

Bupa Arabia

Earnings Presentation FY2024

April 2025



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Speakers



Ali Sheneamer
Chief Business Development
Officer



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Operations



Nasser Aljudayi
Director of Actuarial & Data
Analytics



Abdulmalik Farrash
Director of Business Advisory &
Investor Relations

Agenda



01 Bupa Arabia at a Glance

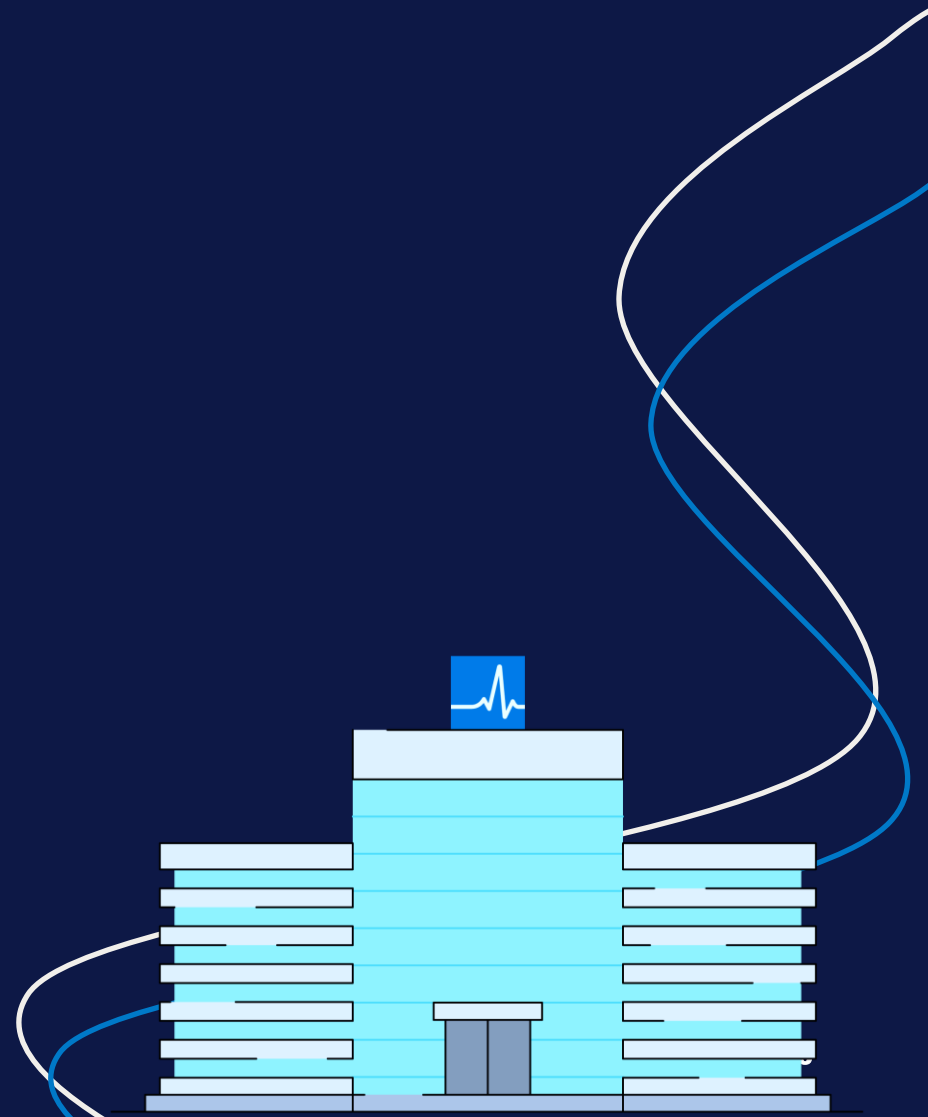
02 Financial Performance

03 Market Trends

04 Other Highlights

01

Bupa Arabia at a Glance



Bupa Arabia at a Glance

Robust profitability growth & significant value creation for shareholders



25+

Years of experience

2000+

Employees

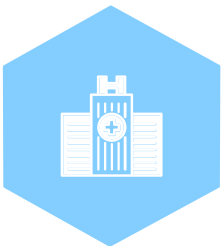


3.7M+

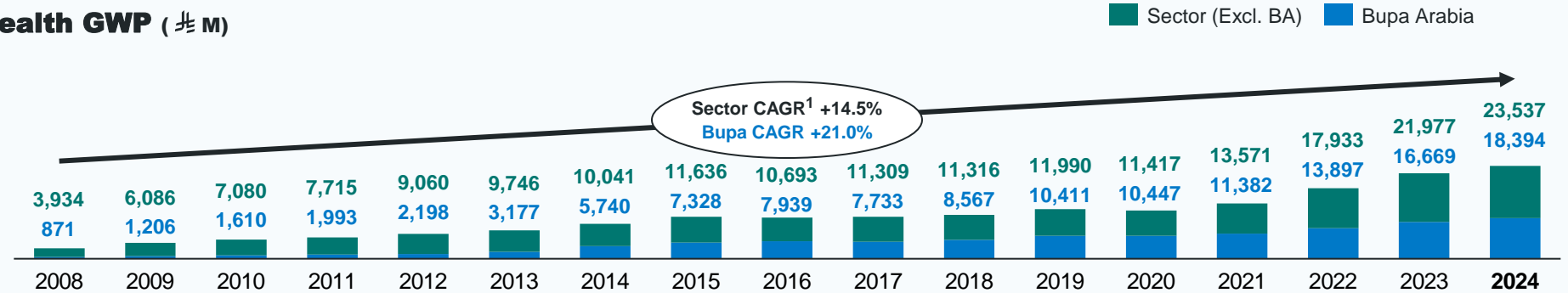
Members

1450+

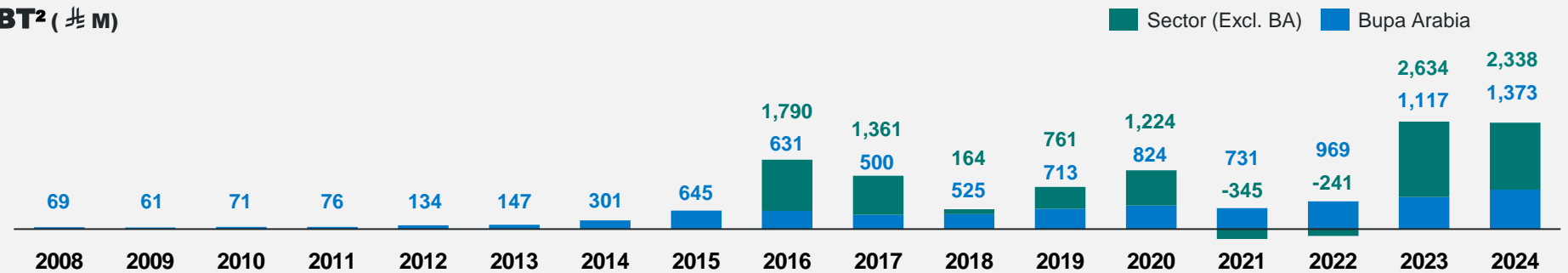
Providers in network



Health GWP (١٠٠ M)



EBT² (١٠٠ M)



Stock Price³ (١٠٠ M)



207

١٠٠
BA actual stock Price as of Dec-24

Note(s): (1) Sector's CAGR is calculated based on the sum of sector GWP (incl. BA); (2) Profit fluctuation in 2011 and 2012 is due to BDP treatment in line with interpretation of Article 69, where a BDP provision of SAR 34M was taken in 2011 and BDP recovery of SAR 20M was made in 2012; (3) Stock prices of Bupa Arabia, TASI and Insurance index have been based at 100; (4) Chart begins in 2016 as data for the insurance index prior to 2016 was not available

Bupa Arabia's 3B strategy

Centered around 3 strategic pathways aiming to transform Bupa Arabia into a healthcare company by 2030



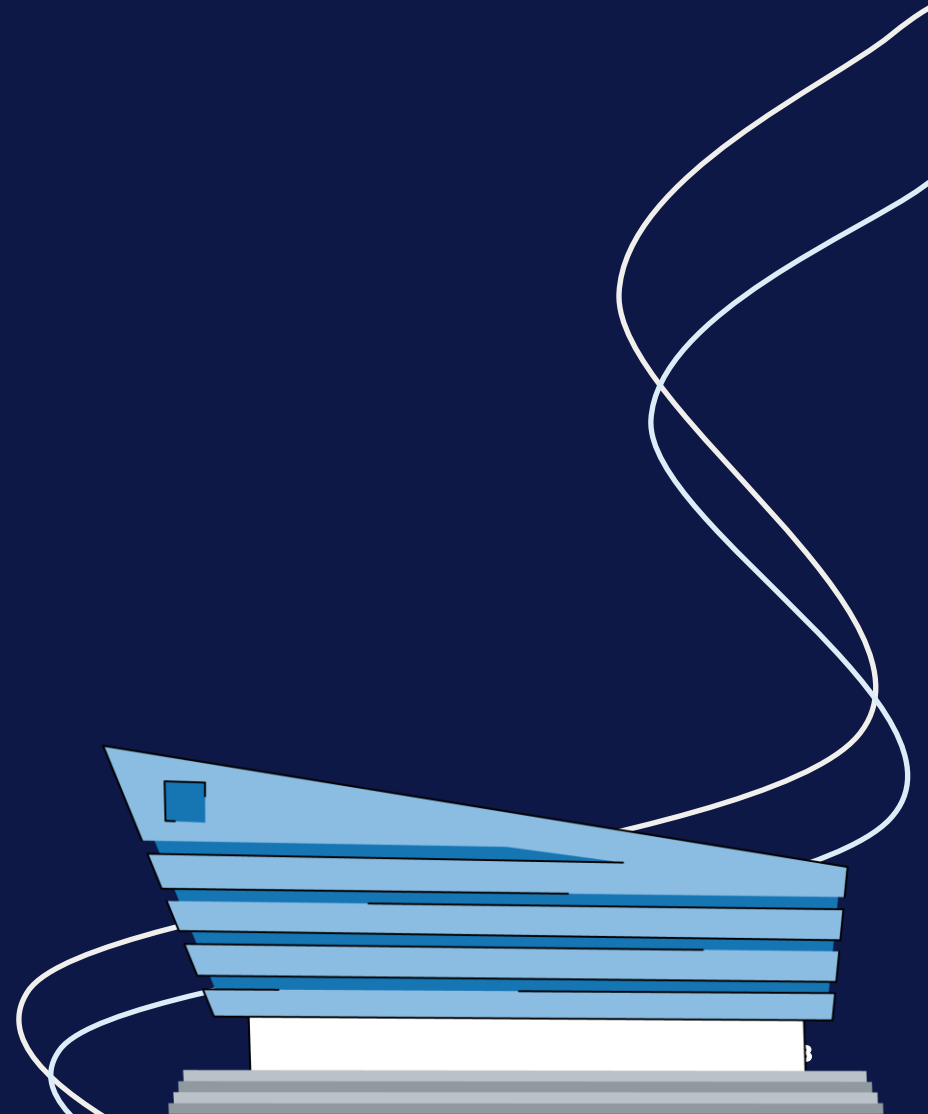
“The 3B strategy will transform Bupa Arabia from being the most trusted health insurance company to becoming the most trusted healthcare company in the Arab world.”

– Tal Nazer, Bupa Arabia CEO



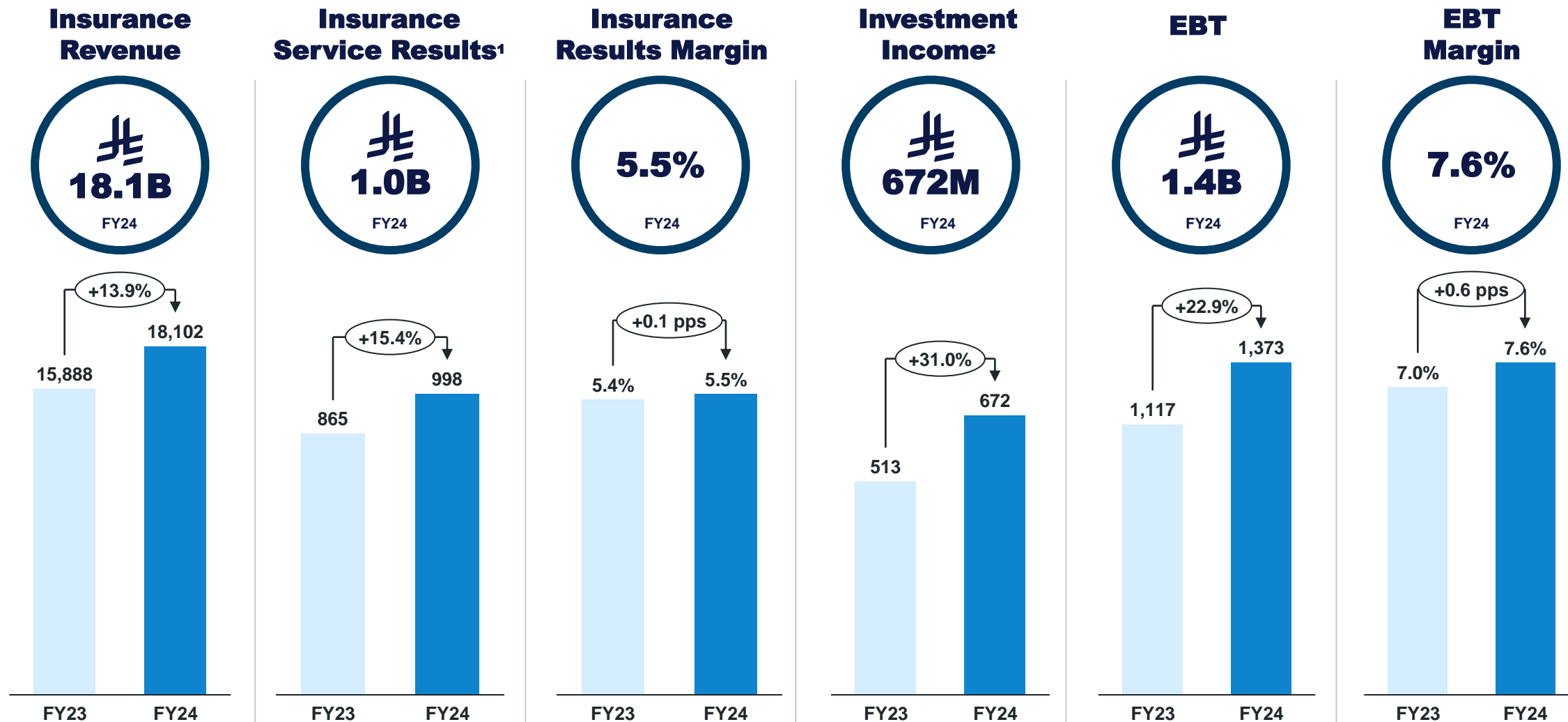
02

Financial Performance



Financial Highlights

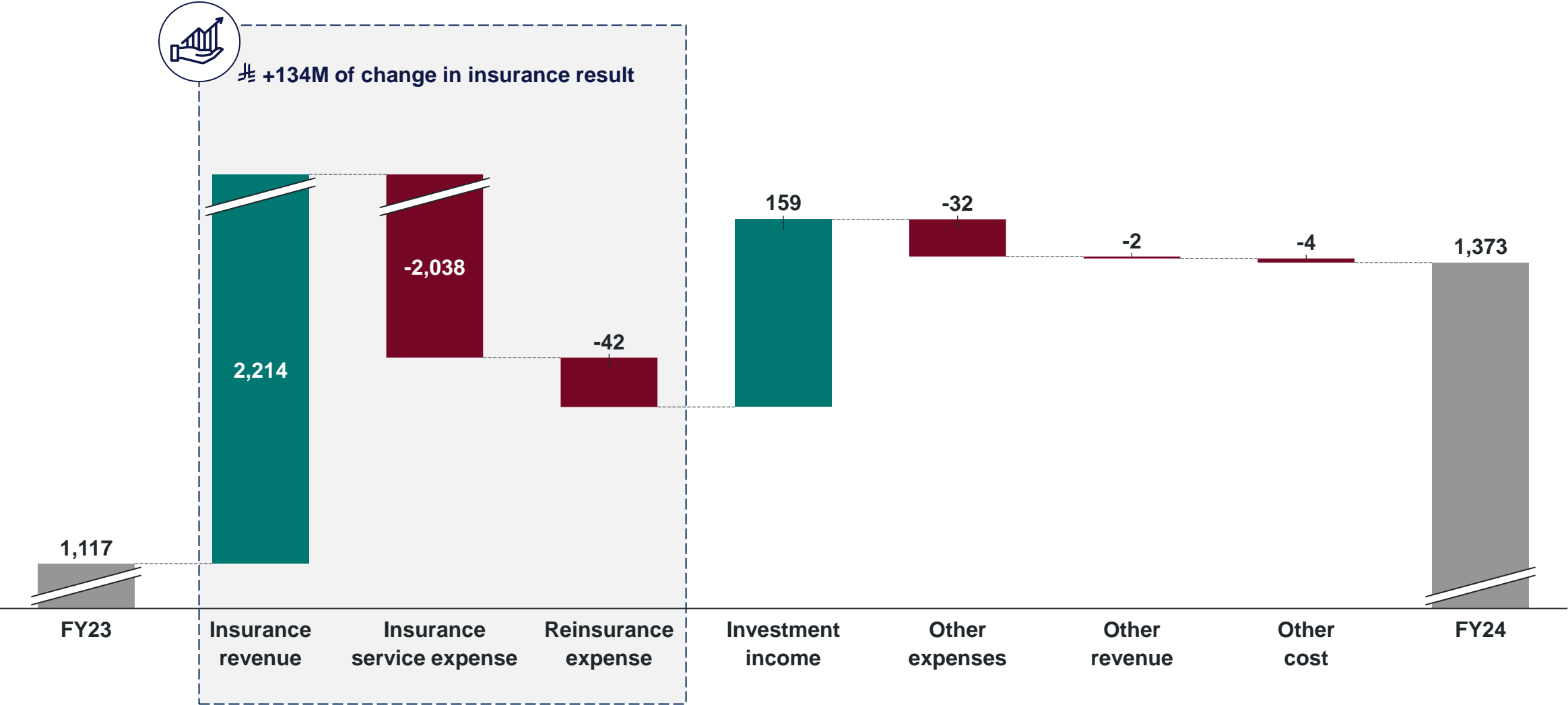
FY24 EBT increased by ~23% YoY due to favorable business performance and investment income



Note(s): (1) Insurance service results are calculated as insurance revenue minus insurance service expense and net expenses from reinsurance contracts held; (2) Investment income is calculated as the sum of investment income on financial assets at amortized cost, Investment income on financial assets at fair value and net impairment loss on financial assets

Source(s): Bupa Arabia Financials FY24

Overall increase in insurance results by ₪ 134M due to favorable business performance



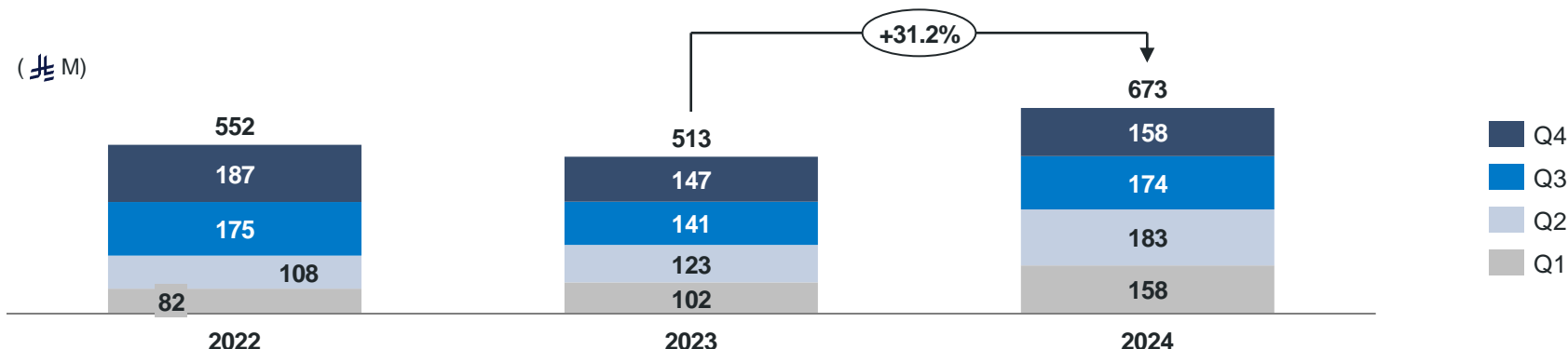
Source(s): Bupa Arabia Financials FY2024

Investment Portfolio & Results

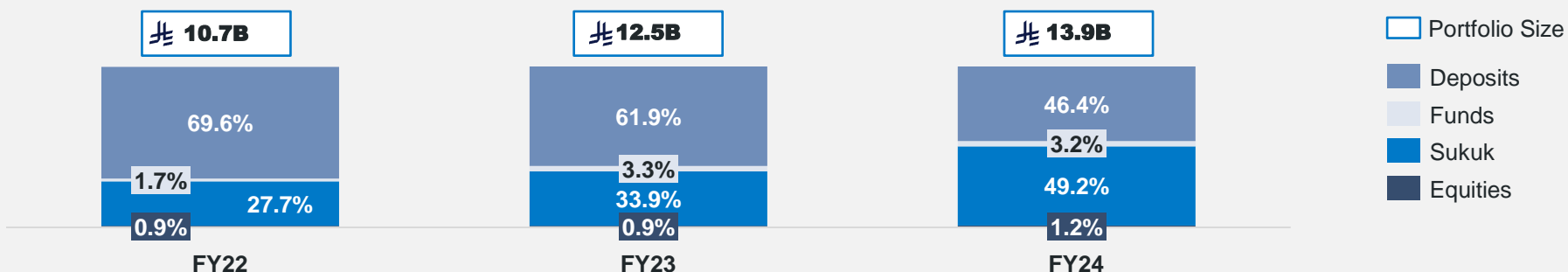
Resilient investment income given favorable interest rates, increased duration, & larger portfolio size



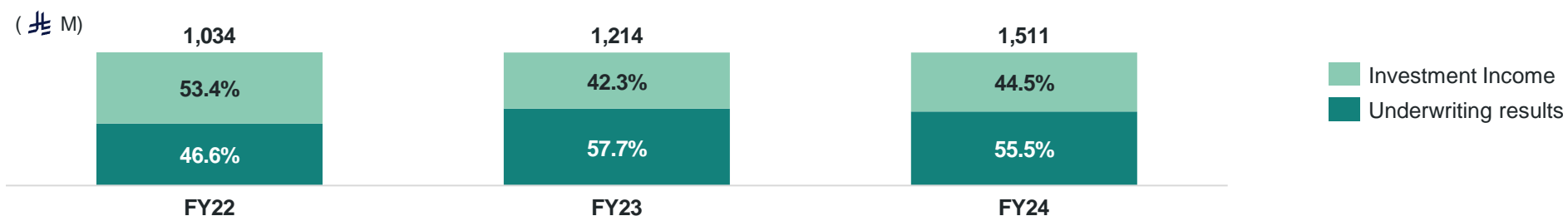
Investment income shows an increase of 31% in FY24



Portfolio size increased YoY by 11.2% across different asset allocations



Income breakdown¹ shows increase of 2.2% FY24

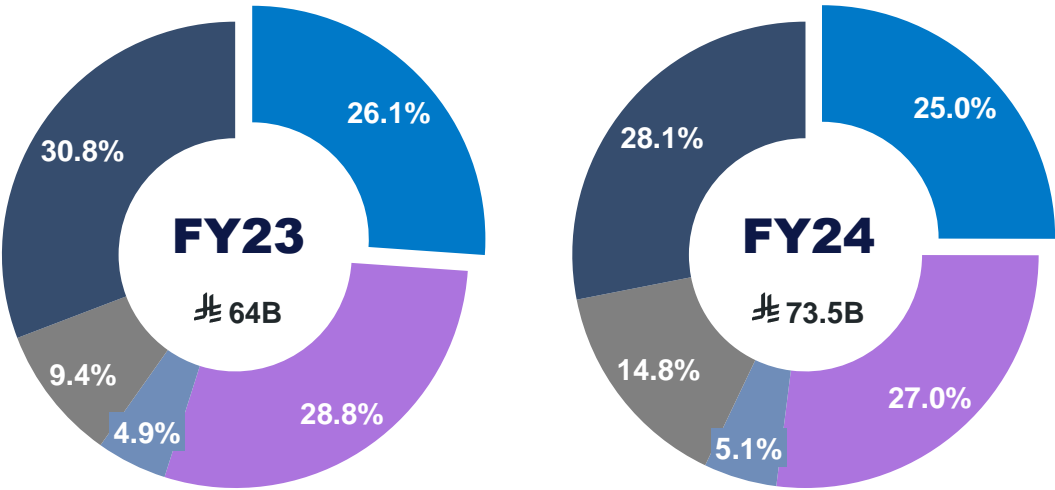


Market Share & Positioning

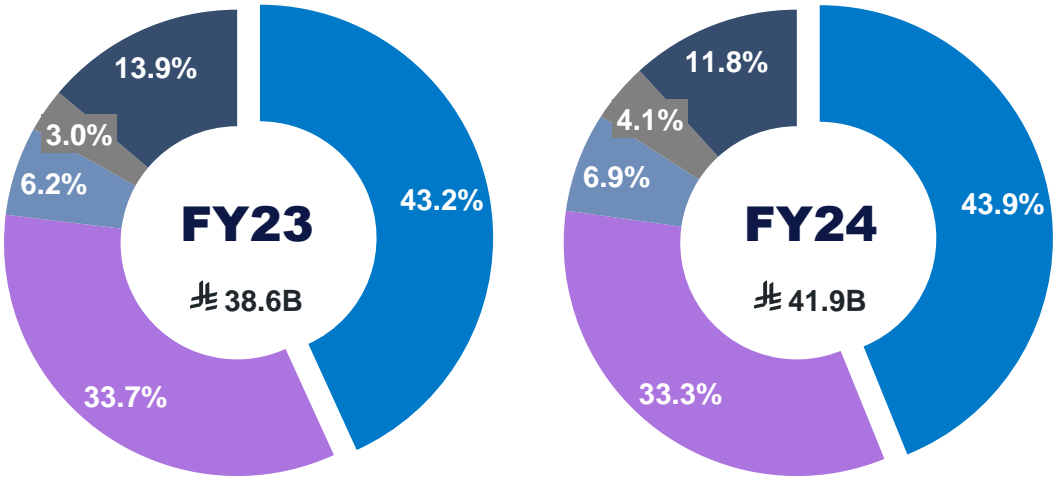
Bupa Arabia maintains leadership of the health insurance market



Total Insurance Market Share¹ GWP basis



Health Insurance Market Share GWP basis



■ Bupa Arabia ■ Tawuniya ■ Medgulf ■ Al Rajhi Takaful ■ Others

Note(s): (1) Calculation of total insurance market and health insurance market excludes GWP from Saudi Reinsurance Company.
Source(s): Respective insurance companies' filings.

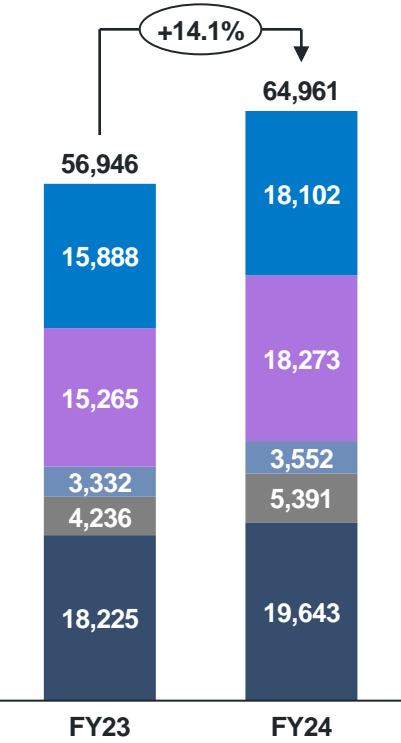
Total Insurance Market

Growth in top-line and investment income resulted in overall sector increase in profitability

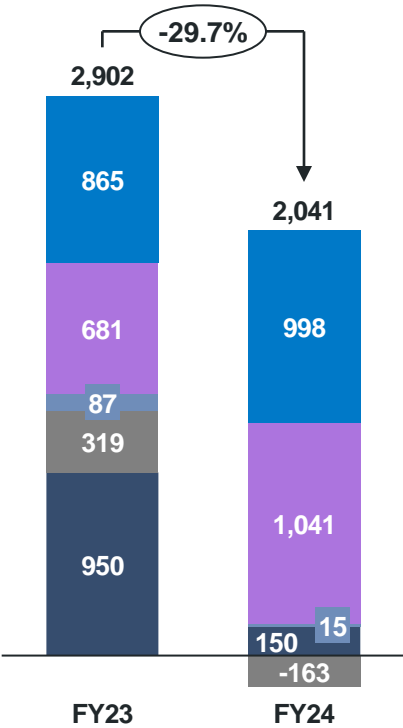


(All in ₪ M)

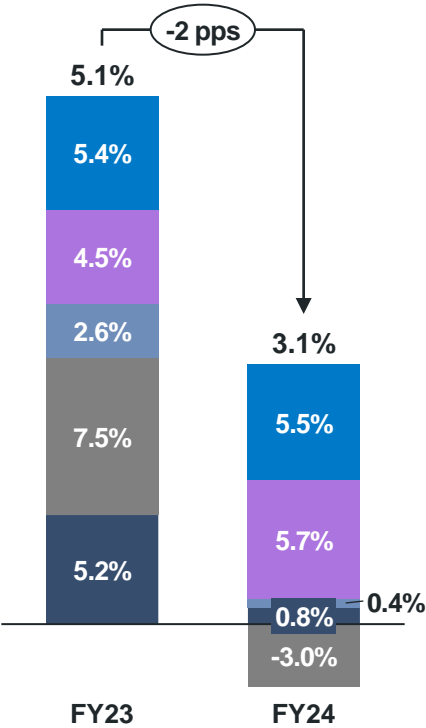
Insurance revenue



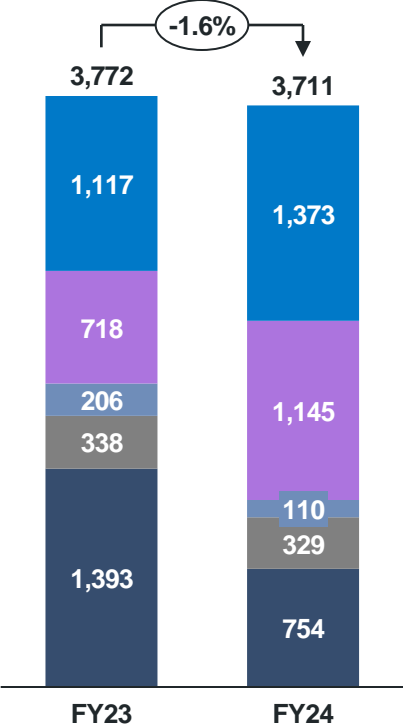
Insurance Service results



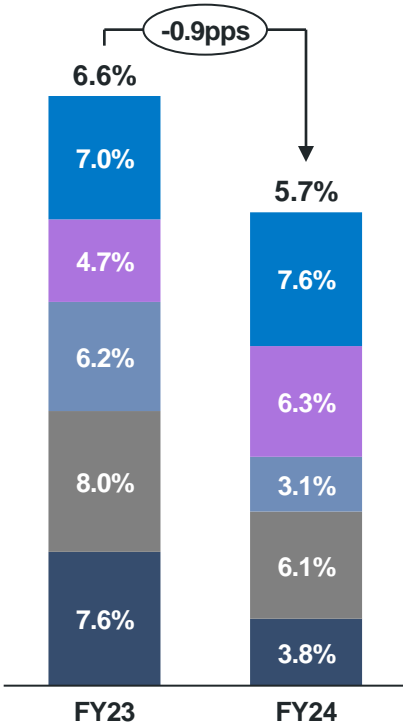
Insurance results margin



EBT



EBT margin



■ Bupa Arabia ■ Tawuniya ■ Medgulf ■ Al Rajhi Takaful ■ Others

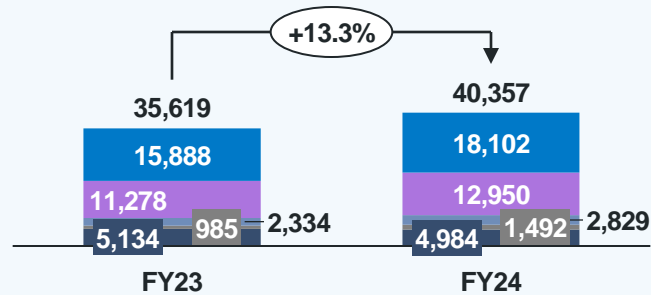
Note(s): Calculation of total insurance market excludes Saudi Reinsurance Company.
Source(s): Respective insurance companies' filings.

Health Insurance Market

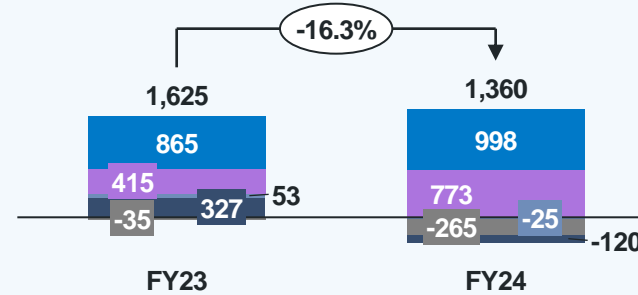
Growth observed across GWP segments as Bupa Arabia maintains leadership in corporates and SMEs



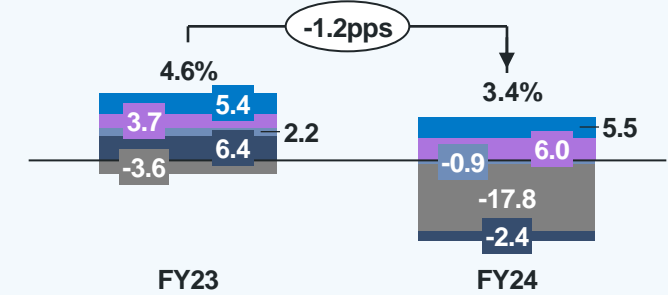
Insurance revenue¹ (In ₪ M)



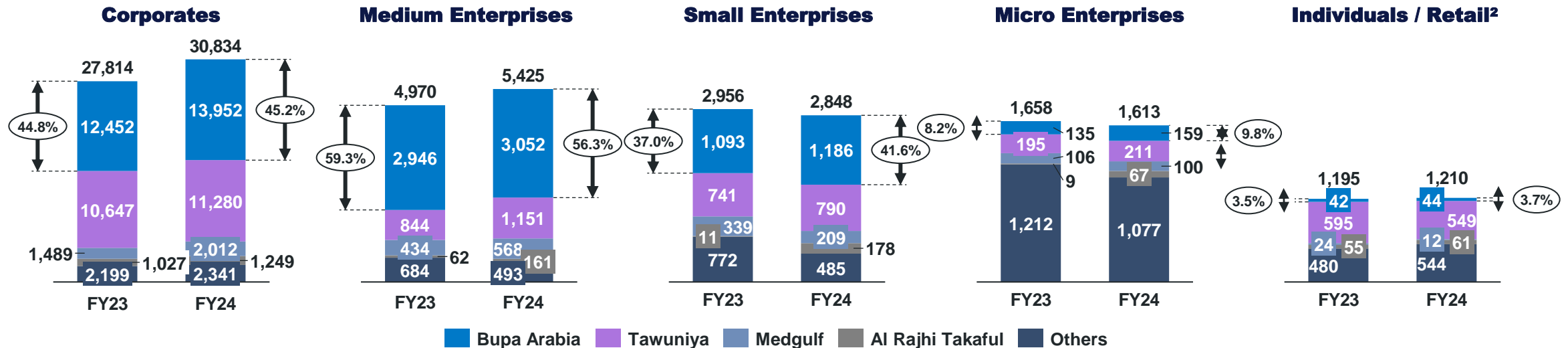
Insurance service results¹ (In ₪ M)



Insurance result margin



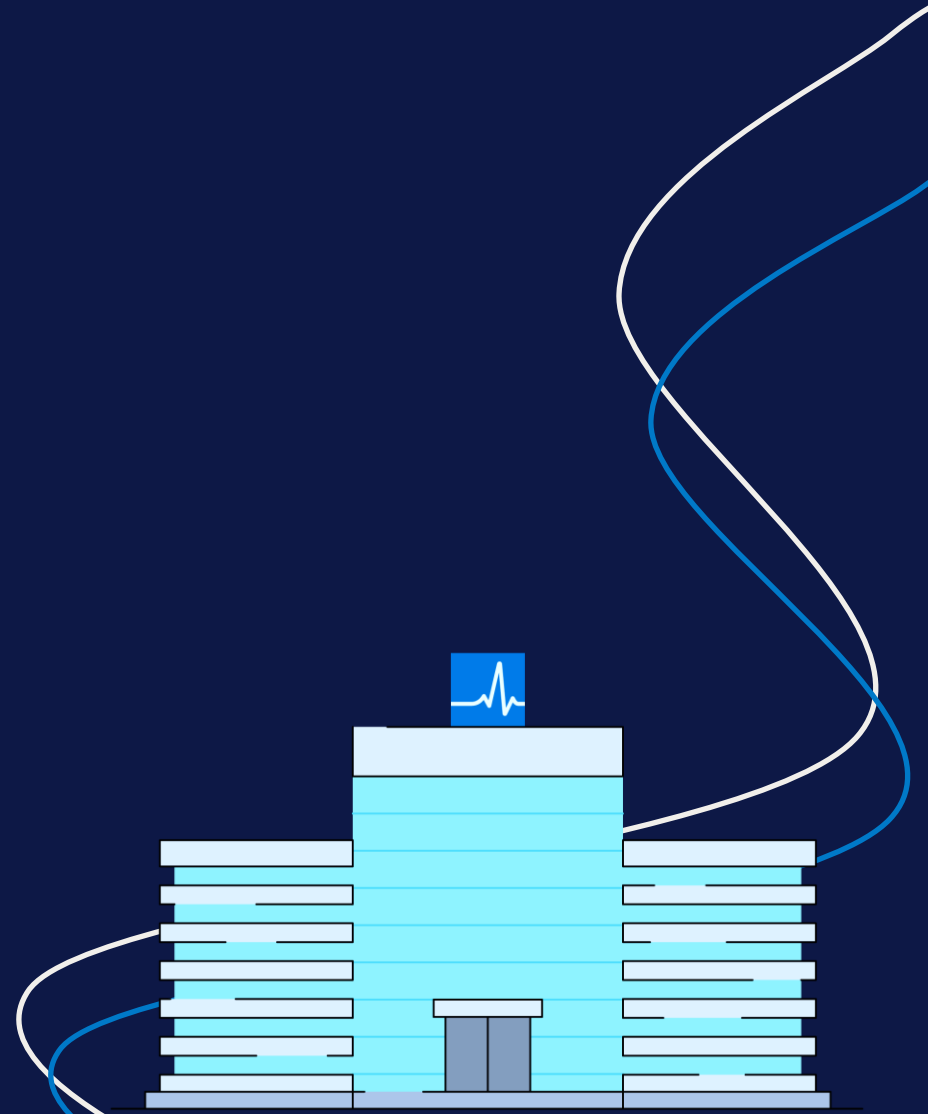
GWP Segmentation (All in ₪ M)



Note(s): Calculation of Health insurance market excludes Saudi Reinsurance Company. (1) Figures for Tawuniya include Medical Umrah insurance, (2) Individual/Retail figures for Tawuniya include results from Medical Umrah insurance.
Source(s): Respective insurance companies' filings.

03

Market Trends

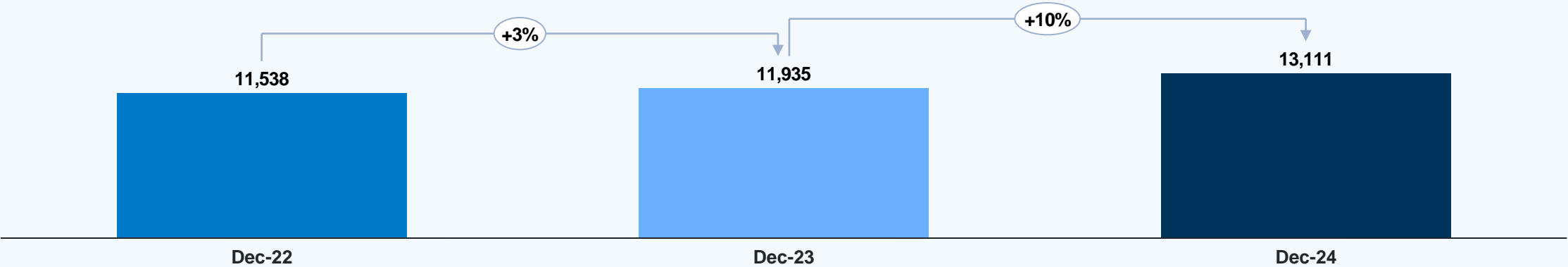


Saudi Health Insurance Market Trends (1/2)

Growth in FY24 mainly driven by increase in expat lives in comparison to the same period in FY23

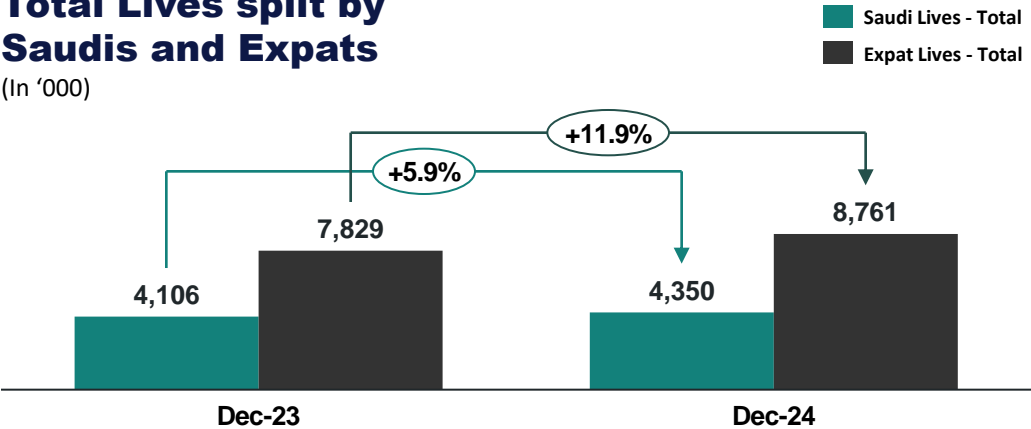


Total Insured Lives (In '000)



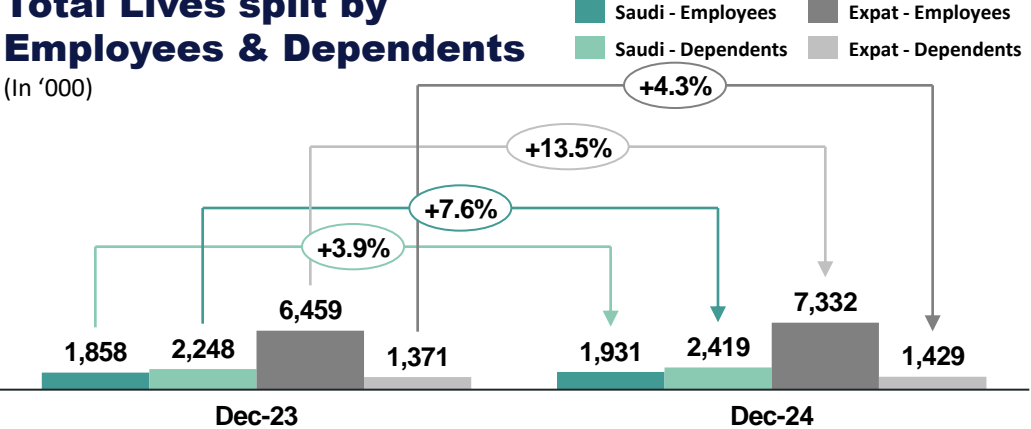
Total Lives split by Saudis and Expats

(In '000)



Total Lives split by Employees & Dependents

(In '000)



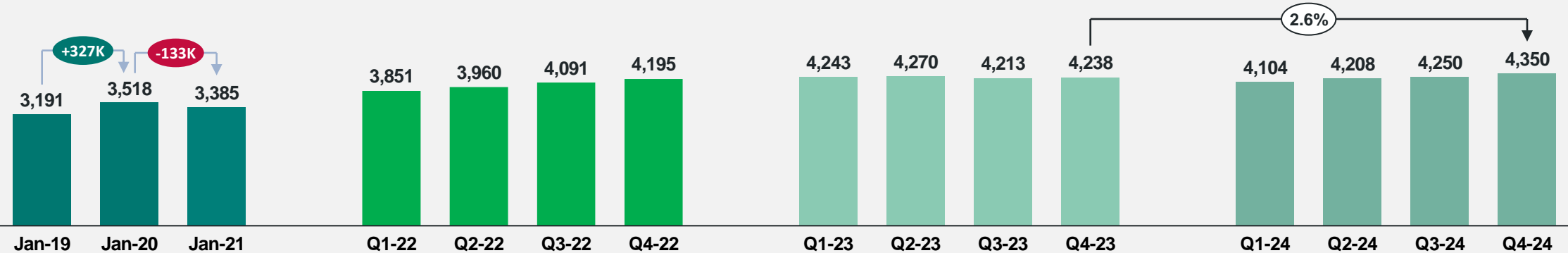
Source(s): GSTAT; GOSI; HRSD; CHI; Bupa Arabia estimates

Saudi Health Insurance Market Trends (2/2)

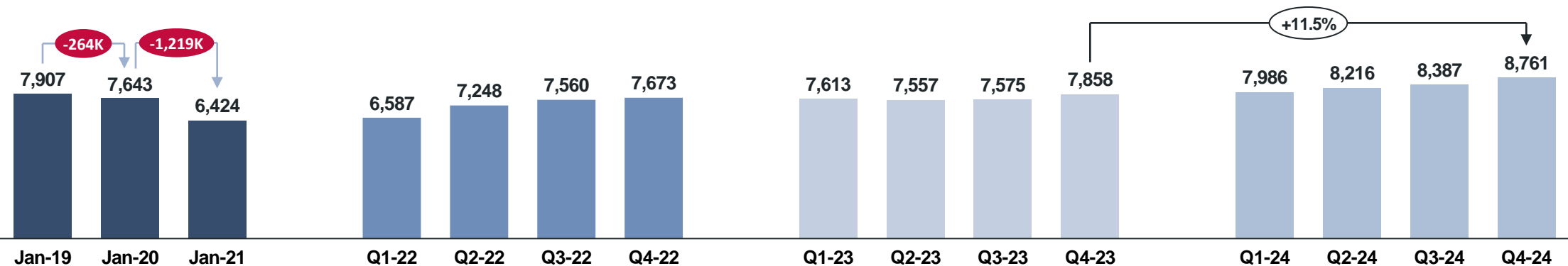
Growth in Expat health insurance coverage alongside a 2.5% increase in Saudi lives.



Saudis (In '000)



Expats (In '000)



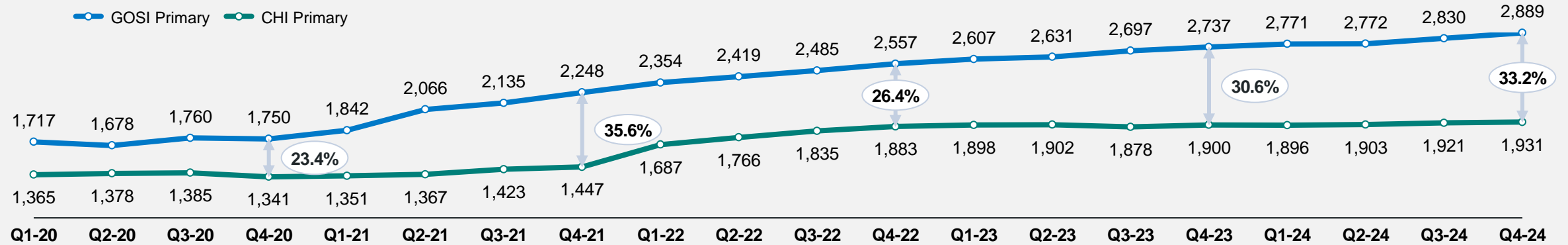
Source(s): GSTAT; GOSI; HRSD; CHI; Bupa Arabia estimates

Gap & Enforcement Explained

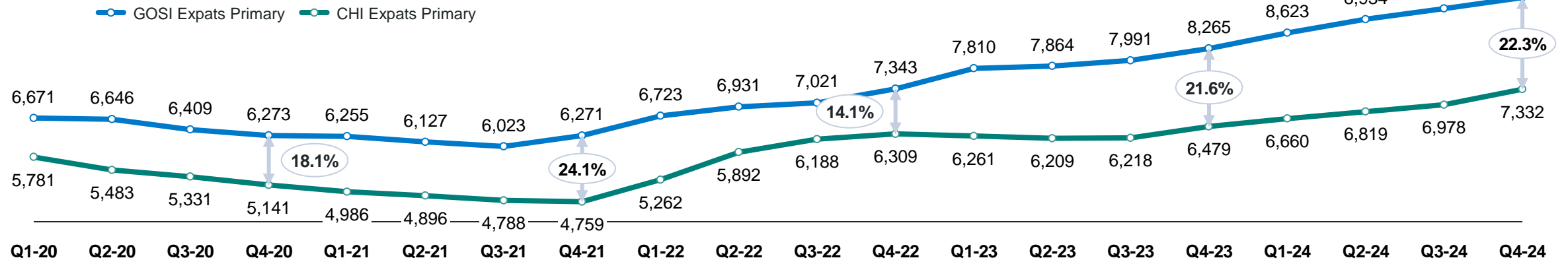
Enforcement gap remains within private sector with 958K Saudis & 2.1M Expats without Medical Insurance



Saudis (In '000)



Expats (In '000)

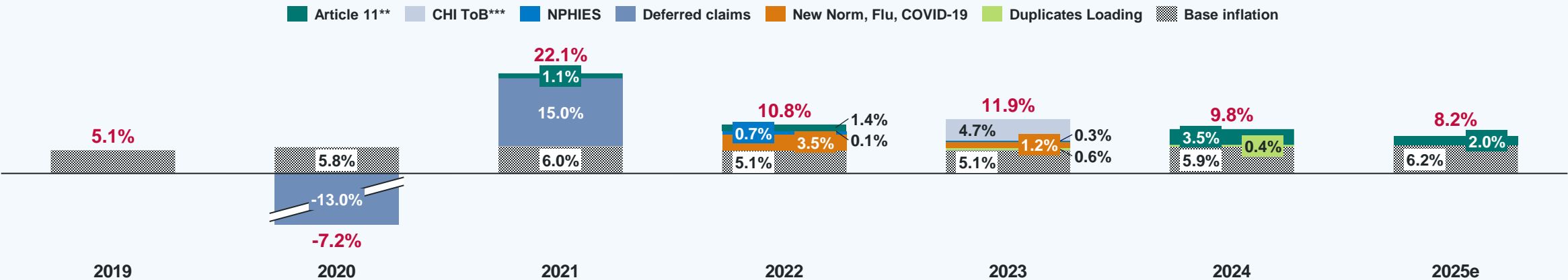


PMI Market Challenges

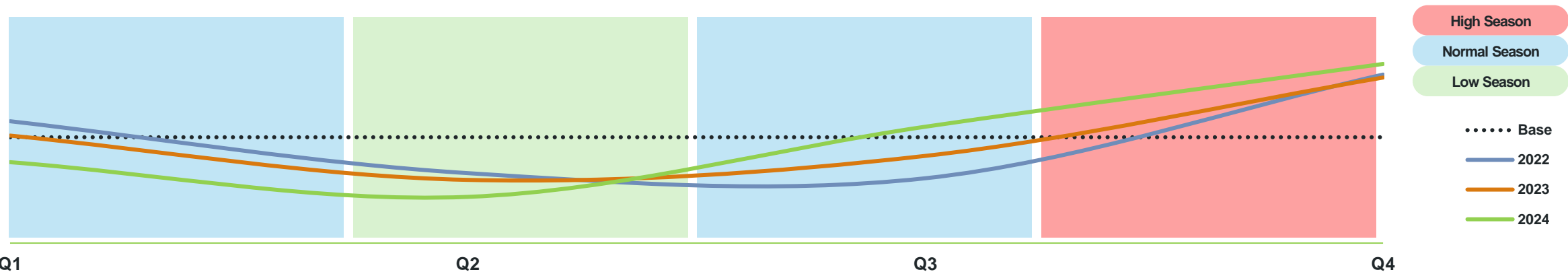
Q4-24 inflation trends show a steady decline, signaling a return to more stable claims experience ahead



Medical Inflation Overview



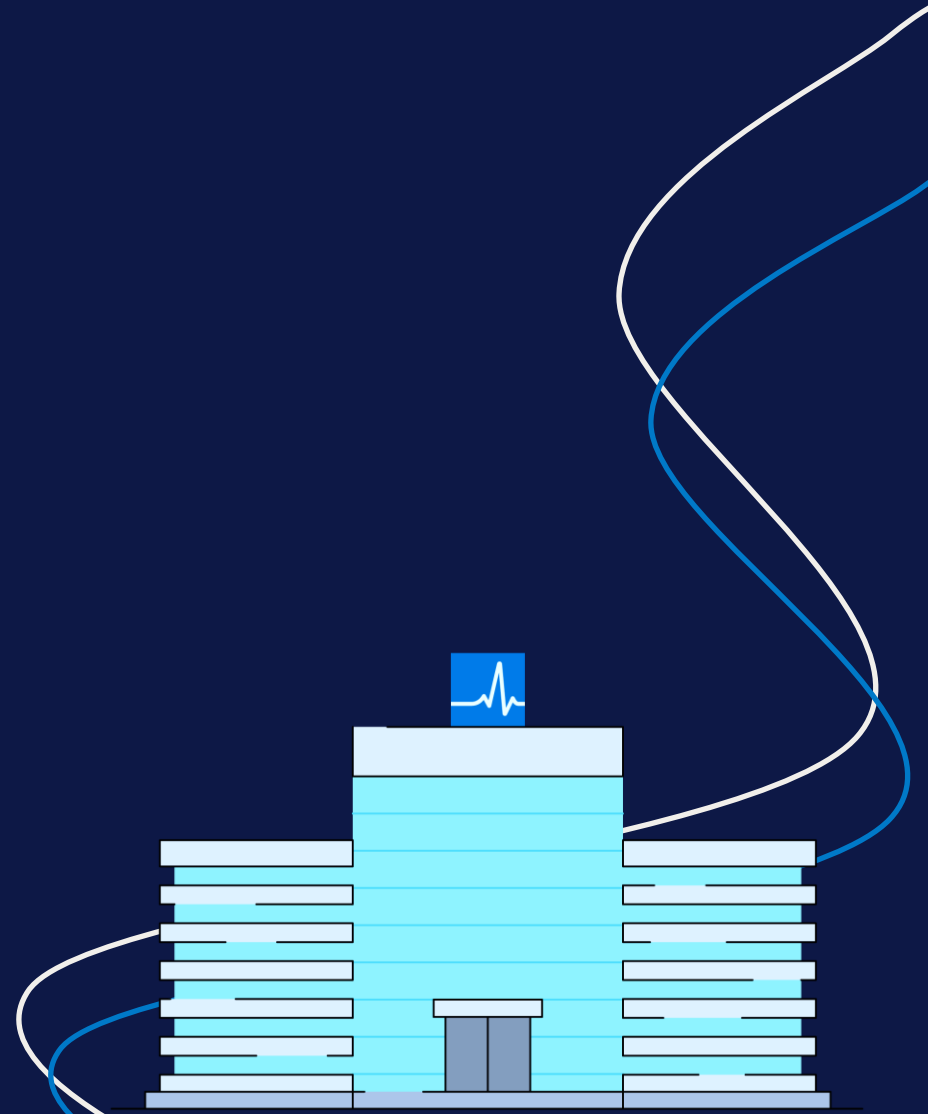
Seasonality by Quarter



Source(s): Bupa Arabia Analysis

04

Other Highlights



Key approvals obtained for Bupa Arabia, along with several developments & contract awards



Bupa Arabia for Cooperative Insurance Co. received on Feb. 9 the approval from Saudi Basic Industries Corp. (SABIC) to renew the medical coverage contract



Bupa Arabia for Cooperative Insurance Co. completed the targeted share buyback process allocated for its employee stock incentive program (ESIP), based on the approval of the extraordinary general meeting (EGM) held on June 30, 2024.



Bupa Arabia for Cooperative Insurance Co. received the final approval of the Insurance Authority to promote and sell its new insurance product “Bupa Sports”.



Bupa Arabia for Cooperative Insurance Co. shareholders approve to distribute cash dividend of 40% of capital for 2023.



Bupa Arabia for Cooperative Insurance Co. issues first suitability report in June 2024, unveiling key sustainability milestones reached in 2023.



Bupa Arabia for Cooperative Insurance Co. renews medical insurance contract with SABIC (June 12 2024).



Bupa Arabia Highlights

Continuous reforms across Saudi Health Sector and Health Insurance Sector in alignment with Vision 2030



Insurance Authority and the Capital Market Authority Signed a Memorandum of Cooperation to Enhance Mutual Collaboration and Develop the Insurance and Financial Market Sectors.



Insurance Authority Launches the "Tameen" Digital Services Portal to Enhance Regulatory and Supervisory Services.



Insurance Authority (IA) automated a number of vehicle insurance services and traffic accident follow-ups, in line with technological progress.



Saudi Arabia's Ministry of Human Resources and Social Development (HRSD), in cooperation with the (IA), launched an insurance product to cover the dues of expatriate workers employed in private sector firms facing financial difficulties.



CHI announced the start of mandatory insurance for registered domestic workers with their employers (if their number exceeds four individuals).



Insurance Authority (IA) issued decision to localize all sales positions in insurance products starting from April 15, 2024.



Regulatory Highlights



Trusted brand
Notable Awards

Diverse client mix across multiple sectors



Government Sector

هيئة الزكاة والضريبة والجمارك
Zakat, Tax and Customs Authority



Natural Resources Sector



Trade & Contracting Sector



Banking & Financial Sector



Other Sectors



**Bupa
Arabia
Clients
portfolio**



Ali Sheneamer
Chief Business Development
Officer



Hatim Jamal
Chief Financial Officer



Ahmed Bajunaid
Chief Investment Officer



Abdulrahman Saimaldahar
Sr. Director of Finance
Operations



Nasser Aljudayi
Director of Actuarial & Data
Analytics



Abdulmalik Farrash
Director of Business Advisory &
Investor Relations

Thank you



With you for better health

Appendix

Board of Directors & Chief Executive Team

Board of Directors



Eng. Loay Hisham Nazer
Chairman



David Martin Fletcher
Vice-Chairman



Martin Houston
Board Member



Dr. Abdulla Elyas
Board Member -
Independent



Huda M. Bin Ghoson
Board Member -
Independent



Osama Shaker
Board Member -
Independent



Nigel Sullivan
Board Member



Tal Hisham Nazer
Board Member



Nader Ashoor
Board Member

Chief Executive Team



Tal Hisham Nazer
Chief Executive
Officer



Mohamed El Missaoui
Chief Executive Officer
CareConnect



Ali Sheneamer
Chief Business
Development Officer



Hatim Jamal
Chief Financial
Officer



Ahmed Bajunaid
Chief Investment
Officer



Tariq Alamoudi
Chief Human
Resources Officer



Atef Mufti
Chief Growth
Officer



Ryyan Tarabzoni
Chief Operations
Officer



Amro Shawli
Chief Governance,
Risk & Control Officer



With you for better health