

Mailing Address

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Incorporated 1963 / Jordan

Auditors Ernst & Young

Capital in JOD

Authorised 20,000,000

Issued 20,000,000

Paid Up 20,000,000

Total No. of Shares Issued 20,000,000

Major Shareholders

H.E. Mr. Samir Farhan Kawar 20.60%

AXA Company 20.23%

Al-Masera Investment Co 9.61%

Senior Management

H. E. Samir Kawar (*Chairman of the Board*)

Dr. Rajai Swies (*Chief Executive Officer*)

Eng. Majed Smairat (*General Manager*)

Mr. Moeen Dababneh (*Internal Audit Manager, Financial Control & Internal Audit Dept*)

Mr. Mones Haddad (*Deputy General Manager, Finance*)

Eng. Issa Smairat (*Acting Property/GA/ Engineering Manager, Fire/General Accident & Marine Dept.*)

Mr. Salem Taha (*Asst. Life Marketing General Manager, Life Dept*)

Mr. Zakariya Ammar (*Manager, Life & Medical Dept*)

Mr. Nabil Anz (*Asst. General Manager, Motor*)
Mr. Ibrahim Qteshat (*Acting Manager, Legal Dept*)

Mr. Ahmad Al-Oteibi (*Asst. Production General Manager, Production, Branches, Life Marketing & Training Dept*)

Mr. Hussam Smir (*Asst. General Manager, IT Dept*)

Mr. Malek Hussien (*Marine Advisor, Marine Dept*)

Mr. Iklas Samman (*Acting Manager, Administration Dept*)

No. of Employees 152

Financial Year-End: 31 Dec

Gross Premium Income by Class in JOD'000

| Year | 2008 | 2009 | 2010 |
|---|---------------|---------------|---------------|
| Motor | 5,851 | 5,855 | 7,135 |
| Fire (Excluding Energy) | 4,114 | 4,296 | 3,967 |
| Engineering | 1,475 | 1,537 | 1,934 |
| Accident /GTPL /EL /WC (Excluding Medical) | 1,178 | 1,467 | 1,375 |
| Marine Hull | 1,322 | 1,355 | 2,724 |
| Marine Cargo | 2,181 | 1,696 | 2,400 |
| Aviation | 440 | 467 | 739 |
| Medical | 2,828 | 3,389 | 3,100 |
| Others | 320 | 352 | 377 |
| Life | 2,098 | 2,530 | 2,856 |
| Total Gross Premium Income | 21,807 | 23,217 | 26,607 |

Income Statement in JOD'000

| Year | 2008 | 2009 | 2010 |
|------------------------|------------|------------|--------------|
| Gross Premium Income | 21,807 | 23,217 | 26,207 |
| Net Retained Premium | 8,952 | 9,726 | 11,199 |
| Net Earned Premium | 8,885 | 9,626 | 6,876 |
| Net Claims Incurred | 5,855 | 6,759 | 6,650 |
| Net Acquisition Cost | 1,058 | 907 | 1,171 |
| Operating Expenses | 5,848 | 3,636 | 3,600 |
| Investment Income | 3,048 | 3,592 | 3,487 |
| Other Income | (37) | 58 | 18 |
| Other Expenses | 1,144 | 1,002 | 1,040 |
| Net Profit/Loss | 991 | 972 | 1,555 |

Balance Sheet in JOD'000

| Year | 2008 | 2009 | 2010 |
|---|---------------|---------------|---------------|
| Investment | 52,973 | 48,663 | 52,324 |
| Receivables | 3,047 | 3,942 | 3,735 |
| Claims Recoverable from Reinsurer | 2,083 | 2,914 | 3,297 |
| Other Assets | 3,863 | 3,334 | 5,232 |
| Total Assets | 61,966 | 58,853 | 64,588 |
| Technical Provisions | 9,326 | 9,869 | 11,293 |
| Other Liabilities | 19,880 | 18,130 | 20,539 |
| Shareholders' Equity | 32,760 | 30,854 | 32,756 |
| Total Liabilities & Shareholders' Equity | 61,966 | 58,853 | 64,588 |

Investments in JOD'000

| Year | 2008 | 2009 | 2010 |
|--------------------------|---------------|---------------|---------------|
| Bonds | 536 | 865 | 974 |
| Stocks & Shares | 28,706 | 28,520 | 28,593 |
| Real Estate | 14,672 | 16,104 | 19,300 |
| Others | 9,063 | 3,173 | 3,457 |
| Total Investments | 52,973 | 48,662 | 52,324 |

Life Section**Total Number of Life Staff**

| | |
|-----------------------------|----|
| Management & Administration | 24 |
|-----------------------------|----|

Life Business Senior Management

Mr. Zakariya Ammar (*Manager, Life & Medical Dept*)

Life Business* in JOD'000

| Year | 2008 | 2009 | 2010 |
|-------------------------------|-------|-------|-------|
| Net Written Premium** | | | |
| <i>Individual Life</i> | | | |
| <i>Protection Plans</i> | 497 | 202 | 232 |
| <i>Savings Plans</i> | 526 | 603 | 635 |
| <i>Group Life</i> | | | |
| <i>Protection Plans</i> | 1,396 | 1,724 | 1,989 |

* Life business including death benefits, any PA rider benefits, critical illness etc.

** Net of Commission

Life Business Distribution (%)

| | |
|--------------------|-------|
| Direct Sales Force | 33.23 |
| Agents & Brokers | 65.56 |
| Bancassurance | 1.21 |