

# MOODY'S

## INVESTORS SERVICE

### Credit Opinion: ICIEC

Global Credit Research - 23 Jul 2013

Saudi Arabia

#### Ratings

Category	Moody's Rating
Rating Outlook	STA
Insurance Financial Strength	Aa3

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#### Key Indicators

##### ICIEC[1][2]

	2012	2011	2010	2009	2008
Net premiums earned (ID thousands) [3]	6,490	4,857	4,018	3,667	1,947
Net income as reported (ID thousands)	-413	260	138	1,091	460
Shareholders' Equity (ID thousands) [4]	129,349	99,756	99,298	98,819	95,834
High Risk Assets % Shareholders' Equity [4]	11%	16%	16%	16%	16%
Reinsurance Recoverables % Shareholders' Equity [4]	1%	1%	1%	3%	1%
Goodwill & Intangibles % Shareholders' Equity [4]	0%	0%	0%	0%	0%
Net Underwriting Leverage [4]	7%	7%	6%	6%	4%
Net Total Exposure % Shareholders' Equity [4]	4.1x	4.5x	3.7x	3.7x	2.7x
Loss ratio, net [5]	12%	-3%	3%	-7%	26%
Expense ratio, net [5]	118%	143%	137%	127%	222%
Combined ratio, net [5]	129%	140%	139%	120%	248%
Sharpe Ratio on Return on Capital (5 yr. avg) [4]	62%	66%	78%	108%	88%
Financial Leverage [4]	0%	0%	0%	0%	0%

[1] Information based on IFRS financial statements; 29 Dhul-Hijja 1433H corresponds to 14 November 2012 [2] 1 US\$ = 0.66 ID as at 14 Nov 2012 [3] Includes policy fees [4] Includes shareholder and policyholder funds [5] Moody's calculations

#### Opinion

##### SUMMARY RATING RATIONALE

The Islamic Corporation for the Insurance of Investment and Export Credit ("ICIEC"), rated Aa3 for insurance financial strength, stable outlook, was established in 1994 and is based in Jeddah, Saudi Arabia. ICIEC is a member of the Islamic Development Bank Group (IDB, rated Aaa by Moody's), which holds (as at 1433H) 43.5% of ICIEC's issued shares through its Waqf fund, a special fund established by IDB. ICIEC's other shareholders/members include the sovereign members of the IDB Group, including Saudi Arabia (rated Aa3 Stable, 26% direct shareholding as at 1433H and more than 36% on a total (direct and indirect basis) and other

sovereign members of the Organisation of the Islamic Conference.

ICIEC provides export credit insurance and re-insurance for exports emanating from its member countries, to anywhere in the world, to cover the non-payment of export receivables resulting from commercial or non-commercial risks. It also provides investment insurance for foreign investment flows into its member countries, irrespective of their country of origin, against country risks, mainly the risks of exchange transfer restrictions, expropriation, war and civil disturbance and breach of contract by the host government.

Moody's notes that ICIEC's rating reflects both the stand-alone fundamentals as well as potential support from its shareholders/IDB Group member countries. Thus, despite the absence of explicit guarantees, in the context of its key role as facilitator of trade between Islamic countries, ICIEC's rating reflects the strong ability and potentially high willingness of ICIEC's main ultimate shareholders, and in particular the IDB (Aaa stable), Saudi Arabia, (Aa3 Stable) and other GCC countries, to support the company in times of financial distress.

Furthermore, the rating reflects ICIEC's legal structure and business nature as the only multilateral export credit and investment insurance corporation in the world that provides Shariah-compatible insurance and reinsurance products, as well as its enhanced regional knowledge through its experience gained by operating in the region. Furthermore, Moody's views positively ICIEC's full membership in Berne Union of export credit insurers, which ensures that ICIEC meets the legal, risk management and capitalisation requirements for full membership.

More negatively, ICIEC's portfolio is exposed to a concentration in long-terms of product lines and to geography, operating primarily in the GCC and Africa, parts of which are facing political instability. Moreover its small size and limited distribution capacity can challenge further growth.

### **Credit Strengths**

Capital support from GCC/other member countries (particularly Saudi Arabia)

Advantageous position as the only insurer providing Shariah-compatible export credit and investment

Regional knowledge gained while operating in the region

As a member of the IDB Group, various managerial synergies and support benefits.

Strong international network

### **Credit Challenges**

Stand-alone capitalisation levels in the context of growth opportunities

Business coverage and risk and business concentrations

Efficiency of the organisation and the underwriting process

Distribution networks

### **Rating Outlook**

The outlook is stable.

#### **WHAT TO WATCH FOR:**

Geo-political instability within certain member countries to which ICIEC is exposed

Potential for meaningful top-line growth following the capital injections

Increasing focus on medium-term business

### **What Could Change the Rating - Up**

Significant upgrade of the long-term ratings of ICIEC's main shareholders / member countries, in particular Saudi Arabia's ratings moving above Aa3 levels

Significant strengthening in ICIEC's ownership structure and / or level of support from member countries

## What Could Change the Rating - Down

Downgrade of some of ICIEC's main shareholders/member countries, in particular Saudi Arabia's ratings moving to below A1 level

Deterioration in ICIEC's ownership structure and/or level of support from member countries/the IDB

Material increase in ICIEC's risk profile due to significant deterioration of current capitalisation and/or material increase in the company's asset risk and insurance risk profile.

## DETAILED RATING CONSIDERATIONS

Moody's rates ICIEC Aa3 for insurance financial strength (stable outlook) which is several notches higher than adjusted rating indicated by the Moody's insurance financial strength rating scorecard. The rating differential reflects the company's key role as facilitator of trade between Islamic countries, and the consequent support that the rating generates from a variety of highly rated sovereigns in addition to its main owner IDB, as described under Other Rating Considerations.

Market Position, Brand and Distribution: Baa - STRONG POSITION IN CORE MARKETS BUT POOR GLOBALLY

Although ICIEC is relatively small on a global basis, it maintains a strong market position in its core market of providing export credit insurance and reinsurance from its member countries. With total premiums and fees of USD 13.90 mn in 1433H (1432H: USD 15.4mn), and a large proportion of its premiums in relation to contracts written in markets such as Saudi Arabia, GCC countries and other nations, ICIEC is seen as one of the leaders in its market segment. Given the relatively low penetration of credit insurance in the region and amongst member countries, Moody's expects stable premium volumes of ICIEC to continue. Notwithstanding this, ICIEC has experienced over the last few years a considerable degree of competition from international players, especially in its short-term insurance portfolio, which represented 72% of ICIEC's business insured at 1433H (1432H: 88%). The company's strategy has hence focused towards increasing the proportion of medium-term insurance. Furthermore, we note that ICIEC has approved plans to commence providing an insurance wrapper to Sovereign Sukuk issuances, a product which could potentially expose ICIEC to additional risks and will be closely monitored by Moody's.

Diversification by insurance purchaser is relatively low, with a current focus on several large exporting names. Nevertheless, this might potentially improve going forwards as ICIEC expands its operations across its Member Countries.

Business insured was stable at USD 3.1bn in 1433H (1432H: USD 3.1bn), reflecting the strong demand for credit insurance and political risk among ICIEC member countries. However, due to the pricing and competitive pressures, gross premiums written declined 11% to ID 8.7mn (USD 13.9mn) from ID 9.8mn in 1432H, although earned premiums increased 34% to ID 6.5mn (USD 9.9mn), benefitting from the business written in previous years.

Product Focus and Diversification: Ba - HIGH CONCENTRATION BY PRODUCT AS WELL AS GEOGRAPHY

As a pure export credit insurer, ICIEC's business diversification is inherently limited. ICIEC's risk exposure predominantly relates to insurance of exports from various member countries to countries globally and in particular to the default of commercial counterparts in those territories. In addition to commercial credit exposure, certain ICIEC policies also cover, albeit to a more limited degree, political risk, which in many countries can be relatively high. Nevertheless, we note that the stable demand for political risk policies in ICIEC's member countries lead to stable new commitments in 1433H compared to 1432H. However, Moody's notes that ICIEC maintains good access to a wide variety of sovereign markets through its member sovereign countries, ensuring good information and access in the event of political trade interventions. Less positively, the material and increasing proportion of multiyear policies limits the company's flexibility to change policies at renewal, if necessary, the overall company's risk portfolio. In addition to this, the company's exposure by buyer is relatively concentrated by country and by sector but overall reflecting ICIEC's strategic goal to facilitate the trade of its member countries.

Asset Quality: A - GOOD INVESTMENT STRATEGY WITH THE MAJORITY OF INVESTMENTS HELD IN MURABAHA

ICIEC's assets are predominantly invested in Sharia'h-compliant Murabaha (similar to money market instruments) with some exposure to Sukuk (1433H: 75% and 15% of total investments, respectively), both mainly linked to

regional banks. Moody's therefore regards asset quality as strong, albeit the company's Sharia'h compliance does impose some restrictions in terms of asset choice leading to relatively high concentration risk. The investments in quoted shares (1433H: 9% of total investments) and in Takaful Re (1433H: 1% of total investments) carry additional risk, but the risk is in proportion to the capital adequacy of ICIEC.

The level of intangibles and reinsurance recoverables as a proportion of equity is very low in line with the industry practices in the Middle East, with the RI recoverables figure actually relating to other debtors rather than specifically reinsurance counterparts.

**Capital Adequacy: Baa - ADEQUATE CAPITALISATION WITH CONSIDERABLE FREE ASSETS BACKING HIGH RISK POLICIES**

Moody's views ICIEC's capital levels as adequate. With net total exposure as a proportion of shareholders funds at about 4x and a net underwriting leverage 6.9% in 1433H, ICIEC appears strongly capitalised. However, this measure is not risk adjusted and does not reflect the higher probability of default on political risk versus credit risk and the concentration exposures on both the liability and asset side of the balance sheet. Nevertheless, Moody's notes that ICIEC maintains a strong level of potential shareholder resources, in particular both the Waqf fund and the individual sovereign members of ICIEC maintain considerable levels of free assets which could be provided to support ICIEC's growth. In March 2011, the board of directors of ICIEC approved a proposal to more than double ICIEC's capital resources from ID 150mn (USD 240mn) to ID 400mn (USD 640mn). As of 433H, ID 230mn (USD 351mn) was subscribed and ID 101mn (USD 154mn) was paid up.

**Profitability: Ba - PROFITABILITY REMAINS LOW, IN LINE WITH ICIEC'S ROLE**

In 1433H, profitability deteriorated compared to 1432H, due to lower investment income and higher expenses relative to volumes, slightly offset by the increase in underwriting income. The combined ratio improved to still poor 129% in 1433h from 140% in 1432H, reflecting the improved expense ratio to 118% in 1433H (1232H: 143%), offset by the loss ratio returning to more usual levels at 12% (1432H: -3%). This development led to company's bottom line net loss of ID 0.4mn (USD -0.6mn) in 1433H after a net profit to ID 0.3mn in 1432H.

However, Moody's notes that, as part of the IDB Group, and reflecting its pseudo-state/social role, ICIEC is unlikely to aim to consistently produce strong levels of profitability, and the volatility of results is also likely to be a feature. However, Moody's regards a consistent and modest level of profitability, principally through controlled underwriting and pricing but also through good levels of expense control, as being a key credit goal for ICIEC.

**Reserve Adequacy: Baa - ADEQUATE RESERVES ALBEIT EXPOSURE TO MEDIUM TERM AND INVESTMENT POLICIES**

Reserves are regarded as adequate, reflecting the short-tail nature of the risks ICIEC takes, relative to Middle Eastern property and casualty insurers, albeit it underwrites more medium term and investment multi-year policies than other rated credit insurers.

**Financial Flexibility: Ba - UNLEVERED AND WITH MODEST STANDALONE FINANCIAL FLEXIBILITY, BUT BENEFITS FROM IDB OWNERSHIP**

As a Sharia'h compliant institution, ICIEC does not fund itself through borrowings. In addition, ICIEC's dividend policy remains restricted (dividends are not payable until substantial reserves have accrued). Consequently, ICIEC's ability to fund its required regular cash financing needs is strong. However, on a stand-alone basis, Moody's regards ICIEC's ability to source additional external capital as modest. More positively, Moody's regards the company's position within the IDB Group and its supportive sovereign member countries as indicating that financial flexibility overall is at higher levels.

### **Other Considerations**

In addition to these stand-alone qualities, ICIEC's rating also factors in the considerable benefits in the context of its key role as facilitator of trade between Islamic countries. In particular, ICIEC's rating reflects the strong ability and potentially high willingness of ICIEC's main ultimate shareholders, and in particular Saudi Arabia, and other GCC countries (including through their ownership stake in the IDB), to support the company in times of financial distress. Subsequent to the year end, the capital resources of ICIEC were proposed to be significantly increased, as outlined above, evidence of further capital support from ICIEC's owners, although the IDB is not directly participating in this capital increase.

## Rating Factors

ICIEC

Financial Strength Rating Scorecard [1]	Aaa	Aa	A	Baa	Ba	B	Caa	Score	[2]Adjusted Score
<b>Business Profile</b>								Ba	Ba
<b>Market Position, Brand and Distribution (8%)</b>								B	Baa
Market Share									
Distribution and Access to New Markets			X				X		
<b>Product Risk and Diversification (16%)</b>								Baa	Ba
Business Diversification					X				
Flexibility of Underwriting					X				
Risk Diversification			X						
<b>Financial Profile</b>								A	Baa
<b>Asset Quality (12%)</b>								Aaa	A
High Risk Assets % Shareholders' Equity	11.0%								
Reinsurance Recoverables % Shareholders' Equity	1.4%								
Goodwill & Intangibles % Shareholders' Equity	0.0%								
<b>Capital Adequacy (16%)</b>								Aaa	Baa
Net Total Exposure % Shareholders' Equity	4.1x								
Net Underwriting Leverage	6.9%								
<b>Profitability (16%)</b>								B	Ba
Combined Ratio (5 yr. avg)							155.3%		
Sharpe Ratio of Return On Capital (5 yr. avg)					61.6%				
<b>Reserve Adequacy (4%)</b>									Baa
Worst Reserve Development (last 10 years, % of Initial Reserves)									
<b>Financial Flexibility (8%)</b>								Baa	Ba
Financial Leverage	0.0%								
Earnings Coverage (5 yr. avg)	X								
<b>Operating Environment (10%)</b>								Baa	Baa
<b>Aggregate Profile</b>								Baa1	Baa3

[1] Information based on IFRS financial statements [2] The Scorecard rating is an important component of the company's published rating, reflecting the stand-alone financial strength before other considerations (discussed above) are incorporated into the analysis

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