Management Discussion and Analysis	
Date	16 February 2023
Name of the Listed Company	Oman Insurance Company P.S.C.
Example: Annual Financials, First Quarter, Second Quarter, Third Quarter, or Preliminary Annual Financials	Annual Financials
The period of the financial statements covered by the report	1st January 2022 - 31st December 2022
Overview of the main results during the financial period	**Gross Written Premium** was AED 4.39 billion in 2022 vs AED 3.54 billion prior year **Net Earned Premium** was AED 1.51 billion compared to AED 1.55 billion prior year **Net Underwriting Income** was AED 468.8 million vs to AED 399.0 million **Net Income** was AED 223.6 million vs. AED 206.1 million prior year – our highest Net Income over the past 8 years. **Total Assets** of the Company at the end of year 2022 stood at AED 9.18 billion as against AED 7.57 billion at the end of year 2021. **Total Equity** of the Company at the end of year 2022 stood at AED 2.46 billion as against AED 2.23 billion at the end of year 2021.
Securities issued during the financial period	None
Summary of the most important non-financial events and developments during the financial period	The Group has changed its brand identity to Sukoon Insurance ("Sukoon"). Sukoon is a registered trademark of Oman Insurance Company P.S.C. The Group and Assicurazioni Generali S.p.A acting through its branch office in the UAE ("Generali UAE") signed an agreement to transfer the unit linked life insurance portfolio of Generali UAE to Sukoon. The migration of the portfolio was completed on 21 November 2022 (portfolio transfer date) after obtaining necessary approvals from the regulators (the CBUAE and The Institute for the Supervision of Insurance (IVASS) in Italy). Aligned with our strategy of mergers and acquisitions to streamline and focus our operations, Sukoon has successfully exited from Turkey and finalized the sale of our subsidiary Dubai Sigorta A.Ş., Türkiye with one of the leading German insurers, VHV Group.
Summary of operational performance during the financial period	Gross Written Premium grew by 24% to reach AED 4.39 billion in 2022 compared to AED 3.54 billion in 2021. Effective claims management led to curtail the Net Incurred Claims to AED 972.5 million in 2022 against AED 1,098.7 million in 2021. Net underwriting income grew 17.5% to reach AED 468.8 million in 2022 against AED 399.0 million in 2021.

Summary of profit and loss during the financial period	The Company posted a Net Income of AED 223.6 million in 2022 compared to AED 206.1 million in 2021. Return on Equity was 9.5% in 2022 vs 9.6% in 2021.
Summary of financial position as at the end of the financial period	Our enhanced receivables and credit management has delivered the strongest performance by generating free cash flow in 2022 which was partially utilized by further investing into financial investments. This has led to a 10.5% increase in the Group's invested assets (excluding ULIP) to AED 3.87 billion in 2022 against AED 3.50 billion in 2021. Net receivables stood at AED 677.1 million in 2022 whilst maintaining net receivables ratio at the same level as last year at 15.4%. Our solvency capital requirement before proposed dividend has now reached its highest level approximately at 280% (minimum regulatory requirement:100%) which is an increase of around 13% compared to the last year, reaffirming our extremely strong ability to meet our policyholders' obligations.
Summary of cash flows during the financial period	Generated AED 127.7 million cash from operating and investing activities.
Main performance indicators	Net Loss ratio: 64.4% Net Commission Ratio: 4.6% Administrative and Other Expense Ratio: 22.5% Combined Ratio: 91.5%
Expectations for the sector and the company's role in these expectations	Motor pricing is expected to re-adjust upwards. The Company has pre-empted this trend whilst ensuring par excellence customer service and sustainable financial results.
Expectations regarding the economy and its impact on the company and the sector	Resurgent economic activity on the back of a successfully hosted Expo 2020 and exceptional handling of the pandemic with a safe and swift reopening. Looking forward, inflationary risks with a volatile interest rate environment will be on the forefront in 2023. Prudent and agile pricing decisions will remain paramount in order to navigate through these risks.
Future plans for growth and changes in operations in future periods	The Group has received the license to operate Lloyds Syndicate 2880 under the Syndicate-in-a-Box (SIAB) initiative. The syndicate is now fully operational with 5 dedicated underwriters. With less than 100 syndicates worldwide and the only one in the GCC, Sukoon is uniquely placed in the region to capitalize on this with momentum going forward.
The size and impact of current and projected capital expenditures on the company	With continued improvement to our technological platforms and digital transformation strategy, we expect a Net capital expenditure in 2023 of appx. ~ AED 20 million compared to AED 23 million in 2022.
The developments of the implementation of projects, plans and transactions and deals that were discussed by the company's board of directors in the report for the previous fiscal year	None

May God; the Almighty; guide our steps.

On behalf of the Board,

Abdul Aziz Abdulla Al Ghurair

Chairman