

**Half Yearly Accounts
for the Period Ending
June 30th, 2014
(Un-Audited)**

Growth
with
EXCELLENCE



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!**



HALF YEARLY FINANCIAL REPORT

FOR THE PERIOD ENDING JUNE 30, 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), FCPS (Part 1)

Dr. Muhammad Alam Soomro, MBBS Medical Officer

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 are pleased to present the un audited accounts for the period ended June 30, 2014.

The after tax profit for the period ended June 30, 2014 amounts to Rs. 16,312,504 compared to Rs. 6,684,982 during the corresponding period of 2013, which is an increase of 144%. This after tax profit has been calculated after taking into account the results of both Shareholders' Fund and Statutory Funds as detailed hereunder:

	January to June		April to June	
	2014	2013	2014	2013
	Rupees	Rupees	Rupees	Rupees
OPERATING INCOME				
Premiums Less Reinsurances	61,907,492	83,740,265	23,533,955	46,130,641
Net Investment Income	22,241,372	11,383,028	10,049,917	4,216,953
Total Net Income	84,148,864	95,123,293	33,583,872	50,347,594
OPERATING EXPENSES				
Claims, Including Bonuses, Net of Reinsurance Recoveries	48,822,175	63,275,879	17,029,338	22,056,344
Management Expenses Less Recoveries	31,318,038	36,889,955	16,189,092	21,719,837
Total Claims & Expenditure	80,140,213	100,165,834	33,218,430	43,776,181
Excess of Income Over Claims and Expenditure	4,008,651	(5,042,541)	365,442	6,571,413
Movement in Policyholders' Liabilities	12,368,841	13,029,043	8,664,808	(3,072,841)
Profit Before Taxation	16,377,492	7,986,502	9,030,250	3,498,572
Taxation	(64,988)	(1,301,520)	15,760	(610,993)
Profit After Taxation	16,312,504	6,684,982	9,046,010	2,887,579
Per Share Profit/(Loss)	0.06	(0.12)	0.03	(0.07)
(As per Profit & Loss Account)				

The profit exceeding Rs 16.31 million shown above is primarily due to reduction in claims by almost 23% as a result of further improvements in underwriting and better claims review methodologies utilized by the company's claims personnel. Moreover, the management expenses of the company continue to decline in the reporting period by more than 15% as compared to the corresponding 2013 period. The investment income has significantly increased by 95% 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 more than Rs. 16.31 million in the company's after-tax results despite of a reduction in net premium income of the company, which is primarily due to the focus of the company to concentrate on profitable business and, accordingly, success of this purpose is witnessed in sizable reduction in claims by nearly Rs. 14.5 million or 22.8% in 2014 when compared to the previous period. The significant improvement in profitability 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. Furthermore, as a result of the improved operational results of the company, it has not been necessary to transfer any amount to the statutory funds of the company during the reporting period, which is an excellent achievement for the management.



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 & 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)

Dated: August 26, 2014

REVIEW REPORT TO THE MEMBERS OF EAST WEST LIFE ASSURANCE COMPANY LIMITED

Introduction

We have reviewed the annexed condensed interim financial information comprising of:

- condensed interim balance sheet;
- condensed interim profit and loss account;
- condensed interim statement of comprehensive income;
- condensed interim statement of changes in equity;
- condensed interim statement of cash flows;
- condensed interim revenue account;
- condensed interim statement of premiums;
- condensed interim statement of claims;
- condensed interim statement of expenses; and
- condensed interim statement of investment income

together with the explanatory notes of **EAST WEST LIFE ASSURANCE COMPANY LIMITED** ("the Company") as at and for the six months period ended June 30, 2014 (here-in-after referred to as the "interim condensed financial information"). Management is responsible for the preparation and presentation of this interim financial information in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on this interim financial information based on our review.

Scope of Review

We conducted our review in accordance with the International Standards on Review Engagements 2410, "Review of Interim financial information performed by the Independent Auditor of the Entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the International Standard on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial information as at and for the six months period ended June 30, 2014 is not prepared, in all material respects, in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting.

Other Matters

The figures for the quarters ended June 30, 2014 and June 30, 2013 in the accompanying interim financial information have not been reviewed and we do not express a conclusion on them.



BDO EBRAHIM & CO.
CHARTERED ACCOUNTANTS
Engagement Partner: Zulfikar Ali Causer

Karachi
Dated: August 26, 2014



CONDENSED INTERIM BALANCE SHEET
AS AT JUNE 30, 2014 (Un-Audited)

Figures in Rupees

Note	Shareholders' Fund	Statutory Funds			Aggregate	
		Ordinary Life	Universal Life	Accidental & Health	June 30, 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)	(379,293,392)	-	-	-	(379,293,392)	(382,821,519)
	214,998,108				214,998,108	211,469,981
Balance of Statutory Fund [Including Policyholders' Liabilities 2014: Rs.246.220 Million (Dec. 31, 2013: Rs.258.589 Million)]						
	-	25,479,460	197,926,652	46,051,189	269,457,301	269,041,765
Deferred Liabilities						
Outstanding Gratuity	9,055	81,495	-	-	90,550	90,550
Creditors and Accruals						
Outstanding Claims	-	16,721,603	23,989,399	2,708,941	43,419,943	43,208,792
Premiums Received in Advance	-	-	12,843,592	-	12,843,592	12,320,414
Taxation	1,203,528	-	-	-	1,203,528	1,792,272
Amount Due to Other Insurers / Reinsurers	-	1,534,201	799,996	-	2,334,197	474,659
Accrued Expenses	1,610,853	5,543,219	7,643,878	531,727	15,329,677	13,216,246
Agent's Balances	-	-	959,998	-	959,998	1,109,686
Other Creditors and Accruals	25,763	81,436	20,737	24,462	152,398	277,265
	2,840,144	23,880,459	46,257,600	3,265,130	76,243,333	72,399,334
TOTAL LIABILITIES	2,849,199	49,441,414	244,184,252	49,316,319	345,791,184	341,531,649
CONTINGENCIES AND COMMITMENTS						
8						
TOTAL EQUITY AND LIABILITIES	217,847,307	49,441,414	244,184,252	49,316,319	560,789,292	553,001,630

The annexed notes from 1 to 14 form an integral part of these condensed interim financial statements.

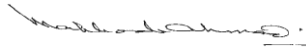
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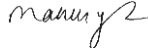


Figures in Rupees

Note	Shareholders' Fund	Statutory Funds			Aggregate	
		Ordinary Life	Universal Life	Accidental & Health	June 30, 2014	Dec. 31, 2013
		Un-Audited				Audited
Cash and Bank Deposits						
Cash in Hand	-	-	6,810	-	6,810	10,016
Current and Other Accounts	36,723,519	2,241,099	69,324,072	17,196,227	125,484,917	113,811,436
Deposits Maturing Within 12 Months	10,000,000	-	65,000,000	-	75,000,000	75,000,000
	46,723,519	2,241,099	134,330,882	17,196,227	200,491,727	188,821,452
Loans Secured Against Life Insurance Policies						
	-	4,245,938	3,683,696	-	7,929,634	8,124,528
Unsecured Loans						
To Employees	53,893	427,946	-	53,093	534,932	693,766
Investments						
Government Securities	141,003,593	23,972,303	103,539,299	15,754,616	284,269,811	275,960,444
Listed Equities	784,146	-	-	-	784,146	1,725,944
	141,787,739	23,972,303	103,539,299	15,754,616	285,053,957	277,686,388
Current Assets - Other						
Premiums Due But Unpaid	-	14,551,585	547,835	7,278,004	22,377,424	35,987,707
Amount due from other insurer and reinsurer	-	2,805,981	-	-	2,805,981	4,521,979
Prepayments	-	-	16,000	-	16,000	-
Sundry Receivables	-	1,196,562	1,812,660	9,034,379	12,043,601	6,441,924
Investment Income Accrued	2,226,232	-	253,880	-	2,480,112	2,080,636
Stationery	329,894	-	-	-	329,894	327,037
	2,556,126	18,554,128	2,630,375	16,312,383	40,053,012	49,359,283
Fixed Assets						
Tangible						
Furniture, Fixtures, Office Equipment and Vehicles	26,661,039	-	-	-	26,661,039	28,141,352
Intangible Assets						
Software	64,991	-	-	-	64,991	174,861
	26,726,030	-	-	-	26,726,030	28,316,213
TOTAL ASSETS	217,847,307	49,441,414	244,184,252	49,316,319	560,789,292	553,001,630

The annexed notes from 1 to 14 form an integral part of these condensed interim financial statements.


CHIEF JUSTICE (R) M/A N MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director


A.K.M. SAYEED
Director




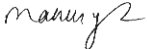
**CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UN-AUDITED)
FOR THE HALF YEAR ENDING JUNE 30, 2014**

Figures in Rupees

Note	Half Year Ended		Quarter Ended	
	June 30, 2014	June 30, 2013	June 30, 2014	June 30, 2013
Investment Income Not Attributable to Statutory Funds				
Return on Government Securities	6,189,208	3,077,665	3,011,610	1,445,578
Return on Other Fixed Income Securities and Deposits	309,594	12,010	73,475	-
Amortization of Discount/Premium Relative to Par	346,425	345,970	175,026	160,746
Dividend Income	20,000	-	-	-
Gain on Sale of Investment	5,468,735	-	3,037,590	-
Net Investment Income	12,333,962	3,435,645	6,297,701	1,606,324
Expenses Not Attributable to Statutory Funds	(8,740,847)	(9,065,591)	(4,375,052)	(5,439,805)
Profit/(Loss) Before Tax	3,593,115	(5,629,946)	1,922,649	(3,833,481)
Taxation	(64,988)	(1,301,520)	15,760	(610,993)
Profit/(Loss) After Tax	3,528,127	(6,931,466)	1,938,409	(4,444,474)
Earnings Per Share	0.06	(0.12)	0.03	(0.07)

The annexed notes from 1 to 14 form an integral part of these condensed interim financial statements.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director


A.K.M. SAYEED
Director



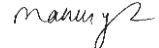
CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) FOR THE HALF YEAR ENDING JUNE 30, 2014

Figures in Rupees

	Share Capital	Net Accumulated (Deficit)			Total
		Accumulated (Deficit)	Capital Contributed to Statutory Fund	Net Accumulated (Deficit)	
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	-	(6,931,466)	-	(6,931,466)	(6,931,466)
Balance as at June 30, 2013	<u>500,456,000</u>	<u>(125,706,576)</u>	<u>(293,125,426)</u>	<u>(418,832,002)</u>	<u>81,623,998</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	-	3,528,127	-	3,528,127	3,528,127
Balance as at June 30, 2014	<u>594,291,500</u>	<u>(110,262,966)</u>	<u>(269,030,426)</u>	<u>(379,293,392)</u>	<u>214,998,108</u>

The annexed notes from 1 to 14 form an integral part of these condensed interim financial statements.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director


A.K.M. SAYEED
Director



**CONDENSED INTERIM STATEMENT OF CASH FLOWS (UN-AUDITED)
FOR THE HALF YEAR ENDING JUNE 30, 2014**

Figures in Rupees

		Statutory Funds			Aggregate	
	Shareholders' Fund	Ordinary Life	Universal Life	Accidental & Health	June 30, 2014	June 30, 2013
Operating Cash Flows						
a) Underwriting Activities						
Premium Received	-	25,385,315	12,523,953	65,855,223	103,764,491	110,098,889
Net Reinsurance Premium Received / (Paid)	-	4,252,680	(205,360)	-	4,047,320	11,235,400
Claims Paid	-	(35,710,149)	(2,977,264)	(32,619,202)	(71,306,615)	(73,682,236)
Surrenders Paid	-	(50,549)	(3,220,039)	-	(3,270,588)	(2,365,873)
Commission Paid	-	(1,604,691)	(1,325,001)	(3,202,613)	(6,132,305)	(8,938,626)
Net Cash Flow						
Underwriting Activities	-	(7,727,394)	4,796,289	30,033,408	27,102,303	36,347,554
b) Other Operating Activities						
Income Tax Paid	(653,732)	-	-	-	(653,732)	(336,297)
General Management Expenses Paid	(6,717,665)	(2,104,750)	(7,210,154)	(13,001,054)	(29,033,623)	(29,630,297)
Net Cash From Other Operating Activities						
	(7,371,397)	(2,104,750)	(7,210,154)	(13,001,054)	(29,687,355)	(29,966,594)
Total Cash Flow						
From All Operating Activities	(7,371,397)	(9,832,144)	(2,413,865)	17,032,354	(2,585,052)	6,380,960
Investment Activities						
Profit / Return Received	3,091,575	536,144	2,811,515	25,930	6,465,164	3,430,955
Dividend Received	20,000	-	-	-	20,000	-
Payments for Investments	(210,125,736)	(47,495,570)	(226,538,052)	(31,224,004)	(515,383,362)	(140,042,169)
Proceeds From Disposal of Investments	213,603,843	47,500,000	231,018,682	31,250,000	523,372,525	133,428,442
Fixed Capital Expenditure	(219,000)	-	-	-	(219,000)	-
Total Cash Flow From Investing Activities						
	6,370,682	540,574	7,292,145	51,926	14,255,327	(3,182,772)

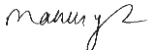


Figures in Rupees

	Statutory Funds				Aggregate	
	Shareholders' Fund	Ordinary Life	Universal Life	Accidental & Health	June 30, 2014	June 30, 2013
Financing Activities						
Advance Against Equity Received - Net	-	-	-	-	-	66,498,790
Total Cash Flow From Financing Activities	-	-	-	-	-	66,498,790
Net Cash (Used In) / Generated from all Activities	(1,000,715)	(9,291,570)	4,878,280	17,084,280	11,670,275	69,696,978
Cash at the Beginning of the Period	47,724,234	11,532,669	129,452,602	111,947	188,821,452	136,060,214
Cash at the End of the Period	46,723,519	2,241,099	134,330,882	17,196,227	200,491,727	205,757,192
Reconciliation to Profit and Loss Account						
Operating Cash flows					(2,585,052)	6,380,959
Depreciation Expense					(1,809,183)	(2,011,739)
Investment Income					22,241,372	9,424,797
Increase / (Decrease) in Assets other than Cash					(10,059,475)	2,289,189
(Increase) / Decrease in Liabilities other than Running Finance					8,524,842	(9,398,224)
Surplus / (Deficit) of Statutory Funds					(12,784,377)	(13,616,448)
Profit / (Loss) After Taxation					3,528,127	(6,931,466)

The annexed notes from 1 to 14 form an integral part of these condensed interim financial statements.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
 Chairman


MAHEEN YUNUS, CPCU
 Chief Executive Officer


UMEED ANSARI
 Director


A.K.M. SAYEED
 Director



CONDENSED INTERIM REVENUE ACCOUNT (UN-AUDITED) FOR THE HALF YEAR ENDING JUNE 30, 2014

Figures in Rupees

Note	Statutory Funds			Aggregate		Quarter Ended	
	Ordinary Life	Universal Life	Accidental & Health	Half Year Ended		Quarter Ended	
				June 30, 2014	June 30, 2013	June 30, 2014	June 30, 2013
Income							
Premiums Less Reinsurances	8,898,882	9,879,115	43,129,495	61,907,492	83,740,265	23,533,955	46,130,641
Net Investment Income	1,390,976	7,901,796	614,638	9,907,410	7,947,383	3,752,216	2,610,629
Total Net Income	10,289,858	17,780,911	43,744,133	71,814,902	91,687,648	27,286,171	48,741,270
Claims and Expenditure							
Claims, Including Bonuses,							
Net of Reinsurance Recoveries	10,099,511	7,183,608	31,539,056	48,822,175	63,275,879	17,029,338	22,056,344
Management Expenses Less Recoveries	2,531,752	8,585,132	11,460,307	22,577,191	27,824,364	11,814,040	16,280,032
Total Claims and Expenditure	12,631,263	15,768,740	42,999,363	71,399,366	91,100,243	28,843,378	38,336,376
Excess/(Deficit) of Income Over Claims and Expenditure	(2,341,405)	2,012,171	744,770	415,536	587,405	(1,557,207)	10,404,894
Add: Policyholders' Liabilities at Beginning of Period	24,092,268	195,385,836	39,110,707	258,588,811	232,556,979	254,884,778	216,455,095
Less: Policyholders' Liabilities at End of Period	19,437,797	197,690,435	29,091,738	246,219,970	219,527,936	246,219,970	219,527,936
	4,654,471	(2,304,599)	10,018,969	12,368,841	13,029,043	8,664,808	(3,072,841)
Surplus / (Deficit)	2,313,066	(292,428)	10,763,739	12,784,377	13,616,448	7,107,601	7,332,053
Movement in Policyholders' Liabilities	(4,654,471)	2,304,599	(10,018,969)	(12,368,841)	(13,029,043)	(8,664,808)	3,072,841
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 the Year	27,820,865	195,914,481	45,306,419	269,041,765	238,391,980	271,014,508	228,574,491
Balance of Statutory Funds at End of Period	25,479,460	197,926,652	46,051,189	269,457,301	238,979,385	269,457,301	238,979,385
Represented by:	9						
Capital Contributed by Shareholders' Fund	143,330,426	125,700,000	-	269,030,426	293,125,426	269,030,426	293,125,426
Accumulated (Deficit) / Surplus	(137,288,763)	(125,463,783)	16,959,451	(245,793,095)	(273,673,977)	(245,793,095)	(273,673,977)
	6,041,663	236,217	16,959,451	23,237,331	19,451,449	23,237,331	19,451,449
Policyholders' Liabilities	19,437,797	197,690,435	29,091,738	246,219,970	219,527,936	246,219,970	219,527,936
BALANCE OF STATUTORY FUND	25,479,460	197,926,652	46,051,189	269,457,301	238,979,385	269,457,301	238,979,385

The annexed notes from 1 to 14 form an integral part of these condensed interim financial statements.

CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman

MAHEEN YUNUS, CPCU
Chief Executive Officer

UMEED ANSARI
Director

A.K.M. SAYEED
Director



CONDENSED INTERIM STATEMENT OF PREMIUMS (UN-AUDITED) FOR THE HALF YEAR ENDING JUNE 30, 2014

Figures in Rupees


	Statutory Funds			Aggregate		Quarter Ended	
	Ordinary Life	Universal Life	Accidental & Health	Half Year Ended		June 30, 2014	June 30, 2013
				June 30, 2014	June 30, 2013		
Gross Premiums							
Regular Premium Individual Policies*							
First Year	-	1,240,362	-	1,240,362	1,055,707	541,378	730,726
Second Year Renewal	-	660,166	-	660,166	1,141,666	321,650	453,351
Subsequent Year Renewal	-	8,810,583	-	8,810,583	9,739,133	5,187,168	4,846,144
Single Premium Individual Policies	-	-	-	-	-	-	-
Group Policies	35,595,530	-	43,129,495	78,725,025	96,088,103	31,763,798	48,520,504
Total Gross Premiums	35,595,530	10,711,111	43,129,495	89,436,136	108,024,609	37,813,994	54,550,725
Less: Reinsurance Premiums Ceded							
On Individual Life First Year Business	-	(15,404)	-	(15,404)	(7,862)	-	(5,903)
On Individual Life Second Year Business	-	(6,218)	-	(6,218)	(9,562)	(4,357)	(7,636)
On Individual Life Renewal Business	-	(810,374)	-	(810,374)	(767,514)	(668,335)	(566,139)
On Group Policies	(26,696,648)	-	-	(26,696,648)	(23,499,406)	(13,607,347)	(7,840,406)
	(26,696,648)	(831,996)	-	(27,528,644)	(24,284,344)	(14,280,039)	(8,420,084)
Net Premiums	8,898,882	9,879,115	43,129,495	61,907,492	83,740,265	23,533,955	46,130,641

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

The annexed notes from 1 to 14 form an integral part of these condensed interim financial statements.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director


A.K.M. SAYEED
Director



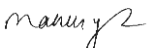
**CONDENSED INTERIM STATEMENT OF CLAIMS (UN-AUDITED)
FOR THE HALF YEAR ENDING JUNE 30, 2014**

Figures in Rupees

	Statutory Funds			Aggregate		Quarter Ended	
	Ordinary Life	Universal Life	Accidental & Health	Half Year Ended			
				June 30, 2014	June 30, 2013	June 30, 2014	June 30, 2013
Gross Claims							
Claims Under Individual Policies							
by Death	150,059	1,109,434	-	1,259,493	1,733,820	867,376	377,807
by Insured Event Other than Death	-	16,250	-	16,250	12,857	16,250	-
by Maturity	1,212,698	2,414,975	-	3,627,673	3,167,708	1,935,632	1,914,438
by Surrender	81,362	3,642,949	-	3,724,311	5,906,823	1,701,401	2,375,364
Total Gross Individual Policy Claims	1,444,119	7,183,608	-	8,627,727	10,821,208	4,520,659	4,667,629
Claims Under Group Policies							
by Death	34,530,571	-	-	34,530,571	45,337,933	18,229,030	17,463,977
by Insured Event Other Than Death	91,000	-	31,539,056	31,630,056	46,390,913	7,998,672	14,402,796
Total Gross Group Policy Claims	34,621,571	-	31,539,056	66,160,627	91,728,846	26,227,702	31,866,773
Total Gross Claims	36,065,690	7,183,608	31,539,056	74,788,354	102,550,054	30,748,361	36,534,402
Less: Reinsurance Recoveries							
On Group Life Claims	(25,966,179)	-	-	(25,966,179)	(39,274,175)	(13,719,023)	(14,478,058)
Net Claims	10,099,511	7,183,608	31,539,056	48,822,175	63,275,879	17,029,338	22,056,344

The annexed notes from 1 to 14 form an integral part of these condensed interim financial statements.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director

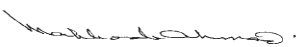

A.K.M. SAYEED
Director

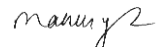
CONDENSED INTERIM STATEMENT OF EXPENSES (UN-AUDITED) FOR THE HALF YEAR ENDING JUNE 30, 2014

Figures in Rupees

	Statutory Funds			Aggregate			
	Ordinary Life	Universal Life	Accidental & Health	Half Year Ended		Quarter Ended	
				June 30, 2014	June 30, 2013	June 30, 2014	June 30, 2013
Acquisition Costs							
Remuneration to Insurance Intermediaries on Individual Policies:							
Commission on First Year Premiums	-	793,237	-	793,237	343,616	382,191	196,795
Commission on Second Year Premiums	-	54,927	-	54,927	69,221	24,991	25,666
Commission on Subsequent Renewal Premiums	-	175,715	-	175,715	185,424	85,091	93,635
Other Benefits to Insurance Intermediaries	-	151,434	-	151,434	98,781	24,701	-
Remuneration to Insurance Intermediaries on Group Policies:							
Commission	1,604,691	-	3,202,613	4,807,304	7,387,697	2,921,687	5,795,123
	1,604,691	1,175,313	3,202,613	5,982,617	8,084,739	3,438,661	6,111,219
Branch Overhead:	-	824,422	-	824,422	2,061,061	381,697	1,246,846
Other Acquisition Cost							
Policy Stamps	-	10,000	-	10,000	5,100	5,000	5,100
Total Acquisition Cost	1,604,691	2,009,735	3,202,613	6,817,039	10,150,900	3,825,358	7,363,165
Administration Expenses							
Salaries and Other Benefits	818,588	2,492,946	6,311,467	9,623,001	12,240,808	4,797,831	5,582,662
Travelling Expenses	159,646	456,582	171,646	787,874	567,878	330,362	235,752
Auditors Remuneration	48,806	48,806	48,806	146,418	107,901	146,418	107,901
Actuary's Fees	450,000	315,000	90,000	855,000	843,750	427,500	423,000
Medical Fees	-	18,310	-	18,310	48,180	5,010	26,130
Advertisements	171,490	171,490	171,490	514,470	86,329	442,536	73,329
Printing and Stationary	26,476	111,771	29,876	168,123	368,451	98,866	62,901
Rental	35,600	516,914	35,600	588,114	558,965	294,057	372,642
	1,710,606	4,131,819	6,858,885	12,701,310	14,822,262	6,542,580	6,884,317
Other Management Expenses	1,218,704	2,475,578	1,398,809	5,093,091	4,638,517	2,491,007	2,640,264
Gross Management Expenses	4,534,001	8,617,132	11,460,307	24,611,440	29,611,679	12,858,945	16,887,746
Commission From Reinsurers	(2,002,249)	(32,000)	-	(2,034,249)	(1,787,315)	(1,044,905)	(607,714)
Net Management Expenses	2,531,752	8,585,132	11,460,307	22,577,191	27,824,364	11,814,040	16,280,032

The annexed notes from 1 to 14 form an integral part of these condensed interim financial statements.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director


A.K.M. SAYEED
Director



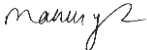
**CONDENSED INTERIM STATEMENT OF INVESTMENT INCOME (UN-AUDITED)
FOR THE HALF YEAR ENDING JUNE 30, 2014**


Figures in Rupees

	Statutory Funds			Aggregate		Quarter Ended	
	Ordinary Life	Universal Life	Accidental & Health	Half Year Ended			
				June 30, 2014	June 30, 2013	June 30, 2014	June 30, 2013
Investment Income							
On Government Securities	858,120	3,771,522	588,708	5,218,350	5,227,858	2,408,470	2,111,257
On Other Fixed Income							
Securities and Deposits	532,856	2,196,976	25,930	2,755,762	555,748	904,522	291,658
Amortization of Premium	-	-	-	-	(7,908)	-	(3,194)
Amortization of Discount	-	2,282	-	2,282	3,011	1,139	1,514
On Policy Loan	-	75,980	-	75,980	643	75,980	-
Other Miscellaneous Income	-	361,929	-	361,929	2,168,031	361,929	209,394
	1,390,976	6,408,689	614,638	8,414,303	7,947,383	3,752,040	2,610,629
Gain on Sale of Investments	-	1,493,107	-	1,493,107	-	176	-
Total Investment Income	1,390,976	7,901,796	614,638	9,907,410	7,947,383	3,752,216	2,610,629
Net Investment Income	1,390,976	7,901,796	614,638	9,907,410	7,947,383	3,752,216	2,610,629

The annexed notes from 1 to 14 form an integral part of these condensed interim financial statements.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director


A.K.M. SAYEED
Director

**NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)
FOR THE HALF YEAR ENDING JUNE 30, 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 EPU 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

This condensed interim financial information of the Company for the six month period ended June 30, 2014 has been prepared in accordance with the requirement of the International Accounting Standard 334 - (IAS 34): Interim Financial Reporting, provisions, of and directives issued under the Companies Ordinance, 1984, the Insurance Ordinance, 2000 and the SEC (Insurance) Rules, 2002. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984, the Insurance Ordinance, 2000 and the SEC (Insurance) Rules, 2002 have been followed.

This disclosures made in this condensed interim financial information have been limited based on the formats prescribed by the Insurance Rules, 2002 and approved accounting standards as applicable in Pakistan for interim financial reporting.

This condensed interim financial information do not include all of the information required for full financial statements and should be read in conjunction with the financial statements of the company for the year ended December 31, 2013

This condensed interim financial information have been presented in Pak Rupees, which is the functional and presentation currency of the Company.

3. BASIS OF MEASUREMENT

This condensed interim financial information has been prepared under the historical cost convention, except that 'held to maturity' investments are stated at amortised cost and investment 'at fair value through profit and loss - held for trading investments' are stated at fair value and available for sale at lower of cost or market value.

This condensed interim financial information has been prepared following accrual basis of accounting except for cash flow information.

4. 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.

5. USE OF ESTIMATES AND JUDGEMENTS

Preparation of the condensed interim financial information requires management to make judgements, estimates and assumptions that effect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates.

In preparing the condensed interim financial information, the significant judgements made by the management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those applied to the financial statements as at and for the year ended December 31, 2013.

6. FINANCIAL AND INSURANCE RISK MANAGEMENT

The Company's financial and insurance risk management objectives and policies are consistent with those disclosed in the annual financial statements as at and for the year ended December 31, 2013.



	Un-Audited June 30, 2014 Rupees	Audited Dec 31, 2013 Rupees
7. 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 and Loss Account for the Period	3,528,127	4,984,017
	<u>(110,262,966)</u>	<u>(113,791,093)</u>
Less: Accumulated Net Capital Transferred in Statutory Funds	(269,030,426)	(269,030,426)
Total Accumulated Deficit as Shown in Balance Sheet	<u>(379,293,392)</u>	<u>(382,821,519)</u>

8. CONTINGENCIES AND COMMITMENTS

There are no contingencies and commitments as at June 30, 2014 (December 31, 2013: nil).

9. MOVEMENTS IN STATUTORY FUNDS

	Statutory Funds			Aggregate	
	Ordinary Life	Universal Life	Accidental & Health	Un-Audited June 30, 2014	Un-Audited June 30, 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	(4,654,471)	2,304,599	(10,018,969)	(12,368,841)	(13,029,043)
Balance at End of the Period	<u>19,437,797</u>	<u>197,690,435</u>	<u>29,091,738</u>	<u>246,219,970</u>	<u>219,527,936</u>
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	<u>143,330,426</u>	<u>125,700,000</u>	<u>-</u>	<u>269,030,426</u>	<u>293,125,426</u>
Accumulated (Deficit)					
Balance at the Beginning of the Period	(139,601,829)	(125,171,355)	6,195,712	(258,577,472)	(287,290,425)
Surplus / (Deficit) Allocated in Respect of the Period	2,313,066	(292,428)	10,763,739	12,784,377	13,616,448
Balance at End of the Period	<u>(137,288,763)</u>	<u>(125,463,783)</u>	<u>16,959,451</u>	<u>(245,793,095)</u>	<u>(273,673,977)</u>

10. INVESTMENTS

	Note	Shareholders' Fund	Statutory Funds			Un-Audited June 30, 2014	Audited December 31, 2013
			Ordinary Life	Universal Life	Accidental & Health		
			(Rupees)				
Government Securities	10.1	141,003,593	23,972,303	103,539,299	15,754,616	284,269,811	275,960,444
Listed Equities	10.2	784,146	-	-	-	784,146	1,725,944
		<u>141,787,739</u>	<u>23,972,303</u>	<u>103,539,299</u>	<u>15,754,616</u>	<u>285,053,957</u>	<u>277,686,388</u>

10.1 Government Securities

Held to Maturity

10 Years Pakistan investment Bonds	-	-	-	-	-	5,000,000
10 Years Pakistan investment Bonds	-	-	-	-	-	2,999,966
10 Years Pakistan investment Bonds	18,960,542	-	-	-	18,960,542	18,687,477
10 Years Pakistan investment Bonds	1,996,127	-	-	-	1,996,127	1,977,095
10 Years Pakistan investment Bonds	3,750,596	-	-	-	3,750,596	3,748,161
10 Years Pakistan investment Bonds	15,637,259	-	-	-	15,637,259	15,612,065
10 Years Pakistan investment Bonds	-	-	1,191,017	-	1,191,017	1,190,283
10 Years Pakistan investment Bonds	9,494,163	-	575,404	-	10,069,567	10,043,076
10 Years Pakistan investment Bonds	7,918,289	-	-	-	7,918,289	-
03 Months Treasury Bills	-	-	-	-	-	123,544,644
03 Months Treasury Bills	-	-	-	-	-	93,157,677
06 Months Treasury Bills	83,246,617	23,972,303	101,772,878	15,754,616	224,746,414	-
	<u>141,003,593</u>	<u>23,972,303</u>	<u>103,539,299</u>	<u>15,754,616</u>	<u>284,269,811</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	18,960,542	May 2016	On Maturity	9.6%	Semi-Annually
10 Years Pakistan Investment Bonds	1,996,127	August 2018	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	3,750,596	July 2020	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	15,637,259	August 2021	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	1,191,017	July 2020	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	10,069,567	July 2020	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	7,918,289	July 2022	On Maturity	12%	Semi-Annually
06 Months Treasury Bills	224,746,414	October 2014	On Maturity	9.75%	On Maturity
	<u>284,269,811</u>				

10.2 Listed Equities

Listed Equities	Statutory Funds					Un-Audited June 30, 2014	Audited Dec. 31, 2013
	Shareholders' Fund	Ordinary Life	Universal Life	Accidental & Health			
	(Rupees)						
Available For Sale	784,146	-	-	-	784,146	1,725,944	
Listed Equities	784,146	-	-	-	784,146	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.

June 30, 2014			June 30, 2013		
Provident Fund	Key Management Personnel	Associated Companies & Common Directorship	Provident Fund	Key Management Personnel	Associated Companies & Common Directorship
----- Un-Audited -----			----- Rupees -----		

Transactions During the Period

Contribution During the Period 415,652 - - 437,136 - -

June 30, 2014			December 31, 2013		
Provident Fund	Key Management Personnel	Associated Companies & Common Directorship	Provident Fund	Key Management Personnel	Associated Companies & Common Directorship
----- Un-Audited -----			----- Audited -----		
----- Rupees -----					

Balances

Investment - - 280,518 - - 280,518

12. CORRESPONDING FIGURES


Corresponding figures have been rearranged and reclassified wherever necessary for the purpose of comparison and better presentation. No significant reclarification have seen made during the period to condence interim financial statement.

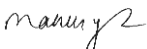
13. DATE OF ISSUE

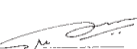
These financial statements are authorised for issue on August 26, 2014 by the Board of Directors of the Company.

14. GENERAL

All figures have been rounded off to nearest ruppes under otherwise stated.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director


A.K.M. SAYEED
Director



Caring for your Future

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

Let **East West Life** take the worry out of your saving and life insurance needs. Our comprehensive range of life insurance and investment products like **Mehfooz Sarmaya, Scholar's Plan, Sarmaya Gold, Personal Accident** and **Accident Protection** plans let you protect your family while giving you real peace of mind.



EAST WEST LIFE
ASSURANCE COMPANY LIMITED

A Member of East West Group of Companies



PATTERN OF HOLDING OF THE SHARES HELD BY THE SHAREHOLDERS OF EAST WEST LIFE ASSURANCE COMPANY LIMITED AS AT JUNE 30, 2014

Number of Shareholders	Shareholding			Total Shares Held	Percentage	
	From		To			
85	From	1	To	100	5,087	0.0086
515	From	101	To	500	243,816	0.4103
117	From	501	To	1,000	106,193	0.1787
114	From	1,001	To	5,000	309,048	0.5200
38	From	5,001	To	10,000	295,904	0.4979
12	From	10,001	To	15,000	154,666	0.2603
6	From	15,001	To	20,000	110,848	0.1865
3	From	20,001	To	30,000	81,850	0.1377
3	From	30,001	To	50,000	127,414	0.2144
2	From	50,001	To	100,000	123,530	0.2079
3	From	100,001	To	300,000	535,300	0.9007
2	From	200,001	To	400,000	734,674	1.2362
3	From	500,001	To	600,000	1,505,774	2.5337
2	From	700,001	To	800,000	1,415,955	2.3826
3	From	1,000,001	To	1,400,000	3,710,031	6.2428
2	From	1,200,001	To	2,000,000	3,449,083	5.8037
3	From	1,300,001	To	3,000,000	11,052,827	18.5983
1	From	1,600,001	To	4,000,000	3,950,062	6.6467
1	From	1,700,001	To	6,000,000	5,935,888	9.9882
1	From	2,500,001	To	30,000,000	25,581,200	43.0449
916					59,429,150	100.0000

Shareholders	Number	Shares Held	Percentage
CEO, Directors and their Spouses and Minor Childrens	13	42,618,764	71.7136
Joint Stock Companies, Insurance Companies, Investment Companies & Modarabas	2	301,000	0.5065
Individuals	901	16,509,386	27.7799
	916	59,429,150	100.0000

Categories of Shareholders	No. of Shareholders	Shares Held	Percentage
Associated Company			
M/s.East West Insurance Co., Ltd	1	300,000	0.5048
Other Company			
National Development Finance	1	1,000	0.0017
NIT & ICP			
CP A/c. Mr. Yasin	1	100	0.0002
CP A/c. Mr. Mohammad Ashfaq	1	100	0.0002
CP A/c. Mr. Zafar	1	100	0.0002
CP A/c. Mst. Nasima	1	400	0.0007
ICP A/c. Haji Sher Afqhan	1	400	0.0007

SHAREHOLDING 5%			
Naved Yunus	1	25,581,200	43.0449
Shamaila Yunus	1	5,935,888	9.9882
Samina Yunus	1	3,146,839	5.2951

CEO, Directors, their Spouses and Minor Childrens			
Maheen Yunus, CPCU	1	771,804	1.2987
Javed Yunus	1	513,526	0.8641
Pervez Yunus	1	644,151	1.0839
Omer Yunus	1	2,600,309	4.3755
Chief Justice (R) Mian Mahboob Ahmed	1	7,427	0.0125
A. K. M. Sayeed	1	4,219	0.0071
Rubina Yunus	1	485,750	0.8174
Ambreen Yunus	1	342,799	0.5768
Samad Yunus	1	2,582,352	4.3453
Umeed Ansari	1	2,500	0.0042
Individuals	896	16,508,286	27.7781
	916	59,429,150	100.0000



Growth with EXCELLENCE

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

Let **East West Life** take the worry out of your savings and insurance needs. Our comprehensive range of **life insurance, health insurance and investment solutions** let you protect your family while giving you real peace of mind.



EAST WEST LIFE

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BRANCH NETWORK

Lahore

*Punjab Zone**

1st Floor, Naqi Arcade,

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

Tel.: (042) 36370717, 36370711

Fax: (92-42) 36361479

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

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

Rawalpindi

*Corporate / Group Marketing**

55-A, Bank Road, Rawalpindi Cantt., Rawalpindi.

Tel.: (051) 5514322 Fax: (92-51) 5520269

E-Mail: rawalpindi.zone@eastwestlifeco.com

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
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EAST WEST LIFE
ASSURANCE COMPANY LIMITED

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E-mail: info@eastwestlifeco.com Website: www.eastwestlifeco.com