

Investor Call Presentation

6th February 2025 at 1:00 pm
Doha

QLM Life & Medical Insurance Company QPSC

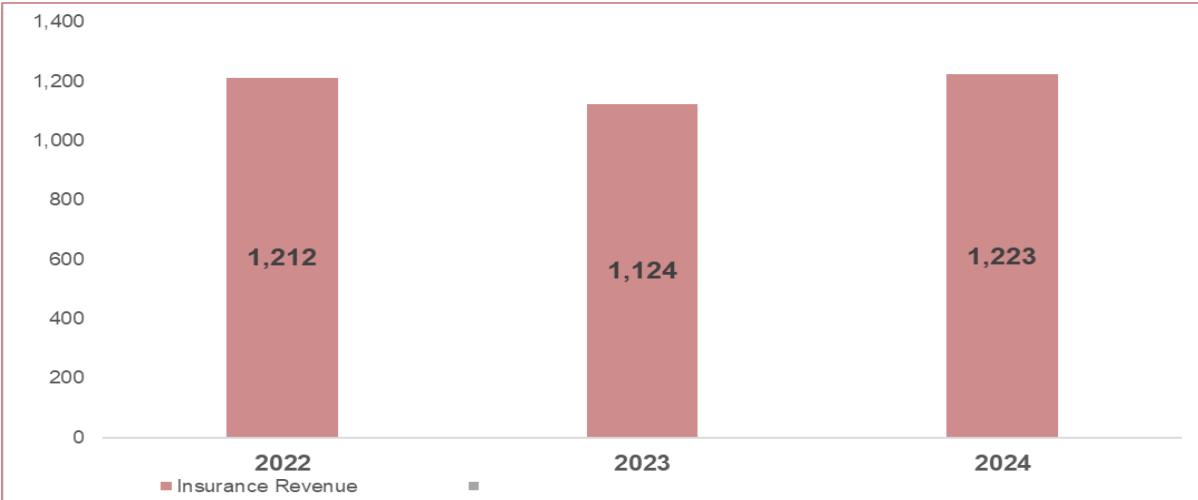
QLM – Key highlights



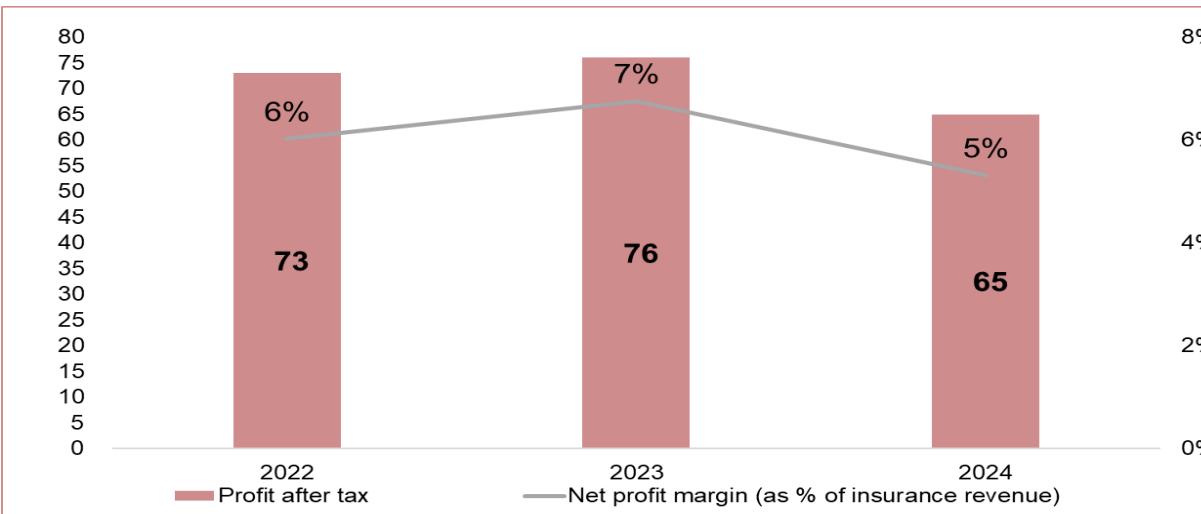
- 1 Qatar's leading medical and life insurance company
 - Qatar's leader in group life and medical insurance, with a dominant market share and strong brand value in Qatar and the region
 - Demonstrated history of providing accessible, high-quality medical and life insurance products and services, with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

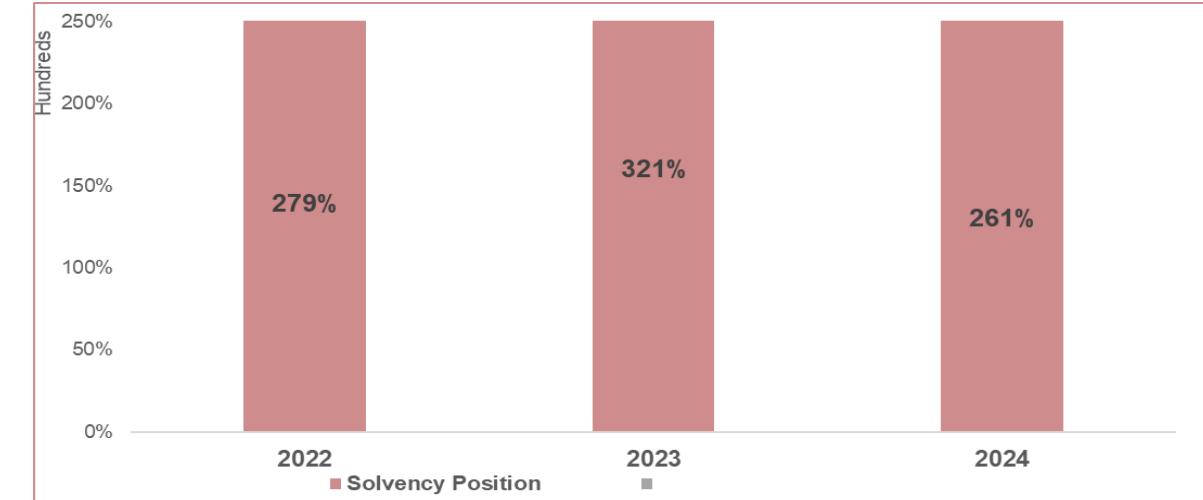
Insurance revenue (QAR'million)



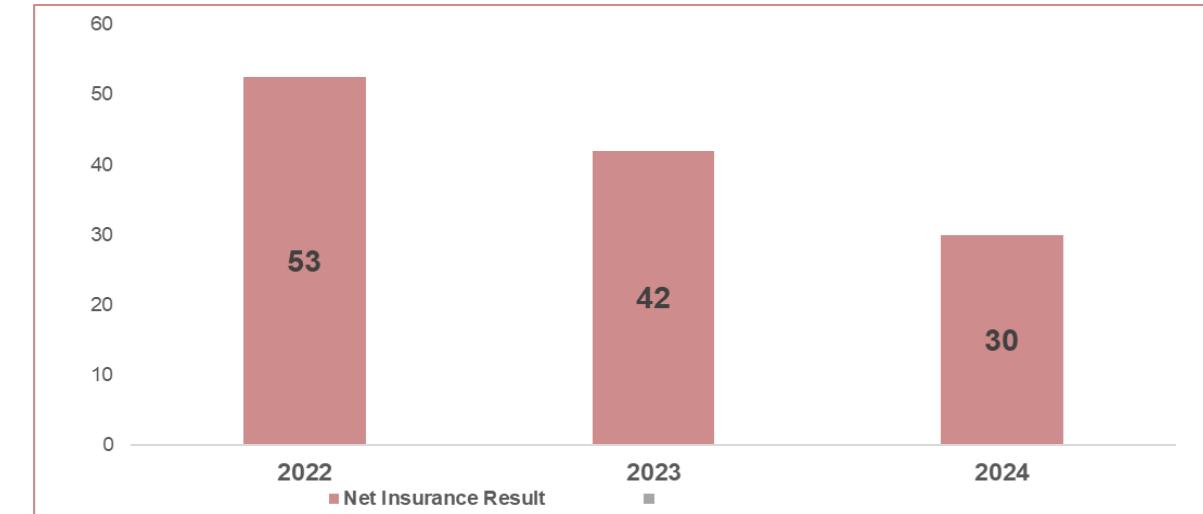
Profit for the period (QAR'million)



Solvency Position (in %)



Net insurance result (QAR'million)



Balance Sheet as at 31st December'2024

	31-Dec 2024 (Reviewed) QR ('000)	31-Dec 2023 (Audited) QR ('000)
ASSETS		
Bank balances and short-term deposits	602,614	610,901
Financial investments	749,283	686,266
Reinsurance contract assets	59,147	45,431
Other receivables	24,960	51,468
Property and equipment	3,094	3,914
TOTAL ASSETS	1,439,098	1,397,980
LIABILITIES AND Shareholders' EQUITY		
LIABILITIES		
Short term borrowings	272,863	254,214
Insurance contract liabilities	319,167	342,035
Reinsurance contract liabilities	21,256	16,835
Other payables	168,154	157,630
TOTAL LIABILITIES	781,440	770,714
Shareholders' EQUITY		
Share capital	350,000	350,000
Legal reserve	50,333	43,343
Fair value reserve	-16,469	-30,873
Cash Flow Hedge Reserve	1,753	5,561
Retained earnings	272,041	259,235
TOTAL SHAREHOLDERS' EQUITY	657,658	627,266
TOTAL LIABILITIES AND Shareholders' EQUITY	1,439,098	1,397,980

Statement of Profit or Loss for the year ended – 31st December'2024

	For the year ended	
	31-Dec 2024 (Reviewed) QR ('000)	31-Dec 2023 (Reviewed) QR ('000)
Insurance revenue	1,222,992	1,123,639
Insurance service expense	(1,159,774)	(1,040,862)
Net (expenses)/income from reinsurance contracts held	(34,925)	(38,622)
INSURANCE SERVICE RESULT	28,293	44,155
Interest Income	66,989	67,638
Invest and other income	6,239	5,333
Finance costs	(16,178)	(18,301)
NET INVESTMENT INCOME	57,050	54,670
Insurance finance (expenses)/income for insurance contracts issued	(13,595)	(19,087)
Insurance finance income/(expenses) for reinsurance contracts held	15,315	17,029
NET INSURANCE FINANCIAL RESULT	1,720	(2,058)
NET INSURANCE AND INVESTMENT RESULT	87,063	96,767
Operating and administrative expenses	(19,798)	(18,979)
Depreciation and amortization	(1,670)	(1,118)
PROFIT BEFORE TAX	65,595	76,670
Income tax expense (net of prior period adjustment)	(545)	(391)
PROFIT FOR THE PERIOD	65,050	76,279
Earnings per share		
Basic and diluted earnings per share in Qatari Riyals	0.19	0.22