

Islamic Arab Insurance Co.  
(Salama) and its subsidiaries  
Condensed consolidated interim financial  
information  
*for the three-month period ended 31 March 2014*

# Islamic Arab Insurance Co. (Salama) and its subsidiaries

## Condensed consolidated interim financial information

*for the three-month period ended 31 March 2014*

| <i>Contents</i>                                                                                | <i>Page</i> |
|------------------------------------------------------------------------------------------------|-------------|
| Independent auditors' report on review of condensed consolidated interim financial information | 1           |
| Condensed consolidated interim statement of profit or loss                                     | 2           |
| Condensed consolidated interim statement of comprehensive income                               | 3           |
| Condensed consolidated interim statement of financial position                                 | 4           |
| Condensed consolidated interim statement of cash flows                                         | 5           |
| Condensed consolidated interim statement of changes in equity                                  | 6-7         |
| Notes                                                                                          | 8-18        |



**KPMG Lower Gulf Limited**  
Level 13, Boulevard Plaza Tower One  
Mohammed Bin Rashid Boulevard  
PO Box 3800  
Downtown Dubai  
United Arab Emirates

Telephone +971 (4) 403 0300  
Fax +971 (4) 330 1515  
Website [www.ae-kpmg.com](http://www.ae-kpmg.com)

## **Independent auditors' report on review of condensed consolidated interim financial information**

The Shareholders

Islamic Arab Insurance Co. (Salama) and its subsidiaries

### *Introduction*

We have reviewed the accompanying 31 March 2014 condensed consolidated interim financial information of Islamic Arab Insurance Co. (Salama) ("the Company") and its subsidiaries (collectively referred to as "the Group"), consisting of:

- the condensed consolidated interim statement of financial position as at 31 March 2014;
- the condensed consolidated interim statement of profit or loss for the three-month period ended 31 March 2014;
- the condensed consolidated interim statement of comprehensive income for the three-month period ended 31 March 2014;
- the condensed consolidated interim statement of changes in equity for the three-month period ended 31 March 2014;
- the condensed consolidated interim statement of cash flows for the three-month period ended 31 March 2014; and
- notes to the condensed consolidated interim financial information.

Management is responsible for the preparation and presentation of this condensed consolidated interim financial information in accordance with IAS 34, 'Interim Financial Reporting'. Our responsibility is to express a conclusion on this condensed consolidated interim financial information based on our review.

### *Scope of Review*

We conducted our review in accordance with the International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of condensed consolidated interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### *Conclusion*

Based on our review, nothing has come to our attention that causes us to believe that the accompanying 31 March 2014 condensed consolidated interim financial information is not prepared, in all material respects, in accordance with IAS 34, 'Interim Financial Reporting'.

**KPMG Lower Gulf Limited**  
Vijendra Nath Malhotra  
Registration No.: 48B

15 MAY 2014

# Islamic Arab Insurance Co. (Salama) and its subsidiaries

## Condensed consolidated interim statement of profit or loss

for the three-month period ended 31 March 2014

|                                                                             |      | Three-month<br>period ended<br>31 March<br>2014<br>AED'000<br>(Un-audited) | Three-month<br>period ended<br>31 March<br>2013<br>AED'000<br>(Un-audited) |
|-----------------------------------------------------------------------------|------|----------------------------------------------------------------------------|----------------------------------------------------------------------------|
|                                                                             | Note |                                                                            |                                                                            |
| <b>UNDERWRITING RESULTS</b>                                                 |      |                                                                            |                                                                            |
| <b>Underwriting income</b>                                                  |      |                                                                            |                                                                            |
| Gross written contributions                                                 | 16   | 224,609                                                                    | 436,635                                                                    |
| Less: reinsurance and retakaful contributions ceded                         |      | (55,032)                                                                   | (69,986)                                                                   |
| Net contributions                                                           |      | 169,577                                                                    | 366,649                                                                    |
| Net movement in unearned contributions                                      |      | 17,775                                                                     | 7,365                                                                      |
| Contributions earned                                                        | 16   | 187,352                                                                    | 374,014                                                                    |
| Commission received on ceded reinsurance and retakaful                      | 16   | 6,371                                                                      | 6,760                                                                      |
|                                                                             | 16   | 193,723                                                                    | 380,774                                                                    |
| <b>Underwriting expenses</b>                                                |      |                                                                            |                                                                            |
| Gross claims paid                                                           |      | 192,790                                                                    | 307,948                                                                    |
| Less: reinsurance and retakaful share of claims paid                        |      | (26,876)                                                                   | (48,125)                                                                   |
| Net claims paid                                                             |      | 165,914                                                                    | 259,823                                                                    |
| Net movement in outstanding claims and technical reserve for family takaful |      | (24,076)                                                                   | (21,354)                                                                   |
| Claims incurred                                                             | 16   | 141,838                                                                    | 238,469                                                                    |
| Commission paid and other costs                                             | 16   | 46,767                                                                     | 112,048                                                                    |
|                                                                             |      | 188,605                                                                    | 350,517                                                                    |
| <b>Net underwriting income</b>                                              | 16   | 5,118                                                                      | 30,257                                                                     |
| <b>Income</b>                                                               |      |                                                                            |                                                                            |
| Income from investments                                                     |      | 15,527                                                                     | 13,435                                                                     |
| Other income                                                                |      | 11,852                                                                     | 6,685                                                                      |
|                                                                             |      | 32,497                                                                     | 50,377                                                                     |
| <b>Expenses</b>                                                             |      |                                                                            |                                                                            |
| General, administrative and other expenses                                  |      | (41,746)                                                                   | (46,910)                                                                   |
| Financial expenses                                                          |      | (3,926)                                                                    | (4,136)                                                                    |
| Provision for charitable donations                                          |      | (1,375)                                                                    | (678)                                                                      |
| <b>Net loss before tax for the period</b>                                   |      | (14,550)                                                                   | (1,347)                                                                    |
| <b>Taxation - current</b>                                                   |      | (4,512)                                                                    | (7,353)                                                                    |
| <b>Net loss after tax for the period before policyholders' distribution</b> |      | (19,062)                                                                   | (8,700)                                                                    |
| Policyholders' surplus                                                      |      | -                                                                          | -                                                                          |
| <b>Net loss after tax and distribution to policyholders for the period</b>  |      | (19,062)                                                                   | (8,700)                                                                    |
| <b>Attributable to:</b>                                                     |      |                                                                            |                                                                            |
| Shareholders                                                                |      | (21,294)                                                                   | (8,348)                                                                    |
| Non-controlling interest                                                    |      | 2,232                                                                      | (352)                                                                      |
|                                                                             |      | (19,062)                                                                   | (8,700)                                                                    |
| <b>Loss per share (AED) (Note 14)</b>                                       |      | (0.018)                                                                    | (0.007)                                                                    |

The notes on pages 8 to 18 form an integral part of these condensed consolidated interim financial information.

The independent auditors' report on review of condensed consolidated interim financial information is set out on page 1.

# Islamic Arab Insurance Co. (Salama) and its subsidiaries

## Condensed consolidated interim statement of comprehensive income

for the three-month period ended 31 March 2014

|                                                                                 | Three-month<br>period ended<br>31 March 2014 | Three-month<br>period ended<br>31 March 2013 |
|---------------------------------------------------------------------------------|----------------------------------------------|----------------------------------------------|
|                                                                                 | AED'000                                      | AED'000                                      |
|                                                                                 | (Un-audited)                                 | (Un-audited)                                 |
| <b>Net loss after tax and distribution to policyholders'<br/>for the period</b> | <b>(19,062)</b>                              | <b>(8,700)</b>                               |
| <b>Other comprehensive income / (loss) net of income tax</b>                    |                                              |                                              |
| <i>Items that are or may be reclassified to profit or loss:</i>                 |                                              |                                              |
| Net change in fair value of available-for-sale investments                      | 3,659                                        | 32                                           |
| Foreign exchange translation reserve                                            | 146                                          | (8,307)                                      |
| <b>Other comprehensive income / (loss) for the period</b>                       | <b>3,805</b>                                 | <b>(8,275)</b>                               |
| <b>Total comprehensive loss for the period</b>                                  | <b>(15,257)</b>                              | <b>(16,975)</b>                              |
| <b>Attributable to:</b>                                                         |                                              |                                              |
| Shareholders                                                                    | (18,222)                                     | (12,757)                                     |
| Non-controlling interest                                                        | 2,965                                        | (4,218)                                      |
|                                                                                 | <b>(15,257)</b>                              | <b>(16,975)</b>                              |

The notes on pages 8 to 18 form an integral part of these condensed consolidated interim financial information.

The independent auditors' report on review of condensed consolidated interim financial information is set out on page 1.



**Islamic Arab Insurance Co. (Salama) and its subsidiaries**  
**Condensed consolidated interim statement of financial position**  
*as at 31 March 2014*

|                                                    |      | 31 March 2014    | 31 December 2013 |
|----------------------------------------------------|------|------------------|------------------|
|                                                    | Note | AED'000          | AED'000          |
|                                                    |      | (Un-audited)     | (Audited)        |
| <b>ASSETS</b>                                      |      |                  |                  |
| Property and equipments                            |      | 121,530          | 122,698          |
| Intangible assets                                  |      | 154,397          | 153,624          |
| Investment properties                              | 8    | 308,137          | 307,762          |
| Investments in associates                          | 9    | 42,275           | 41,505           |
| Statutory deposits                                 |      | 19,056           | 18,887           |
| Investments                                        | 11   | 1,192,357        | 1,222,816        |
| Participants' investments in unit-linked contracts | 11.3 | 650,244          | 643,644          |
| Deposits with takaful and retakaful companies      |      | 166,388          | 151,354          |
| Contributions and takaful balance receivables      |      | 590,013          | 701,730          |
| Retakafuls' share of outstanding claims            |      | 295,119          | 327,450          |
| Retakafuls' share of unearned contributions        |      | 68,406           | 62,740           |
| Amounts due from related parties                   | 12   | 13,607           | 12,700           |
| Other assets and receivables                       |      | 190,376          | 195,727          |
| Cash and bank balances                             |      | 352,372          | 341,570          |
| <b>TOTAL ASSETS</b>                                |      | <b>4,164,277</b> | <b>4,304,207</b> |
| <b>LIABILITIES</b>                                 |      |                  |                  |
| Bank finance                                       |      | 166,198          | 165,726          |
| Outstanding claims and family takaful reserve      |      | 1,026,446        | 1,056,230        |
| Payable to Participants for unit-linked contracts  |      | 648,896          | 640,199          |
| Unearned contributions reserve                     |      | 332,502          | 358,639          |
| Takaful balances payable                           |      | 614,485          | 706,054          |
| Other payables and accruals                        |      | 165,738          | 149,931          |
| Amounts due to related parties                     | 12   | 104              | 659              |
| <b>TOTAL LIABILITIES</b>                           |      | <b>2,954,369</b> | <b>3,077,438</b> |
| Policyholders' fund                                | 13   | -                | -                |
| <b>NET ASSETS EMPLOYED</b>                         |      | <b>1,209,908</b> | <b>1,226,769</b> |
| <b>FINANCED BY:</b>                                |      |                  |                  |
| Shareholders' equity                               |      | 1,136,778        | 1,155,000        |
| Non-controlling interest                           |      | 73,130           | 71,769           |
|                                                    |      | <b>1,209,908</b> | <b>1,226,769</b> |

The notes on pages 8 to 18 form an integral part of these condensed consolidated interim financial information.

These condensed consolidated financial information were approved and authorised for issue by the Board of

Directors on 15 MAY 2014 and signed on their behalf by:

  
 Sheikh Khaled Bin Zayed Al Nahyan  
 Chairman

  
 Dr. Saleh J. Malaikah  
 Vice Chairman & CEO

The independent auditors' report on review of condensed consolidated interim financial information is set out on page 1.

# Islamic Arab Insurance Co. (Salama) and its subsidiaries

## Condensed consolidated interim statement of cash flows

for the three-month period ended 31 March 2014

|                                                                    | Three month<br>period ended<br>31 March 2014<br>AED'000<br>(Un-audited) | Three month<br>period ended<br>31 March 2013<br>AED'000<br>(Un-audited) |
|--------------------------------------------------------------------|-------------------------------------------------------------------------|-------------------------------------------------------------------------|
| <b>Cash flows from operating activities</b>                        |                                                                         |                                                                         |
| Net loss before non-controlling interest                           | (19,062)                                                                | (8,700)                                                                 |
| <i>Adjustments for:</i>                                            |                                                                         |                                                                         |
| Depreciation                                                       | 1,895                                                                   | 6,255                                                                   |
| Net movement in unearned contributions reserve                     | (31,803)                                                                | (7,365)                                                                 |
| Investment properties                                              | (375)                                                                   | 70                                                                      |
| Amortisation of intangible assets                                  | 213                                                                     | 923                                                                     |
| Share of profit from associates                                    | (770)                                                                   | (167)                                                                   |
| <i>Operating loss before changes in working capital</i>            | <u>(49,902)</u>                                                         | <u>(8,984)</u>                                                          |
| Change in deposits with takaful and retakaful companies            | (15,034)                                                                | (9,119)                                                                 |
| Change in contributions and takaful balance receivable             | 111,717                                                                 | 40,715                                                                  |
| Change in due from / to related parties                            | (1,462)                                                                 | 1,582                                                                   |
| Change in other assets and receivables                             | 5,351                                                                   | 7,902                                                                   |
| Change in outstanding claims (net of retakaful)                    | 2,547                                                                   | (25,007)                                                                |
| Change in takaful payables and other payables                      | (75,762)                                                                | 377                                                                     |
| Change in policyholders' fund                                      | -                                                                       | -                                                                       |
| <i>Net cash flows (used in) / provided by operating activities</i> | <u>(22,545)</u>                                                         | <u>7,466</u>                                                            |
| <b>Cash flows from investing activities</b>                        |                                                                         |                                                                         |
| Property and equipment                                             | (727)                                                                   | (4,031)                                                                 |
| Net movement in intangible assets                                  | (986)                                                                   | -                                                                       |
| Net movement in associates                                         | -                                                                       | 167                                                                     |
| Statutory deposits                                                 | (169)                                                                   | (7,424)                                                                 |
| Investments-net                                                    | 32,903                                                                  | (107,757)                                                               |
| Dividend paid                                                      | (1,604)                                                                 | -                                                                       |
| Net movement in Participants' investments in Unit-linked contracts | 2,097                                                                   | 9,779                                                                   |
| <i>Net cash flows provided by / (used in) investing activities</i> | <u>31,514</u>                                                           | <u>(109,266)</u>                                                        |
| <b>Cash flows from financing activities</b>                        |                                                                         |                                                                         |
| Bank finance                                                       | 472                                                                     | (5,666)                                                                 |
| Net movement in non-controlling interest                           | 1,361                                                                   | (4,218)                                                                 |
| <i>Net cash flows from / (used in) financing activities</i>        | <u>1,833</u>                                                            | <u>(9,884)</u>                                                          |
| Net increase / (decrease) in cash and cash equivalents             | <u>10,802</u>                                                           | <u>(111,684)</u>                                                        |
| Cash and cash equivalents at 1 January                             | <u>341,570</u>                                                          | <u>545,046</u>                                                          |
| Cash and cash equivalents at 31 March                              | <u>352,372</u>                                                          | <u>433,362</u>                                                          |

The notes on pages 8 to 18 form an integral part of these condensed consolidated interim financial information.

The independent auditors' report on review of condensed consolidated interim financial information is set out on page 1.

**Islamic Arab Insurance Co. (Salama) and its subsidiaries**  
**Condensed consolidated interim statement of changes in equity (Un-audited)**  
*for the three-month period ended 31 March 2014*

|                                                                        | Attributable to the equity holders of the Company |                              |                                |                                         |                                          |                           |                              |                  |                                 |                         |
|------------------------------------------------------------------------|---------------------------------------------------|------------------------------|--------------------------------|-----------------------------------------|------------------------------------------|---------------------------|------------------------------|------------------|---------------------------------|-------------------------|
|                                                                        | Foreign                                           |                              |                                |                                         |                                          | Non-                      |                              |                  |                                 |                         |
|                                                                        | Share capital<br>AED'000                          | Statutory reserve<br>AED'000 | Revaluation reserve<br>AED'000 | exchange translation reserve<br>AED'000 | Investment fair value reserve<br>AED'000 | Treasury stock<br>AED'000 | Retained earnings<br>AED'000 | Total<br>AED'000 | controlling interest<br>AED'000 | Total equity<br>AED'000 |
| Balance at 1 January 2013                                              | 1,210,000                                         | 69,983                       | 26,244                         | (11,363)                                | 6,180                                    | (35,972)                  | (63,866)                     | 1,201,206        | 62,232                          | 1,263,438               |
| <b>Total comprehensive income for the period</b>                       |                                                   |                              |                                |                                         |                                          |                           |                              |                  |                                 |                         |
| Loss for the period                                                    | -                                                 | -                            | -                              | -                                       | -                                        | -                         | (8,348)                      | (8,348)          | (352)                           | (8,700)                 |
| <b>Other comprehensive loss</b>                                        |                                                   |                              |                                |                                         |                                          |                           |                              |                  |                                 |                         |
| Movement in foreign exchange translation reserve                       | -                                                 | -                            | -                              | (4,467)                                 | -                                        | -                         | -                            | (4,467)          | (3,840)                         | (8,307)                 |
| Movement in net change in fair value of available-for-sale investments | -                                                 | -                            | -                              | -                                       | 58                                       | -                         | -                            | 58               | (26)                            | 32                      |
| Total other comprehensive loss                                         | -                                                 | -                            | -                              | (4,467)                                 | 58                                       | -                         | -                            | (4,409)          | (3,866)                         | (8,275)                 |
| <b>Total comprehensive (loss) / income for the period</b>              | -                                                 | -                            | -                              | (4,467)                                 | 58                                       | -                         | (8,348)                      | (12,757)         | (4,218)                         | (16,975)                |
| <b>Balance at 31 March 2013</b>                                        | <u>1,210,000</u>                                  | <u>69,983</u>                | <u>26,244</u>                  | <u>(15,830)</u>                         | <u>6,238</u>                             | <u>(35,972)</u>           | <u>(72,214)</u>              | <u>1,188,449</u> | <u>58,014</u>                   | <u>1,246,463</u>        |

The notes on pages 8 to 18 form an integral part of these condensed consolidated interim financial information.



# Islamic Arab Insurance Co. (Salama) and its subsidiaries

## Condensed consolidated interim statement of changes in equity (Un-audited) (continued)

for the three-month period ended 31 March 2014

|                                                                        | Attributable to the equity holders of the Company |                              |                                |                                         |                                          |                           |                               |                  |                                 |                         |
|------------------------------------------------------------------------|---------------------------------------------------|------------------------------|--------------------------------|-----------------------------------------|------------------------------------------|---------------------------|-------------------------------|------------------|---------------------------------|-------------------------|
|                                                                        | Foreign                                           |                              |                                |                                         |                                          | Non-                      |                               |                  |                                 |                         |
|                                                                        | Share capital<br>AED'000                          | Statutory reserve<br>AED'000 | Revaluation reserve<br>AED'000 | exchange translation reserve<br>AED'000 | Investment fair value reserve<br>AED'000 | Treasury stock<br>AED'000 | Accumulated losses<br>AED'000 | Total<br>AED'000 | controlling interest<br>AED'000 | Total equity<br>AED'000 |
| Balance at 1 January 2014                                              | 1,210,000                                         | 69,983                       | 46,723                         | (15,601)                                | 13,917                                   | (35,972)                  | (134,050)                     | 1,155,000        | 71,769                          | 1,226,769               |
| <b>Total comprehensive income for the period</b>                       |                                                   |                              |                                |                                         |                                          |                           |                               |                  |                                 |                         |
| (Loss) / profit for the period                                         | -                                                 | -                            | -                              | -                                       | -                                        | -                         | (21,294)                      | (21,294)         | 2,232                           | (19,062)                |
| <b>Other comprehensive loss</b>                                        |                                                   |                              |                                |                                         |                                          |                           |                               |                  |                                 |                         |
| Movement in foreign exchange translation reserve                       | -                                                 | -                            | -                              | (285)                                   | -                                        | -                         | -                             | (285)            | 431                             | 146                     |
| Movement in net change in fair value of available-for-sale investments | -                                                 | -                            | -                              | -                                       | 3,357                                    | -                         | -                             | 3,357            | 302                             | 3,659                   |
| Total other comprehensive loss                                         | -                                                 | -                            | -                              | (285)                                   | 3,357                                    | -                         | -                             | 3,072            | 733                             | 3,805                   |
| Total comprehensive (loss) / income for the period                     | -                                                 | -                            | -                              | (285)                                   | 3,357                                    | -                         | (21,294)                      | (18,222)         | 2,965                           | (15,257)                |
| <b>Transaction with owners, recorded directly in equity</b>            |                                                   |                              |                                |                                         |                                          |                           |                               |                  |                                 |                         |
| Dividend paid                                                          | -                                                 | -                            | -                              | -                                       | -                                        | -                         | -                             | -                | (1,604)                         | (1,604)                 |
| <b>Balance at 31 March 2014</b>                                        | <b>1,210,000</b>                                  | <b>69,983</b>                | <b>46,723</b>                  | <b>(15,886)</b>                         | <b>17,274</b>                            | <b>(35,972)</b>           | <b>(155,344)</b>              | <b>1,136,778</b> | <b>73,130</b>                   | <b>1,209,908</b>        |

The notes on pages 8 to 18 form an integral part of these condensed consolidated interim financial information.

# Islamic Arab Insurance Co. (Salama) and its subsidiaries

## Notes

(forming part of the condensed consolidated interim financial information)

### 1 Legal status and activities

Islamic Arab Insurance Co. (Salama) ("the Company") is a public shareholding company, registered in the Emirate of Dubai, United Arab Emirates (UAE) and operates through various branches in the UAE. The registered office of the Company is P O Box 10214, Dubai, United Arab Emirates. The principal activity of the Company is the writing of all classes of general takaful and family takaful business, in accordance with Islamic Shari'ah principles and in accordance with the relevant Articles of the Company and the UAE Federal Law No. 8 of 1984 (as amended) concerning commercial companies and U.A.E. Federal Law No. 6 of 2007, concerning regulations of insurance operations.

The Company and its subsidiaries are referred to as "the Group". Tariic Holding BSC (Tariic), a subsidiary of the company, is an intermediate holding company in Bahrain and no commercial activities are carried out in the Kingdom of Bahrain. The Group has the following principal subsidiaries which are engaged in insurance and reinsurance under Islamic Shari'ah principles:

| Subsidiaries                  | Group's Ownership |                  | Country of incorporation |
|-------------------------------|-------------------|------------------|--------------------------|
|                               | 31 March 2014     | 31 December 2013 |                          |
| <i>Directly owned</i>         |                   |                  |                          |
| Tariic Holding Company B.S.C  | 99.40%            | 99.40%           | Kingdom of Bahrain       |
| <i>Through Tariic</i>         |                   |                  |                          |
| Salama Assurances Senegal     | 57.41%            | 57.41%           | Senegal                  |
| Salama Assurances Algerie     | 96.98%            | 96.98%           | Algeria                  |
| Egyptian Saudi Insurance Home | 51.15%            | 51.15%           | Egypt                    |
| Best Re Holding Company       | 100%              | 100%             | Malaysia                 |

### 2 Basis of preparation

#### a) Statement of compliance

These condensed consolidated interim financial information have been prepared in accordance with the, IAS 34 Interim Financial Reporting. They do not include all of the information required for the full annual audited consolidated financial statements, and should be read in conjunction with the annual audited consolidated financial statements of the Group for the year ended 31 December 2013.

#### b) Basis of measurement

The condensed consolidated interim financial information have been prepared on the historical cost basis except for the following:

- financial instruments at fair value through profit and loss ("FVTPL") and unit-linked contracts are measured at fair value,
- available-for-sale ("AFS") financial assets are measured at fair value, and
- investment properties are measured at fair value.

#### New standards, interpretations and amendments adopted

The accounting policies adopted in the preparation of the condensed consolidated interim financial information are consistent with those followed in the preparation of the Group's annual audited consolidated financial statements for the year ended 31 December 2013, except for the adoption of new standards and interpretations effective as of 1 January 2014.

# Islamic Arab Insurance Co. (Salama) and its subsidiaries

Notes (*continued*)

## **2 Basis of preparation (continued)**

### **b) Basis of measurement (continued)**

#### **New standards, interpretations and amendments adopted (continued)**

The adoption of the new and amended standards and interpretations effective 1 January 2014 did not have an impact on the financial position or performance of the Group during the period.

### **c) Functional and reporting currency**

These condensed consolidated interim financial information are presented in UAE Dirham (AED). Except as otherwise indicated, financial information presented in UAE Dirham has been rounded to the nearest thousand.

## **3 Significant accounting policies**

The Groups' financial risk management objectives, policies and accounting policies are consistent with those disclosed in the audited consolidated financial statements as at and for the year ended 31 December 2013.

## **4 Estimates**

The preparation of the condensed consolidated interim financial information requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revision to accounting estimates are recognised in the period in which the estimates are revised and in the future periods effected.

In preparing these condensed consolidated interim financial information, the significant judgments made by management in applying the Group's accounting policies and the key sources of estimation uncertainty were significantly same as those that applied to the annual audited consolidated financial statements as at and for the year ended 31 December 2013, except for the valuation of investment properties as explained in note 8.

## **5 Interim measurement**

The nature of the Group's business is such that income and expense are incurred in a manner, which is not materially impacted by any form of seasonality. These condensed consolidated interim financial information were prepared on the accrual basis, which requires income and expense to be recorded as earned or incurred and not as received or paid throughout the year. However, the interim results may not represent a proportionate share of the annual profits due to variability in contributions and investment income and uncertainty of claims occurrences.



# Islamic Arab Insurance Co. (Salama) and its subsidiaries

Notes (continued)

## 6 Allocation of the net profit (Un-audited)

|                                                                                          | For the three-month period ended 31 March 2014 |               |                      |          | For the three-month period ended 31 March 2013 |               |                      |          |
|------------------------------------------------------------------------------------------|------------------------------------------------|---------------|----------------------|----------|------------------------------------------------|---------------|----------------------|----------|
|                                                                                          | Shareholders                                   | Policyholders | controlling interest | Total    | Shareholders                                   | Policyholders | controlling interest | Total    |
|                                                                                          | AED'000                                        | AED'000       | AED'000              | AED'000  | AED'000                                        | AED'000       | AED'000              | AED'000  |
| <b>Net underwriting income</b>                                                           |                                                |               |                      |          |                                                |               |                      |          |
| <b>Income</b>                                                                            |                                                |               |                      |          |                                                |               |                      |          |
| Wakalah share (note 7)                                                                   | 14,740                                         | (14,740)      | -                    | -        | 18,165                                         | (18,165)      | -                    | -        |
| Mudarib share (note 7)                                                                   | 5                                              | (5)           | -                    | -        | 37                                             | (37)          | -                    | -        |
| Net technical charges from shareholders to policyholders                                 | 2,943                                          | (2,943)       | -                    | -        | (815)                                          | 815           | -                    | -        |
| Net underwriting (loss) / income from subsidiaries                                       | (8,264)                                        | 8,264         | -                    | -        | 25,785                                         | (25,785)      | -                    | -        |
| Income from investments                                                                  | 15,477                                         | 50            | -                    | 15,527   | 13,159                                         | 276           | -                    | 13,435   |
| Other income                                                                             | 11,852                                         | -             | -                    | 11,852   | 6,685                                          | -             | -                    | 6,685    |
|                                                                                          | 36,753                                         | (4,256)       | -                    | 32,497   | 63,016                                         | (12,639)      | -                    | 50,377   |
| <b>Expenses</b>                                                                          |                                                |               |                      |          |                                                |               |                      |          |
| General, administrative and other expenses                                               | (41,746)                                       | -             | -                    | (41,746) | (46,910)                                       | -             | -                    | (46,910) |
| Financial expenses                                                                       | (3,926)                                        | -             | -                    | (3,926)  | (4,136)                                        | -             | -                    | (4,136)  |
| Charitable donations                                                                     | (1,375)                                        | -             | -                    | (1,375)  | (678)                                          | -             | -                    | (678)    |
| <b>Net (loss) / profit before tax for the period</b>                                     | (10,294)                                       | (4,256)       | -                    | (14,550) | 11,292                                         | (12,639)      | -                    | (1,347)  |
| Tax – current                                                                            | (4,512)                                        | -             | -                    | (4,512)  | (7,353)                                        | -             | -                    | (7,353)  |
| <b>Net (loss) / profit after tax for the period</b>                                      | (14,806)                                       | (4,256)       | -                    | (19,062) | 3,939                                          | (12,639)      | -                    | (8,700)  |
| Share of non-controlling interest                                                        | (2,232)                                        | -             | 2,232                | -        | 352                                            | -             | (352)                | -        |
| Policyholders' loss financed by shareholders / recovery of loss from policyholders' fund | (4,256)                                        | 4,256         | -                    | -        | (12,639)                                       | 12,639        | -                    | -        |
| <b>Net (loss) / profit for the period</b>                                                | (21,294)                                       | -             | 2,232                | (19,062) | (8,348)                                        | -             | (352)                | (8,700)  |



# Islamic Arab Insurance Co. (Salama) and its subsidiaries

## Notes (continued)

### 7 Wakalah and Mudarib Share

The shareholders manage the takaful operations of the Group for the policyholders and charge 15% (2013: 15%) of gross written contributions of non family takaful business (excluding subsidiaries) as wakalah share. For family takaful business, sharing ratio is 15% (2013:15%) of mortality costs.

The shareholders of the Group also manage the policyholders' investment funds other than family takaful and charge 15% (2013: 15%) of investment income earned by the policyholders as Mudarib share.

### 8 Investment properties

The geographic dispersion of investment properties is as follows:

|             | 31 March<br>2014<br>AED'000<br>(Un-audited) | 31 December<br>2013<br>AED'000<br>(Audited) |
|-------------|---------------------------------------------|---------------------------------------------|
| Within UAE  | 16,600                                      | 16,600                                      |
| Outside UAE | 291,537                                     | 291,162                                     |
|             | <u>308,137</u>                              | <u>307,762</u>                              |

The carrying values of the investment properties reflect their fair values at 31 March 2014. These investment properties were previously stated at fair values as determined by independent external valuers at 31 December 2013. An independent external valuation has not been carried out at 31 March 2014 and accordingly, the carrying values are based on management's internal assessment, which equates to their fair values.

The Group investment property portfolio is being managed and maintained by a third party; administrative and the rental income received from these properties are being set off with the administrative fees.

### 9 Investment in associates

The principal significant associates of the Group, all of which have 31 December as their year end are as follows:

| Associates                                                                 | Ownership |        | Country of<br>incorporation | 31 March<br>2014<br>AED'000<br>(Un-audited)           | 31 December<br>2013<br>AED'000<br>(Audited)           |
|----------------------------------------------------------------------------|-----------|--------|-----------------------------|-------------------------------------------------------|-------------------------------------------------------|
|                                                                            | 2014      | 2013   |                             |                                                       |                                                       |
| Generale d'Etudes et de Placement<br>en Assurance Reassurance<br>("GEPAR") | 20.00%    | 20.00% | Tunisia                     | 496                                                   | 496                                                   |
| Salama Cooperative Insurance<br>Company (formerly Saudi IAIC)              | 30.00%    | 30.00% | KSA                         | 13,251                                                | 13,076                                                |
| Best Invest                                                                | 36.11%    | 36.11% | Tunisia                     | -                                                     | -                                                     |
| Islamic Insurance Jordan                                                   | 20.00%    | 20.00% | Jordan                      | 28,528                                                | 27,933                                                |
|                                                                            |           |        |                             | <u>42,275</u>                                         | <u>41,505</u>                                         |
| <b>Movements during the period/year</b>                                    |           |        |                             | <b>31 March<br/>2014<br/>AED'000<br/>(Un-audited)</b> | <b>31 December<br/>2013<br/>AED'000<br/>(Audited)</b> |
| Balance at the beginning of period/year                                    |           |        |                             | 41,505                                                | 53,888                                                |
| Share of profit/(loss) in associates                                       |           |        |                             | 770                                                   | (11,334)                                              |
| Change in reserve                                                          |           |        |                             | -                                                     | (1,049)                                               |
| Balance at the ending of period/year                                       |           |        |                             | <u>42,275</u>                                         | <u>41,505</u>                                         |

# Islamic Arab Insurance Co. (Salama) and its subsidiaries

Notes (continued)

## 10 Classes and categories of financial assets and financial liabilities

The table below sets out the classification of each class of financial assets and liabilities and their fair values:

At 31 March 2014 (Un-audited)

| <u>Financial assets</u>                            | FVTPL          | AFS            | Amortised<br>cost | Total            |
|----------------------------------------------------|----------------|----------------|-------------------|------------------|
|                                                    | AED'000        | AED'000        | AED'000           | AED'000          |
| Investments                                        | 35,617         | 346,114        | 810,626           | 1,192,357        |
| Statutory deposits                                 | -              | -              | 19,056            | 19,056           |
| Participants' investments in unit-linked contracts | 650,244        | -              | -                 | 650,244          |
| Deposits with takaful and retakaful companies      | -              | -              | 166,388           | 166,388          |
| Contributions and takaful balance receivables      | -              | -              | 590,013           | 590,013          |
| Amounts due from related parties                   | -              | -              | 13,607            | 13,607           |
| Other assets and receivables                       | -              | -              | 185,192           | 185,192          |
| Cash and bank balances                             | -              | -              | 352,372           | 352,372          |
|                                                    | <u>685,861</u> | <u>346,114</u> | <u>2,137,254</u>  | <u>3,169,229</u> |
| <u>Financial liabilities</u>                       |                |                |                   |                  |
| Bank finance                                       | -              | -              | 166,198           | 166,198          |
| Payable to participants for unit-linked contracts  | 648,896        | -              | -                 | 648,896          |
| Takaful balances payable                           | -              | -              | 614,485           | 614,485          |
| Other payables and accruals                        | -              | -              | 165,738           | 165,738          |
| Amounts due to related parties                     | -              | -              | 104               | 104              |
|                                                    | <u>648,896</u> | <u>-</u>       | <u>946,525</u>    | <u>1,595,421</u> |

At 31 December 2013 (Audited)

| <u>Financial assets</u>                            | FVTPL          | AFS            | Amortised<br>cost | Total            |
|----------------------------------------------------|----------------|----------------|-------------------|------------------|
|                                                    | AED'000        | AED'000        | AED'000           | AED'000          |
| Investments                                        | 35,108         | 334,617        | 853,091           | 1,222,816        |
| Statutory deposits                                 | -              | -              | 18,887            | 18,887           |
| Participants' investments in unit-linked contracts | 643,644        | -              | -                 | 643,644          |
| Deposits with takaful and retakaful companies      | -              | -              | 151,354           | 151,354          |
| Contributions and takaful balance receivables      | -              | -              | 701,730           | 701,730          |
| Amounts due from related parties                   | -              | -              | 12,700            | 12,700           |
| Other assets and receivables                       | -              | -              | 188,865           | 188,865          |
| Cash and bank balances                             | -              | -              | 341,570           | 341,570          |
|                                                    | <u>678,752</u> | <u>334,617</u> | <u>2,268,197</u>  | <u>3,281,566</u> |
| <u>Financial liabilities</u>                       |                |                |                   |                  |
| Bank finance                                       | -              | -              | 165,726           | 165,726          |
| Payable to participants for unit-linked contracts  | 640,199        | -              | -                 | 640,199          |
| Takaful balances payable                           | -              | -              | 706,054           | 706,054          |
| Other payables                                     | -              | -              | 125,411           | 125,411          |
| Amounts due to related parties                     | -              | -              | 659               | 659              |
|                                                    | <u>640,199</u> | <u>-</u>       | <u>997,850</u>    | <u>1,638,049</u> |

# Islamic Arab Insurance Co. (Salama) and its subsidiaries

Notes (continued)

## 11 Investments

|                                                                  | 31 March 2014<br>(Un-audited)      |                                         |                  | 31 December 2013<br>(Audited)      |                                         |                  |
|------------------------------------------------------------------|------------------------------------|-----------------------------------------|------------------|------------------------------------|-----------------------------------------|------------------|
|                                                                  | Domestic<br>investments<br>AED'000 | International<br>investments<br>AED'000 | Total<br>AED'000 | Domestic<br>investments<br>AED'000 | International<br>investments<br>AED'000 | Total<br>AED'000 |
| <b>Financial assets at fair<br/>value through profit or loss</b> |                                    |                                         |                  |                                    |                                         |                  |
| Mutual fund and externally<br>managed portfolios                 | -                                  | 26,425                                  | 26,425           | -                                  | 28,401                                  | 28,401           |
| Shares and securities                                            | 7,516                              | 1,676                                   | 9,192            | 6,707                              | -                                       | 6,707            |
|                                                                  | <u>7,516</u>                       | <u>28,101</u>                           | <u>35,617</u>    | <u>6,707</u>                       | <u>28,401</u>                           | <u>35,108</u>    |
| <b>Available-for-sale investments</b>                            |                                    |                                         |                  |                                    |                                         |                  |
| Mutual fund and externally<br>managed portfolios                 | -                                  | 335,079                                 | 335,079          | -                                  | 326,560                                 | 326,560          |
| Shares and securities                                            | 10,950                             | 85                                      | 11,035           | 7,968                              | 89                                      | 8,057            |
|                                                                  | <u>10,950</u>                      | <u>335,164</u>                          | <u>346,114</u>   | <u>7,968</u>                       | <u>326,649</u>                          | <u>334,617</u>   |
| <b>Islamic placements (refer 11.1)</b>                           | -                                  | 639,560                                 | 639,560          | -                                  | 676,731                                 | 676,731          |
| <b>Held to maturity</b>                                          |                                    |                                         |                  |                                    |                                         |                  |
| SUKUK and Government<br>bonds (refer 11.2)                       | -                                  | 171,066                                 | 171,066          | -                                  | 176,360                                 | 176,360          |
| <b>Total investments</b>                                         | <u>18,466</u>                      | <u>1,173,891</u>                        | <u>1,192,357</u> | <u>14,675</u>                      | <u>1,208,141</u>                        | <u>1,222,816</u> |

**11.1** Represent Shari'ah compliant placements with different financial institutions having profit rates of 0.22% to 4.75% (2013: 0.22% to 4.75%) and with original maturities of more than 3 months.

**11.2** Amount includes AED 116.59 million relating to 3 sukuks matured on 31 December 2013. The payment of both principal and profit are expected to be received during first half of 2014.

### 11.3 Participants' investments in unit-linked contracts

|                                                      | 31 March<br>2014<br>AED'000<br>(Un-audited) | 31 December<br>2013<br>AED'000<br>(Audited) |
|------------------------------------------------------|---------------------------------------------|---------------------------------------------|
| Financial asset at fair value through profit or loss | <u>650,244</u>                              | <u>643,644</u>                              |



# Islamic Arab Insurance Co. (Salama) and its subsidiaries

Notes (continued)

## 11 Investments (continued)

### *Determining fair values*

The determination of fair value for financial assets and liabilities is based on quoted market price in an active market under level 1 of fair value hierarchy.

The table below analyses financial instruments measured at fair value at the end of the reporting period, by the level in the fair value hierarchy into which the fair value measurement is categorised:

| Investments securities                             | Level 1<br>AED'000 | Level 2<br>AED'000 | Level 3<br>AED'000 | Total<br>AED'000 |
|----------------------------------------------------|--------------------|--------------------|--------------------|------------------|
| <b>31 March 2014 (Un-audited)</b>                  |                    |                    |                    |                  |
| <b>Fair value through profit or loss</b>           |                    |                    |                    |                  |
| Mutual fund                                        | 26,332             | 93                 | -                  | 26,425           |
| Participants' investments in unit-linked contracts | -                  | 650,244            | -                  | 650,244          |
| Shares and securities                              | 9,192              | -                  | -                  | 9,192            |
| Investment properties                              | -                  | 308,137            | -                  | 308,137          |
|                                                    | <u>35,524</u>      | <u>958,474</u>     | <u>-</u>           | <u>993,998</u>   |
| <b>Available-for-sale</b>                          |                    |                    |                    |                  |
| Mutual fund                                        | 14,714             | 320,365            | -                  | 335,079          |
| Shares and securities                              | 10,950             | 85                 | -                  | 11,035           |
|                                                    | <u>25,664</u>      | <u>320,450</u>     | <u>-</u>           | <u>346,114</u>   |
| <b>31 December 2013 (Audited)</b>                  |                    |                    |                    |                  |
| <b>Fair value through profit or loss</b>           |                    |                    |                    |                  |
| Mutual fund                                        | 23,091             | 5,310              | -                  | 28,401           |
| Participants' investments in unit-linked contracts | -                  | 643,644            | -                  | 643,644          |
| Shares and securities                              | 6,707              | -                  | -                  | 6,707            |
| Investment properties                              | -                  | 307,762            | -                  | 307,762          |
|                                                    | <u>29,798</u>      | <u>956,716</u>     | <u>-</u>           | <u>986,514</u>   |
| <b>Available-for-sale</b>                          |                    |                    |                    |                  |
| Mutual fund                                        | 12,740             | 313,820            | -                  | 326,560          |
| Shares and securities                              | 7,967              | 90                 | -                  | 8,057            |
|                                                    | <u>20,707</u>      | <u>313,910</u>     | <u>-</u>           | <u>334,617</u>   |

# Islamic Arab Insurance Co. (Salama) and its subsidiaries

Notes (continued)

## 12 Related party transactions

The Group, in the normal course of business, collects contributions, settles claims and enters into other transactions with other businesses that fall within the definition of related parties contained in the IAS 24 Related Party Disclosures (Revised). The management believes that the terms of such transactions are not significantly different from those that could have been obtained from third parties. The following are the details of significant transactions with related parties.

|                                     | Three-month<br>period ended<br>31 March<br>2014<br>AED'000<br>(Un-audited) | Three-month<br>period ended<br>31 March<br>2013<br>AED'000<br>(Un-audited) |
|-------------------------------------|----------------------------------------------------------------------------|----------------------------------------------------------------------------|
| General and administrative expenses | 617                                                                        | 411                                                                        |
| Retakaful on contributions          | 946                                                                        | 1,420                                                                      |
| Retakaful on claims                 | 1,335                                                                      | 865                                                                        |

Transactions and receivables related to Bin Zayed Group are in respect of management of the Group's investment portfolio.

### Compensation of key management personnel

|                                   |              |              |
|-----------------------------------|--------------|--------------|
| Short term benefits               | 2,186        | 2,683        |
| Employees end of service benefits | 82           | 484          |
|                                   | <u>2,268</u> | <u>3,167</u> |

|                                                       | 31 March<br>2014<br>AED'000<br>(Un-audited) | 31 December<br>2013<br>AED'000<br>(Audited) |
|-------------------------------------------------------|---------------------------------------------|---------------------------------------------|
| <b>Amounts due from related parties</b>               |                                             |                                             |
| Bin Zayed Group (funds advanced for investment)       | 11,128                                      | 11,128                                      |
| IAIC Bahrain                                          | 19                                          | 19                                          |
| Other entities under common management with the Group | 2,460                                       | 1,553                                       |
|                                                       | <u>13,607</u>                               | <u>12,700</u>                               |

### Amounts due to related parties

|                                                       |            |            |
|-------------------------------------------------------|------------|------------|
| Other entities under common management with the Group | 104        | 659        |
|                                                       | <u>104</u> | <u>659</u> |

# Islamic Arab Insurance Co. (Salama) and its subsidiaries

Notes (continued)

## 13 Policyholders' fund

|                                                                           | 31 March<br>2014<br>AED'000<br>(Un-audited) | 31 December<br>2013<br>AED'000<br>(Audited) |
|---------------------------------------------------------------------------|---------------------------------------------|---------------------------------------------|
| Balance at 1 January                                                      | (34,371)                                    | (1,454)                                     |
| Reversal of cost charged to family takaful policyholders for prior years  | -                                           | -                                           |
| Net deficit attributable to policyholders for the period/year<br>(note 6) | (4,256)                                     | (18,880)                                    |
| Proposed surplus distribution to policyholders<br>of family takaful       | -                                           | (14,037)                                    |
|                                                                           | <u>(38,627)</u>                             | <u>(34,371)</u>                             |
| Financed by shareholders'                                                 | <u>38,627</u>                               | <u>34,371</u>                               |
|                                                                           | <u>-</u>                                    | <u>-</u>                                    |
|                                                                           | 31 March<br>2014<br>AED'000<br>(Un-audited) | 31 March<br>2013<br>AED'000<br>(Un-audited) |
| Balance at 1 January                                                      | (34,371)                                    | (1,454)                                     |
| Net deficit attributable to policyholders for the period/year<br>(note 6) | (4,256)                                     | (12,639)                                    |
|                                                                           | <u>(38,627)</u>                             | <u>(14,093)</u>                             |
| Financed by shareholders'                                                 | <u>38,627</u>                               | <u>14,093</u>                               |
|                                                                           | <u>-</u>                                    | <u>-</u>                                    |

The shareholders of the Company financed the policyholders' deficit in accordance with the takaful contracts between the Company and its policyholders.

## 14 Loss per share

The calculation of loss per share for the period ended 31 March 2014 is based on the loss attributable to shareholders of AED 21.3 million (31 March 2013: loss attributable to shareholders of AED 8.3 million) divided by the weighted average number of shares of 1,188 million (31 March 2013: 1,188 million) outstanding during the period. There is no dilutive effect on basic earnings per share.

## 15 Contingent liabilities and capital commitments

|                      | 31 March<br>2014<br>AED'000<br>(Un-audited) | 31 December<br>2013<br>AED'000<br>(Audited) |
|----------------------|---------------------------------------------|---------------------------------------------|
| Letters of guarantee | <u>14,212</u>                               | <u>15,026</u>                               |

Statutory deposits of AED 14.48 million (31 December 2013: AED 15.29 million) are held as lien by the bank against the above guarantees.

The Group, in common with other insurance companies, is involved as a defendant in a number of legal cases in respect of its underwriting activities. The Group, through Best Re (L) Limited, one of its subsidiary, is facing certain claims and litigations in Labuan Malaysia and Korea. These include winding up petition by a cedant claim for nonpayment of a committed debt in connection with a claim being contested in Korea as well.



# Islamic Arab Insurance Co. (Salama) and its subsidiaries

Notes (continued)

## 15 Contingent liabilities and capital commitments (continued)

Subsequent to the period end, Labuan Court issued a winding-up order against nonpayment of the promised liability, which the subsidiary appealed against and has obtained stay order against the winding-up order and pursuant to the court order placed the disputed funds with relevant regulatory authority until a final verdict on the case.

The Group is exposed to certain claims and litigations, these are subject to legal cases filed by policyholders, cedants and retakaful operators in connection with policies issued. The management believes, based on independent legal counsel opinions that the ascertainment of liabilities and its timing is highly subjective and dependent on outcomes of court's decisions. Furthermore, as per independent legal counsel, the Group has strong grounds to defend the suits successfully. Accordingly, no additional provision for these claims has been made in the consolidated financial statements. However a provision is made in respect of each individual case where it is probable that the outcome would result in a loss to the Group in terms of an outflow of economic resources and a reliable estimate of the amount of outflow can be made.

There are no significant capital commitments at 31 March 2014 (31 December 2013: nil).

## 16 Operating segment

*By business*

*(for the three-month period ended 31 March 2014)*

|                                                            | Non -motor<br>AED'000 | Motor<br>AED'000 | Health<br>AED'000 | Family takaful<br>AED'000 | Total<br>AED'000 |
|------------------------------------------------------------|-----------------------|------------------|-------------------|---------------------------|------------------|
| Gross written contributions                                | 68,397                | 76,646           | 27,936            | 51,630                    | 224,609          |
| Net contributions earned                                   | 61,619                | 78,408           | 8,434             | 38,891                    | 187,352          |
| Commissions received on ceded<br>reinsurance and retakaful | 5,553                 | 20               | 107               | 691                       | 6,371            |
|                                                            | 67,172                | 78,428           | 8,541             | 39,582                    | 193,723          |
| Net claims incurred                                        | (69,127)              | (67,713)         | (9)               | (4,989)                   | (141,838)        |
| Commissions paid and other costs                           | (12,801)              | (11,179)         | (2,575)           | (20,212)                  | (46,767)         |
| Net underwriting income                                    | (14,756)              | (464)            | 5,957             | 14,381                    | 5,118            |
| Investment and other income                                |                       |                  |                   |                           | 27,379           |
| Unallocated expenses and tax                               |                       |                  |                   |                           | (51,559)         |
| Net loss after tax                                         |                       |                  |                   |                           | (19,062)         |

*(for the three-month period ended 31 March 2013)*

|                                                            | Non -motor<br>AED'000 | Motor<br>AED'000 | Health<br>AED'000 | Family takaful<br>AED'000 | Total<br>AED'000 |
|------------------------------------------------------------|-----------------------|------------------|-------------------|---------------------------|------------------|
| Gross written contributions                                | 269,645               | 95,667           | 25,230            | 46,093                    | 436,635          |
| Net contributions earned                                   | 215,712               | 112,215          | 7,809             | 38,278                    | 374,014          |
| Commissions received on ceded<br>reinsurance and retakaful | 6,415                 | 43               | 302               | -                         | 6,760            |
|                                                            | 222,127               | 112,258          | 8,111             | 38,278                    | 380,774          |
| Net claims incurred                                        | (133,625)             | (79,572)         | (7,395)           | (17,877)                  | (238,469)        |
| Commissions paid and other costs                           | (84,351)              | (11,341)         | (2,103)           | (14,253)                  | (112,048)        |
| Net underwriting income                                    | 4,151                 | 21,345           | (1,387)           | 6,148                     | 30,257           |
| Investment and other income                                |                       |                  |                   |                           | 20,120           |
| Unallocated expenses and tax                               |                       |                  |                   |                           | (59,077)         |
| Net loss after tax                                         |                       |                  |                   |                           | (8,700)          |

# Islamic Arab Insurance Co. (Salama) and its subsidiaries

Notes (continued)

## 16 Operating segment (continued)

*By Geography*

*(for the three-month period ended 31 March 2014)*

|                                                            | Africa   | Far East | Middle East | Turkey and<br>Central Asia | Total     |
|------------------------------------------------------------|----------|----------|-------------|----------------------------|-----------|
|                                                            | AED'000  | AED'000  | AED'000     | AED'000                    | AED'000   |
| Gross written contributions                                | 91,600   | 27,116   | 100,713     | 5,180                      | 224,609   |
| Net contributions earned                                   | 72,805   | 26,078   | 77,873      | 10,596                     | 187,352   |
| Commissions received on<br>ceded reinsurance and retakaful | 4,212    | 757      | 1,402       | -                          | 6,371     |
|                                                            | 77,017   | 26,835   | 79,275      | 10,596                     | 193,723   |
| Net claims incurred                                        | (43,557) | (581)    | (62,134)    | (35,566)                   | (141,838) |
| Commissions paid and other cost                            | (12,914) | (3,815)  | (27,341)    | (2,697)                    | (46,767)  |
| Net underwriting income                                    | 20,546   | 22,439   | (10,200)    | (27,667)                   | 5,118     |
| Investment and other income                                |          |          |             |                            | 27,379    |
| Unallocated expenses and tax                               |          |          |             |                            | (51,559)  |
| Net loss after tax                                         |          |          |             |                            | (19,062)  |

*(for the three-month period ended 31 March 2013)*

|                                                            | Africa   | Far East  | Middle East | Turkey and<br>Central Asia | Total     |
|------------------------------------------------------------|----------|-----------|-------------|----------------------------|-----------|
|                                                            | AED'000  | AED'000   | AED'000     | AED'000                    | AED'000   |
| Gross written contributions                                | 104,949  | 150,270   | 128,925     | 52,491                     | 436,635   |
| Net contributions earned                                   | 76,530   | 186,819   | 82,565      | 28,100                     | 374,014   |
| Commissions received on<br>ceded reinsurance and retakaful | 3,625    | 1,042     | 1,774       | 319                        | 6,760     |
|                                                            | 80,155   | 187,861   | 84,339      | 28,419                     | 380,774   |
| Net claims incurred                                        | (33,404) | (143,333) | (55,978)    | (5,754)                    | (238,469) |
| Commissions paid and other cost                            | (22,300) | (42,772)  | (28,286)    | (18,690)                   | (112,048) |
| Net underwriting income                                    | 24,451   | 1,756     | 75          | 3,975                      | 30,257    |
| Investment and other income                                |          |           |             |                            | 20,120    |
| Unallocated expenses and tax                               |          |           |             |                            | (59,077)  |
| Net loss after tax                                         |          |           |             |                            | (8,700)   |

## 17 Comparative figures

Certain comparative figures have been reclassified where appropriate to conform with the presentation and accounting policies adopted in these condensed consolidated interim financial information.