



EAST WEST LIFE

ASSURANCE COMPANY LIMITED

Your Dreams
Our Commitment

**Quarterly Accounts
for the Period Ending
March 31st, 2013
(Un-Audited)**

In Memory of Our Founder Chairman



LATE MR. UNUS KHAN

Founder Chairman, East West Group of Companies

Founder Chairman of our group, late Mr. Unus Khan, was born on December 27, 1927 in a respectable and cultured family. He received his basic education in Quetta and after graduation in Aeronautics and Meteorology in Great Britain, he adopted the field of Civil Aviation as his profession and remained associated with it for over 20 years. Subsequently, he took up the field of commerce/business in 1965 and a few years thereafter proceeded to the United States of America along with his family.

In the 70s, besides other ventures, he was associated with the field of insurance in the Middle East. He returned to Pakistan in 1982 and founded East West Insurance Company Limited, our sister concern, in 1983. Throughout the remaining years of his life, he remained dedicated to development of East West. He organized and strengthened the company on modern lines and, at the same time, encouraged the executives, field and office personnel of the company to face the challenges of the market with courage, sincerity and hard work. It was for his determined leadership, untiring efforts, honesty and sincerity of purpose that Almighty Allah gifted him with such an outstanding success that the company became one of the largest insurance companies of Pakistan during his lifetime.

After taking East West Insurance Company Limited to such heights, it was his desire to develop an insurance company for the life assurance sector so that East West Group of Companies could cater to all insurance related needs of every Pakistani. Unfortunately, private life insurance companies were not allowed to operate in the country during his lifetime. However, when the government permitted operation of life insurance companies in the private sector, the sponsors of East West Insurance Company Limited immediately applied for a license and commenced operations of The Metropolitan Life Assurance Company of Pakistan Limited in March of 1993. In 2008, the company changed its name to East West Life Assurance Company Limited in order to give a unified look of a group with a substantial financial base and to service the best interest of policyholders as well as shareholders. Today, by the Grace of Allah, East West Group of Companies have become symbols of security for thousands of their policyholders and livelihood for their hundreds of hard-working personnel.

Mr. Unus Khan was endowed with piety, simplicity, sincerity, diligence and affection. He will always be remembered for his selfless devotion to the cause of combining profound cultural values of the EAST with the modern technological developments of the WEST. In order to give perpetuity to the late Chairman of our group, all of us have pledged to adopt his practices as guidelines for the future. Our beloved Chairman left us to join his heavenly abode on July 27, 1988. May Allah rest his soul in eternal peace. **Ameen!**



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BOARD OF DIRECTORS AND COMPANY INFORMATION

Chief Justice (R) Mian Mahboob Ahmad	Chairman
Maheen Yunus, PCU	Managing Director and Chief Executive
A. K. M. Sayeed Javed Yunus Pervez Yunus Naved Yunus Omar P. Yunus	Director
Sohail Nazeer	Company Secretary
Shujat Siddiqui, MA, FIA, FPSA	Appointed Actuary
Akhtar & Hasan (Private) Limited	Consulting Actuaries
Saiyed Younus Saeed	Legal Advisor
BDO Ebrahim & Company Chartered Accountants	Auditor
Bema Associates (Private) Limited 515 EFU House, M. A. Jinnah Road, Karachi., Pakistan Phone: (021) 32316087 Fax: (92-21) 32316187	Share Registrar
28 Regal Plaza, M. A. Jinnah Road, Quetta, Pakistan. Phone: (081) 2822913, 2821397 Fax: (92-81) 2821460	Registered Office
310 EFU House, M. A. Jinnah Road, Karachi, Pakistan. Phone: (021) 32311662/5, 32310726, 32310904, 32310375, 32315723 Fax: (92-21) 32311667	Head Office
www.eastwestlifeco.com	Website
info@eastwestlifeco.com	E-Mail



MANAGEMENT AND BANKERS

Maheen Yunus, CPCU Managing Director and Chief Executive

Imran Ali Dodani Chief Operating Officer (COO)

Sohail Nazeer Chief Financial Officer (CFO)
and Company Secretary

Raja Gustasab Khan Zonal Heads
Sheikh Khalid Mehmood

Dr. Muhammad Aslam Chief Medical Officer (CMO)
MBBS, MD(USA), FCCPS (Part 1)

Dr. Syed Kashif Hamid, MBBS Medical Officers
Dr. Muhammad Abu Bakar Rashid, MBBS
Dr. Muhammad Saleem Somroo, MBBS

Nadeem Akhtar Deputy General Managers
Nauman Mughal
Aqeel Ansari
Sana-ul-Haq Hashmi

Tanveer Iqbal Assistant General Managers
Naveed Ashraf
Anjum Ghazali
Kashif Naeem
Ajaz Hussain

Allied Bank Limited Bankers
Summit Bank Limited
MCB Bank Limited
The Bank of Punjab
Habib Bank Limited
Askari Bank Limited
NIB Bank Limited
Bank Al-Habib Limited
JS Bank Limited

The Karakoram Co-Operative Bank Ltd.
Standard Chartered Bank (Pakistan) Ltd.
Apna Microfinance Bank Limited
Citibank N.A. Pakistan
Bank Al-Falah Limited

COMMITTEES

Executive Committee

Pervez Yunus
Maheen Yunus, CPCU
Naved Yunus
Javed Yunus
Sohail Nazeer, Secretary

Audit Committee

Chief Justice (R) Mian Mahboob Ahmad
Naved Yunus
Pervez Yunus
A. K. M. Sayeed
Nadeem Akhtar, Secretary

Underwriting Committee

Pervez Yunus
A. K. M. Sayeed
Javed Yunus
Shahnaz Parveen, Secretary

Claim Committee

Javed Yunus
Naved Yunus
A. K. M. Sayeed
Kashif Naeem, Co-Secretary
Saleha Usman, Co-Secretary

Reinsurance Committee

Naved Yunus
Maheen Yunus, CPCU
A. K. M. Sayeed
Sana-ul-Haq Hashmi, Secretary

Investment Committee

A. K. M. Sayeed
Naved Yunus
Maheen Yunus, CPCU
Sohail Nazeer, Secretary

Human Resource & Remuneration Committee

Naved Yunus
Pervez Yunus
Maheen Yunus, CPCU
Imran Ali Dodani
Anjum Ghazali, Secretary



OUR MISSION, VISION AND PRINCIPLE VALUES

OUR MISSION

- To* provide high quality, competitive insurance products and services through qualified, professional and committed salespersons.
- To* maintain financial strength for the benefit of our corporate and individual insurers, shareholders, agents/salespersons and employees.
- To* earn and protect public trust of the communities where we live and work by supporting good works and contributing to charities.
- To* create a challenging environment and develop a sense of accomplishment for our employees through tools and training to achieve personal growth and contribute to our organization.
- To* serve the nation by increasing the rate of literacy through our East West Life Educational Security Schemes for children and their parents.
- To* provide the right solutions that are in tune with our customer's needs, while facing up to the emerging challenges in the industry.
- To* help individuals and families financially realize their hopes and dreams and be there when they need us most.
- To* develop awareness of insurance need, build confidence in the insurance industry and also to develop the concept of saving.
- To* innovate and develop ideas to design new products for our valued corporate and individual clients to effectively meet their ever-changing needs.

OUR VISION

Our vision is to be the number one provider of wide-ranging insurance solutions to all of Pakistan, a goal we will attain while observing the principal values that have served us well since inception.

OUR PRINCIPLE VALUES

- S*afety and Security through expansion, development and profitability.
- E*xceptional and flexible product-line to meet the needs of our clients.
- R*espect and consideration for our policyholders, agents and employees.
- V*ision as well as action to achieve our mission.
- I*ntegrity and honesty in every aspects of our organization.
- C*ommunity improvement through participation.
- E*xcellent service.

DIRECTORS' REVIEW TO THE SHAREHOLDERS

The Board of Directors of East West Life Assurance Company Limited are pleased to present the un-audited accounts for the first quarter ended March 31st, 2013.

The after tax profit for the period ended March 31st, 2013 amounts to Rs. 3,797,403 compared to a loss of (Rs. 9,543,731) during the corresponding period of 2012. This after tax profit/(loss) has been calculated after taking into account the results of both Shareholders' Fund and Statutory Funds as detailed hereunder:

	For the Quarter Ended	
	March 31st, 2013	March 31st, 2012
	Rupees	Rupees
OPERATING INCOME		
Premium Less Reinsurances	37,609,624	66,906,533
Net Investment Income	7,166,075	12,348,589
Total Net Income	44,775,699	79,255,122
OPERATING EXPENSES		
Claims, Including Bonuses, Net of Reinsurance Recoveries	41,219,535	49,135,100
Management Expenses Less Recoveries	15,170,118	18,383,726
Total Claims & Expenditure	56,389,653	67,518,826
Excess of Income Over Claims and Expenditure	(11,613,954)	11,736,296
Movement in Policyholders' Liability	16,101,884	(20,304,938)
Profit/(Loss) Before Taxation	4,487,930	(8,568,642)
Taxation	(690,527)	(975,089)
Profit/(Loss) Before Taxation	3,797,403	(9,543,731)

As shown above, the primary reason for the profit experienced during the 1st quarter of 2013 is the sizable decrease in net claims in the company's Ordinary Life and Accident & Health statutory funds as a result of the stringent measures being taken by the management of the company to improve quality of its underwriting. Besides this, the management expenses have also decreased by 17½% in the first quarter of 2013 as compared to the corresponding period due to the strict expense control policy being continuously implemented by the company. In combination with a reduction of 16½% in total claims and expenditure and a turn-around of more than Rs. 36.4 million in the company's movement in policyholders' liability, we have been able to achieve a profit of nearly Rs. 3.8 million in the first quarter of 2013 despite of a decrease in the company's net income. This profit represents a turn-around of more than Rs. 13.34 million in the company's after-tax results, which clearly indicates that the steps being taken by the management to improve our bottom-line are starting to bear fruit.

Your company continues to closely monitors the market situation and believes that its business model and product risk management practice, coupled with a strong customer based and deep client relationship will give it a sustainable long term competitive advantage. The company always aggressively pursues new opportunities and ensures adequate internal preparedness to take maximum advantage of such opportunities.

We take this opportunity to express our appreciation to Government of Pakistan, Ministry of Commerce, and Securities and Exchange Commission of Pakistan (SECP) for their invaluable assistance and guidance. Your directors would also like to place on record their appreciation for the tremendous contribution made by the officers, staff and field force towards the development of the company. Finally, we would like to thank our clients for their confidence reposed in your company.

For and on behalf of the Board of Directors,

Maheen Yunus
Maheen Yunus CPCU
Managing Director and Chief Executive
Karachi: May 31, 2013



East West
Life

EAST WEST LIFE
ASSURANCE COMPANY LIMITED

INTERIM CONDENSED BALANCE SHEET AS AT MARCH 31, 2013 (UN-AUDITED)

Figures in Rupees

Note	Shareholders' Fund	Statutory Funds			Aggregate	
		Ordinary Life	Universal Life	Accidental & Health	March 31, 2013	Dec. 31, 2012
		Un-Audited				Audited
Share Capital and Reserves						
Authorized Share Capital	600,000,000	-	-	-	600,000,000	600,000,000
Issued, Subscribed And						
Paid Up Share Capital	500,456,000	-	-	-	500,456,000	500,456,000
Accumulated (Deficit)	(414,387,528)	-	-	-	(414,387,528)	(411,900,536)
	86,068,472	-	-	-	86,068,472	88,555,464
Advance Against Equity	24,000,000	-	-	-	24,000,000	24,000,000
Balance of Statutory Fund [Including Policyholders' Liabilities 2013: Rs.216.455 Million (Dec. 31, 2012: Rs.248.061 Million)]	-	28,762,670	190,197,228	9,614,593	228,574,491	238,391,980
Deferred Liabilities						
Outstanding Gratuity	9,055	81,495	-	-	90,550	90,550
Creditors and Accruals						
Outstanding Claims	-	25,040,180	17,839,769	7,535,807	50,415,756	28,026,620
Premiums Received in Advance	-	-	12,679,061	-	12,679,061	12,842,569
Taxation	4,852,908	-	-	-	4,852,908	4,313,298
Amount Due to Other						
Insurers / Reinsurers	-	-	1,786,330	-	1,786,330	3,544,478
Accrued Expenses	1,704,748	5,017,523	4,762,184	467,406	11,951,861	11,495,422
Agent's Balances	-	12,743	1,077,946	-	1,090,689	1,844,381
Other Creditors and Accruals	212,641	672,156	171,159	201,909	1,257,865	765,175
	6,770,297	30,742,602	38,316,449	8,205,122	84,034,470	62,831,943
TOTAL LIABILITIES	6,779,352	59,586,767	228,513,677	17,819,715	312,699,511	301,314,473
TOTAL EQUITY AND LIABILITIES						
	116,847,824	59,586,767	228,513,677	17,819,715	422,767,983	413,869,937

The annexed notes from an integral part of these accounts.

Dated: May 31, 2013

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Quarterly Financial Report - March, 2013

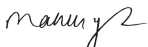
Website: www.eastwestlifeco.com

Figures in Rupees

Note	Shareholders' Fund	Statutory Funds			Aggregate	
		Ordinary Life	Universal Life	Accidental & Health	March 31, 2013	Dec. 31, 2012
		Un-Audited			Audited	
Cash and Bank Deposits						
Cash in Hand	-	3,512	30,910	-	34,422	10,251
Current and Other Accounts	17,459,463	16,246,762	104,030,484	249,291	137,986,000	82,049,963
Deposits Maturing Within 12 Months	-	-	-	-	-	54,000,000
	17,459,463	16,250,274	104,061,394	249,291	138,020,422	136,060,214
Loans Secured Against Life Insurance Policies	-	4,338,397	3,613,009	-	7,951,406	7,944,088
Unsecured Advancies To Employees	59,264	470,910	-	58,464	588,638	644,914
Investments ⁸						
Government Securities	62,596,953	14,192,530	111,272,575	7,418,878	195,480,936	200,865,591
Other Fixed Income Securities	-	-	884,054	-	884,054	888,768
Listed Equities	280,518	-	-	-	280,518	280,518
	62,877,471	14,192,530	112,156,629	7,418,878	196,645,508	202,034,877
Current Assets - Other						
Premiums Due But Unpaid	-	10,274,049	4,030,402	7,575,032	21,879,483	22,800,650
Amount Due From Other Insurer and Reinsurer	-	12,821,645	-	-	12,821,645	2,510,104
Prepayments	675,000	-	-	-	675,000	705,000
Sundry Receivables	2,370,000	1,196,562	3,898,730	2,502,600	9,967,892	6,001,545
Investment Income Accrued	1,199,672	42,400	753,513	15,450	2,011,035	1,862,760
Stationery	392,853	-	-	-	392,853	499,141
	4,637,525	24,334,656	8,682,645	10,093,082	47,747,908	34,379,200
Fixed Assets						
Tangible						
Furniture, Fixtures, Office Equipment and Vehicles	31,519,465	-	-	-	31,519,465	32,504,579
Intangible Assets						
Software	294,636	-	-	-	294,636	302,065
	31,814,101	-	-	-	31,814,101	32,806,644
TOTAL ASSETS	116,847,824	59,586,767	228,513,677	17,819,715	422,767,983	413,869,937

The annexed notes form an integral part of these accounts.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Managing Director &
Chief Executive


JAVED YUNUS
Director


A.K.M. SAYEED
Director



INTERIM CONDENSED PROFIT AND LOSS ACCOUNT (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2013

Figures in Rupees

Note	Quarter Ended	
	March 31, 2013	March 31, 2012
Investment Income Not Attributable to Statutory Funds		
Return on Government Securities	1,632,087	2,113,067
Return on Other Fixed Income Securities and Deposits	12,010	212,923
Amortization of Discount/Premium Relative to Par	185,224	161,187
(Loss) on Sale of Investment	-	(766,720)
Net Investment Income	1,829,321	1,720,457
Expenses Not Attributable to Statutory Funds	(3,625,786)	(3,699,936)
(Loss) Before Tax	(1,796,465)	(1,979,479)
Taxation	(690,527)	(975,089)
(Loss) After Tax	(2,486,992)	(2,954,568)
Loss Per Share	(0.05)	(0.06)

The annexed notes form an integral part of these accounts.

CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman

MAHEEN YUNUS, CPCU
Managing Director &
Chief Executive

JAVED YUNUS
Director

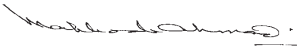



A.K.M. SAYEED
Director

INTERIM CONDENSED STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2013

Figures in Rupees

	Quarter Ended	
	March 31, 2013	March 31, 2012
(Loss) After Tax	(2,486,992)	(2,954,568)
Other Comprehensive Income	-	-
Total Comprehensive (Loss) for the Period	<u>(2,486,992)</u>	<u>(2,954,568)</u>

The annexed notes form an integral part of these accounts.

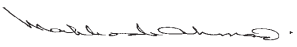
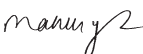

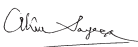
 CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD Chairman	 MAHEEN YUNUS, CPCU Managing Director & Chief Executive	 JAVED YUNUS Director	 A.K.M. SAYEED Director
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INTERIM CONDENSED STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2013

Figures in Rupees

	Share Capital	Accumulated Surplus/(Deficit)			Total
		Accumulated Surplus/(Loss)	Capital Contributed to Statutory Fund	Sub Total	
Balance as at January 01, 2012	500,456,000	(111,360,187)	(264,970,426)	(376,330,613)	124,125,387
Net (Loss) for the Period	-	(2,954,568)	-	(2,954,568)	(2,954,568)
Capital Contributed to Statutory Fund	-	-	(4,420,000)	(4,420,000)	(4,420,000)
Balance as at March 31, 2012	<u>500,456,000</u>	<u>(114,314,755)</u>	<u>(269,390,426)</u>	<u>(383,705,181)</u>	<u>116,750,819</u>
Balance as at January 01, 2013	500,456,000	(118,775,110)	(293,125,426)	(411,900,536)	88,555,464
Net (Loss) for the Period	-	(2,486,992)	-	(2,486,992)	(2,486,992)
Balance as at March 31, 2013	<u>500,456,000</u>	<u>(121,262,102)</u>	<u>(293,125,426)</u>	<u>(414,387,528)</u>	<u>86,068,472</u>

The annexed notes form an integral part of these accounts.

 CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD Chairman	 MAHEEN YUNUS, CPCU Managing Director & Chief Executive	 JAVED YUNUS Director	 A.K.M. SAYEED Director
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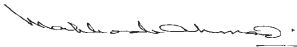
**INTERIM CONDENSED CASH FLOW STATEMENT (UN-AUDITED)
FOR THE QUARTER ENDING MARCH 31, 2013**

Figures in Rupees

		Statutory Funds			Aggregate	
	Shareholders' Fund	Ordinary Life	Universal Life	Accidental & Health	March 31, 2013	March 31, 2012
Operating Cash Flows						
a) Underwriting Activities						
Premium Received	-	15,901,936	5,797,446	32,524,843	54,224,225	67,988,354
Claims Paid	-	(13,914,042)	(1,464,627)	(27,200,584)	(42,579,253)	(66,557,210)
Surrenders Paid	-	-	(1,047,263)	-	(1,047,263)	(1,668,813)
Commission Paid	-	(940,261)	(635,337)	(1,151,614)	(2,727,212)	(3,474,203)
Net Cash Flow						
Underwriting Activities	-	1,047,633	2,650,219	4,172,645	7,870,497	(3,711,872)
b) Other Operating Activities						
Income Tax Paid	(150,917)	-	-	-	(150,917)	(190,663)
General Management Expenses Paid	(4,741,189)	(1,724,968)	(5,374,649)	(4,367,504)	(16,208,310)	(23,087,644)
Net Cash Flow From Other Operating Activities	(4,892,106)	(1,724,968)	(5,374,649)	(4,367,504)	(16,359,227)	(23,278,307)
Total Cash Flow From All Operating Activities	(4,892,106)	(677,335)	(2,724,430)	(194,859)	(8,488,730)	(26,990,179)
c) Investment Activities						
Profit/Return Received	1,369,937	13,430	92,706	801	1,476,874	2,001,389
Payments for Investments	-	-	-	-	-	(13,689,860)
Proceeds from Disposal of Investments	-	-	8,972,064	-	8,972,064	9,270,852
Fixed Capital Expenditure	-	-	-	-	-	(41,600)
Total Cash Flow From Investing Activities	1,369,937	13,430	9,064,770	801	10,448,938	(2,459,219)
Financing Activities						
Share Capital Issued	-	-	-	-	-	-
Capital Contribution from Shareholders' Fund	-	-	-	-	-	-
Dividend Paid	-	-	-	-	-	-
Total Cash Flow From Financing Activities	-	-	-	-	-	-
Net Cash Inflow/Outflow From All Activities	(3,522,169)	(663,905)	6,340,340	(194,058)	1,960,208	(29,449,398)

	Statutory Funds			Figures in Rupees	
	Shareholders' Fund	Ordinary Life	Universal Life	Accidental & Health	Aggregate
					March 31, 2013 March 31, 2012
Cash at the Beginning of the Period	20,981,632	16,914,179	97,721,054	443,349	136,060,214 154,862,123
Cash at the End of the Period	17,459,463	16,250,274	104,061,394	249,291	138,020,422 125,412,725
Reconciliation to Profit and Loss Account					
Operating Cash Flows					(8,488,730) (26,990,179)
Depreciation Expense					(992,543) (1,285,216)
Investment Income					5,207,844 12,348,589
Increase/(Decrease) in Assets Other Than Cash					13,322,392 23,603,204
(Increase)/Decrease in Liabilities Other Than Running Finance					(5,251,560) (17,220,129)
Surplus/(Deficit) of Statutory Funds					(6,284,395) 6,589,163
Profit or Loss After Taxation					(2,486,992) (2,954,568)

The annexed notes from an integral part of these accounts.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Managing Director &
Chief Executive


JAVED YUNUS
Director



A.K.M. SAYEED
Director



**INTERIM CONDENSED REVENUE ACCOUNT (UN-AUDITED)
FOR THE QUARTER ENDING MARCH 31, 2013**

	Note	Statutory Funds			Aggregate	
		Ordinary Life	Universal Life	Accidental & Health	Figures in Rupees	
					March 31, 2013	March 31, 2012
Income						
Premiums Less Reinsurances		4,675,548	5,701,025	27,233,051	37,609,624	66,906,533
Net Investment Income		334,489	4,841,180	161,085	5,336,754	10,628,132
Total Net Income		5,010,037	10,542,205	27,394,136	42,946,378	77,534,665
Claims and Expenditure						
Claims, Including Bonuses, Net of Reinsurance Recoveries		3,265,372	6,153,579	31,800,584	41,219,535	49,135,100
Management Expenses Less Recoveries		2,368,238	4,012,858	5,163,236	11,544,332	14,683,790
Total Claims and Expenditure		5,633,610	10,166,437	36,963,820	52,763,867	63,818,890
Excess/(Deficit) of Income Over Claims and Expenditure		(623,573)	375,768	(9,569,684)	(9,817,489)	13,715,775
Add: Policyholders' Liabilities at Beginning of Period		27,043,676	189,628,267	15,885,036	232,556,979	228,455,315
Less: Policyholders' Liabilities at End of Period		26,221,241	187,223,780	3,010,074	216,455,095	248,760,253
		822,435	2,404,487	12,874,962	16,101,884	(20,304,938)
Surplus/(Deficit)		198,862	2,780,255	3,305,278	6,284,395	(6,589,163)
Movement in Policyholders' Liabilities		(822,435)	(2,404,487)	(12,874,962)	(16,101,884)	20,304,938
Transfer To or From Shareholders' Fund						
-Capital Contribution from Shareholders' Fund		-	-	-	-	4,420,000
-Capital Contribution to Shareholders' Fund		-	-	-	-	-
Net Transfer To or From Shareholders' Fund		-	-	-	-	4,420,000
Balance of Statutory Fund at Beginning of Period		29,386,243	189,821,460	19,184,277	238,391,980	238,381,710
Balance of Statutory Fund at End of Period		28,762,670	190,197,228	9,614,593	228,574,491	256,517,485
Represented by:						
Capital Contributed by Shareholders' Fund	7	137,630,426	120,200,000	35,295,000	293,125,426	269,390,426
Accumulated (Deficit)		(135,088,997)	(117,226,552)	(28,690,481)	(281,006,030)	(261,633,194)
		2,541,429	2,973,448	6,604,519	12,119,396	7,757,232
Policyholders' Liabilities		26,221,241	187,223,780	3,010,074	216,455,095	248,760,253
BALANCE OF STATUTORY FUND		28,762,670	190,197,228	9,614,593	228,574,491	256,517,485

The annexed notes from an integral part of these accounts.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEM YUNUS, CPCU
Managing Director &
Chief Executive


JAVED YUNUS
Director


A.K.M. SAYEED
Director

INTERIM CONDENSED STATEMENT OF PREMIUMS (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2013

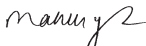
	Statutory Funds			Figures in Rupees Aggregate	
	Ordinary Life	Universal Life	Accidental & Health	March 31, 2013	March 31, 2012
Gross Premiums					
Regular Premium Individual Policies*					
First Year	-	324,981	-	324,981	388,569
Second Year Renewal	-	688,315	-	688,315	2,074,644
Subsequent Year Renewal	-	4,892,989	-	4,892,989	5,537,274
Single Premium Individual Policies	-	-	-	-	-
Group Policies	20,334,548	-	27,233,051	47,567,599	74,367,815
Total Gross Premiums	20,334,548	5,906,285	27,233,051	53,473,884	82,368,302
Less: Reinsurance Premiums Ceded					
On Individual Life First Year Business	-	(1,959)	-	(1,959)	(2,027)
On Individual Life Second Year Business	-	(1,926)	-	(1,926)	(98,440)
On Individual Life Renewal Business	-	(201,375)	-	(201,375)	(134,083)
On Group Policies	(15,659,000)	-	-	(15,659,000)	(15,227,219)
	(15,659,000)	(205,260)	-	(15,864,260)	(15,461,769)
Net Premiums	4,675,548	5,701,025	27,233,051	37,609,624	66,906,533

* Individual policies are those underwritten on an individual basis and includes joint life policies underwritten.

The annexed notes from an integral part of these accounts.



CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman



MAHEEN YUNUS, CPCU
Managing Director &
Chief Executive



JAVED YUNUS
Director



A.K.M. SAYEED
Director



INTERIM CONDENSED STATEMENT OF CLAIMS (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2013

	Statutory Funds			Figures in Rupees	
	Ordinary Life	Universal Life	Accidental & Health	March 31, 2013	March 31, 2012
Gross Claims					
Claims Under Individual Policies					
By Death	-	1,356,013	-	1,356,013	450,318
By Insured Event Other Than Death	-	12,857	-	12,857	-
By Maturity	-	1,253,270	-	1,253,270	1,786,112
By Surrender	-	3,531,439	-	3,531,439	2,596,820
Total Gross Individual Policy Claims	-	6,153,579	-	6,153,579	4,833,250
Claims Under Group Policies					
By Death	27,873,956	-	-	27,873,956	28,799,603
By Insured Event Other Than Death	187,533	-	31,800,584	31,988,117	37,103,878
Total Gross Group Policy Claims	28,061,489	-	31,800,584	59,862,073	65,903,481
Total Gross Claims	28,061,489	6,153,579	31,800,584	66,015,652	70,736,731
Less: Reinsurance Recoveries					
On Group Life Claims	(24,796,117)	-	-	(24,796,117)	(21,601,631)
Net Claims	3,265,372	6,153,579	31,800,584	41,219,535	49,135,100

The annexed notes from an integral part of these accounts.

CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman

MAHEEN YUNUS, CPCU
Managing Director &
Chief Executive


JAVED YUNUS
Director

A.K.M. SAYEED
Director

INTERIM CONDENSED STATEMENT OF EXPENSES (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2013

	Statutory Funds			Figures in Rupees	
	Ordinary Life	Universal Life	Accidental & Health	Aggregate	
				March 31, 2013	March 31, 2012
Acquisition Costs					
Remuneration to Insurance Intermediaries on Individual Policies:					
Commission on First Year Premiums	-	146,821	-	146,821	133,359
Commission on Second Year Premiums	-	43,555	-	43,555	44,872
Commission on Subsequent Renewal Premiums	-	91,789	-	91,789	48,413
Other Benefits to Insurance Intermediaries	-	98,781	-	98,781	212,180
Remuneration to Insurance Intermediaries on Group Policies:					
Commission	924,883	-	667,691	1,592,574	1,800,030
	924,883	380,946	667,691	1,973,520	2,238,854
Branch Overhead	-	814,215	-	814,215	1,365,684
Other Acquisition Cost					
Policy Stamps	-	-	-	-	-
Total Acquisition Cost	924,883	1,195,161	667,691	2,787,735	3,604,538
Administration Expenses					
Salaries and Other Benefits	1,528,729	1,430,681	3,698,736	6,658,146	6,620,130
Travelling Expenses	93,811	153,042	85,273	332,126	426,813
Actuary's Fees	29,250	362,250	29,250	420,750	420,750
Medical Fees	18,060	3,990	-	22,050	146,285
Advertisements	13,000	-	-	13,000	16,000
Printing and Stationary	89,499	94,610	121,441	305,550	517,918
Rental	78,983	95,473	11,867	186,323	197,793
	1,851,332	2,140,046	3,946,567	7,937,945	8,345,689
Other Management Expenses	766,448	682,827	548,978	1,998,253	3,883,147
Gross Management Expenses	3,542,663	4,018,034	5,163,236	12,723,933	15,833,374
Commission From Reinsurers	(1,174,425)	(5,176)	-	(1,179,601)	(1,149,584)
Net Management Expenses	2,368,238	4,012,858	5,163,236	11,544,332	14,683,790

The annexed notes from an integral part of these accounts.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Managing Director &
Chief Executive


JAVED YUNUS
Director


A.K.M. SAYEED
Director



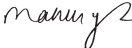
**INTERIM CONDENSED STATEMENT OF INVESTMENT INCOME (UN-AUDITED)
FOR THE QUARTER ENDING MARCH 31, 2013**

	Statutory Funds			Figures in Rupees	
	Ordinary Life	Universal Life	Accidental & Health	March 31, 2013	March 31, 2012
Investment Income					
On Government Securities	308,159	2,647,357	161,085	3,116,601	3,399,030
On Other Fixed Income Securities and Deposits	26,330	237,760	-	264,090	680,545
Amortization of Premium	-	(4,714)	-	(4,714)	(4,779)
Amortization of Discount	-	1,497	-	1,497	1,272
On Policy Loan	-	643	-	643	2,650
Other Miscellaneous Income	-	1,958,637	-	1,958,637	-
	334,489	4,841,180	161,085	5,336,754	4,078,718
Gain on Sale of Investments	-	-	-	-	6,549,414
Total Investment Income	334,489	4,841,180	161,085	5,336,754	10,628,132
Net Investment Income	334,489	4,841,180	161,085	5,336,754	10,628,132

The annexed notes from an integral part of these accounts.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD


Chairman


MAHEEN YUNUS, PCU

Managing Director &
Chief Executive


JAVED YUNUS

Director


A.K.M. SAYEED

Director

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2013

1. STATUS AND NATURE OF BUSINESS

East West Life Assurance Company Limited (the company) was incorporated in Pakistan on August 18, 1992 as a public limited company under the Companies Ordinance, 1984. Its shares are quoted on Karachi Stock Exchange. The company commenced life insurance operations on February 22, 1993 after registration with Controller of Insurance on February 14, 1993. The addresses of its registered and principal office are 57 Regal Plaza, M.A. Jinnah Road, Quetta and 310 EFU House, M.A. Jinnah Road Karachi, respectively. The company is engaged in life insurance business. In accordance with the requirements of Insurance Ordinance, 2000. The company has established shareholders' fund and following statutory funds in respect of its each class of life insurance business:

Ordinary life;
Universal life; and
Accident and health.

2. BASIS OF PRESENTATION

These financial statements have been prepared on the format of financial statements issued by Securities and Exchange Commission of Pakistan (SECP) through Securities and Exchange Commission (Insurance) Rules, 2002 (the Rules).

3. STATEMENT OF COMPLIANCE

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Boards as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984, Insurance Ordinance, 2000 and the Rules. In case the requirements differ, the provisions or directives under the Companies Ordinance, 1984, Insurance Ordinance, 2000 and the Rules, shall prevail.

4. BASIS OF MEASUREMENT

The financial statements have been prepared under the historical cost convention except for certain financial assets and liabilities which are stated at fair value or amortized cost as applicable.

5. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies adopted in the preparation of these financial statements are in line with the audited annual accounts for the year ended December 31st, 2012.



	March 31, 2013	December 31, 2012
	Rupees (Un-Audited)	Rupees (Audited)
6. ANALYSIS OF ACCUMULATED (DEFICIT) AS SHOWN IN BALANCE SHEET		
Accumulated (Deficit) in Statement of Changes in Equity Ignoring Effect of Capital Transfers at Start of Period	(118,775,110)	(111,360,187)
Add: (Loss) in Profit and Loss Account for this Period	(2,486,992)	(7,414,923)
	(121,262,102)	(118,775,110)
Less: Accumulated Net Capital Transferred in Statutory Funds	(293,125,426)	(293,125,426)
Total Accumulated Deficit as Shown in Balance Sheet	(414,387,528)	(411,900,536)

7. MOVEMENT IN EQUITY

	Statutory Funds			Aggregate	
	Ordinary Life	Universal Life	Accidental & Health	March 31, 2013	March 31, 2012
	----- Un-Audited -----				
	----- (Rupees) -----				
Policyholders' Liabilities					
Balance at the Beginning of the Period	27,043,676	189,628,267	15,885,036	232,556,979	228,455,315
Increase/(Decrease) During the Period	(822,435)	(2,404,487)	(12,874,962)	(16,101,884)	20,304,938
Balance at the End of the Period	26,221,241	187,223,780	3,010,074	216,455,095	248,760,253
Capital Contributed By Shareholders' Fund					
Balance at the Beginning of the Period	137,630,426	120,200,000	35,295,000	293,125,426	264,970,426
Capital Contributed During the Period	-	-	-	-	4,420,000
Balance at the End of the Period	137,630,426	120,200,000	35,295,000	293,125,426	269,390,426
Accumulated (Deficit)					
Balance at the Beginning of the Period	(135,287,859)	(120,006,807)	(31,995,759)	(287,290,425)	(255,044,031)
(Deficit)/Surplus Allocated in Respect of the Period	198,862	2,780,255	3,305,278	6,284,395	(6,589,163)
Balance at the End of the Period	(135,088,997)	(117,226,552)	(28,690,481)	(281,006,030)	(261,633,194)



8. INVESTMENTS

	Note	Shareholders' Fund	Statutory Funds			Un-Audited March 31, 2013	Audited December 31, 2012
			Ordinary Life	Universal Life	Accidental & Health		
----- (Rupees) -----							
Government Securities	8.1	62,596,953	14,192,530	111,272,575	7,418,878	195,480,936	200,865,591
Other Fixed Income Securities	8.2	-	-	884,054	-	884,054	888,768
Listed Equities	8.3	280,518	-	-	-	280,518	280,518
		62,877,471	14,192,530	112,156,629	7,418,878	196,645,508	202,034,877

8.1 Government Securities

Held to Maturity							
10 Years Pakistan Investment Bonds		5,000,000	-	-	-	5,000,000	5,000,000
10 Years Pakistan Investment Bonds		-	-	2,999,888	-	2,999,888	2,999,863
10 Years Pakistan Investment Bonds		-	-	597,680	-	597,680	596,573
10 Years Pakistan Investment Bonds		18,272,599	-	-	-	18,272,599	18,136,821
10 Years Pakistan Investment Bonds		1,973,396	-	-	-	1,973,396	1,972,185
10 Years Pakistan Investment Bonds		3,719,245	-	-	-	3,719,245	3,709,781
10 Years Pakistan Investment Bonds		15,573,786	-	-	-	15,573,786	15,535,015
10 Years Pakistan Investment Bonds		-	-	1,189,167	-	1,189,167	1,188,802
12 Months Treasury Bills		-	-	24,030,417	-	24,030,417	23,506,394
6 Months Treasury Bills		<u>18,057,927</u>	<u>14,192,530</u>	<u>82,455,423</u>	<u>7,418,878</u>	<u>122,124,758</u>	<u>128,220,157</u>
		<u>62,596,953</u>	<u>14,192,530</u>	<u>111,272,575</u>	<u>7,418,878</u>	<u>195,480,936</u>	<u>200,865,591</u>

The particulars of investments are as follows:

	Amount in Rupees	Maturity	Principal Repayment	Coupon Percentage	Coupon Payment
Held to Maturity					
10 Years Pakistan Investment Bonds	5,000,000	April 2014	On Maturity	8%	Semi-Annually
10 Years Pakistan Investment Bonds	2,999,888	April 2014	On Maturity	8%	Semi-Annually
10 Years Pakistan Investment Bonds	597,680	October 2013	On Maturity	8%	Semi-Annually
10 Years Pakistan Investment Bonds	18,272,599	May 2016	On Maturity	9.6%	Semi-Annually
10 Years Pakistan Investment Bonds	1,973,396	August 2018	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	3,719,245	July 2020	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	15,573,786	August 2021	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	1,189,167	July 2020	On Maturity	12%	Semi-Annually
12 Months Treasury Bills	24,030,417	June 2013	On Maturity	9.05%	On Maturity
6 Months Treasury Bills	<u>122,124,758</u>	May 2013	On Maturity	9.01%	On Maturity
	<u>195,480,936</u>				

8.2 Other Fixed Income Securities

Other Fixed Income Securities		Statutory Funds				
Shareholders' Fund	Ordinary Life	Universal Life	Accidental & Health	Un-Audited March 31, 2013	Audited Dec. 31, 2012	
<hr style="border-top: 1px dashed black;"/> ----- (Rupees) -----						
Held to Maturity						
Term Finance Certificate						
Pakistan Mobile Communication Limited	-	884,054	-	884,054	888,768	
	<u>-</u>	<u>884,054</u>	<u>-</u>	<u>884,054</u>	<u>888,768</u>	



The particulars of investments are as follows:

	Number of Certificates	Maturity	Tenor	Rate of Return	Profit Payment
Term Finance Certificate					
Pakistan Mobile Communication Limited	1,060	2013	7 Years	15.05%	Half Yearly

Statutory Funds

Shareholders' Fund	Ordinary Life	Universal Life	Accidental & Health	Un-Audited March 31, 2013	Audited Dec. 31, 2012
----- (Rupees) -----					
8.3 Listed Equities Available for Sale					
Listed Equities	280,518	-	-	280,518	280,518
	<u>280,518</u>	<u>-</u>	<u>-</u>	<u>280,518</u>	<u>280,518</u>

9. TRANSACTIONS WITH RELATED PARTIES

The related parties comprises of East West Insurance Company Limited (Associated Company), directors of the company, key management personnel, associated undertakings, entities with common directors, statutory funds and employees' funds. Following are the balances and transactions with related parties.

	March 31, 2013			December 31, 2012		
	Directors	Key Management Personnel	Associated Companies & Common Directorship	Directors	Key Management Personnel	Associated Companies & Common Directorship
Transactions						
Premium Received	-	-	-	-	-	-
Premium Paid	-	-	-	-	-	222,809
Claims Paid	-	-	-	-	-	-
Investments						
Sales	-	-	-	-	-	13,329,933
Purchases	-	-	-	-	-	2,726,754
Balances						
Premium Receivable	-	-	-	-	-	-
Investment	-	-	280,518	-	-	280,518

10. DATE OF ISSUE


These financial statements are authorised for issue on May 31, 2013 by the Board of Directors of the Company.

11. NON-ADJUSTING EVENT AFTER BALANCE SHEET DATE

The Board of Directors of the Company in their meeting dated May 10, 2013 have approved issue of right shares to existing shareholders in the ratio of 3 for 16 Shares held.

12. CORRESPONDING FIGURES

Previous figures have been rearranged and reclassified wherever necessary for the purpose of comparison.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Managing Director & Chief Executive


JAVED YUNUS
Director


A.K.M. SAYEED
Director

BRANCH NETWORK

Lahore

*Zonal Office**

2nd Floor, Naqi Arcade, 71-Shahrah-e-Quaid-e-Azam, Lahore.
Tel.: (042) 36370181, 36370717
Fax: (92-42) 36370711
E-Mail: lahore.zone@eastwestlifeco.com

Sahiwal

1st Floor, Mansha Plaza,
Lahore Commercial Centre,
Near General Bus Stand, G. T. Road, Sahiwal.
Mobile: (0322) 7854248

Multan

2nd Floor, Ghaffar Plaza, Bohra Street,
Multan Cantt., Multan.
Tel.: (061) 4504345, 4504346
Fax : (061) 4504348

Sialkot

1st Floor, Yazdani Autos,
Opposite M. F. Elahi Building,
Kashmir Road, Sialkot.
Tel.: (052) 4297420

Layyah

1st Floor of Khan Plaza,
Main Choubara Road, Layyah.
Tel.: (060) 6410371

Rawalpindi

*Zonal Office**

55-A, Bank Road, Rawalpindi Cantt., Rawalpindi.
Tel.: (051) 5514322 Fax: (92-51) 5564809
E-Mail: rawalpindi.zone@eastwestlifeco.com

Gujrat

Near Grid Station / Police Chowki,
Sargodha Road, Gujrat.
Tel.: (053) 3538067, 3535658
Fax: (92-53) 3538071
E-Mail: sargodharoad.guj@eastwestlifeco.com

Chakwal

1st Floor,
Bait-ul-Mukarram Masjid,
Talagang Road, Chakwal.
Tel.: (0543) 553226
Mobile: (0300) 5814289

Jhelum

F-1, 3rd Floor, Shabbir Plaza,
Shandar Chowk, Jhelum.
Tel.: (0544) 623231, 623261
Fax : (0544) 720631

Havelian

Railway Road,
Main Bazar, Havelian.
Tel.: (0992) 810323, 810896

Pindi Gheb

Gulf Plaza,
Banhora Chowk, Pindi Gheb.
Tel.: (0572) 350608

Muzaffarabad (Azad Kashmir)

Flat No. 4, Azam Plaza,
Opp.: PSO Petrol Pump,
Chehla Neelum Road,
Muzaffarabad (A.K.).
Mobile: (0300) 9111787



BRANCH NETWORK

Mirpur (Azad Kashmir)
1st Floor, 23 Ayub Plaza, Mian Muhammad Road,
Mirpur (Azad Kashmir).
Tel. : (058610) 35491, 92898

Rawlakot (Azad Kashmir)
Near C.M.H.,
Rawlakot (A.K.).
Tel. : (058710) 43554

Bhimber (Azad Kashmir)
Ch. Barkat Plaza,
Samahni Road,
Bhimber (A.K.).
Tel. : (058650) 43551

Peshawar
*Zonal Office**
Room No. 1 & 2, 1st Floor,
Sughra Building, 8-Saddar Road,
Opposite State Bank of Pakistan ,
Peshawar Cantt., Peshawar.
Tel. : (091) 5284725, Fax: (92-91) 5273874
E-Mail: peshawar.zone@eastwestlifeco.com

Note: Besides the company's head office (stated on page number 2), corporate (group life and group health) insurance services are also offered at the above individual life sales offices marked with an asterisk ().*



Showing Ways to Realize Your Dreams



Everybody agree that efficient, skillful and cooperative efforts of both employer and employees are essential for the growth and profitability of any business operation. Satisfied employees, assured of a secure financial future of their families, tend to be more loyal to the organization and apply fully and devotedly to the work entrusted to them.

Our **Group Life** and **Health** insurance policies are ideal to manage employee growth. Being generous and customizable, our policies are the perfect choice for the corporate client interested in providing the best cover to the employees and their families.



EAST WEST LIFE
ASSURANCE COMPANY LIMITED

A Member of East West Group of Companies



EAST WEST LIFE

ASSURANCE COMPANY LIMITED

HEAD OFFICE:

310 EFU House, 3rd Floor, M. A. Jinnah Road,
Karachi-74000, Pakistan

Tel: (021) 32311662/5, 32310904, 32310726, Fax: (021) 32311667

E-mail: info@eastwestlifeco.com

Website: www.eastwestlifeco.com