208	30,273
Investment & other income	54,483	51,636
Finance costs	(12,226)	(14,169)
NET INVESTMENT INCOME	42,257	37,467
Insurance finance (expenses)/income for insurance contracts issued	(13,043)	(13,933)
Insurance finance income/(expenses) for reinsurance contracts held	15,586	12,427
NET INSURANCE FINANCIAL RESULT	2,543	(1,506)
NET INSURANCE AND INVESTMENT RESULT	71,008	66,234
Operating and administrative expenses	(14,518)	(12,173)
Depreciation and amortization	(1,223)	(727)
PROFIT BEFORE TAX	55,267	53,334
Income tax expense (net of prior period adjustment)	(395)	(268)
PROFIT FOR THE PERIOD	54,872	53,066
Earnings per share		
Basic and diluted earnings per share in Qatari Riyals	0.16	0.15