



AL AHLEIA INSURANCE CO. S.A.K.P.



**AL AHLEIA INSURANCE CO. S.A.K.P.**

Established in Kuwait on 12<sup>th</sup> June 1962  
By virtue of Amiri Decree No. 37

Authorized and Paid Up Capital KD. 20,000,000  
Commercial Register No. 9389  
Insurance License No. 3

Registered in accordance with the Insurance  
Companies and Agents Law No. 24 for 1961





**H.H. Sheikh Sabah Al-Ahmad Al-Jaber Al-Sabah**  
AMIR OF KUWAIT





**H.H. Sheikh Nawaf Al-Ahmad Al-Jaber Al-Sabah**  
CROWN PRINCE





## **BOARD OF DIRECTORS**

Mr. Ayman Abdullatif Ali Al-Shayea  
**CHAIRMAN**

Mr. Emad Mohammed Abdul Rahman Al-Bahar  
**VICE CHAIRMAN**

Mr. Abdullah Mohammed Abdullah Al-Saad  
**DIRECTOR**

Mr. Abdul Aziz Abdul Razzaq Al-Jassar  
**DIRECTOR**

Mr. Emad Jassem Hamad Al-Sager  
**DIRECTOR**

Mr. Ahmad Yousef Ibrahim Al-Ghanem  
**DIRECTOR**

Mr. Adel Mohammed Ahmed Al-Ghanam  
**DIRECTOR**

Mr. Abdul Mouhsen Jassem Mohammed Al-Kharafi  
**DIRECTOR**

Mr. Yousef Saad Al-Saad  
**DIRECTOR**

## **BOARD OF DIRECTORS & EXECUTIVE MANAGEMENT**

### **EXECUTIVE MANAGEMENT**

Mr. Yousef Saad Al-Saad  
**CHIEF EXECUTIVE OFFICER**

Mr. Mohammed A. Al-Saad  
**VICE CHIEF EXECUTIVE OFFICER**

Mr. Jamal Y. Al-Houlli  
**ASSISTANT CEO - MOTOR DEPT.**

Mr. Jawad R. Saleh  
**ASSISTANT CEO - LIFE & MEDICAL DEPT.**

Mr. Ghazi A. Al-Roumi  
**ASSISTANT CEO - PRODUCTION & BRANCHES DEPT.**

Mr. Mohammed A. Samour  
**ASSISTANT CEO - MARINE & AVIATION DEPT.**

Dr. Faye H. Tawdros  
**ACTUARY**





## HEAD OFFICE & BRANCHES

### HEAD OFFICE

Ahmad Al-Jaber Street, Al-Sharq, Kuwait  
P.O.Box 1602 Safat, Postal Code 13017  
Cable: Al-Ahleia  
Tel.: (965) 1888444  
Fax: (965) 22430308 - 22411330  
E-mail: [aic@alahleia.com](mailto:aic@alahleia.com)  
[www.alahleia.com](http://www.alahleia.com)

### Shuwaikh Branch

Banks Street, Shuwaikh  
Tel./Fax: 24832183

### Sabhan Branch

Near Banks Group, Sabhan  
Tel./Fax : 24748239

### Hawalli Branch

Tunis street, Al-Rehab Complex, Hawalli  
Tel./Fax: 22642157

### Al-Soor Branch

Al-Soor Street, Mounzer Tower, Al-Salheiah  
Tel./Fax: 22440350

### Technical Testing Branch

Kuwait Motoring Co.  
Tel./Fax: 24834400

### Fahaheel Branch

Al-Daboos Street, Naif Al-Daboos Complex  
Tel./Fax: 23910393

### Salmiya Branch

Salem Al-Mubarak Street, Salmiya  
Tel.: 25733380 - Fax: 25747042

### Al-Jewan Branch

Al-Jewan Area, Ministry of Defence Co-op.  
Tel./Fax: 24992481

### Citizen Services Branch

Sabhan  
Tel.: 24710989 - Fax: 24710897

## SUBSIDIARY & SISTER COMPANIES

### SUBSIDIARY COMPANY



#### Kuwait Reinsurance Co. K.S.C.P.

P.O.Box 21929, Al Safat 13080, Kuwait  
Tel.: (965) 22432011/2 - Fax: (965) 22427823  
E-mail: kuwaitre@kuwaitre.com - www.kuwaitre.com

### SISTER COMPANIES



#### Trade Union Insurance Co. E.C.

P.O.Box 2211, Manama, Bahrain  
Tel.: (973) 17506555  
Fax: (973) 17100013



#### Burgan Insurance Company S.A.L. (Formerly Arab Life Insurance Company S.A.L.)

E-mail: burgan@burgan-ins.com  
www.burgan-ins.com



#### Arab Life & Accident Insurance Co. P.S.C.

P.O.Box 925250, Amman 11190, Jordan  
Tel.: (9626) 5693180/7 - Fax: (9626) 5693188  
E-mail: ala@wanadoo.jo  
www.arab-insurance.com.jo



#### Iraq International Insurance Co. S.A.

Iraq - Baghdad, Al Karada Al Sharkya,  
Babil Neighborhood,  
District No. 925  
Tel.: (9647) 904277242  
E-mail: aliraqintins@yahoo.com



#### Al-Watania Insurance Co. Y.S.C.

Head Office - Sana'a, Yemen  
P.O.Box 15497  
Tel.: (9671) 272713/874  
Fax: (9671) 272924  
www.alwataniains.com

#### Beirut Branch

P.O.Box 11-7338 Riyad Al-Suluh,  
Beirut 11072240, Lebanon  
Tel.: (9611) 751851  
Fax: (9611) 742569

#### Bhamdoon Branch

Tel.: (9615) 260300  
Fax: (9615) 260311

#### Al-Brajna Tower Branch

Tel.: (9611) 451365

#### Tripoli Branch

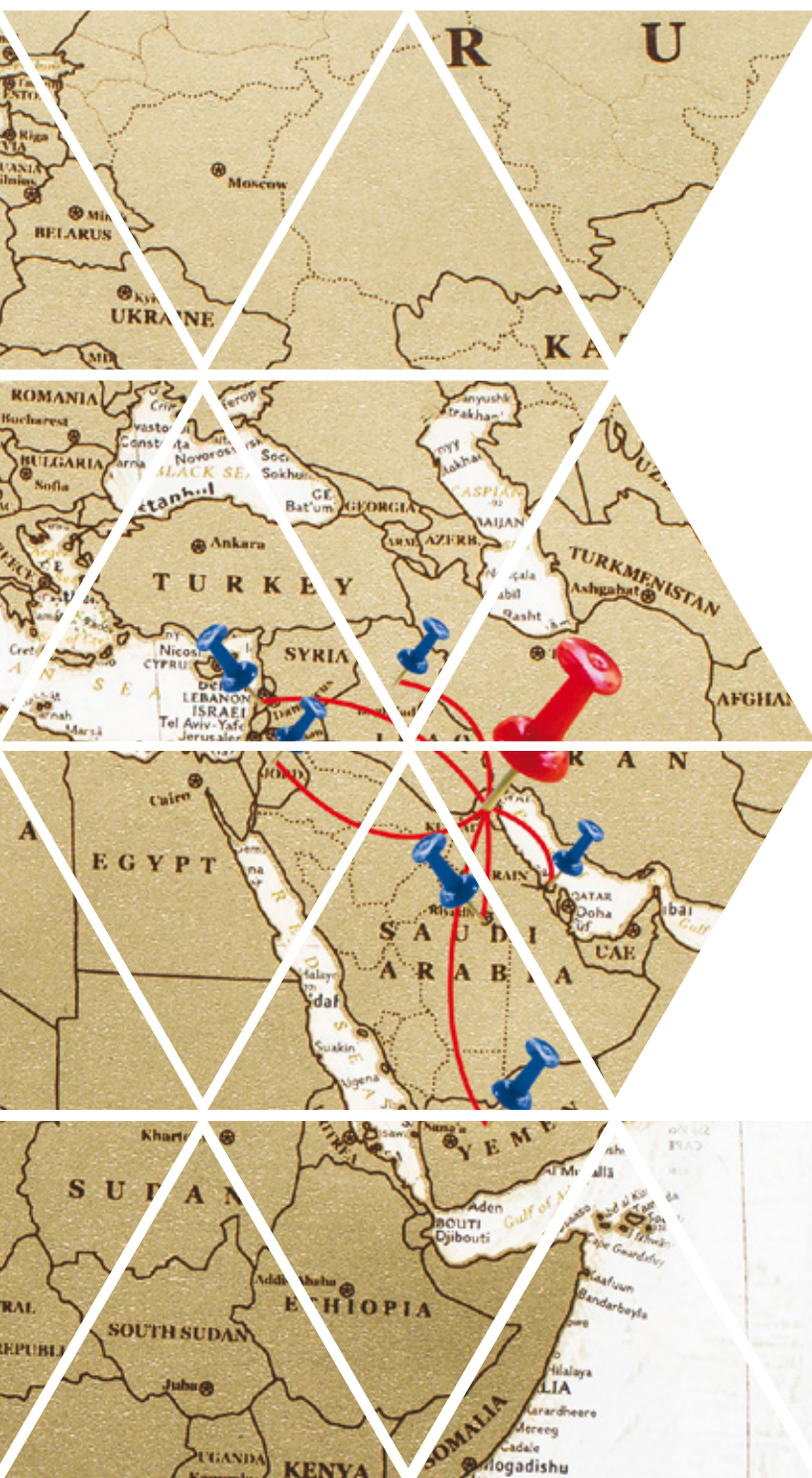
P.O.Box: 206, Lebanon  
Tel.: (9616) 627641  
Fax: (9616) 441251

#### Saydah Branch

P.O.Box 969, Lebanon  
Tel.: (9617) 728453  
Fax: (9617) 728454







## BANKERS

### IN KUWAIT

National Bank of Kuwait S.A.K.P.  
Commercial Bank of Kuwait S.A.K.P.  
Gulf Bank K.S.C.P.  
Al-Ahli Bank of Kuwait S.A.K.P.  
Ahli United Bank S.A.K.P.  
Burgan Bank S.A.K.P.  
Kuwait Finance House K.S.C.P.  
Bank of Bahrain and Kuwait S.A.B.  
Warba Bank K.S.C.P.  
Boubyan Bank K.S.C.P.

### ABROAD

National Bank of Kuwait, Cairo  
Ahli United Bank (UK) PLC, London  
Arab African International Bank, Cairo  
Bank Audi, Beirut

## AGENDA

### FOR THE FIFTY FOURTH MEETING OF THE ANNUAL ORDINARY GENERAL ASSEMBLY

1. Listening to the Board of Directors' Report for the financial year ending 31 December 2017 and approving the same.
2. Listening to the Corporate Governance report and Auditing Committee report for the financial year ending 31 December 2017.
3. Listening to the Auditors' Report for the financial year ending 31 December 2017 and approving the same.
4. Listening to the Related Party Transactions' Report for the financial year ending 31 December 2017 and approving the same
5. Discussing the Financial Statements and the Statement of Profit and Loss for the financial year ending 31 December 2017 and approving the same.
6. Listening to the report of any sanctions or infractions found by the controlling authorities during the financial year ending 31 December 2017 (if any).
7. Approving dealing with related parties for the financial year ending 31 December 2017.
8. Approving discounting the sum of KD 1,000,000 from the profit of the financial year ending 31 December 2017 and to be added to the Special voluntary reserve.
9. Approving the proposal of distributing cash Dividends of KD 7,000,000 to the Shareholders at 35% of the paid up capital i.e. thirty five fils per share, for the Shareholders of the Company as of the end of maturity day which is corresponding to Tuesday 10/4/2018, to be distributed for the Shareholders entitled thereto, as from Thursday corresponding to 19/4/2018.
10. Approving the proposal of the Board of Directors for distributing KD 366,300 a remuneration to the Members of the Board of Directors for the financial year ending 31 December 2017.
11. Authorizing the Board of Directors to purchase or sell shares of the Company at a percentage not exceeding 10% of the total number of the Company's shares, according to the articles of Law No. 7 for the year 2010 and its implementing regulations and amendments.
12. Approval of apportioning an amount up to 1% (One Percent) of the profit for the financial year ending 31 December 2017 for Social Responsibility for the financial year ending 31 December 2018.
13. Releasing the Members of the Board of Directors of all matters relevant to their actions for the financial year ending 31 December 2017.
14. Appointing or re-appointment of Auditors from the list of auditors approved by Capital Markets Authority (CMA), taking into consideration the compulsory replacement term of auditors for the financial year ending 31 December 2018, and Authorizing the Board of Directors to determine their remuneration.

#### **FOR THE EXTRAORDINARY GENERAL MEETING**

Approval of the addition of an article of the Company's memorandum of association and articles of association under No. [88].

#### **Text of the Article No. [88]:**

The Company's Board of Directors may enter into all necessary agreements with the local and foreign banks and financial institutions for financing the Company's businesses, dealing with the local and foreign banks and financial institutions, executing financing contracts and borrowing.





## REPORT OF THE BOARD OF DIRECTORS



## REPORT OF THE BOARD OF DIRECTORS

**Submitted to the Shareholders during the 54<sup>th</sup> meeting of the Ordinary General Assembly at the Company's Head Office on Tuesday 27/3/2018 at 11:30 a.m.**

Dear Shareholders,

On behalf of my fellow Members of the Board of Directors, it is my pleasure to present to you the 54<sup>th</sup> Annual Report of Al Ahleia Insurance Company and its subsidiary. The report sheds light on the significant achievements realized by the Company during 2017, which generated profits and profitable revenues for shareholders, which reflects the strength and solidity of Al Ahleia Insurance's financial position, its conservative policy and its commitment to the highest standards of professional conduct.

Al Ahleia Insurance Company continued its strong performance during the year 2017, realizing a net profit of KD. 8,612,371 after amortizing unrealized losses in the profits and losses account of KD. 1,403,715 compared to profits of KD. 9,046,740 in 2016. The positive results achieved during the year positively reflect the success of the Company in overcoming challenges. The Company's strategy has aimed at focusing on the quality of business and insurance services provided with securing maximum protection for the Company.

Also, the Company management believes that corporate governance has become an essential means to improve performance to the highest degree while mitigating risks to minimal and safeguard the interests and rights of shareholders and policyholders by developing its governance framework according to the highest standards established by leading professional authorities and regulatory entities also the governance framework under consistently periodic review by the Board of Directors of the Company.

Success of the company is reflected in profitability ratios achieved based on the capital and the quality of assets which amount 263 million Kuwaiti Dinar (2016 – 250 million Kuwaiti Dinar) and strategy which reflect the effectiveness of risk management and corporate governance standards applied by the Company that protect it always from deterioration some economic markets inflicted many companies and shows that in all other financial indicators for Al-Ahleia average return on assets 3.3% and return on equity 8%.

Moreover, the Board of Directors guarantees integrity and reliability of the financial reports prepared thereby and submitted to shareholders. In the mainstream, the Executive Management ensured to Auditing Committee and the Board integrity and reliability of the financial reports prepared thereby.

Referring to the position of Al Ahleia Insurance Company and its leading regional prestige and international trust therein, Al Ahleia Insurance Company managed to maintain its high credit ratings, as approved unanimously by the three world-class credit agencies, namely Standard & Poor's (A-), Moody's (A3) and AM Best (A-).

In doing so, the company relied on diversification of revenues and extending its wide network insurance coverage regionally, as well as offering new insurance products. This has resulted in achieving recorded results, and continued to strengthen the company's provision in order to reinforce its position both locally and regionally.

## REPORT OF THE BOARD OF DIRECTORS



To present to you our brief report on the Company's activities during the year 2017, touching on the events that affected the insurance market in general and the performance of our Company in particular.

In 2017, the global insurance market was more affected by natural disasters, consequently, the reinsurance companies have intensified their renovations and raised prices, the Company has been able to renew its agreements with better conditions and more advantages without increasing prices due to its positive results over previous years.

Your Company have proved serious in their transactions through proper underwriting and increase participation in the result by raising the limits of their retention, such action being within your Company's strategies as shown in attached schedules and compared with result of previous years.

It is technically and statistically known that in order to increase retention without subjecting the financial position of the Company to any fluctuations, a larger number homogeneous risks should be relied on, which is our objective for reliance on the theory of probabilities.

The policy of regional expansion also helped promote and improve our risk profile through continuous efforts to increase personal insurances in addition to obtaining huge commercial and industrial insurances, of which shares can be exchanged with sister and co-insurance companies. Consequently, this would lead to the increasing of retentions. Beside the present sister companies in Jordan, Lebanon, Saudi Arabia, Yemen and Iraq whose particulars are included in this report. The Top Management is still working on a feasibility study of other Arab markets in preparation for increasing its expansion to achieve this general strategic objective.

Your Company continued to pursue its policy of attracting young promising Kuwaiti Nationals and encourage them to study and train in insurance, locally and abroad and assign to responsibilities that fit with their level of education and practice. This would achieve job stability in the long run.

In addition to the Company's efforts in expanding through new fields of traditional insurance and its concern with strengthening the management of branches and the marketing department, the development of inward reinsurance falls within its strategies and goals.

## REPORT OF THE BOARD OF DIRECTORS

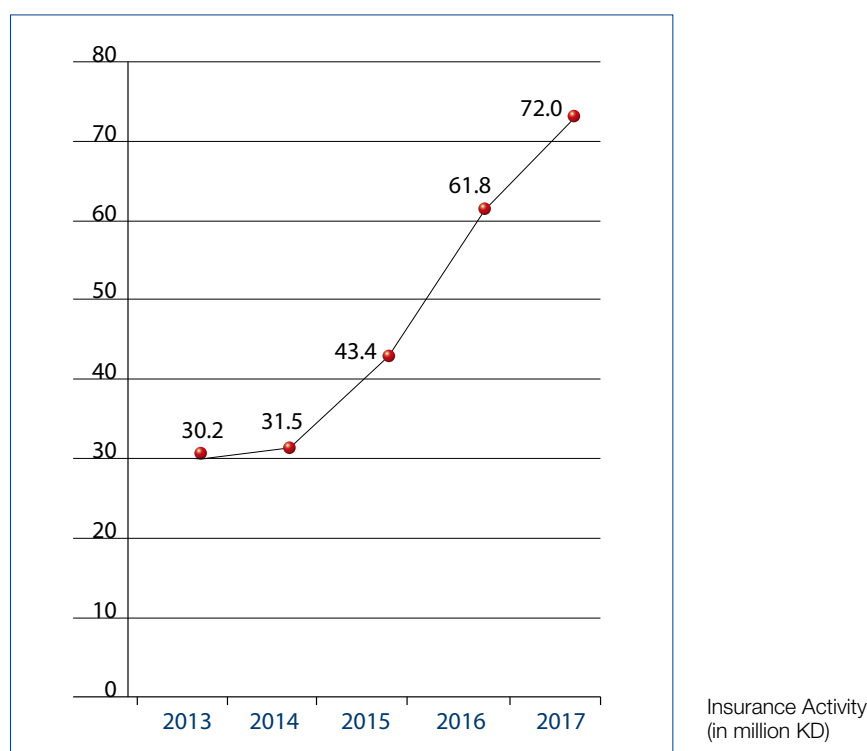
The figures below show that your Company has continued to reinforce capital and technical reserves to guarantee the success of its ambitions and achieve the other different objectives without being subject to any fluctuations in the future results and to fortify the foundations for growth and development.

The year 2017 was closed with the following information:

### FIRST: INSURANCE ACTIVITIES

The gross annual production amounted to KD. 72 million against KD. 61.8 million in 2016 i.e. an increase at the rate of 16.5%. The net technical return on insurance premiums totaled KD. 6.3 million (KD. 8.8 million in 2016).

Here in after is a detailed summary of these aggregates:

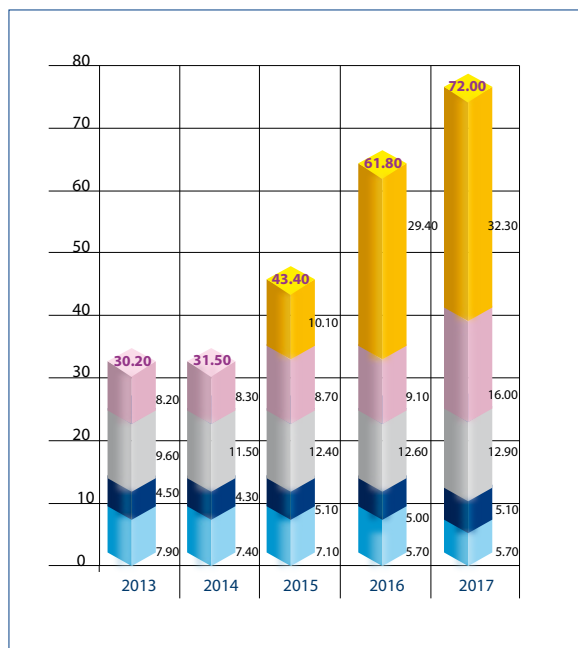


### General Accident (Non-Life business):

Gross written premiums amounted to KD. 55,947,489 against KD. 52,684,781 in 2016, i.e. an increase of KD. 3,262,708 at the rate of 6.2%. The profit of these departments totaled KD. 5,471,004 as against KD. 7,626,332 in 2016.

The Marine & Aviation business produced a net profit of KD. 1,031,729 as against KD. 1,619,480 in 2016, the General Accident (which includes Motor) ended with a net profit of KD. 2,986,952 as against net profit of KD. 3,699,909 in 2016 and the Fire KD 536,094 against KD. 1,129,539 in 2016. Kuwait Reinsurance Company has achieved a net profit of insurance activity amounting to KD 916,229 for the year 2017 as against KD. 1,177,404 in 2016.

## REPORT OF THE BOARD OF DIRECTORS

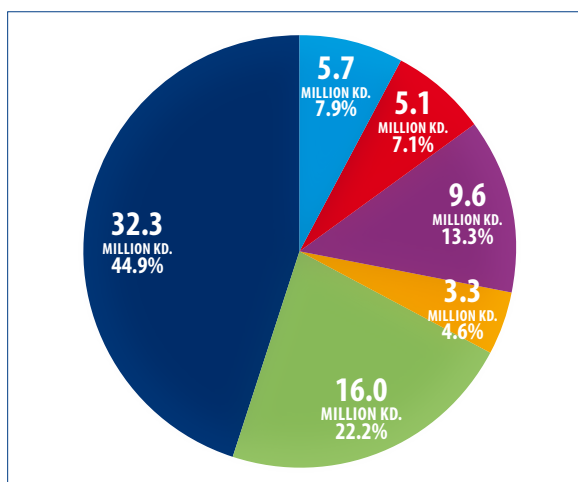


Gross Written Premiums  
(in million KD)

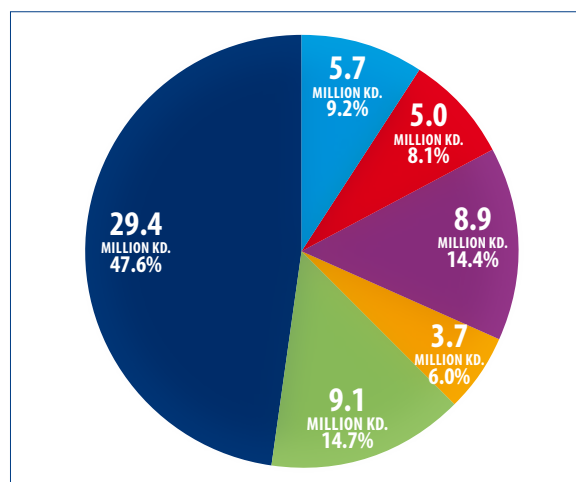
Life & Medical  
G.A (Incl. Motor)  
Fire  
Marine & Aviation  
Reinsurance

### Life & Medical Insurance:

Total premium income amounted to KD. 16,032,987 against KD. 9,089,870 in 2016 i.e. an increase of KD. 6,943,117 at the rate of 76.4%, Achieving a net profit amounted to KD. 852,795 against profit of KD. 1,206,975 in 2016, after reassessment of the Mathematical Reserve by the Company's Actuary to reach KD. 5,733,000. The Company's investment in life and medical insurance made profits of KD. 196,258 against KD. 157,628 in 2016.



Source of Written Premiums 2017



Source of Written Premiums 2016

Marine & Aviation  
Fire  
Gen. Accident  
Motors  
Life & Medical  
Reinsurance

## REPORT OF THE BOARD OF DIRECTORS

### SECOND: OVERSEAS BUSINESS RUN-OFF

We continued following up the results of the Company's underwriting agreements under the overseas long-tail business and settling the parts maturing during the present financial year in a manner similar to what was followed in the previous years.

Apply the time bar limitation by the overseas and long tail business committee, as well as the cut off business with some companies, led to a decrease in the outstanding claims reserve.

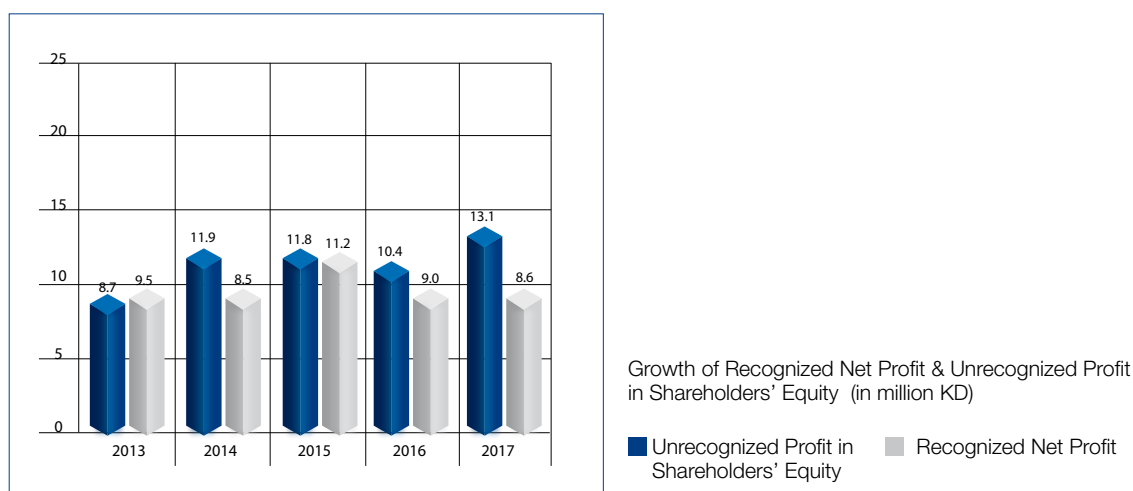
### THIRD: INVESTMENT ACTIVITIES

The Kuwaiti economy depends on the stability of oil prices, whose prices have improved and proved, and analysts hope that prices will increase in the near future, in addition to the decline of the real estate market due to the expectation of increasing interest.

The investment of the Company in 2017 made a profit of KD. 7,731,859 after amortization of KD. 1,403,715 in the profit and loss account as unrealized losses (Impairment) of the Company's investments, against profit of KD. 5,900,207 in 2016 in addition to recording KD. 13,071,154 as unrealized profits in equity.

### FOURTH: PROFIT & LOSS ACCOUNT

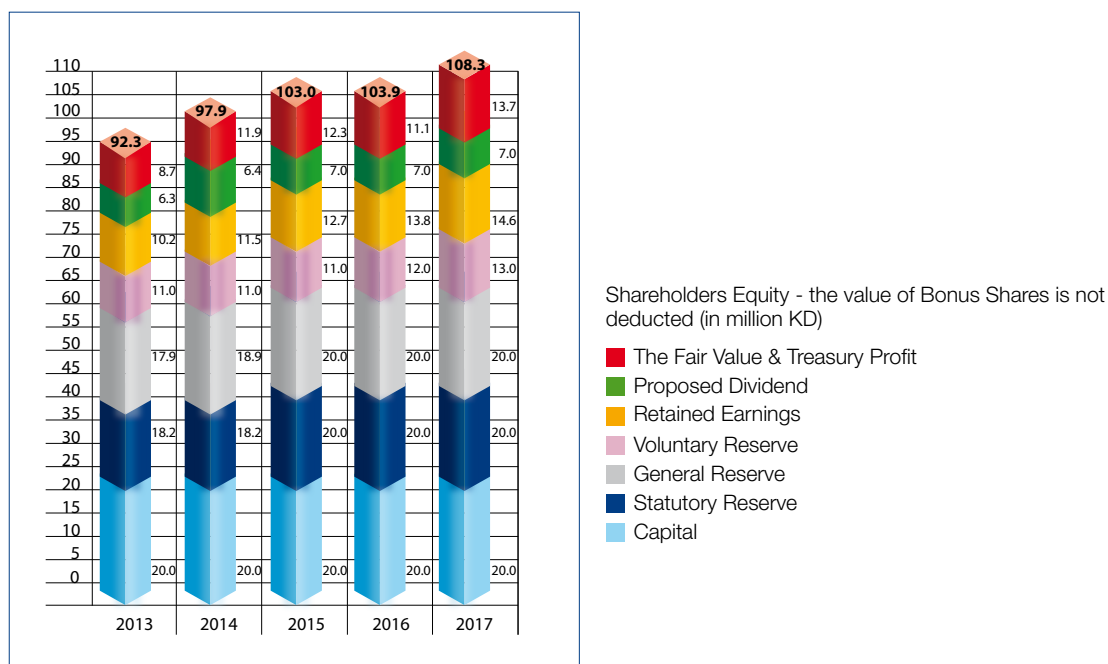
The result of the Company's operations from both insurance and investments activities, after deducting the reserves, provisions and various items usually charged to the profit and loss account, indicates that the activities for the year have yielded a net profit of KD. 8,612,371 against profit of KD. 9,046,740 in 2016.



By adding profit brought forward from the previous year of KD. 13,953,969 the gross profit allowable for distribution amounts to KD. 22,566,340 compared to KD. 21,829,322 for the year 2016.

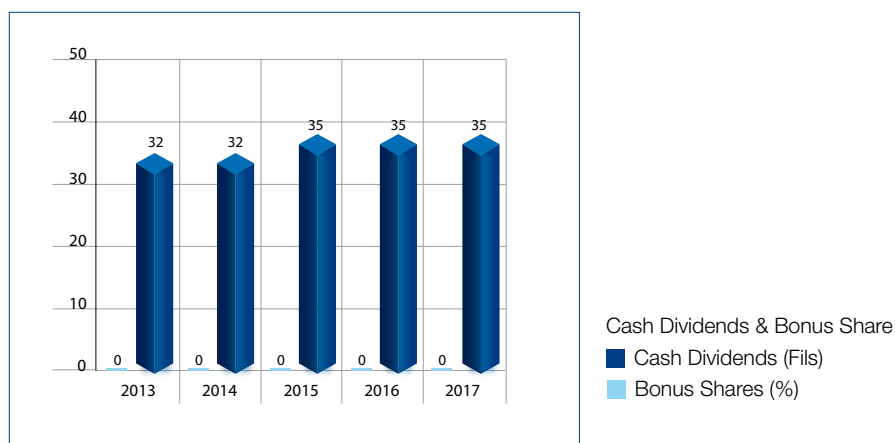
The Board of Directors of your Company recommends deducting the amount of KD. 1,000,000 of this year profit and add it to the Special Voluntary Reserve, KD. 87,099 for Kuwait Foundation for the Advancement of Sciences representing the 1% earmarked year's profit as legally determined, an amount of KD. 240,571

## REPORT OF THE BOARD OF DIRECTORS



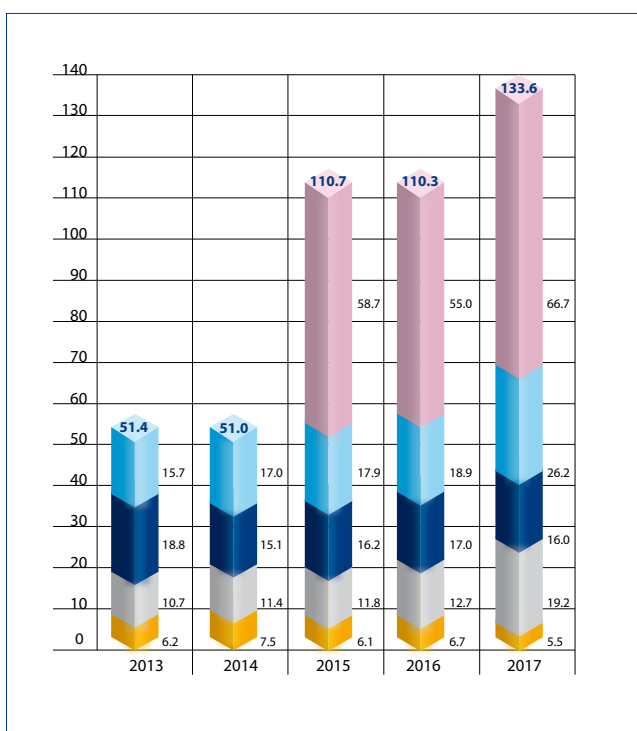
to support the National Workforce and an amount of KD. 96,236 to Zakat. The Board of Directors also recommends the distribution of the sum of KD. 7,000,000 to the Shareholders of the Company of the Paid up Capital at the rate of 35%, i.e. thirty five fils per share.

The Board of Directors also suggests allocating KD. 366,300 as Directors remuneration for the fiscal year ending 31 December 2017 and to carry forward the remaining net profit of KD. 612,371 to the next year.

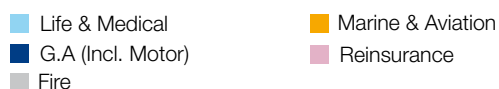


## REPORT OF THE BOARD OF DIRECTORS

On the basis of all the foregoing, the Special Voluntary Reserve shall become as KD. 13,000,000, and the profits carried forward to the next year KD. 14,566,340 beside the additional technical reserves in the various insurance branches reaching KD. 12,563,604.



Technical Reserves  
(Unearned Premiums, Additional, Mathematical &  
Outstanding Claims Reserves) (in million KD)



### FIFTH: BOARD OF DIRECTORS' AUTHORIZATION TO PURCHASE OR SELL THE COMPANY'S SHARES

The Board of Directors recommends authorizing itself to purchase or sell shares of the Company at a percentage not exceeding 10% of the total number of the Company's shares, according to the articles of Law No. 7 for the year 2010 and its implementing regulations and amendments.

## REPORT OF THE BOARD OF DIRECTORS

### **SIXTH: GRATITUDE AND APPRECIATION**

In concluding our report we extend our appreciation and gratitude to H.H. the Amir Sheikh Sabah Al-Ahmad Al-Jaber Al-Sabah, as the ruler of Kuwait for his leadership and noble prudence and H.H. Sheikh Nawaf Al-Ahmad Al-Jaber Al-Sabah, the Crown prince, and appeal to Almighty God to support them in continuing their efforts for the advancement and prosperity of the State of Kuwait, reinforcing the Kuwaiti economy, supporting national companies and providing comprehensive patronage for the citizens of their country and to their nation for a more constructive and prosperous future, and we pray the Almighty God to bless them with strength and good health.

We would like also to express our thanks to the Ministry of Commerce and Industry, represented by the Administration of Insurance Companies, for their attention and understanding of the local market circumstances. Our thanks is also extended to the Ministry of Interior represented by the Traffic Department for their continuous efforts to control the roads and develop the compulsory motor insurance.

As well, we extend a special gratitude to the Company's valuable Shareholders and clients for their continuous trust and support. Our appreciation and gratitude also goes to our Reinsurer's for their support and prompt reaction to our legitimate needs.

On this occasion, the Board of Directors would like to place on record their appreciation for the great efforts and full devotion of the Company's management on all administrative and technical levels, as well as the employees, which leads towards Company progress and prosperity in a unique family environment and team work so as to offer the best.

We conclude this annual report by appealing to God Almighty to provide us the blessing of security and stability.

May His peace, mercy and blessings be with you always.

**Ayman Abdullatif Al-Shayea**  
**Chairman**







## CORPORATE GOVERNANCE REPORT



## CORPORATE GOVERNANCE REPORT

Al Ahleia Insurance Company S.A.K.P from its Board of Directors, Executive Management and employees are committed to following an effective Corporate Governance policy and maintaining the highest level of professional conduct to meet international governance standards and regulatory compliance.

The Company is committed to promoting integrity and maintaining ethical and professional policies and procedures in all its activities, which is reflected in the Company's performance to meet its challenges and to keep pace with the local and international market, which is the role of both the Board of Directors and the Executive Management as the primary leaders of the Company. The Company's Governance is structured to provide clear policies and guidelines to the Board of Directors, Executive Management, and related parties to ensure that the Company's objectives are met.

The Board of Directors and its committees effectively supervise and follow up the implementation of the Company's corporate governance and its compliance with the laws and regulations in force. The Board is also responsible for supervising the implementation of the Company's strategic objectives, risk strategy, corporate governance standards, and reviewing all relevant policies through the Compliance Department and in coordination with the concerned parties on an annual basis or as required, at the discretion of the Board and under any applicable laws or regulations to ensure continuous review of the application of all effective practices.



## CORPORATE GOVERNANCE REPORT

### Rule (1): Construct a Balanced Board Composition

Al Ahleia Insurance Company S.A.K.P Board of Directors consists of 9 members including executive, non-executive, and independent members who were elected through a confidential vote at the Annual General Assembly Meeting that took place on April 11<sup>th</sup> 2017.

The details of the Board members as of 31 December 2017 are given below:

| Name                              | Title                                    | Member Classification | Academic Qualification                      | Election Date |
|-----------------------------------|--|-----------------------|---|---------------|
| Ayman Abdul Latif Al-Shayea       | Chairman                                 | Non-Executive         | Bachelor of Mechanical Engineering          | 11/4/2017     |
| Emad Mohammed Al-Bahar            | Vice Chairman                            | Non-Executive         | Bachelor of Business Management             | 11/4/2017     |
| Abdullah Mohammed Al-Saad         | Board Member                             | Non-Executive         | Bachelor of Commerce                        | 11/4/2017     |
| Abdul Aziz Abdul Razzaq Al-Jassar | Board Member                             | Independent           | Bachelor of Accounting                      | 11/4/2017     |
| Emad Jassim Al-Saqr               | Board Member                             | Non-Executive         | Bachelor of Economics and Political Science | 11/4/2017     |
| Ahmed Yusuf Al-Ghanim             | Board Member                             | Independent           | Bachelor of Information Technology          | 11/4/2017     |
| Adel Mohammed Al-Ghannam          | Board Member                             | Non-Executive         | Bachelor of Business Management             | 11/4/2017     |
| Abdul Mohsin Jassim Al-Kharafi    | Board Member                             | Non-Executive         | Bachelor of Business Management             | 11/4/2017     |
| Yousef Saad Al-Saad               | Board Member and Chief Executive Officer | Executive             | Bachelor of Finance                         | 11/4/2017     |
| Mohammed Abdul Moshen Al-Saad     | Board Secretary                          | Executive             | Bachelor of Business Management             | 11/4/2017     |

## CORPORATE GOVERNANCE REPORT

### ▪ Board Meetings Relating to year 2017:

| Name                              | Meeting<br>(1)<br>11/4/2017 | Meeting<br>(2)<br>25/4/2017 | Meeting<br>(3)<br>10/8/2017 | Meeting<br>(4)<br>18/9/2017 | Meeting<br>(5)<br>13/11/2017 | Meeting<br>(6)<br>19/2/2018 | Number of<br>Meetings |
|-----------------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|------------------------------|-----------------------------|-----------------------|
| Ayman Abdul Latif Al-Shayea       | ✓                           | ✓                           | ✓                           | ✓                           | ✓                            | ✓                           | 6                     |
| Emad Mohammed Al-Bahr             | ✓                           | ✓                           | ✓                           | ✓                           | ✓                            | ✓                           | 6                     |
| Abdullah Mohammed Al-Saad         | ✓                           | ✓                           | ✓                           | ✓                           | ✓                            | ✓                           | 6                     |
| Abdul Aziz Abdul Razzaq Al-Jassar | ✓                           | ✓                           | ✓                           | ✓                           | ✓                            | ✓                           | 6                     |
| Emad Jassim Al-Saqr               | x                           | ✓                           | ✓                           | ✓                           | ✓                            | ✓                           | 5                     |
| Ahmed Yusuf Al-Ghanim             | ✓                           | ✓                           | ✓                           | ✓                           | ✓                            | ✓                           | 6                     |
| Adel Mohammed Al-Ghannam          | ✓                           | ✓                           | ✓                           | ✓                           | ✓                            | ✓                           | 6                     |
| Abdul Mohsen Jassim Al-Khorafi    | ✓                           | ✓                           | ✓                           | ✓                           | ✓                            | ✓                           | 6                     |
| Yousef Saad Al-Saad               | ✓                           | ✓                           | ✓                           | ✓                           | ✓                            | ✓                           | 6                     |

The Board Secretary is responsible for inviting members to meetings, preparing and maintaining agendas and minutes, as well as keeping all records related to the Board including memberships and policies as per the requirements of the CMA.

### Rule (2): Establish appropriate Roles and Responsibilities

The Board is responsible for the development of its strategies and ensuring transparency in communication and disclosure of financial and nonfinancial information, including an efficient auditing process.

The Boards' main responsibilities are:

1. Setting the Company's strategy, vision, mission, policies and objectives.
2. Reviewing and approving the Company's business plans, significant policies and the levels of risks incorporated in these plans in coordination with Risks Committee.
3. Determining the Company's capital structure and financial objectives.
4. Approving a clear policy for dividends, whether cash or in-kind, to achieve the Company's shareholders' interests.



## CORPORATE GOVERNANCE REPORT

5. Approving the performance objectives and controlling the Company's overall performance and implementation.
6. Approving the annual budgets and the interim and annual financial statements.
7. Monitoring the application of strategic plans and budgets.
8. Supervising the Company's capital main expenses, and possession and disposal of assets.
9. Setting the Company's governance framework as per the requirements of the Capital Markets Authority (CMA) and supervising it generally, monitoring its effectiveness and modifying thereof when necessary.
10. Deciding and approving the Company's inclination towards risks (i.e. the extent and categories of risks approved by the Company Board).
11. Providing shareholders with information on a timely basis to enable them to take informed decisions based on adequate information during the General Assemblies.
12. Ensuring fair and equal treatment of all shareholders, as per the relevant control requirements.

### ▪ Board Committees:

#### 1. Risk Management Committee:

The Risk Management Committee was restructured on April 11, 2017 and comprises of three non-executive directors of whom one is an independent Director; the independent Director chairs the committee. The Risk Management Committee is responsible for all aspects of Risk Management including strategic risks, market risks, operational risks, and compliance risks.

#### Members:

- Mr. Abdul Aziz Abdul Razzaq Al-Jassar – Chairman
- Mr. Emad Mohammed Al-Bahar
- Mr. Emad Jassim Al-Saqr

| Member                            | Meeting (1)<br>25/4/2017 | Meeting (2)<br>10/8/2017 | Meeting (3)<br>13/11/2017 | Meeting (4)<br>19/2/2018 | Number of<br>Meetings |
|-----------------------------------|--------------------------|--------------------------|---------------------------|--------------------------|-----------------------|
| Abdul Aziz Abdul Razzaq Al-Jassar | ✓                        | ✓                        | ✓                         | ✓                        | 4                     |
| Emad Mohammed Al-Bahar            | ✓                        | ✓                        | ✓                         | ✓                        | 4                     |
| Emad Jassim Al-Saqr               | ✓                        | ✓                        | ✓                         | ✓                        | 4                     |



## CORPORATE GOVERNANCE REPORT

### 2. Audit Committee:

The Audit Committee was restructured on April 11, 2017 and comprises of three non-executive directors of whom one is an independent Director; the independent Director chairs the committee. The Committee is responsible for assisting the Board in supervising the quality of the Company's accounting practices, auditing, internal controls, financial statements, and risk management framework. It also maintains the relationship with the external auditors.

#### Members:

- Mr. Ahmed Yusuf Al-Ghanim – Chairman
- Mr. Emad Mohammed Al-Bahar
- Mr. Emad Jassim Al-Saqr

| Member                 | Meeting (1)<br>25/4/2017 | Meeting (2)<br>10/8/2017 | Meeting (3)<br>13/11/2017 | Meeting (4)<br>19/2/2018 | Number of<br>Meetings |
|------------------------|--------------------------|--------------------------|---------------------------|--------------------------|-----------------------|
| Ahmed Yusuf Al-Ghanim  | ✓                        | ✓                        | ✓                         | ✓                        | 4                     |
| Emad Mohammed Al-Bahar | ✓                        | ✓                        | ✓                         | ✓                        | 4                     |
| Emad Jassim Al-Saqr    | ✓                        | ✓                        | ✓                         | ✓                        | 4                     |

### 3. Nomination and Remunerations Committee:

The Nomination and Remunerations Committee was restructured on April 11, 2017 and comprises of four Directors of whom one is an independent Director, a non-executive Director chairs the Committee. The committee is responsible for submitting recommendations to the Board for appointing members of the Board and Executive Management, facilitating the annual self-assessment of the Board performance and supervising their training and development process. It is also responsible for assessing the remunerations of the Board and Executive management as per the Company's long-term strategic objectives.

#### Members:

- Mr. Abdullah Mohammed Al-Saad – Chairman
- Mr. Ahmed Yusuf Al-Ghanim
- Mr. Adel Mohammed Al-Ghannam
- Mr. Abdul Mohsen Jassim Al-Khorafi





## CORPORATE GOVERNANCE REPORT

| Member                         | Meeting (1)<br>19/2/2018 | Number of<br>Meetings |
|--------------------------------|--------------------------|-----------------------|
| Abdullah Mohammed Al-Saad      | ✓                        | 1                     |
| Ahmed Yusuf Al-Ghanim          | ✓                        | 1                     |
| Adel Mohammed Al-Ghannam       | ✓                        | 1                     |
| Abdul Mohsen Jassim Al-Khorafi | ✓                        | 1                     |

### **Rule (3): Recruit Highly Qualified Candidates for the Members of the Board and Executive Management**

The Nomination and Remunerations committee was restructured on April 11, 2017 to assist the Board in appointing and re-nominating qualified Board and Executive Management members. The Committee is also responsible for assessing the remunerations of the Board of Directors and Executive Management as per the Company's long-term strategic objectives.

#### **Remunerations of the Board and Executive Management Members:**

As recommended by the Nomination and Remunerations Committee, the Board approved the remunerations of Board members, amounting to KD 366,300 and the remunerations of Executive Management and employees of 15% of the net insurance profit for the period as of 31/12/2017.

### **Rule (4): Safeguard the Integrity of Financial Reporting**

As per the corporate governance framework and the Board regulation, the Company's Board guarantees integrity and reliability of the developed financial statements. This guarantee shall be included in the annual report presented to the shareholders. Moreover, the Executive Management, before the Audit Committee and Board, guaranteed the integrity and reliability of financial statements prepared thereby.

#### **Audit Committee:**

The Audit Committee was restructured on April 11, 2017. The responsibilities of the Committee delegated by the Board include assisting the Board in performing supervision of quality and soundness of accounting practices, overlooking the Internal Controls of the Company, monitoring and reviewing the Risk Management Framework, reviewing the Company's Financial Statements, and recommending to the Board by appointing or replacing the external auditor.





## CORPORATE GOVERNANCE REPORT

The external auditor is appointed at the Ordinary General Assembly Meeting according to the Board recommendations and subject to satisfying the following requirements:

- The external auditor shall be accredited by the CMA and shall fulfill all conditions stated in the CMA requirements for regulating registration of auditors.
- The external auditor shall be independent from the Company or Board thereof and shall not perform any additional works not covered by the scope of auditing works, which may affect impartiality and independence.

### Rule (5): Apply Sound Systems for Risk Management and Internal Audit

#### **Risk and Compliance Department:**

The Company's Risk and Compliance Department covers all areas of existing or potential risks including strategic risks, market risks, operational, and compliance risks, it also ensures the effectiveness of managing general risks. The Risk and Compliance Department is also responsible for the implementation of the corporate governance framework its implementation process, in addition to facilitating with the internal audit department for reviewing and evaluating the compliance frame works and ensures its efficiency with all the relevant control requirements.

#### **Internal Audit Department:**

The Internal Audit Department is responsible for overlooking the internal controls and systems of the Company. Under the supervision of the Audit Committee, the Department submits quarterly reports to the Board about the control framework and their assessment. It also monitors the adequacy and effectiveness of these controls and ensures compliance with the extent to which the Board of Directors tolerates risks.

### Rule (6): Promote Code of Conduct and Ethical Standards

Al Ahleia Insurance Company S.A.K.P. has developed policies and procedures to promote a code of conduct and ethical standards within the Company. The following are the policies approved by the Board of Directors.

#### ▪ **Code of Conduct to members of the Board and Executive Management:**

The Code of Conduct policy was designed to set high ethical standards within the Company, and for the Board Members and Executive Management to reflect those standards on their business practices. The policy provides guidelines to avoid any conflict or controversy, support best practices in complying with the corporate governance.



## CORPORATE GOVERNANCE REPORT

### ▪ **Conflict of Interest Policy:**

Conflict of Interest Policy sets guidelines for defining, reporting, and disclosing any existing and potential conflicts; it also ensures the Board on setting firm restrictions on those matters and any action that is in the interest of the Company. This policy outlines the principles for managing conflict of interest cases and includes the following:

- Identifying appropriate mechanisms and systems to avoid and limit conflicts of interest and developing appropriate procedures to address and deal with them.
- Determining the procedures for disclosure of common interests with the Company, either directly or indirectly.

### **Rule (7): Ensure Timely and High Quality Disclosure and Transparency**

The Company has developed a disclosure policy in line with the instructions of the Capital Markets Authority (CMA) and other relevant regulatory bodies regarding disclosure and transparency. This policy clarifies the various disclosure channels and information that require disclosure by the Company, its Board of Directors, Executive Management or informed people. The Company provides accurate and factual disclosures of all material information about its business, with an investigation of fairness and equality in providing access to such information.

The Risk and Compliance Department is in constant coordination with the Board of Directors, the Secretary of the Board, the Executive Management and all the Company's departments to ensure that the required disclosures are submitted in a timely manner in accordance with the instructions of the CMA and the applicable laws and regulations. The Secretary of the Board of Directors is responsible for maintaining and updating the register of the disclosures of the Board of Directors and Executive Management and also ensures that disclosure of information relating to the Board of Directors and the Executive Management takes place in a timely manner. In addition, the Secretary sends all information relating to the Board of Directors and Executive Management, which require disclosure to Risk Management and Compliance Department as soon as they occur, and ensures that these disclosures are kept in the disclosures record.

The Company is committed to providing information and reports to shareholders and potential investors through the Investors Relations Unit, which was established in 2014 to regulate the Company's relationship with existing shareholders and potential investors. The policy of the Investor Affairs Unit was also adopted and clarifies the main functions of the Unit and its role in regulating the Company's relationship with current shareholders and potential investors.



## CORPORATE GOVERNANCE REPORT

The Company is keen to develop the infrastructure of the information technology and ensure that it is updated continuously. The Information Technology Department uses the latest systems and software to ensure the security of the information and speed of access to the required data. The management also updated and developed the Company's website ([www.alahleia.com](http://www.alahleia.com)), which contains all the information about its activity and financial position, which are of interest to customers and shareholders as well as any potential investors.

The Information Technology Department, in coordination with the Risk Management and Compliance Department, is responsible for providing the required disclosures electronically to the regulatory authorities.

### **Rule (8): Respect the rights of Shareholders**

The Company is always looking out for our shareholders best interests. A Shareholders Protection Policy approved by the Board states the Company's respect and protection of the shareholders equities as per the applicable law.

The Company encourages investors for participating actively in the general assemblies as stated in the Shareholders' Protection Policy, by discussing the issues included in the relevant agenda and any related inquiries of various activities and businesses and addressing relevant questions to Board members and external auditor.

### **Rule (9): Recognize the Roles of Stakeholders**

The Company protects the rights of all stakeholders and provides professional stability and sustainability by its perfect financial performance. The Stakeholders' Protection Policy was drawn and approved by the Board in order to define the Company's stakeholders and develop the guidelines for protecting their rights.



## CORPORATE GOVERNANCE REPORT

### **Rule (10): Encourage and Enhance Performance**

The Board is responsible for managing the Boards' annual performance, based on the evaluation standards stated in the Board evaluation framework developed for such purpose, including:

- Integrity in decision-making.
- Dedicating adequate time for managing the Company businesses.
- Diversification of backgrounds and expertise of the Board.
- Members' expertise, knowledge and evaluation of their capabilities and leadership features.

Board members shall continuously strive for development of their skills and competences through training courses and increasing their awareness in all technical, financial and administrative aspects regarding the Company's business and their role as being Board members.

### **Rule (11): Corporate Social Responsibility**

Corporate Social Responsibility is an essential role for Al Ahleia Insurance Company S.A.K.P. where it constantly contributes and supports the wellbeing of the community.

The most significant programs and activities performed by the Company in such regard include the training and recruitment process conducted by the Company for students of LOYAC Organization, which is arranged continuously with the Company's Human Resources Department, in order to develop the youth by giving them the necessary experience in the workforce. The Human Resources Department also organizes many periodical events for the staff and their families to deepen the employees' correlation and communication.

The Company contributes annually material support to LOYAC Organization for supporting their charitable and voluntary activities towards the community.

In cooperation with Kuwait Central Blood Bank, Al Ahleia also organized a blood donation campaign for its employees to contribute to saving the lives of patients and injured people who need blood transfusions as well as increasing the reserve of the Kuwait Central Blood Bank. The Company carried out a 'Winter Bag' campaign to distribute to those in need; additionally, Al Ahleia provided Al Amiri Hospital and the Patients Helping Fund Society with wheelchairs for children and people with special needs, seats for the hospital's waiting rooms, and medical equipment including mechanical ventilators and continuous positive airway pressure devices.

The Company believes in the importance of social responsibility and will continue to work towards the betterment of the community.

## FINANCIAL STATEMENTS



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## AUDITORS' REPORT

### INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF AL-AHLEIA INSURANCE COMPANY S.A.K.P.

#### Report on the Audit of the Consolidated Financial Statements

##### Opinion

We have audited the consolidated financial statements of Al-Ahleia Insurance Company S.A.K.P. (the "Parent Company") and its subsidiary (collectively the "Group"), which comprise the consolidated statement of financial position as at 31 December 2017, the consolidated statement of income, consolidated statement of comprehensive income, consolidated statement of changes in equity, and consolidated statement of cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Group as at 31 December 2017, and its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRSs).

##### Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditors' Responsibilities for the Audit of the Consolidated Financial Statements* section of our report. We are independent of the Group in accordance with the *International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code)*, and we have fulfilled our other ethical responsibilities in accordance with the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

##### Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current year. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. For each matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the Auditor's responsibilities for the audit of the consolidated financial statements section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the consolidated financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying consolidated financial statements.





## AUDITORS' REPORT

### INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF AL-AHLEIA INSURANCE COMPANY S.A.K.P. (continued)

#### Report on the Audit of the Consolidated Financial Statements (continued)

##### Key Audit Matters (continued)

We identified the following key audit matters:

*a) Recoverability of receivables arising from insurance and reinsurance contracts*

The receivables arising from insurance and reinsurance contracts are significant to the Group's consolidated financial statements as at 31 December 2017. The determination as to whether a receivable is collectable involves significant management judgement. Specific factors management considers include the age of the balance, existence of disputes, recent historical payment patterns and any other available information concerning the creditworthiness of counterparties. Management uses this information to determine whether a provision for impairment is required either for a specific transaction or for a customer's balance overall.

We determined this to be a key audit matter because it requires a high level of management judgement and due to the materiality of the amounts involved.

Our audit procedures included evaluating the ageing analyses of receivable balances where no provision was recognised, to assess whether there are any indicators of impairment. This included verifying if payments had been received subsequent to the year-end, reviewing historical payment patterns and any correspondence with customers on expected settlement dates.

We selected a sample of the larger receivable balances where allowance for impairment of receivables was recognised and understood the rationale behind management's judgement. In order to evaluate the appropriateness of these judgements, we verified whether balances were overdue, the customer's historical payment patterns and whether any post year-end payments have been received up to the date of completing our audit procedures. We also obtained corroborative evidence including correspondence supporting any disputes between the parties involved, attempts by management to recover the amounts outstanding and on the credit status of significant counterparties where available.

By performing the procedures mentioned above, we also assessed management's rationale where provisions were recognised on transactions that were not overdue as at the reporting date.

In assessing the appropriateness of the overall allowance for impairment, we also considered management's policy for recognising allowances for impairment on doubtful receivables.

Further, we assessed the adequacy of disclosures relating to the receivables arising from insurance and reinsurance contracts given in notes 10 and 11 to the consolidated financial statements.





## AUDITORS' REPORT

### INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF AL-AHLEIA INSURANCE COMPANY S.A.K.P. (continued)

#### Report on the Audit of the Consolidated Financial Statements (continued)

##### Key Audit Matters (continued)

###### *b) Insurance and Reinsurance Technical Reserves*

Insurance and reinsurance technical reserves include: ("Outstanding Claims reserve" or "OCR"), ("Unearned Premiums Reserve" or "UPR"), ("Life Mathematical Reserve" or "LMR") and ("Incurred But Not Reported reserve" or "IBNR"). As at 31 December 2017, the Group has significant insurance and reinsurance technical reserves. As disclosed in Note 2.5 to the consolidated financial statements, the determination of these reserves involves significant judgment over uncertain future outcomes, including primarily the timing and ultimate full settlement of long term policyholder liabilities. The Group uses different models to calculate the insurance and reinsurance contract liabilities.

Economic assumptions such as investment return and interest rates and actuarial assumptions such as mortality, morbidity and customer behavior, along with Groups historical claims data are key inputs used to estimate these long-term liabilities. Due to the significance of estimation uncertainty associated with the determination of the insurance and reinsurance technical reserves, this is considered a key audit matter.

The Group uses the work of a management's specialist, and an external independent actuary for the determination of LMR and reinsurance liabilities. Our audit procedures focused on evaluating the competence, capabilities and objectivity of the management's specialist and evaluating their work, which involved analyzing the rationale for the economic and actuarial assumptions used by the managements of the Group along with comparison to applicable industry benchmarks. We also used our internal actuarial specialists were part of our audit team to assist us in evaluating the key inputs and assumptions.

For other insurance technical reserves, the management uses the work of their specialist to assess the liabilities. Our audit procedures focused on evaluating the competence, capabilities and objectivity of the management's specialist and evaluating their work. In addition, we have performed test of controls in place, checked the design and the operating effectiveness and assessed the validity of management's liability adequacy testing to obtain reasonable assurance that the liabilities are adequate as compared to the expected future contractual obligations. Our work on the liability adequacy tests on a sample basis included assessing the accuracy of the historical data used, and reasonableness of the projected cash flows and assumptions adopted, and recalculating the non-life insurance technical reserves on a sample basis, in the context of both the Group and industry experience and specific product features.

We further evaluated the adequacy of disclosures relating to insurance and reinsurance technical reserves in Note 16 to the consolidated financial statements.



## AUDITORS' REPORT

### **INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF AL-AHLEIA INSURANCE COMPANY S.A.K.P. (continued)**

#### **Report on the Audit of the Consolidated Financial Statements (continued)**

##### **Key Audit Matters (continued)**

###### *c) Valuation and impairment of financial assets available for sale*

As at 31 December 2017, the Group had financial assets available for sale amounting to KD 75,163,864 (2016: KD 82,060,435). These financial assets are either measured at fair value with the corresponding fair value change recognized in other comprehensive income or carried at cost less impairment for those financial assets that do not have a quoted price in an active market and whose fair values cannot be reliably measured. If the financial assets available for sale witnessed objective evidence which indicates a significant or prolonged decline in value, an impairment loss is recognized in the consolidated statement of income. The valuation of the financial assets available for sale is inherently subjective - most predominantly for the level 3, since these are valued using inputs other than quoted prices in an active market. Impairment analysis can be subjective in nature and involve various assumptions regarding pricing factors.

The use of different valuation techniques and assumptions could produce significantly different estimates of the values of these financial assets available for sale and could increase the impairment losses of the Group.

Due to the significance of estimation uncertainty associated with the fair valuation and impairment analysis of the financial assets available for sale, this is considered a key audit matter.

For financial assets carried at fair value we performed audit procedures to assess the methodology and the appropriateness of the valuation models and inputs used to value financial assets available for sale. As part of these audit procedures, we assessed the accuracy of key inputs used in the valuation such as quoted market prices, market multiples, and discount rates for lack of marketability and lack of control, the expected cash flows, risk free rates and credit spreads by benchmarking them with external data, investigated significant differences. We also evaluated the Group's assessment whether objective evidence of impairment exists for individual financial assets and the qualitative and quantitative factors used such as the investee's financial performance including dividends, financial condition and operations, and its market and economic environment. Finally, we assessed the adequacy of the disclosures relating to financial assets in note 9 to the consolidated financial statements.

##### **Other information included in the Group's 2017 Annual Report**

Management is responsible for the other information. Other information consists of the information included in the Group's 2017 Annual Report, other than the consolidated financial statements and our auditor's report thereon. We obtained the report of the Parent Company's Board of Directors, prior to the date of our auditor's report, and we expect to obtain the remaining sections of the Annual Report after the date of our auditor's report.

Our opinion on the consolidated financial statements does not cover the other information and we do not and will not express any form of assurance conclusion thereon.



## AUDITORS' REPORT

### **INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF AL-AHLEIA INSURANCE COMPANY S.A.K.P. (continued)**

#### **Report on the Audit of the Consolidated Financial Statements (continued)**

#### **Other information included in the Group's 2017 Annual Report (continued)**

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If, based on the work we have performed on the other information that we obtained prior to the date of this auditors' report, we conclude that there is a material misstatement of this other information; we are required to report that fact. We have nothing to report in this regard.

#### **Responsibilities of Management and Those Charged with Governance for the Consolidated Financial Statements**

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with IFRSs and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

Those Charged with Governance are responsible for overseeing the Group's financial reporting process.

#### **Auditor's Responsibilities for the Audit of the Consolidated Financial Statements**

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken based on these consolidated financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.



## AUDITORS' REPORT

### **INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF AL-AHLEIA INSURANCE COMPANY S.A.K.P. (continued)**

#### **Report on the Audit of the Consolidated Financial Statements (continued)**

#### **Auditor's Responsibilities for the Audit of the Consolidated Financial Statements (continued)**

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the Group audit. We remain solely responsible for our audit opinion.

We communicate with Those Charged with Governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide Those Charged with Governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with Those Charged with Governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current year and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.



## AUDITORS' REPORT

### **INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF AL-AHLEIA INSURANCE COMPANY S.A.K.P. (continued)**

#### **Report on Other Legal and Regulatory Requirements**

Furthermore, in our opinion proper books of account have been kept by the Parent Company and the consolidated financial statements, together with the contents of the report of the Parent Company's Board of Directors relating to these consolidated financial statements, are in accordance therewith. We further report that we obtained all the information and explanations that we required for the purpose of our audit and that the consolidated financial statements incorporate all information that is required by the Companies Law No 1 of 2016, as amended, and its executive regulation, as amended, and by the Parent Company's Memorandum of Incorporation and Articles of Association, as amended, that an inventory was duly carried out and that, to the best of our knowledge and belief, no violations of the Companies Law No 1 of 2016, as amended, and its executive regulation, as amended, nor of the Parent Company's Memorandum of Incorporation and Articles of Association, as amended, have occurred during the year ended 31 December 2017 that might have had a material effect on the business of the Parent Company or on its financial position.

**BADER AL ABDULJADER**

LICENCE NO. 207-A

EY

AL AIBAN, AL OSAIMI & PARTNERS

28 February 2018

Kuwait

**CONSOLIDATED STATEMENT OF INCOME**

For the year ended 31 December 2017

|  | Notes | 2017<br>KD          | 2016<br>KD          |
|--|-------|---------------------|---------------------|
| <b>Revenue:</b>  |       |                     |                     |
| Gross premiums written   |       | 71,980,476          | 61,774,651          |
| Premiums ceded to reinsurers   |       | (21,354,199)        | (24,375,046)        |
| Net premiums written   |       | 50,626,277          | 37,399,605          |
| Movement in unearned premiums  |       | (2,070,964)         | 4,799,825           |
| Net premiums earned  |       | 48,555,313          | 42,199,430          |
| Commission income on ceded reinsurance   |       | 8,093,601           | 7,382,817           |
| Policy issuance fees   |       | 503,559             | 590,302             |
| Net investment income  | 4     | 7,731,859           | 5,900,207           |
| Other income   |       | 580,195             | 144,182             |
| <b>Total revenue</b>   |       | <b>65,464,527</b>   | <b>56,216,938</b>   |
| <b>Expenses:</b>   |       |                     |                     |
| Net claims incurred  | 16    | (34,486,290)        | (25,165,636)        |
| Commissions and premiums' acquisition costs  |       | (9,826,198)         | (10,793,047)        |
| Movement in life mathematical reserve  |       | (383,000)           | (368,000)           |
| Maturity and cancellations of life insurance policies  |       | (1,047,917)         | (141,605)           |
| Investment property expenses   |       | (93,209)            | (89,537)            |
| Revaluation loss on investment properties  | 7     | (691,548)           | (548,262)           |
| Operating and administrative expenses  |       | (6,361,217)         | (7,100,326)         |
| Impairment loss on financial assets available for sale   | 9     | (1,403,715)         | (1,907,757)         |
| Impairment loss on other receivables   |       | (463,364)           | (80,000)            |
| <b>Total expenses</b>  |       | <b>(54,756,458)</b> | <b>(46,194,170)</b> |
| <b>Profit before share of associates</b>   |       | <b>10,708,069</b>   | <b>10,022,768</b>   |
| Share of results of associates   | 8     | (930,172)           | 155,252             |
| <b>PROFIT BEFORE CONTRIBUTION TO KUWAIT<br/>FOUNDATION FOR THE ADVANCEMENT OF SCIENCES<br/>(KFAS), NATIONAL LABOUR SUPPORT TAX (NLST), ZAKAT<br/>AND DIRECTORS' FEES</b> |       | <b>9,777,897</b>    | <b>10,178,020</b>   |
| Contribution to Kuwait Foundation for the Advancement<br>of Sciences (KFAS)  |       | (87,099)            | (101,911)           |
| National Labour Support Tax (NLST)   |       | (240,571)           | (260,738)           |
| Zakat  |       | (96,236)            | (104,295)           |
| Directors' fees  | 13    | (506,600)           | (511,321)           |
| <b>PROFIT FOR THE YEAR</b>   |       | <b>8,847,391</b>    | <b>9,199,755</b>    |
| <b>Attributable to:</b>  |       |                     |                     |
| Equity holders of the Parent Company   |       | 8,612,371           | 9,046,740           |
| Non-controlling interests  |       | 235,020             | 153,015             |
|  |       | <b>8,847,391</b>    | <b>9,199,755</b>    |
| <b>Basic and diluted earnings per share attributable to the<br/>shareholders of the Parent Company</b>   | 5     | <b>43.83 fils</b>   | <b>46.06 fils</b>   |

The attached notes 1 to 26 form part of these consolidated financial statements.

**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**

For the year ended 31 December 2017

|   | Notes | 2017<br>KD        | 2016<br>KD         |
|---|-------|-------------------|--------------------|
| <b>Profit for the year</b>  |       | <b>8,847,391</b>  | <b>9,199,755</b>   |
| <b>Other comprehensive income (loss):</b>   |       |                   |                    |
| <i>Items that are or may be reclassified to the consolidated statement of income in subsequent periods:</i> |       |                   |                    |
| - Foreign currency translation adjustments  |       | (207,427)         | 79,711             |
| - Net unrealised gain (loss) of financial assets available for sale   |       | 3,650,660         | (1,986,175)        |
| - Gain on sale of financial assets available for sale   | 4     | (2,357,942)       | (1,339,468)        |
| - Impairment loss on financial assets available for sale  | 9     | 1,403,715         | 1,907,757          |
| - Share of other comprehensive income of associates   | 8     | (12,179)          | 4,592              |
| <b>Net other comprehensive income (loss) for the year</b>   |       | <b>2,476,827</b>  | <b>(1,333,583)</b> |
| <b>Total comprehensive income for the year</b>  |       | <b>11,324,218</b> | <b>7,866,172</b>   |
| <b>Attributable to:</b>   |       |                   |                    |
| Equity holders of the Parent Company  |       | 11,088,927        | 7,686,059          |
| Non-controlling interests   |       | 235,291           | 180,113            |
|   |       | <b>11,324,218</b> | <b>7,866,172</b>   |

The attached notes 1 to 26 form part of these consolidated financial statements.



**CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

As at 31 December 2017

|   | Notes | 2017<br>KD         | 2016<br>KD         |
|---|-------|--------------------|--------------------|
| <b>ASSETS</b>   |       |                    |                    |
| Property and equipment  |       | 4,022,945          | 4,083,569          |
| Investment properties   | 7     | 12,080,381         | 12,759,892         |
| Investment in associates  | 8     | 5,433,518          | 6,471,015          |
| Financial assets held to maturity                                   |       | 19,666,000         | 20,885,437         |
| Loans secured by life insurance policyholders                       |       | 205,978            | 213,892            |
| Financial assets available for sale                                 | 9     | 75,163,864         | 82,060,435         |
| Receivables arising from reinsurance contracts and premium accruals | 11    | 17,599,822         | 20,056,639         |
| Reinsurance recoverable on outstanding claims                       | 16    | 48,403,820         | 34,693,787         |
| Premiums and insurance balances receivable                          | 10    | 12,393,257         | 13,639,975         |
| Accounts receivable and other debit balances                        | 12    | 7,002,770          | 6,101,651          |
| Term deposits   | 6     | 51,840,080         | 45,332,920         |
| Bank balances and cash  | 6     | 8,916,922          | 4,164,097          |
| <b>TOTAL ASSETS</b>   |       | <b>262,729,357</b> | <b>250,463,309</b> |
| <b>EQUITY AND LIABILITIES</b>                                       |       |                    |                    |
| <b>Equity attributable to equity holders of the Parent Company</b>  |       |                    |                    |
| Share capital   | 13    | 20,000,000         | 20,000,000         |
| Statutory reserve   | 14    | 20,000,000         | 20,000,000         |
| General reserve   | 14    | 20,000,000         | 20,000,000         |
| Special voluntary reserve   | 14    | 13,000,000         | 12,000,000         |
| Treasury shares   | 15    | (1,278,932)        | (1,322,565)        |
| Treasury shares reserve   |       | 1,474,675          | 1,458,169          |
| Cumulative changes in fair values reserve                           |       | 13,071,154         | 10,387,171         |
| Foreign currency translation reserve                                |       | 321,057            | 528,484            |
| Retained earnings   |       | 21,566,341         | 20,829,322         |
| Other reserve   |       | 105,028            | 62,528             |
| <b>Equity attributable to equity holders of the Parent Company</b>  |       | <b>108,259,323</b> | <b>103,943,109</b> |
| Non-controlling interests   |       | 3,479,960          | 3,338,802          |
| <b>Total equity</b>   |       | <b>111,739,283</b> | <b>107,281,911</b> |
| <b>LIABILITIES</b>  |       |                    |                    |
| <b>Liabilities arising from insurance contracts:</b>                |       |                    |                    |
| Outstanding claims reserve  | 16    | 97,414,297         | 76,996,335         |
| Unearned premiums reserve   | 16    | 17,934,348         | 15,863,384         |
| Life mathematical reserve   | 16    | 5,733,000          | 5,350,000          |
| Incurred but not reported reserve                                   | 16    | 12,563,604         | 12,120,967         |
| <b>Total technical reserves arising from insurance contracts</b>    |       | <b>133,645,249</b> | <b>110,330,686</b> |
| Bank overdraft  | 6     | -                  | 12,708,740         |
| Insurance and reinsurance payables                                  | 17    | 9,133,006          | 12,252,775         |
| Accounts payable and other credit balances                          | 18    | 8,160,596          | 7,826,682          |
| Premiums received in advance  |       | 51,223             | 62,515             |
| <b>Total liabilities</b>  |       | <b>150,990,074</b> | <b>143,181,398</b> |
| <b>TOTAL EQUITY AND LIABILITIES</b>                                 |       | <b>262,729,357</b> | <b>250,463,309</b> |

Ayman Abdullatif A. Al-Shayea  
ChairmanEmad Mohammed Al-Bahar  
Vice Chairman

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

For the year ended 31 December 2017

|   | Share capital<br>KD | Statutory reserve<br>KD | General reserve<br>KD | Special voluntary reserve<br>KD | Treasury shares<br>KD | Treasury shares reserve<br>KD | Cumulative changes in fair values<br>KD | Foreign currency translation reserve<br>KD | Retained earnings<br>KD | Other reserve<br>KD | Subtotal<br>KD | Non-controlling interests<br>KD | Total equity<br>KD |
|---|---------------------|-------------------------|-----------------------|---------------------------------|-----------------------|-------------------------------|---|--|-------------------------|---------------------|----------------|---------------------------------|--------------------|
| At 1 January 2017                               | 20,000,000          | 20,000,000              | 20,000,000            | 12,000,000                      | (1,322,565)           | 1,458,169                     | 10,387,171                              | 528,484                                    | 20,829,322              | 62,528              | 103,943,109    | 3,338,802                       | 107,281,911        |
| Profit for the year                             | -                   | -                       | -                     | -                               | -                     | -                             | -                                       | -  | 8,612,371               | -                   | 8,612,371      | 235,020                         | 8,847,391          |
| Other comprehensive income (loss)               | -                   | -                       | -                     | -                               | -                     | -                             | 2,683,983                               | (207,427)                                  | -                       | -                   | 2,476,556      | 271                             | 2,476,827          |
| Total comprehensive income (loss) for the year  | -                   | -                       | -                     | -                               | -                     | -                             | 2,683,983                               | (207,427)                                  | 8,612,371               | -                   | 11,088,927     | 235,291                         | 11,324,218         |
| Cash dividends (Note 13)                        | -                   | -                       | -                     | -                               | -                     | -                             | -                                       | -  | (6,875,352)             | -                   | (6,875,352)    | -                               | (6,875,352)        |
| Sale of treasury shares                         | -                   | -                       | -                     | -                               | 54,226 (10,593)       | 16,506                        | -                                       | -  | -                       | -                   | 70,732         | -                               | 70,732             |
| Purchase of treasury shares                     | -                   | -                       | -                     | -                               | -                     | -                             | -                                       | -  | -                       | -                   | (10,593)       | -                               | (10,593)           |
| Transfer to reserves (Note 14)                  | -                   | -                       | -                     | 1,000,000                       | -                     | -                             | -                                       | -  | (1,000,000)             | -                   | -              | -                               | -                  |
| Change of ownership percentage of a subsidiary  | -                   | -                       | -                     | -                               | -                     | -                             | -                                       | -  | -                       | 42,500              | 42,500         | (94,133)                        | (51,633)           |
| At 31 December 2017                             | 20,000,000          | 20,000,000              | 20,000,000            | 13,000,000                      | (1,278,932)           | 1,474,675                     | 13,071,154                              | 321,057                                    | 21,566,341              | 105,028             | 108,259,323    | 3,479,960                       | 111,739,283        |
| At 1 January 2016                               | 20,000,000          | 20,000,000              | 20,000,000            | 11,000,000                      | (1,394,366)           | 1,438,443                     | 11,827,152                              | 449,184                                    | 19,657,245              | -                   | 102,977,658    | 3,473,569                       | 106,451,227        |
| Profit for the year                             | -                   | -                       | -                     | -                               | -                     | -                             | -                                       | -  | 9,046,740               | -                   | 9,046,740      | 153,015                         | 9,199,755          |
| Other comprehensive income                      | -                   | -                       | -                     | -                               | -                     | -                             | (1,439,981)                             | 79,300                                     | -                       | -                   | (1,360,681)    | 27,098                          | (1,333,583)        |
| Total comprehensive income for the year         | -                   | -                       | -                     | -                               | -                     | -                             | (1,439,981)                             | 79,300                                     | 9,046,740               | -                   | 7,686,059      | 180,113                         | 7,866,172          |
| Cash dividends (Note 13)                        | -                   | -                       | -                     | -                               | -                     | -                             | -                                       | -  | (6,874,663)             | -                   | (6,874,663)    | -                               | (6,874,663)        |
| Sale of treasury shares                         | -                   | -                       | -                     | -                               | 71,936 (135)          | 19,726                        | -                                       | -  | -                       | -                   | 91,662         | -                               | 91,662             |
| Purchase of treasury shares                     | -                   | -                       | -                     | -                               | -                     | -                             | -                                       | -  | -                       | -                   | (135)          | -                               | (135)              |
| Transfer to reserves (Note 14)                  | -                   | -                       | -                     | 1,000,000                       | -                     | -                             | -                                       | -  | (1,000,000)             | -                   | -              | -                               | -                  |
| Cash dividends paid to non-controlling interest | -                   | -                       | -                     | -                               | -                     | -                             | -                                       | -  | -                       | -                   | -              | (123,900)                       | (123,900)          |
| Change of ownership percentage of a subsidiary  | -                   | -                       | -                     | -                               | -                     | -                             | -                                       | -  | -                       | 62,528              | 62,528         | (190,980)                       | (128,452)          |
| At 31 December 2016                             | 20,000,000          | 20,000,000              | 20,000,000            | 12,000,000                      | (1,322,565)           | 1,458,169                     | 10,387,171                              | 528,484                                    | 20,829,322              | 62,528              | 103,943,109    | 3,338,802                       | 107,281,911        |

The attached notes 1 to 26 form part of these consolidated financial statements.

**CONSOLIDATED STATEMENT OF CASH FLOWS**

For the year ended 31 December 2017

|  | Notes | 2017<br>KD         | 2016<br>KD         |
|--|-------|--------------------|--------------------|
| <b>OPERATING ACTIVITIES</b>  |       |                    |                    |
| Profit for the year before contribution to KFAS, NLST, Zakat and directors' fees |       | 9,777,897          | 10,178,020         |
| Adjustments to reconcile profit for the year to net cash flows:                  |       |                    |                    |
| Depreciation of property and equipment   |       | 256,854            | 235,162            |
| Share of results of associates   | 8     | 930,172            | (155,252)          |
| Revaluation loss on investment properties  | 7     | 691,548            | 548,262            |
| Gain on sale of financial assets available for sale                              | 4     | (2,357,942)        | (1,339,468)        |
| Impairment loss on financial assets available for sale                           | 9     | 1,403,715          | 1,907,757          |
| Impairment loss on other receivable  |       | 463,364            | 80,000             |
| Interest income on bonds and term deposits                                       | 4     | (2,549,964)        | (2,054,588)        |
| Dividends income   | 4     | (1,960,198)        | (1,582,963)        |
| Interest expense   |       | 212,144            | 389,200            |
| Provision for employees' end of service benefits                                 |       | 604,722            | 610,160            |
| (Gain) loss on sale of property and equipment                                    |       | 510                | (12,592)           |
| Income from funds  | 4     | (217,249)          | (257,541)          |
|  |       | <b>7,255,573</b>   | <b>8,546,157</b>   |
| Changes in operating assets and liabilities:                                     |       |                    |                    |
| Receivables arising from reinsurance contracts and premium accruals              |       | 2,465,748          | 4,720,308          |
| Reinsurance recoverable on outstanding claims                                    |       | (13,703,100)       | (3,091,341)        |
| Premiums and insurance balances receivable                                       |       | 783,354            | (2,920,310)        |
| Accounts receivable and other debit balances                                     |       | (677,521)          | 1,486,438          |
| Net change in insurance and reinsurance contract liabilities                     |       | 23,145,594         | (337,978)          |
| Insurance payables   |       | (3,119,769)        | 824,770            |
| Accounts payable and other credit balances                                       |       | (632,545)          | (1,066,803)        |
| Premiums received in advance   |       | (11,292)           | (25,265)           |
| Cash flows from operations   |       | <b>15,506,042</b>  | <b>8,135,976</b>   |
| Employees' end of service benefits paid  |       | (110,740)          | (1,124,142)        |
| Net cash flows from operating activities   |       | <b>15,395,302</b>  | <b>7,011,834</b>   |
| <b>INVESTING ACTIVITIES</b>  |       |                    |                    |
| Purchase of property and equipment   |       | (207,303)          | (73,355)           |
| Proceeds from sale of property and equipment                                     |       | 6,517              | 20,323             |
| Purchase of financial assets available for sale                                  |       | (5,947,430)        | (7,562,037)        |
| Proceeds from sale of financial assets available for sale                        |       | 16,504,002         | 10,476,456         |
| Purchase of financial assets held to maturity                                    |       | -                  | (16,000,000)       |
| Proceeds from redemption of financial assets held to maturity                    |       | 1,219,437          | 2,620,826          |
| Movement in loans secured by life insurance policyholders                        |       | 7,914              | (116,405)          |
| Term deposits  |       | (5,818,722)        | 1,997,254          |
| Dividends received   |       | 1,948,962          | 1,582,963          |
| Interest income received   |       | 2,346,395          | 1,658,293          |
| Proceeds from returned excess subscription in investment in associate            |       | -                  | 3,956              |
| Income received from funds   |       | 217,249            | 257,541            |
| Net cash flows from (used in) investing activities                               |       | <b>10,277,021</b>  | <b>(5,134,185)</b> |
| <b>FINANCING ACTIVITIES</b>  |       |                    |                    |
| Dividends paid   |       | (7,318,682)        | (6,824,602)        |
| Sale of treasury shares  |       | 70,732             | 91,662             |
| Purchase of treasury shares  |       | (62,226)           | (128,587)          |
| Interest expense paid  |       | (212,144)          | (389,200)          |
| Net cash flows used in financing activities                                      |       | <b>(7,522,320)</b> | <b>(7,250,727)</b> |
| <b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>                      |       | <b>18,150,003</b>  | <b>(5,373,078)</b> |
| Cash and cash equivalents at the beginning of the year                           |       | <b>(8,477,326)</b> | <b>(3,104,248)</b> |
| <b>CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR</b>                          | 6     | <b>9,672,677</b>   | <b>(8,477,326)</b> |

The attached notes 1 to 26 form part of these consolidated financial statements.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

### 1 CORPORATE INFORMATION

The consolidated financial information of Al-Ahleia Insurance Company S.A.K.P. (the “Parent Company”) and its subsidiary – Kuwait Reinsurance Company (collectively the “Group”) for the year ended 31 December 2017 were authorised for issuance with a resolution of the Board of Directors on 19 February 2018. The general assembly of the shareholders has the power to amend these consolidated financial statements after issuance.

The Parent Company is a Kuwaiti Shareholding Company registered in 1962 under the Insurance Companies and Agents Law No. 24 of 1961 and its subsequent amendments. The Parent Company has been engaging in various insurance and reinsurance activities, as set forth in the parent Company’s Articles of Association. The Parent Company’s registered head office address is at P. O. Box 1602, Safat 13017, Kuwait.

### 2 SIGNIFICANT ACCOUNTING POLICIES

#### 2.1 BASIS OF PREPARATION

##### Statement of compliance

The consolidated financial statements of the Group have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board (“IASB”).

The consolidated financial statements have been prepared on the historical cost basis, except for investment properties and financial assets available for sale that have been carried at fair value.

The consolidated financial statements are presented in Kuwaiti Dinars (“KD”), which is the functional and presentation currency of the Parent Company.

The Group presents its consolidated statement of financial position broadly in order of liquidity. An analysis regarding recovery or settlement within twelve months after the reporting date (current) and more than twelve months after the reporting date (non-current) is presented in the respective notes, if any.

Further, certain prior year amounts have been reclassified to conform to the current year presentation. These reclassifications were made in order to more appropriately present certain items of consolidated statement of financial position, consolidated statement of income and consolidated cash flow statement. Such reclassifications do not affect previously reported assets, liabilities, equity and profit for the year, nor materially affect the consolidated cash flow statement. The reclassifications are not material to the consolidated financial statements.

As permitted by IFRS 4 Insurance Contracts, the Group continues to apply the accounting policies that were applied prior to the adoption of IFRS, with certain modifications allowed by the standard subsequent to adoption for its insurance contracts.

#### 2.2 BASIS OF CONSOLIDATION

The consolidated financial statements comprise the consolidated financial statements of the Parent Company and its subsidiary as at 31 December 2017. Subsidiary is investee that the Group has control over.

Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Specifically, the Group controls an investee if, and only if, the Group has:

- Power over the investee (i.e. existing rights that give it the current ability to direct the relevant activities of the investee)
- Exposure, or rights, to variable returns from its involvement with the investee, and
- The ability to use its power over the investee to affect its returns

Generally, there is a presumption that a majority of voting rights result in control. To support this presumption and when the Group has less than a majority of the voting or similar rights of an investee, the Group considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

- The contractual arrangement with the other vote holders of the investee
- Rights arising from other contractual arrangements
- Parent Company’s voting rights and potential voting rights

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

### 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.2 BASIS OF CONSOLIDATION (continued)

The Group reassesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control. Consolidation of a subsidiary begins when the Group obtains control over the subsidiary and ceases when the Group loses control of the subsidiary. Assets, liabilities, income and expenses of a subsidiary acquired or disposed of during the year are included in the consolidated financial statements from the date the Group gains control until the date when the Group ceases to control the subsidiary.

Profit or loss and each component of other comprehensive income (OCI) are attributed to the shareholders of the Parent Company and to the non-controlling interests, even if this results in the non-controlling interests having a deficit balance. When necessary, adjustments are made to the consolidated financial information of subsidiary to bring its accounting policies into line with the Group's accounting policies. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

A change in the ownership interest of a subsidiary, without a loss of control, is accounted for as an equity transaction.

If the Group loses control over a subsidiary, it derecognises the related assets (including goodwill), liabilities, non-controlling interest and other components of equity, while any resultant gain or loss is recognised in the consolidated statement of income. Any investment retained is recognised at fair value.

#### 2.3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

##### Business combinations and goodwill

Business combinations are accounted for using the acquisition method. The cost of an acquisition is measured as the aggregate of the consideration transferred, measured at acquisition date fair value and the amount of any non-controlling interest in the acquiree. For each business combination, the acquirer measures the non-controlling interest in the acquiree either at fair value or at the proportionate share of the acquiree's identifiable net assets. Acquisition costs incurred are expensed and included in administrative expenses.

When the Group acquires a business, it assesses the financial assets and liabilities assumed for appropriate classification and designation in accordance with the contractual terms, economic circumstances and pertinent conditions as at the acquisition date. This includes the separation of embedded derivatives in host contracts by the acquiree. No reclassification of insurance contracts is required as part of the accounting for the business combination. Thus, insurance contracts are classified on the basis of the contractual terms and other factors at the inception of the contract or modification date.

If the business combination is achieved in stages, any previously held equity interest is remeasured at its acquisition date fair value and any resulting gain or loss is recognised in the consolidated statement of income.

Any contingent consideration will be recognised at fair value at the acquisition date. Subsequent measurement takes place at fair value with changes in fair value recognised in the consolidated statement of income.

Goodwill is initially measured at cost being the excess of the aggregate of the consideration transferred and the amount recognised for non-controlling interest over the net identifiable assets acquired and liabilities assumed. If the fair value of the net assets acquired is in excess of the aggregate consideration transferred, the Group re-assesses whether it has correctly identified all of the assets acquired and all of the liabilities assumed and reviews the procedures used to measure the amounts to be recognised at the acquisition date. If the re-assessment still results in an excess of the fair value of net assets acquired over the aggregate consideration transferred, then the gain is recognised in the consolidated statement of income.

After initial recognition, goodwill is measured at cost less any accumulated impairment losses. For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to each of the Group's cash-generating units that are expected to benefit from the combination, irrespective of whether other assets or liabilities of the acquiree are assigned to those units.

Where goodwill forms part of a cash-generating unit and part of the operation within that unit is disposed of, the goodwill associated with the operation disposed of is included in the carrying amount of the operation when determining the gain or loss on disposal of the operation. Goodwill disposed of in this circumstance is measured based on the relative values of the operation disposed of and the portion of the cash-generating unit retained.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

### 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

##### Product classification

###### *Insurance contracts*

Insurance contracts are those contracts when the Group (the insurer) has accepted significant insurance risk from another party (the policyholders) by agreeing to compensate the policyholders if a specified uncertain future event (the insured event) adversely affects the policyholders. As a general guideline, the Group determines whether it has significant insurance risk, by comparing benefits payable after an insured event with benefits payable if the insured event did not occur. Insurance contracts can also transfer financial risk.

###### *Investment contracts*

Investment contracts are those contracts that transfer significant financial risk, but not significant insurance risk. Financial risk is the risk of a possible future change in one or more of a specified interest rate, financial instrument price, commodity price, foreign exchange rate, index of price or rates, a credit rating or credit index or other variable, provided in the case of a non-financial variable that the variable is not specific to a party to the contract.

Once a contract has been classified as an insurance contract, it remains an insurance contract for the remainder of its lifetime, even if the insurance risk reduces significantly during this period, unless all rights and obligations are extinguished or expired. Investment contracts can, however, be reclassified as insurance contracts after inception if insurance risk becomes significant.

##### Impairment of non-financial assets

Disclosures relating to impairment of non-financial assets are summarised in the following notes:

- Disclosures for significant assumptions Note 2.5

The Group assesses at each reporting date whether there is an indication that an asset may be impaired. If any such indication exists, or when annual impairment testing for an asset is required, the Group estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or CGU's fair value less costs of disposal and its value in use. The recoverable amount is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets.

Where the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs of disposal, recent market transactions are taken into account. If no such transactions can be identified, an appropriate valuation model is used. These calculations are corroborated by valuation multiples, quoted share prices for publicly traded companies or other available fair value indicators.

The Group bases its impairment calculation on detailed budgets and forecast calculations, which are prepared separately for each of the Group's CGUs, to which the individual assets are allocated. These budgets and forecast calculations generally cover a period of five years. For longer periods, a long-term growth rate is calculated and applied to project future cash flows after the fifth year.

Impairment losses are recognised in the consolidated statement of income.

For assets excluding goodwill, an assessment is made at each reporting date as to whether there is any indication that previously recognised impairment losses may no longer exist or may have decreased. If such indication exists, the Group makes an estimate of the asset's or CGU's recoverable amount. A previously recognised impairment loss is reversed only if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognised. If that is the case, the carrying amount of the asset is increased to its recoverable amount. That increased amount cannot exceed the carrying amount that would have been determined, net of amortisation, had no impairment loss been recognised for the asset in prior years. Such reversal is recognised in the consolidated statement of income.



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**2 SIGNIFICANT ACCOUNTING POLICIES (continued)****2.3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****Impairment of non-financial assets (continued)**

The following criteria are also applied in assessing impairment of goodwill:

*Goodwill*

Goodwill is tested for impairment annually and when circumstances indicate that the carrying value may be impaired.

Impairment is determined for goodwill by assessing the recoverable amount of the cash-generating units, to which the goodwill relates. Where the recoverable amount of the cash-generating units is less than their carrying amount, an impairment loss is recognised. The Group performs its annual impairment test of goodwill as at 31 December.

The recoverable amount for the life insurance business CGU has been determined based on a value in use calculation. This calculation is derived from embedded value (EV) principles together with the present value of expected profits from future new business. The EV represents the shareholder interests in the life insurance business and is the total of the net worth of the life insurance business and the value of the in-force business.

The recoverable amount of the non-life insurance business CGU and investment management services business CGU have been determined based on a value in use calculation. The calculation requires the Group to make an estimate of the expected future cash flows from each of the CGUs and discount these amounts using a suitable rate which reflects the risk of those cash flows in order to calculate the present value of those cash flows.

Previously recorded impairment losses for goodwill are not reversed in future periods.

**Deferred Acquisition Costs (DAC)**

Those direct and indirect costs incurred during the financial period arising from the acquiring or renewals of insurance contracts are deferred to the extent that these costs are recoverable out of future premiums from insurance contract.

All other acquisition costs are recognised as expenses when incurred. Commissions paid to intermediaries and other incremental direct costs incurred in relation to the acquisition and renewal of insurance contracts are amortised over the terms of the insurance contracts to which they relate as premiums are earned, when the related contracts are settled or disposed of.

Subsequent to initial recognition, this DAC asset for life insurance is amortised over the expected life of the contracts as a constant percentage of expected premiums. DAC for general insurance and health products are amortised over the period in which the related revenues are earned. The deferred acquisition costs for reinsurers are amortised in the same manner as the underlying asset amortisation and is recorded in the consolidated statement of income.

Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are accounted for by changing the amortisation period or method and are treated as a change in an accounting estimate.

An impairment review is performed at each reporting date or more frequently when an indication of impairment arises. When the recoverable amount is less than the carrying value, an impairment loss is recognised in the consolidated statement of income.

DACs are derecognised when the related contracts are either settled or disposed of.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

### 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

##### Property and equipment

Property and equipment, including owner-occupied property is stated at cost, excluding the costs of day-to-day Servicing, less accumulated depreciation and accumulated impairment losses, if any. Such cost includes the cost of replacing part of the property and equipment. When significant parts of property and equipment are required to be replaced at intervals, the Group depreciates them separately based on their specific useful lives. Replacement or major inspection costs are capitalised when incurred, if it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably.

Depreciation is calculated on a straight line basis over the estimated useful lives of the assets as follows:

- Buildings on freehold land 25 years
- Leasehold properties 20 to 25 years
- Furniture, fixtures, equipment and motor vehicles 3 to 5 years

The assets' residual values, and useful lives and method of depreciation are reviewed and adjusted if appropriate at each financial year end and adjusted prospectively, if appropriate.

An item of property and equipment and any significant part initially recognised is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the consolidated statement of income when the asset is derecognised.

##### Investment properties

Investment properties are measured initially at cost, including transaction costs. Subsequent to initial recognition, investment properties are stated at fair value, which reflects market conditions at the reporting date that is determined based on valuation performed by an independent valuer using valuation methods consistent with the nature and usage of the investment properties. Gains or losses arising from changes in the fair value of investment properties are included in the consolidated statement of income in the year in which they arise.

Investment properties are derecognised when either they have been disposed of or when the investment properties are permanently withdrawn from use and no future economic benefit is expected from its disposal. Any gains or losses on the retirement or disposal of investment properties are recognised in the consolidated statement of income in the year of retirement or disposal.

Transfers are made to (or from) investment property only when there is a change in use. For a transfer from investment property to owner-occupied property, the deemed cost for subsequent accounting is the fair value at the date of change in use. If owner-occupied property becomes an investment property, the Group accounts for such property in accordance with the policy stated under property and equipment up to the date of change in use.

##### Investment in associates

An associate is an entity over which the Group has significant influence. Significant influence is the power to participate in the financial and operating policy decisions of the investee and which is neither a subsidiary nor a joint venture, but is not control or joint control over those policies.

The Group's investment in associates is accounted for using the equity method.

Under the equity method, the investment in an associate is carried in the statement of financial position at cost plus post-acquisition changes in the Group's share of net assets of the associate. Goodwill relating to an associate is included in the carrying amount of the investment and is neither amortised nor individually tested for impairment.

The consolidated statement of income reflects the Group's share of the results of operations of the associates. Any change in other comprehensive income of the associates is presented as part of the other comprehensive income of the Group. In addition, when there has been a change recognised directly in the equity of the associate, the Group recognises its share of any changes and discloses this, when applicable, in the consolidated statement of changes in equity. Unrealised gains and losses resulting from transactions between the Group and the associate are eliminated to the extent of the interest in the associate.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**2 SIGNIFICANT ACCOUNTING POLICIES (continued)****2.3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****Investment in associates (continued)**

The aggregate of the Group's share of result of an associate is included in the consolidated statement of income.

The financial statements of the associates are prepared for the same reporting period as the Group or to a date not earlier than three months of the Group's reporting date using consistent accounting policies. Where practicable, adjustments are made to bring the accounting policies in line with those of the Group.

After application of the equity method, the Group determines whether it is necessary to recognise an impairment loss on its investment in its associate. At each reporting date, the Group determines whether there is objective evidence that the investment in the associate is impaired. If there is such evidence, the Group calculates the amount of impairment as the difference between the recoverable amount of the associate and its carrying value, and then recognises the impairment loss of investment in associates in the consolidated statement of income.

Upon loss of significant influence over the associate, the Group measures and recognises any retained investment at its fair value. Any difference between the carrying amount of the associate upon loss of significant influence and the fair value of the retained investment and proceeds from disposal is recognised in the consolidated statement of income.

**Financial instruments**

A financial instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity.

**(i) Financial assets****Initial recognition and measurement**

Financial assets are classified, at initial recognition, as financial assets at fair value through the consolidated statement of income, loans and receivables, held-to-maturity investments, financial assets available for sale, or as derivatives designated as hedging instruments in an effective hedge, as appropriate. Financial assets are recognised initially at fair value plus, in the case of financial assets not recorded at fair value through the consolidated statement of income, transaction costs that are attributable to the acquisition of the financial asset.

Purchases or sales of financial assets that require delivery of assets within a time frame established by regulation or convention in the market place (regular way trades) are recognised on the trade date, i.e., the date that the Group commits to purchase or sell the asset.

The Group's financial assets include "financial assets held to maturity", "loans", "financial assets available for sale", "receivables arising from reinsurance contracts and premium accruals", "reinsurance recoverable on outstanding claims", "premiums and insurance balances receivable", and "accounts receivable and other debit balances". At 31 December, the Group did not have any derivatives designated as hedging instruments.

**Subsequent measurement**

The subsequent measurement of financial assets depends on their classification as follows:

*Financial assets available for sale*

Financial assets available for sale include equity investments and debt securities. Equity investments classified as financial assets available for sale are those that are neither classified as held for trading nor designated at fair value through the consolidated statement of income. Debt securities in this category are those that are intended to be held for an indefinite period of time and that may be sold in response to needs for liquidity or in response to changes in the market conditions.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

### 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

##### Financial instruments (continued)

##### (i) Financial assets (continued)

##### Subsequent measurement (continued)

##### *Financial assets available for sale (continued)*

After initial measurement, financial assets available for sale are subsequently measured at fair value with unrealised gains or losses recognised in other comprehensive income and credited to or debited to the financial assets available for sale reserve until the investment is derecognised, at which time the cumulative gain or loss is recognised in the consolidated statement of income as gain or (loss) of financial assets available for sale, or the investment is determined to be impaired, when the cumulative loss is reclassified from the financial assets available for sale reserve to the consolidated statement of income as impairment in financial assets available for sale. Interest earned whilst holding financial assets available for sale is reported as interest income using the effective interest rate method (EIR). Dividends earned whilst holding AFS investments are recognised in the consolidated statement of income as 'Investment income' when the right of the payment has been established. When the asset is derecognised or determined to be impaired, the cumulative gain or loss is reclassified from AFS reserve the consolidated statement of income.

The Group evaluates whether the ability and intention to sell its financial assets available for sale in the near term is still appropriate. When, in rare circumstances, the Group is unable to trade these financial assets due to inactive markets, the Group may elect to reclassify these financial assets if the management has the ability and intention to hold the assets for foreseeable future or until maturity.

##### *Loans, receivables and other debit balances*

This category is the most relevant to the Group. Loans and other debit balances are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial measurement, such financial assets are subsequently measured at amortised cost using the effective interest rate (EIR) method, less impairment. Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. Gains and losses are recognised in the statement of income when the investments are derecognised or impaired, as well as through the amortisation process.

##### *Held to maturity financial assets*

Non-derivative financial assets with fixed or determinable payments and fixed maturities are classified as held to maturity when the Group has the positive intention and ability to hold until maturity. After initial measurement, held to maturity financial assets are measured at amortised cost, using the EIR, less impairment. The EIR amortisation is included in 'Investment income' in the consolidated statement of income. Gains and losses are recognised in the consolidated statement of income when the investments are derecognised or impaired, as well as through the amortisation process.

##### *Insurance and reinsurance receivables*

Insurance receivables are recognised when due and measured on initial recognition at the fair value of the consideration received or receivable. Subsequent to initial recognition, insurance receivables are measured at amortised cost, using the effective interest rate method. The carrying value of insurance receivables is reviewed for impairment whenever events or circumstances indicate that the carrying amount may not be recoverable, with the impairment loss recorded in the consolidated statement of income. Insurance receivables are derecognised when the derecognition criteria for financial assets have been met.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**2 SIGNIFICANT ACCOUNTING POLICIES (continued)****2.3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****Financial instruments (continued)****(i) Financial assets (continued)****Subsequent measurement (continued)***Term deposits*

Term deposits are deposits with an original maturity of more than three months but less than one year.

*Cash and cash equivalents*

For the purpose of the consolidated statement of cash flows, cash and cash equivalents consist of cash in hand and bank balances.

**Derecognition**

A financial asset (or, where applicable, a part of a financial asset or part of a group of similar financial assets) is primarily derecognised when:

- The rights to receive cash flows from the asset have expired; or
- The Group has transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a 'pass-through' arrangement; and either (a) the Group has transferred substantially all the risks and rewards of the asset, or (b) the Group has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

When the Group has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, it evaluates if and to what extent it has retained the risks and rewards of ownership. When it has neither transferred nor retained substantially all of the risks and rewards of the asset, nor transferred control of the asset, the Group continues to recognise the transferred asset to the extent of the Group's continuing involvement. In that case, the Group also recognises an associated liability.

The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Group has retained.

Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Group could be required to repay.

**(ii) Impairment of financial assets**

The Group assesses, at each reporting date, whether there is objective evidence that a financial asset or a group of financial assets is impaired. An impairment exists if one or more events that has occurred since the initial recognition of the asset (an incurred 'loss event'), has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. Evidence of impairment may include indications that the debtors or a group of debtors is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganisation and observable data indicating that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

*Financial assets carried at amortised cost*

For financial assets carried at amortised cost, the Group first assesses whether impairment exists individually for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be, recognised are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future expected credit losses that have not yet been incurred). The present value of the estimated future cash flows is discounted at the financial assets original EIR. If a loan has a variable interest rate, the discount rate for measuring any impairment loss is the current EIR.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

### 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

##### Financial instruments (continued)

##### (ii) Impairment of financial assets (continued)

###### *Financial assets carried at amortised cost (continued)*

The carrying amount of the asset is reduced through the use of an allowance account and the loss is recognised in the consolidated statement of income. Interest income (recorded in net investment income in the consolidated statement of income) continues to be accrued on the reduced carrying amount and is accrued using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss. Loans together with the associated allowance are written off when there is no realistic prospect of future recovery and all collateral has been realised or has been transferred to the Group. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognised, the previously recognised impairment loss is increased or reduced by adjusting the allowance account. If a write-off is later recovered, the recovery is credited to the net investment income in the consolidated statement of income.

###### *Financial assets available for sale*

For financial assets available for sale, the Group assesses at each reporting date whether there is objective evidence that an investment or a group of investments is impaired.

In the case of equity investments classified as financial assets available for sale, objective evidence would include a significant or prolonged decline in the fair value of the investment below its cost. 'Significant' is evaluated against the original cost of the investment and 'prolonged' against the period in which the fair value has been below its original cost. When there is evidence of impairment, the cumulative loss – measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that investment previously recognised in the consolidated statement of income – is removed from other comprehensive income and recognised in the consolidated statement of income. Impairment losses on equity investments are not reversed through the consolidated statement of income; increases in their fair value after impairment are recognised in other comprehensive income.

The determination of what is 'significant' or 'prolonged' requires judgement. In making this judgement, the Group evaluates, among other factors, the duration or extent to which the fair value of an investment is less than its cost.

In the case of debt instruments classified as financial assets available for sale, impairment is assessed based on the same criteria as financial assets carried at amortised cost. However, the amount recorded for impairment is the cumulative loss measured as the difference between the amortised cost and the current fair value, less any impairment loss on that investment previously recognised in the consolidated statement of income.

Future interest income continues to be accrued based on the reduced carrying amount of the asset, using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss. The interest income is recorded as part of net investment income. If, in a subsequent year, the fair value of a debt instrument increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in the consolidated statement of income, the impairment loss is reversed through the consolidated statement of income.

##### (iii) Financial liabilities

###### **Initial recognition and measurement**

Financial liabilities are classified, at initial recognition, as financial liabilities at fair value through the consolidated statement of income, loans and borrowings, payables, or as derivatives designated as hedging instruments in an effective hedge, as appropriate.

All financial liabilities are recognised initially at fair value and, in the case of loans and borrowings, net of directly attributable transaction costs.

The Group's financial liabilities include Borrowings, insurance payables, Accounts payable and other credit balances. Subsequent to initial recognition, they are measured at amortised cost using the effective interest rate method.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**2 SIGNIFICANT ACCOUNTING POLICIES (continued)****2.3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****Financial instruments (continued)****(iii) Financial liabilities (continued)****Subsequent measurement**

Subsequent measurement of financial liabilities depends on their classification, as follows:

*Interest bearing loans and borrowings*

After initial recognition, interest bearing loans and borrowings are subsequently measured at amortised cost using the EIR method. Gains and losses are recognised in the consolidated statement of income when the liabilities are derecognised as well as through the EIR amortisation process.

Amortised cost is calculated by taking into account any discount or premium on acquisition and fee or costs that are an integral part of the EIR. The EIR amortisation is included in finance cost in the consolidated statement of income.

**Derecognition**

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires. When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as the derecognition of the original liability and the recognition of a new liability. The difference in the respective carrying amounts is recognised in the consolidated statement of income.

**(iv) Offsetting of financial instruments**

Financial assets and financial liabilities are offset and the net amount is reported in the consolidated statement of financial position if there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, to realise the assets and settle the liabilities simultaneously.

**Fair value measurement**

The Group measures financial instruments such as derivatives, and non-financial assets such as investment properties, at fair value at each reporting date.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either:

- In the principal market for the asset or liability.
- Or
- In the absence of a principal market, in the most advantageous market for the asset or liability.
  - The principal or the most advantageous market must be accessible by the Group.

The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest.

A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The Group uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**2 SIGNIFICANT ACCOUNTING POLICIES (continued)****2.3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****Financial instruments (continued)****(iv) Offsetting of financial instruments (continued)****Fair value measurement (continued)**

Assets, liabilities and equity items for which fair value is measured or disclosed in the consolidated financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole.

- Level 1 - Quoted (unadjusted) market prices in active markets for identical assets or liabilities;
- Level 2 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable;
- Level 3 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable.

For assets and liabilities that are measured at fair value in the financial statements on a recurring basis, the Group determines whether transfers have occurred between levels in the hierarchy by re-assessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

For the purpose of fair value disclosures, the Group has determined classes of assets and liabilities on the basis of the nature, characteristics and risks of the asset or liability and the level of the fair value hierarchy as explained above.

Fair value related disclosures for financial instruments and non-financial assets that are measured at fair value or where fair values are disclosed, are summarised in the following notes:

- |  |          |
|--|----------|
| - Disclosures for significant accounting judgements, estimates and assumptions | Note 2.5 |
| - Investment properties  | Note 7   |
| - Financial instruments  | Note 26  |
| - Quantitative disclosures of fair value measurement hierarchy                 | Note 26  |

**Reinsurance contracts held**

The Group cedes insurance risk in the normal course of business for life insurance and non-life insurance contracts when applicable. Reinsurance assets represent balances due from reinsurance companies. Amounts recoverable from reinsurers are estimated in a manner consistent with the outstanding claims provision or settled claims associated with the reinsurer's policies and are in accordance with the related reinsurance contract.

Reinsurance assets are reviewed for impairment at each reporting date, or more frequently, when an indication of impairment arises during the reporting year. Impairment occurs when there is objective evidence as a result of an event that occurred after initial recognition of the reinsurance asset that the Group may not receive all outstanding amounts due under the terms of the contract and the event has a reliably measurable impact on the amounts that the Group will receive from the reinsurer. The impairment loss is recorded in the consolidated statement of income.

Gains or losses on buying reinsurance are recognised in the consolidated statement of income immediately at the date of purchase and are not amortised.

Ceded reinsurance arrangements do not relieve the Group from its obligations to policyholders.



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**2 SIGNIFICANT ACCOUNTING POLICIES (continued)****2.3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****Reinsurance assumed**

The Group also assumes reinsurance risk in the normal course of business for life insurance and non-life insurance contracts where applicable. Premiums and claims on assumed reinsurance are recognised as revenue or expenses in the same manner as they would be if the reinsurance were considered direct business, taking into account the product classification of the reinsured business. Reinsurance liabilities represent balances due to reinsurance companies. Amounts payable are estimated in a manner consistent with the related reinsurance contract.

Reinsurance assets or liabilities are derecognised when the contractual rights are extinguished or expire or when the contract is transferred to another party.

Reinsurance contracts that do not transfer significant insurance risk are accounted for directly through the statement of financial position. These are deposit assets or financial liabilities that are recognised based on the consideration paid or received less any explicit identified premiums or fees to be retained by the reinsured. Investment income on these contracts is accounted for using the EIR method when accrued.

**Insurance receivables**

Insurance receivables are recognised when due and measured on initial recognition at the fair value of the consideration receivable. Subsequent to initial recognition, insurance receivables are measured at amortised cost, using the EIR method. The carrying value of insurance receivables is reviewed for impairment whenever events or circumstances indicate that the carrying amount may not be recoverable, with the impairment loss recorded in the consolidated statement of income.

Insurance receivables are derecognised when the derecognition criteria for financial assets, as described in Note 2.3, have been met.

**Cash and bank balances and term deposits**

Cash and short-term deposits in the statement of financial position comprise cash at banks and on hand, which are subject to an insignificant risk of changes in value.

For the purpose of the consolidated statement of cash flows, cash and cash equivalents consist of cash and bank balances short term deposits with a maturity of three months or less, as defined above, net of outstanding bank overdrafts as they are considered an integral part of the Group's cash management.

**Taxation***Kuwait Foundation for the Advancement of Sciences (KFAS)*

The Group calculates the contribution to KFAS at 1% of profit for the year in accordance with the modified calculation based on the Foundation's Board of Directors resolution, which states that the transfer to statutory reserve and accumulated losses brought forward should be excluded from profit for the year when determining the contribution.

*National Labour Support Tax (NLST)*

The Group calculates the NLST in accordance with Law No. 19 of 2000 and the Minister of Finance Resolutions No. 24 of 2006 at 2.5% of taxable profit for the year. As per law, incomes from associates and cash dividends from listed companies which are subjected to NLST have been deducted from the profit for the year.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

### 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

##### Taxation (continued)

###### *Zakat*

Contribution to Zakat is calculated in accordance with the requirements of Ministry of Finance resolution No. 58/2007 effective from 10 December 2007.

##### Leases

The determination of whether an arrangement is a lease, or contains a lease, is based on the substance of the arrangement at the inception date and requires an assessment of whether the fulfilment of the arrangement is dependent on the use of a specific asset (or assets) and the arrangement conveys a right to use the asset (or assets), even if that asset is (or those assets are) not explicitly specified in an arrangement.

###### *Group as a lessee*

A lease is classified at the inception date as a finance lease or an operating lease. Leases that do not transfer substantially all of the risks and rewards of ownership of an asset to the Group are classified as operating leases.

Operating lease payments are recognised as an expense in the consolidated statement of income on a straight line basis over the lease term.

###### *Group as a lessor*

Leases in which the Group does not transfer substantially all of the risks and rewards of ownership of an asset are classified as operating leases.

Rental income is recognised as revenue in the consolidated statement of income on a straight line basis over the lease term. Initial direct costs incurred in negotiating and arranging an operating lease are added to the carrying amount of the leased asset and recognised over the lease term on the same bases as rental income. Contingent rents are recognised as revenue in the period in which they are earned.

##### Foreign currencies

###### *Transactions and balances*

Transactions in foreign currencies are initially recorded by the Group's entities at their respective functional currency spot rates at the date the transaction first qualifies for recognition.

Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency spot rates of exchange at the reporting date.

Differences arising on settlement or translation of monetary items are recognised in the consolidated statement of income with the exception of monetary items that are designated as part of the hedge of the Group's net investment of a foreign operation. These are recognised in other comprehensive income until the net investment is disposed of, at which time, the cumulative amount is reclassified to consolidated statement of income.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value is determined. The gain or loss arising on translation of non-monetary items measured at fair value is treated in line with the recognition of the gain or loss on the change in fair value of the item (i.e., translation differences on items whose fair value gain or loss is recognised in other comprehensive income or consolidated statement of income are also recognised in other comprehensive income or consolidated statement of income, respectively).

##### Group companies

On consolidation, the assets and liabilities of foreign operations are translated into Kuwaiti Dinar at the rate of exchange prevailing at the reporting date and their statement of income is translated at exchange rates prevailing at the date of the transactions. The exchange differences arising on the translation for consolidation are recognised in OCI. On disposal of a foreign operation, the component of OCI relating to that particular foreign operation is reclassified to profit or loss.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**2 SIGNIFICANT ACCOUNTING POLICIES (continued)****2.3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****Cash dividend to equity holders of the Parent Company**

The Parent Company recognises a liability to make cash distributions to equity holders of the Parent Company when the distribution is authorised and it is no longer at the discretion of the Parent Company. A distribution is authorised when it is approved by the shareholders. A corresponding amount is recognised directly in equity. Dividends for the year that are approved after the reporting date are not recognised as a liability at the reporting date.

**Life insurance contract liabilities**

Life insurance liabilities are recognised when contracts are entered into and premiums are charged. These liabilities are measured using the net premium method. The liability is determined as the sum of the discounted value of the expected future benefits, claims handling and policy administration expenses, policyholder options and guarantees and investment income from assets backing such liabilities, which are directly related to the contract, less the discounted value of the expected premiums that would be required to meet the future cash outflows based on the valuation assumptions used. The liability is either based on current assumptions or calculated using the assumptions established at the time the contract was issued, in which case, a margin for risk and adverse deviation is generally included. A separate reserve for longevity may be established and included in the measurement of the liability. Furthermore, the liability for life insurance contracts comprises the provision for unearned premiums and premium deficiency, as well as for claims outstanding, which includes an estimate of the incurred claims that have not yet been reported to the Group. Adjustments to the liabilities at each reporting date are recorded in the consolidated statement of income in 'Gross change in contract liabilities'. Profits originated from margins for adverse deviations on run-off contracts are recognised in the consolidated statement of income over the life of the contract, whereas losses are fully recognised in the consolidated statement of income during the first year of runoff. The liability is derecognised when the contract expires, is discharged or cancelled.

**Non-life insurance contract liabilities**

Non-life insurance contract liabilities include the outstanding claims provision, the provision for unearned premium and the provision for premium deficiency.

The outstanding claims provision is based on the estimated ultimate cost of all claims incurred but not settled at the reporting date, whether reported or not, together with related claims handling costs and a reduction for the expected value of salvage and other recoveries. Delays can be experienced in the notification and settlement of certain types of claims. Therefore, the ultimate cost of these cannot be known with certainty at the reporting date. The liability is calculated at the reporting date using a range of standard actuarial claim projection techniques, based on empirical data, historical data, based on previous experience and current assumptions that may include a margin for adverse deviation. In specific cases, independent loss adjusters normally estimate property claims. In addition, a provision based on management's judgement and the Group's prior experience is maintained for the cost of settling claims incurred but not reported at the reporting date. The liability is not discounted for the time value of money. No provision for equalisation or catastrophe reserves is recognised. The liabilities are derecognised when the obligation to pay a claim expires, is discharged or is cancelled.

Reinsurance claims are recognised when the related gross insurance claim is recognised according to the terms of the relevant contract.

The provision for unearned premiums represents that portion of premiums received or receivable that relates to risks that have not yet expired at the reporting date. The provision is recognised when contracts are entered into and premiums are charged, and is brought to account as premium income over the term of the contract in accordance with the pattern of insurance service provided under the contract.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

### 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

##### **Non-life insurance contract liabilities (continued)**

At each reporting date, the Group reviews its unexpired risk and a liability adequacy test is performed to determine whether there is any overall excess of expected claims and deferred acquisition costs over unearned premiums. This calculation uses current estimates of future contractual cash flows after taking account of the investment return expected to arise on assets relating to the relevant nonlife insurance technical provisions. If these estimates show that the carrying amount of the unearned premiums (less related deferred acquisition costs) is inadequate, the deficiency is recognised in the consolidated statement of income by setting up a provision for premium deficiency.

##### **Insurance payables**

Insurance payables are recognised when due and measured on initial recognition at fair value of the consideration received less directly attributable transaction costs. Subsequent to initial recognition, they are measured at amortised cost using the EIR method.

##### **Provisions**

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of a past event, and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Where the Group expects some or all of a provision to be reimbursed, the reimbursement is recognised as a separate asset, but only when the reimbursement is virtually certain. The expense relating to a provision is presented in the statement of income net of any reimbursement. If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects, where appropriate, the risks specific to the liability. Where discounting is used, the increase in the provision due to the passage of time is recognised as a finance cost.

##### **Revenue recognition**

###### *Gross premiums*

Insurance premiums on life are recognised as revenue when payable by the policyholder. For single premium business, revenue is recognised on the date on which the policy becomes effective.

Gross general insurance written premiums comprise the total premiums receivable for the whole period of cover provided by contracts entered into during the accounting period. They are recognised on the date on which the policy commences. Premiums include any adjustments arising in the accounting period for premiums receivable in respect of business written in prior accounting periods. Rebates that form part of the premium rate, such as no-claim rebates, are deducted from the gross premium; others are recognised as an expense. Premiums collected by intermediaries, but not yet received, are assessed based on estimates from underwriting or past experience and are included in premiums written.

Premium earned for the year from reinsurance operations includes adjustments to premiums written in prior accounting periods and estimates for pipeline or premium not yet advised by the cedant for contracts in force at the end of the year. Where statements of insurance contract accounts have not been received at the end of the year, pipeline premiums are estimated on the basis of the latest available information. An estimate is made at the reporting date to recognise retrospective adjustments to premium. Premium relating to the expired risk period is taken as earned and recognised as revenue for the year while premium relating to the unexpired risk period is treated as a reserve for unexpired risks. Pipeline premium (being the premium written but not reported to the Group as at the reporting date) are reported as 'accrued premiums arising from reinsurance contracts'.

Unearned premiums are those proportions of premiums written in a year that relate to periods of risk after the reporting date. Unearned premiums are calculated on a pro rata basis. The proportion attributable to subsequent periods is deferred as a provision for unearned premiums.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**2 SIGNIFICANT ACCOUNTING POLICIES (continued)****2.3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****Revenue recognition (continued)***Reinsurance premiums*

Reinsurance premiums on life are recognised as an expense on the earlier of the date when premiums are payable or on the date on which the policy becomes effective.

Gross general reinsurance premiums written comprise the total premiums payable for the whole cover provided by contracts entered into the period and are recognised on the date on which the policy incepts. Premiums include any adjustments arising in the accounting period in respect of reinsurance contracts incepting in prior accounting periods.

Unearned reinsurance premiums are those proportions of premiums written in a year that relate to periods of risk after the reporting date. Unearned reinsurance premiums are deferred over the term of the underlying direct insurance policies for risks-attaching contracts and over the term of the reinsurance contract for losses occurring contracts.

Reinsurance premiums and claims on the face of the consolidated statement of income have been presented as negative items within premiums and claims, respectively, because this is consistent with how the business is managed.

*Fees and commission income*

Insurance and investment contracts policyholders are charged for policy administration services, investment management services, surrenders and other contract fees. These fees are recognised as revenue over the period in which the related services are performed. If the fees are for services provided in future periods, then they are deferred and recognised over those future periods.

*Interest income*

For all financial instruments measured at amortised cost and interest-bearing financial assets classified as AFS, interest income is recorded using the effective interest rate (EIR). The EIR is the rate that exactly discounts the estimated future cash receipts over the expected life of the financial instrument or shorter period, where appropriate, to the net carrying amount of the financial asset. Interest is included in the net investment income in the consolidated statement of income.

*Dividend income*

Dividend income is recognised when the right to receive payment is established.

*Rental income*

Rental income arising from operating leases on investment properties are accounted for on a straight line basis over the term of the lease.

*Net realised gains and losses*

Net realised gains and losses recorded in the statement of income include gains and losses on financial assets. Gains and losses on the sale of investments are calculated as the difference between net sales proceeds and the original or amortised cost and are recorded on occurrence of the sale transaction.

**Gross claims**

Gross claims for life insurance contracts include the cost of all claims arising during the year, including: internal and external claims handling costs that are directly related to the processing and settlement of claims. Death claims and surrenders are recorded on the basis of notifications received. Maturities and annuity payments are recorded when due.

General insurance and health claims include all claims occurring during the year, whether reported or not, related internal and external claims handling costs that are directly related to the processing and settlement of claims, a reduction for the value of salvage and other recoveries, and any adjustments to claims outstanding from previous years.

**Reinsurance claims**

Reinsurance claims are recognised when the related gross insurance claim is recognised according to the terms of the relevant contract.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

### 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

##### Finance cost

Interest paid is recognised in the statement of income as it accrues and is calculated by using the EIR method. Accrued interest is included within the carrying value of the interest bearing financial liability.

##### Segment reporting

A business segment is a group of assets and operations engaged in providing products or services that are subject to risks and returns that are different from those of other business segments.

##### Employees' end of service benefits

The Group provides end of service benefits to its employees under the Kuwait Labour Law. The entitlement to these benefits is based upon the employees' final salary and length of service. The expected costs of these benefits are accrued over the period of employment.

With respect to its national employees, the Group makes contributions to social security calculated as a percentage of the employees' salaries. The Group's obligations are limited to these contributions, which are expensed when due.

##### Treasury shares

Treasury shares consist of the Group's own shares that have been issued, subsequently reacquired by the Group and not yet reissued or cancelled. The treasury shares are accounted for using the cost method. Under the cost method, the weighted average cost of the shares reacquired is charged to a contra equity account. When the treasury shares are reissued, gains are credited to a separate account in equity (Treasury shares reserve) which is not distributable. Any realised losses are charged to the same account to the extent of the credit balance on that account. Any excess losses are charged to retained earnings then reserves. Gains realised subsequently on the sale of treasury shares are first used to offset any previously recorded losses in the order of reserves, retained earnings and the gain on sale of treasury shares account. No cash dividends are paid on these shares. The issue of bonus shares increases the number of treasury shares proportionately and reduces the average cost per share without affecting the total cost of treasury shares.

##### Liability adequacy test

At each reporting date the Group assesses whether its recognised insurance liabilities are adequate using current estimates of future cash flows under its insurance contracts. If that assessment shows that the carrying amount of its insurance liabilities (less related deferred policy acquisition costs) is inadequate in light of estimated future cash flows, the entire deficiency is immediately recognised in the consolidated statement of income and an unexpired risk provision is created.

The Group does not discount its liability for unpaid claims as substantially all claims are expected to be paid within one year of the reporting date.

##### Contingencies

Contingent liabilities are not recognised in the consolidated financial statements. They are disclosed unless the possibility of an outflow of resources embodying economic benefits is remote. A contingent asset is not recognised in the consolidated financial statements but disclosed when an inflow of economic benefits is probable.

#### 2.4 CHANGES IN ACCOUNTING POLICIES AND DISCLOSURES

The Group applied for the first time certain standards and amendments, which are effective for annual periods beginning on or after 1 January 2017. The Group has not early adopted any other standard, interpretation or amendment that has been issued but is not yet effective.

The nature and the impact of each new standard and amendment is described below. Although these new standards and amendments applied for the first time in 2017, they did not have a material impact on the annual consolidated financial statements of the Group. The nature and the impact of each new standard or amendment is described below:



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**2 SIGNIFICANT ACCOUNTING POLICIES (continued)****2.4 CHANGES IN ACCOUNTING POLICIES AND DISCLOSURES (continued)***Amendments to IAS 7 Statement of Cash Flows: Disclosure Initiative*

The amendments require entities to provide disclosure of changes in their liabilities arising from financing activities, including both changes arising from cash flows and non-cash changes (such as foreign exchange gains or losses). The Group has provided the disclosure in Note 6.

*Annual Improvements Cycle - 2014-2016: Amendments to IFRS 12 Disclosure of Interests in Other Entities:*

The amendments clarify that the disclosure requirements in IFRS 12, other than those in paragraphs B10–B16, apply to an entity's interest in a subsidiary, a joint venture or an associate (or a portion of its interest in a joint venture or associate) that is classified (or included in a disposal group that is classified) as held for sale. During 2017 and 2016, the Group had no interests classified as such, and therefore these amendments did not affect the Group's financial statements.

**2.5 SIGNIFICANT ACCOUNTING JUDGEMENTS, ESTIMATES AND ASSUMPTIONS**

The preparation of the Group's consolidated financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities and the disclosure of contingent liabilities at the date of the reporting period. However, uncertainty about these assumptions and estimates could result in outcomes that could require a material adjustment to the carrying amount of the asset or liability affected in future periods.

**(i) Judgement**

In the process of applying the Group's accounting policies, management has made the following judgments, which have the most significant effect on the amounts recognised in the consolidated financial statements:

*Classification of investments*

Classification of investments is based on management's intention at acquisition and requires considerable judgment.

*Operating lease commitments – Group as lessor*

The Group has entered into commercial property leases on its investment property portfolio. The Group has determined, based on an evaluation of the terms and conditions of the arrangements, such as the lease term not constituting a major part of the economic life of the commercial property and the present value of the minimum lease payments not amounting to substantially all of the fair value of the asset, that it retains all the significant risks and rewards of ownership of these properties and accounts for the contracts as operating leases.

**(ii) Estimation and assumptions**

The key assumptions concerning the future and other key sources of estimation uncertainty at the reporting date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are described below. The Group based its assumptions and estimates on parameters available when the consolidated financial statements were prepared. Existing circumstances and assumptions about future developments, however, may change due to market changes or circumstances arising that are beyond the control of the Group. Such changes are reflected in the assumptions when they occur.

*Impairment of financial assets available for sale*

The Group treats financial assets available for sale equity securities as impaired when there has been a significant or prolonged decline in the fair value below its cost or where other objective evidence of impairment exists. The determination of what is "significant" or "prolonged" requires considerable judgement. In addition the Group evaluates other factors, including normal volatility in share price for quoted equities and the future cash flows and the discount factors for unquoted equities.

*Impairment losses on receivables arising on reinsurance*

The Group reviews its receivables on a quarterly basis to assess whether a provision for impairment should be recorded in the consolidated statement of income. In particular, considerable judgment by management is required in the estimation of the amount and timing of future cash flows when determining the level of provisions required. Such estimates are necessarily based on assumptions about several factors involving varying degrees of judgment and uncertainty, and actual results may differ resulting in future changes to such provisions.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

### 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.5 SIGNIFICANT ACCOUNTING JUDGEMENTS, ESTIMATES AND ASSUMPTIONS (continued)

##### (ii) Estimation and assumptions (continued)

###### *Impairment of non-financial assets*

An impairment exists when the carrying value of an asset or cash generating unit exceeds its recoverable amount, which is the higher of its fair value less costs to sell and its value in use. The fair value less costs to sell calculation is based on available data from binding sales transactions in an arm's length transaction of similar assets or observable market prices less incremental costs for disposing of the asset. The value in use calculation is based on a discounted cash flow model.

###### *Valuation of investment properties*

Fair value of investment properties have been assessed by an independent real estate appraiser. The independent real estate appraiser uses values of actual deals transacted recently by other parties for properties in a similar location and condition, and based on the knowledge and experience of the real estate appraiser. Income capitalisation method was used to determine the fair value of property interests in investment properties, where the property's value is estimated based on the its income produced, and is computed by dividing the property's net operating income by the expected rate of return on the property in the market, known as 'Capitalization Rate'.

The significant methods and assumptions used by valuers in estimating fair value of investment properties are stated in Note 7.

###### *Fair value of financial instruments*

When the fair value of financial assets recorded in the consolidated statement of financial position cannot be measured based on quoted prices in active markets, they are determined using valuation techniques including the price to book method and the discounted cash flows model. The inputs to these models are taken from observable markets where possible, but where this is not feasible, a degree of judgment is required in establishing fair values. The judgments include considerations of inputs such as liquidity risk, credit risk and volatility. Changes in assumptions about these factors could affect the reported fair value of financial instruments.

###### *Life insurance contract liabilities*

The liability for life insurance contracts is either based on current assumptions or on assumptions established at the inception of the contract, reflecting the best estimate at the time together with a margin for risk and adverse deviation. All contracts are subject to a liability adequacy test, which reflect management's best current estimate of future cash flows.

Certain acquisition costs related to the sale of new policies are recorded as deferred acquisition costs (DAC) and are amortised to the consolidated statement of income over time. If the assumptions relating to future profitability of these policies are not realised, the amortisation of these costs could be accelerated and this may also require additional impairment write-offs to the consolidated statement of income. The main assumptions used relate to mortality, morbidity, longevity, investment returns, expenses, lapse and surrender rates and discount rates. The Group bases mortality and morbidity on standard industry mortality tables which reflect historical experiences, adjusted when appropriate to reflect the Group's unique risk exposure, product characteristics, target markets and own claims severity and frequency experiences. For those contracts that insure risk related to longevity, prudent allowance is made for expected future mortality improvements, as well as wide ranging changes to life style, these could result in significant changes to the expected future mortality exposure. Estimates are also made as to future investment income arising from the assets backing life insurance contracts. These estimates are based on current market returns, as well as expectations about future economic and financial developments. Assumptions on future expenses are based on current expense levels, adjusted for expected expense inflation, if appropriate.

Lapse and surrender rates are based on the Group's historical experience of lapses and surrenders. Discount rates are based on current market risk rates, adjusted for the Group's own risk exposure.

Claims requiring court or arbitration decisions are estimated individually. In specific cases, independent loss adjusters normally estimate property claims. Management reviews its provisions for claims incurred, and claims incurred but not reported, on a regular basis.

###### *Non-life insurance contract liabilities*

For non-life insurance contracts, estimates have to be made both for the expected ultimate cost of claims reported at the reporting date and for the expected ultimate cost of claims incurred, but not yet reported, at the reporting date (IBNR). It can take a significant period of time before the ultimate claims cost can be established with certainty and for some type of policies.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**2 SIGNIFICANT ACCOUNTING POLICIES (continued)****2.5 SIGNIFICANT ACCOUNTING JUDGEMENTS, ESTIMATES AND ASSUMPTIONS (continued)****(ii) Estimation and assumptions (continued)***Non-life insurance contract liabilities (continued)*

The Group's past claims development experience can be used to project future claims development and hence ultimate claims costs. As such, these methods extrapolate the development of paid and incurred losses, average costs per claim and claim numbers based on the observed development of earlier years and expected loss ratios. Historical claims development is mainly analysed by accident years, but can also be further analysed by geographical area, as well as by significant business lines and claim types. Large claims are usually separately addressed, either by being reserved at the face value of loss adjuster estimates or separately projected in order to reflect their future development. In most cases, no explicit assumptions are made regarding future rates of claims inflation or loss ratios. Instead, the assumptions used are those implicit in the historical claims development data on which the projections are based. Additional qualitative judgement is used to assess the extent to which past trends may not apply in future, (e.g., to reflect one-off occurrences, changes in external or market factors such as public attitudes to claiming, economic conditions, levels of claims inflation, judicial decisions and legislation, as well as internal factors such as portfolio mix, policy features and claims handling procedures) in order to arrive at the estimated ultimate cost of claims that present the likely outcome from the range of possible outcomes, taking account of all the uncertainties involved.

Similar judgements, estimates and assumptions are employed in the assessment of adequacy of provisions for unearned premium. Judgement is also required in determining whether the pattern of insurance service provided by a contract requires amortisation of unearned premium on a basis other than time apportionment.

*Reinsurance*

The Group is exposed to disputes with, and possibility of defaults by, its reinsurers. The Group monitors on a quarterly basis the evolution of disputes with and the strength of its reinsurers.

**2.6 STANDARDS ISSUED BUT NOT YET EFFECTIVE**

The standards and interpretations that are issued, but not yet effective, up to the date of issuance of the Group's financial statements are disclosed below. The Group intends to adopt these standards, if applicable, when they become effective.

*IFRS 9 Financial Instruments*

In July 2014, the IASB issued the final version of IFRS 9 Financial Instruments that replaces IAS 39 Financial Instruments: Recognition and Measurement and all previous versions of IFRS 9. IFRS 9 brings together all three aspects of the accounting for financial instruments project: classification and measurement, impairment and hedge accounting. IFRS 9 is effective for annual periods beginning on or after 1 January 2018, with early application permitted. Except for hedge accounting, retrospective application is required but providing comparative information is not compulsory. For hedge accounting, the requirements are generally applied prospectively, with some limited exceptions.

During 2017, the Group is performing a high-level impact assessment of all three aspects of IFRS 9. This preliminary assessment is based on currently available information and may be subject to changes arising from further detailed analyses or additional reasonable and supportable information being made available to the Group in the future.

The Group meets the eligibility criteria of the temporary exemption from IFRS 9 and intends to defer the application of IFRS 9 until the effective date of the new insurance contracts standard (IFRS 17) of annual reporting periods beginning on or after 1 January 2021, applying the temporary exemption from applying IFRS 9 as introduced by the amendments (see below).

*Amendments to IFRS 4 Applying IFRS 9 Financial Instruments with IFRS 4 Insurance Contracts*

In September 2016, the IASB issued amendments to IFRS 4 to address issues arising from the different effective dates of IFRS 9 and the upcoming new insurance contracts standard (IFRS 17).

The amendments introduce two alternative options for entities issuing contracts within the scope of IFRS 4, notably a temporary exemption and an overlay approach. The temporary exemption enables eligible entities to defer the implementation date of IFRS 9 for annual periods beginning before 1 January 2021 at the latest. An entity may apply the temporary exemption from IFRS 9 if: (i) it has not previously applied any version of IFRS 9 before and (ii) its activities are predominantly connected with insurance on its annual reporting date that immediately precedes 1 April 2016. The overlay approach allows an entity applying IFRS 9 to reclassify between consolidated statement of income and consolidated statement of other comprehensive income an amount that results in the statement of income at the end of the reporting period for the designated financial assets being the same as if an entity had applied IAS 39 to these designated financial assets.

The Group intends to apply the temporary exemption from IFRS 9 and, therefore, continue to apply IAS 39 to its financial assets and liabilities in its reporting period starting on 1 January 2018.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

### 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.6 STANDARDS ISSUED BUT NOT YET EFFECTIVE (continued)

##### *Applying IFRS 9 Financial Instruments with IFRS 4 Insurance Contracts - Amendments to IFRS 4*

The amendments address concerns arising from implementing the new financial instruments standard, IFRS 9, before implementing IFRS 17 Insurance Contracts, which replaces IFRS 4. The amendments introduce two options for entities issuing insurance contracts: a temporary exemption from applying IFRS 9 and an overlay approach. The temporary exemption is first applied for reporting periods beginning on or after 1 January 2018. An entity may elect the overlay approach when it first applies IFRS 9 and apply that approach retrospectively to financial assets designated on transition to IFRS 9. The entity restates comparative information reflecting the overlay approach if, and only if, the entity restates comparative information when applying IFRS 9.

##### *IFRS 15: Revenue from Contracts with customers*

IFRS 15 was issued in May 2014 and establishes a five-step model to account for revenue arising from contracts with customers. Under IFRS 15, revenue is recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer.

The new revenue standard will supersede all current revenue recognition requirements under IFRS. Either a full retrospective application or a modified retrospective application is required for annual periods beginning on or after 1 January 2018. Early adoption is permitted. The Group expects to apply IFRS 15 modified retrospective application. Given insurance contracts are scoped out of IFRS 15; The Group does not expect the impact to be significant.

##### *IFRS 16 Leases*

IFRS 16 was issued in January 2016 and it replaces IAS 17 Leases, IFRIC 4 determining whether an arrangement contains a lease, SIC-15 Operating Leases-Incentives and SIC-27 Evaluating the Substance of Transactions Involving the Legal Form of a Lease. IFRS 16 sets out the principles for the recognition, measurement, presentation and disclosure of leases and requires lessees to account for all leases under a single on-balance sheet model similar to the accounting for finance leases under IAS 17. The standard includes two recognition exemptions for lessees – leases of 'low-value' assets (e.g., personal computers) and short-term leases (i.e., leases with a lease term of 12 months or less). At the commencement date of a lease, a lessee will recognise a liability to make lease payments (i.e., the lease liability) and an asset representing the right to use the underlying asset during the lease term (i.e., the right-of-use asset). Lessees will be required to separately recognise the interest expense on the lease liability and the depreciation expense on the right-of-use asset.

Lessor accounting under IFRS 16 is substantially unchanged from today's accounting under IAS 17. Lessors will continue to classify all leases using the same classification principle as in IAS 17 and distinguish between two types of leases: operating and finance leases.

IFRS 16 also requires lessees and lessors to make more extensive disclosures than under IAS 17.

IFRS 16 is effective for annual periods beginning on or after 1 January 2019. Early application is permitted, but not before an entity applies IFRS 15. A lessee can choose to apply the standard using either a full retrospective or a modified retrospective approach. The standard's transition provisions permit certain reliefs.

The Group does not expect the impact to be significant.

##### *Amendments to IFRS 10 and IAS 28: Sale or Contribution of Assets between an Investor and its Associate or Joint Venture*

The amendments address the conflict between IFRS 10 and IAS 28 in dealing with the loss of control of a subsidiary that is sold or contributed to an associate or joint venture. The amendments clarify that the gain or loss resulting from the sale or contribution of assets that constitute a business, as defined in IFRS 3, between an investor and its associate or joint venture, is recognised in full. Any gain or loss resulting from the sale or contribution of assets that do not constitute a business, however, is recognised only to the extent of unrelated investors' interests in the associate or joint venture. The IASB has deferred the effective date of these amendments indefinitely, but an entity that early adopts the amendments must apply them prospectively. The Group will apply these amendments when they become effective.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**2 SIGNIFICANT ACCOUNTING POLICIES (continued)****2.6 STANDARDS ISSUED BUT NOT YET EFFECTIVE (continued)***Transfers of Investment Property — Amendments to IAS 40*

The amendments clarify when an entity should transfer property, including property under construction or development into, or out of investment property. The amendments state that a change in use occurs when the property meets, or ceases to meet, the definition of investment property and there is evidence of the change in use. A mere change in management's intentions for the use of a property does not provide evidence of a change in use. Entities should apply the amendments prospectively to changes in use that occur on or after the beginning of the annual reporting period in which the entity first applies the amendments. An entity should reassess the classification of property held at that date and, if applicable, reclassify property to reflect the conditions that exist at that date. Retrospective application in accordance with IAS 8 is only permitted if it is possible without the use of hindsight. Effective for annual periods beginning on or after 1 January 2018. Early application of the amendments is permitted and must be disclosed. The Group will apply amendments when they become effective.

*IFRIC Interpretation 22 Foreign Currency Transactions and Advance Consideration*

The Interpretation clarifies that, in determining the spot exchange rate to use on initial recognition of the related asset, expense or income (or part of it) on the derecognition of a non-monetary asset or non-monetary liability relating to advance consideration, the date of the transaction is the date on which an entity initially recognises the non-monetary asset or non-monetary liability arising from the advance consideration. If there are multiple payments or receipts in advance, then the entity must determine the transaction date for each payment or receipt of advance consideration. Entities may apply the amendments on a fully retrospective basis. Alternatively, an entity may apply the Interpretation prospectively to all assets, expenses and income in its scope that are initially recognised on or after:

(i) The beginning of the reporting period in which the entity first applies the interpretation

Or

(ii) The beginning of a prior reporting period presented as comparative information in the financial statements of the reporting period in which the entity first applies the interpretation.

The Interpretation is effective for annual periods beginning on or after 1 January 2018. Early application of interpretation is permitted and must be disclosed. However, since the Group's current practice is in line with the Interpretation, the Group does not expect any effect on its consolidated financial statements.

*IFRS 17 Insurance Contracts*

In May 2017, the IASB issued IFRS 17 Insurance Contracts, a comprehensive new accounting standard for insurance contracts covering recognition and measurement, presentation and disclosure, which replaces IFRS 4 Insurance Contracts.

In contrast to the requirements in IFRS 4, which are largely based on grandfathering previous local accounting policies for measurement purposes, IFRS 17 provides a comprehensive model (the general model) for insurance contracts, supplemented by the variable fee approach for contracts with direct participation features that are substantially investment-related service contracts, and the premium allocation approach mainly for short- duration which typically applies to certain non-life insurance contracts.

The main features of the new accounting model for insurance contracts are, as follows:

- The measurement of the present value of future cash flows, incorporating an explicit risk adjustment, remeasured every reporting period (the fulfilment cash flows).
- A Contractual Service Margin (CSM) that is equal and opposite to any day one gain in the fulfilment cash flows of a group of contracts. The CSM represents the unearned profitability of the insurance contracts and is recognised in profit or loss over the service period (i.e., coverage period)
- Certain changes in the expected present value of future cash flows are adjusted against the CSM and thereby recognised in profit or loss over the remaining contractual service period.
- The effect of changes in discount rates will be reported in either profit or loss or other comprehensive income, determined by an accounting policy choice.
- The recognition of insurance revenue and insurance service expenses in the statement of comprehensive income based on the concept of services provided during the period.
- Amounts that the policyholder will always receive, regardless of whether an insured event happens (non- distinct investment components) are not presented in the income statement, but are recognised directly on the balance sheet.
- Insurance services results (earned revenue less incurred claims) are presented separately from the insurance finance income or expense.
- Extensive disclosures to provide information on the recognised amounts from insurance contracts and the nature and extent of risks arising from these contracts.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**2 SIGNIFICANT ACCOUNTING POLICIES (continued)****2.6 STANDARDS ISSUED BUT NOT YET EFFECTIVE (continued)**

IFRS 17 is effective for annual reporting periods beginning on or after 1 January 2021, with comparative figures required. Early application is permitted; provided the entity also applies IFRS 9 and IFRS 15 on or before the date it first applies IFRS 17. Retrospective application is required. However, if full retrospective application for a group of insurance contracts is impracticable, then the entity is required to choose either a modified retrospective approach or a fair value approach.

The Group plans to adopt the new standard on the required effective date together with IFRS 9.

**3 FUTURE LEASE RENT RECEIVABLES**

The Group has entered into commercial property leases on its investment properties (Note 7). These are non-cancellable leases having remaining lease term of 2 to 5 years.

Future minimum lease rental receivables under non-cancellable operating leases as at 31 December are as follows:

|   | <b>2017</b><br><b>KD</b> | <b>2016</b><br><b>KD</b> |
|---|--------------------------|--------------------------|
| Within one year                             | <b>499,231</b>           | 328,240                  |
| After one year but not more than five years | <b>364,354</b>           | 327,660                  |
|   | <b>863,585</b>           | <b>655,900</b>           |

**4 NET INVESTMENT INCOME**

|   | <b>2017</b><br><b>KD</b> | <b>2016</b><br><b>KD</b> |
|---|--------------------------|--------------------------|
| Gain on sale of financial assets available for sale | <b>2,357,942</b>         | 1,339,468                |
| Interest income on bonds and term deposits          | <b>2,549,964</b>         | 2,054,588                |
| Dividend income                                     | <b>1,960,198</b>         | 1,582,963                |
| Rental income from investment properties            | <b>646,506</b>           | 665,647                  |
| Income from funds                                   | <b>217,249</b>           | 257,541                  |
|   | <b>7,731,859</b>         | <b>5,900,207</b>         |

**5 BASIC AND DILUTED EARNINGS PER SHARE**

Basic earnings per share are calculated by dividing the profit for the year attributable to equity holders of the Parent Company by the weighted average number of stated shares outstanding during the year (excluding treasury shares).

|  | <b>2017</b><br><b>KD</b> | <b>2016</b><br><b>KD</b> |
|--|--------------------------|--------------------------|
| Profit for the year attributable to shareholders of Parent Company                                 | <b>8,612,371</b>         | 9,046,740                |
|  | <b>Shares</b>            | <b>Shares</b>            |
| Weighted average number of ordinary shares outstanding during the year (excluding treasury shares) | <b>196,515,376</b>       | 196,397,866              |
| <b>Basic and diluted earnings per share</b>  | <b>43.83 fils</b>        | <b>46.06 fils</b>        |

As there are no dilutive instruments outstanding, basic and diluted earnings per share are identical.

There have been no other transactions involving ordinary shares or potential ordinary shares between the reporting date and the date of authorisation of consolidated financial statements.



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As at 31 December 2017

**6 CASH AND CASH EQUIVALENTS**

|  | <b>2017</b><br><b>KD</b> | <b>2016</b><br><b>KD</b> |
|--|--------------------------|--------------------------|
| Term deposits  | <b>51,840,080</b>        | 45,332,920               |
| Bank balances and cash   | <b>8,916,922</b>         | 4,164,097                |
|  | <b>60,757,002</b>        | 49,497,017               |
| Less:  |                          |                          |
| Bank overdraft   | -                        | (12,708,740)             |
| Term deposits with original maturities of more than three months | <b>(51,084,325)</b>      | (45,265,603)             |
| Cash and cash equivalents  | <b>9,672,677</b>         | (8,477,326)              |

Term deposits amounting to KD 3,881,236 (31 December 2016: KD 5,380,856) are held as security against letters of credit amounting to KD 3,003,096 (2016: KD 3,666,762) granted by banks. Bank balances and deposit amounting to KD 1,874,603 (2016: KD 1,874,603) has been pledged against an initial verdict of a legal case, which was appealed by the Group.

The carrying amounts disclosed above reasonably approximate fair value at the reporting date.

The Group's borrowings arising from financing activities include bank overdraft of KD Nil (2016: KD 12,708,740). The decrease of KD 12,708,740 in the amount during 2017 consists of cash repayment. In the consolidated statement of cash flows, the carrying amount of bank overdrafts are included in bank balances and cash.

**7 INVESTMENT PROPERTIES**

|   | <b>2017</b><br><b>KD</b> | <b>2016</b><br><b>KD</b> |
|---|--------------------------|--------------------------|
| As at 1 January                         | <b>12,759,892</b>        | 13,313,380               |
| Revaluation loss                        | <b>(691,548)</b>         | (548,262)                |
| Foreign currency translation adjustment | <b>12,037</b>            | (5,226)                  |
| As at 31 December                       | <b>12,080,381</b>        | 12,759,892               |

The fair value of investment properties has been determined based on valuations obtained from two independent professional real estate valuers, who are industry specialised in valuing such type of investment properties. One of these valuers is a local bank and the other is a local reputable accredited valuer. Both valuers have valued the investment properties using the income capitalization approach assuming full capacity of the property. For valuation purpose, the Group has selected the value made by the local bank, being the lower of these two valuations (2016: the lower of two valuations) as required by the Capital Markets Authority (CMA). The Group has entered into operating lease for its investment properties (Note 3).

The significant assumptions used in the valuations are set out below:

|                             | <b>2017</b> | <b>2016</b> |
|-----------------------------|-------------|-------------|
| Average rent (per sqm) – KD | <b>722</b>  | 744         |
| Yield rate - %              | <b>5.4%</b> | 5.2%        |
| Vacancy rate                | <b>3.9%</b> | 1.0%        |

Any changes to the significant assumptions used in the valuation above such as 5% for average rent and vacancy rate and 50 basis points for yield rate do not have material impact on the consolidated statement of income of the Group.

The fair value of the investment properties is determined using the income capitalisation approach and hence categorised under level 3 of the fair value hierarchy.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**8 INVESTMENT IN ASSOCIATES**

The Group has the following investment in associates:

|   | <i>Ownership percentage</i> |             | <i>Country of incorporation</i> | <i>2017</i>      | <i>2016</i> |
|---|-----------------------------|-------------|---------------------------------|------------------|-------------|
|   | <i>2017</i>                 | <i>2016</i> |                                 | <i>KD</i>        | <i>KD</i>   |
| Iraq International Insurance Company S.A (Closed)                             | <b>44.32%</b>               | 44.32%      | Iraq                            | <b>464,809</b>   | 466,425     |
| AL-Watania Insurance Company Y.S.C. (Closed)                                  | <b>22.50%</b>               | 22.50%      | Yemen                           | <b>147,448</b>   | 149,400     |
| Burgan Insurance Company S.A.L. (formerly Arab Life Insurance Company S.A.L.) | <b>49.37%</b>               | 49.37%      | Lebanon                         | <b>643,557</b>   | 600,788     |
| Arab Life and Accident Insurance Company P.S.C.                               | <b>27.94%</b>               | 27.94%      | Jordan                          | <b>1,071,645</b> | 1,093,577   |
| Trade Union Insurance Company B.S.C.C.  | <b>20.95%</b>               | 20.95%      | Bahrain                         | <b>3,106,059</b> | 4,160,825   |
|   |                             |             |                                 | <b>5,433,518</b> | 6,471,015   |

The movement of the investment in associates during the year is as follows:

|   | <i>2017</i>      | <i>2016</i> |
|---|------------------|-------------|
|   | <i>KD</i>        | <i>KD</i>   |
| Carrying value at 1 January             | <b>6,471,015</b> | 6,240,661   |
| Proceeds from investment in associates  | -                | (3,956)     |
| Share of results of associates          | <b>(930,172)</b> | 155,252     |
| Share of other comprehensive income     | <b>(12,179)</b>  | 4,592       |
| Foreign currency translation adjustment | <b>(95,146)</b>  | 74,466      |
| Carrying value at 31 December           | <b>5,433,518</b> | 6,471,015   |

The following table illustrates the summarised aggregate information of the Group associates, as all associates are individually immaterial:

Summarised consolidated statement of financial position:

|                                   | <i>2017</i>         | <i>2016</i>  |
|-----------------------------------|---------------------|--------------|
|                                   | <i>KD</i>           | <i>KD</i>    |
| Assets                            | <b>24,064,367</b>   | 23,530,327   |
| Liabilities                       | <b>(11,721,289)</b> | (10,978,949) |
| <b>Equity</b>                     | <b>12,343,078</b>   | 12,551,378   |
| Carrying amount of the investment | <b>5,433,518</b>    | 6,471,015    |

Summarised consolidated statement of income:

|  | <i>2017</i>         | <i>2016</i> |
|--|---------------------|-------------|
|  | <i>KD</i>           | <i>KD</i>   |
| Revenues                                     | <b>6,250,616</b>    | 5,777,909   |
| Expenses                                     | <b>(10,902,305)</b> | (5,449,010) |
| <b>(Loss) profit for the year</b>            | <b>(4,651,689)</b>  | 328,899     |
| <b>Group's share of results for the year</b> | <b>(930,172)</b>    | 155,252     |



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**9 FINANCIAL ASSETS AVAILABLE FOR SALE**

|                                   | <i>2017</i><br><i>KD</i> | <i>2016</i><br><i>KD</i> |
|-----------------------------------|--------------------------|--------------------------|
| <i>Local equity securities:</i>   |                          |                          |
| Quoted                            | 22,786,959               | 26,358,882               |
| Unquoted                          | 6,907,698                | 7,291,137                |
|                                   | <u>29,694,657</u>        | <u>33,650,019</u>        |
| <i>Foreign equity securities:</i> |                          |                          |
| Quoted                            | 5,050,189                | 4,280,472                |
| Unquoted                          | 18,536,182               | 18,918,237               |
|                                   | <u>23,586,371</u>        | <u>23,198,709</u>        |
| Unquoted foreign funds            | 21,246,384               | 24,556,509               |
| Bonds                             | 636,452                  | 655,198                  |
|                                   | <u>75,163,864</u>        | <u>82,060,435</u>        |

As at 31 December 2017, quoted equity securities are carried at fair value. Management has performed a review of these investments to assess whether any impairment has occurred in their value and accordingly, an impairment loss of KD Nil (2016: KD 382,984) was recognised in the consolidated statement of income for the year ended 31 December 2017.

Unquoted equity securities amounting to KD 16,806,018 (2016: KD 18,633,300) are carried at cost less impairment since fair values cannot be reliably estimated and the investment managers have been unable to indicate any estimates of the range within which fair values might lay. The management recorded an impairment loss of KD 600,000 (2016: KD 1,360,466) against these investments based on the most recently available market information.

Unquoted foreign funds are carried at fair value reported by the fund manager. Management has performed a review of these investments to assess whether any impairment has occurred in their value and accordingly, an impairment loss of KD 803,715 (2016: KD 164,307) has been recorded in the consolidated statement of income for the year ended 31 December 2017.

Bonds are carried at fair value which approximates its carrying value at the reporting date.

**10 PREMIUMS AND INSURANCE RECEIVABLES**

|  | <i>2017</i><br><i>KD</i> | <i>2016</i><br><i>KD</i> |
|--|--------------------------|--------------------------|
| <b>Policyholders' accounts receivable</b>            |                          |                          |
| Premiums receivable                                  | 8,825,974                | 10,045,455               |
| Allowances for impaired receivables                  | (943,608)                | (547,676)                |
| Net policyholders' accounts receivable               | <u>7,882,366</u>         | <u>9,497,779</u>         |
| <b>Insurance and reinsurance accounts receivable</b> |                          |                          |
| Reinsurance receivable                               | 4,623,262                | 4,254,567                |
| Allowances for impaired receivables                  | (112,371)                | (112,371)                |
| Net insurance and reinsurance accounts receivable    | <u>4,510,891</u>         | <u>4,142,196</u>         |
| <b>Total premiums and insurance receivables</b>      | <u>12,393,257</u>        | <u>13,639,975</u>        |

As at 31 December 2017, premiums as well as insurance and reinsurance receivables at nominal value of KD 1,055,979 (2016: KD 660,047) were impaired and fully provided for.

Movements in the allowance for impairment of premiums and insurance receivables were as follows:

|  | <i>2017</i><br><i>KD</i> | <i>2016</i><br><i>KD</i> |
|--|--------------------------|--------------------------|
| At the beginning of the year           | 660,047                  | 668,026                  |
| Provision for (reversal of) impairment | 395,932                  | (7,979)                  |
| At the end of the year                 | <u>1,055,979</u>         | <u>660,047</u>           |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**11 RECEIVABLES ARISING FROM REINSURANCE CONTRACTS AND PREMIUM ACCRUALS**

|  | <b>2017</b><br><b>KD</b> | <b>2016</b><br><b>KD</b> |
|--|--------------------------|--------------------------|
| Gross receivables arising from reinsurance contracts | <b>6,835,376</b>         | 7,447,095                |
| Provision for doubtful debts                         | <b>(273,615)</b>         | (284,865)                |
| Net receivables arising from reinsurance contracts   | <b>6,561,761</b>         | 7,162,230                |
| Accrued premiums arising from reinsurance contracts  | <b>11,038,061</b>        | 12,894,409               |
|  | <b>17,599,822</b>        | 20,056,639               |

As at 31 December 2017, receivables arising from reinsurance contracts at nominal value of KD 273,615 (2016: KD 284,865) were impaired and fully provided for.

Movements in the allowance for receivables arising from reinsurance contracts were as follows:

|  | <b>2017</b><br><b>KD</b> | <b>2016</b><br><b>KD</b> |
|--|--------------------------|--------------------------|
| At the beginning of the year           | <b>284,865</b>           | 275,964                  |
| (Reversal of) provision for impairment | <b>(11,250)</b>          | 8,901                    |
| At the end of the year                 | <b>273,615</b>           | 284,865                  |

As at 31 December, the ageing of unimpaired receivables from reinsurance contracts is as follows:

|             | <i>Past due but not impaired</i> |                  |                  |                     |
|-------------|----------------------------------|------------------|------------------|---------------------|
|             | <i>Total</i>                     | <i>1-3</i>       | <i>3-12</i>      | <i>More than 12</i> |
|             | <i>KD</i>                        | <i>months</i>    | <i>months</i>    | <i>Months</i>       |
|             | <i>KD</i>                        | <i>KD</i>        | <i>KD</i>        | <i>KD</i>           |
| <b>2017</b> | <b>6,561,761</b>                 | <b>1,815,750</b> | <b>1,082,500</b> | <b>3,663,511</b>    |
| 2016        | 7,162,230                        | 1,513,564        | 3,545,618        | 2,103,048           |

**12 ACCOUNTS RECEIVABLES AND OTHER DEBIT BALANCES**

|                                | <b>2017</b><br><b>KD</b> | <b>2016</b><br><b>KD</b> |
|--------------------------------|--------------------------|--------------------------|
| Accrued income                 | <b>985,618</b>           | 873,318                  |
| Reserve retained by reinsurers | <b>300,136</b>           | 328,838                  |
| Deferred acquisition cost      | <b>3,659,739</b>         | 2,905,834                |
| Other debit balances           | <b>2,057,277</b>         | 1,993,661                |
|                                | <b>7,002,770</b>         | 6,101,651                |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**13 SHARE CAPITAL AND CASH DIVIDEND****Share capital**

The authorised, issued and fully paid up share capital consists of 200,000,000 shares of 100 fils each (31 December 2016: 200,000,000) which was issued in form of cash and bonus shares.

**Cash dividend**

On 19 February 2018, the Parent Company's board of directors has proposed a distribution of cash dividend of 35% for the year ended 31 December 2017 (2016: 35%), totalling KD 7,000,000 (2016: KD 6,875,352) and the Parent Company board of directors' fees of KD 366,300 (2016: KD 421,321). This proposal is subject to the approval by Annual Ordinary General Assembly Meeting of the Parent Company's shareholders. The subsidiary's board of directors has proposed directors' fees of KD 140,300 (2016: KD 90,000) and is subject to approval of the subsidiary's Annual Ordinary General Assembly Meeting. The subsidiary directors' fees of KD 90,000 for the year ended 31 December 2016 was approved by the AGM on 19 April 2017.

On 11 April 2017, the Ordinary Annual General Assembly of the Parent Company's shareholders approved the payment of cash dividend of 35% for the year ended 31 December 2016, totalling KD 6,875,352 (2015: 32% totalling KD 6,874,663) and board of directors' fees of KD 421,321 (2015: KD 454,000).

**14 RESERVES****Statutory reserve**

As required by the Companies Law and the Parent Company's Memorandum of Incorporation and Articles of Association, a minimum of 10% of the profit for the year before contribution to KFAS, NLST, Zakat and directors' fees shall be transferred to the statutory reserve. The annual general assembly of the Parent Company may resolve to discontinue such transfer when the reserve exceeds 50% of the issued share capital. The reserve may only be used to offset losses or enable the payment of a dividend up to 5% of paid-up share capital in years when profit is not sufficient for the payment of such dividend due to absence of distributable reserves. Any amounts deducted from the reserve shall be refunded when the profits in the following years suffice, unless such reserve exceeds 50% of the issued share capital.

As the statutory reserve at the beginning of the year reached 100% of the share capital (above 50% of share capital) the Parent Company's board of directors has not proposed to transfer from retained earnings to the Statutory reserve.

**General reserve**

In accordance with the Companies' Law, and the Parent Company's Memorandum of Incorporation and Articles of Association, a maximum of 10% of the profit for the year before contribution to KFAS, NLST, Zakat and directors' fees is required to be transferred to the general reserve. Such annual transfers may be discontinued by a resolution of the shareholders' general assembly upon a recommendation by the Board of Directors. There are no restrictions on the distribution of this reserve. The Parent Company's board of directors has not proposed to transfer any amount from retained earnings to the general reserve.

**Special voluntary reserve**

In accordance with the Parent Company's Memorandum of Incorporation and Articles of Association, the board of directors can resolve to transfer certain amount of the profit for the year to the special voluntary reserve.

On 19 February 2018, the Parent Company's board of directors has proposed to transfer an amount of KD 1,000,000 (2016: KD 1,000,000) from retained earnings to the special voluntary reserve subject to the approval of the Ordinary Annual General Assembly of the Parent Company's shareholders.

On 11 April 2017, the Ordinary Annual General Assembly of the Parent Company's shareholders approved the transfer of an amount of KD 1,000,000 from retained earnings to the special voluntary reserve for the year ended 31 December 2016.

**15 TREASURY SHARES**

|                                 | 2017      | 2016      |
|---------------------------------|-----------|-----------|
| Number of shares                | 3,449,275 | 3,571,364 |
| Percentage of issued shares (%) | 1.72      | 1.79      |
| Market value (KD)               | 1,603,913 | 1,624,971 |

An amount of KD 1,278,932 (31 December 2016: KD 1,322,565) equivalent to the cost of purchase of the treasury shares have been earmarked as non-distributable from reserves and retained earnings throughout the holding period of treasury shares.

The weighted average market price of the Parent Company's shares for the year ended 31 December 2017 was 443 fils per share (31 December 2016: 447 fils per share).

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

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**16 LIABILITIES ARISING FROM INSURANCE CONTRACTS**

| <b>31 December 2017</b>  | <i><b>Marine and<br/>Aviation<br/>KD</b></i> | <i><b>General<br/>Accidents<br/>KD</b></i> | <i><b>Fire<br/>KD</b></i> | <i><b>Life and<br/>Medical<br/>KD</b></i> | <i><b>Reinsurance<br/>operations<br/>KD</b></i> | <i><b>Total<br/>KD</b></i> |
|--|--|--|---------------------------|---|---|----------------------------|
| <b>OUTSTANDING CLAIMS RESERVE:</b>   |  |  |                           |   |   |                            |
| Gross balance at the beginning of the Year                                 | 5,886,381                                    | 12,984,937                                 | 11,762,932                | 13,501,444                                | 32,860,641                                      | 76,996,335                 |
| Reinsurance recoverable on outstanding claims at the beginning of the year | (4,906,375)                                  | (6,303,560)                                | (11,472,567)              | (10,722,555)                              | (1,288,730)                                     | (34,693,787)               |
| <b>Net balance at the beginning of the Year</b>                            | <b>980,006</b>                               | <b>6,681,377</b>                           | <b>290,365</b>            | <b>2,778,889</b>                          | <b>31,571,911</b>                               | <b>42,302,548</b>          |
| Gross claims incurred during the year                                      | 2,446,252                                    | 4,244,158                                  | 9,178,442                 | 14,213,372                                | 28,984,390                                      | 59,066,614                 |
| Reinsurance recoverable  | (1,460,119)                                  | (761,128)                                  | (8,473,408)               | (3,808,986)                               | (10,076,683)                                    | (24,580,324)               |
| <b>Net claims incurred</b>   | <b>986,133</b>                               | <b>3,483,030</b>                           | <b>705,034</b>            | <b>10,404,386</b>                         | <b>18,907,707</b>                               | <b>34,486,290</b>          |
| Gross claims paid during the year  | (3,714,158)                                  | (5,021,776)                                | (2,545,792)               | (7,291,089)                               | (20,075,837)                                    | (38,648,652)               |
| Reinsurance recoverable  | 2,672,188                                    | 1,296,456                                  | 2,232,881                 | 3,461,284                                 | 1,207,482                                       | 10,870,291                 |
| <b>Paid during the year</b>  | <b>(1,041,970)</b>                           | <b>(3,725,320)</b>                         | <b>(312,911)</b>          | <b>(3,829,805)</b>                        | <b>(18,868,355)</b>                             | <b>(27,778,361)</b>        |
| <b>NET BALANCE AT THE END OF THE YEAR</b>                                  | <b>924,169</b>                               | <b>6,439,087</b>                           | <b>682,488</b>            | <b>9,353,470</b>                          | <b>31,611,263</b>                               | <b>49,010,477</b>          |
| Presented in the consolidated statement of financial position as follows:  |  |  |                           |   |   |                            |
| Outstanding claims reserve   | 4,618,475                                    | 12,207,319                                 | 18,395,582                | 20,423,727                                | 41,769,194                                      | 97,414,297                 |
| Reinsurance recoverable on outstanding claims                              | (3,694,306)                                  | (5,768,232)                                | (17,713,094)              | (11,070,257)                              | (10,157,931)                                    | (48,403,820)               |
| <b>NET BALANCE AT THE END OF THE YEAR</b>                                  | <b>924,169</b>                               | <b>6,439,087</b>                           | <b>682,488</b>            | <b>9,353,470</b>                          | <b>31,611,263</b>                               | <b>49,010,477</b>          |
| <b>Unearned premiums reserve</b>   | <b>396,845</b>                               | <b>2,331,590</b>                           | <b>332,207</b>            | <b>-</b>                                  | <b>14,873,706</b>                               | <b>17,934,348</b>          |
| <b>Life mathematical reserve</b>   | <b>-</b>                                     | <b>-</b>                                   | <b>-</b>                  | <b>5,733,000</b>                          | <b>-</b>  | <b>5,733,000</b>           |
| <b>Incurred but not reported reserve</b>                                   | <b>500,000</b>                               | <b>1,500,000</b>                           | <b>500,000</b>            | <b>-</b>                                  | <b>10,063,604</b>                               | <b>12,563,604</b>          |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

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**16 LIABILITIES ARISING FROM INSURANCE CONTRACTS (continued)**

| 31 December 2016   | <i>Marine and<br/>Aviation<br/>KD</i> | <i>General<br/>Accidents<br/>KD</i> | <i>Fire<br/>KD</i> | <i>Life and<br/>Medical<br/>KD</i> | <i>Reinsurance<br/>operations<br/>KD</i> | <i>Total<br/>KD</i> |
|--|---------------------------------------|-------------------------------------|--------------------|------------------------------------|--|---------------------|
| <b>OUTSTANDING CLAIMS</b>  |                                       |                                     |                    |                                    |  |                     |
| <b>RESERVE:</b>  |                                       |                                     |                    |                                    |  |                     |
| Gross balance at the beginning of the year                                 | 5,030,061                             | 11,246,941                          | 10,750,564         | 12,946,721                         | 33,456,994                               | 73,431,281          |
| Reinsurance recoverable on outstanding claims at the beginning of the year | (4,185,360)                           | (4,702,456)                         | (10,186,450)       | (10,386,251)                       | (2,141,929)                              | (31,602,446)        |
| Net balance at the beginning of the year                                   | 844,701                               | 6,544,485                           | 564,114            | 2,560,470                          | 31,315,065                               | 41,828,835          |
| Gross claims incurred during the year                                      | 2,030,136                             | 5,565,909                           | 2,313,652          | 6,063,180                          | 19,705,158                               | 35,678,035          |
| Reinsurance recoverable  | (1,504,844)                           | (2,657,575)                         | (2,368,213)        | (3,829,164)                        | (152,603)                                | (10,512,399)        |
| Net claims incurred  | 525,292                               | 2,908,334                           | (54,561)           | 2,234,016                          | 19,552,555                               | 25,165,636          |
| Gross claims paid during the year  | (1,173,816)                           | (3,827,913)                         | (1,301,284)        | (5,508,457)                        | (20,301,511)                             | (32,112,981)        |
| Reinsurance recoverable  | 783,829                               | 1,056,471                           | 1,082,096          | 3,492,860                          | 1,005,802                                | 7,421,058           |
| Paid during the year   | (389,987)                             | (2,771,442)                         | (219,188)          | (2,015,597)                        | (19,295,709)                             | (24,691,923)        |
| <b>NET BALANCE AT THE END OF THE YEAR</b>                                  | <b>980,006</b>                        | <b>6,681,377</b>                    | <b>290,365</b>     | <b>2,778,889</b>                   | <b>31,571,911</b>                        | <b>42,302,548</b>   |
| Presented in the consolidated statement of financial position as follows:  |                                       |                                     |                    |                                    |  |                     |
| Outstanding claims reserve   | 5,886,381                             | 12,984,937                          | 11,762,932         | 13,501,444                         | 32,860,641                               | 76,996,335          |
| Reinsurance recoverable on outstanding Claims                              | (4,906,375)                           | (6,303,560)                         | (11,472,567)       | (10,722,555)                       | (1,288,730)                              | (34,693,787)        |
| <b>NET BALANCE AT THE END OF THE YEAR</b>                                  | <b>980,006</b>                        | <b>6,681,377</b>                    | <b>290,365</b>     | <b>2,778,889</b>                   | <b>31,571,911</b>                        | <b>42,302,548</b>   |
| Unearned premiums reserve  | 350,606                               | 2,593,888                           | 382,191            | -                                  | 12,536,699                               | 15,863,384          |
| Life mathematical reserve  | -                                     | -                                   | -                  | 5,350,000                          | -  | 5,350,000           |
| Incurred but not reported reserve  | 500,000                               | 1,500,000                           | 500,000            | -                                  | 9,620,967                                | 12,120,967          |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**17 INSURANCE AND REINSURANCE PAYABLES**

|                          | <i>2017</i><br><i>KD</i> | <i>2016</i><br><i>KD</i> |
|--------------------------|--------------------------|--------------------------|
| Policyholders payables   | 1,470,535                | 2,121,844                |
| Reinsurance payables     | 5,974,865                | 8,279,623                |
| Claims payables          | 871,536                  | 935,390                  |
| Other insurance payables | 816,070                  | 915,918                  |
|                          | <u>9,133,006</u>         | <u>12,252,775</u>        |

**18 ACCOUNTS PAYABLE AND OTHER CREDIT BALANCES**

|  | <i>2017</i><br><i>KD</i> | <i>2016</i><br><i>KD</i> |
|--|--------------------------|--------------------------|
| Reserve retained on reinsurance business                           | 1,388,390                | 1,187,107                |
| Accrued employees bonus, leave balance and end of service benefits | 3,166,592                | 2,654,547                |
| Dividends payable  | 437,808                  | 885,563                  |
| Accrued expenses   | 493,464                  | 790,131                  |
| Board of directors' fees   | 506,600                  | 511,321                  |
| Other payables   | 2,167,742                | 1,798,013                |
|  | <u>8,160,596</u>         | <u>7,826,682</u>         |

**19 SEGMENT INFORMATION**

The Group operates in three segments: General risk insurance, Life and Medical insurance and Reinsurance. Within General risk insurance is Marine and Aviation, General Accidents and Fire.

The Executive Management Committee monitors the operating results of its business units separately for the purpose of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on profit or loss and is measured consistently with consolidated statement of income.

The following are the details of these segments:

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

19 SEGMENT INFORMATION (continued)  
A) Segment information – consolidated statement of income

|  | General risk insurance       |                            |             |                                       |  |                                 |                                    |              |
|--|------------------------------|----------------------------|-------------|---------------------------------------|--|---------------------------------|------------------------------------|--------------|
|  | Marine and<br>Aviation<br>KD | General<br>accidents<br>KD | Fire<br>KD  | Total general<br>risk insurance<br>KD | Life and<br>medical<br>insurance<br>KD | Reinsurance<br>operations<br>KD | Intercompany<br>transactions<br>KD | Total<br>KD  |
| Revenue:   |                              |                            |             |                                       |  |                                 |                                    |              |
| Gross premiums written   | 5,739,359                    | 12,872,992                 | 5,103,393   | 23,715,744                            | 16,032,987                             | 35,069,251                      | (2,837,506)                        | 71,980,476   |
| Premiums ceded to reinsurers   | (4,225,279)                  | (7,542,438)                | (4,469,608) | (16,237,325)                          | (4,358,374)                            | (3,596,006)                     | 2,837,506                          | (21,354,199) |
| Net premiums written   | 1,514,080                    | 5,330,554                  | 633,785     | 7,478,419                             | 11,674,613                             | 31,473,245                      | -                                  | 50,626,277   |
| Movement in unearned premiums  | (46,239)                     | 262,298                    | 49,984      | 266,043                               | -                                      | (2,337,007)                     | -                                  | (2,070,964)  |
| Net premiums earned  | 1,467,841                    | 5,592,852                  | 683,769     | 7,744,462                             | 11,674,613                             | 29,136,238                      | -                                  | 48,555,313   |
| Commission income on ceded reinsurance   | 1,616,701                    | 2,866,293                  | 1,178,294   | 5,661,288                             | 1,880,374                              | 892,110                         | (340,171)                          | 8,093,601    |
| Policy issuance fees   | -                            | 503,559                    | -           | 503,559                               | -                                      | -                               | -                                  | 503,559      |
| Total revenue of insurance and reinsurance operations                            | 3,084,542                    | 8,962,704                  | 1,862,063   | 13,909,309                            | 13,554,987                             | 30,028,348                      | (340,171)                          | 57,152,473   |
| Expenses:  |                              |                            |             |                                       |  |                                 |                                    |              |
| Net claims incurred  | (986,133)                    | (3,483,030)                | (705,034)   | (5,174,197)                           | (10,404,386)                           | (18,907,707)                    | -                                  | (34,486,290) |
| Commissions and premiums' acquisition costs                                      | (428,471)                    | (844,779)                  | (183,583)   | (1,456,833)                           | (84,032)                               | (8,625,504)                     | 340,171                            | (9,826,198)  |
| Movement in life mathematical reserve  | -                            | -                          | -           | -                                     | (383,000)                              | -                               | -                                  | (383,000)    |
| Maturity and cancellations of life insurance policies                            | -                            | -                          | -           | -                                     | (1,047,917)                            | -                               | -                                  | (1,047,917)  |
| Operating and administrative expenses for insurance business                     | (638,209)                    | (1,647,943)                | (437,352)   | (2,723,504)                           | (782,857)                              | (1,578,908)                     | -                                  | (5,085,269)  |
| Total expenses of insurance and reinsurance operations                           | (2,052,813)                  | (5,975,752)                | (1,325,969) | (9,354,534)                           | (12,702,192)                           | (29,112,119)                    | 340,171                            | (50,828,674) |
| Net underwriting results   | 1,031,729                    | 2,986,952                  | 536,094     | 4,554,775                             | 852,795                                | 916,229                         | -                                  | 6,323,799    |
| Net investment income  |                              |                            |             | 4,211,984                             | 196,258                                | 3,323,617                       | -                                  | 7,731,859    |
| Share of results of associates   |                              |                            |             | (930,172)                             | -                                      | -                               | -                                  | (930,172)    |
| Other income   |                              |                            |             | 207,597                               | 2,557                                  | 370,041                         | -                                  | 580,195      |
| Impairment loss on financial assets available for sale                           |                              |                            |             | (1,134,607)                           | -                                      | (269,108)                       | -                                  | (1,403,715)  |
| Other administrative expenses, investment properties expenses and valuation loss |                              |                            |             | (1,064,852)                           | (869)                                  | (994,984)                       | -                                  | (2,060,705)  |
| Impairment loss on other receivables   |                              |                            |             | (400,000)                             | (63,364)                               | -                               | -                                  | (463,364)    |
| Profit before contribution to KFAS, NLST, Zakat and Directors' fees              |                              |                            |             | 5,444,725                             | 987,377                                | 3,345,795                       | -                                  | 9,777,897    |



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

19 SEGMENT INFORMATION (continued)  
A) Segment information – consolidated statement of income (continued)

|  | General risk insurance    |                         |             |  |  | Total general risk insurance |  |  |             | Life and medical insurance |  | Reinsurance operations |  | Total |              |
|--|---------------------------|-------------------------|-------------|--|--|------------------------------|--|--|-------------|----------------------------|--|------------------------|--|-------|--------------|
|  | Marine and Aviation<br>KD | General accidents<br>KD | Fire<br>KD  |  |  | KD                           |  |  | KD          |                            |  | KD                     |  |       | KD           |
| Year ended 31 December 2016:   |                           |                         |             |  |  |                              |  |  |             |                            |  |                        |  |       |              |
| Revenue:   |                           |                         |             |  |  |                              |  |  |             |                            |  |                        |  |       |              |
| Gross premiums written   | 5,662,142                 | 12,615,681              | 5,018,840   |  |  | 23,296,663                   |  |  | 9,089,870   |                            |  | 29,388,118             |  |       | 61,774,651   |
| Premiums ceded to reinsurers   | (4,066,336)               | (6,754,516)             | (4,245,009) |  |  | (15,065,861)                 |  |  | (5,511,533) |                            |  | (3,797,652)            |  |       | (24,375,046) |
| Net premiums written   | 1,595,806                 | 5,861,165               | 773,831     |  |  | 8,230,802                    |  |  | 3,578,337   |                            |  | 25,590,466             |  |       | 37,399,605   |
| Movement in unearned premiums  | (28,986)                  | 150,889                 | (10,420)    |  |  | 111,483                      |  |  | -           |                            |  | 4,688,342              |  |       | 4,799,825    |
| Net premiums earned  | 1,566,820                 | 6,012,054               | 763,411     |  |  | 8,342,285                    |  |  | 3,578,337   |                            |  | 30,278,808             |  |       | 42,199,430   |
| Commission income on ceded reinsurance   | 1,602,931                 | 2,364,104               | 1,073,893   |  |  | 5,040,928                    |  |  | 1,870,968   |                            |  | 470,921                |  |       | 7,382,817    |
| Policy issuance fees   | -                         | 590,302                 | -           |  |  | 590,302                      |  |  | -           |                            |  | -                      |  |       | 590,302      |
| Total revenue of insurance and reinsurance operations                            | 3,169,751                 | 8,966,460               | 1,837,304   |  |  | 13,973,515                   |  |  | 5,449,305   |                            |  | 30,749,729             |  |       | 50,172,549   |
| Expenses:  |                           |                         |             |  |  |                              |  |  |             |                            |  |                        |  |       |              |
| Net claims incurred  | (525,292)                 | (2,908,334)             | 54,561      |  |  | (3,379,065)                  |  |  | (2,234,016) |                            |  | (19,552,555)           |  |       | (25,165,636) |
| Commissions and premiums' acquisition costs                                      | (399,047)                 | (776,991)               | (221,019)   |  |  | (1,397,057)                  |  |  | (796,688)   |                            |  | (8,599,302)            |  |       | (10,793,047) |
| Movement in life mathematical reserve  | -                         | -                       | -           |  |  | -                            |  |  | (368,000)   |                            |  | -                      |  |       | (368,000)    |
| Maturity and cancellations of life insurance policies                            | -                         | -                       | -           |  |  | -                            |  |  | (141,605)   |                            |  | -                      |  |       | (141,605)    |
| Operating and administrative expenses for insurance Business                     | (625,932)                 | (1,581,226)             | (541,307)   |  |  | (2,748,465)                  |  |  | (702,021)   |                            |  | (1,420,468)            |  |       | (4,870,954)  |
| Total expenses of insurance and reinsurance operations                           | (1,550,271)               | (5,266,551)             | (707,765)   |  |  | (7,524,587)                  |  |  | (4,242,330) |                            |  | (29,572,325)           |  |       | (41,339,242) |
| Net underwriting results   | 1,619,480                 | 3,699,909               | 1,129,539   |  |  | 6,448,928                    |  |  | 1,206,975   |                            |  | 1,177,404              |  |       | 8,833,307    |
| Net investment income  |                           |                         |             |  |  | 2,976,893                    |  |  | 157,628     |                            |  | 2,765,686              |  |       | 5,900,207    |
| Share of results of associates   |                           |                         |             |  |  | 155,252                      |  |  | -           |                            |  | -                      |  |       | 155,252      |
| Other income   |                           |                         |             |  |  | 118,688                      |  |  | 12,902      |                            |  | 12,592                 |  |       | 144,182      |
| Impairment loss on financial assets available for sale                           |                           |                         |             |  |  | (1,907,757)                  |  |  | -           |                            |  | -                      |  |       | (1,907,757)  |
| Other administrative expenses, investment properties expenses and valuation loss |                           |                         |             |  |  | (1,109,312)                  |  |  | (759)       |                            |  | (1,757,100)            |  |       | (2,867,171)  |
| Impairment loss on other receivables   |                           |                         |             |  |  | -                            |  |  | -           |                            |  | (80,000)               |  |       | (80,000)     |
| Profit before contribution to KFAS, NLST, Zakat and Directors' fees              |                           |                         |             |  |  | 6,682,692                    |  |  | 1,376,746   |                            |  | 2,118,582              |  |       | 10,178,020   |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**19 SEGMENT INFORMATION (continued)****B) Segment information – Consolidated statement of financial position**

|                         | <i>General risk<br/>insurance<br/>KD</i> | <i>Life and medical<br/>insurance<br/>KD</i> | <i>Reinsurance<br/>operations<br/>KD</i> | <i>Total<br/>KD</i> |
|-------------------------|--|--|--|---------------------|
| <b>31 December 2017</b> |  |  |  |                     |
| <b>Assets</b>           | <b>117,751,438</b>                       | <b>28,719,720</b>                            | <b>116,258,199</b>                       | <b>262,729,357</b>  |
| <b>Liabilities</b>      | <b>51,746,015</b>                        | <b>28,719,720</b>                            | <b>70,524,339</b>                        | <b>150,990,074</b>  |
| <b>31 December 2016</b> |  |  |  |                     |
| <b>Assets</b>           | <b>125,031,837</b>                       | <b>21,900,933</b>                            | <b>103,530,539</b>                       | <b>250,463,309</b>  |
| <b>Liabilities</b>      | <b>60,471,726</b>                        | <b>21,900,933</b>                            | <b>60,808,739</b>                        | <b>143,181,398</b>  |

**Takaful Insurance Department**

In 2009, The Group established a new insurance unit named Takaful Insurance for life and non-life insurance which will be specialised in issuing Islamic insurance products. The impact of the related operations' results on the Group's consolidated financial statements is immaterial to be disclosed separately.

**20 ARAB WAR RISKS INSURANCE SYNDICATE (AWRIS)**

According to the latest advice received from AWRIS, the Group's interest in the undistributed profits of AWRIS amounted to KD 1,651,854 (USD 5,466,317) [2016: KD 1,647,093 (USD 5,375,407)].

**21 RELATED PARTY TRANSACTIONS**

Related parties represent i.e. major shareholders, directors and key management personnel of the Group, and entities controlled, jointly controlled or significantly influenced by such parties. Pricing policies and terms of these transactions are approved by the Group's management and the board of directors.

*Transactions with related parties included in the consolidated statement of income are as follows:*

|                         | <i>Key<br/>management<br/>and board<br/>members<br/>KD</i> | <i>Associates<br/>KD</i> | <i>Parent<br/>Company's<br/>shareholders<br/>KD</i> | <i>Others<br/>KD</i> | <i>Total<br/>KD</i> |
|-------------------------|--|--------------------------|---|----------------------|---------------------|
| <b>31 December 2017</b> |  |                          |   |                      |                     |
| Gross premiums          | 7,334  | 633,408                  | 2,191,609   | 366,812              | 3,199,163           |
| Claims incurred         | -  | 341,938                  | 462,740   | 728,519              | 1,533,197           |
| <b>31 December 2016</b> |  |                          |   |                      |                     |
| Gross premiums          | 181,665  | 676,412                  | 3,002,954   | 279,682              | 4,140,713           |
| Claims incurred         | -  | 236,621                  | 852,308   | 126,801              | 1,215,730           |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**21 RELATED PARTY TRANSACTIONS (continued)***Balances with related parties included in the consolidated statement of financial position are as follows:*

| <b>31 December 2017</b>                       | <b>Key<br/>management<br/>and board<br/>members<br/>KD</b> | <b>Associates<br/>KD</b> | <b>Parent<br/>Company's<br/>shareholders<br/>KD</b> | <b>Others<br/>KD</b> | <b>Total<br/>KD</b> |
|---|--|--------------------------|---|----------------------|---------------------|
| Premiums and insurance<br>balances receivable | <b>21,807</b>  | <b>435,388</b>           | <b>4,231,690</b>                                    | <b>311,138</b>       | <b>5,000,023</b>    |
| Other credit balances                         | -  | -                        | <b>95,008</b>                                       | <b>6,710</b>         | <b>101,718</b>      |
| <b>31 December 2016</b>                       | <b>Key<br/>management<br/>and board<br/>members<br/>KD</b> | <b>Associates<br/>KD</b> | <b>Parent<br/>Company's<br/>shareholders<br/>KD</b> | <b>Others<br/>KD</b> | <b>Total<br/>KD</b> |
| Premiums and insurance<br>balances receivable | 20,621   | 427,510                  | 4,679,745   | 355,510              | 5,483,386           |
| Other credit balances                         | 2,761  | -                        | 139,591   | 2,271                | 144,623             |

*Compensation of key management personnel and board of directors members of the Group:*

|  | <b>2017<br/>KD</b>      | <b>2016<br/>KD</b>      |
|--|-------------------------|-------------------------|
| Salaries and other short term benefits | <b>786,064</b>          | 658,591                 |
| Employees' end of service benefits     | <b>319,514</b>          | 489,478                 |
|  | <b><u>1,105,578</u></b> | <b><u>1,148,069</u></b> |

**22 CAPITAL COMMITMENTS AND CONTINGENCIES**

- (a) As at 31 December 2017, the Group has future capital commitments with respect to purchase of financial assets available for sale amounting to KD 4,165,190 (2016: KD 5,161,430) and has contingent liabilities in respect of letter of credit arising from the subsidiary, granted by a bank amounting to KD 2,960,187 (2016: KD 3,666,762), and letter of guarantee granted by a bank to the Parent company amounting to KD 42,909 (2016: KD 260,000) from which it is anticipated that no material liabilities will arise.
- (b) The Group operates in the insurance industry and is subject to legal proceedings in the normal course of business. While it is not practicable to forecast or determine the final results of all pending or threatened legal proceedings, The Parent Company's management does not believe that such proceedings (including litigation) will have a material effect on its results and financial position.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

### 23 STATUTORY GUARANTEES

The following amounts are held in Kuwait by the Parent Company as security for the order of the Minister of Commerce and Industry in accordance with the Ministerial Decree No. 27 of 1966 and its amendments:

- (a) Investments of KD 500,000 (2016: KD 500,000) have been deposited with a Kuwaiti bank as security to underwrite general insurance business;
- (b) Investments of KD 500,000 (2016: KD 500,000) have been deposited with a Kuwaiti bank in respect of the Parent Company's right to transact life assurance business;
- (c) Other investments, in the form of deposits and bonds amounting to KD 8,626,041 (2016: KD 8,210,040) are held in Kuwait.
- (d) The Parent Company's premise with net carrying amount of KD 478,819 (2016: KD 595,254) has been mortgaged with the Ministry of Commerce and Industry.

### 24 RISK MANAGEMENT

#### (a) Governance framework

The Group's risk and financial management framework is to protect the Group's shareholders from events that hinder the sustainable achievement of financial performance objectives including failing to exploit opportunities. Key management recognises the critical importance of having efficient and effective risk management systems in place.

The Group has established a risk management function with clear terms of reference from the Group's board of directors, its committees and the associated executive management committees. This will be supplemented with a clear organisational structure that document delegated authorities and responsibilities from the board of directors to the management. Also, a Group policy framework including risk profiles for the Group, risk management, control and business conduct standards for the Group's operations.

#### (b) Regulatory framework

Law No. 24 of 1961, Law No.13 of 1962 and the Ministerial Decree Nos. 5 of 1989, 510 & 511 of 2011 and its amendment as included within decree Nos. 578 & 579 of 2013, and the rules and regulations issued by the Ministry of Commerce provide the regulatory framework for the insurance industry in Kuwait. All insurance companies operating in Kuwait are required to follow these rules and regulations.

The following are the key regulations governing the operation of the Group:

- For the life and capital insurance contracts issued in Kuwait, the full mathematical reserves are to be retained in Kuwait.
- For marine insurance contracts, at least 15% of the premiums collected in the previous year are to be retained in Kuwait.
- For all other types of insurance, at least 30% of the premiums collected in the previous year are to be retained in Kuwait.
- The funds retained in Kuwait should be invested as under:
  - A minimum of 40% of the funds are to be in the form of cash deposits in a bank operating in Kuwait.
  - A maximum of 25% could be invested in foreign securities (foreign government bonds or foreign securities - bonds and shareholding companies).
  - A maximum of 30% should be invested in Kuwaiti Companies' shares or bonds.
  - A maximum of 15% should be in a current account with a bank operating in Kuwait.

The residual value may be invested in bonds issued or guaranteed by the Government of Kuwait, properties based in Kuwait or loans secured by first mortgage of properties based in Kuwait.

The Group's risk department is responsible for monitoring compliance with the above regulations and has delegated authorities and responsibilities from the board of directors to ensure compliance.

#### (c) Insurance risk

The principal risk the Group faces under insurance contracts is that the actual claims and benefit payments or the timing thereof, differ from expectations. This is influenced by the frequency of claims, severity of claims, actual benefits paid and subsequent development of long-term claims. Therefore, the objective of the Group is to ensure that sufficient reserves are available to cover these liabilities.

The above risk exposure is mitigated by diversification across a large portfolio of insurance contracts. The variability of risks is also improved by careful selection and implementation of underwriting strategy guidelines, prudent claims management practices as well as the use of reinsurance arrangements.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

### 24 RISK MANAGEMENT (continued)

#### (c) Insurance risk (continued)

The majority of insurance business ceded is placed on a quota share basis with retention limits varying by product line and territory.

Amounts recoverable from reinsurers are estimated in a manner consistent with the outstanding claims provision and are in accordance with the reinsurance contracts. Although the Group has reinsurance arrangements, it is not relieved of its direct obligations to its policyholders and thus a credit exposure exists with respect to ceded insurance, to the extent that any reinsurer is unable to meet its obligations assumed under such reinsurance agreements. The Group's placement of reinsurance is diversified such that it is neither dependent on a single reinsurer nor are the operations of the Group substantially dependent upon any single reinsurance contract.

Insurance risk is divided into risk of life insurance contracts and risk of non-life insurance contracts as follows:

#### (1) Life insurance contracts

Life insurance contracts offered by the Group include term insurance, life and disability, endowment, investment and pension (individual policies).

Term assurance are conventional regular premium products when lump sum benefits are payable on death or permanent disability.

Pension plans are contracts when retirement benefits are expressed in the form of an annuity payable at retirement age. If death occurs before retirement, contracts generally return the value of the fund accumulated or sum assured whichever is greater. Some contracts give the policyholder the option at retirement to take a cash sum or pension annuity allowing the policyholders the option of taking the more valuable of the two. Provision of additional death benefits may be provided by cancellation of units or through supplementary term assurance contracts. Certain personal pension plans also include contribution protection benefits that provide for payment of contributions on behalf of policyholders in periods of total disability.

Guaranteed annuities are single premium products which pay a specified payment to the policyholder whilst they and/or their spouse are still alive. Payments are generally either fixed or increased each year at a specified rate or in line with the rate of inflation. Most contracts guarantee an income for a minimum period usually of five years, irrespective of death.

Death benefits of endowment products are subject to a guaranteed minimum amount. The maturity value usually depends on the investment performance of the underlying assets. These are set at a level that takes account of expected market fluctuations, such that the cost of the guarantee is generally met by the investment performance of the assets backing the liability. However, in circumstances when there has been a significant fall in investment markets, the guaranteed maturity benefits may exceed investment performance and these guarantees become valuable to the policyholder. Certain pure endowment pensions contain the option to apply the proceeds towards the purchase of an annuity earlier than the date shown on the contract or to convert the contract to 'paid up' on guaranteed terms. The majority of the mortgage endowment contracts offered by the Group have minimum maturity values subject to certain conditions being satisfied.

For healthcare contracts the most significant risks arise from lifestyle changes, epidemics and medical science and technology improvements.

The main risks that the Group is exposed to are as follows:

- Mortality risk - risk of loss arising due to policyholder death experience being different than expected.
- Morbidity risk - risk of loss arising due to policyholder health experience being different than expected.
- Longevity risk - risk of loss arising due to the annuitant living longer than expected.
- Investment return risk - risk of loss arising from actual returns being different than expected.
- Expense risk - risk of loss arising from expense experience being different than expected.
- Policyholder decision risk - risk of loss arising due to policyholder experiences (lapses and surrenders) being different than expected.

These risks do not vary significantly in relation to the location of the risk insured by the Group as life business mainly written in Gulf countries.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**24 RISK MANAGEMENT (continued)****(c) Insurance risk (continued)****(1) Life insurance contracts (continued)**

The Group's underwriting strategy is designed to ensure that risks are well diversified in terms of type of risk and level of insured benefits. This is largely achieved through diversification across industry sectors, the use of medical screening in order to ensure that pricing takes account of current health conditions and family medical history, regular review of actual claims experience and product pricing, as well as detailed claims handling procedures. Underwriting limits are in place to enforce appropriate risk selection criteria. For example, the Group has the right not to renew individual policies, it can impose deductibles and it has the right to reject the payment of fraudulent claims. Insurance contracts also entitle the Group to pursue third parties for payment of some or all costs. The Group further enforces a policy of actively managing and prompt pursuing of claims, in order to reduce its exposure to unpredictable future developments that can negatively impact the Group.

For contracts where death or disability are the insured risks the significant factors that could increase the overall frequency of claims are epidemics, widespread changes in lifestyle and natural disasters, resulting in earlier or more claims than expected.

The Group reinsures its annuity contracts to mitigate its risk, the reinsurers participating in the treaty are highly rated and the risk is spread with a number of reinsurers to minimize the risk of default.

For annuity contracts, the most significant factor is continued improvement in medical science and social conditions that would increase longevity.

The insurance risks described above are also affected by the contract holders' right to pay reduced or no future premiums, to terminate the contract completely or to exercise guaranteed annuity options. As a result, the amount of insurance risk is also subject to contract holder behaviour.

The table below sets out the concentration of life insurance and investment contracts by type of contract:

| <b>31 December 2017</b>                                     | <b>Gross</b>       | <b>Reinsurers'</b>  | <b>Net</b>         |
|---|--------------------|---------------------|--------------------|
| <b>Type of contract</b>                                     | <b>liabilities</b> | <b>share of</b>     | <b>liabilities</b> |
|   | <b>KD</b>          | <b>liabilities</b>  | <b>KD</b>          |
|   |                    | <b>KD</b>           |                    |
| Term insurance  | 22,513             | (16,659)            | 5,854              |
| Life and disability   | 1,277,829          | (575,023)           | 702,806            |
| Medical   | 402,037            | (170,866)           | 231,171            |
| Endowment individual policies                               | 1,845,135          | (1,198,720)         | 646,415            |
| Pensions (individual policies)                              | 114,301            | -                   | 114,301            |
| <b>Total life insurance contracts</b>                       | <b>3,661,815</b>   | <b>(1,961,268)</b>  | <b>1,700,547</b>   |
| <b>Total investment contracts and participation feature</b> | <b>3,983,905</b>   | <b>-</b>            | <b>3,983,905</b>   |
| <b>Other life insurance contracts liabilities</b>           | <b>48,549</b>      | <b>-</b>            | <b>48,549</b>      |
| <b>Life insurance contracts outstanding claims reserve</b>  | <b>20,423,727</b>  | <b>(11,070,257)</b> | <b>9,353,470</b>   |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**24 RISK MANAGEMENT (continued)****(c) Insurance risk (continued)****(1) Life insurance contracts (continued)**

| <i>31 December 2016</i>                              | <i>Gross liabilities</i> | <i>Reinsurers' share of liabilities</i> | <i>Net liabilities</i> |
|--|--------------------------|---|------------------------|
| Type of contract                                     | <i>KD</i>                | <i>KD</i>                               | <i>KD</i>              |
| Term insurance                                       | 20,361                   | (14,253)                                | 6,108                  |
| Life and disability                                  | 1,202,702                | (1,064,392)                             | 138,310                |
| Medical  | 421,973                  | (242,634)                               | 179,339                |
| Endowment individual policies                        | 1,682,974                | (1,127,043)                             | 555,931                |
| Pensions (individual policies)                       | 120,414                  | -                                       | 120,414                |
| Total life insurance contracts                       | 3,448,424                | (2,448,322)                             | 1,000,102              |
| Total investment contracts and participation feature | 4,297,796                | -                                       | 4,297,796              |
| Other life insurance contracts liabilities           | 52,102                   | -                                       | 52,102                 |
| Life insurance contracts outstanding claims reserve  | 13,501,444               | (10,722,555)                            | 2,778,889              |

**Key assumptions**

Material judgement is required in determining the liabilities and in the choice of assumptions. Assumptions in use are based on past experience, current internal data, external market indices and benchmarks which reflect current observable market prices and other published information. Assumptions and prudent estimates are determined at the date of valuation. Assumptions are further evaluated on a continuous basis in order to ensure realistic and reasonable valuations.

Life insurance contracts' estimates are either based on current assumptions or calculated using the assumptions established at the time the contract was issued, in which case a margin for risk and adverse deviation is generally included. Assumptions are made in relation to future deaths, voluntary terminations, investment returns and administration expenses. If the liabilities are not adequate, the assumptions are altered to reflect the current estimates.

The key assumptions to which the estimation of liabilities is particularly sensitive are as follows:

**• Mortality and morbidity rates**

Assumptions are based on standard industry and national tables, according to the type of contract written and the territory in which the insured person resides, reflecting recent historical experience and are adjusted when appropriate to reflect the Group's own experiences. An appropriate but not excessive prudent allowance is made for expected future improvements. Assumptions are differentiated by occupation, underwriting class and contract type.

An increase in the actual mortality rates will lead to a larger number of claims and claims could occur sooner than anticipated, which will increase the expenditure and reduce profits for the shareholders.

**• Longevity**

Assumptions are based on standard rates, adjusted when appropriate to reflect the Group's own risk experience. An appropriate but not excessive prudent allowance is made for expected future improvements. Assumptions are differentiated by occupation, underwriting class and contract type.

An increase in longevity rates will lead to an increase in the number of annuity payments made, which will increase the expenditure and reduce profits for the shareholders.

**• Investment return**

The weighted average rate of return is derived based on a model portfolio that is assumed to back liabilities, consistent with the long term asset allocation strategy. These estimates are based on current market returns as well as expectations about future economic and financial developments.

An increase in investment return would lead to a reduction in expenditure and an increase in profits for the shareholders.



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**24 RISK MANAGEMENT (continued)****(c) Insurance risk (continued)****(1) Life insurance contracts (continued)*****Key assumptions (continued)*****• Expenses**

Operating expenses assumptions reflect the projected costs of maintaining and servicing in-force policies and associated overhead expenses. The current level of expenses is taken as an appropriate expense base, adjusted for expected expense inflation if appropriate.

An increase in the level of expenses would result in an increase in expenditure thereby reducing profits for the shareholders.

**• Lapse and surrender rates**

Lapses relate to the termination of policies due to non-payment of premiums. Surrenders relate to the voluntary termination of policies by policyholders. Policy termination assumptions are determined using statistical measures based on the Group's experience and vary by product type, policy duration and sales trends.

An increase in lapse rates early in the life of the policy would tend to reduce profits for shareholders, but later increases are broadly neutral in effect.

**• Discount rate**

Life insurance liabilities are determined as the sum of the discounted value of the expected benefits and future administration expenses directly related to the contract, less the discounted value of the expected theoretical premiums that would be required to meet these future cash outflows. Discount rates are based on Central Bank of Kuwait rate, adjusted for the Group's own risk exposure.

A decrease in the discount rate will increase the value of the insurance liability and therefore reduce profits for the shareholders.

The assumptions that have the maximum effect on the consolidated statement of financial position and consolidated statement of income of the Group are listed below.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

## 24 RISK MANAGEMENT (continued)

## (c) Insurance risk (continued)

## (1) Life insurance contracts (continued)

## Key assumptions (continued)

| Portfolio assumptions<br>by type of business<br>impacting net<br>liabilities | Mortality and<br>morbidity rates |               | Investment return |      | Lapse and surrender<br>rates |      | Discount rates |      | Renewal expenses        |                         | Inflation rate |      |
|--|----------------------------------|---------------|-------------------|------|------------------------------|------|----------------|------|-------------------------|-------------------------|----------------|------|
|  | 2017                             | 2016          | 2017              | 2016 | 2017                         | 2016 | 2017           | 2016 | 2017                    | 2016                    | 2017           | 2016 |
| Investment contracts:  |                                  |               |                   |      |                              |      |                |      |                         |                         |                |      |
| With fixed and<br>guaranteed terms   | A49/52<br>Ult                    | A49/52<br>Ult | 3%                | 3%   | N/A                          | N/A  | 4%             | 4%   | 5% of<br>AP+1%<br>of SA | 5% of<br>AP+1%<br>of SA | 3%             | 3%   |
| Non-guaranteed terms   | A49/52<br>Ult                    | A49/52<br>Ult | N/A               | N/A  | N/A                          | N/A  | 4%             | 4%   | 5% of<br>AP+1%<br>of SA | 5% of<br>AP+1%<br>of SA | 3%             | 3%   |
| Life term assurance:   |                                  |               |                   |      |                              |      |                |      |                         |                         |                |      |
| Males  | A49/52<br>Ult                    | A49/52<br>Ult | N/A               | N/A  | N/A                          | N/A  | 4%             | 4%   | 5% of<br>AP+1%<br>of SA | 5% of<br>AP+1%<br>of SA | 3%             | 3%   |
| Females  | A49/52<br>Ult                    | A49/52<br>Ult | N/A               | N/A  | N/A                          | N/A  | 4%             | 4%   | AP+1%<br>of SA          | AP+1%<br>of SA          | 3%             | 3%   |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**24 RISK MANAGEMENT (continued)****(c) Insurance risk (continued)****(1) Life insurance contracts (continued)*****Key assumptions (continued)*****Sensitivities**

The correlation of assumptions will have a significant effect in determining the ultimate claims liabilities. It should be noted that movements in these assumptions are non-linear. Sensitivity information will also vary according to the current economic assumptions, mainly due to the impact of changes to both the intrinsic cost and time value of options and guarantees. When options and guarantees exist they are the main reason for the asymmetry of sensitivities.

**(2) Non-life insurance contracts**

The Group principally issues the following types of general insurance contracts: marine and aviation, accident and fire. Risks under non-life insurance policies usually cover twelve month duration.

For general insurance contracts the most significant risks arise from climate changes, natural disasters and terrorist activities which are only covered in fire line of business.

Insurance contracts at times also cover risk for single incidents that expose the Group to multiple insurance risks. The Group has adequately reinsured for insurance risk that may involve significant litigation.

These risks do not vary significantly in relation to the location of the risk insured by the Group, type of risk insured and by industry.

The variability of risks is improved by careful selection and implementation of underwriting strategies, which are designed to ensure that risks are diversified in terms of type of risk and level of insured benefits. This is largely achieved through diversification across industry sectors. Further, strict claim review policies to assess all new and ongoing claims, regular detailed review of claims handling procedures and frequent investigation of possible fraudulent claims are all policies and procedures put in place to reduce the risk exposure of the Group. The Group further enforces a policy of actively managing and prompt pursuing of claims, in order to reduce its exposure to unpredictable future developments that can negatively impact the Group.

The Group has also limited its exposure by imposing maximum claim amounts on certain contracts as well as the use of reinsurance arrangements in order to limit exposure to catastrophic events (i.e. fire line of business). The purpose of these underwriting and reinsurance strategies is to limit exposure to catastrophes to a pre-determined maximum amount based on the Group's risk appetite as decided by management.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**24 RISK MANAGEMENT (continued)****(c) Insurance risk (continued)****(2) Non-life insurance contracts (continued)**

The table below sets out the concentration of non-life insurance contracts liabilities by type of contract:

| <i>31 December 2017</i> | <i>Gross liabilities<br/>KD</i> | <i>Reinsurers' share of liabilities<br/>KD</i> | <i>Net liabilities<br/>KD</i> |
|-------------------------|---------------------------------|--|-------------------------------|
| Marine and Aviation     | 4,618,475                       | (3,694,306)                                    | 924,169                       |
| Accident                | 12,207,319                      | (5,768,232)                                    | 6,439,087                     |
| Fire                    | 18,395,582                      | (17,713,094)                                   | 682,488                       |
| Reinsurance operations  | 41,769,194                      | (10,157,931)                                   | 31,611,263                    |
| <b>Total</b>            | <b>76,990,570</b>               | <b>(37,333,563)</b>                            | <b>39,657,007</b>             |

| <i>31 December 2016</i> | <i>Gross liabilities<br/>KD</i> | <i>Reinsurers' share of liabilities<br/>KD</i> | <i>Net liabilities<br/>KD</i> |
|-------------------------|---------------------------------|--|-------------------------------|
| Marine and Aviation     | 5,886,381                       | (4,906,375)                                    | 980,006                       |
| Accident                | 12,984,937                      | (6,303,560)                                    | 6,681,377                     |
| Fire                    | 11,762,932                      | (11,472,567)                                   | 290,365                       |
| Reinsurance operations  | 32,860,641                      | (1,288,730)                                    | 31,571,911                    |
| <b>Total</b>            | <b>63,494,891</b>               | <b>(23,971,232)</b>                            | <b>39,523,659</b>             |

**Key assumptions**

The principal assumption underlying the estimates is the Group's past claims development experience. This includes assumptions in respect of average claim costs, claim handling costs, claim inflation factors and claim numbers for each accident year. Additional qualitative judgments are used to assess the extent to which past trends may not apply in the future, for example once-off occurrence, changes in market factors such as public attitude to claiming, economic conditions, as well as internal factors such as portfolio mix, policy conditions and claims handling procedures. Judgment is further used to assess the extent to which external factors such as judicial decisions and government legislation affect the estimates.

Other key assumptions include variation in interest rates, delays in settlement and changes in foreign currency rates.

**Sensitivities**

The non-life insurance claims provision is sensitive to the above key assumptions. It has not been possible to quantify the sensitivity of certain assumptions such as legislative changes or uncertainty in the estimation process. The following analysis is performed for reasonably possible movements in key assumptions with all other assumptions held constant, showing the impact on gross and net liabilities and profit before tax.

| <i>31 December 2017</i>  | <i>Change in assumption<br/>%</i> | <i>Impact on gross liabilities<br/>KD'000</i> | <i>Impact on net liabilities<br/>KD'000</i> | <i>Impact on profit<br/>KD'000</i> |
|--------------------------|-----------------------------------|---|---|------------------------------------|
| Average claim cost       | +10                               | 390   | 360   | 360                                |
| Average number of claims | +10                               | 465   | 465   | 465                                |

| <i>31 December 2016</i>  | <i>Change in assumption<br/>%</i> | <i>Impact on gross liabilities<br/>KD'000</i> | <i>Impact on net liabilities<br/>KD'000</i> | <i>Impact on profit<br/>KD'000</i> |
|--------------------------|-----------------------------------|---|---|------------------------------------|
| Average claim cost       | +10                               | 380   | 340   | 340                                |
| Average number of claims | +10                               | 460   | 460   | 460                                |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

## 24 RISK MANAGEMENT (continued)

## (d) Financial risks

## (1) Credit risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss to the other party by failing to discharge an obligation.

- Reinsurance is placed with counterparties that have a good credit rating and concentration of risk is avoided by following policy guidelines in respect of counterparties' limits that are set each year by the board of directors and are subject to regular reviews. At each reporting date, management performs an assessment of creditworthiness of reinsurers and updates the reinsurance purchase strategy, ascertaining suitable allowance for impairment.
- The credit risk in respect of customer balances, incurred on non-payment of premiums will only persist during the grace period specified in the policy document until expiry, when the policy is either paid up or terminated. Commission paid to intermediaries is netted off against amounts receivable from them to reduce the risk of doubtful debts.

The table below shows the maximum exposure to credit risk for the components of the consolidated statement of financial position:

| Exposure credit risk by classifying financial assets according to type of insurance | 31 December 2017        |                                  |                              |                    |
|---|-------------------------|----------------------------------|------------------------------|--------------------|
|   | General insurance<br>KD | Life and Medical insurance<br>KD | Reinsurance operations<br>KD | Total<br>KD        |
| Financial assets available for sale (debt securities)                               | 5,750,000               | 2,000,000                        | 11,916,000                   | 19,666,000         |
| Loans secured by life insurance policyholders                                       | -                       | 205,978                          | -                            | 205,978            |
| Policyholders accounts receivable (gross)   | 6,778,034               | 2,047,940                        | -                            | 8,825,974          |
| Premiums and insurance receivable (gross)   | 3,168,321               | 1,454,941                        | -                            | 4,623,262          |
| Reinsurance recoverable on outstanding claims                                       | 27,175,632              | 11,070,257                       | 10,157,931                   | 48,403,820         |
| Receivables arising from reinsurance contracts                                      | -                       | -                                | 17,599,822                   | 17,599,822         |
| Other debit balances  | 1,650,582               | 21,183                           | 385,512                      | 2,057,277          |
| Fixed deposits  | 1,618,002               | 8,633,748                        | 41,588,330                   | 51,840,080         |
| Bank balances   | 1,991,683               | 463                              | 6,792,146                    | 8,784,292          |
| <b>Total credit risk exposure</b>   | <b>48,132,254</b>       | <b>25,434,510</b>                | <b>88,439,741</b>            | <b>162,006,505</b> |

| Exposure credit risk by classifying financial assets according to type of insurance | 31 December 2016        |                                  |                              |                    |
|---|-------------------------|----------------------------------|------------------------------|--------------------|
|   | General insurance<br>KD | Life and Medical insurance<br>KD | Reinsurance operations<br>KD | Total<br>KD        |
| Financial assets available for sale (debt securities)                               | 5,750,000               | 2,000,000                        | 13,135,437                   | 20,885,437         |
| Loans secured by life insurance policyholders                                       | -                       | 213,892                          | -                            | 213,892            |
| Policyholders accounts receivable (gross)   | 7,799,296               | 2,246,159                        | -                            | 10,045,455         |
| Premiums and insurance receivable (gross)   | 3,575,444               | 679,123                          | -                            | 4,254,567          |
| Reinsurance recoverable on outstanding claims                                       | 22,682,502              | 10,722,555                       | 1,288,730                    | 34,693,787         |
| Receivables arising from reinsurance contracts                                      | -                       | -                                | 20,056,639                   | 20,056,639         |
| Other debit balances  | 1,582,953               | 12,876                           | 397,832                      | 1,993,661          |
| Fixed deposits  | 4,205,662               | 5,961,418                        | 35,165,840                   | 45,332,920         |
| Bank balances   | 886,038                 | 100                              | 3,223,509                    | 4,109,647          |
| <b>Total credit risk exposure</b>   | <b>46,481,895</b>       | <b>21,836,123</b>                | <b>73,267,987</b>            | <b>141,586,005</b> |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**24 RISK MANAGEMENT (continued)****(d) Financial risks (continued)****(1) Credit risk (continued)**

The table below provides information regarding the credit risk exposure of the financial assets by classifying assets according to international credit ratings of the counterparties. "A" ratings denote expectations of low default risk. "B" ratings indicate that material default risk is present, but a limited margin of safety remains. Assets that fall outside the range of A to B are classified as not rated.

**Exposure credit risk by classifying financial assets according to international credit rating agencies**

|   | <i>A</i><br><i>KD</i> | <i>B</i><br><i>KD</i> | <i>Not rated</i><br><i>KD</i> | <i>Total</i><br><i>KD</i> |
|---|-----------------------|-----------------------|-------------------------------|---------------------------|
| <b>31 December 2017</b>                               |                       |                       |                               |                           |
| Financial assets available for sale (debt securities) | -                     | -                     | 19,666,000                    | 19,666,000                |
| Loans secured by life insurance policyholders         | -                     | -                     | 205,978                       | 205,978                   |
| Policyholders accounts receivable (gross)             | -                     | -                     | 8,825,974                     | 8,825,974                 |
| Premiums and insurance receivable (gross)             | 3,715,215             | 908,047               | -                             | 4,623,262                 |
| Reinsurance recoverable on outstanding claims         | 40,117,001            | 8,286,819             | -                             | 48,403,820                |
| Receivables arising from reinsurance contracts        | -                     | -                     | 17,599,822                    | 17,599,822                |
| Other debit balances                                  | -                     | -                     | 2,057,277                     | 2,057,277                 |
| Fixed deposits  | 51,840,080            | -                     | -                             | 51,840,080                |
| Bank balances   | 8,784,292             | -                     | -                             | 8,784,292                 |
| <b>Total credit risk exposure</b>                     | <b>104,456,588</b>    | <b>9,194,866</b>      | <b>48,355,051</b>             | <b>162,006,505</b>        |

**Exposure credit risk by classifying financial assets according to international credit rating agencies**

|   | <i>A</i><br><i>KD</i> | <i>B</i><br><i>KD</i> | <i>Not rated</i><br><i>KD</i> | <i>Total</i><br><i>KD</i> |
|---|-----------------------|-----------------------|-------------------------------|---------------------------|
| <b>31 December 2016</b>                               |                       |                       |                               |                           |
| Financial assets available for sale (debt securities) | -                     | -                     | 20,885,437                    | 20,885,437                |
| Loans secured by life insurance policyholders         | -                     | -                     | 213,892                       | 213,892                   |
| Policyholders accounts receivable (gross)             | -                     | -                     | 10,045,455                    | 10,045,455                |
| Premiums and insurance receivable (gross)             | 3,946,102             | 308,465               | -                             | 4,254,567                 |
| Reinsurance recoverable on outstanding claims         | 33,520,105            | 1,173,682             | -                             | 34,693,787                |
| Receivables arising from reinsurance contracts        | -                     | -                     | 20,056,639                    | 20,056,639                |
| Other debit balances                                  | -                     | -                     | 1,993,661                     | 1,993,661                 |
| Fixed deposits  | 45,332,920            | -                     | -                             | 45,332,920                |
| Bank balances   | 4,109,647             | -                     | -                             | 4,109,647                 |
| <b>Total credit risk exposure</b>                     | <b>86,908,774</b>     | <b>1,482,147</b>      | <b>53,195,084</b>             | <b>141,586,005</b>        |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**24 RISK MANAGEMENT (continued)****(d) Financial risks (continued)****(2) Liquidity risk**

Liquidity risk is the risk that an enterprise will encounter difficulty in raising funds to meet commitments associated with financial instruments.

Liquidity risk may result from an inability to sell a financial asset quickly at close to its fair value. Management monitors liquidity requirements on a daily basis and ensures that sufficient funds are available. The Group has sufficient liquidity and, therefore, does not resort to borrowings in the normal course of business.

The table below summarises the maturity profile of the Group's financial liabilities based on remaining undiscounted contractual obligations for 31 December. The maturity profile of financial liabilities at 31 December was as follows:

| <b>31 December 2017</b>            | <b><i>Within 1 year</i></b><br><b><i>KD</i></b> | <b><i>More than</i></b><br><b><i>1 year</i></b><br><b><i>KD</i></b> | <b><i>Total</i></b><br><b><i>KD</i></b> |
|------------------------------------|---|---|---|
| Insurance and reinsurance payables | 8,219,705                                       | 913,301   | 9,133,006                               |
| Other credit balances              | 2,836,753                                       | 5,323,843   | 8,160,596                               |
|                                    | <u>11,056,458</u>                               | <u>6,237,144</u>  | <u>17,293,602</u>                       |
| <br>31 December 2016               | <br><i>Within 1 year</i><br><i>KD</i>           | <br><i>More than</i><br><i>1 year</i><br><i>KD</i>                  | <br><i>Total</i><br><i>KD</i>           |
| Insurance and reinsurance payables | 11,210,005                                      | 1,042,770   | 12,252,775                              |
| Other credit balances              | 2,987,610                                       | 4,839,072   | 7,826,682                               |
|                                    | <u>14,197,615</u>                               | <u>5,881,842</u>  | <u>20,079,457</u>                       |

**3) Market risk**

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices.

Market risk comprises three types of risk: currency risk, interest rate risk and equity price risk.

**(i) Currency risk**

Currency risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates.

The Group's financial assets are primarily denominated in the same currencies as its insurance and investment contract liabilities, which mitigate the foreign currency exchange rate risk. Thus the main foreign exchange risk arises from recognised assets and liabilities denominated in currencies other than those in which insurance and investment contracts liabilities are expected to be settled. The currency risk is effectively managed by the Group through financial instruments.

The analysis below is performed for reasonably possible movements in key variables with all other variables held constant, showing the impact on profit due to changes in fair value of currency sensitive assets and liabilities.



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**24 RISK MANAGEMENT (continued)****(d) Financial risks (continued)****3) Market risk (continued)****(i) Currency risk (continued)**

The correlation of variables will have a significant effect in determining the ultimate impact on market risk, but to demonstrate the impact due to changes in variables, variables had to be changed on an individual basis. It should be noted that movements in these variables are nonlinear. The effect of decreases in profit and other comprehensive income is expected to be equal and opposite to the effect of the increases shown.

|        | <i>Change in Variables %</i> | <i>2017</i>                                 |  | <i>2016</i>                                 |  |
|--------|------------------------------|---|--|---|--|
|        |                              | <i>Impact on profit for the year<br/>KD</i> | <i>Impact on other comprehensive income<br/>KD</i> | <i>Impact on profit for the year<br/>KD</i> | <i>Impact on other comprehensive income<br/>KD</i> |
| USD    | ±5                           | 356,421                                     | 1,549,662  | 299,001                                     | 1,261,875  |
| JD     | ±5                           | 26  | 114  | 8,005                                       | 26,976   |
| EGP    | ±5                           | 192   | 838  | 1,779                                       | 17,102   |
| Euro   | ±5                           | 56,467                                      | 245,862  | 59,107                                      | 129,002  |
| GBP    | ±5                           | 8,669                                       | 37,691   | 2,100                                       | 366,102  |
| Others | ±5                           | 70,359                                      | 305,916  | 38,650                                      | 158,976  |

**(ii) Interest rate risk**

Interest rate risk arises from the possibility that changes in interest rates will affect future profitability or the fair values of financial instruments. The Group is exposed to interest rate risk on its interest bearing assets and liabilities.

The sensitivity of the consolidated income statement is the effect of the assumed changes in interest rates, on the Group's profit before contribution to KFAS, NLST, Zakat and directors' fees, based on floating rate financial assets and financial liabilities held at 31 December 2017 and 2016.

The Group is not exposed to significant interest rate risk as majority of its interest bearing assets and liabilities are stated at fixed interest rates.

**(iii) Equity price risk**

Equity price risk arises from the change in fair values of equity investments. The Group manages this risk through diversification of investments in terms of geographical distribution and industrial concentration.

The effect on other comprehensive income as a result of a change in the fair value of financial assets available for sale at 31 December due to ±10% change in the following market indices with all other variables held constant is as follows:

|                       | <i>2017<br/>KD</i> | <i>2016<br/>KD</i> |
|-----------------------|--------------------|--------------------|
| <b>Market indices</b> |                    |                    |
| Kuwait                | ± 4,041,641        | ± 2,227,956        |
| Other GCC countries   | ± 118,058          | ± 134,958          |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**25 CAPITAL MANAGEMENT**

The primary objective of the Group's capital management is to ensure that it maintains healthy capital ratios in order to support its business and maximise shareholders' value.

The Group manages its capital structure and makes adjustments to it in light of changes in economic conditions. To maintain or adjust the capital structure, the Group may adjust the dividend payment to shareholders or issues new shares.

The Group monitors capital using a gearing ratio, which is net debt divided by total capital plus net debt. The Group includes within net debt, liabilities arising from insurance contracts, payables and term loans less cash and cash equivalent. Capital includes equity of the Group.

|  | <i>2017</i><br><i>KD</i> | <i>2016</i><br><i>KD</i> |
|--|--------------------------|--------------------------|
| Liabilities arising from insurance contracts | <b>133,645,249</b>       | 110,330,686              |
| Payables                                     | <b>17,344,825</b>        | 20,141,972               |
| Bank overdraft                               | -                        | 12,708,740               |
| Less:  |                          |                          |
| Term deposits                                | <b>(51,840,080)</b>      | (45,332,920)             |
| Bank balances and cash                       | <b>(8,916,922)</b>       | (4,164,097)              |
| <b>Net debt</b>                              | <b>90,233,072</b>        | 93,684,381               |
| Total capital                                | <b>111,739,283</b>       | 107,281,911              |
| <b>Total capital and net debt</b>            | <b>201,972,355</b>       | 200,966,292              |
| Gearing ratio                                | <b>45%</b>               | 47%                      |

**26 FAIR VALUE OF FINANCIAL INSTRUMENTS**

Financial instruments comprise of financial assets and financial liabilities.

Financial assets consist of financial assets available for sale, loans secured by life insurance policyholders, premiums and insurance balances receivable, reinsurance recoverable on outstanding claims, accounts receivables and other debit balances, fixed deposits and bank balances. Financial liabilities consist of insurance payables and other credit balances.

The fair values of financial instruments, with the exception of certain financial assets available for sale carried at cost amounting to KD 16,806,018 (2016: KD 18,633,300) (Note 9), are not materially different from their carrying values.

The Group uses the following hierarchy for determining and disclosing the fair values of financial instruments by valuation technique:

Level 1: quoted (unadjusted) prices in an active market for identical assets and liabilities;

Level 2: other techniques for which all inputs which have a significant effect on the recorded fair value are observable, either directly or indirectly;

Level 3: other techniques which use inputs which have a significant effect on the recorded fair value are not based on observable market data.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

As at 31 December 2017

**26 FAIR VALUE OF FINANCIAL INSTRUMENTS (continued)**

The following table shows an analysis of financial instruments recorded at fair value by level of the fair value hierarchy:

|   | <i>Quoted prices in<br/>active markets<br/>(Level 1)<br/>KD</i> | <i>Significant<br/>unobservable<br/>inputs<br/>(Level 3)<br/>KD</i> | <i>Total fair<br/>value<br/>KD</i> |
|---|---|---|------------------------------------|
| <b>31 December 2017</b>                     |   |   |                                    |
| <i>Financial assets available for sale:</i> |   |   |                                    |
| Quoted                                      | 27,837,148  | -   | 27,837,148                         |
| Unquoted equity securities                  | -   | 11,770,944  | 11,770,944                         |
| Unquoted foreign funds                      | -   | 18,749,754  | 18,749,754                         |
| Total                                       | 27,837,148  | 30,520,698  | 58,357,846                         |
| <b>31 December 2016</b>                     |   |   |                                    |
| <i>Financial assets available for sale:</i> |   |   |                                    |
| Quoted                                      | 30,639,354  | -   | 30,639,354                         |
| Unquoted equity securities                  | -   | 12,021,728  | 12,021,728                         |
| Unquoted foreign funds                      | -   | 20,766,053  | 20,766,053                         |
| Total                                       | 30,639,354  | 32,787,781  | 63,427,135                         |

Description of significant unobservable inputs to valuation performed at the reporting date is as follows:

|                            | <i>Valuation<br/>Technique</i> | <i>Significant<br/>unobservable<br/>inputs</i>  | <i>Range</i> | <i>Sensitivity of the input to<br/>fair value</i>  |
|----------------------------|--------------------------------|---|--------------|--|
| Unquoted equity securities | Price to book value            | Discount for lack of marketability & lack of Control  | 10%          | An increase (decrease) by 10% in the Discount for lack of marketability & lack of Control would result in increase (decrease) in fair value by KD 1,177 thousands. |
|                            | Price to book value            | Price to book multiple "Represents amounts used when the Group has determined that market participants would use such multiples when pricing the investments" | 10%          | An increase (decrease) by 10% in the price to book multiple would result in increase (decrease) in fair value by KD 1,177 thousands.                               |
| Unquoted foreign funds     | Adjusted net assets value      | Discount for lack of marketability  | 10%          | An increase (decrease) by 10% in the Discount for lack of would result in increase (decrease) in fair value by KD 1,875 thousands.                                 |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

As at 31 December 2017

## 26 FAIR VALUE OF FINANCIAL INSTRUMENTS (continued)

The following table shows a reconciliation of the opening and closing amount of level 3 financial assets which are recorded at fair value.

|   | <i>Net result recorded in the statement of comprehensive income</i> |                               | <i>Net result recorded in the statement of comprehensive income</i> |                               | <i>Net purchase, transfer, sale &amp; settlements</i> |                               |
|---|---|-------------------------------|---|-------------------------------|---|-------------------------------|
|   | <i>At the beginning of the year</i>                                 | <i>At the end of the year</i> | <i>At the beginning of the year</i>                                 | <i>At the end of the year</i> | <i>At the beginning of the year</i>                   | <i>At the end of the year</i> |
|   | KD  | KD                            | KD  | KD                            | KD  | KD                            |
| <b>2017</b>                                 |   |                               |   |                               |   |                               |
| <i>Financial assets available for sale:</i> |   |                               |   |                               |   |                               |
| Unquoted equity securities                  | 12,021,728  | (250,784)                     | -   | -                             |   | 11,770,944                    |
| Unquoted managed funds                      | 20,766,053  | 157,506                       | (277,272)   | (1,896,533)                   |   | 18,749,754                    |
|   | <u>32,787,781</u>   | <u>(93,278)</u>               | <u>(277,272)</u>  | <u>(1,896,533)</u>            |   | <u>30,520,698</u>             |
| <b>2016</b>                                 |   |                               |   |                               |   |                               |
| <i>Financial assets available for sale:</i> |   |                               |   |                               |   |                               |
| Unquoted equity securities                  | 16,054,908  | 1,073,980                     | -   | (5,107,160)                   |   | 12,021,728                    |
| Unquoted managed funds                      | 25,545,187  | (1,346,007)                   | 648,288   | (4,081,415)                   |   | 20,766,053                    |
|   | <u>41,600,095</u>   | <u>(272,027)</u>              | <u>648,288</u>  | <u>(9,188,575)</u>            |   | <u>32,787,781</u>             |