# INTERNATIONAL GENERAL INSURANCE COMPANY LIMITED

FINANCIAL STATEMENTS

31 March 2006



P. O.Box: 1140 Amman 11118 Telephone : 5526111 5527666

Fax : 5538300

## To the Partners of International General Insurance Company (Exempt Company) Amman - Jordan

We have audited the accompanying balance sheet of International General Insurance Company Limited (Exempt Company) as of 31 March 2006, and the related statements of income, cash flows and changes in equity for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with International Standards on Auditing. Those Standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Company as of 31 March 2006, and the results of its operations and its cash flows for the year then ended in accordance with International Financial Reporting Standards.

Amman – Jordan 17 May 2006 Ernot + Young

## BALANCE SHEET At 31 March 2006

ASSETS	Notes	2006 USD	2005 USD (Restated)
Premises and equipment	3	274,764	198,569
Intangible assets, net	3 4	119,196	66,341
Investment in associated companies	5	8,380,129	8,250,780
Deferred policy acquisition costs	20	6,354,144	2,805,047
Available-for-sale investments	6	72,837,881	31,721,552
Receivables arising from insurance contracts	7	27,447,918	10,729,550
Other receivables	8	450,118	492,974
Reinsurers' share of unexpired risks	_	4,910,283	2,877,615
Reinsurers' share of outstanding claims	9	27,158,704	3,203,127
Trading investments		5,084,530	-
Cash and short term deposits	10	90,212,235	38,849,733
TOTAL ASSETS		243,229,902	99,195,288
EQUITY AND LIABILITIES Equity Share capital Additional paid in capital Statutory reserve Special reserve Cumulative changes in fair values Retained earnings Total equity	11 12 13	2,556,172 71,602,279 1,716,242 48,591,549 6,273,856 13,978,464 144,718,562	1,408,451 - 953,490 48,591,549 7,297,917 7,863,701 66,115,108
LIABILITIES Liabilities arising from insurance contracts Unexpired risks Outstanding claims	15 16	38,825,149 40,214,824 79,039,973	17,198,152 8,870,034 26,068,186
Reinsurance payable Reinsurance premium deposit Other liabilities Deferred ceded commission	17	13,132,106 5,644,928 291,511 402,822	3,340,595 3,197,253 168,770 305,376
Total liabilities		98,511,340	33,080,180
TOTAL EQUITY AND LIABILITIES		243,229,902	99,195,288

## **INCOME STATEMENT**

Year ended 31 March 2006

	Notes	2006 USD	2005 USD (Restated)
Insurance premium revenue	18	35,852,793	19,365,753
Insurance premium ceded to reinsurers	18	(17,758,372)	(7,392,733)
Net insurance premium revenue		18,094,421	11,973,020
Claims	19	(38,273,325)	(6,010,424)
Reinsurers' share of claims	19	25,976,514	2,040,786
Policy acquisition costs	20	(5,175,883)	(2,569,317)
NET UNDERWRITING RESULT		621,727	5,434,065
Investment income	21	2,548,214	1,115,486
Net realised gains on available-for-sale investments	22	2,434,010	851,060
Income from associated companies	5	359,952	302,546
Gain from trading investments		4,577,629	
General and administrative expenses		(2,819,803)	(1,755,261)
(Loss)gain on exchange		(94,214)	80,830
PROFIT FOR THE YEAR		7,627,515	6,028,726

## STATEMENT OF CASH FLOWS

Year ended 31 March 2006

	Notes	2006 USD	2005 USD
OPERATING ACTIVITIES			
Profit for the year		7,627,515	6,028,726
Adjustments for:	2.4	0.5.0.4	61.400
Depreciation and amortization	3, 4	86,047	61,432
Profit on sale of premises and equipment	22	- (2.4.2.4.0.1.0)	(33)
Net gains on disposal of available-for-sale investments	22	(2,434,010)	(851,060)
Unrealized gain from trading investments Investment income	21	(4,371,907)	(1 115 496)
Gain from foreign exchange	21	(2,548,214) 14,682	(1,115,486) (21,339)
Income from associated companies		(359,952)	(302,546)
Reinsurers' share of unexpired risks		(2,032,668)	150,987
Movement in unearned premiums		21,626,997	5,119,273
Movement in outstanding claims		31,344,790	3,010,790
<b>c</b>			
Operating profit before changes in operating assets and liabilities		19 052 290	12,080,744
Deferred policy acquisition costs		48,953,280 (3,549,097)	(1,064,822)
Receivables arising from insurance contracts		(16,718,368)	(2,876,648)
Other receivables		42,855	(448,813)
Reinsurers' share of outstanding claims		(23,955,577)	(1,335,970)
Deferred ceded commission		97,446	(74,646)
Trading investments		(712,623)	-
Other liabilities		12,361,927	3,415,460
Net cash from operating activities		16,519,843	9,695,305
1 8			
INVESTING ACTIVITIES			
Purchase of premises and equipment	3	(138,991)	(82,542)
Proceeds from disposal of premises and equipment		-	593
Purchase of intangible assets		(76,105)	(19,766)
Purchase of available-for-sale investments		(45,496,007)	(7,667,599)
Proceeds from sale of available-for-sale investments		5,774,945	3,229,343
Dividends received from associates		230,603	261,556
Investment income		2,548,214	1,115,486
Net cash from investing activities		(37,157,341)	(3,162,929)
FINANCING ACTIVITIES			
Dividends paid	13	(750,000)	(750,000)
Increase in capital and additional paid in capital	15	72,750,000	-
Net cash from (used in) financing activities		72,000,000	(750,000)
INCREASE IN CASH AND CASH			(750,000)
EQUIVALENTS		51,362,502	5,782,376
Cash and cash equivalents at the beginning of the year	22	18,849,733	13,067,357
CASH AND CASH EQUIVALENTS AT THE	- <b>-</b>		
END OF THE YEAR	22	70,212,235	18,849,733
		, ,	, , -

## STATEMENT OF CHANGES IN EQUITY

For the year ended 31 March 2006

·	Paid- in capital USD	Additional paid in capital	Statutory reserve USD	Special reserve USD	Cumulative change in fair value USD	Retained earnings USD	USD
Balance as 1 April 2004	1,408,451	-	354,716	48,591,549	2,493,290	3,183,749	56,031,755
Recognised gains and losses on available for – sale investments during the year  Net movement in fair value of available for sale investments	-	-	-	-	(141,317)	-	(141,317)
during the year	-	-	-	-	4,945,944	-	4,945,944
Total income and expenses for the year recognised directly in equity  Profit for the year	-	-	-	-	4,804,827	6,028,726	4,804,827 6,028,726
Total income and expenses for the year	_			-	4,804,827	6,028,726	10,833,353
Dividends paid	-	-	- 500 774	-	-	(750,000)	(750,000)
Appropriations to statutory reserve	<u>-</u>		598,774	<del>-</del>	<del>-</del>	(598,774)	<del>-</del>
Balance as of 31 March 2005 (Restated)	1,408,451		953,490	48,591,549	7,297,917	7,863,701	66,115,108
Recognised gains and losses on available for – sale investments during the year  Net movement in fair value of available for sale investments	-	-	-	-	(2,434,010)	-	(2,434,010)
during the year	-				1,409,949		1,409,949
Total income and expenses for the year recognised directly in equity	_	-	<u>-</u>	<u>-</u>	(1,024,061)		(1,024,061)
Profit for the year	_	-	-	-	-	7,627,515	7,627,515
Total income and expenses for the year	-				(1,024,061)	7,627,515	6,603,454
Increase in capital	1,147,721	71,602,279	-	-	-	-	72,750,000
Dividends paid	-	-	-	-	-	(750,000)	(750,000)
Appropriations to statutory reserve	<u>-</u>		762,752			(762,752)	
Balance as of 31 March 2006	2,556,172	71,602,279	1,716,242	48,591,549	6,273,856	13,978,464	144,718,562

## NOTES TO THE FINANCIAL STATEMENTS

At 31 March 2006

#### 1 ACTIVITIES

International General Insurance Limited is a limited liability company registered as an Exempt Company and incorporated in Jordan under the Exempt Companies provision of Jordanian Companies laws on 4 October 2001. The Company writes short-term non-life insurance contracts covering marine, energy and property insurance business worldwide. International General Insurance Limited's registered head office is at 47 Al-Ameer Shaker Bin Zeid Street, Shmeisani, Amman-Jordan

#### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## **Basis of preparation**

The financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS).

The financial statements have been presented in United States Dollars "USD" which is the company's measurement currency.

The financial statements are prepared under the historical cost convention modified to include the measurement at fair value of available-for-sale investments.

## Changes in accounting policies

The accounting policies are consistent with those used in the previous year except that the company has adopted those new/revised standards that are mandatory for financial years beginning on or after 1 January 2005. The principal effects of this decision discussed below.

## IFRS '4 Insurance Contracts'

The adoption of IFRS 4 has affected disclosures with respect to insurance contracts issued and reinsurance contracts held. All comparative disclosures have been amended accordingly.

## Investments in associated companies

In accordance with IAS 28, investment in associated companies, the company should use the equity method for the investments in associated companies, while the company used to use the cost method for these associated companies. The effect of the adjustment, and the reclassifications on the financial statements for the year ended 31 March 2005 is illustrated in note 28.

#### Premiums earned

Premiums are taken into income over the terms of the policies to which they relate on a pro-rata basis. Unearned premiums represent the portion of premiums written relating to the unexpired period of coverage. The change in the provision for unearned premiums is taken to the income statement in order that revenue is recognised over the period of risk.

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **Claims**

Claims, comprising amounts payable to contract holders and third parties and related loss adjustment expenses, net of salvage and other recoveries, are charged to income as incurred. Claims comprise the estimated amounts payable, in respect of claims reported to the company and those not reported at the balance sheet date.

The company generally estimates its claims based on previous experience. Independent loss adjusters normally estimate property claims. In addition a provision based on management's judgement and the company's prior experience is maintained for the cost of settling claims incurred but not reported at the balance sheet date. Any difference between the provisions at the balance sheet date and settlements and provisions for the following year is included in the underwriting account for that year.

#### Policy acquisition costs

Commissions paid to intermediaries and other direct costs incurred in relation to the acquisition and renewal of insurance contracts are capitalised as an intangible asset. The deferred policy acquisition costs are subsequently amortised over the terms of the insurance contracts to which they relate as premiums are earned.

#### Liability adequacy test

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

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

#### Reinsurance contracts held

In order to minimise financial exposure from large claims the company enters into agreements with other parties for reinsurance purposes. Claims receivable from reinsurers are estimated in a manner consistent with the claim liability and in accordance with the reinsurance contract. These amounts are shown as "reinsurers' share of outstanding claims" in the balance sheet until the claim is paid by the company.

Premiums on reinsurance assumed are recognised as revenue in the same manner as they would be if the reinsurance were considered direct business.

At each reporting date, the company assesses whether there is any indication that a reinsurance asset may be impaired. Where an indicator of impairment exists, the company makes a formal estimate of the recoverable amount. Where the carrying amount of a reinsurance asset exceeds its recoverable amount the asset is considered impaired and is written down to its recoverable amount.

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

## Interest revenue

Interest revenue is recognised as the interest accrues using the effective interest method, under which the rate used exactly discounts estimated future cash receipts through the expected life of the financial asset to the net carrying amount of the financial asset.

#### Dividend revenue

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

## Premises and equipment

Premises and equipment is stated at cost less accumulated depreciation and any impairment in value. Deprecation is calculated on a straight-line basis over the estimated useful lives of the assets at rates ranging between 10% to 20%.

The carrying values of premises and equipment are reviewed for impairment when events or changes in circumstances indicate the carrying value may not be recoverable. If any such indication exists and where the carrying values exceed the estimated recoverable amount, the assets are written down to their recoverable amount. Impairment losses are recognised in the income statement.

## Intangible assets

Intangible assets acquired separately are measured on initial recognition at cost. Intangible assets with finite lives are amortised over the useful economic life and assessed for impairment when there is an indication that the intangible asset may be impaired.

Internally generated intangible assets are not capitalised and are expensed in the income statement

Intangible assets include computer software and programmes. These intangibles assets are amortised evenly over their estimated economic useful lives of 5 years.

## Impairment and uncollectibility of financial assets

An assessment is made at each balance sheet date to determine whether there is objective evidence that a specific financial asset may be impaired. If such evidence exists, any impairment loss is recognised in the income statement.

Impairment is determined as follows:

- a) For assets carried at fair value, impairment is the difference between cost and fair value;
- b) For assets carried at cost, impairment is the difference between cost and the present value of future cash flows discounted at the current market rate of return for a similar financial asset.

## Derecognition of financial instruments

The derecognition of a financial instrument takes place when the company no longer controls the contractual rights that comprise the financial instrument, which is normally the case when the instrument is sold, or all the cash flows attributable to the instrument are passed through to an independent third party.

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

## Investment in associated companies

These investments in associated companies are carried in the balance sheet at cost plus post – acquisition changes in the company's share of net assets of associates, less any impairment in value. The statement of income reflects the share of the results of the operations of the associates.

## Available-for-sale investments

Available-for-sale investments are recognised and derecognised, on a trade date basis, when the company becomes, or ceases to be, a party to the contractual provisions of the instrument.

Investments designated as available-for-sale investments are initially recorded at cost and subsequently measured at fair value, unless this cannot be reliably measured. Changes in fair value are reported as a separate component of equity. On derecognition or impairment the cumulative gain or loss previously reported in equity is included in the income statement for the period.

## Cash and cash equivalents

For the purpose of the Statement of Cash Flows, cash and cash equivalents consist of cash in hand, bank balances, and short-term deposits with an original maturity of three months or less, net of outstanding bank overdrafts.

#### **Provisions**

Provisions are recognised when the company has an obligation (legal or constructive) as a result of a past event, and the costs to settle the obligation are both probable and able to be reliably measured.

### Foreign currencies

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the balance sheet date. All differences are taken to the income statement.

#### Leases

The company has no finance leases.

Leases where the lessor retains substantially all the risks and benefits of ownership of the asset are classified as operating leases. Operating lease payments are recognised as an expense in the income statement on a straight-line basis over the lease term.

#### Fair values

For investments traded in an active market, fair value is determined by reference to quoted market bid prices.

The fair value of interest-bearing items is estimated based on discounted cash flows using interest for items with similar terms and risk characteristics.

For unquoted equity investments, fair value is determined by reference to the market value of a similar investment or is based on the expected discounted cash flows.

#### 2a SIGNIFICANT ACCOUNTING JUDGEMENTS AND ESTIMATES

#### Estimation uncertainty

The key assumptions concerning the future and other key sources of estimation uncertainty at the balance sheet date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below:

## Provision for outstanding claims

Considerable judgement by management is required in the estimation of amounts due to contract holders arising from claims made under insurance contracts. Such estimates are necessarily based on significant assumptions about several factors involving varying, and possible significant, degrees of judgement and uncertainly and actual results may differ from management's estimates resulting in future changes in estimated liabilities.

In particular, estimates have to be made both for the expected ultimate cost of claims reported at the balance sheet date and for the expected ultimate cost of claims incurred but not yet reported (IBNR) at the balance sheet date. The primary technique adopted by management in estimating the cost of notified and IBNR claims, is that of using past claim settlement trends to predict future claims settlement trends.

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

#### Reinsurance

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

## 3 PREMISES AND EQUIPMENT

				Decorations &		
	Office			leasehold		
	furniture	Computers	Equipment	improvements	Vehicles	Total
	USD	USD	USD	USD	USD	USD
Cost						
At 1 April 2005	46,315	97,921	37,102	35,833	73,083	290,254
Additions	21,238	29,275	14,915	15,042	58,521	138,991
At 31 March 2006	67,553	127,196	52,017	50,875	131,604	429,245
Depreciation						
At 1 April 2005	11,162	33,929	10,432	19,292	16,869	91,684
Additions	5,360	22,591	7,071	8,639	19,136	62,797
At 31 March 2006	16,522	56,520	17,503	27,931	36,005	154,481
Net carrying amount						
At 31 March 2006	51,031	70,676	34,514	22,944	95,599	274,764
At 31 March 2005	35,153	63,991	26,670	16,541	56,214	198,569

The depreciation charge for the year of USD 62,797 (2005: USD 44,175) has been included in general and administrative expenses.

## 4 INTANGIBLE ASSETS

	Computer software
Cost	101.000
At 1 April 2005	101,230
Additions	76,105
At 31 March 2006	177,335
Amortization	
At 1 April 2005	34,889
Additions	23,250
At 31 March 2006	58,139
Net book value 2006	119,196
Net book value 2005	66,341

Intangible assets represent software licenses.

## 5 INVESTMENT IN ASSOCIATED COMPANIES

During July 2002 the company acquired a 33% equity ownership interest in real estate limited liabilities companies registered in Lebanon.

The Company has the following investments in associates:

	Country of	0	wnership
	incorporation	2006	2005
Star Rock SAL Lebanon	Lebanon	33%	33%
Sina SAL Lebanon	Lebanon	33%	33%
Silver Rock SAL Lebanon	Lebanon	33%	33%
Golden Rock SAL Lebanon	Lebanon	33%	33%
		2006	2005
		USD	USD
Share of associates' balance sheets:			
Current assets		1,587,119	1,486,201
Non-current assets		14,858,249	14,551,579
Current liabilities		(6,900,332	(6,700,915)
		)	
Non-current liabilities		(1,164,907	(1,086,085)

Net assets	8,380,129	8,250,780
Share of associates' revenues and results:		

Revenues	600,455	523,278

Results	359,952	302,546

6 AVAILABLE-FOR-SALE INVESTMENTS		
	2006	2005
	USD	USD
Available for sale investments by currency		
Jordanian Dinars	15,659,121	15,281,961
US Dollars	51,576,893	-

 Other currencies
 5,601,867
 16,439,591

 72,837,881
 31,721,552

The breakdown of the available for sale investments is as follows:

	2006 USD	2005 USD
Fixed income securities Unquoted stocks*	51,266,353 5,601,867	16,170,420 -
Common stock in listed companies	15,969,661	15,551,132
	72,837,881	31,721,552

Common stock have no fixed maturity dates and are generally not exposed to interest rate risk.

<sup>\*</sup> Included in unquoted equities are investments carried at cost with value of USD 5,601,867. The investments were stated at cost since the fair value could not be measured reliably and there is no indication of impairment in the values as of the balance sheet date.

7 RECEIVABLES ARISING FROM INSURANCE CONTRACTS				
	2006 USD	2005 USD		
Customers	27,447,918	10,729,550		
All of the above amounts are due within twelve month of the balance	sheet date.			
8 OTHER RECEIVABLES				
	2006 USD	2005 USD		
Prepaid expenses	58,510	27,264		
Refundable deposits	704	704		
Payment on purchase of investment	-	267,252		
Employees receivables	87,940	89,149		
Checks under collection	29,967	-		
Trade receivables	238,964	81,967		
Others	34,033	26,638		
	450,118	492,974		
9 REINSURERS' SHARE OF OUTSTANDING CLAIMS	<b>S</b>			
	2006 USD	2005 USD		
Reinsures' share of outstanding claims	27,158,704	3,203,127		

Substantially all of the amounts due from reinsurers are expected to be received within twelve months of the balance sheet date.

#### 10 CASH AND SHORT TERM DEPOSITS

Cash and cash equivalents included in the statement of cash flows include the following balance sheet amounts:

	2006 USD	2005 USD
Cash and bank balances	1,750,552	960,261
Time deposits	68,461,683	17,889,472
Demand deposit	20,000,000	20,000,000
	90,212,235	38,849,733

The time deposits, which are substantially denominated in Jordanian dinars, are made for varying periods of between one week and one month depending on the immediate cash requirements of the company, and earn interest at the respective short-term deposit rates.

Demand deposits mature on 30 March 2007 and have been excluded from cash and cash equivalents. (note 23).

#### 11 SHARE CAPITAL

	Authorised		Issued and fully paid	
	2006	2005	2006	2005
	USD	USD	<b>USD</b>	USD
Shares of JD 1 each(USD 1.408)	2,556,172	1,408,451	2,556,172	1,408,451

The company issued additional 814,882 shares in private placement on 8 March 2006 at par value of 1 Jordanian Dinars (equivalent to USD 1,147,721).

## 12 ADDITIONAL PAID IN CAPITAL

On 8 March 2006; the Company issued additional 814,882 shares in private placement at par value of 1 Jordanian Dinars (Equivelent to 1,147,721) with shares' premium of USD 71,602,279

#### 13 STATUTORY RESERVE

The accumulated amounts in this account represents 10% of the Company's net income according to the Companies Law. The Company has the option to cease such appropriation when the balance of this reserve reaches 100% of the Company's authorized capital. The statutory reserve will not be available for distribution to partners.

### 14 DIVIDENDS PAID

The Board of directors and partner's approved on their meeting held in 1 July 2005 to distribute interim cash dividends amounting to USD 750,000 (USD 0.532 per share).

## 15 UNEXPIRED RISKS

		2006			2005	
		Reinsurers'			Reinsurers'	
	Gross	share	Net	Gross	share	Net
	USD	<b>USD</b>	USD	USD	USD	USD
Unearned premiums	38,825,149	(4,910,283)	33,914,866	17,198,152	(2,877,615)	14,320,537

Details of the movements of the provision for unearned premiums, and the related reinsurers' share, is contained in (Note 18).

## 16 OUTSTANDING CLAIMS

The movement in the provision for outstanding claims, and the related reinsurers' share, was as follows:

TOHOWS.							
		2006			2005		
		Reinsurers'	_		Reinsurers'		
	Gross	share	Net	Gross	share	Net	
	<b>USD</b>	USD	USD	USD	USD	USD	
At 1 April							
Claims incurred	7,517,913	(3,203,127)	4,314,786	5,109,235	(1,867,156)	3,242,079	
Claims incurred but not							
reported	1,352,121	-	1,352,121	750,009	-	750,009	
•	8,870,034	(3,203,127)	5,666,907	5,859,244	(1,867,156)	3,992,088	
Insurance claims paid in the							
year	(6,928,535)	2,020,937	(4,907,598)	(2,999,634)	704,815	(2,294,819)	
Provided during the year	38,273,325	(25,976,514)	12,296,811	6,010,424	(2,040,786)	3,969,638	
At 31 March	40,214,824	(27,158,704)	13,056,120	8,870,034	(3,203,127)	5,666,907	
Analysis of outstanding claims At 31 March							
Claims incurred	38,214,824	(27,158,704)	11,056,120	7,517,913	(3,203,127)	4,314,786	
Claims incurred but not reported	2,000,000		2,000,000	1,352,121	<u> </u>	1,352,121	
	40,214,824	(27,158,704)	13,056,120	8,870,034	(3,203,127)	5,666,907	

There are no material amounts for which amount and timing of claims payment is not resolved within one year of the balance sheet date.

Amounts due from reinsurers are normally settled on a quarterly basis.

## 17 OTHER LIABILITIES

	2006	2005
	USD	USD
Accounts payable	12,554	9,402
Amounts due to related parties (note 24)	29,692	28,227
Accrued expenses	249,265	131,141
	291,511	168,770

## 18 NET INSURANCE PREMIUM REVENUE

	2006 USD	2005 USD
Insurance contracts premium receivable Movement in provision for unearned premiums	57,479,790 (21,626,997)	24,485,025 (5,119,272)
Insurance premium revenue	35,852,793	19,365,753
Reinsurance contracts premium payable Movement in provision for unearned premiums	(19,791,040) 2,032,668	(7,844,646) 451,913
Insurance premiums ceded to reinsurers	(17,758,372)	(7,392,733)
	18,094,421	11,973,020

## 19 CLAIMS

		2006			2005	
		Reinsurers'	<u>.</u>		Reinsurers'	_
	Gross	share	Net	Gross	Share	Net
	USD	USD	USD	USD	USD	USD
Claims incurred	6,928,535	(2,020,937)	4,907,598	2,999,634	(704,815)	2,294,819
Change in provision for		(23,955,577				
outstanding claims	31,344,790	)	7,389,213	3,010,790	(1,335,971)	1,674,819
	38,273,325	(25,976,514	12,296,81	6,010,424	(2,040,786)	3,969,638
		)	1			

## 20 DEFERRED POLICY ACQUISITION COSTS

	2006 USD	2005 USD
At 1 April	2,805,047	1,740,225
Additions	8,724,980	3,634,139
Amortisation	(5,175,883)	(2,569,317)
At 31 March	6,354,144	2,805,047

### 21 INVESTMENT INCOME

	2006 USD	2005 USD
Available-for-sale investments		
Dividends	61,707	299,753
Interest	2,486,507	815,733
	2,548,214	1,115,486

### 22 NET REALISED GAINS ON AVAILABLE-FOR-SALE INVESTMENTS

	2006 USD	2005 USD
Realised gains		
Equity securities	2,434,010	851,060

## 23 CASH AND CASH EQUIVALENTS

Cash and cash equivalent balances in the statement of cash flows consists of the following balances:

	2006 USD	2005 USD
Cash and bank balances Time deposit mature within 3 months	1,750,552 68,461,683	960,261 17,889,472
Time deposit mature within 5 months	70,212,235	18,849,733

#### 24 COMMITMENTS AND CONTINGENCIES

As of the date of the financial statements, the company is contingently liable to the followings:

- Letter of Guarantee amounting to USD 7,042 to the order of the ministry of trade and industry with margin of USD 704.
- Letter of Credit to USD 9,904,878 to the order of Houston Casualty Company.

The company has entered into commercial leases on certain apartments and offices where it is not in the best interest of the company to purchase these assets. These leases have an average life 1 year with renewal terms included in the contracts. Renewals are at the option of the company.

#### 25 RELATED PARTY TRANSACTIONS

Transactions with related party (Eastern Insurance Brokers Company) included in the income statement are as follows:

	2006	2005		
	USD	USD		
Inter company balance	29,692	28,227		
Commission paid	32,811	36,332		

Compensation of key management personnel of the company, consisting of salaries and benefits, was USD 779,426 (2005: USD 781,168).

#### 26 RISK MANAGEMENT

The risks faced by the company and the way these risks are mitigated by management are summarised below.

#### Insurance risk

Insurance risk is the risk that actual claims payable to contract holders in respect of insured events exceed the carrying amount of insurance liabilities. This could occur because the frequency or amounts of claims are more than expected. The company only issues short term insurance contracts in connection with property and energy (collectively known as fire and accident), and marine risks.

## Frequency and amounts of claims

The frequency and amounts of claims can be affected by several factors. The company underwrites mainly fire and accident and marine risks. These are regarded as short-term insurance contracts as claims are normally property advised and most are settled within one year of the insured event taking place. This helps to mitigate insurance risk.

## Property and energy

Property and energy insurance is designed to compensate contract holders for damage suffered to properties or for the value of property lost. Contract holders could also receive compensation for the loss of earnings caused by the inability to use the insured properties.

For property *and energy* insurance contracts the main risks are fire and business interruption. In recent years the company has mostly underwritten policies for properties containing fire detection equipment.

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

## 26 RISK MANAGEMENT (continued)

#### Marine

Marine insurance is designed to compensate contract holders for damage and liability arising through loss or damage to marine craft and accidents at sea resulting in the total or partial loss of cargoes.

For marine insurance the main risks are loss or damage to marine craft and accidents resulting in the total or partial loss of cargoes.

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

## Geographical concentration of risks

Approximately 57%, 10% and 33% of the company's insurance risk relates to policies written in Asia, Europe and whole of the world respectively(2005: 53%, 13% and 34%).

#### Reinsurance risk

In common with other insurance companies, in order to minimise financial exposure arising from large claims, the company, in the normal course of business, enters into contracts with other parties for reinsurance purposes. Such reinsurance arrangements provide for greater diversification of business, allow management to control exposure to potential losses arising from large risks, and provide additional capacity for growth. A significant portion of the reinsurance is effected under treaty, facultative and excess-of-loss reinsurance contracts.

To minimise its exposure to significant losses from reinsurer insolvencies, the company evaluates the financial condition of its reinsurers. The company only deals with reinsurers approved by the board of directors, which are generally rated A or above by international rating agencies.

## Financial risk

The company's principal financial instruments are available-for-sale investments, receivables arising from insurance and reinsurance contracts, trading investments and cash and cash equivalents.

The company does not enter into derivative transactions.

The main risks arising from the company's financial instruments are interest rate risk, foreign currency risk, credit risk, market price risk and liquidity risk. The board reviews and agrees policies for managing each of these risks and they are summarised below.

#### Interest rate risk

Interest rate risk arises from the possibility that changes in interest rates will affect future profitability or the fair values of financial instruments. The company is exposed to interest rate risk on certain of its investments and cash and cash equivalents. The company limits interest rate risk by monitoring changes in interest rates in the currencies in which its cash and interest bearing investments and borrowings are denominated.

## 26 RISK MANAGEMENT (continued)

Details of maturities of the major classes of financial assets are as follows.

	Less than 1 year	Non interest bearing items	Total	Effective interest rate
21 March 2006	USD	<b>USD</b>	USD	(%)
31 March 2006 Available-for-sale investments Receivables arising from insurance and reinsurance	51,266,353	21,571,528	72,837,881	2-4
contracts	-	27,447,918	27,447,918	-
Other receivables	-	450,118	450,118	
Time deposits	63,791,388	-	63,791,388	2-4
Demand deposits Cash	24,670,295	1,750,552	24,670,295 1,750,552	1-2
	139,728,03	51,220,116	190,948,15	
	6		2	
		Non		
	Less	interest		<b>Effective</b>
	than 1	bearing		interest
	year	items	<u>Total</u>	rate
	USD	USD	USD	(%)
31 December 2005				
Available-for-sale investments Receivables arising from insurance and reinsurance	16,170,420	15,551,132	31,721,552	2-4
contracts	-	10,729,550	10,729,550	-
Other receivables	-	492,974	492,974	
Time deposits	17,889,472	-	17,889,472	2-4
Demand deposits	20,000,000		20,000,000	1-2
Cash	-	960,261	960,261	
,	54,059,892	27,733,917	81,793,809	

There is no significant difference between contractual repricing or maturity dates.

## Foreign currency risk

Foreign currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates.

Management believes that there is minimal risk of significant losses due to exchange rate fluctuations and consequently the company does not hedge its foreign currency exposure.

#### 26 RISK MANAGEMENT (continued)

#### Credit risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. For all classes of financial assets held by the company, the maximum credit risk exposure to the company is the carrying value as disclosed in the balance sheet.

The company only enters into insurance and reinsurance contracts with recognised, credit worthy third parties. It is the company's policy that all customers who wish to trade on credit terms are subject to credit verification procedures. In addition, receivables from insurance and reinsurance contracts are monitored on an ongoing basis in order to reduce the company's exposure to bad debts.

The company' portfolio is managed by the Vice Chairman and CEO in accordance with the investment policy established by the board of directors.

The company's bank balances are maintained with a range of international and local banks in accordance with limits set by the board of directors.

There are no significant concentrations of credit risk within the company.

## Market price risk

Market price risk is the risk that the value of a financial instrument will fluctuate as a result of changes in market prices, whether those changes are caused by factors specific to the individual security, or its issuer, or factors affecting all securities traded in the market.

The company is exposed to market risk with respect to its listed equity financial instruments.

The company limits market risk by maintaining a diversified portfolio and by monitoring of developments in equity markets. The majority of the company's equities are listed on the Jordanian stock exchange.

#### Liquidity risk

Liquidity risk is the risk that the company will not be able to meet its commitments associated with insurance contracts and financial liabilities as they fall due.

Liquidity requirements are monitored on a monthly basis and management ensures that sufficient liquid funds are available to meet any commitments as they arise.

#### 27 SEGMENTAL INFORMATION

For management purposes the company is organised into five business segments, property, energy, engineering, reinsurance, and marine. These segments are the basis on which the company reports is primary segment information.

An analysis of gross and net insurance premium revenue gross and net claims and policy acquisition costs together with the net underwriting result for the company's main classes of business is given below.

As the company's activities are performed on an integrated basis, a segmental analysis of assets and liabilities and other income statement captions would not be meaningful.

## NOTES TO THE FINANCIAL STATEMENTS

At 31 March 2006

## 27 SEGMENTAL INFORMATION (continued)

	Ene	ergy	Prop	erty	Mar	rine	Reinsu	ırance	Engin	eering	Oth	ers	To	tal
	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005
Income	USD 000	USD 000	USD 000	USD 000	USD 000	USD 000	USD 000	USD 000	USD 000	USD 000	USD 000	USD 000	USD 000	USD 000
Gross written premiums Movement in provision for	40,776	14,733	7,466	8,029	4,363	1,685	3,187	-	1,660	-	28	38	57,480	24,485
unearned premiums	14,637	5,576	1,943	(364)	1,348	(95)	2,338		1,361			2	21,627	5,119
Net premium revenue	26,139	9,157	5,523	8,393	3,015	1,780	849	-	299	-	28	36	35,853	19,366
Insurance premium ceded to														
reinsurers	(13,089)	(4,371)	(2,262)	(2,481)	(2,385)	(541)			(22)				(17,758)	(7,393)
Net insurance premium revenue	13,050	4,786	3,261	5,912	630	1,239	849	-	277	-	28	36	18,095	11,973
Claims, net	(9,254)	(2,693)	(1,214)	(278)	(1,825)	(999)	(4)	-	-	-	-	-	(12,297)	(3,970)
Policy acquisition costs	(3,546)	(914)	(1,055)	(1,372)	(399)	(264)	(117)		(51)		(8)	(19)	(5,176)	(2,569)
Net underwriting result	250	1,179	992	4,262	(1,594)	(24)	728	-	226	-	20	17	622	5,434
Investment income													9,466	2,047
Income from associated														
companies													360	303
Other unallocated costs													(2,820)	(1,755)
Profit for the year													7,628	6,029

## **Secondary segment information:**

Although the management of the company is based primarily on business segments, the company operates in domestic and international markets. The following table shows the distribution of the company's operating income, total assets and capital expenditure by geographical segment:

	Dom	estic	Intern	ational	Total		
Income	2006 USD 000	2005 USD 000	2006 USD 000	2005 USD 000	2006 USD 000	2005 USD 000	
Operating income Interest, dividend income, income from associate and realized gain on sale of	-	-	622	5,434	622	5,434	
investments	7,833	1,462	1,993	888	9,826	2,350	
Total income	7,833	1,462	2,615	6,322	10,448	7,784	
Total assets	168,478	53,084	74,752	46,111	243,230	99,195	
Capital expenditure	215	102	-	-	215	102	

## NOTES TO THE FINANCIAL STATEMENTS

At 31 March 2006

## 28 COMPARATIVE AMOUNTS

The 2005 figures have been reclassified in order to conform with the presentations in the current year. Such reclassification does not affect previously reported net profit or equity except as set below:

The change has been made in light of changes in International Financial Reporting Standards

In accordance with IAS 8, "Accounting Policies Changes in Accounting Estimates and Errors", the financial statements of 2005 have been restated to comply with the IFRS as follows:

	20			
	After restatement	Before restatement	Amount of change	
Changes in asset Changes in equity Profit for the year	99,195,288 66,115,108 6,028,726	99,154,288 66,074,118 5,987,736	40,990 40,990 40,990	

The changes have been resulted from recording the company's share of associated companies' results for the year.