

الرقم: 2018/316 التاريخ: 2018/3/29 التاريخ: 2018/3/29 الم السورة الموراق المالية المحترمين السرقم عمان – الأردن

الموضوع: البيانات المالية الختامية كما في 2017/12/31 باللغة الإنجليزية

تحية طيبة و بعد،،،

بالإشارة الى كتابنا رقم 2018/300 بتاريخ 2018/3/26، نرفق لكم طيه البيانات المالية الموحدة باللغة الانجليزية

واقبلوا فائق الإحترام،،

المنارة للتأمين

هيئة الأوراق المالية الدائرة الإدارية ، الديوان ۲۰۱۸ نکیتان ۲۰۱۸ الرقم التسلس ٧٧٧ م

# Al-Manara Insurance Company Public Shareholding Company

Consolidated Financial Statements as at 31 December 2017 Together With Independent Auditor's Report

# **Arab Professionals**

(Member Firm within Grant Thornton International Ltd.)

# Al-Manara Insurance Company Public Shareholding Company

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To The Shareholders of Al-Manara Insurance Company Public Shareholding Company Amman – Jordan

#### Opinion

We have audited the consolidated financial statements of Al-Manara Insurance Company (PSC), which comprise the consolidated statement of financial position as at 31 December 2017, and the consolidated statement of profit or loss, 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.

INDEPENDENT AUDITOR'S REPORT

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Company 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 Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) together with the ethical requirements that are relevant to our audit of the consolidated financial statements in the Hashemite Kingdom of Jordan, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **Emphasis** of a Matter

As disclosed in note (34) of the accompanying consolidated financial statements, Company's solvency margin as at 31 December 2017 is below than the minimum margin determined by Insurance Administration which amounts to (150%).

#### **Key Audit Matters**

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated 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. We have determined the matters described below to be the key audit matters to be communicated in our report:

#### (1) Deferred Tax Assets

Included in the accompanying consolidated financial statements at the end of the year 2017 deferred tax assets totaling JOD (1,089,665), as the expected benefits of these assets is primarily dependent on the Company's ability to generate adequate future profits, and since forecasting future profits is based on the Company's assumptions and estimates, determining the future benefits of the deferred tax assets is considered a key audit matter. The audit procedures performed by us to address this key audit matter included discussing the recoverability of the deferred tax assets with the Company's tax advisors and testing of the Company's budgeting procedures upon which the forecasts are based. We have also considered the appropriateness of its calculation and disclosure in the consolidated financial statements.

#### (2) Claims Reserve

Included in the accompanying consolidated financial statements at the end of the year 2017 claims reserve totaling JOD (5,313,843), as the calculation of this reserve is dependent on several assumptions and estimates, the assessment of its adequacy is considered a key audit matter. The audit procedures performed by us to address this key audit matter included challenging the appropriateness of the estimates and assumptions used by management to determine this reserve. Our challenge was based on the assessment of the historical accuracy of the Company's estimates on previous periods, identification and analysis of changes in assumptions from prior periods and an assessment of the consistency of assumptions. We have also obtained formal confirmation from the Company's external Actuary regarding the adequacy of this reserve.



#### (3) Impairment of Receivables

Included in the accompanying consolidated financial statements at the end of the year 2017 accounts receivable and reinsurers receivables totaling JOD (4,033,804). As the provision of the doubtful portion of these receivables is dependent on the management's estimates of the timing and value of the amounts expected to be collected, the adequacy of the doubtful accounts provision is considered a key audit matter. The audit procedures performed by us to address this key audit matter included inquiring from management about the methodology used in calculating the provision of doubtful accounts and assessing the reasonableness of estimates and assumptions used by the management in calculating the provision amount. We have also inquired about the management's collection procedures and the amounts collected post year end.

#### Other Information

Management is responsible for the other information. The other information comprises the information included in the annual report, but does not include the consolidated financial statements and our auditor's report thereon.

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

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information 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, 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 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 Company'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 Company or to cease operations, or has no realistic alternative but to do so.

#### 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 on the basis of these consolidated financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional skepticism 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.
- 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 the purpose of expressing an
  opinion on the effectiveness of the Company'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 Company'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 Company 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 period 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.

Report on Other Legal and Regulatory Requirements

The Company maintains proper accounting records and the accompanying consolidated financial statements are in agreement therewith and with the financial data presented in the Board of Director's report.

25 February 2018 Amman – Jordan Terahim Hammoudeh (License No. 606) Arab Professionals



# Al-Manara Insurance Company Public Shareholding Company Consolidated Statement of Financial Position as at 31 December 2017

|  | Notes | 2017                                | 2016                                |
|--|-------|-------------------------------------|-------------------------------------|
| Assets   |       |                                     | <del></del>                         |
| Investments  |       |                                     |                                     |
| Bank deposits  | 3     | 6,975,076                           | 8,285,691                           |
| Financial assets at fair value through other comprehensive income  | 4     | 562,526                             | 573,092                             |
| Financial assets at amortized cost   | 5     | 311,872                             | 311,872                             |
| Investment property  | 6     | 1,231,586                           | 1,231,586                           |
| Total Investments  |       | 9,081,060                           | 10,402,241                          |
| Cash on hand and at banks  | 7     | 299,808                             | 63,184                              |
| Checks under collection  | 8     | 641,548                             | 441,240                             |
| Accounts receivable  | 9     | 1,833,716                           | 1,240,565                           |
| Reinsurers receivables   | 10    | 172,325                             | 484,333                             |
| Deferred tax assets  | 11    | 1,089,665                           | 1,139,723                           |
| Property and equipment   | 12    | 2,001,384                           | 2,060,128                           |
| Other assets   | 13    | 312,904                             | 296,246                             |
| Total Assets   |       | 15,432,410                          | 16,127,660                          |
| Liabilities and Equity Liabilities Unearned premiums reserve - net Outstanding claims reserve - net Total Technical Reserves |       | 3,463,846<br>5,313,843<br>8,777,689 | 2,491,729<br>6,150,562<br>8,642,291 |
| Accounts payable   | 14    | 549,592                             | 413,887                             |
| Reinsurers payables  | 15    | 915,264                             | 1,387,512                           |
| Other provisions   |       | 165,714                             | 176,967                             |
| Other liabilities  | 16    | 1,006,655                           | 489,172                             |
| Total Liabilities  |       | 11,414,914                          | 11,109,829                          |
| Equity   |       |                                     |                                     |
| Paid - in capital  | 17    | 5,000,000                           | 7,000,000                           |
| Treasury stocks  |       | -                                   | ( 1,172,559)                        |
| Statutory reserve  | 18    | 530,874                             | 530,874                             |
| Voluntary reserve  | 19    | 17,684                              | 17,684                              |
| Cumulative change in fair value  | 20    | ( 541,292)                          | ( 530,727)                          |
| Accumulated losses   | 21    | ( 989,770)                          | ( 827,441)                          |
| Net Equity   |       | 4,017,496                           | 5,017,831                           |
| Total Liabilities and Equity   |       | 15,432,410                          | 16,127,660                          |
|  |       |                                     |                                     |

<sup>&</sup>quot;The attached notes from (1) to (38) are an integral part of these consolidated financial statements"

# Al-Manara Insurance Company Public Shareholding Company Consolidated Statement of Profit or Loss For the Year Ended 31 December 2017

|  | Notes | 2017         | 2016              |
|--|-------|--------------|-------------------|
| Revenues   |       |              |                   |
| Gross written premiums                           |       | 9,799,866    | 8,291,065         |
| Less: Reinsurers' share                          |       | ( 1,896,879) | ( 2,094,674)      |
| Net written premiums                             |       | 7,902,987    | 6,196,391         |
| Net change in unearned premiums reserve          |       | ( 972,117)   | ( 224,820)        |
| Net earned premiums                              |       | 6,930,870    | 5,971,571         |
| Commissions revenues                             |       | 219,186      | 209,679           |
| Insurance policies issuance fees                 |       | 454,650      | 276,875           |
| Other underwriting revenues                      |       | 190,486      | 184,468           |
| Interest income                                  | 22    | 276,195      | 326,696           |
| Gains from financial assets and investments, net | 23    | 144,930      | 45,457            |
| Other (expenses) revenues                        | 24    | ( 2,267)     | 4,677             |
| Total Revenues                                   |       | 8,214,050    | 7,019,423         |
|  |       |              |                   |
| Claims, losses and expenses                      |       | 8,819,925    | 10,339,606        |
| Paid claims                                      |       |              | The second second |
| Less: Recoveries                                 |       | ( 549,491)   | ( 542,559)        |
| Less: Reinsurers' share                          |       | ( 1,413,561) | ( 3,811,056)      |
| Net paid claims                                  |       | 6,856,873    | 5,985,991         |
| Net change in claims reserve                     |       | ( 836,719)   | ( 1,946,304)      |
| Allocated employees expenses                     | 25    | 1,033,425    | 1,038,959         |
| Allocated administrative expenses                | 26    | 381,351      | 408,176           |
| Excess of loss premiums                          |       | 227,425      | 197,058           |
| Policies acquisition costs                       |       | 447,428      | 338,374           |
| Other underwriting expenses                      |       | 183,902      | 170,305           |
| Net Claims                                       |       | 8,293,685    | 6,192,559         |
| Unallocated employees expenses                   | 25    | 258,356      | 259,740           |
| Depreciation Depreciation                        | 12    | 87,604       | 84,617            |
| Unallocated administrative expenses              | 26    | 95,338       | 102,044           |
| Provision for doubtful debts                     | 9,10  | 403,359      | 142,700           |
| Other expenses                                   |       | 14,295       | 14,362            |
| Total Expenses                                   |       | 858,952      | 603,463           |
|  |       |              |                   |
| (Loss) profit for the year before tax            |       | ( 938,587)   | 223,401           |
| Income tax expense                               | 11    | ( 51,183)    | ( 222,772)        |
| (Loss) profit for the year                       |       | ( 989,770)   | 629               |
|  |       |              |                   |
|  |       | ( 0400)      | 0.0001            |
| Basic and diluted (loss) earnings per share      | 27    | ( 0.198)     | 0.0001            |

<sup>&</sup>quot;The attached notes from (1) to (38) are an integral part of these consolidated financial statements"

# Al-Manara Insurance Company Public Shareholding Company Consolidated Statement of Comprehensive Income For the Year Ended 31 December 2017

|  | Notes | 2017         | 2016     |
|--|-------|--------------|----------|
| (Loss) profit for the year   |       | ( 989,770)   | 629      |
| Other comprehensive income items:  Change in fair value of financial assets through other comprehensive income | 20    | ( 10,565)    | ( 7,671) |
| Total comprehensive loss for the year  |       | ( 1,000,335) | ( 7,042) |

<sup>&</sup>quot;The attached notes from (1) to (38) are an integral part of these consolidated financial statements"

Al-Manara Insurance Company
Public Shareholding Company
Consolidated Statement of Changes in Equity For the Year Ended 31 December 2017

| Total<br>Equity                    | 5,017,831<br>-<br>(1,000,335)<br>4,017,496  | 5,024,873<br>( 7,042)<br>-<br>5,017,831   |
|------------------------------------|---|---|
| Accumulated<br>Losses              | ( 827,441)<br>( 951,595)<br>1,779,036<br>( 989,770)<br>( 989,770)   | ( 788,046)<br>629<br>( 40,024)<br>( 827,441)  |
| Cumulative Change<br>in Fair Value | ( 530,727)<br>-<br>( 10,565)<br>( 541,292)  | ( 523,056)<br>( 7,671)<br>-<br>( 530,727)   |
| Voluntary<br>Reserve               | 17,684  | 17,684  |
| Statutory<br>Reserve               | 530,874   | 508,534<br>-<br>22,340<br>530,874   |
| Treasury<br>Stocks                 | 1,172,559)  | ( 1,172,559)  |
| Paid - In<br>Capital               | 7,000,000<br>( 220,964)<br>( 1,779,036)<br>-<br>5,000,000   | 7,000,000   |
|                                    | Balance at 1 January 2017 Treasury stock recall Loss extinguishment Total comprehensive loss for the year Balance at 31 December 2017 | Balance at 1 January 2016<br>Total comprehensive loss for the year<br>Reserves<br>Balance at 31 December 2016 |

"The attached notes from (1) to (38) are an integral part of these consolidated financial statements"

# Al-Manara Insurance Company Public Shareholding Company Consolidated Statement of Cash Flows For the Year Ended 31 December 2017

|  | Notes | 2017         | 2016         |
|--|-------|--------------|--------------|
| Cash Flows From Operating Activities               |       |              |              |
| (Loss) profit before tax                           |       | ( 938,587)   | 223,401      |
| Depreciation                                       | 12    | 87,604       | 84,617       |
| Interest income                                    |       | ( 276,195)   | ( 326,696)   |
| Provision for doubtful debts                       | 9,10  | 403,359      | 142,700      |
| Gain from sale of property and equipment           |       | ( 3,120)     | ( 3,405)     |
| Net change in unearned premiums reserve            |       | 972,117      | 224,820      |
| Net change in claims reserve                       |       | ( 836,719)   | ( 1,946,304) |
| Changes in working capital                         |       |              |              |
| Checks under collection                            |       | ( 200,308)   | ( 162,433)   |
| Accounts receivable                                |       | ( 661,634)   | ( 142,483)   |
| Reinsurers receivables                             |       | ( 22,868)    | ( 490,394)   |
| Other assets                                       |       | ( 16,657)    | 219,490      |
| Accounts payable                                   |       | 135,705      | 112,506      |
| Reinsurers payables                                |       | ( 472,248)   | 51,010       |
| Other provisions                                   |       | ( 11,253)    | ( 7,658)     |
| Other liabilities                                  |       | 517,483      | 19,305       |
| Paid income tax                                    | 2     | ( 1,125)     |              |
| Net cash flows used in operating activities        |       | ( 1,324,446) | ( 2,001,524) |
| Investing Activities                               |       |              |              |
| Deposits mature after three months                 |       | 1,451,579    | (4,523,650)  |
| Interest received                                  |       | 276,195      | 326,696      |
| Financial assets at amortized cost                 |       | æ            | 456,330      |
| Property and equipment                             |       | ( 25,740)    | ( 65,094)    |
| Net cash flows from (used in) investing activities |       | 1,702,034    | ( 3,805,718) |
| Net change in cash and cash equivalents            |       | 377,588      | ( 5,807,242) |
| Cash and cash equivalents, beginning of year       |       | 638,057      | 6,445,299    |
| Cash and cash equivalents, end of year             | 28    | 1,015,645    | 638,057      |
|  |       |              |              |

<sup>&</sup>quot;The attached notes from (1) to (38) are an integral part of these consolidated financial statements"

Al-Manara Insurance Company Public Shareholding Company Statement of Underwriting Revenues For the General Insurance For the Year Ended 31 December 2017 (In Jordanian Dinar)

|   | Mo        | Motors    | Marine  | ine     | Aviation | ion   | Fire and other property<br>damage | d other property | Liab    | Liability | Medical    | lical   | Och    | Others  | Total      | la                                      |
|---|-----------|-----------|---------|---------|----------|-------|-----------------------------------|------------------|---------|-----------|------------|---------|--------|---------|------------|---|
|   | 2017      | 2016      | 2017    | 2016    | 2017     | 2016  | 2017                              | 2016             | 2017    | 2016      | 2017       | 2016    | 2017   | 2016    | 2017       | 2016                                    |
| Written Premiums:                         |           |           |         |         |          |       |                                   |                  |         |           |            |         |        |         |            |   |
| Direct insurance                          | 6,411,997 | 5,617,387 | 86,274  | 103,772 | •        | •     | 764,096                           | 718,941          | 116,018 | 139,321   | 1,139,141  | 545,199 | 70,342 | 71,080  | 8,587,868  | 7.195.700                               |
| Facultative inward reinsurance            | 442,712   | 456,691   | 81,028  | 19,372  |          | 7,100 | 431,246                           | 300,061          | 251,237 | 278,856   | 100        | 1:      | 5,775  | 33,285  | 1.211.998  | 1.095.365                               |
| Total premiums                            | 6,854,709 | 6,074,078 | 167,302 | 123,144 |          | 7,100 | 1,195,342                         | 1,019,002        | 367,255 | 418,177   | 1,139,141  | 545,199 | 76,117 | 104.365 | 9.799.866  | 8 291 065                               |
| Less:                                     |           |           |         |         |          |       |                                   |                  |         |           | <b>*</b> 0 | es      |        |         | 2000000000 | 00041                                   |
| Local reinsurance share                   | 185,830   | 188,686   | į       | ž       | 1        | į.    | 164,294                           | 10,966           | •       | ı         | į.         | Ŧ       | 480    | 2.880   | 350.604    | 202 532                                 |
| Foreign reinsurance share                 | 1         | 1         | 150,917 | 100,270 | ı        | ĭ     | 972,255                           | 969,130          | 341,653 | 390,639   | 49,276     | 372,025 | 32,174 | 820'09  | 1,546,275  | 1,892,142                               |
| Net written premiums                      | 6,668,879 | 5,885,392 | 16,385  | 22,874  | 14       | 7,100 | 58,793                            | 38,906           | 25,602  | 27,538    | 1,089,865  | 173,174 | 43,463 | 41,407  | 7,902,987  | 6.196.391                               |
| Add:                                      |           |           |         |         |          |       |                                   |                  |         |           |            |         |        |         |            | *************************************** |
| Balance at beginning of the year          |           |           |         |         |          |       |                                   |                  |         |           |            |         |        |         |            |   |
| Unearned premiums reserve                 | 2,450,188 | 2,258,508 | 33,304  | 32,549  | 4,332    | 447   | 596,414                           | 537,190          | 173,902 | 163,911   | 81,076     | 68,461  | 45,055 | 38,862  | 3,384,271  | 3,099,928                               |
| Less: Reinsurers' share                   | 20,069    | 62,687    | 27,241  | 26,364  | ì        | ,     | 577,516                           | 522,921          | 161,327 | 154,506   | 37,485     | 49,291  | 18,904 | 17,250  | 892,542    | 833,019                                 |
| Net beginning unearned premiums           | 2,380,119 | 2,195,821 | 6,063   | 6,185   | 4,332    | 447   | 18,898                            | 14,269           | 12,575  | 9,405     | 43,591     | 19,170  | 26,151 | 21,612  | 2.491.729  | 2 266 909                               |
| Less:                                     |           |           |         |         |          |       |                                   |                  |         |           | Tic .      |         |        |         |            |   |
| Balance at end of the year                |           |           |         |         |          |       |                                   |                  |         |           |            |         |        |         |            |   |
| Unearned premiums reserve                 | 2,977,762 | 2,450,188 | 24,759  | 33,304  | · ·      | 4,332 | 564,069                           | 596,414          | 169,452 | 173,902   | 479,640    | 81,076  | 43,431 | 45,055  | 4,259,113  | 3,384,271                               |
| Less: Reinsurers' share                   | 61,812    | 70,069    | 19,828  | 27,241  | 1        | ı     | 538,988                           | 577,516          | 160,142 | 161,327   |            | 37,485  | 14,497 | 18,904  | 795,267    | 892,542                                 |
| Net ending unearned premiums              | 2,915,950 | 2,380,119 | 4,931   | 6,063   |          | 4,332 | 25,081                            | 18,898           | 9,310   | 12,575    | 479,640    | 43,591  | 28.934 | 26.151  | 3.463.846  | 2 491 729                               |
| Net earned revenues from written premiums | 6,133,048 | 5,701,094 | 17,517  | 22,996  | 4,332    | 3,215 | 52,610                            | 34,277           | 28,867  | 24,368    | 653,816    | 148,753 | 40,680 | 36,868  | 6,930,870  | 5,971,571                               |

"The attached notes from (1) to (38) are an integral part of these consolidated financial statements"

Al-Manara Insurance Company
Public Shareholding Company
Statement of Cost of Claims For the General Insurance For the Year Ended 31 December 2017
(In Jordanian Dinar)

|   | Motors    | ors       | Marine  | ine     | Aviation | noi  | Fire and other property damage | r property<br>ge | Liability | lity    | Medical | ical    | Others    | 8       | Total     | Ta .   |
|---|-----------|-----------|---------|---------|----------|------|--------------------------------|------------------|-----------|---------|---------|---------|-----------|---------|-----------|--|
|   | 2017      | 2016      | 2017    | 2016    | 2017     | 2016 | 2017                           | 2016             | 2017      | 2016    | 2017    | 2016    | 2017      | 2016    | 2017      | 2016   |
| Paid claims                                 | 7,407,617 | 6,972,674 | 82,802  | 21,020  | ě        | ¢.   | 592,871                        | 2,880,834        | 8,545     | 1,335   | 710,193 | 462,574 | 17,897    | 1,169   | 8,819,925 | 10,339,606   |
| Recoveries                                  | 491,248   | 523,612   | 320     | ,       | i        | i    | 5.063                          | ,                |           | 732     | 52 713  | 16 215  | 1.47      | 0       | 104.04    |  |
| Local reinsurers' share                     | 618.169   | 484 577   |         |         |          |      |                                | 007              |           | 40,     | 22,1,20 | 10,413  | 741       | Eg. 3   | 1かずんずり    | 542,559  |
| Foreign reinsurers' share                   | 25,869    | 102,401   | 989'89  | 16,808  |          |      | 553,071                        | 2,845,568        | 7,212     |         | 125,746 | 361.014 | 14.808    |         | 618,169   | 3 325 791  |
| Net Paid Claims                             | 6,272,331 | 5,862,084 | 13,796  | 4,212   | ì        | 1    | 34,737                         | 34,578           | 1,333     | 603     | 531,734 | 83,345  | 2,942     | 1.169   | 6.856.873 | 5 985 991  |
| Add:  |           |           |         |         |          |      | 16                             |                  |           |         | •       | ļ       |           | 1       | 2000000   | Tribonio .   |
| Outstanding claims reserve at year end      | 7000      | 100       | 100 000 | 100 000 |          |      |                                |                  |           |         |         |         |           |         |           | The second secon |
| neported claims                             | 5,089,154 | 5,635,441 | 128,222 | 129,085 | í        | ·    | 1,897,950                      | 1,986,441        | 240,500   | 843,600 | 135,672 | 34,787  | 36,124    | 64,802  | 7,527,622 | 8,694,156  |
| Incurred but not reported claims            | 1,107,000 | 1,100,000 | 6,500   | 6,500   |          | ij   | 10,000                         | 10,000           | 2,000     | 2,000   | 11,242  | 43,059  | 13,000    | 13,000  | 1,149,742 | 1,174,559  |
| Less: Reinsurers' share                     | 835,604   | 832,148   | 121,254 | 121,794 | i        | 1    | 1,812,586                      | 1,896,964        | 220,500   | 790,500 | ī       | 40,848  | 26,077    | 22,699  | 3,016,021 | 3,704,953  |
| Less: Recoveries                            | 347,500   | 13,200    | 1       | ŧ       |          | 1    | ı                              | i                | ı         |         | i       |         |           |         | 347.500   | 13 200   |
| Netoutstanding claims reserve at year end   | 5,013,050 | 5,890,093 | 13,468  | 13,791  | ,        |      | 95,364                         | 774/66           | 22,000    | 55,100  | 146,914 | 36,998  | 23,047    | 55.103  | 5.313.843 | 6150562  |
| Reported claims                             | 3,906,050 | 4,790,093 | 896′9   | 7,291   | i        | •    | 85,364                         | 89,477           | 20,000    | 53,100  | 135,672 | 24,785  | 10,047    | 42,103  | 4.164.101 | 5,006,849  |
| Incurred but not reported claims            | 1,107,000 | 1,100,000 | 6,500   | 6,500   | î        | •    | 10,000                         | 10,000           | 2,000     | 2,000   | 11,242  | 12,213  | 13,000    | 13,000  | 1.149.742 | 1.143.713  |
| Less:                                       | 1         | 2         | 9       |         |          |      | 2 00 M of 2 0 M                |                  |           |         |         |         |           |         | 1         | 200000000000000000000000000000000000000  |
| Outstanding claims reserve at beginning of  |           |           |         |         |          |      |                                |                  |           |         |         |         |           |         |           |  |
| the year                                    |           |           |         |         |          |      |                                |                  |           |         |         |         |           |         |           |  |
| Reported claims                             | 5,635,441 | 7,281,345 | 129,085 | 176,345 | ï        | 1    | 1,986,441                      | 4,455,175        | 843,600   | 844,987 | 34,787  | 38.944  | 64.802    | 198.787 | 8.694.156 | 12 995 583   |
| Incurred but not reported claims            | 1,100,000 | 1,450,000 | 6,500   | 6,500   | ,        | ,    | 10,000                         | 118,000          | 2,000     | 2,000   | 43,059  | 48.733  | 13,000    | 13,000  | 1.174.559 | 1 638 233  |
| Less: Reinsurers' share                     | 832,148   | 957,012   | 121,794 | 156,793 | 1        | ,    | 1,896,964                      | 4,344,046        | 790,500   | 790,500 | 40,848  | 70,141  | 22,699    | 165,458 | 3 704 953 | 6 483 950  |
| Less: Recoveries                            | 13,200    | 53,000    |         | ı       | 1        |      | 1                              | 1                |           |         |         |         |           | 200     | 13,200    | 53,000   |
| Net outstanding claims reserve at beginning |           |           |         |         |          |      |                                |                  |           |         |         |         |           |         | 201/04    | 20000  |
| of the year                                 | 5,890,093 | 7,721,333 | 13,791  | 26,052  |          | ,    | 99,477                         | 229,129          | 55,100    | 56,487  | 36,998  | 17,536  | 55,103    | 46,329  | 6,150,562 | 8,096,866  |
| Net claims cost                             | 5,395,288 | 4,030,844 | 13,473  | (8,049) | 1        | ,    | 30,624                         | ( 95,074)        | (31,767)  | ( 784)  | 641,650 | 102,807 | ( 29,114) | 9.943   | 6.020.154 | 4.039.687  |

"The attached notes from (1) to (38) are an integral part of these consolidated financial statements"

Al-Manara Insurance Company
Public Shareholding Company
Statement of Underwriting (Loss) Profit For the General Insurance For the Year Ended 31 December 2017 (In Jordanian Dinar)

|   | Moi                                     | Motors    | Marine | ine     | Aviation | tion  | Fire and oth | Fire and other property | Liab     | Liability | Medical   | 15       | Others   | 1      | Total      | 7          |
|---|---|-----------|--------|---------|----------|-------|--------------|-------------------------|----------|-----------|-----------|----------|----------|--------|------------|------------|
|   | 2017                                    | 2000      | 2000   |         |          |       | -1           | uamage                  |          |           |           |          |          |        | 101        | =          |
|   | 7107                                    | 2016      | 2017   | 2016    | 2017     | 2016  | 2017         | 2016                    | 2017     | 2016      | 2017      | 2016     | 2017     | 2016   | 2017       | 2016       |
| Net earned revenues from written premiums | 6,133,048                               | 5,701,094 | 17,517 | 22,996  | 4,332    | 3,215 | 52,610       | 34,277                  | 28,867   | 24.368    | 653.816   | 148 753  | 40 680   | 898 92 | 020 020 9  | 1123 120 3 |
| Less:                                     |   |           |        |         |          |       |              | ů.                      |          |           |           |          | 200      | 999,90 | 0/0,000,0  | 1/6,1/6,0  |
| Net claims cost                           | 5,395,288                               | 4,030,844 | 13,473 | (8,049) | 1        | ,     | 30.624       | ( 95 074)               | (31.767) | (784)     | 059 179   | 103 607  | 20114    | 6      |            |            |
| Add:                                      |   | 3         |        |         |          |       |              |                         |          | Ē.        | 000,110   | 105,201  | ( 7,114) | 7,745  | 6,020,154  | 4,039,687  |
| Commissions revenues                      | 155                                     | ř         | 30,484 | 28,742  | ı        | ,     | 153,357      | 142,859                 | 28,890   | 29.186    |           |          | \$ 904   | 8 802  | 201016     | 023,000    |
| Insurance policies issuance fees          | 334,625                                 | 157,053   | 7,079  | 8,350   |          | 999   | 57,514       | 62,500                  | 14,680   | 16.998    | 35.856    | 25 136   | 4 896    | 0,70,0 | 001,512    | 210,602    |
| Other revenues                            | 189,357                                 | 179,814   | 1,129  | 4.654   | ,        | ,     | ,            | •                       |          |           |           |          | 20,5     | 2      | 000,404    | 6/0,0/2    |
| Total revenues                            | 1.262.293                               | 2 007 117 | A27 CL | 107.77  | 4 233    | 2 702 | 233 057      | 012 700                 | ,00,00   |           |           |          | ,        | •      | 190,486    | 184,468    |
| Less:                                     |   | -         | 2016   | 1716    | 4004     | 2,103 | 1504757      | 334,/10                 | 104,204  | 71,536    | 48,022    | 71,082   | 80,594   | 42,087 | 1,775,038  | 2,602,906  |
|   | 600000000000000000000000000000000000000 |           |        |         |          |       |              |                         |          |           |           |          |          |        |            |            |
| Folicies acquisition costs                | 344,176                                 | 263,959   | 11,811 | 10,626  | î        | ī     | 60,360       | 51,397                  | 3,084    | 3,023     | 22,337    | 5,311    | 5,660    | 4.058  | 447.428    | 338 374    |
| Excess of loss premiums                   | 186,533                                 | 178,795   | ì      | 1       | 3        | 1     | 25,892       | 18,263                  | ı        |           | 15,000    | 9        |          |        | 227 425    | 197.058    |
| Allocated administrative expenses         | 989,593                                 | 1,060,179 | 24,153 | 21,494  | i        | 1,239 | 172,568      | 177,858                 | 53,019   | 72,989    | 164,454   | 95.160   | 10 989   | 18 216 | 1 414 776  | 1 447 135  |
| Other expenses                            | 105,472                                 | 94,973    | 1,504  | 1,550   | ,        | i     | 11,678       | 10,804                  | 849      | 927       | 63.641    | 61 410   | 758      | 179    | 183 000    | 505.071    |
| Total expenses                            | 1,625,774                               | 1,597,906 | 37,468 | 33,670  |          | 1,239 | 270,498      | 258,322                 | 56,952   | 76,939    | 265,432   | 161.881  | 17.407   | 22 915 | 2773 531   | 7 157 877  |
| Underwriting (loss) profit                | (363,481)                               | 409,211   | 5,268  | 39,121  | 4,332    | 2,544 | ( 37,641)    | 76,388                  | 47,252   | ( 5,603)  | (217,410) | (66,799) | 63.187   | 19.172 | ( 498 493) | 450 034    |

"The attached notes from (1) to (38) are an integral part of these consolidated financial statements"

#### Al-Manara Insurance Company **Public Shareholding Company** Notes to the Consolidated Financial Statements 31 December 2017

#### (In Jordanian Dinars)

#### General 1.

Al-Manara Insurance Company (-Previously- Al Bihar Al Arabia for Insurance Company) was incorporated as a public shareholding company during the year 1974 under the number (82) with paid-in capital of JOD (150,000) divided equally into (150,000) shares with par value JOD (1) per share. Many adjustments on the Company's capital, the latest was during the year 2006 to reach an authorized and paid-in capital of JOD (21) Million/share. The General Assembly has resolved in its extraordinary meeting held on 15 June 2014 to decrease the paid - in capital by JOD (14) Million to extinguish accumulated losses as at 31 December 2014 with the same amount, also the General Assembly has resolved in its extraordinary meeting held on 24 April 2017 to decrease the paid - in capital by JOD (2) Million to call treasury stocks and extinguish calling losses and accumulated losses as at 31 December 2016, accordingly the authorized and paid-in capital of the Company became JOD (5) Million/share. Jimbal Holding Company owns 78.8% of the Company's capital. The Company's head office is in the Hashemite Kingdom of Jordan.

The Company is engaged in the insurance activities including motors, fire and other property damages, personal accidents, marine, transportation, aviation, liability, and medical.

Company's shares are listed in Amman Stock Exchange.

The accompanying consolidated financial statements were authorized for issue by the Company's Board of Directors in their meeting held on 25 February 2018 and it is subject to the General Assembly approval.

#### **Summary of Significant Accounting Policies** 2.

#### **Basis of Preparation**

The consolidated financial statements of the Company and all its subsidiaries have been prepared in accordance with International Financial Reporting Standards.

The consolidated financial statements have been prepared on a historical cost basis except for financial assets at fair value.

The financial statements are presented in Jordanian Dinar which is the functional currency of the Company.

The accounting policies are consistent with those used in the previous year.

# Principles of Consolidation

The consolidated financial statements comprise of the financial statements of the Company and its subsidiary where the Company has the power to govern the financial and operating policies of the subsidiary so as to obtain benefits from their activities. The financial statements of the subsidiary are prepared for the same reporting year as the Company using consistent accounting policies. All balances, transactions, income, and expenses between the Company and its subsidiary are eliminated.

Subsidiary are fully consolidated from the date of acquisition, being the date on which the Company obtains control, and continue to be consolidated until the date that such control ceases.

The results of operations of the subsidiary are consolidated in the statement of comprehensive income from the acquisition date which is the date on which control over subsidiary is transferred to the Company. The results of operation of the disposed subsidiary are consolidated in the comprehensive income to the disposal date which is the date on which the Company loses control over the subsidiary.

The following subsidiaries have been consolidated:

| Company   | Capital | Ownership | Establishment<br>Country |
|---|---------|-----------|--------------------------|
| Al Bihar Investment and Trading Company                 | 79,503  | 100%      | Jordan                   |
| Overseas for Investment in Real Estates Company         | 50,000  | 100%      | Jordan                   |
| Abar for Investment and Real Estate Development Company | 1,500   | 100%      | Jordan                   |

## Adoption of new and revised IFRS standards

The following standards have been published that are mandatory for accounting periods after 31 December 2017. Management anticipates that the adoption of new and revised Standards will have no material impact on the consolidated financial statements of the Company.

| Standard No. | Title of Standards                    | Effective Date |
|--------------|---------------------------------------|----------------|
| IFRS 15      | Revenue from Contracts with Customers | 1 January 2018 |
| IFRS 16      | Leases                                | 1 January 2019 |
| IFRS 17      | Insurance Contracts                   | 1 January 2021 |

#### **Business Sector**

The business sector represents a set of assets and operations that jointly provide products and service subject to risks and returns different from those of other business sector which in measured based on the reports used by the top management of the Company.

The geographic sector relates to providing products and services in a defined economic environment subject to risks and returns different from those of other economic environments.

#### **Use of Estimates**

The preparation of the consolidated financial statements requires management to make estimates and assumptions that affect the reported amount of financial assets and liabilities and disclosure of contingent liabilities. These estimates and assumptions also affect the revenues and expenses and the resultant provisions and in particular, considerable judgment by management is required in the estimation of the amount and timing of future cash flows. 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 in such provisions.

Management believes that the estimates are reasonable and are as follows:

- A provision of doubtful debts is estimated by the management based on their principles and assumptions according to International Financial Reporting Standards.
- The financial year is charged with its related income tax in accordance with regulations.
- Management reviews periodically the tangible assets in order to assess the depreciation for the year based on the useful life and future economic benefits. Any impairment is taken to the consolidated statement of profit or loss.
- The outstanding claim reserve and technical reserve are estimated based on technical studies and according to insurance administrations regulation and filed actuarial studies.
- A provision on lawsuits against the Company is made based on the Company's lawyers' studies in which contingent risk is determined; review of such study is performed periodically.
- The management periodically reviews whether a financial asset or group of financial assets is impaired, if so this impairment is taken to the statement of profit or loss.

# Recognition of financial assets

Financial assets and financial liabilities are recognized on the trading date which is the date that the entity commits itself to purchase or sell the financial assets.

#### Fair value

For fair value of investments, which are traded in organized financial markets, is determined by reference to the quoted market bid price at the close of the business on the statement of financial position date

Financial assets and financial liabilities measured at fair value in the statement of financial position are grouped into three levels of a fair value hierarchy. The three levels are defined based on the observability of significant inputs to the measurement, as follows:

Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2: inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly or indirectly.

Level 3: unobservable inputs for the asset or liability

# Financial assets at amortized cost

They are the financial assets which the Company's management intends according to its business model to hold for the purpose of collecting contractual cash flows which comprise the contractual cash flows that are solely payments of principal and interest on the outstanding principal.

Those financial assets are stated at cost upon purchase plus acquisition expenses. Moreover, the issue premium / discount are amortized using the effective interest rate method, and recorded to the interest account. Provisions associated with the decline in value of these investments leading to the inability to recover the investment or part therefore are deducted, and any impairment loss in its value is recorded in the statement of profit or loss.

The amount of the impairment loss recognized is the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the original effective interest rate.

It is not allowed to reclassify any financial assets from / to this category except for certain cases specified in the International Financial Reporting Standards (in the case of selling any of these assets before its maturity date, the result should be recorded in a separate line item in the statement of profit or loss, disclosures should be made in accordance to the requirements of International Financial Reporting Standards).

# Financial Assets at Fair Value through Other Comprehensive Income

These financial assets represent investments in equity instruments held for the purpose of generating gain on a long term and not for trading purpose.

Financial assets at fair value through other comprehensive income initially stated at fair value plus transaction costs at purchase date.

Subsequently, they are measured at fair value with gains or losses arising from changes in fair value recognized in the statement of other comprehensive income and within owner's equity, including the changes in fair value resulting from translation of non-monetary assets stated at foreign currency. Gain or Loss from the sale of these investments should be recognized in the statement of comprehensive income and within owner's equity, and the balance of the revaluation reserve for these assets should be transferred directly to the retained earnings and not to the statement of profit or loss.

These assets are not subject to impairment testing.

Dividends are recorded in the statement of profit or loss on a separate line item.

Impairment in financial assets value

An assessment is made at each statement of financial position date to determine whether there is objective evidence that a specific financial asset may be impaired. If such evidence exists, the recoverable value is estimated in order to determine impairment loss.

**Investment property** 

Property held to earn rentals or for capital appreciation purposes as well as those held for undetermined future use are classified as investment property. Investment property is measured at cost less any accumulated depreciation and any accumulated impairment losses. The cost of constructed property includes the cost of material and any other costs directly attributed to bringing the property to a working condition for its intended use.

Investment property is valued in accordance with Insurance Administration regulations, and its fair value is disclosed in the investment property note.

Cash and cash equivalents

Cash and cash equivalents are carried in the consolidated financial statement at cost. For the purposes of the consolidated statement of cash flow, cash and cash equivalents comprise cash on hand and at banks, deposits with maturities less than three months, less restricted funds.

#### Reinsurers' accounts

Reinsurers shares of insurance premiums, paid claims, technical provisions, and all other rights and obligations resulting are calculated based on signed contracts between the Company and reinsures are accounted for based on accrual basis.

#### Impairment in reinsurance assets

In case there is any indication as to the impairment of the reinsurance assets of the Company, which possesses the reinsured contract, the Company has to reduce the present value of the contracts and record the impairment in the statement of income.

The impairment is recognized in the following cases only:

There is objective evidence resulting from an event that took place after the recording of the reinsurance assets confirming the Company's inability to recover all the amounts under the contracts terms.

The event has a reliably and clearly measurable effect on the amounts that the Company will recover from reinsurers.

Property and equipment

Property and equipment are stated at cost less accumulated depreciation and accumulated impairment loss. When assets are sold or retired, their cost and accumulated depreciation are eliminated from the accounts and any gain or loss resulting from their disposal is included in the statement of profit or loss.

The initial cost of property and equipment comprises its purchase price, including import duties and non-refundable purchase taxes and any directly attributable costs of bringing the asset to its working condition and location for its intended use. Expenditures incurred after the fixed assets have been put into operation, such as repairs and maintenance and overhaul costs, are normally charged to income in the period the costs are incurred. In situations where it can be clearly demonstrated that the expenditures have resulted in an increase in the future economic benefits expected to be obtained from the use of an item of property and equipment beyond its originally assessed standard of performance, the expenditures are capitalized as an additional cost of property and equipment.

Depreciation is computed on a straight-line basis at annual depreciation rates:

| Buildings              | 2%     |
|------------------------|--------|
| Fixture & Furniture    | 10%    |
| Computers              | 20%    |
| Vehicles               | 15%    |
| Machines and Equipment | 15-20% |

The useful life and depreciation method are reviewed periodically to ensure that the method and period of deprecation are consistent with the expected pattern of economic benefits from items of property plant and equipment.

#### Reinsurance

The Company engages within its normal activities a variety of inward and outward reinsurance operations with other insurance and reinsurance companies which involves different level of risks. The reinsurance operations include quota share, excess of loss, facultative reinsurance, and other types of reinsurance. These reinsurance contracts do not eliminate the Company's liability towards policy holders, where in the case the reinsurance fails to cover its share of total liability, the Company bears the total loss. The estimation of amounts that are likely to be recovered from reinsurers is done according to the Company's portion of total liability for each claim.

Treasury stock

Treasury stock is presented at cost, and these stocks don not have any right in the distribution of the dividends to shareholders and do not have the right to participate or vote at the Company's General Assembly meetings. Profit and loss resulting from sale of treasury stock is recognized in the shareholders' equity as premium or discount issue stock.

#### **Provisions**

Provisions are recognized when the Company has an obligation at the date of the financial statements as a result of past events, and the cost to settle the obligation are both probable and measured reliably.

The amount recognized as a provision is the best estimate of the consideration required to settle the preset obligation at the financial statements date, taking into account the risks and uncertainties surrounding the obligation where a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of these cash flows.

When it is expected to recover some or all amounts due from other parties, the due amount will be recognized within the assets if the value can be measured reliably.

#### A. Technical reserves

Technical reserves are provided for in accordance to the Insurance Commission's instructions, as follows:

- Unearned premiums reserve is measured for general insurance business based on remaining days of the insurance policy of expiration, considering a period of 365 days except marine and transport insurance which is calculated based on written premiums for existing policies at the date of the financial statements in accordance with Laws, regulations and instructions issued pursuant there to.
- Outstanding claims (Reported) provision is measured at the maximum value of the total expected loss for each claim separately.
- Provision for the ultimate cost of claims incurred but not yet reported (IBNR) and unexpired risk is measured based on the estimates and the experience of the Company.

B. Receivables impairment

The receivables impairment is provided when there is objective evidence that the Company will not be able to collect all or part of the due amounts, and this allowance is calculated based on the difference between book value and recoverable amount. The allowance is measured after monitoring the receivables in details and all receivables aging one year and above is provided for provision.

C. End of service indemnity reserve

The end of service indemnity reserve for employees is calculated based on the Company's policy and in accordance with Jordanian labor law.

The paid amounts as end of service for resigned employees are debited to this account. The Company obligation for the end of serves is recorded in the statement of income.

Liability adequacy test

At each statement of financial position date the Company assesses whether its recognized insurance liabilities are adequate using current estimates of future cash flows under its insurance contracts. If assessment shows that the carrying amount of its insurance liabilities (less related deferred policy acquisition costs) is inadequate in the light of estimated future cash flows, the deficiency is immediately recognized in the consolidated statement of income.

#### Income tax

Income tax represents current and deferred income tax.

#### A. Accrued income tax

The accrued income tax expense is calculated based on taxable income. The taxable income differs from the actual income in the statement of income because the accounting income contains expenditures and revenues that are not tax deductible in the current year but in the preceding years or the accepted accumulated losses or any other not deductibles for tax purposes.

The taxes are calculated based on enacted tax percentages which are stated by laws and regulation in the Hashemite Kingdom of Jordan.

#### B. Deferred tax

Deferred taxes are taxes expected to be paid or recovered as a result of temporary differences between the time value of the assets or liabilities in the financial statements and the value that is calculated on the basis of taxable profit.

Deferred tax is provided using the liability method on temporary differences at the liabilities and their carrying amounts for financial reporting purposes.

The carrying amount of deferred tax assets is reviewed at each reporting date and reduced to the extent that is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax assets to allow all or part of deferred tax asset to be utilized.

#### Offsetting

Financial assets and financial liabilities are offset and the net amount reported in the consolidated financial statement when there is a legally enforceable right to offset the recognized amounts and the company intends to either settle them on a net basis, or to realize the asset and settle the liability simultaneously.

## Revenue recognition

#### A. Insurance policies

Insurance premiums are recorded as revenues (earned premiums) based on the accrual periods and policy covering period. Unearned premiums are recorded according to insurance policy periods at the date of financial statements claims expenses are recognized in the statement of income based on the expected claim value to compensate other parties.

#### B. Dividend and interest revenue

The Dividends revenues are realized when the shareholder has the right to receive the payment once declared by the General Assembly of Shareholders. Interest revenues are recorded using the accrual basis based on the accrual periods, principle amount and interest rate.

#### **Expenditures recognition**

All commissions and other costs related to the new insurance contracts or renewed are recorded in the statement of income during the period it occurred in and all other expenditures are recognized using the accrual basis.

#### **Insurance compensations**

Insurance compensations represent paid claims during the year and change in outstanding claims reserve.

Insurance compensations include all payments paid during the year whether it's related to the current year or prior years. Outstanding claims represent the highest estimated amount settle the claims resulting from events occurring before the date of financial statements but not settled yet.

Outstanding claim reserve is recorded based on the best available information at the date of financial statements and includes the IBNR.

#### Recoverable scraped value

Recoverable scraped value is considered when recording the outstanding claim amount.

#### Administrative expenses

Administrative expenses are distributed to each insurance division separately. Moreover, 80% of the non-distributable general and administrative expenses are allocated to different insurance departments based on the ratio of written premiums of the department to total premiums.

#### Employees' expenses

The traceable employees' expenses are allocated directly to insurance departments, and 80% of un-allocated employees' expenses are allocated based on earned premiums per department to total premiums.

#### Insurance policy acquisition cost

Acquisition costs represent the cost incurred by the Company for selling or underwriting or issuing new insurance contract, the acquisition cost is recorded in statement of income.

#### Foreign currency

Assets and liabilities denominated in foreign currencies are translated to Jordanian Dinar using the prevailing exchange rates at year end. Foreign currency transactions during the year are recorded using exchange rates that were in effect at the dates of the transactions. Foreign exchange gains or losses are reflected in the consolidated statement of comprehensive income.

#### 3. Bank Deposits

|               | 2017                                   |   |  |           | 2016      |
|---------------|--|---|--|-----------|-----------|
|               | Deposits mature<br>within (1)<br>month | Deposits mature after (1) month till (3) months | Deposits mature after (3) months till (1) year | Total     | Total     |
| Inside Jordan | 490,837                                | 225,000   | 6,259,239                                      | 6,975,076 | 8,285,691 |

- The annual interest rates on the deposits ranged between (1%) to (6%) during the year 2017, (2.5% to 4.1%: 2016).
- Deposits pledged to the favor of the General Secretary of the Ministry of Industry, Trade and Supply amounted to JOD (225,000) as at 31 December 2017 and 2016.

# 4. Financial Assets at Fair Value Through Other Comprehensive Income

|  | 2017       | 2016    |
|--|------------|---------|
| Inside Jordan:                                     |            |         |
| Investments in listed shares                       | 230,110    | 240,676 |
| Investments in unlisted shares                     | 128,366    | 128,366 |
| Total  | 358,476    | 369,042 |
| Outside Jordan:                                    |            |         |
| Investments in unlisted shares                     | 204,050    | 204,050 |
| Total  | 562,526    | 573,092 |
|  |            |         |
|  |            |         |
| 5. Financial Assets at Amortized Cost              |            |         |
|  | 2017       | 2016    |
| Inside Jordan:                                     |            |         |
| Arab Real Estate Development Company bonds – net * | SE.        |         |
|  | 2017       | 2016    |
| Outside Jordan:                                    |            |         |
| NCH.NAC (-previously-Global Kuwait bonds)**        | 311,872    | 311,872 |
| AL Dar Investment bonds / Kuwait - net ***         | <u>2</u> 1 |         |
| Total  | 311,872    | 311,872 |
| Grand total  | 311,872    | 311,872 |
|  |            |         |

<sup>\*</sup> Arab Real Estate Development Company bonds matured during the year 2011 but not yet collected, an impairment provision has been recorded for the full value of the bonds which amounted to JOD (500,000).

<sup>\*\*</sup> This item represents investment in bonds issued by Global Investment House - Kuwait (the main shareholder) with an amount of JOD (1) million, these bonds matured on 24 November 2013, the general assembly of bonds holders has resolved in its meeting held on 22 November 2012 to reschedule these bonds and they became to the favor of NAC company with an amount of JOD (750,000) and JOD (250,000) to the favor of NCH company, an impairment provision amounted to JOD (550,000) has been recorded against these bonds, NAC company has redeemed JOD (131,798) during the year 2015 and JOD (6,330) during the year 2016.

| 2017                      | Bond's value                    | Redemption                         | Impairment<br>provision                | Total                         |
|---------------------------|---------------------------------|------------------------------------|--|-------------------------------|
| <u>2017</u><br>NAC<br>NCH | 750,000<br>250,000<br>1,000,000 | ( 138,128)<br>-<br>( 138,128)      | ( 412,500)<br>( 137,500)<br>( 550,000) | 199,372<br>112,500<br>311,872 |
| <u>2016</u><br>NAC<br>NCH | 750,000<br>250,000<br>1,000,000 | ( 138,128)<br>-<br>-<br>( 138,128) | ( 412,500)<br>( 137,500)<br>( 550,000) | 199,372<br>112,500<br>311,872 |

<sup>\*\*\*</sup> This item represents investment in bonds issued by AL Dar Investment Company - Kuwait with an amount of KWD (500,000) which represents JOD (1,333,250) with murabaha rate of 7.5% annually, these bonds matured during the year 2009 and haven't been redeemed, as a result a full impairment provision has been recorded. During the year 2013 the bonds have been rescheduled and JOD (72,717) was received and the related impairment provision has been reversed.

#### 6. Investment Property

|       |           | 2016      |
|-------|-----------|-----------|
| Lands | 1,231,586 | 1,231,586 |

The investment property's fair value was valued by real estate experts at an amount of JOD (2,280,546) as at 31 December 2017, (2016: JOD 2,280,546).

#### 7. Cash on Hand and at Banks

Checks under collection\*

|                            | 2017    | 2016   |
|----------------------------|---------|--------|
| Cash on hand               | 11,131  | 1,169  |
| Current accounts at banks  | 288,677 | 62,015 |
|                            | 299,808 | 63,184 |
| 8. Checks Under Collection | 2017    | 2016   |

641,548

441,240

<sup>\*</sup> Checks under collection maturity extend to 10 December 2018.

| 9.  | Accounts Receivable                                   |             |              |
|-----|---|-------------|--------------|
|     |   | 2017        | 2016         |
|     | Policy holders  | 2,794,538   | 2,183,451    |
|     | Agents receivable                                     | 122,507     | 117,855      |
|     | Brokers receivable                                    | 103,291     | 66,268       |
|     | Employees receivable                                  | 57,641      | 55,868       |
|     | Others  | 24,887      | 20,833       |
|     | Total   | 3,102,864   | 2,444,275    |
|     | Less: Provision for doubtful debts*                   | (1,269,148) | ( 1,203,710) |
|     | Net Accounts Receivable                               | 1,833,716   | 1,240,565    |
| *   | Movements on provision for doubtful debts were as fo  | llows:      |              |
|     |   | 2017        | 2016         |
|     | Balance at beginning of the year                      | 1,203,710   | 1,161,177    |
|     | Provision for the year                                | 68,483      | 42,700       |
|     | Write off   | ( 3,045)    | ( 167)       |
|     | Balance at end of the year                            | 1,269,148   | 1,203,710    |
| 10. | Reinsurers Receivables                                |             |              |
|     |   | 2017        | 2016         |
|     | Local insurance companies                             | 426,794     | 345,464      |
|     | Foreign reinsurance companies                         | 504,146     | 562,608      |
|     | Provision for doubtful debts*                         | ( 758,615)  | ( 423,739)   |
|     | Net reinsurers receivables                            | 172,325     | 484,333      |
| *   | Movements on provision for doubtful debts were as fol | lows:       |              |
|     | _   | 2017        | 2016         |
|     | Balance at beginning of the year                      | 423,739     | 323,739      |
|     | Provision for the year                                | 334,876     | 100,000      |
|     | Balance at end of the year                            | 758,615     | 423,739      |

#### 11. Income Tax

#### A- Income tax provision

Income tax expense for the year which appears in the consolidated statement of profit or loss consists of the following:

|  | 2017   | 2016           |
|--|--------|----------------|
| Income tax for the year<br>Utilized deferred tax | 1,125  | <del>=</del> * |
|  | 50,058 | 222,772        |
|  | 51,183 | 222,772        |

The following is the reconciliation between declared (loss) profit and taxable (loss) profit:

|                         | 2017       | 2016      |
|-------------------------|------------|-----------|
| Declared (loss) profit  | ( 938,587) | 223,401   |
| Non-taxable income      | ( 349,665) | (502,625) |
| Non-deductible expenses | 794,820    | 234,425   |
| Taxable loss            | ( 493,432) | ( 44,799) |
| Statutory tax rate      | 24%        | 24%       |

- The Company has settled its tax liabilities with the Income Tax Department up to the year ended 2015.
- The income tax return for the year 2016 has been filed with the Income Tax Department but the Department has not reviewed the Company's records till the date of this report.
- No income tax provision has been taken on the Company's results of operations for the year 2017 as the Company's expenses exceeded its taxable revenues.
- Income tax provision has been calculated on the subsidiaries' results of operations for the year 2017 in accordance with the Income Tax law.
- In the opinion of management and the tax consultant the Company will benefit from deferred tax assets in the future according to the future business plan.

#### B - Deferred tax assets

This item consists of the following:

|  | 2017                                | 2016                                 |
|--|-------------------------------------|--------------------------------------|
| Tax accepted accumulated losses<br>Statutory tax rate<br>Deferred tax assets at year end | (4,540,271)<br>24%<br>1,089,665     | (4,748,846)<br>24%<br>1,139,723      |
| * Movements on deferred tax asset were as follows:                                       |                                     |                                      |
|  | 2017                                | 2016                                 |
| Beginning balance<br>Utilized deferred tax asset<br>Ending balance                       | 1,139,723<br>( 50,058)<br>1,089,665 | 1,362,495<br>( 222,772)<br>1,139,723 |

# 12. Property and Equipment

|                              | Lands        | Buildings | Fixture<br>& Furniture                  | Computers    | Vehicles | Machines &<br>Equipment | Total     |
|------------------------------|--------------|-----------|---|--------------|----------|-------------------------|-----------|
|                              |              |           | ÷ = = = = = = = = = = = = = = = = = = = |              |          |                         |           |
| Cost                         |              |           |   |              |          |                         |           |
| Balance at 1/1/2017          | 1,019,311    | 1,998,169 | 165,891                                 | 268,671      | 90,128   | 158,636                 | 3,700,806 |
| Additions                    |              | 2         | 6,343                                   | 4,155        | 17,000   | 1,423                   | 28,921    |
| Disposals                    |              |           | -                                       | ( 5,772)     | (12,931) | ( 6,317)                | ( 25,020) |
| Balance at 31/12/2017        | 1,019,311    | 1,998,169 | 172,234                                 | 267,054      | 94,197   | 153,742                 | 3,704,707 |
| Accumulated depreciation     |              |           |   |              |          |                         |           |
| Balance at 1/1/2017          | =            | 1,127,820 | 90,707                                  | 238,937      | 47,581   | 135,633                 | 1,640,678 |
| Depreciation                 | -            | 39,963    | 19,190                                  | 7,680        | 8,697    | 12,074                  | 87,604    |
| Disposals                    | 346          |           |   | ( 5,772)     | (12,931) | ( 6,256)                | ( 24,959) |
| Balance at 31/12/2017        |              | 1,167,783 | 109,897                                 | 240,845      | 43,347   | 141,451                 | 1,703,323 |
| Net book value at 31/12/2017 | 1,019,311    | 830,386   | 62,337                                  | 26,209       | 50,850   | 12,291                  | 2,001,384 |
| Cost                         |              |           |   |              |          |                         |           |
| Balance at 1/1/2016          | 1,019,311    | 1,998,169 | 163,459                                 | 244,460      | 79,697   | 149,486                 | 3,654,582 |
| Additions                    | ( <b>=</b> ) | -         | 10,610                                  | 23,057       | 42,000   | 6,215                   | 81,882    |
| Transfers                    | •            | -         | ( 4,089)                                | 1,154        | -        | 2,935                   |           |
| Disposals                    |              |           | ( 4,089)                                |              | (31,569) | ¥                       | ( 35,658) |
| Balance at 31/12/2016        | 1,019,311    | 1,998,169 | 165,891                                 | 268,671      | 90,128   | 158,636                 | 3,700,806 |
| Accumulated depreciation     |              |           |   |              |          |                         |           |
| Balance at 1/1/2016          | -            | 1,087,857 | 72,637                                  | 234,027      | 64,719   | 119,096                 | 1,578,336 |
| Depreciation                 | (a)          | 39,963    | 22,109                                  | 3,756        | 5,137    | 13,652                  | 84,617    |
| Transfers                    | -            | ¥         | ( 4,039)                                | 1,154        | -        | 2,885                   | #1        |
| Disposals                    |              | -         | ) •                                     | : <u>*</u> : | (22,275) | =                       | ( 22,275) |
| Balance at 31/12/2016        |              | 1,127,820 | 90,707                                  | 238,937      | 47,581   | 135,633                 | 1,640,678 |
| Net book value at 31/12/2016 | 1,019,311    | 870,349   | 75,184                                  | 29,734       | 42,547   | 23,003                  | 2,060,128 |

#### 13. Other Assets

|                     | 2017    | 2016    |
|---------------------|---------|---------|
| Accrued revenues    | 87,432  | 79,540  |
| Prepaid expenses    | 82,406  | 29,478  |
| Refundable deposits | 31,848  | 90,760  |
| Income tax deposits | 111,218 | 96,468  |
|                     | 312,904 | 296,246 |

# 14. Accounts Payable

|                    | 2017    | 2016    |
|--------------------|---------|---------|
| Policy holders     | 85,320  | 109,210 |
| Agents payable     | 87,163  | 83,814  |
| Brokers payable    | 102,661 | 70,770  |
| Employees payables | 22,818  | 2,272   |
| Other              | 251,630 | 147,821 |
|                    | 549,592 | 413,887 |
|                    |         |         |



#### 15. Reinsurers Payables

|                               | 2017    | 2016      |
|-------------------------------|---------|-----------|
| Local insurance companies     | 350,650 | 283,261   |
| Foreign reinsurance companies | 564,614 | 1,104,251 |
|                               | 915,264 | 1,387,512 |

#### 16. Other Liabilities

| Other Empirities              | 2017      | 2016    |
|-------------------------------|-----------|---------|
| Uncleared checks withholdings | 699,963   | 19,504  |
| Reinsurers' withholdings      | 195,398   | 291,295 |
| Accrued expenses              | 39,610    | 120,826 |
| Shareholders' withholdings    | 17,710    | 17,710  |
| Sales tax withholdings        | 36,212    | 13,665  |
| Income tax withholdings       | 3,359     | 4,812   |
| Sundry withholdings           | 14,403    | 21,360  |
| 0                             | 1,006,655 | 489,172 |
|                               |           |         |

#### 17. Paid-in Capital

The Company's authorized, subscribed and paid-in capital is JOD (5) Million divided equally into (5) Million shares with par value of JOD (1) each as at 31 December 2017. (2016: (7) Million shares with par value of JOD (1) each).

The General Assembly has resolved in its extraordinary meeting held on 24 April 2017 to decrease the paid - in capital by JOD (2) Million through calling (220,964) treasury stocks at par value and extinguishing JOD (951,595) loss from calling the treasury stocks and the accumulated losses as at 31 December 2016 which amounted to JOD (827,441).

#### 18. Statutory Reserve

The accumulated amounts in this account represent 10% of the Company's net income before income tax according to the Companies Law. The statutory reserve is not available for distribution to shareholders.

#### 19. Voluntary Reserve

The accumulated amounts in this account represent cumulative appropriations not exceeding 20% of net income. This reserve is available for distribution to shareholders.

#### 20. Cumulative Change in Fair Value

|   | - | 2017                |   | 2010               |
|---|---|---------------------|---|--------------------|
| Balance at beginning of the year<br>Change in fair value of financial assets through other comprehensive income | ( | 530,727)<br>10,565) | ( | 523,056)<br>7,671) |
| Balance at end of the year  | ( | 541,292)            | ( | 530,727)           |

2016

2017

#### 21. Accumulated Losses

|   |   |                     | 2016 |          |
|---|---|---------------------|------|----------|
| Balance at beginning of the year                | ( | 827,441)            | (    | 788,046) |
| Loss extinguishment                             | 7 | 827,441<br>989,770) |      | 629      |
| (Loss) profit for the year<br>Statutory reserve | , | -                   | (    | 22,340)  |
| Voluntary reserve                               |   | *                   | į    | 17,684)  |
| Balance at end of the year                      | ( | 989,770)            | (    | 827,441) |

| 22. | Interest Income  |                                      |                                   |
|-----|--|--------------------------------------|-----------------------------------|
|     |  | 2017                                 | 2016                              |
|     | Interest on time deposits Interest from financial assets at amortized cost   | 276,195                              | 291,436<br>35,260                 |
|     |  | 276,195                              | 326,696                           |
| 23. | Gains From Financial Assets and Investments, net  Cash dividends received Income from investment in financial assets at amortized cost | 2017<br>17,849<br>127,081<br>144,930 | 2016<br>6,902<br>38,555<br>45,457 |
| 24. | Other (Expenses)Revenues   | 2017                                 | 2016                              |
|     | Currency exchange differences  | ( 750)                               | ( 8,442)                          |
|     | Others   | ( 1,517)                             | 13,119<br>4,677                   |
|     |  | ( 2,267)                             | 4,077                             |
| 25. | <b>Employees Expenses</b>  |                                      |                                   |
|     |  | 2017                                 | 2016                              |
|     | Salaries and bonuses   | 1,068,613<br>133,322                 | 1,007,291<br>120,984              |
|     | Company's contribution in social security Medical expenses   | 73,028                               | 71,990                            |
|     | Travel and transportation  | 19,867                               | 15,750                            |
|     | Training   | 8,204                                | 11,983                            |
|     | Employees' bonus provision   |                                      | 70,000                            |
|     | Employees' vacation provision  | (11,253)                             | 192                               |
|     | End of service indemnity provision   | -                                    | 509                               |
|     |  | 1,291,781                            | 1,298,699                         |
|     | Allocated employees expenses to underwriting accounts<br>Unallocated employees expense to underwriting accounts                        | 1,033,425<br>258,356<br>1,291,781    | 1,038,959<br>259,740<br>1,298,699 |
|     |  |                                      |                                   |

| 26. | Administrative | Expenses |
|-----|----------------|----------|
|-----|----------------|----------|

|   | 2017    | 2016    |
|---|---------|---------|
| Board of directors expenses                                 | 146,488 | 149,703 |
| Security  | 19,524  | 48,000  |
| Water, electricity and heating                              | 37,650  | 38,172  |
| Stationery and printing                                     | 27,277  | 33,508  |
| Professional fees   | 32,550  | 33,100  |
| Advertisements  | 27,680  | 26,559  |
| Maintenance   | 30,148  | 26,402  |
| Subscriptions   | 18,282  | 18,160  |
| Postage and telecommunications                              | 18,493  | 17,930  |
| Insurance   | 14,487  | 14,826  |
| Lawsuits expenses & lawyers' fees                           | 11,774  | 12,186  |
| Governmental fees   | 14,113  | 11,163  |
| Rent  | 9,180   | 9,180   |
| Bank charges  | 7,630   | 6,883   |
| Tenders fees  | 497     | 2,751   |
| Others  | 60,916  | 61,697  |
| Total   | 476,689 | 510,220 |
|   |         |         |
| Allocated administrative expenses to underwriting accounts  | 381,351 | 408,176 |
| Unallocated administrative expense to underwriting accounts | 95,338  | 102,044 |
|   | 476,689 | 510,220 |
|   |         |         |

# 27. Basic and Diluted (Loss) Earnings per Share

|   | 2017       | 2016                    |
|---|------------|-------------------------|
| (Loss) profit for the year  | ( 989,770) | 629                     |
| Weighted average number of shares<br>Less: Weighted average number of treasury shares | 5,000,000  | 5,220,964<br>( 220,964) |
| %0 cccl   | 5,000,000  | 5,000,000               |
| Basic and diluted (loss) earnings per share   | ( 0.198)   | 0.0001                  |

# 28. Cash and Cash Equivalents

The cash and cash equivalents that appear in the statement of cash flows represent the following:

|   | 2017      | 2016    |
|---|-----------|---------|
| Cash on hand and at banks (Note 7)                    | 299,808   | 63,184  |
| Deposits at banks mature within three months (Note 3) | 715,837   | 574,873 |
|   | 1,015,645 | 638,057 |

#### 29. Related Party Transactions

- The Company has engaged into transactions with major shareholders, sister companies, board members and directors in the Company within the normal activities of the Company using insurance prices and commercial commissions.
- Below is a summary of related parties' transactions during the year:

| The state of the s | 2017               | 2016               |
|--|--------------------|--------------------|
| Items of consolidated statement of financial position: Financial assets at amortized cost  | 311,872            | 311,872            |
| Items of consolidated statement of comprehensive income: Income from financial assets at amortized cost  | 127,081            | 38,555             |
| The remunerations of members of key management (salarie benefits) are as follows:  | es, bonuses,       | and other          |
|  | 2017               | 2016               |
| Salaries and bonuses of key management<br>Board of directors' remunerations and transportations  | 580,259<br>146,488 | 532,237<br>149,703 |
| *  | 726,747            | 681,940            |

# 30. Fair Value of Financial Instruments Not Presented at Fair Value

This item includes receivables, payables and other financial assets and liabilities.

There are no significant differences between the book value and fair value of the financial assets and financial liabilities not presented at fair value.

#### 31. Fair Value

Financial instruments comprise financial assets and financial liabilities. Financial assets of the Company include cash on hand and at banks, bank deposits, accounts receivable, reinsurers' receivables, checks under collection, financial assets at fair value through other comprehensive income and financial assets at amortized cost. Financial liabilities of the Company include accounts payable and reinsurers' payables.

There are no significant differences between the book value and fair value of the financial assets and financial liabilities.

Financial assets and financial liabilities measured at fair value in the statement of financial position are grouped into three levels of a fair value hierarchy. The three levels are defined based on the observability of significant inputs to the measurement, as follows:

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2: inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly or indirectly.
- Level 3: unobservable inputs for the asset or liability.

| 2017  | Level 1 | Level 2 | Level 3 | Total   |
|---|---------|---------|---------|---------|
| Financial assets at fair value through other comprehensive income | 230,110 |         | 332,416 | 562,526 |
| 2016  | Level 1 | Level 2 | Level 3 | _Total  |
| Financial assets at fair value through other comprehensive income | 240,676 |         | 332,416 | 573,092 |

Financial assets included in level 3 are stated at cost less impairment charges, as the fair value of these assets cannot be measured reliably due to the lack of available active markets for identical assets.

#### 32. Risk Management

#### First: Descriptive Disclosures

The risk management policy considered one of the most important policies which the company had set for mitigating risk surrounded around its activities in order to safeguard the company's assets, shareholders equity and its financial position.

#### Risk management process

The risk management process and its policy are mainly concerned with risk control by reducing the frequency of its occurrence and reducing the expected losses on the other hand at the lowest possible cost. Therefore, the risk management responsibility is to discover the potential risks first and then analyze and classify these risks for the purpose of calculating the probability of the risks and the magnitude of the expected losses in the event of danger are examined in order to quantify the risks. Based on the above, the best and most effective means of coping with these risks were selected and their effects were reduced with a focus on the concept of reducing the costs associated with the risk.

#### Second: Quantitative Disclosures

#### A. Insurance Risk

#### 1- Insurance risk

Risks of any insurance policy represent the probability of occurrence of the insured accident and the uncertainty of the related claim amount due to the nature of the insurance policy, whereby the risks are volatile and unexpected in connection with insurance policies of a certain insurance class. As regards the application of the probability theory on pricing and the reserve, the primary risks facing the Company are that incurred claims and the related payments may exceed the book value of the insurance obligations. This may happen if the probability and risk of claims are greater than expected. As insurance accidents are unstable and vary from one year to another, estimates may differ from the related statistics.

Studies have shown that the more similar the insurance policies are, the nearer the expectations are to the actual loss. Moreover, diversifying the types of insurance risks covered decreases the probability of the overall insurance loss.

The Company has developed its insurance placement plan to ensure that insurance risks are diversified and distributed to different types of insurance, thus reducing the losses that may result from insurance claims if a particular insurance category is focused.

#### Following are the major insurance types and their risks:

#### Fire and other property damages insurance

Property insurance is designed to compensate policy holders for damages suffered to properties assets or for the value of property loss, also the policy holders may be compensated for the forfeited profit form disability to use his insured property.

The main risks for property insurance contracts are fire and business interruption, in recent years the Company has only insured highly classified properties containing fire detection and fighting equipment.

These contracts are written by reference to the replacement value of the properties and obtaining replacement contents and the time taken to restart operations which leads to business interruptions. These represent the main factors that influence the level of claims.

The Company has reinsurance cover for such damages amounting to JOD (4,500,000) for any individual claim during the years 2017 & 2016.

#### Motors insurance

Motors insurance is designed to compensate policy holders for damages suffered to their vehicles or liability to third parties arising from accidents, in addition policy holders may be compensated for vehicle burning and theft.

The main risks of motors insurance are compensation for death, injuries and replacement vehicles parts. In recent years the Company has issued comprehensive insurance policies only for vehicle manufactured on the year 2000 and above.

The amounts paid for compensation for death, injuries and cost of replacement vehicles parts are the main factors affecting the claims volume.

The Company has reinsurance cover for such damages for any losses above JOD (50,000) during the years 2017 & 2016.

#### Marine insurance

Marine insurance is designed to compensate policy holders for damages and liability arising from loss or damage to marine and land units, or exposure to accidents, resulting in the total or partial loss of cargos.

The followed strategy for the marine class of business is to ensure that policies are well diversified in terms of used shipping methods and shipping routes covered.

The Company has reinsurance cover for such damages amounting to JOD (4,000,000) for any individual claim during the years 2017 & 2016.

#### Medical insurance

Medical insurance is designed to compensate policy holders for medical costs arising from illness or inability as a one time or regular compensations. The Company has reinsurance with foreign reinsurers based on excess of loss which cover JOD (297,500) as a maximum yearly limit for one person, and in excess of JOD (2,500) per person per case during the year.

#### 2 - Claims Development

The schedules below show the actual claims (based on management's estimates at yearend) compared to the expectations for the past four years based on the year in which the accident occurred

| Motors<br>The accident year   | 2013 & before | 2014       | 2015       | 2016       | 2017                                   | Total      |
|---|---------------|------------|------------|------------|--|------------|
| At the end of the year  | 48,448,888    | 7,292,320  | 7,643,567  | 6,077,298  | 6,385,711                              | 75,847,784 |
| After one year  | 49,372,306    | 7,555,147  | 7,742,888  | 6,541,178  | -                                      | 71,211,519 |
| After two years   | 48,871,532    | 7,448,473  | 7,886,472  | -          | ************************************** | 64,206,477 |
| After three years   | 48,128,358    | 7,426,673  | :          | -          | _                                      | 55,555,031 |
| After four years  | 48,018,314    | =          | -          | -          |  | 48,018,314 |
| Present expectation for the accumulated claims                            | 48,018,314    | 7,426,672  | 7,886,472  | 6,541,178  | 6,385,711                              | 76,258,347 |
| Accumulated payments  Liability as in the statement of financial position | 46,906,461    | 6,974,816  | 7,216,525  | 5,554,265  | 4,517,126                              | 71,169,193 |
| Reported claims Incurred but not reported claims                          | 1,111,853     | 451,856    | 669,947    | 986,913    | 1,868,585                              | 5,089,154  |
| 150 N. Del                            | <u> </u>      |            |            |            | 1,107,000                              | 1,107000   |
| Surplus (Deficit) in the preliminary estimate for reserve                 | 430,574       | ( 134,352) | ( 242,905) | ( 463,880) |  | ( 410,563) |

| Marine  |   |              |                     |                 |  |                   |
|---|---|--------------|---------------------|-----------------|--|-------------------|
| The accident year   | 2013 & before                           | 2014         | 2015                | 2016            | 2017   | Total             |
| At the end of the year                                    | 754,004                                 | 7,507        | 30,738              | 1,776           | 8,784  | 802,809           |
| After one year  | 754,666                                 | 301,752      | 4.004.00#610.4W6050 | 77,588          |  | 1,171,243         |
| After two years   | 749,408                                 | 301,752      |                     |                 | 2  | 1,081,397         |
| After three years   | 714,893                                 | 301,752      | S 45/05/20          |                 | _  | 1,016,645         |
| After four years  | 719,236                                 | 5-8          | 9                   | į.              | -  | 719,236           |
| Present expectation for the accumulated claims            | 719,236                                 | 301,752      | 30,237              | 77,588          | 8,784  | 1,137,597         |
| Accumulated payments                                      | 596,650                                 | 301,752      | 28,937              | 76,852          | 5,184  | 1,009,375         |
| Liability as in the statement of financial position       |   |              |                     | 140.452(6400=1) | 78500,000  | -,000,00          |
| Reported claims   | 122,586                                 | 100          | 1,300               | 736             | 3,600  | 128,222           |
| Incurred but not reported claims                          |   | -            | -                   |                 | 6,500  | 6,500             |
| Surplus (Deficit) in the preliminary estimate for reserve | 34,768                                  | ( 294,245)   | 501                 | ( 75,812)       |  | ( 334,788)        |
| Aviation  |   |              |                     |                 |  |                   |
| The accident year   | 2013 & before                           | 2014         | 2015                | 2016            | 2017   | Total             |
| At the end of the year                                    | 409,114                                 |              | -                   | _               |  | 409,114           |
| After one year  | 409,114                                 | -            | 3 <b>*</b> 3        | -               | -  | 409,114           |
| After two years   | 409,114                                 | 12           | -                   | -               | _  | 409,114           |
| After three years   | 409,114                                 | 7 <b>=</b> 0 | •                   |                 | _  | 409,114           |
| After four years  | 409,114                                 |              | _                   | 2               |  | 409,114           |
| Present expectation for the accumulated claims            | 409,114                                 | -            |                     |                 | 2  | 409,114           |
| Accumulated payments                                      | 409,114                                 |              |                     | -               | _  | 409,114           |
| Liability as in the statement of financial position       | 0.0000000000000000000000000000000000000 |              |                     |                 |  | 407,114           |
| Reported claims   | ÷                                       |              |                     |                 |  | <del></del>       |
| Incurred but not reported claims                          | 2                                       |              | -                   | -               |  | -                 |
| Surplus in the preliminary estimate for reserve           |   |              |                     |                 |  |                   |
| Fire and other property damage<br>The accident year       | 2013 & before                           | 2014         | 2015                | 2016            | 2017   | Total             |
| At the end of the year                                    | 0.602.212                               | 110 102      | 2 (1 1 701          | F0 F3F          |  |                   |
| After one year  | 9,693,212                               | 119,493      | 2,614,781           | 79,737          | 452,651  | 12,959,874        |
| After two years   | 9,173,112                               | 230,609      | 2,759,831           | 174,525         | ( ·  | 12,338,077        |
| After three years   | 9,146,744                               | 313,928      | 2,741,181           | 1.50            | 3 <del>5</del> 3   | 12,201,853        |
| After four years  | 9,250,736                               | 274,707      | -                   | *               | •  | 9,525,443         |
| Present expectation for the accumulated claims            | 9,265,548                               | 071 707      | 0.711.101           | -               | -  | 9,265,548         |
| Accumulated payments                                      | 9,265,548<br>7,709,158                  | 274,707      | 2,741,181           | 174,525         | 452,651  | 12,908,612        |
| Liability as in the statement of financial position       | 7,709,136                               | 220,590      | 2,728,826           | 141,667         | 210,421  | 11,010,662        |
| Reported claims   | 1 554 000                               |              |                     | 200000000       | ANTONIO CONTRA DE LA CONTRA DEL CONTRA DE LA CONTRA DEL CONTRA DE LA CONTRA DEL CONTRA DE LA CONTRA DEL CONTRA DE LA CONTR | W. See Table 1999 |
| Incurred but not reported claims                          | 1,556,390                               | 54,117       | 12,355              | 32,858          | 242,230  | 1,897,950         |
| meaned but not reported claims                            |   |              | <del></del>         |                 | 10,000   | 10,000            |
| Surplus (deficit) in the preliminary estimate for reserve | 427,664                                 | (155,214)    | ( 126,400)          | (94,788)        |  | 51,262            |
| Liability<br>The accident year                            | 2013 & before                           | 2014         | 2015                | 2016            | 2017   | Total             |
| At the end of the year                                    | 916,287                                 | 683,492      | 1,100               | 1,335           | 052  | 1 (02 1()         |
| After one year  | 1,291,279                               | 38,500       | 1,000               | 1,335           | 952  | 1,603,166         |
| After two years   | 1,295,437                               | 38,500       | 1,000               | 1,000           | -  | 1,332,114         |
| After three years   | 1,294,150                               | 35,500       | 1,000               |                 |  | 1,334,937         |
| After four years  | 701,642                                 | -            | # P                 | 2               | 7.5<br>123   | 701 642           |
| Present expectation for the accumulated claims            | 701,642                                 | 35,500       | 1,000               | 1,335           | 952  | 701,642           |
| Accumulated payments                                      | 496,642                                 | -            | 1,000               |                 |  | 740,429           |
| Liability as in the statement of financial position       | ,012                                    | 353          | 1,000               | 1,335           | 952  | 499,929           |
| Reported claims   | 205.000                                 | 25 500       |                     |                 |  |                   |
| Incurred but not reported claims                          | 205,000                                 | 35,500       | •                   | -               | -  | 240,500           |
|   |   |              |                     | <u> </u>        | 2,000  | 2,000             |
| Surplus in the preliminary estimate for reserve           | 214,645                                 | 647,992      | 100                 |                 |  | 862,737           |

| Medical   |               |            |         |                |  | _         |
|---|---------------|------------|---------|----------------|--|-----------|
| The accident year   | 2013 & before | 2014       | 2015    | 2016           | 2017   | Total     |
| At the end of the year  | 1 (00 50)     | 724,927    |         |                | 72 S - A - C - C - C - C - C - C - C - C - C |           |
| After one year  | 1,638,596     | 5000000000 | 803,010 | 497,361        | 845,865                                      | 4,509,75  |
| After two years   | 1,638,596     | 724,927    | 803,010 | 497,361        | 2  | 3,663,89  |
| After three years   | 1,638,596     | 724,927    | 803,010 | -              | 2  | 3,166,53  |
| After four years  | 1,638,596     | 724,927    | 19      |                | =  | 2,363,52  |
| Present expectation for the accumulated claims                    | 1,638,596     | -          | 323     | S              |  | 1,638,59  |
| Accumulated payments  | 1,638,596     | 724,927    | 803,010 | 497,361        | 845,865                                      | 4,509,75  |
| Liability as in the statement of financial position               | 1,638,596     | 724,927    | 803,010 | 497,361        | 710,193                                      | 4,374,08  |
| Reported claims   |               |            | :       | <u> </u>       |  |           |
| incurred but not reported claims                                  | (2)           | ÷          | *       | ( <del>*</del> | 135,672                                      | 135,67    |
|   |               | -          |         |                | 11,242                                       | 11,24     |
| Surplus in the preliminary estimate for reserve                   |               |            | -       | e e            |  | -         |
| Others  |               |            |         |                |  |           |
| The accident year   | 2013 & before | 2014       | 2015    | 2016           | 2017   | Total     |
|   |               |            |         |                |  | Total     |
| At the end of the year  | 938,363       | 765        | 705     | 7,000          | 2,000  | 0.10 0.22 |
| After one year  | 964,264       | 1,465      | 10,183  | 19,348         | 2,000  | 948,833   |
| after two years   | 943,622       | 4,215      | 3,158   | 17,510         |  | 995,260   |
| fter three years  | 791,579       | 3,765      | -       |                | 120<br>10                                    | 950,995   |
| fter four years   | 773,924       | =          | -       | -              | -  | 795,344   |
| resent expectation for the accumulated claims                     | 773,924       | 3,765      | 3,158   | 19,348         | 2,000  | 773,924   |
| ccumulated payments   | 747,029       | 1,057      | 1,858   | 15,901         | 2,000  | 802,195   |
|   |               |            |         | 10,701         | 220  | 766,071   |
| lability as in the statement of financial position                |               |            |         |                | 36   |           |
| iability as in the statement of financial position eported claims | //<br>F       | 2 708      |         | 2.445          |  |           |
|   | 26,895        | 2,708      | 1,300   | 3,447          | 1,774  | 36,124    |
| eported claims  | //<br>F       | 2,708      |         | 3,447          |  |           |

# 3 - Insurance Risk Concentrations

Below are schedules demonstrate gross and net risk concentration based on insurance type:

|                        |   | At year e   | ended 31 Decer   | nber 2017  |   |   |   |
|------------------------|---|---|--|--|---|---|---|
| Motors                 | Marine  | Aviation  | Fire   | Liability  | Medical   | Others  | Total   |
| 9,173,916<br>7,929,000 | 159,481<br>18,399                             | <u> </u>  | 2,472,019<br>120,445   | 411,952<br>31,310  | 626,554<br>626,554  | 92,555<br>51,981  | 12,936,477<br>8,777,689   |
|                        |   | At year e   | nded 31 Decen  | iber 2016  |   |   |   |
| Motors                 | Marine  | Aviation  | Fire   | Liability  | Medical   | Others  | Total   |
| 9,185,629<br>8,270,212 | 168,889<br>19,854                             | 4,332<br>4,332  | 2,592,855<br>118,375   | 1,019,502<br>67,675  | 158,922<br>80,589   | 122,857<br>81,254   | 13,252,986<br>8,642,291   |
|                        | 9,173,916<br>7,929,000<br>Motors<br>9,185,629 | 9,173,916 159,481<br>7,929,000 18,399<br>Motors Marine<br>9,185,629 168,889 | Motors         Marine         Aviation           9,173,916         159,481         -           7,929,000         18,399         -           At year e           Motors         Marine         Aviation           9,185,629         168,889         4,332 | Motors         Marine         Aviation         Fire           9,173,916         159,481         -         2,472,019           7,929,000         18,399         -         120,445           At year ended 31 December           Motors         Marine         Aviation         Fire           9,185,629         168,889         4,332         2,592,855 | 9,173,916 159,481 - 2,472,019 411,952 7,929,000 18,399 - 120,445 31,310  At year ended 31 December 2016  Motors Marine Aviation Fire Liability  9,185,629 168,889 4,332 2,592,855 1,019,502 | Motors         Marine         Aviation         Fire         Liability         Medical           9,173,916         159,481         -         2,472,019         411,952         626,554           7,929,000         18,399         -         120,445         31,310         626,554           At year ended 31 December 2016           Motors         Marine         Aviation         Fire         Liability         Medical           9,185,629         168,889         4,332         2,592,855         1,019,502         158,922           8,270,212         19,854         4,232         2,592,855         1,019,502         158,922 | Motors         Marine         Aviation         Fire         Liability         Medical         Others           9,173,916         159,481         -         2,472,019         411,952         626,554         92,555           7,929,000         18,399         -         120,445         31,310         626,554         51,981           At year ended 31 December 2016           Motors         Marine         Aviation         Fire         Liability         Medical         Others           9,185,629         168,889         4,332         2,592,855         1,019,502         158,922         122,857           8,270,212         19,854         4,332         118,975         (CF,CE)         158,922         122,857 |

Below are schedules demonstrate the distribution of the insurance contracts assets and liabilities based on geographical area and sector:

|   | 20                  | 17               | 200                 | 16               |
|---|---------------------|------------------|---------------------|------------------|
| A According to                                      | Assets              | Liabilities      | Assets              | Liabilities      |
| A- According to geographical area:<br>Inside Jordan | 3,811,288           | 12,936,477       | 4,597,495           | 13,252,986       |
|   | 20                  | 17               | 201                 | .6               |
| D 4 11  | Accounts receivable | Accounts payable | Accounts receivable | Accounts payable |
| B- According to sector:                             |                     |                  |                     |                  |
| Public sector                                       | 7,583               | 229              | 15,178              | 452              |
| Companies and corporations                          | 1,607,694           | 489,360          | 1,056,007           | 391,798          |
| Individuals   | 218,439             | 60,003           | 169,380             | 21,637           |
|   | 1,833,716           | 549,592          | 1,240,565           | 413,887          |
|   | 0.0                 |                  |                     |                  |

#### 4 - Reinsurance Risk

As with other insurance Companies, and for the purpose of reducing the exposure to financial risks that may arise from major insurance claims, the Company, within the normal course of its operations, enters into reinsurance contracts with other parties.

In order to reduce its exposure to major losses arising from the insolvency of reinsurance companies, the Company evaluates the financial position of the reinsurance companies it deals with while monitoring credit concentrations coming from geographic areas and activities or economic components similar to those companies. Moreover, the reinsurance policies issued do not exempt the Company from its obligations towards policy holders. As a result, the Company remains committed to the reinsured claims balance in case the reinsurers are unable to meet their obligations according to the reinsurance contracts.

#### 5 - Insurance Risk Sensitivity

The table below shows the possible reasonable effect of the change in earned revenues from written premiums on the statement of profit or loss and equity keeping all other affecting variables fixed:

| Insurance type  | Change | Effects on the earned revenues from written premiums | Current year<br>underwriting<br>Profit (loss) before tax | Equity*    |
|-----------------|--------|--|--|------------|
| Motor           | 10%    | 613,305  | 249,824  | 189,866    |
| Marine          | 10%    | 1,752  | 7,020  | 5,335      |
| Aviation        | 10%    | 433  | 4,765  | 3,621      |
| Fire & Property | 10%    | 5,261  | ( 32,380)  | ( 24,608)  |
| Liability       | 10%    | 2,887  | 50,139   | 38,106     |
| Medical         | 10%    | 65,382   | ( 152,028)   | ( 115,541) |
| Others          | 10%    | 4,068  | 67,255   | 51,114     |
|                 | :      | 693,088  | 194,595  | 147,893    |

<sup>\*</sup> Net after deducting income tax effect.

If there is a negative change the effect equals the change above with changing the sign.

The table below shows the possible reasonable effects of the change in claims cost on the statement of profit or loss and equity keeping all other affecting valuables fixed:

| Insurance type  | Change | Effects on the claims cost | Current year<br>underwriting<br>Profit (loss) before tax | _Equity*   |
|-----------------|--------|----------------------------|--|------------|
| Motor           | 10%    | 505,829                    | ( 869,310)   | ( 660,676) |
| Marine          | 10%    | 1,347                      | 3,921  | 2,980      |
| Aviation        | 10%    | =                          | 4,332  | 3,292      |
| Fire & Property | 10%    | 3,062                      | ( 40,703)  | ( 30,934)  |
| Liability       | 10%    | ( 3,177)                   | 50,429   | 38,326     |
| Medical         | 10%    | 64,165                     | ( 281,575)   | ( 213,997) |
| Others          | 10%    | ( 2,911)                   | 66,098   | 50,234     |
|                 | _      | 568,315                    | ( 1,066,808)   | ( 810,775) |

<sup>\*</sup> Net after deducting income tax effect.

If there is a negative change the effect equals the change above with changing the sign.

#### **B-** Financial Risks

The Company follows financial policies to manage several risks within a specified strategy. The Company's management observes and controls the risk and determines the most suitable strategic risk distribution procedures for each of the financial assets and liabilities. This risk includes market risk, credit risk and liquidity risk.

The Company follows a hedging policy for each of its assets and liabilities when required; the hedging policy is related to future expected risks.

#### 1. Market Risks

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate as a result of changes in market prices such as interest rates, currency prices and stock prices. Market risks arise as a result of having opened positions in interest rates, currencies and investment in stocks. These risks are monitored according to specific policies and procedures and through specialized committees and business units.

Market risks and its monitoring are measured using sensitivity analysis.

#### Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate as a result of changes in interest rates.

The annual interest rates on the deposits ranged between (1%) to (6%) during the year 2017, (2.5% to 4.1%: 2016), the Company always aims to mitigate this risk through monitoring the changes in interest rates in the market, suitability of maturities between assets and liabilities and interest rate re-pricing gap, if interest rates had increased or decreased by 1% annually the net results for the year would have been reduced / increased by JOD (72,870) during 2017 (2016: JOD 85,976)

#### Foreign currencies risk

The foreign currencies risk is the risk relating to the change in the value of the financial instruments due to the change in the foreign currencies exchange rates. The Jordanian Dinar is considered the Company's functional currency. The Board of Directors sets the limits for the financial position of each currency at the Company. Additionally, the foreign currencies positions are monitored daily. Strategies are adopted to ensure that the positions of foreign currencies are maintained within the approved limits.

Most of the Company's assets and liabilities are funded in Jordanian Dinar or US Dollar. The exchange rate of the US Dollar to Jordanian Dinar is fixed and the probability of this risk is very minimal

#### Equity price risk

Equity price risk result from the change in the fair value of equity securities. The Company manages these risks through the diversification of investments in several geographical areas and economic sectors. If the quoted market price of listed equity securities had increased or decreased by 10%, the comprehensive income for the year would been increased / reduced by JOD (23,011) during 2017 (2016: JOD 24,068).

#### 2- Credit Risk

Credit risks are those risks resulting from the default of counterparties to the financial instrument to repay their commitment to the Company. The Company limits its credit risk by only dealing with reputable banks and by setting credit limits for individual customers and monitoring outstanding receivables. The maximum exposure to credit risk is represented by the carrying value of each financial asset.

The balance of the largest client represent (6%) of accounts receivable balance as at 31 December 2017 (11%: 2016).

#### 3- Liquidity Risk

Liquidity risk is the risk that the Company will not be able to meet its obligations as they fall due. To limit this risk, management has arranged diversified funding sources, manages assets and liabilities, and monitors liquidity on a daily basis and maintains sufficient amount of cash and cash equivalents and quoted securities.

The Company applies a suitable system to manage its short and long term funding risk and maintains sufficient reserves through monitoring the expected cash flows and comparing the maturities of assets with to the maturities of liabilities and technical obligations.

The table below summarizes the maturity profile of the Company's financial liabilities based on contractual undiscounted payments:

|   |                 | 201                 | 7                       |                       |                      |                   |            |
|---|-----------------|---------------------|-------------------------|-----------------------|----------------------|-------------------|------------|
|   | Less than month | 1 month to 3 months | 3 months to<br>6 months | 6 months<br>to 1 year | 1 year to<br>3 years | More than 3 years | Total      |
| Accounts payable                                  | 95,000          | 110,000             | 145,000                 | 115,000               | 84,592               |                   | 549,592    |
| Reinsurers payables                               | 180,000         | 250,000             | 340,000                 | 100,000               | 45,264               |                   | 915,264    |
| Other provisions                                  | 15,000          | 35,000              | 25,000                  | 20,000                | 70,714               | () <del>=</del> ( | 165,714    |
| Other liabilities                                 | 335,000         | 220,000             | 270,000                 | 130,000               | 51,655               | 7 <u>2</u> 761    | 1,006,655  |
| Total   | 625,000         | 615,000             | 780,000                 | 365,000               | 252,225              | 141               | 2,637,225  |
| Total Assets (According to its expected maturity) | 1,150,000       | 1,750,000           | 2,250,000               | 5,500,000             | 1,380,000            | 3,402,410         | 15,432,410 |

|   |                 | 201                 | 6                       |                       |                   |                   |            |
|---|-----------------|---------------------|-------------------------|-----------------------|-------------------|-------------------|------------|
|   | Less than month | 1 month to 3 months | 3 months to<br>6 months | 6 months<br>to 1 year | 1 year to 3 years | More than 3 years | Total      |
| Accounts payable                                  | 50,000          | 75,000              | 90,000                  | 110,000               | 88,887            |                   | 413,887    |
| Reinsurers payables                               | 150,000         | 260,000             | 450,000                 | 420,000               | 107,512           | -                 | 1,387,512  |
| Other provisions                                  | 16,000          | 10,000              | 20,000                  | 25,000                | 105,967           | 2                 | 176,967    |
| Other liabilities                                 | 65,000          | 90,000              | 130,000                 | 140,000               | 64,172            |                   | 489,172    |
| Total   | 281,000         | 435,000             | 690,000                 | 695,000               | 366,538           | S.                | 2,467,538  |
| Total Assets (According to its expected maturity) | 1,200,000       |                     | 1,500,000               | 7,152,658             | 2,047,342         | 2,877,660         | 16,127,660 |

#### 33. Analysis of Main Sectors

# A- Background information on the Company's business segments

For management purposes, the Company measures its insurance segments in accordance with the reports used by executive manager and the company's primary decision maker to include General insurance sector which comprised fire, accidents, marine, medical, and motor insurance. This sector is the base used by the Company to disclose information related to key sectors, the mentioned sector also includes the Company's investments and cash management. The activities between the business sectors are performed based on commercial basis.

# B - Geographical distribution

The following disclosure demonstrates geographical distribution of the Company's operations; the Company mainly conducts its operations in Jordan.

The following table depicts the distribution of total revenues and capital expenditures based on their pertaining geographical distribution:

|  | Inside Jordan       |                     | Outside Jordan |        | Total     |           |
|--|---------------------|---------------------|----------------|--------|-----------|-----------|
|  | 2017                | 2016                | 2017           | 2016   | 2017      | 2016      |
| Total revenues<br>Capital expenditures | 8,086,969<br>28,921 | 6,980,868<br>81,882 | 127,081        | 38,555 | 8,214,050 | 7,019,423 |
| 1                                      | 20,721              | 01,002              | 20.00          | 4-1    | 28,921    | 81,882    |

#### 34. Capital Management

- a. The Company manages its capital in line with the regulations of the Ministry of Industry, Trade and Supply-Insurance Administration. These requirements were designed to ensure a suitable margin. Additional targets have been assigned by the Company to maintain strong credit rating and high capital margin in order to support its business and maximize shareholders value.
- b. The Company manages its capital structure and makes necessary adjustments in light of changes in business conditions. No changes were made in the objectives, policy or processes during the current and previous years.
- c. The Company's solvency margin as at 31 December 2017 is below than the minimum margin determined by Insurance Administration which amounts to (150%).

|                                | 2017      | 2016      |
|--------------------------------|-----------|-----------|
| Available capital (A)          | 5,066,457 | 6,052,653 |
| Capital requirements to meet   |           |           |
| Assets risks                   | 2,551,506 | 2,185,584 |
| Underwriting liabilities       | 1,368,529 | 1,467,139 |
| Reinsurers' credit risk        | 198,364   | 359,087   |
| Total capital requirements (B) | 4,118,399 | 4,011,810 |
| Solvency margin (A)/(B)        | 123%      | 151%      |

# 35. Maturity Analysis of Assets and Liabilities:

The table below shows an analysis of assets and liabilities analyzed according to when they are expected to be recovered or settled:

| 2017  | Up to one year | More than one year | Total      |
|---|----------------|--------------------|------------|
| Assets  |                |                    |            |
| Bank deposits   | 6,975,076      |                    | 6 075 076  |
| Financial assets at fair value through other comprehensive income | 230,110        | 332,416            | 6,975,076  |
| Financial assets at amortized cost                                | 20,000         | 291,872            | 562,526    |
| Investment property   | -              | 1,231,586          | 311,872    |
| Cash on hand and at banks   | 299,808        | 1,231,366          | 1,231,586  |
| Checks under collection   | 641,548        | ( <b>-</b> )       | 299,808    |
| Accounts receivable   | 1,833,716      | -                  | 641,548    |
| Reinsurers receivables  | 172,325        | -                  | 1,833,716  |
| Deferred tax assets   |                | -                  | 172,325    |
| Property and equipment  | 150,000        | 939,665            | 1,089,665  |
| Other assets  | 124,513        | 1,876,871          | 2,001,384  |
| Total Assets  | 202,904        | 110,000            | 312,904    |
|   | 10,650,000     | 4,782,410          | 15,432,410 |
| Liabilities   |                |                    |            |
| Unearned premiums reserve   | 3,463,846      | _                  | 3,463,846  |
| Outstanding claims reserve  | 3,430,000      | 1,883,843          |            |
| Accounts payable  | 465,000        | 84,592             | 5,313,843  |
| Reinsurers payables   | 870,000        |                    | 549,592    |
| Other provisions  | 95,000         | 45,264             | 915,264    |
| Other liabilities   |                | 70,714             | 165,714    |
| Otal Liabilities  | 955,000        | 51,655             | 1,006,655  |
| Vet Assets  | 9,278,846      | 2,136,068          | 11,414,914 |
| 1   | 1,371,154      | 2,646,342          | 4,017,496  |
|   |                |                    |            |

| 2016   | Up to one year   | More than one year  | Total   |
|--|--|---|---|
| Assets   |  |   |   |
| Bank deposits Financial assets at fair value through other comprehensive income Financial assets at amortized cost Investment property Cash on hand and at banks Checks under collection Accounts receivable Reinsurers receivables Deferred tax assets Property and equipment Other assets Total Assets | 8,285,691<br>240,676<br>20,000<br>-<br>63,184<br>441,240<br>1,240,565<br>484,333<br>139,723<br>87,000<br>200,246 | 332,416<br>291,872<br>1,231,586<br>-<br>-<br>-<br>-<br>1,000,000<br>1,973,128<br>96,000 | 8,285,69<br>573,092<br>311,872<br>1,231,586<br>63,184<br>441,240<br>1,240,565<br>484,333<br>1,139,723<br>2,060,128<br>296,246 |
| iabilities   | 11,202,658   | 4,925,002   | 16,127,660  |
| nearned premiums reserve tutstanding claims reserve ccounts payable ther provisions einsurers payables ther liabilities et Assets  | 2,491,729<br>5,000,000<br>325,000<br>71,000<br>1,280,000<br>425,000<br>9,592,729<br>1,609,929                    | 1,150,562<br>88,887<br>105,967<br>107,512<br>64,172<br>1,517,100                        | 2,491,729<br>6,150,562<br>413,887<br>176,967<br>1,387,512<br>489,172<br>11,109,829  |

# 36. Lawsuits Against the Company

There are lawsuits filed against the Company amounting to JOD (4,553,423) as at 31 December 2017, (2016: JOD 5,046,394).

In the opinion of the Company's management and its lawyer, no obligations shall arise that exceeds the allocated amounts within the net claims reserve.

#### 37. Contingent Liabilities

The Company has bank guarantees of JOD (31,848) as at 31 December 2017.

# 38. Subsequent Events

No subsequent events have a material impact on the consolidated financial statement as at 31 December 2017.