

**Quarterly Accounts  
for the Period Ending  
March 31st, 2015  
(Un-Audited)**

Realise your **Dreams**  
for a **Bright Future**



**EAST WEST LIFE**  
ASSURANCE COMPANY LIMITED



# 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, 2015

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## BOARD OF DIRECTORS AND COMPANY INFORMATION

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

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

**Nauman Mughal** Deputy General Managers  
**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.**  
**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*  
*Mohsin Ali Kanchwala*  
*Muhammad Amir Khan, Secretary*

### **Underwriting Committee**

*Pervez Yunus*  
*Mohsin Ali Kanchwala*  
*Javed Yunus*  
*Ajaz Hussain, Secretary*

### **Claim Committee**

*Javed Yunus*  
*Naved Yunus*  
*Mohsin Ali Kanchwala*  
*Kashif Naeem, Co-Secretary*  
*Saleha Usman, Co-Secretary*

### **Reinsurance Committee**

*Naved Yunus*  
*Maheen Yunus, CPCU*  
*Mohsin Ali Kanchwala*  
*Sana-ul-Haq Hashmi, Secretary*

### **Investment Committee**

*Mohsin Ali Kanchwala*  
*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, 2015.

The after tax loss for the period ended March 31st, 2015 amounts to Rs. 5,122,207 compared to a profit of Rs. 7,246,494 during the corresponding period of 2014. This after tax profit/(loss) has been calculated after taking into account the results of both Shareholders' Fund and Statutory Funds as detailed hereunder:

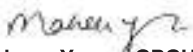
|   | <b>For the Quarter Ended</b> |                             |
|---|------------------------------|-----------------------------|
|   | <b>March 31st,<br/>2015</b>  | <b>March 31st,<br/>2014</b> |
|   | <b>Rupees</b>                | <b>Rupees</b>               |
| <b>OPERATING INCOME</b>                             |                              |                             |
| Premium Less Reinsurances                           | 7,558,383                    | 38,373,537                  |
| Net Investment Income                               | 10,678,798                   | 12,171,455                  |
| Total Net Income                                    | 18,237,181                   | 50,544,992                  |
| <b>OPERATING EXPENSES</b>                           |                              |                             |
| Claims, Including Bonuses,                          |                              |                             |
| Net of Reinsurance Recoveries                       | 17,959,351                   | 31,792,837                  |
| Management Expenses Less Recoveries                 | 14,909,493                   | 15,128,946                  |
| Total Claims & Expenditure                          | 32,868,844                   | 46,921,783                  |
| <b>Excess of Income Over Claims and Expenditure</b> | <b>(14,631,663)</b>          | <b>3,623,209</b>            |
| Movement in Policyholders' Liability                | 9,553,085                    | 3,704,033                   |
| <b>Profit Before Taxation</b>                       | <b>(5,078,578)</b>           | <b>7,327,242</b>            |
| Taxation  | (43,629)                     | (80,748)                    |
| <b>Profit After Taxation</b>                        | <b>(5,122,207)</b>           | <b>7,246,494</b>            |

As shown above, the primary reason for the loss experienced during the 1st quarter of 2015 is the sizable decrease of more than 80% in premiums of the company's Statutory Funds, which is primarily limited to the corporate portfolio that has experienced a drop of almost 87% during the first 3 months of the year. This drastic drop has been somewhat mitigated through a decrease of approximately 30% in the claims and expenditure of the company. Besides this, a positive effect of almost Rs. 5.85 million or 158% within movement in policyholders' liability has also reduced the overall impact of the net income reduction. The disappointing premium income results have been continuing for the past year (since April of 2014) and, accordingly, the company's management has decided to focus on completely revamping its marketing department strategy to tackle the lackluster premium income results achieved. This will also include reviewing our rating and underwriting standards with the company's actuaries as well as underwriting personnel to pinpoint the reasons for the drastic decrease in premium income along with implementation of steps that will allow our company to achieve higher business volume in the near future.

Needless to say, 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 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, CPCU**  
Chief Executive Officer (CEO)

Karachi: April 28, 2015



**INTERIM CONDENSED BALANCE SHEET  
AS AT MARCH 31, 2015 (Un-Audited)**

Figures in Rupees

| Note  | Shareholders' Fund | Statutory Funds   |                    |                     | Aggregate          |                    |
|---|--------------------|-------------------|--------------------|---------------------|--------------------|--------------------|
|   |                    | Ordinary Life     | Universal Life     | Accidental & Health | March 31, 2015     | Dec. 31, 2014      |
|   |                    | Un-Audited        |                    |                     |                    | Audited            |
| <b>Share Capital and Reserves</b>   |                    |                   |                    |                     |                    |                    |
| 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   | (370,760,989)      | -                 | -                  | -                   | (370,760,989)      | (363,799,069)      |
|   | <b>223,530,511</b> | <b>-</b>          | <b>-</b>           | <b>-</b>            | <b>223,530,511</b> | <b>230,492,431</b> |
| <b>Balance of Statutory Fund [Including Policyholders' Liabilities 2015: Rs.233.363 Million (Dec. 31, 2014: Rs.242.916 Million) ]</b> |                    |                   |                    |                     |                    |                    |
|   | -                  | 20,977,703        | 202,240,945        | 16,380,418          | 239,599,066        | 247,312,438        |
| <b>Deferred Liabilities</b>   |                    |                   |                    |                     |                    |                    |
| Outstanding Gratuity  | 9,055              | 81,495            | -                  | -                   | 90,550             | 90,550             |
| <b>Creditors and Accruals</b>   |                    |                   |                    |                     |                    |                    |
| Outstanding Claims  | -                  | 32,452,749        | 41,551,363         | 3,982,896           | 77,987,008         | 71,322,337         |
| Premiums Received in Advance  | -                  | -                 | 15,293,960         | -                   | 15,293,960         | 15,512,593         |
| Amount Due to Other Insurers / Reinsurers   | -                  | 428,823           | -                  | -                   | 428,823            | 154,270            |
| Accrued Expenses  | 2,047,192          | 4,965,516         | 3,980,634          | 504,891             | 11,498,233         | 12,130,889         |
| Agent's Balances  | -                  | 1,193,932         | 1,086,140          | 147,340             | 2,427,412          | 2,176,412          |
| Other Creditors and Accruals  | 25,116             | 79,387            | 20,215             | 23,845              | 148,563            | 135,641            |
|   | <b>2,072,308</b>   | <b>39,120,407</b> | <b>61,932,312</b>  | <b>4,658,972</b>    | <b>107,783,999</b> | <b>101,432,142</b> |
| <b>TOTAL LIABILITIES</b>  | <b>2,081,363</b>   | <b>60,179,605</b> | <b>264,173,257</b> | <b>21,039,390</b>   | <b>347,473,615</b> | <b>348,835,130</b> |
| <b>TOTAL EQUITY AND LIABILITIES</b>   |                    |                   |                    |                     |                    |                    |
|   | <b>225,611,874</b> | <b>60,179,605</b> | <b>264,173,257</b> | <b>21,039,390</b>   | <b>571,004,126</b> | <b>579,327,561</b> |

The annexed notes form an integral part of these accounts.

Dated: April 28, 2015

Figures in Rupees

| Note   | Shareholders' Fund | Statutory Funds   |                    |                     | Aggregate          |                    |
|--|--------------------|-------------------|--------------------|---------------------|--------------------|--------------------|
|  |                    | Ordinary Life     | Universal Life     | Accidental & Health | March 31, 2015     | Dec. 31, 2014      |
|  |                    |                   |                    |                     |                    |                    |
|  |                    | Un-Audited        |                    |                     |                    | Audited            |
| <b>Cash and Bank Deposits</b>                        |                    |                   |                    |                     |                    |                    |
| Cash in Hand   | -                  | -                 | 34,439             | -                   | 34,439             | 17,872             |
| Current and Other Accounts                           | 12,602,031         | 30,952,623        | 73,268,749         | 5,848,466           | 122,671,869        | 124,800,780        |
| Deposits Maturing Within 12 Months                   | 10,000,000         | -                 | 72,500,000         | -                   | 82,500,000         | 82,500,000         |
|  | <b>22,602,031</b>  | <b>30,952,623</b> | <b>145,803,188</b> | <b>5,848,466</b>    | <b>205,206,308</b> | <b>207,318,652</b> |
| <b>Loans Secured Against Life Insurance Policies</b> |                    |                   |                    |                     |                    |                    |
|  | -                  | 4,245,939         | 3,991,173          | -                   | 8,237,112          | 8,158,364          |
| <b>Unsecured Loans To Employees</b>                  |                    |                   |                    |                     |                    |                    |
|  | 23,365             | 183,720           | -                  | 22,565              | 229,650            | 198,524            |
| <b>Investments</b>                                   |                    |                   |                    |                     |                    |                    |
| 8 Government Securities                              | 152,006,318        | 17,430,342        | 108,551,074        | 10,222,787          | 288,210,521        | 284,116,177        |
| Listed Equities                                      | 23,708,837         | -                 | -                  | -                   | 23,708,837         | 784,146            |
|  | <b>175,715,155</b> | <b>17,430,342</b> | <b>108,551,074</b> | <b>10,222,787</b>   | <b>311,919,358</b> | <b>284,900,323</b> |
| <b>Current Assets - Other</b>                        |                    |                   |                    |                     |                    |                    |
| Premiums Due But Unpaid                              | -                  | 1,491,168         | 429,148            | 2,442,972           | 4,363,288          | 40,652,174         |
| Amount Due From Other Insurer and Reinsurer          | -                  | 4,679,251         | 1,559,694          | -                   | 6,238,945          | 5,351,441          |
| Taxation   | 997,490            | -                 | -                  | -                   | 997,490            | 286,671            |
| Prepayments  | -                  | -                 | 8,000              | -                   | 8,000              | -                  |
| Sundry Receivables                                   | -                  | 1,196,562         | 3,722,315          | 2,502,600           | 7,421,477          | 4,847,439          |
| Investment Income Accrued                            | 1,757,622          | -                 | 108,665            | -                   | 1,866,287          | 2,348,878          |
| Stationery   | 281,638            | -                 | -                  | -                   | 281,638            | 291,555            |
|  | <b>3,036,750</b>   | <b>7,366,981</b>  | <b>5,827,822</b>   | <b>4,945,572</b>    | <b>21,177,125</b>  | <b>53,778,158</b>  |
| <b>Fixed Assets</b>                                  |                    |                   |                    |                     |                    |                    |
| <b>Tangible</b>                                      |                    |                   |                    |                     |                    |                    |
| Furniture, Fixtures, Office Equipment and Vehicles   | 24,234,573         | -                 | -                  | -                   | 24,234,573         | 24,973,540         |
| <b>Intangible Assets</b>                             |                    |                   |                    |                     |                    |                    |
| Software   | -                  | -                 | -                  | -                   | -                  | -                  |
|  | <b>24,234,573</b>  | <b>-</b>          | <b>-</b>           | <b>-</b>            | <b>24,234,573</b>  | <b>24,973,540</b>  |
| <b>TOTAL ASSETS</b>                                  | <b>225,611,874</b> | <b>60,179,605</b> | <b>264,173,257</b> | <b>21,039,390</b>   | <b>571,004,126</b> | <b>579,327,561</b> |

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

  
**JAVED YUNUS**  
 Director



**INTERIM CONDENSED PROFIT AND LOSS ACCOUNT (UN-AUDITED)  
FOR THE QUARTER ENDING MARCH 31, 2015**

Figures in Rupees

|  | Note | Quarter Ended     |                   |
|--|------|-------------------|-------------------|
|  |      | March 31,<br>2015 | March 31,<br>2014 |
| <b>Investment Income Not<br/>Attributable to Statutory Funds</b> |      |                   |                   |
| Return on Government Securities                                  |      | 3,557,498         | 3,177,598         |
| Return on Other Fixed Income                                     |      |                   |                   |
| Securities and Deposits  |      | 805,372           | 236,119           |
| Amortization of Discount/Premium<br>Relative to Par              |      | 179,894           | 171,399           |
| Dividend Income  |      | 279,600           | -                 |
| (Loss)/Gain on Sale of Investment                                |      | 90,663            | 2,431,145         |
| <b>Net Investment Income</b>                                     |      | <b>4,913,027</b>  | <b>6,016,261</b>  |
| Expenses Not Attributable to<br>Statutory Funds                  |      | (4,156,318)       | (4,365,795)       |
| <b>Profit/(Loss) Before Tax</b>                                  |      | <b>756,709</b>    | <b>1,650,466</b>  |
| Taxation   |      | (43,629)          | (80,748)          |
| <b>Profit/(Loss) After Tax</b>                                   |      | <b>713,080</b>    | <b>1,569,718</b>  |
| <b>Earning Per Share</b>   |      | <b>0.012</b>      | <b>0.03</b>       |

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

**JAVED YUNUS**  
Director






**INTERIM CONDENSED STATEMENT OF CHANGES IN EQUITY (UN-AUDITED)  
FOR THE QUARTER ENDING MARCH 31, 2015**

Figures in Rupees

|                                       | Share Capital | Accumulated Surplus/(Deficit) |                                       |               | Total              |
|---------------------------------------|---------------|-------------------------------|---------------------------------------|---------------|--------------------|
|                                       |               | Accumulated Surplus/(Loss)    | Capital Contributed to Statutory Fund | Sub Total     |                    |
| <b>Balance as at January 01, 2014</b> | 594,291,500   | (113,791,093)                 | (269,030,426)                         | (382,821,519) | <b>211,469,981</b> |
| Net (Loss) for the Period             | -             | 1,569,718                     | -                                     | 1,569,718     | <b>1,569,718</b>   |
| <b>Balance as at March 31, 2014</b>   | 594,291,500   | (112,221,375)                 | (269,030,426)                         | (381,251,801) | <b>213,039,699</b> |
| <b>Balance as at January 01, 2015</b> | 594,291,500   | (84,743,643)                  | (279,055,426)                         | (363,799,069) | <b>230,492,431</b> |
| Net Profit for the Period             | -             | 713,080                       | -                                     | 713,080       | <b>713,080</b>     |
| Capital Contributed to Statutory Fund | -             | -                             | (7,675,000)                           | (7,675,000)   | <b>(7,675,000)</b> |
| <b>Balance as at March 31, 2015</b>   | 594,291,500   | (84,030,563)                  | (286,730,426)                         | (370,760,989) | <b>223,530,511</b> |

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

  
**JAVED YUNUS**  
Director



## INTERIM CONDENSED CASH FLOW STATEMENT (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2015

Figures in Rupees

|   |                    | Statutory Funds |                |                     | Aggregate      |                |
|---|--------------------|-----------------|----------------|---------------------|----------------|----------------|
|   | Shareholders' Fund | Ordinary Life   | Universal Life | Accidental & Health | March 31, 2015 | March 31, 2014 |
| Operating Cash Flows                    |                    |                 |                |                     |                |                |
| a) Underwriting Activities              |                    |                 |                |                     |                |                |
| Premium Received                        | -                  | 31,598,947      | 4,527,184      | 10,707,646          | 46,833,777     | 44,060,968     |
| Net Reinsurance Premium received/(paid) | -                  | 3,557,134       | -              | -                   | 3,557,134      | -              |
| Claims Paid                             | -                  | (8,227,815)     | (1,058,547)    | (7,609,880)         | (16,896,242)   | (28,879,466)   |
| Surrenders Paid                         | -                  | (33,035)        | (1,517,724)    | -                   | (1,550,759)    | (1,298,001)    |
| Commission Paid                         | -                  | (780,226)       | (806,845)      | (125)               | (1,587,196)    | (2,714,923)    |
| Net Cash Flow                           |                    |                 |                |                     |                |                |
| Underwriting Activities                 | -                  | 26,115,005      | 1,144,068      | 3,097,641           | 30,356,714     | 11,168,578     |
| b) Other Operating Activities           |                    |                 |                |                     |                |                |
| Income Tax Paid                         | (754,448)          | -               | -              | -                   | (754,448)      | (431,605)      |
| General Management Expenses Paid        | (3,521,003)        | (1,983,603)     | (6,417,581)    | (3,869,383)         | (15,791,570)   | (15,908,608)   |
| Net Cash (Used In)                      |                    |                 |                |                     |                |                |
| Other Operating Activities              | (4,275,451)        | (1,983,603)     | (6,417,581)    | (3,869,383)         | (16,546,018)   | (16,340,213)   |
| Total Cash (Used In)/Generated          |                    |                 |                |                     |                |                |
| From All Operating Activities           | (4,275,451)        | 24,131,402      | (5,273,513)    | (771,742)           | 13,810,696     | (5,171,635)    |
| Investment Activities                   |                    |                 |                |                     |                |                |
| Profit/ Return Received                 | 2,947,598          | -               | 1,790,503      | -                   | 4,738,101      | 4,235,084      |
| Dividend Received                       | 279,600            | -               | -              | -                   | 279,600        | -              |
| Payments for Investments                | (104,496,553)      | (7,188,660)     | (195,124,878)  | -                   | (306,810,091)  | (252,008,129)  |
| Proceeds From Disposal of Investments   | 80,800,335         | 8,310,402       | 196,758,612    | -                   | 285,869,350    | 256,400,252    |
| Fixed Capital Expenditure               | -                  | -               | -              | -                   | -              | (175,500)      |
| Total Cash Flow From                    |                    |                 |                |                     |                |                |
| Investing Activities                    | (20,469,020)       | 1,121,742       | 3,424,237      | -                   | (15,923,040)   | 8,451,707      |



Figures in Rupees

| Shareholders' Fund                                   | Statutory Funds   |                   |                     | Aggregate          |                    |
|--|-------------------|-------------------|---------------------|--------------------|--------------------|
|  | Ordinary Life     | Universal Life    | Accidental & Health | March 31, 2015     | March 31, 2014     |
| <b>Financing Activities</b>                          |                   |                   |                     |                    |                    |
| Share Capital Issued                                 | -                 | -                 | -                   | -                  | -                  |
| Capital Contribution from Shareholder Fund           | (7,675,000)       | 2,275,000         | -                   | -                  | -                  |
| Dividend Paid  | -                 | -                 | -                   | -                  | -                  |
| <b>Total Cash Flow From Financing Activities</b>     | (7,675,000)       | 2,275,000         | -                   | -                  | -                  |
| <b>Net Cash Inflow / Outflow From All Activities</b> | (32,419,471)      | 27,528,145        | (1,849,276)         | (2,112,344)        | 3,280,072          |
| Cash at the Beginning of the Period                  | 55,021,502        | 3,424,478         | 147,652,464         | 207,318,652        | 188,821,452        |
| <b>Cash at the End of the Period</b>                 | <u>22,602,031</u> | <u>30,952,623</u> | <u>145,803,188</u>  | <u>205,206,308</u> | <u>192,101,524</u> |

### Reconciliation to Profit and Loss Account

|   |              |              |
|---|--------------|--------------|
| Operating Cash flows  | 13,810,696   | (5,171,635)  |
| Depreciation Expense  | (738,967)    | (903,436)    |
| Investment Income   | 10,613,404   | 12,171,455   |
| Increase/(Decrease) in Assets Other than Cash                 | (32,008,568) | 11,591,466   |
| (Increase)/Decrease in Liabilities Other than Running Finance | 3,201,228    | (10,441,356) |
| Surplus of Statutory Funds                                    | 5,835,287    | (5,676,776)  |

### Profit/(Loss) After Taxation

713,080      1,569,718

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

  
**JAVED YUNUS**  
 Director



**INTERIM CONDENSED REVENUE ACCOUNT (UN-AUDITED)  
FOR THE QUARTER ENDING MARCH 31, 2015**

Figures in Rupees

|   | Note | Statutory Funds    |                    |                     | Aggregate           |                    |
|---|------|--------------------|--------------------|---------------------|---------------------|--------------------|
|   |      | Ordinary Life      | Universal Life     | Accidental & Health | March 31, 2015      | March 31, 2014     |
| <b>Income</b>   |      |                    |                    |                     |                     |                    |
| Premiums Less Reinsurances                                    |      | 1,013,700          | 4,429,952          | 2,114,731           | 7,558,383           | 38,373,537         |
| Net Investment Income   |      | 403,119            | 5,083,087          | 279,565             | 5,765,771           | 6,155,194          |
| <b>Total Net Income</b>                                       |      | <b>1,416,819</b>   | <b>9,513,039</b>   | <b>2,394,296</b>    | <b>13,324,154</b>   | <b>44,528,731</b>  |
| <b>Claims and Expenditure</b>                                 |      |                    |                    |                     |                     |                    |
| Claims, Including Bonuses, Net of Reinsurance Recoveries      |      | 3,236,201          | 5,242,890          | 9,480,260           | 17,959,351          | 31,792,837         |
| Management Expenses Less Recoveries                           |      | 2,472,426          | 4,436,935          | 3,843,814           | 10,753,175          | 10,763,151         |
| <b>Total Claims and Expenditure</b>                           |      | <b>5,708,627</b>   | <b>9,679,825</b>   | <b>13,324,074</b>   | <b>28,712,526</b>   | <b>42,555,988</b>  |
| <b>Excess/(Deficit) of Income Over Claims and Expenditure</b> |      | <b>(4,291,808)</b> | <b>(166,786)</b>   | <b>(10,929,778)</b> | <b>(15,388,372)</b> | <b>1,972,743</b>   |
| Add: Policyholders' Liabilities at Beginning of Period        |      | 20,285,432         | 202,167,391        | 20,462,896          | 242,915,719         | 258,588,811        |
| Less: Policyholders' Liabilities at End of Period             |      | 16,997,792         | 202,046,704        | 14,318,138          | 233,362,634         | 254,884,778        |
|   |      | 3,287,640          | 120,687            | 6,144,758           | 9,553,085           | 3,704,033          |
| <b>Surplus/(Deficit)</b>                                      |      | <b>(1,004,168)</b> | <b>(46,099)</b>    | <b>(4,785,020)</b>  | <b>(5,835,287)</b>  | <b>5,676,776</b>   |
| <b>Movement in Policyholders' Liabilities</b>                 |      | <b>(3,287,640)</b> | <b>(120,687)</b>   | <b>(6,144,758)</b>  | <b>(9,553,085)</b>  | <b>(3,704,033)</b> |
| <b>Transfer To or From Shareholders' Fund</b>                 |      |                    |                    |                     |                     |                    |
| -Capital Contribution from Shareholders' Fund                 |      | 2,275,000          | -                  | 5,400,000           | 7,675,000           | -                  |
| -Capital Contribution to Shareholders' Fund                   |      | -                  | -                  | -                   | -                   | -                  |
| -Transfer of Surplus to Shareholders' Fund                    |      | -                  | -                  | -                   | -                   | -                  |
| <b>Net Transfer To or From Shareholders' Fund</b>             |      | <b>2,275,000</b>   | <b>-</b>           | <b>5,400,000</b>    | <b>7,675,000</b>    | <b>-</b>           |
| Balance of Statutory Fund at Beginning of Period              |      | 22,994,511         | 202,407,731        | 21,910,196          | 247,312,438         | 269,041,765        |
| <b>Balance of Statutory Fund at End of Period</b>             |      | <b>20,977,703</b>  | <b>202,240,945</b> | <b>16,380,418</b>   | <b>239,599,066</b>  | <b>271,014,508</b> |
| <b>Represented by:</b>  | 7    |                    |                    |                     |                     |                    |
| Capital Contributed by Shareholders' Fund                     |      | 148,230,426        | 133,100,000        | 5,400,000           | 286,730,426         | 269,030,426        |
| Accumulated (Deficit)   |      | (144,250,515)      | (132,905,759)      | (3,337,720)         | (280,493,994)       | (252,900,696)      |
|   |      | 3,979,911          | 194,241            | 2,062,280           | 6,236,432           | 16,129,730         |
| Policyholders' Liabilities                                    |      | 16,997,792         | 202,046,704        | 14,318,138          | 233,362,634         | 254,884,778        |
| <b>BALANCE OF STATUTORY FUND</b>                              |      | <b>20,977,703</b>  | <b>202,240,945</b> | <b>16,380,418</b>   | <b>239,599,066</b>  | <b>271,014,508</b> |

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

**JAVED YUNUS**  
Director



## INTERIM CONDENSED STATEMENT OF PREMIUMS (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2015


Figures in Rupees

|   | Statutory Funds    |                  |                     | Aggregate          |                     |
|---|--------------------|------------------|---------------------|--------------------|---------------------|
|   | Ordinary Life      | Universal Life   | Accidental & Health | March 31, 2015     | March 31, 2014      |
| Gross Premiums                          |                    |                  |                     |                    |                     |
| Regular Premium Individual Policies*    |                    |                  |                     |                    |                     |
| First Year                              | -                  | 662,823          | 12,500              | 675,323            | 698,984             |
| Second Year Renewal                     | -                  | 377,689          | -                   | 377,689            | 338,516             |
| Subsequent Year Renewal                 | -                  | 3,632,231        | -                   | 3,632,231          | 3,623,415           |
| Single Premium Individual Policies      | -                  | -                | -                   | -                  | -                   |
| Group Policies                          | 4,054,798          | -                | 2,102,231           | 6,157,029          | 46,961,227          |
| <b>Total Gross Premiums</b>             | <b>4,054,798</b>   | <b>4,672,743</b> | <b>2,114,731</b>    | <b>10,842,272</b>  | <b>51,622,142</b>   |
| Less: Reinsurance Premiums Ceded        |                    |                  |                     |                    |                     |
| On Individual Life First Year Business  | -                  | (5,783)          | -                   | (5,783)            | (15,404)            |
| On Individual Life Second Year Business | -                  | (13,465)         | -                   | (13,465)           | (1,861)             |
| On Individual Life Renewal Business     | -                  | (223,543)        | -                   | (223,543)          | (142,039)           |
| On Group Policies                       | (3,041,098)        | -                | -                   | (3,041,098)        | (13,089,301)        |
|   | <b>(3,041,098)</b> | <b>(242,791)</b> | <b>-</b>            | <b>(3,283,889)</b> | <b>(13,248,605)</b> |
| <b>Net Premiums</b>                     | <b>1,013,700</b>   | <b>4,429,952</b> | <b>2,114,731</b>    | <b>7,558,383</b>   | <b>38,373,537</b>   |

\* 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

  
**JAVED YUNUS**  
Director



## INTERIM CONDENSED STATEMENT OF CLAIMS (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2015

Figures in Rupees

|   | Statutory Funds   |                  |                     | Aggregate         |                   |
|---|-------------------|------------------|---------------------|-------------------|-------------------|
|   | Ordinary Life     | Universal Life   | Accidental & Health | March 31, 2015    | March 31, 2014    |
| <b>Gross Claims</b>                         |                   |                  |                     |                   |                   |
| Claims Under Individual Policies            |                   |                  |                     |                   |                   |
| By Death                                    | 74,017            | 710,077          | -                   | 784,094           | 392,117           |
| By Insured Event Other Than Death           | -                 | -                | -                   | -                 | -                 |
| By Maturity                                 | 670,592           | 2,798,730        | -                   | 3,469,322         | 1,692,041         |
| By Surrender                                | 85,686            | 1,734,083        | -                   | 1,819,769         | 2,022,910         |
| <b>Total Gross Individual Policy Claims</b> | <b>830,295</b>    | <b>5,242,890</b> | <b>-</b>            | <b>6,073,185</b>  | <b>4,107,068</b>  |
| Claims Under Group Policies                 |                   |                  |                     |                   |                   |
| By Death                                    | 9,610,121         | -                | -                   | 9,610,121         | 16,301,541        |
| By Insured Event Other Than Death           | 13,500            | -                | 9,480,260           | 9,493,760         | 23,631,384        |
| <b>Total Gross Group Policy Claims</b>      | <b>9,623,621</b>  | <b>-</b>         | <b>9,480,260</b>    | <b>19,103,881</b> | <b>39,932,925</b> |
| <b>Total Gross Claims</b>                   | <b>10,453,916</b> | <b>5,242,890</b> | <b>9,480,260</b>    | <b>25,177,066</b> | <b>44,039,993</b> |
| <b>Less: Reinsurance Recoveries</b>         |                   |                  |                     |                   |                   |
| On Group Life Claims                        | (7,217,715)       | -                | -                   | (7,217,715)       | (12,247,156)      |
| <b>Net Claims</b>                           | <b>3,236,201</b>  | <b>5,242,890</b> | <b>9,480,260</b>    | <b>17,959,351</b> | <b>31,792,837</b> |

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

  
**JAVED YUNUS**  
Director

### INTERIM CONDENSED STATEMENT OF EXPENSES (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2015

Figures in Rupees

|  | Statutory Funds  |                  |                     | Aggregate         |                   |
|--|------------------|------------------|---------------------|-------------------|-------------------|
|  | Ordinary Life    | Universal Life   | Accidental & Health | March 31, 2015    | March 31, 2014    |
| <b>Acquisition Costs</b>   |                  |                  |                     |                   |                   |
| Remuneration to Insurance Intermediaries on Individual Policies: |                  |                  |                     |                   |                   |
| Commission on First Year Premiums                                | -                | 420,841          | 3,250               | 424,091           | 411,046           |
| Commission on Second Year Premiums                               | -                | 34,306           | -                   | 34,306            | 29,936            |
| Commission on Subsequent Renewal Premiums                        | -                | 120,249          | -                   | 120,249           | 90,624            |
| Other Benefits to Insurance Intermediaries                       | -                | 286,509          | -                   | 286,509           | 126,733           |
| Remuneration to Insurance Intermediaries on Group Policies:      |                  |                  |                     |                   |                   |
| Commission   | 973,041          | -                | -                   | 973,041           | 1,885,617         |
|  | <b>973,041</b>   | <b>861,905</b>   | <b>3,250</b>        | <b>1,838,196</b>  | <b>2,543,956</b>  |
| Branch Overhead  | -                | 317,948          | -                   | 317,948           | 442,725           |
| Other Acquisition Cost   |                  |                  |                     |                   |                   |
| Policy Stamps  | -                | 5,000            | -                   | 5,000             | 5,000             |
| <b>Total Acquisition Cost</b>                                    | <b>973,041</b>   | <b>1,184,853</b> | <b>3,250</b>        | <b>2,161,144</b>  | <b>2,991,681</b>  |
| <b>Administration Expenses</b>                                   |                  |                  |                     |                   |                   |
| Salaries and Other Benefits                                      | 908,173          | 1,227,120        | 2,486,800           | 4,622,093         | 4,825,170         |
| Travelling Expenses  | 55,863           | 224,731          | 76,362              | 356,956           | 457,512           |
| Auditor Remuneration   | -                | -                | -                   | -                 | -                 |
| Actuary's Fees   | 225,000          | 157,500          | 45,000              | 427,500           | 427,500           |
| Medical Fees   | -                | -                | -                   | -                 | 13,300            |
| Advertisements   | 12,400           | 12,400           | 12,400              | 37,200            | 71,934            |
| Printing and Stationary  | 43,766           | 51,862           | 43,416              | 139,044           | 69,257            |
| Rental   | 17,800           | 90,667           | 17,800              | 126,267           | 294,057           |
|  | <b>1,263,002</b> | <b>1,764,280</b> | <b>2,681,778</b>    | <b>5,709,060</b>  | <b>6,158,730</b>  |
| Other Management Expenses  | 464,465          | 1,495,979        | 1,158,786           | 3,119,230         | 2,602,084         |
| <b>Gross Management Expenses</b>                                 | <b>2,700,508</b> | <b>4,445,112</b> | <b>3,843,814</b>    | <b>10,989,434</b> | <b>11,752,495</b> |
| Commission From Reinsurers                                       | (228,082)        | (8,177)          | -                   | (236,259)         | (989,344)         |
| <b>Net Management Expenses</b>                                   | <b>2,472,426</b> | <b>4,436,935</b> | <b>3,843,814</b>    | <b>10,753,175</b> | <b>10,763,151</b> |

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

  
**JAVED YUNUS**  
Director



**INTERIM CONDENSED STATEMENT OF INVESTMENT INCOME (UN-AUDITED)  
FOR THE QUARTER ENDING MARCH 31, 2015**

Figures in Rupees

|   | Statutory Funds |                  |                     | Aggregate        |                  |
|---|-----------------|------------------|---------------------|------------------|------------------|
|   | Ordinary Life   | Universal Life   | Accidental & Health | March 31, 2015   | March 31, 2014   |
| <b>Investment Income</b>                      |                 |                  |                     |                  |                  |
| On Government Securities                      | 393,122         | 2,308,982        | 224,168             | 2,926,272        | 2,809,880        |
| On Other Fixed Income Securities and Deposits | -               | 1,713,141        | -                   | 1,713,141        | 1,851,240        |
| Amortization of Premium                       | -               | -                | -                   | -                | -                |
| Amortization of Discount                      | -               | 1,118            | -                   | 1,118            | 1,143            |
| Other Miscellaneous Income                    | 9,997           | -                | 55,397              | 65,394           | -                |
|   | <b>403,119</b>  | <b>4,023,241</b> | <b>279,565</b>      | <b>4,705,925</b> | <b>4,662,263</b> |
| <b>Gain on Sale of Investments</b>            | -               | 1,059,846        | -                   | 1,059,846        | 1,492,931        |
| <b>Total Investment Income</b>                | <b>403,119</b>  | <b>5,083,087</b> | <b>279,565</b>      | <b>5,765,771</b> | <b>6,155,194</b> |
| <b>Net Investment Income</b>                  | <b>403,119</b>  | <b>5,083,087</b> | <b>279,565</b>      | <b>5,765,771</b> | <b>6,155,194</b> |

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

  
**JAVED YUNUS**  
Director



## **NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2015**

### **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, 2014.



|  | Un-Audited<br>March 31, 2015<br>Rupees | Audited<br>Dec 31, 2014<br>Rupees |
|--|--|-----------------------------------|
| <b>6. ANALYSIS OF ACCUMULATED SURPLUS/(DEFICIT)<br/>AS SHOWN IN BALANCE SHEET</b>                                      |  |                                   |
| Accumulated Deficit in<br>Statement of Changes in Equity<br>Ignoring Effect of Capital Transfers<br>at Start of Period | (84,743,643)                           | (113,791,093)                     |
| Add: Profit in Profit & Loss Account for the Period  | 713,080                                | 29,047,450                        |
|  | <b>(84,030,563)</b>                    | <b>(84,743,643)</b>               |
| Less: Accumulated Net Capital Transferred in Statutory Funds   | (286,730,426)                          | (279,055,426)                     |
| <b>Total Accumulated Deficit as Shown in Balance Sheet</b>   | <b>(370,760,989)</b>                   | <b>(363,799,069)</b>              |

**7. MOVEMENTS IN STATUTORY FUNDS**

|  | Statutory Funds      |                      |                     | Aggregate                    |                              |
|--|----------------------|----------------------|---------------------|------------------------------|------------------------------|
|  | Ordinary Life        | Universal Life       | Accidental & Health | Un-Audited<br>March 31, 2015 | Un-Audited<br>March 31, 2014 |
|  | (Rupees)             |                      |                     |                              |                              |
| <b>Policyholders' Liabilities</b>                    |                      |                      |                     |                              |                              |
| Balance at Beginning<br>of the Period                | 20,285,432           | 202,167,391          | 20,462,896          | 242,915,719                  | 258,588,811                  |
| Increase / (Decrease)<br>During the Period           | (3,287,640)          | (120,687)            | (6,144,758)         | (9,553,085)                  | (3,704,033)                  |
| <b>Balance at End of the Period</b>                  | <b>16,997,792</b>    | <b>202,046,704</b>   | <b>14,318,138</b>   | <b>233,362,634</b>           | <b>254,884,778</b>           |
| <b>Capital Contributed By<br/>Shareholders' Fund</b> |                      |                      |                     |                              |                              |
| Balance at the Beginning<br>of the Period            | 145,955,426          | 133,100,000          | -                   | 279,055,426                  | 269,030,426                  |
| Capital Contributed During<br>the Period             | 2,275,000            | -                    | 5,400,000           | 7,675,000                    | -                            |
| <b>Balance at End of the Period</b>                  | <b>148,230,426</b>   | <b>133,100,000</b>   | <b>5,400,000</b>    | <b>286,730,426</b>           | <b>269,030,426</b>           |
| <b>Accumulated Deficit</b>                           |                      |                      |                     |                              |                              |
| Balance at the Beginning<br>of the Period            | (143,246,347)        | (132,859,660)        | 1,447,300           | (274,658,707)                | (258,577,472)                |
| Deficit Allocated in<br>Respect of the Period        | (1,004,168)          | (46,099)             | (4,785,020)         | (5,835,287)                  | 5,676,776                    |
| <b>Balance at End of the Period</b>                  | <b>(144,250,515)</b> | <b>(132,905,759)</b> | <b>(3,337,720)</b>  | <b>(280,493,994)</b>         | <b>(252,900,696)</b>         |

### 8. INVESTMENTS

|                       | Note | Shareholders' Fund | Statutory Funds |                |                     | Un-Audited<br>March 31,<br>2015 | Audited<br>December 31,<br>2014 |
|-----------------------|------|--------------------|-----------------|----------------|---------------------|---------------------------------|---------------------------------|
|                       |      |                    | Ordinary Life   | Universal Life | Accidental & Health |                                 |                                 |
|                       |      |                    | (Rupees)        |                |                     |                                 |                                 |
| Government Securities | 8.1  | 152,006,318        | 17,430,342      | 108,551,074    | 10,222,787          | 288,210,521                     | 284,116,177                     |
| Listed Equities       | 8.2  | 23,708,837         | -               | -              | -                   | 23,708,837                      | 784,146                         |
|                       |      | 175,715,155        | 17,430,342      | 108,551,074    | 10,222,787          | 311,919,358                     | 284,900,323                     |

#### 8.1 Government Securities

##### Held to Maturity

|                                    |                    |                   |                    |                   |                    |                    |
|------------------------------------|--------------------|-------------------|--------------------|-------------------|--------------------|--------------------|
| 10 Years Pakistan Investment Bonds | 19,373,911         | -                 | -                  | -                 | 19,373,911         | 19,238,133         |
| 10 Years Pakistan Investment Bonds | 1,983,215          | -                 | -                  | -                 | 1,983,215          | 1,982,004          |
| 10 Years Pakistan Investment Bonds | 3,796,005          | -                 | -                  | -                 | 3,796,005          | 3,786,541          |
| 10 Years Pakistan Investment Bonds | 15,675,399         | -                 | -                  | -                 | 15,675,399         | 15,662,871         |
| 10 Years Pakistan Investment Bonds | -                  | -                 | 1,192,129          | -                 | 1,192,129          | 1,191,764          |
| 10 Years Pakistan Investment Bonds | 9,531,972          | -                 | 577,696            | -                 | 10,109,668         | 10,096,496         |
| 10 Years Pakistan Investment Bonds | 7,948,279          | -                 | -                  | -                 | 7,948,279          | 7,939,785          |
| 03 Months Treasury Bills           | 73,251,964         | -                 | 40,811,099         | -                 | 114,063,063        | 112,069,613        |
| 06 Months Treasury Bills           | -                  | 7,207,555         | 4,633,429          | -                 | 11,840,984         | -                  |
| 12 Months Treasury Bills           | 20,445,573         | 10,222,787        | 61,336,721         | 10,222,787        | 102,227,868        | 112,148,970        |
|                                    | <u>152,006,318</u> | <u>17,430,342</u> | <u>108,551,074</u> | <u>10,222,787</u> | <u>288,210,521</u> | <u>284,116,177</u> |

The particulars of investments are as follows:

|                                    | Amount in Rupees   | Maturity    | Principal Repayment | Coupon Percentage | Coupon Payment |
|------------------------------------|--------------------|-------------|---------------------|-------------------|----------------|
| <b>Held to Maturity</b>            |                    |             |                     |                   |                |
| 10 Years Pakistan Investment Bonds | 19,373,911         | May 2016    | On Maturity         | 9.6%              | Semi-Annually  |
| 10 Years Pakistan Investment Bonds | 1,983,215          | August 2018 | On Maturity         | 12%               | Semi-Annually  |
| 10 Years Pakistan Investment Bonds | 3,796,005          | July 2020   | On Maturity         | 12%               | Semi-Annually  |
| 10 Years Pakistan Investment Bonds | 15,675,399         | August 2021 | On Maturity         | 12%               | Semi-Annually  |
| 10 Years Pakistan Investment Bonds | 1,192,129          | July 2020   | On Maturity         | 12%               | Semi-Annually  |
| 10 Years Pakistan Investment Bonds | 10,109,668         | July 2020   | On Maturity         | 12%               | Semi-Annually  |
| 10 Years Pakistan Investment Bonds | 7,948,279          | July 2022   | On Maturity         | 12%               | Semi-Annually  |
| 12 Months Treasury Bills           | 102,227,868        | April 2015  | On Maturity         | 9.25%             | On Maturity    |
| 03 Months Treasury Bills           | 114,063,063        | May 2015    | On Maturity         | 8.15%             | On Maturity    |
| 06 Months Treasury Bills           | 11,840,984         | July 2015   | On Maturity         | 7.38%             | On Maturity    |
|                                    | <u>288,210,521</u> |             |                     |                   |                |

#### 8.2 Listed Equities

| Listed Equities    | Statutory Funds    |               |                |                     |                           |                       |
|--------------------|--------------------|---------------|----------------|---------------------|---------------------------|-----------------------|
|                    | Shareholders' Fund | Ordinary Life | Universal Life | Accidental & Health | Un-Audited March 31, 2015 | Audited Dec. 31, 2014 |
|                    | (Rupees)           |               |                |                     |                           |                       |
| Available For Sale | 23,708,837         | -             | -              | -                   | 23,708,837                | 784,146               |
| Listed equities    | 23,708,837         | -             | -              | -                   | 23,708,837                | 784,146               |



## 9. 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, 2015 |                          |  | December 31, 2014 |                          |  |
|--------------------------------|----------------|--------------------------|--|-------------------|--------------------------|--|
|                                | Providend Fund | Key Management Personnel | Associated Companies & Common Directorship | Providend Fund    | Key Management Personnel | Associated Companies & Common Directorship |
| <b>Transactions</b>            |                |                          |  |                   |                          |  |
| Contribution During the period | 224,738        | -                        | -  | 867,218           | -                        | -  |
| <b>Balances</b>                |                |                          |  |                   |                          |  |
| Investment                     | -              | -                        | 280,518                                    | -                 | -                        | 280,518                                    |

## 10. DATE OF ISSUE

These financial statements are authorised for issue on April 28, 2015 by the Board of Directors of the Company.

## 11. 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

  
**JAVED YUNUS**  
 Director



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**EAST WEST LIFE**  
ASSURANCE COMPANY LIMITED  
A Member of East West Group of Companies

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



## 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

Office No-3, 2nd Floor,

Sharif Centre, Fateh Garh,

Agency Chowk, Defence Road,

Sialkot.

Tel.: (052) 3560260

### 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

### 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 (\*).



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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.



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