

A conceptual photograph for an insurance advertisement. It features a man in a dark suit walking away from the camera up a long, wide staircase. The staircase is brightly lit from above, creating a strong perspective. On the left side of the image, there is a large, semi-transparent profile of a man's face wearing glasses, which is overlaid on the staircase. The overall mood is one of upward movement and resilience.

RESILIENCE
GUARANTEES SUCCESS

TOGETHER WE WILL RISE!

Dear Valued Readers,

I am proud to share with you the new edition of our Corporate Profile and Financial Report for the year 2019.

As we were about to release our corporate profile, the ferocious blast tore through Beirut, our beloved lively city and its citizens on August 4, leaving us all under shock and emotionally devastated.

Gratefully, AROPE family members have survived this explosion, and all our losses were limited to material damages. As we wish the same for you, your family members, and your loved ones.

AROPE, being one of the leading insurance companies in Lebanon, has ensured a quick response to our insured members who were affected in the unfortunate blast, through a crisis committee dedicated specifically to this purpose.

We thank you all for your continuous trust and appreciation, and invite you to enjoy reading our publication.

Yours Sincerely,

Fateh Bekdache
Chairman & CEO
AROPE Insurance S.A.L

MESSAGE FROM THE CHAIRMAN

Dear Shareholders, Partners and Clients,

“We Keep Our Word” is today much more than our motto; it is a commitment towards all stakeholders by which we work hard every day to deliver excellence and build a more confident future.

Since October 2019, our beloved country Lebanon is facing tough challenges amid a bleak horizon. All sectors, are enduring the consequences of the instability and volatility ruling our way of life. Then, the novel COVID-19 virus emerged to worsen even more the situation, and to present new obstacles to a stagnating economy.

In fact, such a crisis requires an exceptional response from all of us. Thus, we, at AROPE Insurance, equipped with resilience, our top priority remains the provision of security to our stakeholders, mainly our valued clients, and ensuring the safety of our human capital.

The year 2019, summarized in the following pages, was challenging by all means, and the year 2020 turns out to be an unprecedented one. Nevertheless, we wrapped up the fourth quarter of 2019 in an unusual framework and yet walked the talk by settling a total of USD 54 million of life and non-life claims, and scored a Net Profit of USD 21.7 million with an increase of 8.3% versus 2018. AROPE Lebanon closed the year on a positive note despite it all, thanks to our healthy and balanced portfolio and the dedication of our highly skilled team.

Regionally, AROPE consolidated results reflect as well a positive outlook with a double-digit growth of 11% year-to-year in both Shareholders' Equity and Net Profits, reaching consecutively USD 158 million and USD 23.8 million. The Return on Equity also grew to score 15.83%.

With a high sense of wisdom and amidst Volatility, Uncertainty, Complexity and Ambiguity, AROPE will strive to draw new strategies and business models, to maintain effectiveness despite challenges, ensuring sustainability, growth, and success.

Yours sincerely,

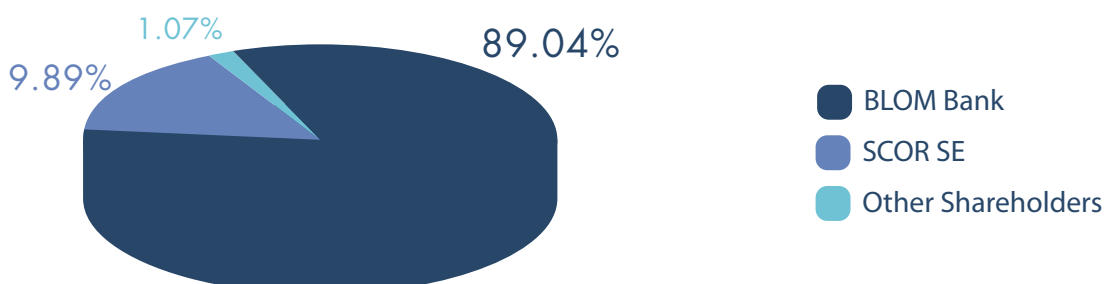
FATEH BEKDACHE | *Chairman & CEO of AROPE Insurance*

AROPE LEBANON AT A GLANCE

Founded in 1974, AROPE Insurance is today one of the leading companies in Lebanon's insurance sector maintaining a steady profitability, a continuous growth and a sustained development. With a diversified and balanced portfolio, a solvency ratio exceeding seven times the minimum required by the Insurance Control Commission, and backed by first-class Global Reinsurers, AROPE offers innovative and efficient protection solutions to Individuals, SMEs and Large Corporations, in the following authorized insurance branches:

- Life
- Cargo & Hull
- Fire
- General Accident
- Credit

SHAREHOLDERS



AROPE LEBANON FACTS & FIGURES

REINSURERS

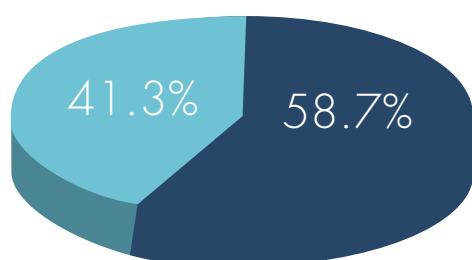


FINANCIAL AUDITORS



KEY FIGURES 2019

For the year 2019, AROPE Insurance Lebanon scored USD 87,191,992 of Gross Premiums, a Net Profit after Tax reaching USD 21,670,589 and a Shareholders' Equity of USD 161,603,806.



 Life	USD 36,057,654
 Non-Life	USD 51,134,338

Gross Premium Distribution

RANKING

- 1st in Shareholders' Equity
- 4th in Net Profits
- 8th in Gross Written Premium

(Source: Insurance Control Commission Report 2018)

SOLVENCY RATIO

In 2019, AROPE Lebanon **Solvency Ratio** scored **68.7%** exceeding 7 times the minimum required by the Insurance Control Commission.

QUALITY POLICY

AROPE is committed to satisfying customer's expectations by:

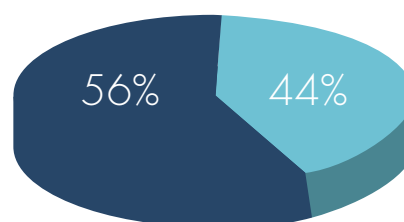
- Supplying competitive quality insurance products
- Supplying insurance products that comply with applicable regulatory requirements
- Ensuring prompt claim processing
- Providing a consistently efficient service
- Building long-term relationships with customers

To that end, and in the aim of continual improvement, AROPE implements a Quality Management System model in conformance with the requirements of ISO 9001.

FINANCIAL HIGHLIGHTS

*PAID CLAIMS FOR LIFE & NON-LIFE PRODUCTS IN 2019 (USD)

LIFE**	23,501,709
MOTOR	14,289,569
MEDICAL	12,406,960
MISCELLANEOUS	1,757,826
FIRE	1,489,229
MARINE	487,621
TOTAL CLAIMS PAID	53,932,915



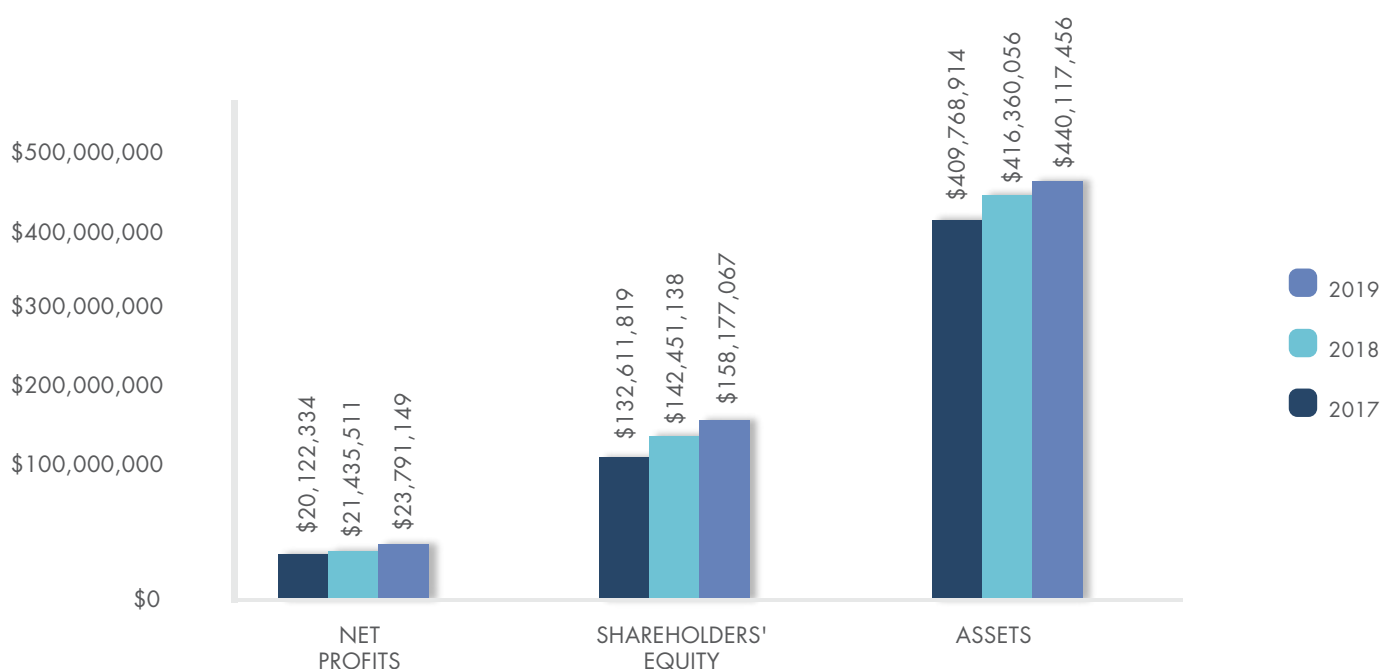
● Life** USD 23,501,709
● Non-Life USD 30,431,205

*AROE Lebanon

(**Including Capital Due, Early Surrender, Surrender and Claims Paid)

KEY CONSOLIDATED FINANCIAL INDICATORS 2019 (USD)

	2017	2018	2019
GROSS PREMIUM	117,563,695	109,972,639	101,659,447
LIFE	41,499,857	39,374,245	40,106,969
NON-LIFE	76,063,838	70,598,394	61,552,478
INCURRED CLAIMS	52,318,405	45,817,157	51,485,226
PAID CLAIMS	45,830,189	52,094,128	48,301,766
TOTAL ASSETS	409,768,914	416,360,056	440,117,456
NET PROFIT AFTER TAX	20,122,334	21,435,511	23,791,419
SHAREHOLDERS' EQUITY	132,611,819	142,451,138	158,177,067
RETURN ON EQUITY	15.86%	15.59%	15.83%



INSURANCE SOLUTIONS

Life & Personal Accident



- Retirement Plans: AROPE Open Life (AOL) & "Damanati" Plus
- Education Plans: Ta3leem & "Waladi" Plus
- Investment Plan: "Tayseer" Single Premium Investment
- Credit Life
- Term Life
- 5-year Term Life Plan with Guaranteed Renewability
- "Allo...Hayete" Life Micro-Insurance
- Personal Accident (PA)
- School PA Insurance
- PA Single Premium

Healthcare



- AROPE MEDICARE Healthcare Plan (In-Hospital, Out-Hospital, Doctors' Consultation and Medications)
- EXPAND International Medical Insurance for 5 Critical Illnesses
- Expatriate Insurance Plan
- Travel Assistance

Motor



- All-Risks Insurance
- All-Risks Insurance including Natural Perils
- All-Risks for Luxury Cars
- Third Party Liability – Material Damages
- Third Party Liability – Bodily Injuries
- Orange Card

Marine



- Cargo & Airfreight Insurance
- Hull & Pleasure Boat Insurance

Property



- All Risks Insurance
- Multi-Risks Insurance
- Engineering
- Political Violence

Liabilities



- Directors & Officers Liability
- General Third Party Liability
- Workmen Compensation
- Professional Liability
- Drone Third Party Liability
- Hunting Third Party Liability

Miscellaneous



- Bankers Blanket Bond (BBB)
- Computer Crimes
- Cyber Insurance
- Money Insurance
- Fidelity Guarantee
- Kidnapping & Ransom Insurance
- Cancellation of Event Insurance
- Jeweler's Block Insurance



- Family Takaful
- Medical Takaful
- Motor Takaful
- Workmen Compensation Takaful
- Third Party Liability Takaful
- Property Takaful
- Marine Cargo Takaful
- Personal Accident Takaful
- Money Takaful
- Hajj & Umrah Takaful
- Travel Takaful
- School Liability Takaful



Doozy, a direct insurance business by AROPE Insurance S.A.L. offering Motor Insurance plans and shall include other products in the future:

- **"Nos B Nos"** All-Risks Motor Insurance
- **"7adid B 7adid"** Car-to-Car Accident All-Risks Motor Insurance
- **"7a2ak"** Third Party Liability Motor Insurance
- **"Ammin Tari2ak"** Motor Personal Accident insurance covering accidental death and accidental permanent disablement while driving private cars only.

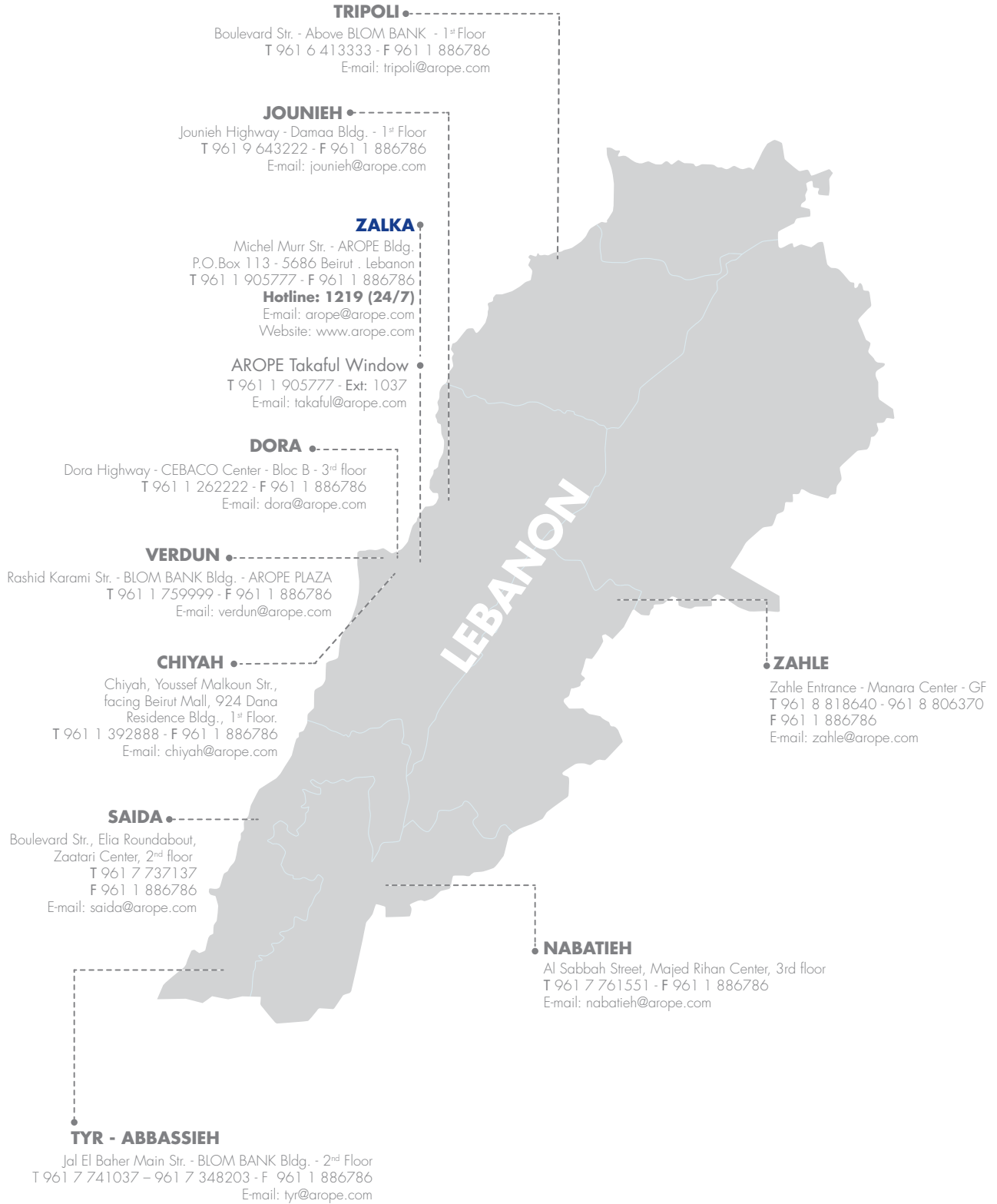
For more info: www.doozyinsurance.com

Other Services

- AROPE Mobile Application
- TEMA (Traffic Expert Mobile Application)
- Online Policy Payment



AROPE LEBANON NETWORK



BR/C-PF2019/JULY 2020

We Keep Our Word.®

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AROPE Mobile Application

