

**Quarterly Accounts
for the Period Ending
March 31st, 2014
(Un-Audited)**

Growth
with
EXCELLENCE



EAST WEST LIFE
ASSURANCE COMPANY LIMITED

The first part of the paper discusses the importance of understanding the cultural context of the research. It highlights the need for researchers to be sensitive to the values and beliefs of the communities they are studying. This is particularly important in the field of education, where cultural differences can significantly impact learning outcomes.

The second part of the paper focuses on the methodology used in the study. It describes the process of selecting participants, collecting data, and analyzing the results. The authors emphasize the importance of using a mixed-methods approach to gain a comprehensive understanding of the research topic.

The third part of the paper presents the findings of the study. It discusses the results of the quantitative data analysis and the insights gained from the qualitative interviews. The authors conclude that there are significant cultural differences in the way that students learn and that these differences should be taken into account when designing educational programs.

The final part of the paper discusses the implications of the findings for future research and practice. It suggests that researchers should continue to explore the cultural context of education and that educators should strive to create more culturally responsive learning environments.

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!



QUARTERLY FINANCIAL REPORT

FOR THE PERIOD ENDING MARCH 31, 2014

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BOARD OF DIRECTORS AND COMPANY INFORMATION

Chief Justice (R) Mian Mahboob Ahmad	Chairman
Maheen Yunus, CPCU	Chief Executive Officer (CEO)
Umeed Ansari A. K. M. Sayeed Javed Yunus Pervez Yunus Naved Yunus Omar P. Yunus	Directors
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 Chief Executive Officer (CEO)

Imran Ali Dodani Chief Operating Officer (COO)

Sohail Nazeer Chief Financial Officer (CFO)
and Company Secretary

Raja Gustasab Khan Advisor to CEO

Sheikh Khalid Mehmood Zonal Heads

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

Dr. Muhammad Abu Bakar Rashid, MBBS Medical Officers
Dr. Muhammad Alam Soomro, 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
Bank Al-Falah Limited
Sindh Bank Limited

COMMITTEES

Executive Committee

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

Audit Committee

Umeed Ansari
Naved Yunus
Pervez Yunus
A. K. M. Sayeed
Nadeem Akhtar, Secretary

Underwriting Committee

Pervez Yunus
A. K. M. Sayeed
Javed Yunus
Ajaz Hussain, 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
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 is pleased to present the un-audited accounts for the first quarter ended March 31st, 2014.

The after tax profit for the period ended March 31st, 2014 amounts to Rs. 7,246,494 compared to a profit of Rs. 3,797,403 during the corresponding period of 2013, which is an increase of more than 90%. This after tax profit 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, 2014	March 31st, 2013
	Rupees	Rupees
OPERATING INCOME		
Premium Less Reinsurances	38,373,537	37,609,624
Net Investment Income	12,171,455	7,166,075
Total Net Income	50,544,992	44,775,699
OPERATING EXPENSES		
Claims, Including Bonuses, Net of Reinsurance Recoveries	31,792,837	41,219,535
Management Expenses Less Recoveries	15,128,946	15,170,118
Total Claims & Expenditure	46,921,783	56,389,653
Excess of Income Over Claims and Expenditure	3,623,209	(11,613,954)
Movement in Policyholders' Liability	3,704,033	16,101,884
Profit Before Taxation	7,327,242	4,487,930
Taxation	(80,748)	(690,527)
Profit After Taxation	7,246,494	3,797,403

As shown above, the primary reason for the profit experienced during the 1st quarter of 2014 is the sizable decrease of almost 23% in net claims in the company's Statutory Funds as a result of the stringent measures being taken by the management to improve quality of its underwriting. Besides this, the management expenses have also decreased slightly in the first quarter of 2014 as compared to the corresponding period. In combination with a reduction of almost 17% in total claims and expenditure and an increase of nearly 13% or Rs. 5.77 million in total net income, the company has been able to achieve a before tax profit exceeding Rs. 7.3 million in the first quarter of 2014. The net investment income has significantly increased by almost 70% compared to the previous period, which shows the positive results being achieved due to the company's investment policies based on prudently balancing risk and return. The combination of all of these factors has played a key role in achieving profitability of nearly Rs. 7.25 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 continuing to bear fruit while also giving assurance for further better results during the rest of the year.

Your company continues to closely monitor the market situation and believes that its business model as well as prudent risk management practice, coupled with a strong customer base with 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.

At this time, we would like to express our appreciation to the 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
Chief Executive Officer (CEO)

Karachi: April 29, 2014



**INTERIM CONDENSED BALANCE SHEET
AS AT MARCH 31, 2014 (Un-Audited)**

Figures in Rupees

Note	Shareholders' Fund	Statutory Funds			Aggregate	
		Ordinary Life	Universal Life	Accidental & Health	March 31, 2014	Dec. 31, 2013
		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	594,291,500	-	-	-	594,291,500	594,291,500
Accumulated Deficit 7	(381,251,801)	-	-	-	(381,251,801)	(382,821,519)
	213,039,699	-	-	-	213,039,699	211,469,981
Balance of Statutory Fund [Including Policyholders' Liabilities 2014: Rs.254.885 Million (Dec. 31, 2013: Rs.258.589 Million)]	-	27,884,261	196,777,278	46,352,969	271,014,508	269,041,765
Deferred Liabilities						
Outstanding Gratuity	9,055	81,495	-	-	90,550	90,550
Creditors and Accruals						
Outstanding Claims	-	29,200,311	24,114,420	3,756,587	57,071,318	43,208,792
Premiums Received in Advance	-	-	12,787,927	-	12,787,927	12,320,414
Taxation	1,441,415	-	-	-	1,441,415	1,792,272
Amount Due to Other Insurers / Reinsurers	-	-	357,018	-	357,018	474,659
Accrued Expenses	1,752,788	3,620,120	7,508,091	578,579	13,459,578	13,216,246
Agent's Balances	-	-	938,719	-	938,719	1,109,686
Other Creditors and Accruals	67,408	213,073	144,263	64,004	488,748	277,265
	3,261,611	33,033,504	45,850,438	4,399,170	86,544,723	72,399,334
TOTAL LIABILITIES	3,270,666	60,999,260	242,627,716	50,752,139	357,649,781	341,531,649
TOTAL EQUITY AND LIABILITIES	216,310,365	60,999,260	242,627,716	50,752,139	570,689,480	553,001,630


The annexed notes form an integral part of these accounts.


Dated: April 29, 2014

Figures in Rupees

Note	Shareholders' Fund	Statutory Funds			Aggregate	
		Ordinary Life	Universal Life	Accidental & Health	March 31, 2014	Dec. 31, 2013
-----		Un-Audited		-----		Audited
Cash and Bank Deposits						
Cash in Hand	-	-	12,255	-	12,255	10,016
Current and Other Accounts	49,122,804	12,965,611	128,980,141	1,020,713	192,089,269	113,811,436
Deposits Maturing Within 12 Months	-	-	-	-	-	75,000,000
	49,122,804	12,965,611	128,992,396	1,020,713	192,101,524	188,821,452
Loans Secured Against Life Insurance Policies						
	-	4,291,610	3,759,596	-	8,051,206	8,124,528
Unsecured Loans						
To Employees	63,502	504,819	-	62,702	631,023	693,766
Investments	8					
Government Securities	136,524,783	23,592,450	104,848,495	15,514,867	280,480,595	275,960,444
Listed Equities	1,246,767	-	-	-	1,246,767	1,725,944
	137,771,550	23,592,450	104,848,495	15,514,867	281,727,362	277,686,388
Current Assets - Other						
Premiums Due But Unpaid	-	14,055,975	147,748	29,885,993	44,089,716	35,987,707
Amount Due From Other Insurer and Reinsurer	-	4,392,233	-	-	4,392,233	4,521,979
Prepayments	-	-	8,000	-	8,000	-
Sundry Receivables	-	1,196,562	4,728,911	4,267,864	10,193,337	6,441,924
Investment Income Accrued	1,441,340	-	142,570	-	1,583,910	2,080,636
Stationery	322,892	-	-	-	322,892	327,037
	1,764,232	19,644,770	5,027,229	34,153,857	60,590,088	49,359,283
Fixed Assets						
Tangible						
Furniture, Fixtures, Office Equipment and Vehicles	27,469,589	-	-	-	27,469,589	28,141,352
Intangible Assets						
Software	118,688	-	-	-	118,688	174,861
	27,588,277	-	-	-	27,588,277	28,316,213
TOTAL ASSETS	216,310,365	60,999,260	242,627,716	50,752,139	570,689,480	553,001,630

The annexed notes form an integral part of these accounts.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director


A.K.M. SAYEED
Director

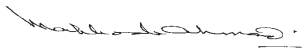


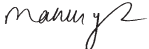
**INTERIM CONDENSED PROFIT AND LOSS ACCOUNT (UN-AUDITED)
FOR THE QUARTER ENDING MARCH 31, 2014**

Figures in Rupees

	Note	Quarter Ended	
		March 31, 2014	March 31, 2013
Investment Income Not Attributable to Statutory Funds			
Return on Government Securities		3,177,598	1,632,087
Return on Other Fixed Income Securities and Deposits		236,119	12,010
Amortization of Discount/Premium Relative to Par		171,399	185,224
(Loss)/Gain on Sale of Investment		2,431,145	-
Net Investment Income		6,016,261	1,829,321
Expenses Not Attributable to Statutory Funds		(4,365,795)	(3,625,786)
Profit/(Loss) Before Tax		1,650,466	(1,796,465)
Taxation		(80,748)	(690,527)
Profit/(Loss) After Tax		1,569,718	(2,486,992)
Earning Per Share		0.03	(0.04)

The annexed notes form an integral part of these accounts.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director

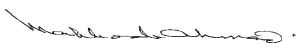

A.K.M. SAYEED
Director

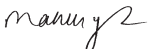
INTERIM CONDENSED STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2014

Figures in Rupees

	Quarter Ended	
	March 31, 2014	March 31, 2013
Profit/(Loss) for the Period	1,569,718	(2,486,992)
Other Comprehensive Income	-	-
Total Comprehensive Income/(Loss) for the Period	<u>1,569,718</u>	<u>(2,486,992)</u>

The annexed notes form an integral part of these accounts.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director



A.K.M. SAYEED
Director

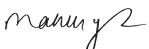
INTERIM CONDENSED STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2014

Figures in Rupees

	Share Capital	Accumulated Surplus/(Deficit)			Total
		Accumulated Surplus/(Loss)	Capital Contributed to Statutory Fund	Sub Total	
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>
Balance as at January 01, 2014	594,291,500	(113,791,093)	(269,030,426)	(382,821,519)	211,469,981
Net Profit for the Period	-	1,569,718	-	1,569,718	1,569,718
Balance as at March 31, 2014	<u>594,291,500</u>	<u>(112,221,375)</u>	<u>(269,030,426)</u>	<u>(381,251,801)</u>	<u>213,039,699</u>

The annexed notes form an integral part of these accounts.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director


A.K.M. SAYEED
Director



**INTERIM CONDENSED CASH FLOW STATEMENT (UN-AUDITED)
FOR THE QUARTER ENDING MARCH 31, 2014**

Figures in Rupees

		Statutory Funds			Aggregate	
	Shareholders' Fund	Ordinary Life	Universal Life	Accidental & Health	March 31, 2014	March 31, 2013
Operating Cash Flows						
a) Underwriting Activities						
Premium Received	-	7,692,124	6,742,279	29,626,565	44,060,968	54,224,225
Claims Paid	-	(3,545,841)	(1,697,741)	(23,635,884)	(28,879,466)	(42,579,253)
Surrenders Paid	-	-	(1,298,001)	-	(1,298,001)	(1,047,263)
Commission Paid	-	(749,569)	(829,306)	(1,136,048)	(2,714,923)	(2,727,212)
Net Cash Flow						
Underwriting Activities	-	3,396,714	2,917,231	4,854,633	11,168,578	7,870,497
b) Other Operating Activities						
Income Tax Paid	(431,605)	-	-	-	(431,605)	(150,917)
General Management Expenses Paid	(3,067,387)	(2,435,922)	(6,454,028)	(3,951,271)	(15,908,608)	(16,208,310)
Net Cash (Used In)						
Other Operating Activities	(3,498,992)	(2,435,922)	(6,454,028)	(3,951,271)	(16,340,213)	(16,359,227)
Total Cash (Used In)/Generated						
From All Operating Activities	(3,498,992)	960,792	(3,536,797)	903,362	(5,171,635)	(8,488,730)
Investment Activities						
Profit/ Return Received	2,165,192	483,777	1,586,115	-	4,235,084	1,476,874
Payments for Investments	(93,886,161)	(23,561,627)	(119,065,745)	(15,494,596)	(252,008,129)	-
Proceeds From Disposal of Investments	96,794,031	23,550,000	120,556,221	15,500,000	256,400,252	8,972,064
Fixed Capital Expenditure	(175,500)	-	-	-	(175,500)	-
Total Cash Flow From						
Investing Activities	4,897,562	472,150	3,076,591	5,404	8,451,707	10,448,938



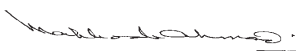
Figures in Rupees

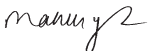
Shareholders' Fund	Statutory Funds			Aggregate	
	Ordinary Life	Universal Life	Accidental & Health	March 31, 2014	March 31, 2013
Financing Activities					
Share Capital Issued	-	-	-	-	-
Capital Contribution from Shareholder Fund	-	-	-	-	-
Dividend Paid	-	-	-	-	-
Total Cash Flow From Financing Activities	-	-	-	-	-
Net Cash Inflow / Outflow From All Activities	1,398,570	1,432,942	(460,206)	3,280,072	1,960,208
Cash at the Beginning of the Period	47,724,234	11,532,669	129,452,602	188,821,452	136,060,214
Cash at the End of the Period	49,122,804	12,965,611	128,992,396	192,101,524	138,020,422

Reconciliation to Profit and Loss Account

Operating Cash flows	(5,171,635)	(8,488,730)
Depreciation Expense	(903,436)	(992,543)
Investment Income	12,171,455	5,207,844
Increase/(Decrease) in Assets Other than Cash	11,591,466	13,322,392
(Increase)/Decrease in Liabilities Other than Running Finance	(10,441,356)	(5,251,560)
Surplus of Statutory Funds	(5,676,776)	(6,284,395)
Profit/(Loss) After Taxation	1,569,718	(2,486,992)

The annexed notes form an integral part of these accounts.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director

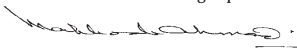

A.K.M. SAYEED
Director

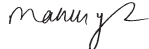


**INTERIM CONDENSED REVENUE ACCOUNT (UN-AUDITED)
FOR THE QUARTER ENDING MARCH 31, 2014**

Note	Statutory Funds			Figures in Rupees Aggregate	
	Ordinary Life	Universal Life	Accidental & Health	March 31, 2014	March 31, 2013
Income					
Premiums Less Reinsurances	4,363,100	4,501,611	29,508,826	38,373,537	37,609,624
Net Investment Income	942,699	4,884,128	328,367	6,155,194	5,336,754
Total Net Income	5,305,799	9,385,739	29,837,193	44,528,731	42,946,378
Claims and Expenditure					
Claims, Including Bonuses, Net of Reinsurance Recoveries	4,082,385	4,107,068	23,603,384	31,792,837	41,219,535
Management Expenses Less Recoveries	1,160,018	4,415,874	5,187,259	10,763,151	11,544,332
Total Claims and Expenditure	5,242,403	8,522,942	28,790,643	42,555,988	52,763,867
Excess/(Deficit) of Income Over Claims and Expenditure	63,396	862,797	1,046,550	1,972,743	(9,817,489)
Add: Policyholders' Liabilities at Beginning of Period	24,092,268	195,385,836	39,110,707	258,588,811	232,556,979
Less: Policyholders' Liabilities at End of Period	20,906,779	196,108,991	37,869,008	254,884,778	216,455,095
	3,185,489	(723,155)	1,241,699	3,704,033	16,101,884
Surplus/(Deficit)	3,248,885	139,642	2,288,249	5,676,776	6,284,395
Movement in Policyholders' Liabilities	(3,185,489)	723,155	(1,241,699)	(3,704,033)	(16,101,884)
Transfer To or From Shareholders' Fund					
-Capital Contribution from Shareholders' Fund	-	-	-	-	-
-Capital Contribution to Shareholders' Fund	-	-	-	-	-
Net Transfer To or From Shareholders' Fund	-	-	-	-	-
Balance of Statutory Fund at Beginning of Period	27,820,865	195,914,481	45,306,419	269,041,765	238,391,980
Balance of Statutory Fund at End of Period	27,884,261	196,777,278	46,352,969	271,014,508	228,574,491
Represented by:					
Capital Contributed by Shareholders' Fund	143,330,426	125,700,000	-	269,030,426	293,125,426
Accumulated (Deficit)	(136,352,944)	(125,031,713)	8,483,961	(252,900,696)	(281,006,030)
	6,977,482	668,287	8,483,961	16,129,730	12,119,396
Policyholders' Liabilities	20,906,779	196,108,991	37,869,008	254,884,778	216,455,095
BALANCE OF STATUTORY FUND	27,884,261	196,777,278	46,352,969	271,014,508	228,574,491

The annexed notes form an integral part of these accounts.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director


A.K.M. SAYEED
Director



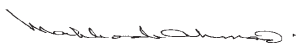
INTERIM CONDENSED STATEMENT OF PREMIUMS (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2014

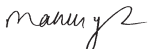
Figures in Rupees

	Statutory Funds			Aggregate	
	Ordinary Life	Universal Life	Accidental & Health	March 31, 2014	March 31, 2013
Gross Premiums					
Regular Premium Individual Policies*					
First Year	-	698,984	-	698,984	324,981
Second Year Renewal	-	338,516	-	338,516	688,315
Subsequent Year Renewal	-	3,623,415	-	3,623,415	4,892,989
Single Premium Individual Policies	-	-	-	-	-
Group Policies	17,452,401	-	29,508,826	46,961,227	47,567,599
Total Gross Premiums	17,452,401	4,660,915	29,508,826	51,622,142	53,473,884
Less: Reinsurance Premiums Ceded					
On Individual Life First Year Business	-	(15,404)	-	(15,404)	(1,959)
On Individual Life Second Year Business	-	(1,861)	-	(1,861)	(1,926)
On Individual Life Renewal Business	-	(142,039)	-	(142,039)	(201,375)
On Group Policies	(13,089,301)	-	-	(13,089,301)	(15,659,000)
	(13,089,301)	(159,304)	-	(13,248,605)	(15,864,260)
Net Premiums	4,363,100	4,501,611	29,508,826	38,373,537	37,609,624

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

The annexed notes form an integral part of these accounts.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director


A.K.M. SAYEED
Director

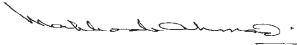


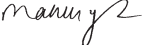
INTERIM CONDENSED STATEMENT OF CLAIMS (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2014

Figures in Rupees

	Statutory Funds			Aggregate	
	Ordinary Life	Universal Life	Accidental & Health	March 31, 2014	March 31, 2013
Gross Claims					
Claims Under Individual Policies					
By Death	-	392,117	-	392,117	1,356,013
By Insured Event Other Than Death	-	-	-	-	12,857
By Maturity	-	1,692,041	-	1,692,041	1,253,270
By Surrender	-	2,022,910	-	2,022,910	3,531,439
Total Gross Individual Policy Claims	-	4,107,068	-	4,107,068	6,153,579
Claims Under Group Policies					
By Death	16,301,541	-	-	16,301,541	27,873,956
By Insured Event Other Than Death	28,000	-	23,603,384	23,631,384	31,988,117
Total Gross Group Policy Claims	16,329,541	-	23,603,384	39,932,925	59,862,073
Total Gross Claims	16,329,541	4,107,068	23,603,384	44,039,993	66,015,652
Less: Reinsurance Recoveries					
On Group Life Claims	(12,247,156)	-	-	(12,247,156)	(24,796,117)
Net Claims	4,082,385	4,107,068	23,603,384	31,792,837	41,219,535

The annexed notes form an integral part of these accounts.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director


A.K.M. SAYEED
Director





INTERIM CONDENSED STATEMENT OF EXPENSES (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2014

Figures in Rupees

	Statutory Funds			Aggregate	
	Ordinary Life	Universal Life	Accidental & Health	March 31, 2014	March 31, 2013
Acquisition Costs					
Remuneration to Insurance Intermediaries on Individual Policies:					
Commission on First Year Premiums	-	411,046	-	411,046	146,821
Commission on Second Year Premiums	-	29,936	-	29,936	43,555
Commission on Subsequent Renewal Premiums	-	90,624	-	90,624	91,789
Other Benefits to Insurance Intermediaries	-	126,733	-	126,733	98,781
Remuneration to Insurance Intermediaries on Group Policies:					
Commission	749,569	-	1,136,048	1,885,617	1,592,574
	749,569	658,339	1,136,048	2,543,956	1,973,520
Branch Overhead	-	442,725	-	442,725	814,215
Other Acquisition Cost					
Policy Stamps	-	5,000	-	5,000	-
Total Acquisition Cost	749,569	1,106,064	1,136,048	2,991,681	2,787,735
Administration Expenses					
Salaries and Other Benefits	412,957	1,309,972	3,102,241	4,825,170	6,658,146
Travelling Expenses	79,396	297,220	80,896	457,512	332,126
Actuary's Fees	225,000	157,500	45,000	427,500	420,750
Medical Fees	-	13,300	-	13,300	22,050
Advertisements	23,978	23,978	23,978	71,934	13,000
Printing and Stationary	14,235	37,287	17,735	69,257	305,550
Rental	17,800	258,457	17,800	294,057	186,323
	773,366	2,097,714	3,287,650	6,158,730	7,937,945
Other Management Expenses	618,781	1,219,742	763,561	2,602,084	1,998,253
Gross Management Expenses	2,141,716	4,423,520	5,187,259	11,752,495	12,723,933
Commission From Reinsurers	(981,698)	(7,646)	-	(989,344)	(1,179,601)
Net Management Expenses	1,160,018	4,415,874	5,187,259	10,763,151	11,544,332

The annexed notes form an integral part of these accounts.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director


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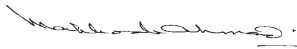


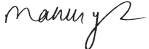
INTERIM CONDENSED STATEMENT OF INVESTMENT INCOME (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2014

Figures in Rupees

Ordinary Life	Statutory Funds		Aggregate	
	Universal Life	Accidental & Health	March 31, 2014	March 31, 2013
Investment Income				
On Government Securities	462,209	2,019,304	328,367	2,809,880
On Other Fixed Income Securities and Deposits	480,490	1,370,750	-	1,851,240
Amortization of Premium	-	-	-	(4,714)
Amortization of Discount	-	1,143	-	1,143
On Policy Loan	-	-	-	643
Other Miscellaneous Income	-	-	-	1,958,637
	942,699	3,391,197	328,367	4,662,263
Gain on Sale of Investments	-	1,492,931	-	1,492,931
	942,699	4,884,128	328,367	6,155,194
Total Investment Income	942,699	4,884,128	328,367	6,155,194
Net Investment Income	942,699	4,884,128	328,367	6,155,194

The annexed notes form an integral part of these accounts.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director


A.K.M. SAYEED
Director

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2014

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, 2013.



EAST WEST LIFE

ASSURANCE COMPANY LIMITED

	Un-Audited March 31, 2014 Rupees	Audited Dec 31, 2013 Rupees
6. ANALYSIS OF ACCUMULATED SURPLUS/(DEFICIT) AS SHOWN IN BALANCE SHEET		
Accumulated Deficit in Statement of Changes in Equity Ignoring Effect of Capital Transfers at Start of Period	(113,791,093)	(118,775,110)
Add: Profit in Profit & Loss Account for the Period	1,569,718	4,984,017
	(112,221,375)	(113,791,093)
Less: Accumulated Net Capital Transferred in Statutory Funds	(269,030,426)	(269,030,426)
Total Accumulated Deficit as Shown in Balance Sheet	(381,251,801)	(382,821,519)

7. MOVEMENTS IN STATUTORY FUNDS

	Statutory Funds			Aggregate	
	Ordinary Life	Universal Life	Accidental & Health	Un-Audited March 31, 2014	Un-Audited March 31, 2013
	(Rupees)				
Policyholders' Liabilities					
Balance at Beginning of the Period	24,092,268	195,385,836	39,110,707	258,588,811	232,556,979
Increase / (Decrease) During the Period	(3,185,489)	723,155	(1,241,699)	(3,704,033)	(16,101,884)
Balance at End of the Period	20,906,779	196,108,991	37,869,008	254,884,778	216,455,095
Capital Contributed By Shareholders' Fund					
Balance at the Beginning of the Period	143,330,426	125,700,000	-	269,030,426	293,125,426
Capital Contributed During the Period	-	-	-	-	-
Balance at End of the Period	143,330,426	125,700,000	-	269,030,426	293,125,426
Accumulated Deficit					
Balance at the Beginning of the Period	(139,601,829)	(125,171,355)	6,195,712	(258,577,472)	(287,290,425)
Deficit Allocated in Respect of the Period	3,248,885	139,642	2,288,249	5,676,776	6,284,395
Balance at End of the Period	(136,352,944)	(125,031,713)	8,483,961	(252,900,696)	(281,006,030)

8. INVESTMENTS

	Note	Shareholders' Fund	Statutory Funds			Un-Audited March 31, 2014	Audited December 31, 2013
			Ordinary Life	Universal Life	Accidental & Health		
			----- (Rupees) -----				
Government Securities	8.1	136,524,783	23,592,450	104,848,495	15,514,867	280,480,595	275,960,444
Listed Equities	8.2	1,246,767	-	-	-	1,246,767	1,725,944
		<u>137,771,550</u>	<u>23,592,450</u>	<u>104,848,495</u>	<u>15,514,867</u>	<u>281,727,362</u>	<u>277,686,388</u>

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	-	-	2,999,991	-	2,999,991	2,999,966
10 Years Pakistan Investment Bonds	18,823,255	-	-	-	18,823,255	18,687,477
10 Years Pakistan Investment Bonds	1,978,306	-	-	-	1,978,306	1,977,095
10 Years Pakistan Investment Bonds	3,757,625	-	-	-	3,757,625	3,748,161
10 Years Pakistan Investment Bonds	15,624,593	-	-	-	15,624,593	15,612,065
10 Years Pakistan Investment Bonds	-	-	1,190,648	-	1,190,648	1,190,283
10 Years Pakistan Investment Bonds	9,481,604	-	574,643	-	10,056,247	10,043,076
03 Months Treasury Bills	-	-	-	-	-	123,544,644
03 Months Treasury Bills	81,859,400	23,592,450	100,083,213	15,514,867	221,049,930	93,157,677
	<u>136,524,783</u>	<u>23,592,450</u>	<u>104,848,495</u>	<u>15,514,867</u>	<u>280,480,595</u>	<u>275,960,444</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	2,999,991	April 2014	On Maturity	8%	Semi-Annually
10 Years Pakistan Investment Bonds	18,823,255	May 2016	On Maturity	9.6%	Semi-Annually
10 Years Pakistan Investment Bonds	1,978,306	August 2018	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	3,757,625	July 2020	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	15,624,593	August 2021	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	1,190,648	July 2020	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	10,056,247	July 2022	On Maturity	12%	On Maturity
03 Months Treasury Bills	221,049,930	May 2014	On Maturity	9.55%	On Maturity
	<u>280,480,595</u>		On Maturity		

8.2 Listed Equities

Shareholders' Fund	Statutory Funds			Un-Audited March 31, 2014	Audited Dec. 31, 2013
	Ordinary Life	Universal Life	Accidental & Health		
----- (Rupees) -----					
Available For Sale	1,246,767	-	-	1,246,767	1,725,944
Listed equities	1,246,767	-	-	1,246,767	1,725,944



11. TRANSACTION WITH RELATED PARTIES

The related parties comprises 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.

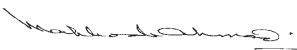
	March 31, 2014			December 31, 2013		
	Providend Fund	Key Management Personnel	Associated Companies & Common Directorship	Providend Fund	Key Management Personnel	Associated Companies & Common Directorship
Transactions						
Purchase of Vehicle	-	-	-	-	-	400,000
Disposal of Vehicle	-	-	-	-	-	925,000
Contribution During the period	428,162	-	-	1,073,953	-	-
Balances						
Investment	-	-	280,518	-	-	280,518

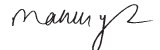
12. DATE OF ISSUE

These financial statements are authorised for issue on April 29, 2014 by the Board of Directors of the Company.

13. 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
Chief Executive Officer


UMEED ANSARI
Director


A.K.M. SAYEED
Director



Growth with EXCELLENCE

All of us dream the same dreams and start making plans accordingly, but life is never short of surprises.

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EAST WEST LIFE

ASSURANCE COMPANY LIMITED

A Member of East West Group of Companies



BRANCH NETWORK

Lahore

*Punjab Zone**

2nd Floor, Naqi Arcade,

71-Shahrah-e-Quaid-e-Azam, Lahore.

Tel.: (042) 36370717, 36362033

Fax: (92-42) 36370711

E-Mail: lahore.zone@eastwestlifeco.com

Sialkot

1st Floor, Yazdani Autos,

Opposite M. F. Elahi Building,

Kashmir Road, Sialkot.

Tel.: (052) 4297420

Sahiwal

1st Floor, Mansha Plaza,

Lahore Commercial Centre,

Near General Bus Stand, G.T. Road, Sahiwal.

Mobile: (0346) 7505655

Multan

2nd Floor, Ghaffar Plaza, Bohra Street,

Multan Cantt., Multan.

Tel.: (061) 4504345

Layyah

1st Floor of Khan Plaza,

Main Choubara Road, Layyah.

Tel.: (060) 6410372

Rawalpindi

*Corporate / Group Marketing**

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) 3535658

Chakwal

1st Floor,

Bait-ul-Mukarram Masjid,

Talagang Road, Chakwal.

Tel.: (0543) 553226

Jhelum

F-1, 3rd Floor, Shabbir Plaza,

Shandar Chowk, Jhelum.

Tel.: (0544) 623261

Mirpur (Azad Kashmir)

1st Floor, 23 Ayub Plaza, Mian Muhammad Road,

Mirpur (Azad Kashmir).

Tel.: (058610) 35491, 92898

Bhimber (Azad Kashmir)

Ch. Barkat Plaza,

Samahni Road,

Bhimber (A.K.).

Tel.: (058650) 43551

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



Keep Growing with **US**

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 preferred 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

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