



Management Discussion & Analysis

3rd Quarter 2008

Highlights

Net loss of \$ 10.8 m for the nine month period (3Q 2007: net profit of \$ 10.3 m)

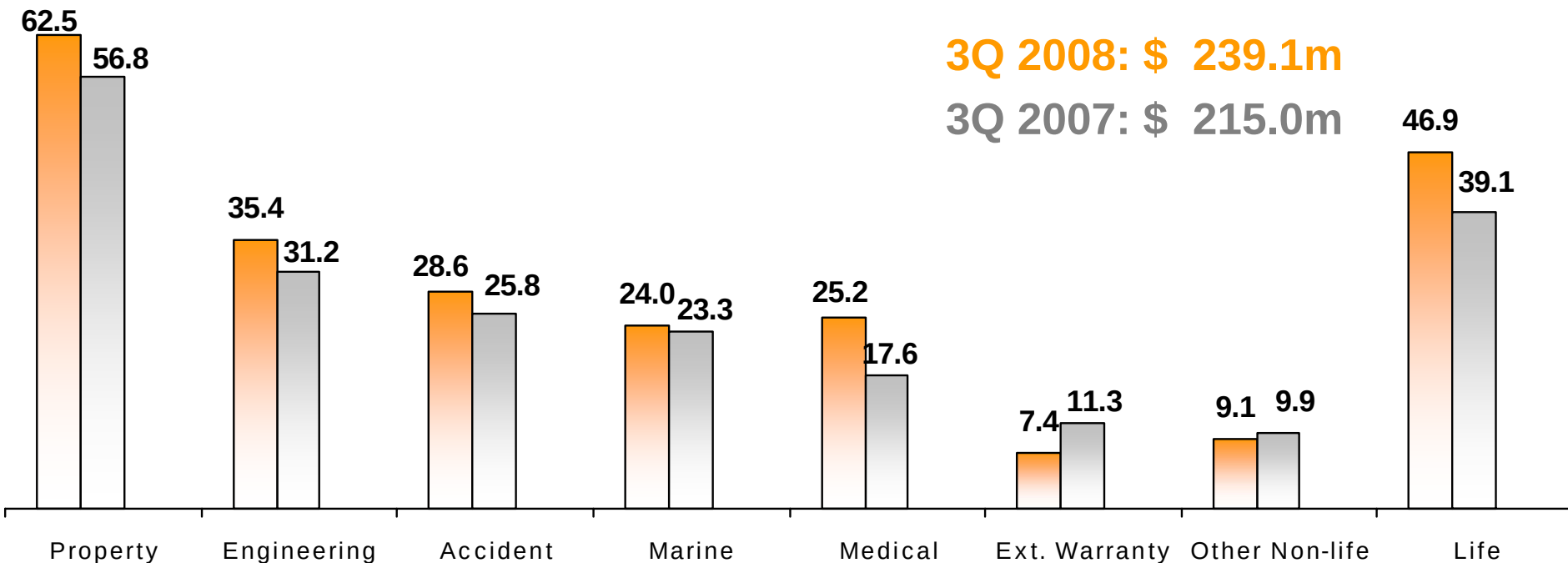
- Impact of global financial turmoil resulted in Investment loss for the 3rd quarter of \$ 21.8 m (3Q 2007: Income \$ 7.3 m)
- Improved reinsurance technical profits of \$ 7.2 m for the period (3Q 2007: loss of \$ 4.6 m)
- Underwriting loss of \$ 7.7 m for the period (3Q 2007: loss of \$ 3.7 m)
- Book value per share at \$ 1.24 per share (Year- end 2007: \$ 1.40 per share) after dividend distribution for 2007 of \$ 0.075 per share
- Earnings per share at \$ (0.05) per share (3Q 2007: \$ 0.05 per share)

Highlights

(US\$ m)

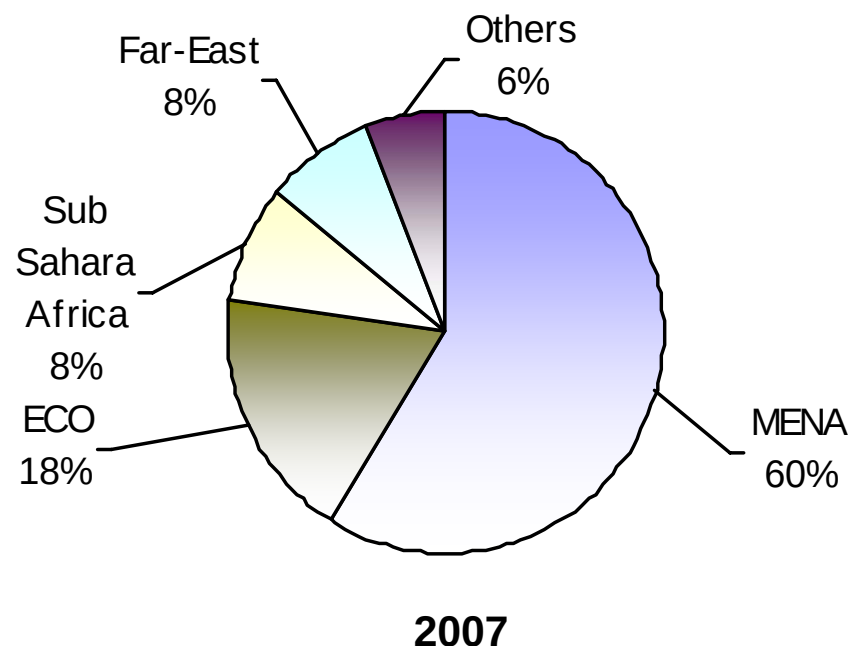
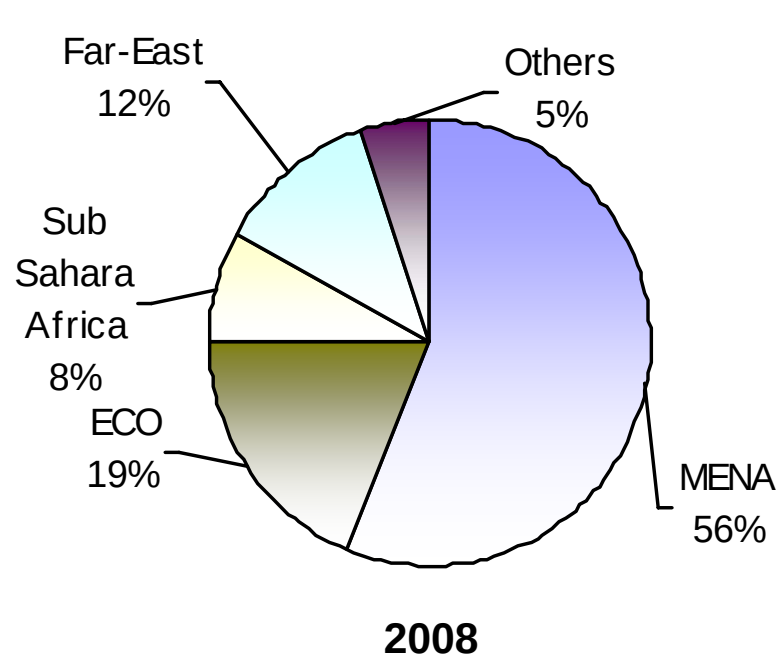
Financial Highlights	Jan-Sep		Year
	2008	2007	2007
Gross Premium Written	239.1	215.0	250.0
Technical Result	7.2	(4.6)	(3.0)
Underwriting Result	(7.7)	(3.7)	0.3
Investment Income	(6.5)	34.7	53.7
Operating Expenses	25.7	20.6	29.2
Net Profit	(10.8)	10.3	23.7
Investment Assets	694.7	698.4	711.7
Net Technical Provisions	550.2	484.0	459.1
Shareholders' Equity	261.4	284.3	298.4
Total Assets	1,140.2	1,073.3	1,049.8
Return on Equity %	(3.9)	3.6	8.0
Book Value per share (US \$)	1.24	1.33	1.40

Gross Premium – by business line



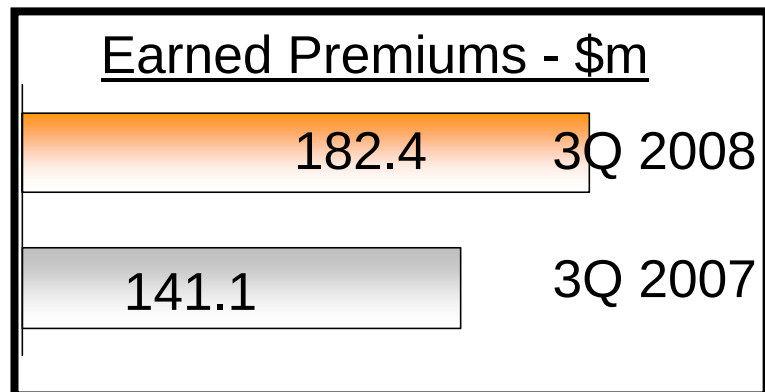
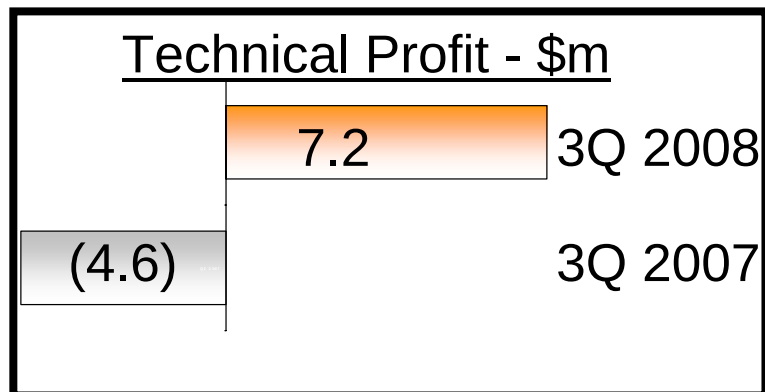
- Strong growth in premiums seen in the personal lines – Life & medical
- Non-life premium grew by 9% mainly in engineering and property classes

Non-life Gross Premium – by region



- Proportion of Non- life premiums from Far-east increased to 12% from 8% in 3Q 2007 – Far-east premiums recorded significant growth of 55% growing to \$ 22.8 m (3Q 2007: 14.7 m)
- MENA region premiums increased by 3% to \$107.1m (3Q 2007: \$ 103.6m) although contribution of the region to overall premiums fell to 56% (3Q 2007: 60%)

Technical Results



- Earned premiums were higher mainly from the Life portfolio which contributed \$ 49 m (3Q 2007: \$ 22.9 m)
- Improved technical profits (earned premiums less claims and acquisition costs)
 - Non life recorded technical profit of \$ 4.3 m (3Q 2007: loss \$ 7.3 m)
 - Life portfolio reported technical profit of \$ 2.9 m (3Q 2007: \$ 2.7 m)

Combined ratio

(%)

	3Q 2008	3Q 2007	Year 2007
Claims loss ratio	77.3	81.6	81.6
Acquisition Cost ratio	18.7	21.7	19.8
Operating Cost ratio	8.1	8.5	7.7
Combined ratio	104.1	111.8	109.1

- Claims loss ratio impacted by
 - Prudent reserving at 88.4% loss ratio on the enlarged life portfolio (3Q 2007: 84.5%)
 - Non-life portfolio recorded a lower loss ratio of 73.2% (3Q 2007: 81%)
 - 2008 included effect of several major losses reported during the period with a net impact of \$ 9.7 m
 - 2007 was mainly impacted by 'Gonu' (net impact: \$ 9.3 m)
- Acquisition cost ratio benefited from the negligible costs relating to the significant earned premiums from the Life portfolio
- The higher earned premium base helped to lower the operating cost ratio

Investment Income

	(US\$ m)	
	3Q 2008	3Q 2007
Interest Income	16.6	17.0
Dividends	3.0	1.8
Realised Gains	2.3	13.0
Unrealised gains/(loss)	(27.9)	0.4
Impairment	(1.8)	(0.2)
Others	1.3	2.7
Total	(6.5)	34.7
Rate of return (annualised) %	(1.2)	6.7

- Investment earnings impacted by
 - The turmoil in global financial market witnessed this year leading to the steepest fall in capital market values in recent history
- Impact contained by
 - Lower allocation to equities and strict application of stop loss policies
 - Higher asset allocation to cash & short term maturities
- ‘Others’ mainly comprises exchange gains on Kuwaiti Dinar deposits

Operating Costs

	(US\$ m)	
	3Q 2008	3Q 2007
Parent	17.9	14.9
Takaful Re	1.8	1.3
Gulf Warranties	4.8	3.7
ARIMA	1.1	0.6
Arig UK	0.1	0.1
Total Group	25.7	20.6

- Higher costs in Parent mainly due to
 - Increase in staff numbers and corresponding costs, including staff absorbed on acquisition of Scottish Re Life portfolio
 - Higher business promotion costs; sponsorship of GAIF conference in Bahrain
- Increase in costs in Takaful Re mainly due to increase in staff numbers, rent and travel costs
- Gulf Warranties employed additional staff in line with plans to manage the Saudi operations

Subsidiaries

Takaful Re

- Gross contributions from Participants grew to \$ 34.5 m (3Q 2007: \$ 18.9 m)
- Fees for managing Islamic Reinsurance operations \$ 4.7 m (3Q 2007: \$ 2.4 m)
- Investments reported losses of \$ 6.1 m (3Q 2007 income: \$ 7.4 m) as result of the fall in equities markets
- Net loss (Arig share); \$ 3.0 m (3Q 2007: net profit \$ 3.9 m)

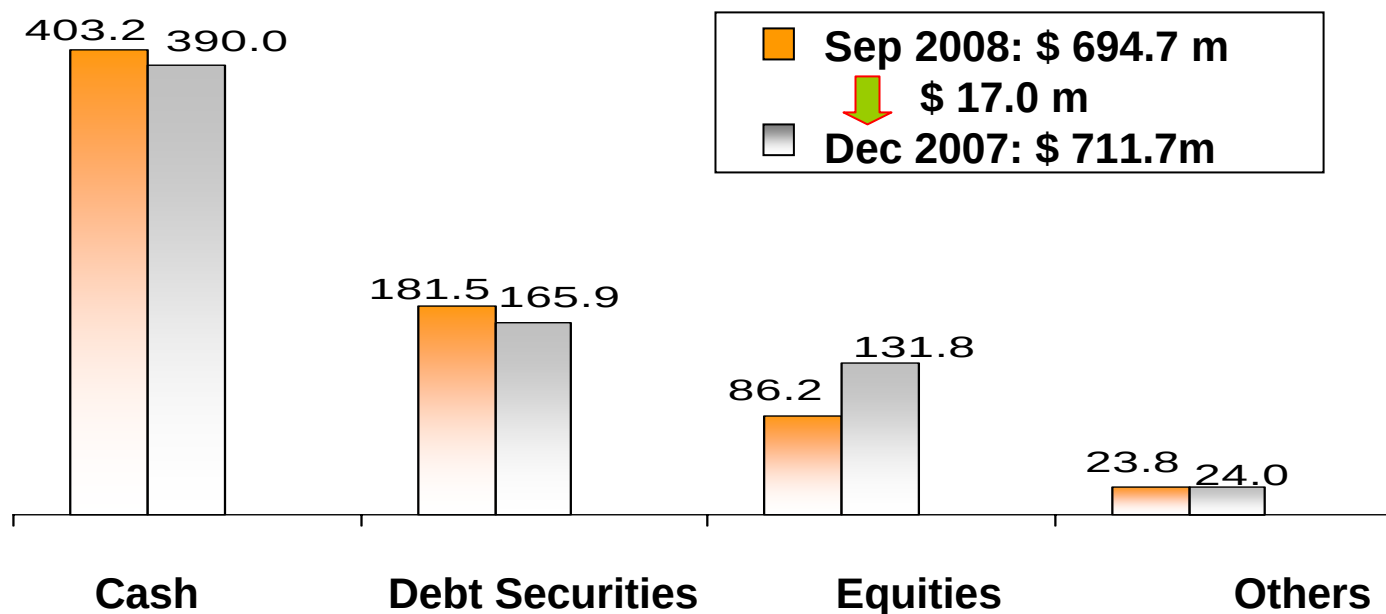
Gulf Warranties

- Revenue earned from administration of extended warranty insurance and related services, \$ 5.3 (3Q 2007: \$ 5.0 m)
- Net profit (Arig share) \$ 0.3 m (3Q 2007 net profit: \$ 0.7 m)

ARIMA

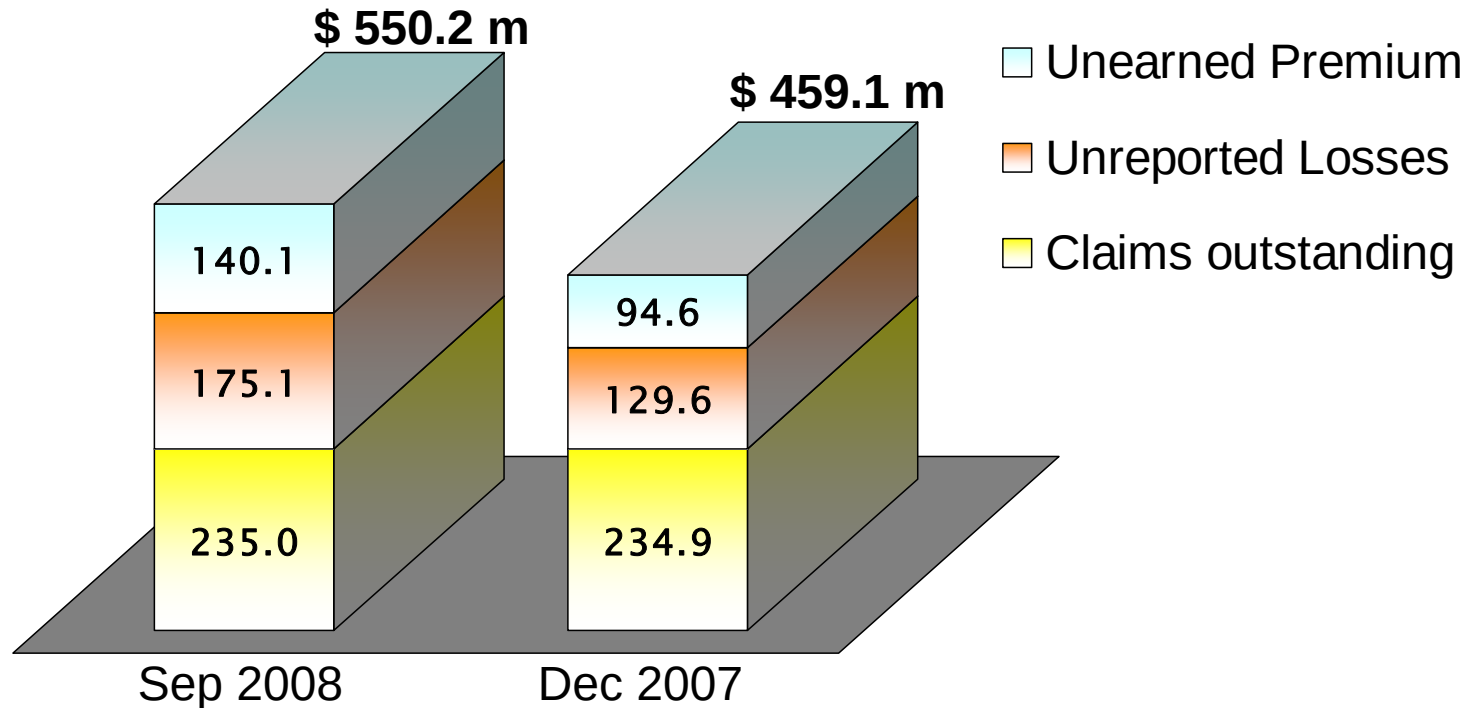
- Income from software sales & related services, \$ 1.2 m (3Q 2007: \$ 0.6 m)

Investments



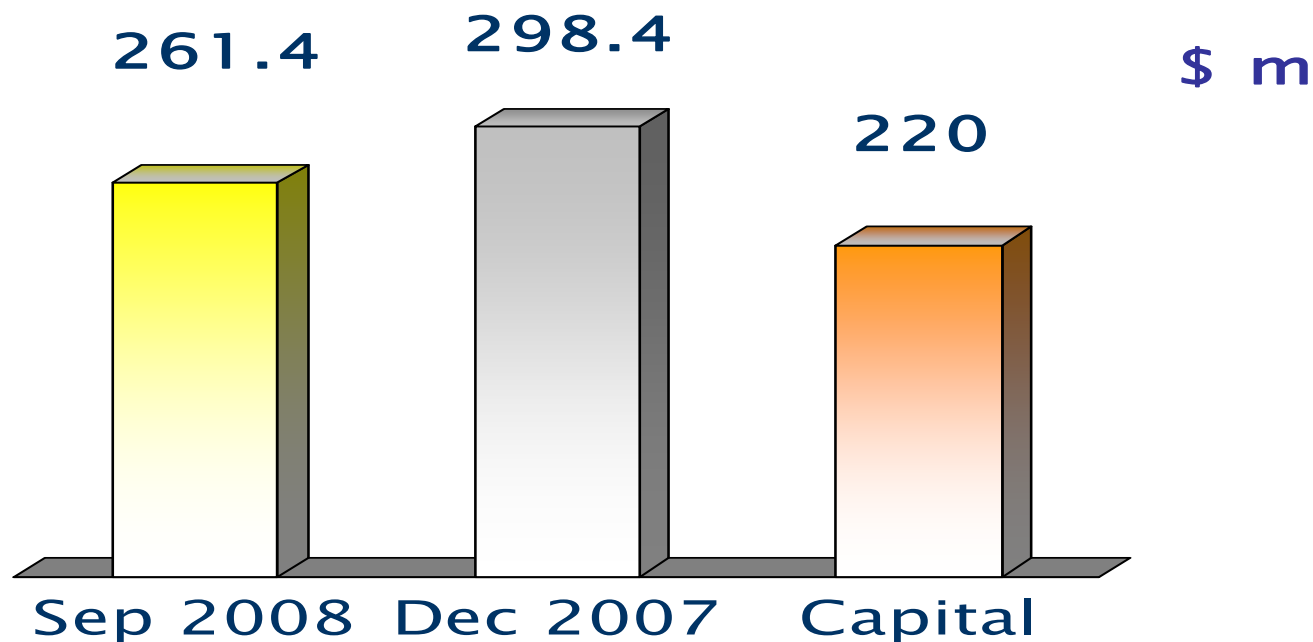
- High allocation in cash & short term on account of the very volatile market conditions
- Decrease in equity holdings represent withdrawals made to reduce exposure in the falling global equity market

Technical Reserves



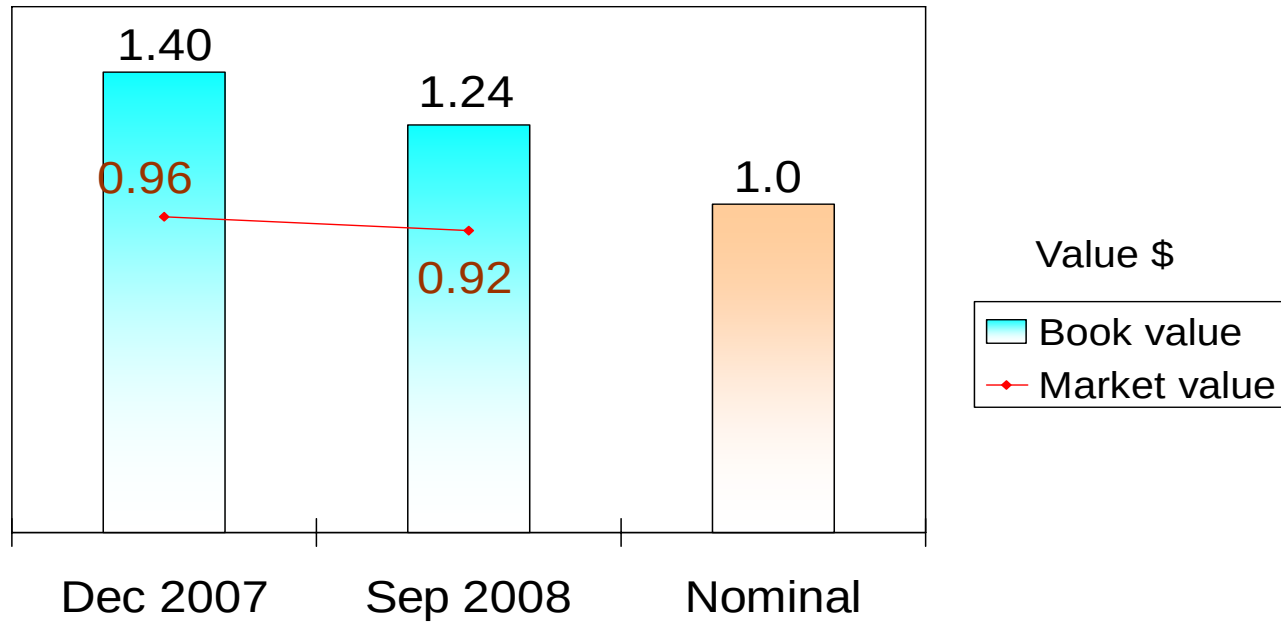
- Technical provisions increased by \$ 91.1 m - mainly due to
 - increase in provision for unearned premium in line with seasonal trends and increase in premium income
 - Increase in unreported losses – mainly mathematical reserves relating to the Life business

Shareholders Equity



- Shareholders equity decreased by \$ 37 m mainly due to
 - Dividends for 2007; \$ 15.9 m
 - Directors' remuneration; \$ 1.0 m
 - Changes on remeasurement of available for sale assets, US\$ 8.2 m
 - Net loss of US\$ 10.8 m

Arig Share



- Price/Book value (Sep 2008); 0.74

Outlook

- Depressed investment earnings likely to impact full year performance
- More adequate pricing in traditional treaty & facultative business expected to lead to better risk returns in the medium term
 - Lower investment earnings likely to compel a 'back to basics' approach by insurers
 - Conservative underwriting approach with focus on profitable writing
- Continued strong growth in non-cyclical Life and medical portfolios, expected to
 - reduce acquisition costs
 - Improve performance