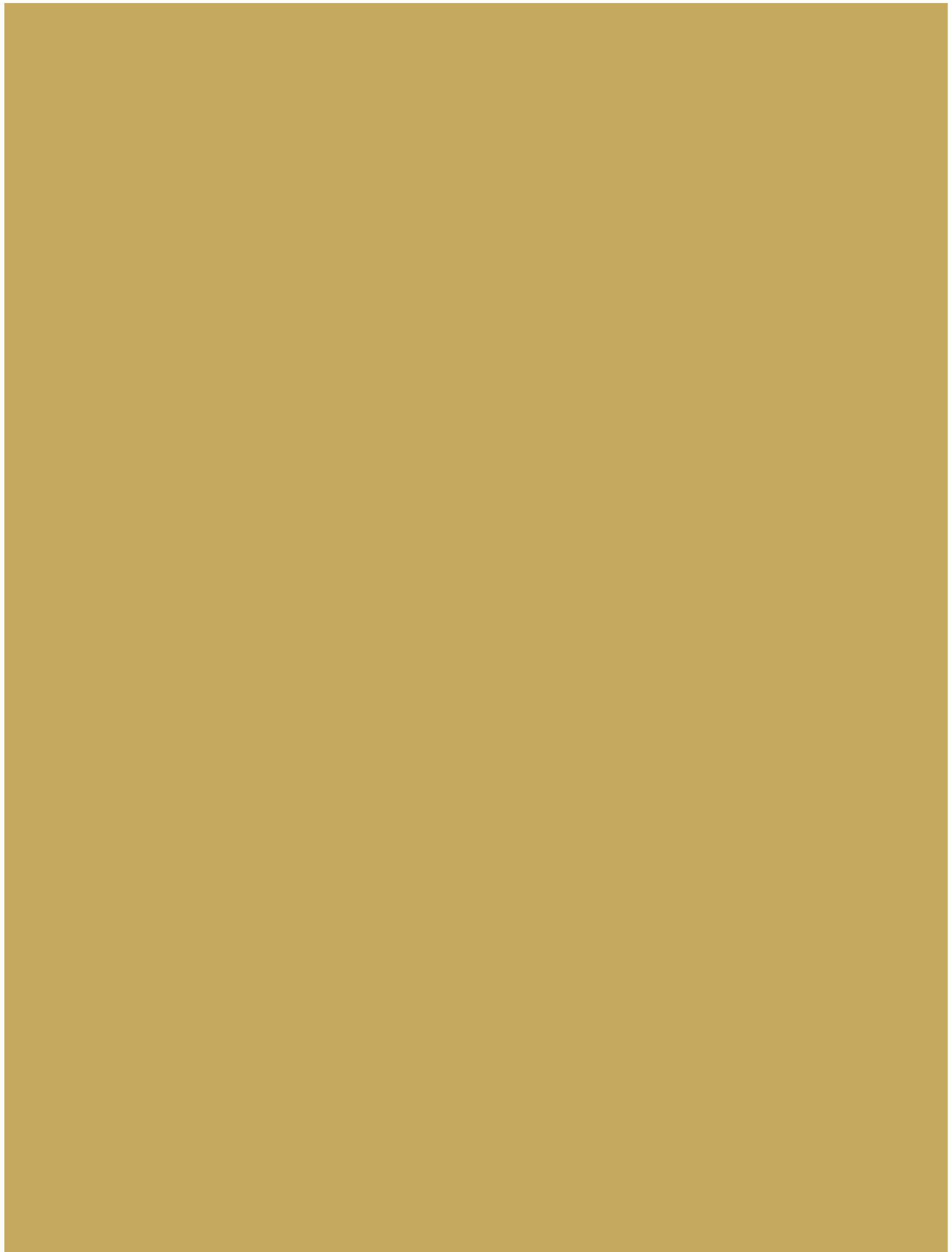


LATE MR. UNUS KHAN
Founder Chairman, East West Insurance Company Ltd.

Our founder Chairman, 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 also associated with the field of insurance in the Middle East. He returned to Pakistan in 1982 and founded East West Insurance Company Ltd, in 1983. Throughout the remaining years of his life, he remained dedicated to the development of this Company. 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 the Almighty Allah gifted him with such an outstanding success that the Company not only became one of the largest Insurance Companies of Pakistan during his life time but even thereafter a befitting tribute to the memorable accomplishment of its founder the Company continued making tremendous strides, always surpassing the achievements of the preceeding year. Today, by the Grace of Allah, East West Insurance Company Limited has become a symbol of security for its thousands of insured and of livelihood for its 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 cause of combining the profound cultural values of the EAST with the modern technological developments of the WEST. In order to give perpetuity to our late Chairman, 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. **Aameen!**



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East West Insurance Company Limited appeared on the horizon of Insurance Industry in Pakistan in 1983, founded by late Mr. Unus Khan who was its first Chairman. Over the years the Company, with the help of its adroit management and diligent staff, has successfully accomplished the essential task of gaining the good will and confidence of its policyholders as one of the leading insurance Companies with a vast network of branches all over the country.

Besides transacting traditional Insurance business like Fire, Marine & Motor, East West Insurance underwrites specialized portfolios for which it has created specialized divisions within the company namely, Engineering, Crops, Livestock Divisions, and Group Hospitalization. The Company business is thus well diversified and provides coverage to a wide range of agricultural, industrial and commercial business activities.

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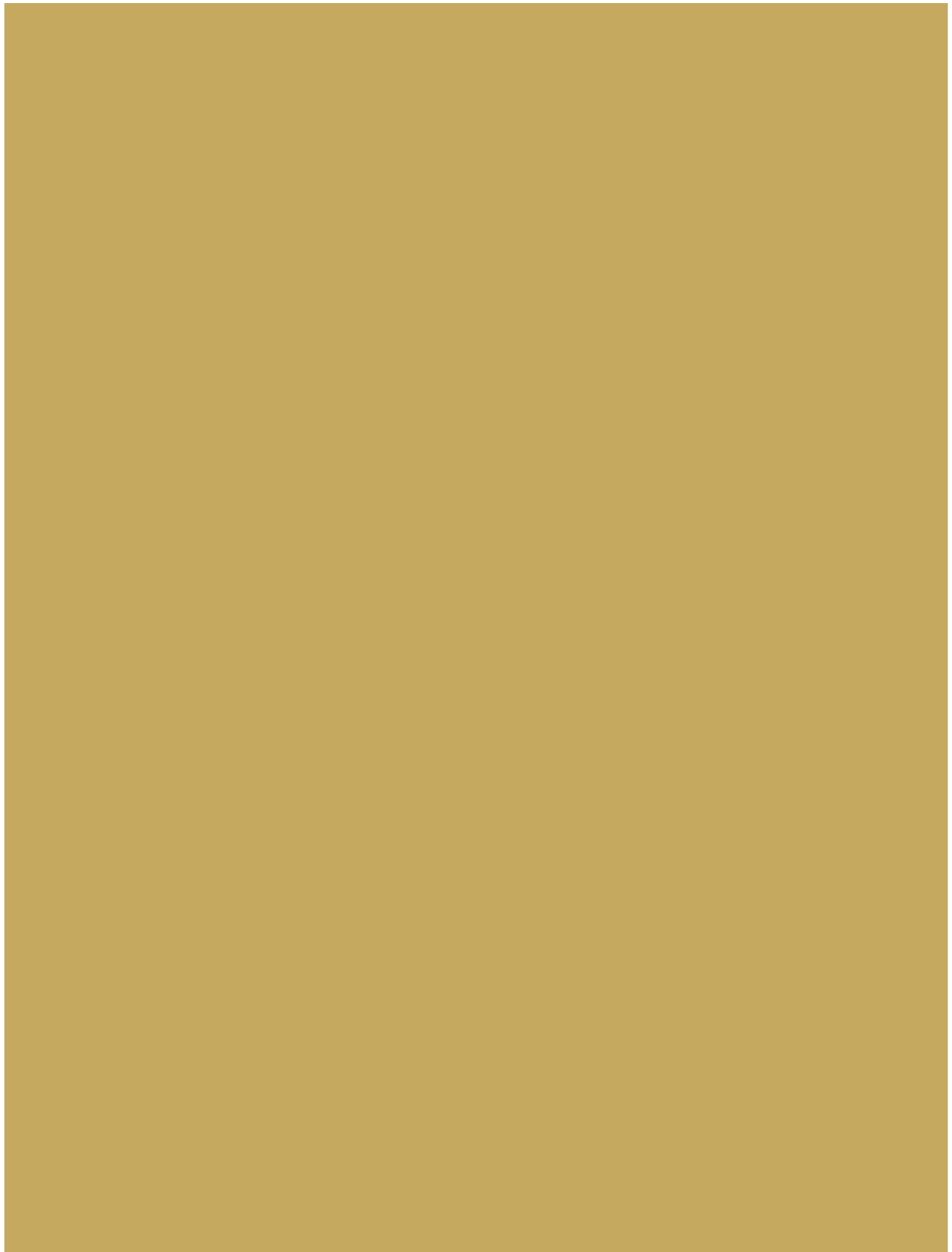
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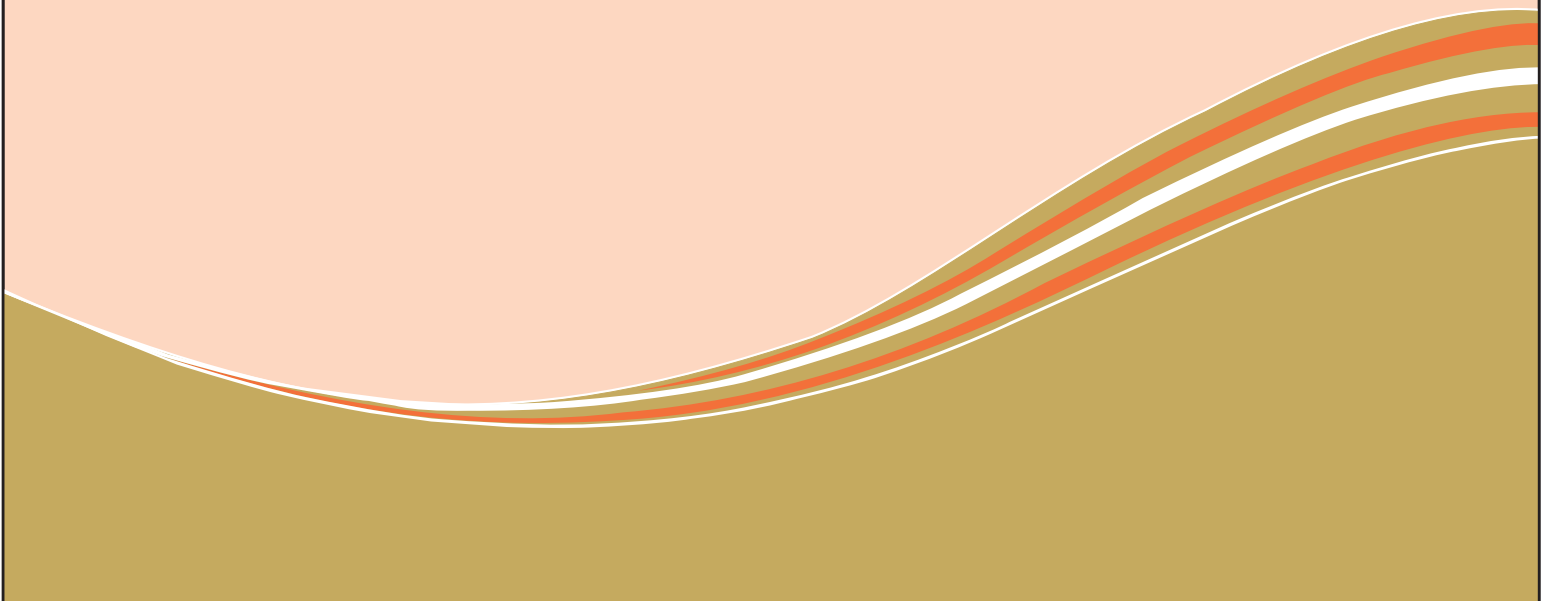
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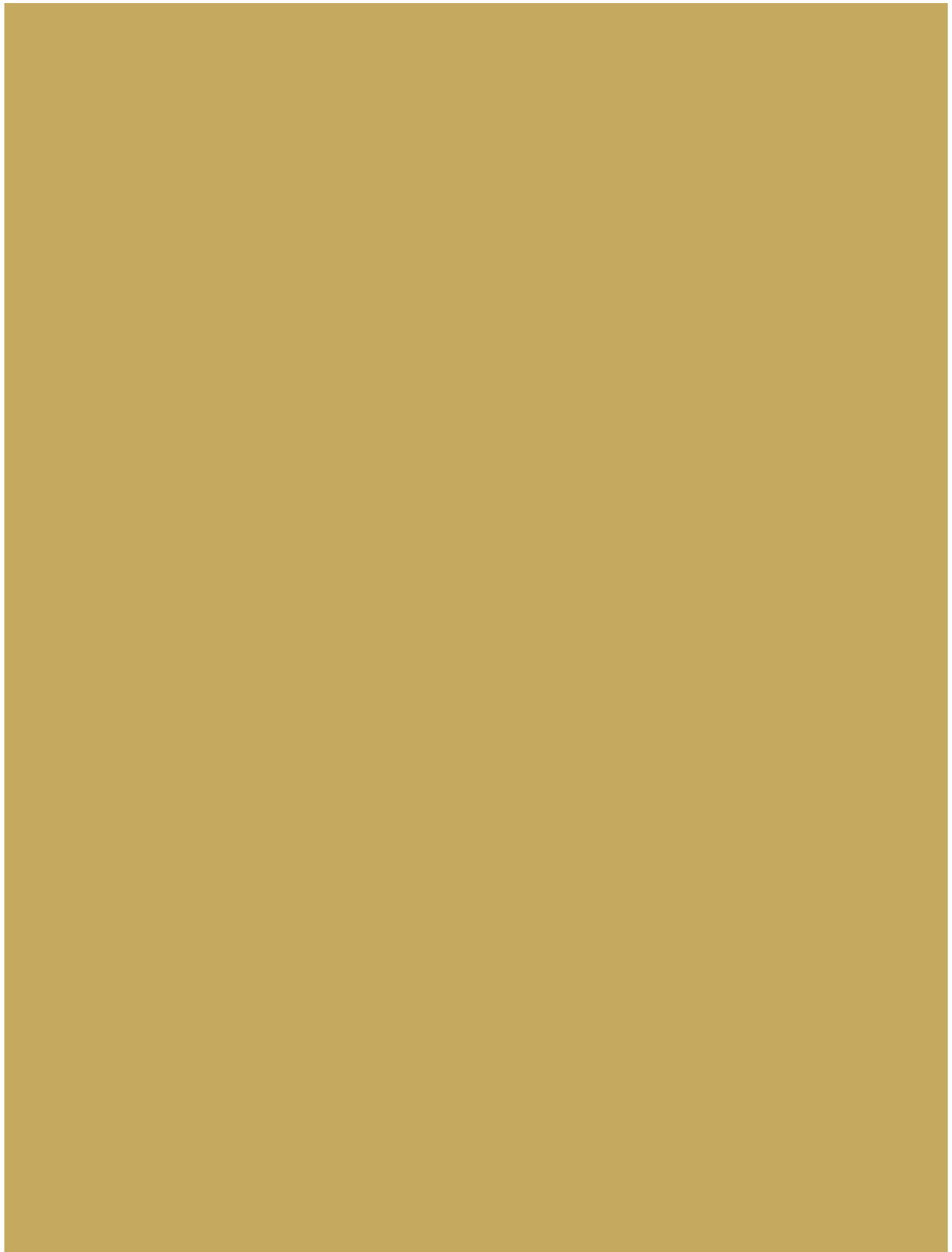
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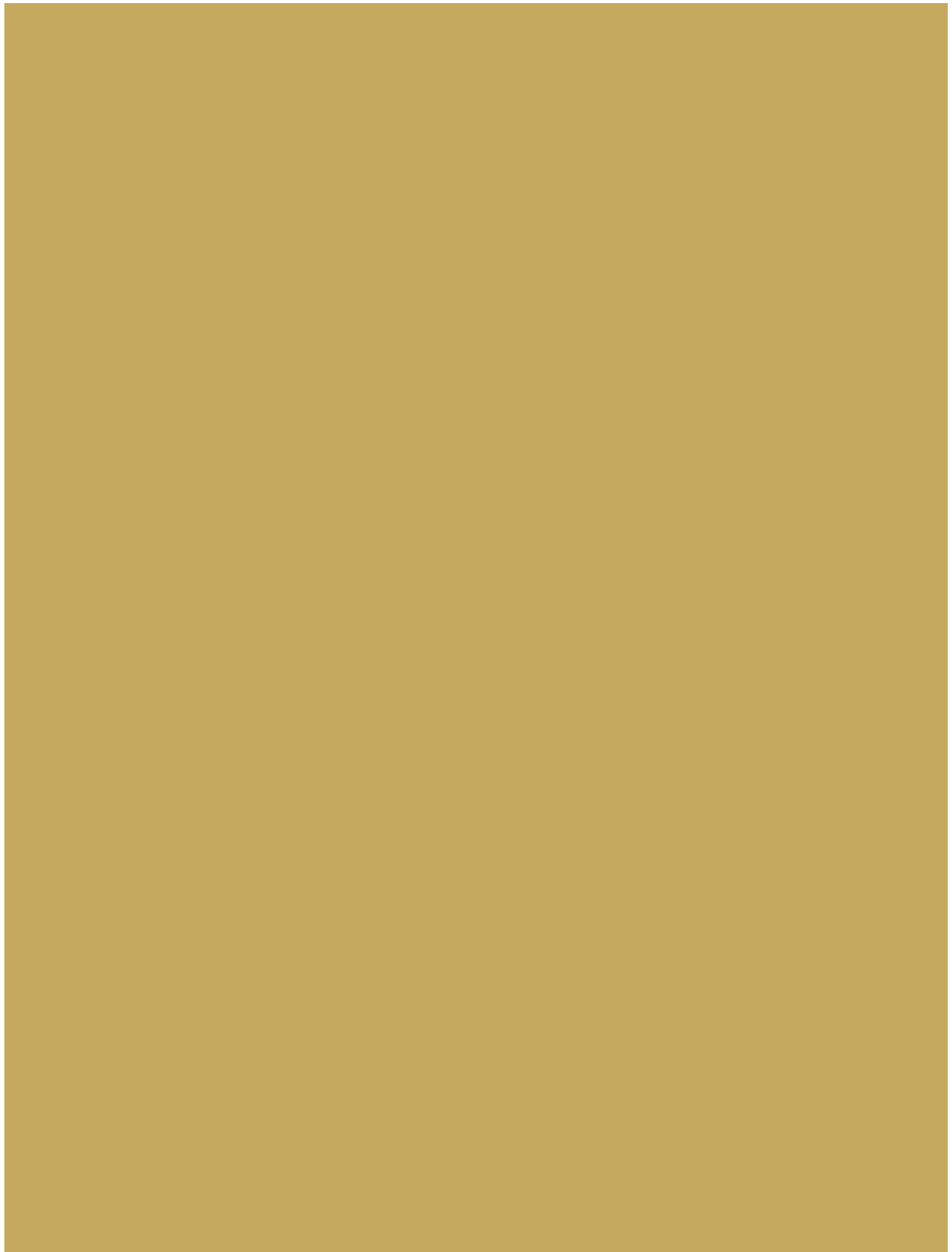
[Quality services, innovative solutions and comprehensive risk cover]

OUR
VISION
OUR
VISION



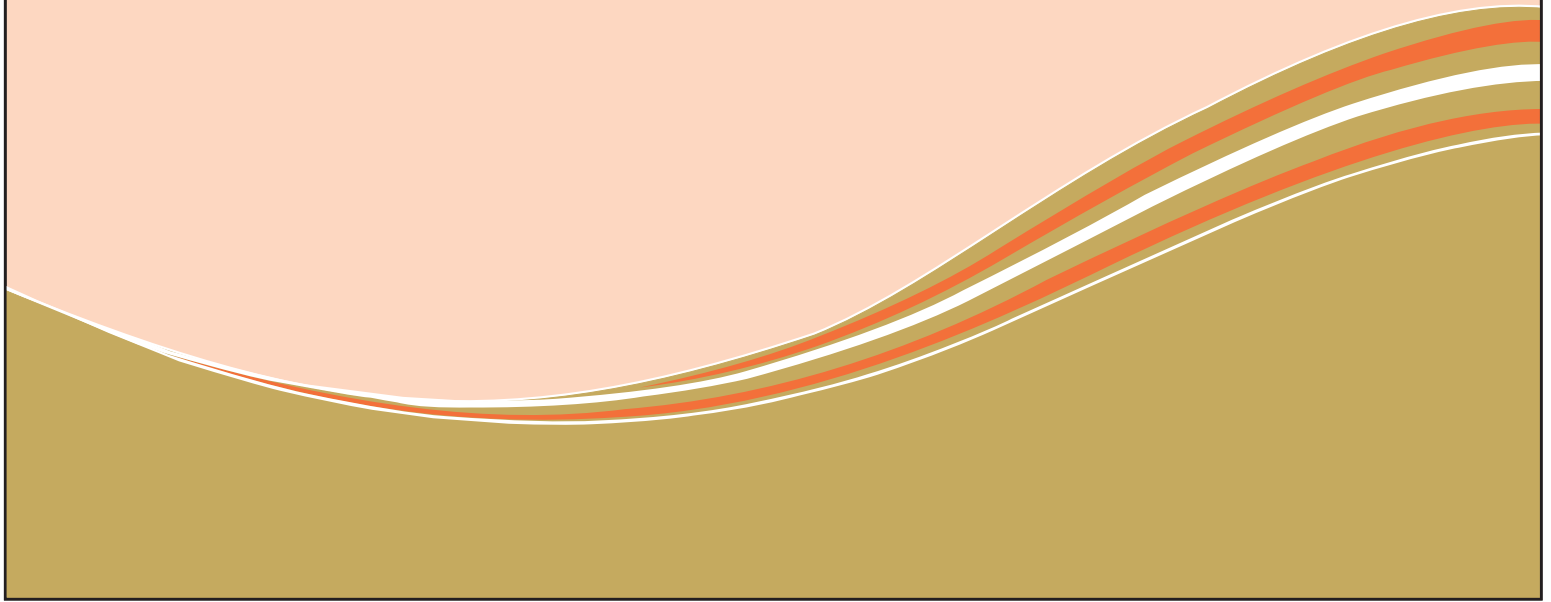


*To be amongst most trusted insurance security
of the country by providing protection to our
insureds in a most effective manner ensuring
prosperity for its stakeholders and growth with
human resource.*



[Long term commitment to our valued clients]

OUR
MISSION



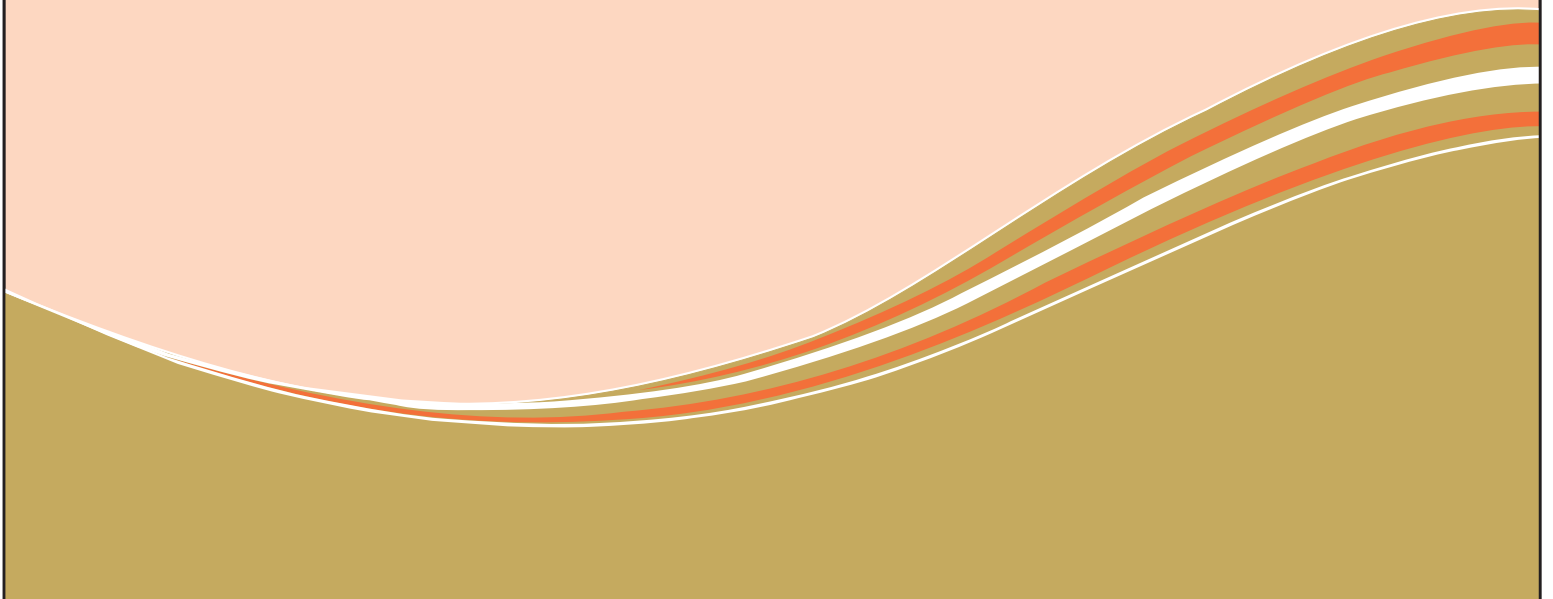


- *To ensure most effective management for sustained growth of the company.*
- *To provide reliable & secure protection for the policyholders.*
- *To retain sound position of the company in the industry while working with dedication & innovation.*
- *To maintain continuous pursuit for cost effectiveness, enhanced productivity for ensuring financial health of the organization, to take care of shareholder's aspiration continuously.*
- *To inculcate value added system all cross the organization for ensuring trustworthy relationship with its clients as well as shareholders.*



[Our team professionals ensure that quality is never compromised]

OUR
PEOPLE
OUR
PEOPLE





BOARD OF DIRECTORS

**Chairman :**

Chief Justice (R) Mian Mahboob Ahmad

Managing Director and Chief Executive Officer :

Naved Yunus

Directors

Javed Yunus
Pervez Yunus
Maheen Yunus
Umeed Ansari
Ahsan Mehmood Alvi, FCA (England & Wales)
Engr. Kazim Raza, B. Sc. (Engineering, UET)

Company Secretary

Shabbir Ali Kanchwala

Legal Advisor

Khalid Law Associates

Auditors

BDO Ebrahim & Company (Chartered Accountants)

Tax Advisor

Afnan Tax Consultants

Shares Registrar

THK Associates (Pvt.) Ltd.
1st Floor, 40-C, Block-6,
P.E.C.H.S.,
Karachi.

Registered Office :

27, Regal Plaza, Jinnah Road, Quetta.

Head Office :

401-404, Block 'B', 4th Floor,
Lakson Square Building No.3,
Sarwar Shaheed Road,
Karachi.

IFS Rating : A+ (A Plus) Stable Outlook

Website : www.eastwestinsurance.com.pk

Bankers :

Allied Bank Limited	National Bank of Pakistan Limited
Askari Bank Limited	NIB Bank Limited
Faysal Bank Limited	Summit Bank Limited
Habib Bank Limited	The Bank of Punjab Limited
Habib Metropolitan Bank Limited	United Bank Limited
MCB Bank Limited	The Karakoram Co-operative Bank Limited

COMMITTEES

BOARD COMMITTEES

Executive Committee :

NAVED YUNUS	Chairman
JAVED YUNUS	Member
PERVEZ YUNUS	Member
ENGR. KAZIM RAZA	Member
SHABBIR ALI KANCHWALA	Member / Secretary

Audit Committee :

AHSAN MEHMOOD ALVI, FCA (England & Wales)	Chairman
JAVED YUNUS	Member
UMEED ANSARI	Member
ENGR. KAZIM RAZA	Member
JOHRY LAL, FCCA (UK)	Secretary

Ethics, Human Resource & Remuneration Committee :

AHSAN MEHMOOD ALVI, FCA (England & Wales)	Chairman
UMEED ANSARI	Member
SHABBIR ALI KANCHWALA	Member
ADIL HUSSAIN	Member / Secretary

Investment Committee :

NAVED YUNUS	Chairman
AHSAN MEHMOOD ALVI, FCA (England & Wales)	Member
UMEED ANSARI	Member
SHABBIR ALI KANCHWALA	Member
MUHAMMAD SAEED AHMED	Member / Secretary

MANAGEMENT COMMITTEES

Underwriting Committee :

PERVEZ YUNUS	Chairman
SAJJAD ZAFFAR	Member
SALIM NAWAZ	Member
MUHAMMAD SHAREEF	Member / Secretary

Claims Settlement Committee :

NAVED YUNUS	Chairman
JAVED YUNUS	Member
SHABBIR ALI KANCHWALA	Member
MAZHARUDDIN	Member / Secretary

Reinsurance & Co-insurance Committee :

NAVED YUNUS	Chairman
ENGR. KAZIM RAZA	Member
SALIM NAWAZ	Member
SYED ARSHAD ALI	Member / Secretary

Risk Management & Compliance Committee :

ENGR. KAZIM RAZA	Chairman
AHSAN MEHMOOD ALVI, FCA (England & Wales)	Member
SALIM NAWAZ	Member
MUHAMMED HUSSAIN	Member / Secretary

BOARD OF MANAGEMENT



Managing Director and Chief Executive Officer:

NAVED YUNUS

Executive Director (Marketing) :

JAVED YUNUS

Executive Director (Operation) :

PERVEZ YUNUS

Deputy Executive Director :

BRENDAN THOMAS D'LIMA

Director Finance / Chief Financial Officer (CFO) :

SHABBIR ALI KANCHWALA

Regional Directors :

SAJJAD ZAFFAR

IFTIKHAR HUSSAIN

JAN MUHAMMAD

General Managers:

SALIM NAWAZ

FAWAD AHMED KHOKHAR

JAWAD FAYYAZ KHOKHAR

IBRAR ELLAHI QURESHI

AQEEL ANSARI

MIR MUFFAKHAR ALI

CH. M. JAWAD SADIQ ALI

WAHEED-UL-HAQ SIDDIQUI

MUHAMMAD ARIF ALI

M. YASIN SAJID

MRS. ROBINA SHAHEEN

TASAWAR ELLAHI AWAN

SYED SAJID ALI NAQVI

Deputy General Managers:

TARIQ MAHMOOD BUTT
AWAIS IFTIKHAR
MUNIR AHMED SHAKIR
GEORGE JOHN
SYED KHALIL AHMED

Assistant General Managers:

SHAHZAD AQEEL
ABDUL QAHIR
MUHAMMAD NAEEM AAMIR

Chief Managers:

SYED AZHAR AMIN HASHMI

Regional Managers:

MUHAMMAD SHARIF
MUHAMMAD SALEEM

Senior Managers:

MAZHARUDDIN
SYED ARSHAD ALI
MUHAMMAD HUSSAIN
SHAFIQ-UL-HASSAN
SYED SHAHZAD ALAM
NAIM S. SHAZIB
ANEES AHMED
MUHAMMAD AZEEM

Manager & Zonal Managers:

MAQBOOL-UR-REHMAN
ZAHOOR AHMED
KASHIF FAROOQ BUTT
MUHAMMAD RIAZ
KHURRAM SHAHZAD
MUHAMMAD TANVEER AHMED
ARSHAD MEHMOOD

Executive Vice President:

RAJA M. IQBAL AHMED
SYED SAFDAR ALI SHAH

Senior Vice President:

DR. SHAHERYAR AHMED

Vice President:

AZHAR MAHMOOD
ZEESHAN FAISAL

Assistant Vice President:

NAVEEN FELIX
RANA NAVEED-UR-REHMAN

NOTICE OF ANNUAL GENERAL MEETING



Notice is hereby given that the 35th Annual General Meeting of East West Insurance Company Limited will be held on Tuesday, April 24, 2018, at 10:30 A.M at the Registered Office of the Company located at 27, Regal Plaza, Jinnah Road, Quetta, to transact the following business:

ORDINARY BUSINESS:

1. To confirm the minutes of Annual General Meeting of the Company held on April 17, 2017.
2. To receive, consider and adopt the Audited Financial Statements of the Company together with the Directors' and Auditors' report thereon for the year ended December 31, 2017.
3. To consider the appointment of Auditors for the year ending December 31, 2018 and fix their remuneration. Messrs BDO Ebrahim & Co. Chartered Accountants, being eligible have offered themselves for appointment.
4. To approve the interim bonus issue as final distribution for the year ended December 31, 2017 announced on October 27, 2017 and already issued to the shareholders in the proportion of two ordinary shares for every ten ordinary shares held i.e. 20%.

SPECIAL BUSINESS:

5. Investment in East West Life Assurance Company Limited

To consider and if thought fit to pass the following resolutions with or without any modification as Special Resolution:

"RESOLVED that consent of the members of East West Insurance Co., Ltd., be and is hereby accorded in terms of section 199 and other applicable provisions of Companies Act, 2017 and the Company be and is hereby authorized to further invest up to Rs. 60,000,000/- (Rupees Sixty Million) from time to time in East West Life Assurance Company Limited, an associated company for purchase of ordinary shares of face value of Rs. 10 each at the price ruling in stock exchange at the date of purchase as per terms and conditions disclosed to the members and the resolution shall be valid for a period of one year from the date of passing of special resolution."

"Further Resolved that Managing Director & Chief Executive or Company Secretary be and are hereby individually authorized to fulfill all legal and corporate formalities for making the above investment."

6. To consider other business with the permission of the chair.

Attached to this notice of meeting being to the members is a statement under section 134(3) (b) Companies Act, 2017.

By the order of the board

Shabbir Ali Kanchwala
Company Secretary

Karachi: 21st March, 2018.

Notes:

1. The Share Transfer Books of the company will be closed from April 18, 2018 to April 24, 2018, (both days inclusive). Transfers received in order by our Share Registrar, M/s. THK Associates (Private) Limited, 1st Floor, 40-C, Block-6, P.E.C.H.S, Karachi, at the close of business on April 17, 2018 will be considered in time to attend and vote at the meeting.
2. A member entitled to attend and vote at the General Meeting is entitled to appoint another member as proxy to attend and vote in respect of him. Form of proxy must be deposited at the Company's Registered Office not later than 48 hours before the time appointed for the meeting.
3. CDC Account holders are advised to follow the following guidelines of Securities Exchange Commission of Pakistan.

A. For Attending the Meeting

- a. In case of individuals, the account holder and or sub- account holder and their registration details are uploaded as per the CDC Regulations, shall authenticate his/her identity by showing his/her original Computerized National Identity Card (CNIC) or original Passport at the time of attending the meeting.

- b. In case of corporate entity, the Board Directors' resolution / power of attorney with specimen signature of the nominee shall be produced (unless it has been provided earlier) at the time of the meeting.

B. For appointing proxies

- a. In case of individuals, the account holder and or sub- account holder and their registration details are uploaded as per the CDC Regulations, shall submit the proxy form as per the above requirements.
 - b. The proxy form shall be witnessed by two persons whose names, address and CNIC numbers shall be mentioned on the form.
 - c. Attested copies of the CNIC or the passport of beneficial owners and the proxy shall be furnished with the proxy form.
 - d. The proxy shall produce his original CNIC or original passport at the time of the meeting.
 - e. In case of corporate entity, the Board of Directors' resolution / power of attorney with specimen signature shall be submitted (unless it has been provided earlier) along with proxy form to the Company.
4. For exercising electronic voting (E-voting) right through intermediary by providing Consent in writing regarding appointment of execution officer as proxy as per the Companies (E-Voting) Regulation, 2016.
- i. If Company receives demand for poll by E-voting from members having not less than one tenth of the voting power the Company will arrange for e- voting exercise.
 - ii. The instruction to appoint execution officer and opting to e-vote through intermediary as per the Companies (E-Voting) Regulation, 2016 shall be deposited to the Company at least ten days before holding of general meeting at 401-404, Block "B",4th Floor, Lakson Square Building No. 3, Sarwar Shaheed Road, Karachi or through email: info@eastwestinsurance.com.pk.
 - iii. Representative of THK Associates (Private) Limited, 1stFloor,C,Block6, P.E.C.H.S, Karachi will be appointed as execution officer for the meeting.
 - iv. The proxy / E-voting form shall be witnessed by two persons whose names, Addresses and CNIC numbers shall be mentioned on the form.
5. Members are requested to notify / submit the following, in case of book entry securities in CDC to respective CDC participants and in case of physical shares, to the Company's Share Registrar, if not earlier provided / notified:
- a. Change in their address;
 - b. Valid and legible photocopies of Computerized National Identity Card (CNIC) for Individuals and National Tax Number (NTN) both for individual & corporate entities.

6. Submission of Valid CNIC (Mandatory)

As per SECP directive the dividend warrants of the shareholders whose valid CNIC, are not available with Share Registrar could be withheld. All shareholders having physical shareholding are advised to submit a photocopy of their valid CNICs immediately, if already not provided, to the Company's Share Registrar at the following address, M/s.THK Associates (Private) Limited, 1st Floor, 40-C, Block-6, P.E.C.H.S, Karachi without any further delay.

7. Placement of Financial Statements

The Company placed the annual Audited Financial Statements for the year ended December 31, 2017, along with the Auditors and Directors Reports on the website: www.eastwestinsurance.com.pk

8. Electronic Dividend Mandate

Under section 242 of Companies Act,2017 it is mandatory for all listed companies to pay cash dividend to its shareholders only through electronic mode directly in to the bank account designated by the entitled shareholders. In order to receive dividend directly into their bank account, shareholder are requested (if not already provided) to fill in Bank Mandate Form for Electronic Credit of Cash Dividend available in the Company's website and send it duly signed along with a copy of CNIC to the Share Registrar of the Company, M/s.THK Associates (Private) Limited, 1st Floor, 40-C, Block-6, P.E.C.H.S, Karachi, in case of physical shares. In case shares are held in CDC, electronic dividend mandate form must be directly submitted to shareholder's brokers / participant /CDC account services.

In case of non-receipt of information, the Company will be constrained to withhold payment of dividend to shareholders.

9. **Electronic Transmission of Financial Statements and Notices**

Pursuant to Notification vide SRO 787(1)/2014 dated September 08 2014, the Securities and Exchange Commission of Pakistan (SECP) has allowed all companies to facilitate their members receiving annual financial statements and notice of annual general meeting through electronic mail system (E-mail). The Company is pleased to offer this facility to our valued members who desire to receive annual financial statements and notices through email in future. In this regard, those members who wish to avail this facility are hereby requested to convey their consent via email on a standard request form which is available at the Company's website. Please ensure that your email account has sufficient rights and space available to receive such email which may be greater than 1 MB in size. Further, it is the responsibility of member(s) to timely update the share registrar of any change in his (her /its / their) registered email address at the address of Company's Registrar.

10. **Deduction of Withholding Tax on the Amount of Dividend**

Pursuant to SECP directives vide Circular No. 19/2014 dated October 24, 2014, SECP has direct all companies to inform shareholders about changes made in the section 150 of the Income Tax Ordinance, 2001, we hereby advise shareholders as under;

The Government of Pakistan through Finance Act, 2016 and 2017 has made certain amendments in section 150 of the Income Tax ordinance, 2001 whereby different rates are prescribed for deduction of withholding tax on the amount of dividend paid by the companies.

- a. For filers of income tax returns 15 %
- b. For non-filers of income tax returns 20 %

Income Tax will be deducted on the basis of Active Tax Payers List posted on the Federal Board of Revenue website.

Members seeking exemption from deduction of income tax or are eligible for deduction at a reduced rate are requested to submit a valid tax certificate or necessary documentary evidence as the case may be.

11. **Consent for Video Conference**

Pursuant to the provision to the Companies Act, 2017 the members can also avail the video Conferencing facility. In this regard, please fill the following and submit to registered address of the Company at least 10 days before the holding of annual general meeting. If the Company receive consent from members, the company will arrange video conference facility in the city subject to availability of such facility in that city.

I / We, _____ of _____, being a member of East West Insurance Co., Ltd. Holder of _____ ordinary share(s) as per registered folio no. _____ hereby opt for video conference facility.

12. **Unclaimed Dividend**

As per the provision of section 244 of the Companies Act, 2017 any shares issued or declared by the Company which have remained unclaimed / unpaid for a period of three years from the date on which it was due and payable are required to be deposited with the Commission for the credit of Federal Government after issuance of notices to the shareholders to file their claim. The details of the shares issued and dividend declared by the Company which have remained due for more than three years was sent to shareholders. Shareholders are requested to ensure that their claims unclaimed dividend and shares are lodged timely. In case, no claim is lodged with the Company in the given time, the Company shall after giving notice in newspapers Proceed to deposit the unclaimed / unpaid amount and shares with the Federal Government pursuant to the provision of Section 244 (2) of Companies Act 2017.

Statement under section 134(3) of the companies act 2017

This statement set out the material facts pertaining to the special business to be transacted at the annual general meeting of the company to be held on April 24, 2018.

The details and information to be furnished regarding item No. 5 investment in associated company under section 199 of the Companies Act, 2017.

Information to be disclosed to members.- (1) The company shall disclose following information in the statement annexed to the notice, pursuant to section 134(3) of the Act, of a general meeting called for considering investment decision under section 199 of the Act.

Regulation No. 3(1)(a) - Disclosures for all types of investment,-**(A) Regarding associated company or associated undertaking:**

S.No	Description	Information Required	
(i)	Name of associated company	East West life Assurance Co., Ltd	
(ii)	Basis of relationship	Common directorship	
(iii)	Earnings per share for the last three years	September. 30, 2017	PKR (0.01)
		December 31, 2016	PKR (0.0817)
		December 31, 2015	PKR (0.0027)
(iv)	Break-up value per share, based on latest audited financial statements.	Rs. 2.75 on the basis of financial statements for the period September 30, 2017	
(v)	Financial position, including main items of statement of financial position and profit and loss account on the basis of its latest financial statements; and	As on September 30, 2017 Total asset base of East West life Assurance Co., Ltd is Rs.456 Million. It's After tax loss for the period September 30, 2017 was Rs. 0.06 Million and Paid -up Capital was Rs. 601 Million	
(vi)	In case of investment in relation to a project of an associated company or associated undertaking that has not commenced operations, following further information, namely:-	Not applicable	
	(i) description of the project and its history since conceptualization;		
	(ii) starting and expected dated of completion of work;		
	(iii) time by which such project shall become commercially opetational; and		
	(iv) expected time by which the project shall. start paying return on investment;		
	(v) funds invested or to be invested by promoters. sponsors, associated company or associated undertaking distingusihing between cash and non-cash amounts.		

Regulation No. 3(1)(b) - General disclosures ,-

(i)	Maximum amount of investment	Upto PKR 60 Million
(ii)	Purpose, benefit and likely to accrue to the investing company and its members from such investment and period of investment	Long term strategic investment for return and capital appreciation which will enhance the profitability of the Company and add to thevalue of the members.
(iii)	Source of funds to be utilized for investment and where the investment in intended to be made i. justification for investment through borrowings; ii. detail of collateral, guarantees provided and assets pledged for obtaining such funds, and iii. Cost benefit analysis	Not applicable.The investment will be made from Company's own funds.
(iv)	Salient features of the agreement(s) if any, with associated company or associated undertaking with regards to the proposed investment.	Not applicable as shares will be purchased from time to time from the stock markets at the price ruling on the date of purchase
(v)	Direct or indirect interest of directors, sponsors, majority shareholders and their relatives if any, in the associated company or associated undertaking or the transaction under consideration;	No Director or their relatives has any interest in the proposed investment, except, in their individual capacities as " Director" and/or as shareholders of the company.
(vi)	In case any investment in associated company or associated undertaking has already been made the performance review of such investment including compelet informatio/justification for any impairment or write offs, and	East West Life Assurance Co., Ltd, is an associated company of the Company with 15.40% shares at a book value of Rs.160.06 Million as at December 31, 2017. The market value of the associate is Rs.157.54 Million.
(vii)	any other important details necessary for the members to understand the transaction;	None

Regulation No. 3(b) - In case of equity investment following disclosure in addition to those provided under clause (a) of sub-regulation (1) of regulation 3 shall be made,-

(i)	Maximum price at which securities to be acquired.	Not more than the price quoted on Stock Exchange
(ii)	In case the purchase price is higher than market value in case of listed securities and fair value in case of unlisted securities, justification thereof;	The shares will be purchased at market value ruling at StockExchange on purchase date.
(iii)	Maximum number of securities to be acquired	Equivalent to the amount of investment.
(iv)	Number of securities and percentage thereof held before and after the proposed investment.	9,267,237 shares (15.40%) held to date i.e. before proposed investment. Number of Shares and percentage after proposed investment will depend on the prevailing prices at the time of actual acquisition of shares which could vary with the market price at which shares are purchased in future.
(V)	Current and preceding twelve week's weighted average market price where investment is proposed to be made in listed securities; and	Current market value per share as of December 31, 2017 Rs. 17 and weighted average value of twelve weeks is Rs.17.99
(vi)	Fair value determined in terms of sub-regulation 5 for investment in unlisted securities;	Not Applicable

Regulation No. 4(1) - Other information to be disclosed to the members. - (1) If the associated company or associated undertaking or any of its sponsors or directors is also a member of the investing company, the information about interest of the associated company or associated undertaking and its sponsors and directors in the investing company shall be disclosed in the notice of general meeting called for seeking members' approval pursuant to section 199 of the Act.

No Director or Chief Executive has any interest in the investing Company except in their individual capacities as "Director/chief Executive" and/or as shareholders of the investing Company. The shareholding of Directors is Mr. Javed Yunus 229,900, Mr. Pervez Yunus 400, Mr. Naved Yunus 907,775, Mr. Maheen Yunus 263,323, Mian Mahboob Ahmad 7,427 and Mr. Umeed Ansari 2,500

Status of approval for investment in Associated undertakings:

As required by regulation no. 4(2) information under regulation 3 of the companies (investment in associated companies and associated undertakings) Regulations, 2017 the status of approval is as follows:

- i. **amount of investment made to date;**
Rs.99 million and Rs. 90 million in East West Life Assurance Co., Ltd were approved by the shareholders at Extraordinary general meeting of the company held on September 10, 2016 and February 04,2017 respectively
- ii. **amount of investment made to date;**
Rs. 160.06 million
- iii. **reasons for not having made complete investment so far where resolution required it to be implemented in specified time;**
The price on which shares were available from secondary market were higher than approval and also on the floor the required shares were not offered to sale.
- iv. **and material change in financial statements of associated company or associated undertaking since date of the resolution passed for approval of investment in such company.**
Since East West Life Assurance Company Limited has become group company of Askari, we hope that soon it will be profitable.

FINANCIAL HIGHLIGHTS

	(Rupees in million)					
	2017	2016	2015	2014	2013	2012
Gross Premium Written	2,531.43	2,066.83	1,767.74	1,419.87	1,124.30	855.72
Net Premium	1,054.71	981.29	870.24	760.24	622.57	467.72
Investment & Deposits	1,187.96	1,071.79	897.92	774.05	580.54	391.18
Investment Income / (Loss)	(46.74)	187.51	33.14	97.17	100.91	36.78
Total Assets Book Value	2,693.80	2,335.79	1,575.27	1,398.95	1,075.99	835.35
Paid Up Capital	609.78	508.15	451.69	401.50	365.00	331.82
Shareholders' Equity	1,050.28	981.70	756.01	664.91	559.29	466.10
Underwriting Profit	228.40	181.26	147.11	139.47	116.90	112.96
Profit before tax	88.80	297.01	183.89	171.77	148.58	84.25
Profit for the year	68.58	282.15	131.25	142.13	126.37	68.06
Break up value per share	17.22	19.32	16.74	16.56	15.32	14.05
Earning per share - basic and diluted	1.12	5.55	2.58	3.15	3.15	1.86
Dividend Paid	-	56.46	40.15	36.5	33.18	-
Bonus Shares Issued	101.63	56.46	50.19	36.5	33.18	30.17

CHAIRMAN'S REVIEW



It is an honour for me to address this august gathering on behalf of the Board of Directors of East West Insurance Co., Ltd to present Annual Accounts for year ending 31st December, 2017. I welcome you all on the occasion of the 35th Annual General Meeting of our company and wish to extend my sincere gratitude to our respected shareholders, valued clients and Commissioner of Insurance/Insurance Division at Securities & Exchange Commission of Pakistan for their continued guidance and support in steering the successful operations of the company. I would also like to extend special thanks to the BOD and convey my gratitude to honorable members for their whole hearted support.

Time and again we have communicated the strategy of our company to consolidate our position as one of the leading insurers of the industry. Beside guiding underwriting department for professional and secure assessment of the risk, we also focus on increasing profitability in a difficult and highly competitive environment. Based on our trusted brands, we will further expand our customer relationship and simplify the business to be able to serve our customers even better. Our goal is to ensure that our employees, particularly those dealing directly with our customers, are empowered to take decisions and understand their role in securing new business, delivering profitability to facilitate our success.

Corporate responsibility is the core of our professional commitment to mitigate the losses of our valued customers. It is a driver of sustainable value creation for all our stakeholders. We also proactively determine ways to address environmental, social and governance issues in our day to day activities and engage in constant dialogue with our stakeholders to keep them abreast with the progress of their company.

GLOBAL ECONOMIC OUTLOOK


The global economy is in the midst of a decade long slow growth environment characterized by an imminent productivity growth crisis. The looming labor shortage in the mature economies and skill deficiencies in emerging markets will add further challenges to global economic prospect. Global growth lacks demand drivers and potential output is likely to shrink while uncertainty is increasing and hence requires constant review by economists.

However, the global economy is expected to grow moderately over the next two years supporting confirmed growth in insurance premium volume. The non-life premium is likely to accelerate its growth by 3% in 2018 as commodity prices and strengthening of economic activity will stimulate increased demand for insurance from emerging regions. Emerging Asia including Pakistan is also likely to have the strongest growth in non-life premiums, with a forecast to be nearly 10% in 2018. A contributing factor will be the investment opportunities presented by China's one belt one road program, which is expected to generate an increase in demand for commercial insurance.

ECONOMY OF PAKISTAN

Fiscal year 2017 was marred with rising deficit in current account from \$3.59 Billion to \$5.00 Billion. Additionally the government has borrowed three billion dollars through Euro and Sukuk bonds. Simultaneously government is arresting the necessary rise in imports by making them more expensive through duties to discourage this expense.

Countries thrive when it seems obvious that their leaders work with sincerity and honesty to achieve prominence in the global arena. We live in 21st Century where we compete with fast growing economies such as China & India. In order to be competitive in the region we need to inculcate basic ingredients such as



innovation, co-ordination, inclusiveness and making geopolitical alliances to improve the quality of life of our people.

One step in the right direction would be to give priority to harness the trust of masses over China Pakistan Economic Corridor (CPEC). The government taking loans and making investments is acceptable as long as the net value is positive. However we must convince the Chinese to do it on the basis of transfer of technology in joint venture with Pakistani counter parts.

If 2018 is to be better than previous years, we need to continue with an economic growth rate of over 5% for next 10 years. Fortunately, foreign direct investment is likely to add \$800 Million to our economy as foreign entrants such as Hyundai, Renault, Puma Energy, Ali Baba and Uber have acknowledged the economic potential of the nation which requires the vision of policy makers to way forward.

INSURANCE INDUSTRY OUTLOOK

Outlook for year 2018 of our industry pinpoints key opportunities and threats that should demand attention from insurers over the next 12 to 18 months. Political and regulatory challenges around the world are changing some of the ground rules as to how carriers may operate. The rating evolution is also accelerating and business is being conducted in an innovative environment with increased expectations of customers. However, in preparing our annual insurance outlook, we recognized that most insurers remained focused on growing topline sales while bolstering bottom-line profitability.

SOUND AND PRUDENT MANAGEMENT

Securities and Exchange Commission of Pakistan introduced regulations for Sound and Prudent Management in 2012 in order to promote sound corporate governance to encourage the Board of Directors and management for effectively utilizing their respective authorities. The rules were applicable to Chief Executive Officer, Principal Officers, directors and key personnel of insurance companies. Since the company pays special attention in compliance with the law and the legal system, the management formed various management committees which include the HR Committee, Underwriting Committee, Claims Committee, Reinsurance Committee, Audit Committee and Executive Committee who regularly convene meetings to monitor the performance in respective areas of operations.

OUR PERFORMANCE & INVESTMENTS

East West Insurance Company was incorporated in 1983 in relatively under developed province of Baluchistan and today it is in 35th year of operation. The company made tremendous growth under the leadership of our founder chairman Late Unus Khan and emerged as one of the leading insurer within a short span of five years. Today the company is recognized as a symbol of security with sound reputation.

Despite challenges of the market, your company maintained steady growth of premium and earned sizeable revenue of Rs.2.531 Billion in 2017 showing 22% growth in premium income with underwriting profit of Rs.228 Million. Further expenses on management have also reduced to 7% of the premium. This shows the professional approach of the management of your company and you would certainly appreciate their bonafide efforts. In regard to investment income 2017 was a bad year for obvious reasons as most of the companies could not earn returns on their investments for reasons beyond their control.

BENEFITS TO SHAREHOLDERS

The benefits of profitable results are also passed on to the valued shareholders in terms of dividend and/or bonus shares with the approval of the Board of Directors. In closing of half yearly accounts for the year 2017, 20% bonus shares were offered to the shareholders. Despite major drop in investment income, offering bonus share of 20% shall be highly appreciated and endorsed by the shareholders. As a result of this offer the paid up capital of the company has now increased to Rs.609.782 Million.

ACKNOWLEDGEMENT

The most important role in driving our business is played by our employees and business partners in building our book of business to deliver value to our customers. I thank all of them for their significant support and patronage. I also thank our customers for their continued confidence reposed in our company to make 2018 as also a successful year of the company. In this regard my sincere gratitude is for the Managing Director, Fellow Directors and members of senior management of the company for their tireless dedication, devotion and efforts to continually improve the performance of the company.

I also take the opportunity to express my appreciation to our discerning customers, business associates for their support and inspiration. I would also like to convey my deepest acknowledgement to our shareholders for their continued support and trust which has strengthened the company to its present glory. Before I close, I would like to place on record my deep appreciation and gratitude for the positive and cordial patronage, we have received from the Insurance Division of SECP, Karachi Stock Exchange, Insurance Association of Pakistan, Banks and Financial Institutions and last but not the least our numerous stakeholders.

With this in mind, I anticipate that Inshallah the company will successfully face the challenges ahead bringing prospective improvement in overall business results in the year 2018.

Allah may bestow upon us all the choicest blessings (Aamin).



Chief Justice (Retd.)
Mian Mahboob Ahmad
Chairman

Karachi Dated: 21st March, 2018

DIRECTORS' REPORT

All praises to Almighty Allah the most gracious and merciful.

On behalf of the Directors of your company I have the pleasure in presenting the 35th Annual Report and audited financial statements for the year ending December 31st, 2017.

Honorable shareholders, respected members of the BOD and my dependable colleagues: Assalam Allakum.

I welcome you all on 35th Annual General Meeting of the company and express my gratitude to Almighty Allah for successful closing of annual accounts for the year 2017. This year East West Insurance Company has successfully completed thirty five (35) years of its establishment. The success of the company is attributed to the kind and valuable guidance of our chairman, members of the BOD, shareholders, valued clients and distinguished patrons. I thank all them and look forward for their continued support in managing the affairs of the company in coming years.

The Board of Directors of your company describes its strategy at the beginning of the year to market its products for the benefit of our customers in securing their assets. Thereby building its solid foundation to strengthen our position in industry. In this way we enhance our commercial capabilities with sizable increase in our premium. At the same time we continue to invest for the future and reinforce capabilities to deliver sustainable growth/earnings that will support return on equity for our shareholders.

OUR INDUSTRY

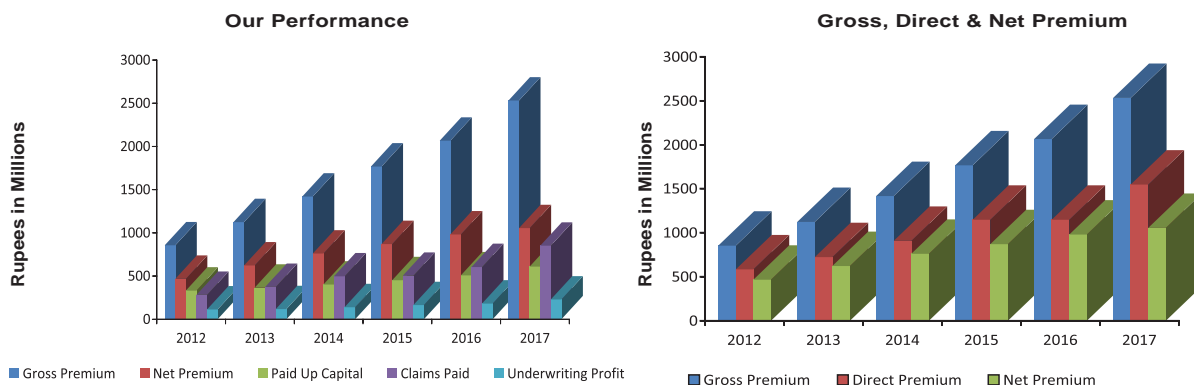
The insurance industry in Pakistan is relatively small compared to its peers in the region. The insurance penetration and density remain extremely modest compared to other jurisdictions.

However, the situation has been improving over the last 05 years and insurance industry has shown reasonable growth which is attributed to the change in perception of security under the poor law and order situation in the country. This compels our valued customers to protect their assets against unforeseen losses.

The impressive growth in last few years is also attributed to aggressive expansion of distribution channels, such as banc-assurance which places significant proportion of income to our insurance industry. SECP has also allowed conventional companies to open Window Takaful Operation which will further boost the insurance sector as companies with their existing distribution channels will be able to target a bigger market.

OUR PERFORMANCE:

Your company's gross written premium grew to PKR 2.53 billion from PKR 2.07 billion written in the previous year, which shows an increase of gross premium by 22%. The net earned premium in the year 2016 was PKR 981.285 million as against PKR 1,054.71 million in the current year thus showing a growth of 7%. The combined ratio of losses & expenses stood at 79% in a highly competitive market marred by natural catastrophes indicating viable combined ratio vindicating strong underwriting focus and cost management skills.



Despite challenges, the management of East West Insurance Company Limited and its employees focused on its underwriting strengths and emerged as one of the leading property underwriters of Pakistan. Based on its financials East West Insurance Company Limited is considered financially sound and stable company to effectively manage its liabilities without compromise on quality. Moreover, constant innovations of products, superior customer service, prudent risk assessment place East West Insurance Company Limited amongst strong underwriting companies of insurance industry.

On the claims front, limited number of losses under the treaty highlights the maturity of the company reflecting the prudent underwriting practice. Despite accommodating losses to net account; your company had been able to record satisfactory performance in terms of premiums and profits demonstrating its ability to absorb losses without impairing financial security to maintain solvency margin well over the minimum requirement of regulators. Overall results at a glance is as under;

Particular	2017 (Rs/million)	2016 (Rs/million)	% Increase
Gross Premium	2,531	2,067	22%
Net Premium	1,055	981	8%
Claims Paid	850	604	41%
U/W Profit	228	181	26%
Paid-up-Capital	610	508	20%

RISK MANAGEMENT:

Your company perceives risk management as a means of value optimization. The company also recognizes the importance of internal control and risk management in sustaining the business continuity and considers it essential component of the business culture which is exposed to multi natured risks arising from with internal and external sources.

FIRE/PROPERTY INSURANCE

The company has underwritten gross premium of PKR 880 million under fire/property portfolio showing increase of 23% compared to last year. After keeping provision for reinsurance, claims and management expenses the company earned underwriting profit of PKR 102 million.

MARINE INSURANCE

Gross premium underwritten in Marine Portfolio including Marine Hull was PKR 317 million. After provisioning for reinsurance, claims, and management expenses, the company has earned underwriting profit of PKR 48 million. Despite limited premium income, this portfolio has shown a better performance compared to other classes of business.

MOTOR INSURANCE

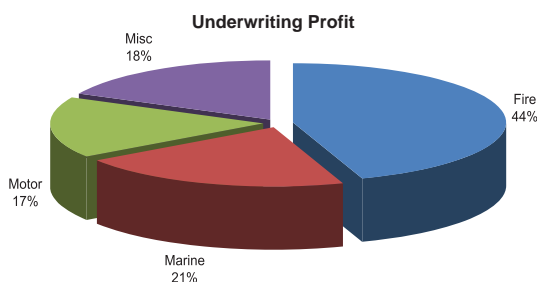
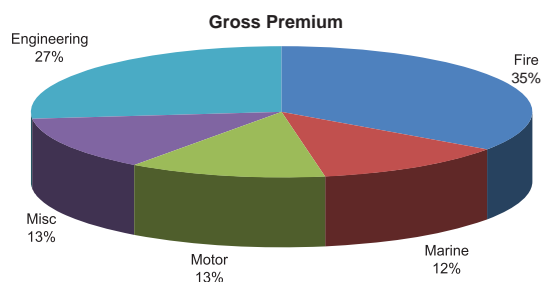
The company wrote a premium of PKR 323 million against motor insurance including third party and comprehensive protection. The third party insurance has tremendous potential of generating premium for the insurance industry. However, due to ineffective administrative control there is a big drain of legitimate income of insurance companies due to un-healthy practice of unknown and unregistered insurance companies who offer fake coverage on nominal premium. This situation needs to be reviewed by the concerned authorities all over Pakistan for protection of public against liability claims.

ENGINEERING INSURANCE

Insurance companies are providing protection against accidental losses during execution of development projects. Our company is duly registered with Pakistan Engineering Council and various other government authorities for providing insurance cover to ongoing development projects. In this regard we have extremely cordial relations with contractors of national and international repute who normally approach us for seeking insurance on their projects. Beside insurance of projects, we also provide Professional Indemnity insurance to reputed consultants for their design, planning and construction supervision of proposed projects. During 2017 we have underwritten gross premium of PKR 672.72 million through direct and facultative insurance.

MISCELLANEOUS ACCIDENT

The deteriorating law & order situation in the country in general and in metropolitan cities in particular has resulted in increased demand for this type of Insurance. As a result, people tend to insure themselves against variety of risks. This includes Personal Accident, Household Insurance, Burglary Insurance, Public liability, Cash in Safe and Transit Insurance & Workmen Compensation. In the year 2017 we have underwritten gross premium of PKR 143.26 million in this portfolio.



TRAVEL AND HEALTH INSURANCE

East West Insurance Company is also underwriting Travel and Health insurance through its corporate offices in Islamabad and Regional Office (South) Karachi. This portfolio is robustly growing through our countrywide network of branches. In addition we are also supporting various travelers who require travel insurance for processing VISA by foreign missions in Pakistan. Incidentally, we are enlisted on the panel of various embassies/consulates who accept our insurance policies to process VISAS for travelers. In 2017, we have underwritten gross premium of PKR 129.74 million.

CROPS AND LIVE STOCK:

Your company participates in the Crop & Live Stock insurance program promulgated by the State Bank of Pakistan. In the year 2017 the company enhanced its premium of crop insurance utilizing maximum benefits available through private and commercial banks. We will continue this aggressive posture in 2018 so as to grab maximum premium through this portfolio. We are already in negotiation with banks that provide financial support to farmers under the directive of State Bank of Pakistan.

Livestock is also a part of agricultural industry of Pakistan and plays a significant role in the rural economy of Pakistan. Livestock produce is rapidly growing in the country as its demand is increasing with the increasing growth of our population. East West Insurance is proud to have been involved with Livestock insurance right from the beginning and is one of the leading insurers with valuable experience in this field. The company provides comprehensive all risk insurance cover for animals against disease or accidental loss of life due to fire, lightening snakebite and calving.

CREDIT RATING

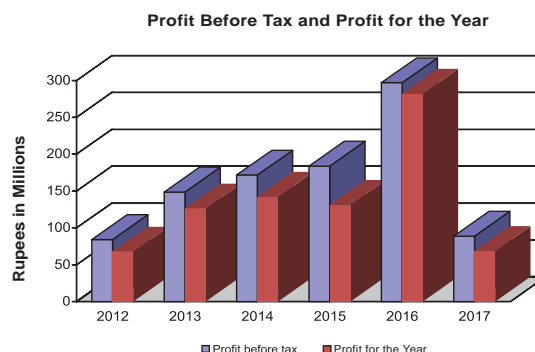
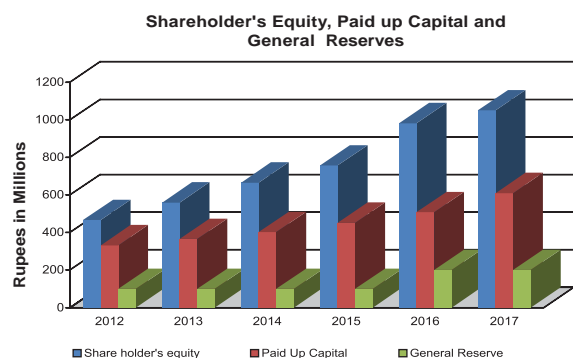
The company is maintaining IFS-Rating 'A+' for the last two years. Considering our stable outlook by PACRA we expect further improvement in our rating. You will be pleased to know that most of the factors are now supporting up-gradation of rating and based on it, we expect that PACRA would consider enhancing our rating on its merits.

REINSURANCE ARRANGEMENTS

Since 2013 we are maintaining non-proportional treaties keeping reasonable retention on our own account. The results during the last four years had been extremely positive for the reinsurers as most of the claims remained under our net account except two claims incurred in 2016 which exposed the XOL treaty. Based on our performance, our treaty has been renewed for the year 2018 under the lead of 'A' rated reinsurers.

CAPITAL, SOLVENCY & SHAREHOLDER'S FUND:

Shareholder equity of the company stood at PKR 1,050.28 million as on December 31st, 2017. Although we had adequate capital as per requirement of SECP yet the company offered 20% bonus shares during the year 2017 thus raising the capital to PKR 609.782 Million. You would be pleased to know that company continues to be an efficient and modest user of capital in the private sector as measured by the ratio of gross premium written to capital infused and/or gross premium written to shareholder's equity.



INVESTMENT & INVESTMENT INCOME:

The investment portfolio of your company is actively monitored under the supervision of qualified staff. The investment philosophy of your company is based on strong cash generation, backed by prudent investment of surplus funds to meet the liabilities of claims without unnecessary delays in indemnification of insured.

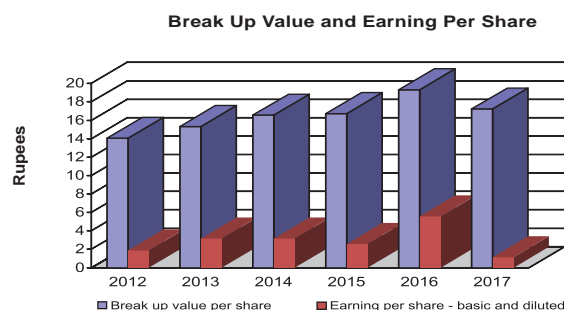
The assets under the management represented by cash and investments as at December 31st, 2017 stood at PKR 1.202 billion. Regarding investment income, the year 2017 remained under socio economic and political crisis. Hence, it was a bad year for investment for almost all the companies. As a result your company incurred investment loss of Rs. 46.74 million.

RETURN ON EQUITY:

The return on equity for the year 2017 was 7%.

EARNING PER SHARE:

The earning per share for the year 2017 was Rs. 1.12.



COMPLIANCE WITH CODE OF CORPORATE GOVERNANCE

The requirements of the Code of Corporate Governance set out by the regulatory authorities have been duly complied with. A statement to this effect is annexed with the report.

BOARD COMMITTEES

Your Company maintains following Board committees:

AUDIT COMMITTEE

The Board is responsible for effective implementation of sound internal control systems including compliance with control procedures. The Audit Committee is assisted by the Internal Auditor in reviewing the adequacy of operational controls and in monitoring and managing risks so as to provide reasonable assurance that such system continues to operate satisfactorily and effectively in the Company and to add value and improve the Company's operations by providing independent and objective assurance. The principle responsibility of the Internal Auditors is to conduct periodic audits to ensure adequacy in operational controls, consistency in the application of policies and procedures, compliance with laws and regulations.

INVESTMENT COMMITTEE

The investment portfolio of your company is actively monitored under the supervision of qualified staff. Keeping duration of liabilities, your company's investment philosophy is based on strong cash generation, backed by prudent investment of surplus funds with due consideration of timely payment of claims as they arise.

The Company has a Board level investment committee that meets on a monthly basis to review the investment portfolio. The committee is also responsible for developing the investment policy for the Company.

ETHICS, HUMAN RESOURCE AND REMUNERATION COMMITTEE

The Board formed Ethics, Human Resource & Remuneration Committee, which is responsible for recommending to the Board about the introduction and changes to the human resource management policies of the Company as well as the selection, evaluation and compensation of key officers of the Company.

MANAGEMENT COMMITTEES

As part of the Corporate Governance, your Company maintained following four Management committees which meet at least once in every quarter;

UNDERWRITING COMMITTEE

The underwriting committee formulates the underwriting policy of your Company. It sets out the criteria for assessing various types of insurance risks and determines the premium policy of different insurance covers. The committee regularly reviews the underwriting and premium policies of the Company with due regard to accumulation of risk on the basis of region & business sectors and other relevant factors.

CLAIMS SETTLEMENT COMMITTEE

This committee devises the claims settling policy of the Company. It oversees the claims position of the Company and ensures that adequate claims reserves are maintained. Particular attention is paid to significant claims cases or events, which give rise to a series of claims. The Claims Settlement Committee determines the circumstances under which the claims dispute to be brought to its attention and decides how to deal with such disputes. It also oversees the implementation of the measures for combating fraudulent claims cases. The Committee also oversees the newly established Grievance Functions of the Company.

REINSURANCE AND COINSURANCE COMMITTEE

This committee ensures that adequate reinsurance arrangements are made for the company's businesses. It peruses the proposed reinsurance arrangements prior to their execution, reviews the arrangements from time to time and subject to the consent of the participating reinsurers, makes appropriate adjustments to those arrangements in the light of the market development. It also assesses the effectiveness of the reinsurance program for future reference.

RISK MANAGEMENT AND COMPLIANCE COMMITTEE

The risk management and compliance committee shall oversee the activities of the risk management function of the Company and makes appropriate recommendations to the Board to mitigate probable risks falling within the purview of the risk management function.

PKR in '000

APPROPRIATIONS

Profit before tax	88,795
Less: taxation	(20,214)
Profit for the year	68,581
Balance at commencement for the year	273,549
Interim bonus shares for the year 20%	(101,630)
Balance accumulated at the end of the year	240,500

CORPORATE AND FINANCIAL REPORTING FRAMEWORK

- The financial statements prepared by the management of the Company present fairly its state of affairs, the result of its operations, cash flow and changes in equity.
- Proper books of accounts have been maintained by the Company.
- Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgments.
- The International Financial Reporting Standards (IFRS) as Applicable in Pakistan, have been followed in preparation of financial statement and any departure from there has been adequately disclosed.
- The system of internal control is sound in design and has been effectively implemented and monitored.
- There are no significant doubts upon the Company's ability to continue as a going concern.
- There has been no material departure from the best practices of Corporate Governance, as detailed in the listing regulations.
- The key operating and financial data for the last six years is annexed.
- The value of investments of provident fund based on their un-audited accounts as of December 31, 2017 was approximately PKR 30 million.
- The statement of the pattern of shareholding of the Company as at 31 December, 2017 is included in the Report.

Board / Sub-Committee Members / Secretary	Board Meetings	Audit Committee	Investment Committee	H.R. Committee
No of Meeting held	06	04	12	04
				ATTENDANCE
Chief Justice (R) Mian Mahboob Ahmad	03	-	-	-
Mr. Naved Yunus	05	-	12	-
Mr. Javed Yunus	06	04	-	-
Mr. Pervez Yunus	05	-	-	-
Mr. Maheen Yunus	03	-	-	-
Mr. Umeed Ansari	06	04	10	04
Mr. Ahsan Mehmood Alvi	06	04	12	04
Engr. Kazim Raza	04	02	-	-
Mr. Shabbir Ali Kanchwala	-	-	12	04
Mr. Johry Lal	-	04	-	-
Mr. Adil Hussain	-	-	-	04
Mr. M. Saeed Ahmed	-	-	12	-

Leave of absence granted to directors and members who cannot attend the meetings.

AUDITORS

The present auditors M/s BDO, Ebrahim & Co., Chartered Accountants retire and being eligible, have offered themselves for reappointment. The external auditors hold satisfactory rating by the Institute of Chartered Accountants of Pakistan (ICAP) as required under their Quality Control Review Program. As suggested by the Audit Committee, the Board of Directors recommends the appointment of BDO Ebrahim & Co., Chartered Accountants as auditors of the company for the year 2018 at a fee to be mutually agreed.

APPRECIATION AND ACKNOWLEDGEMENT

We thank our valued clients and shareholders for their continued support and confidence which enabled us to progressively increase our market penetration in order to generate sizeable premium revenue. We also thank our reinsurers and brokers for the valuable support in performing our responsibilities.

We would also like to record our appreciation for the cooperation and professional support by the Insurance Division of Securities Exchange Commission of Pakistan. Finally, we also acknowledge the hard-work and dedication of our marketing teams, marketing staff, officers and staff members for achieving the desired goals and objectives of the company and look forward for their continued support in the year 2018.

For and on behalf of the Board of Directors.



NAVED YUNUS

Managing Director &
Chief Executive Officer

Karachi Dated: March 21, 2018

STATEMENT OF COMPLIANCE

WITH THE CODE OF CORPORATE GOVERNANCE FOR INSURERS, 2016 & CODE OF CORPORATE GOVERNANCE, 2012 FOR THE YEAR ENDED DECEMBER 31, 2017

This statement is being presented in compliance with the Code of Corporate Governance for Insurers, 2016 (the code) for the purpose of establishing a framework of good governance, whereby an insurer is managed in compliance with the best practices of the code and the Code of Corporate Governance 2012 (CCG 2012) as contained in Regulation no. 5.19.24 of the rule book of the Pakistan Stock Exchange.

The Company has applied the principles contained in the Code in the following manner:

1. The Company encourages the representation of independent non-executive directors and directors representing minority interest on its board of directors. At present the Board includes:

Category	Names
Independent Directors	Mr. Ahsan Mahmood Alvi
Executive Directors	Mr. Naved Yunus, Mr. Javed Yunus and Mr. Pervez Yunus
Non-Executive Directors	Chief Justice (R) Mian Mahboob Ahmad, Mr. Umeed Ansari, Mr. Maheen Yunus and Mr. Kazim Raza

The independent director meets the criteria of independence as laid down under the Code and CCG, 2012.

2. The directors have confirmed that none of them is serving as a director in more than seven listed companies including this company.
3. All the resident directors of the company are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a DFI or an NBFI or, being a member of a stock exchange, has been declared as a defaulter by a stock exchange.
4. No casual vacancy occurred on the Board during the year.
5. The company has prepared a "Statement of Ethics and Business Practice" as Code of Conduct and ensured that appropriate steps have been taken to disseminate it throughout the company along with its supporting policies and procedures..
6. The Board has developed a vision/mission statement, overall corporate strategy and significant policies of the insurer. A complete record of particulars of significant policies along with the dates on which they were approved or amended has been maintained.
7. All powers of the Board have duly exercised and decisions on material transactions, including appointment and determination of remuneration and terms and conditions of employment of the Chief Executive Officer, other executive directors and non-executive directors, have been taken by the Board.
8. The meetings of the Board were presided over by the Chairman and in his absence by a director elected by the Board for this purpose and the Board met at least once in every quarter during the year. Written notices of the Board meetings along with agenda and working papers were circulated at least seven days before the meeting. The minutes of the meeting were appropriately recorded and circulated.
9. The Board has established a system of sound internal control, which effectively implemented at all levels within the insurer. The insurer has adopted and complied with all the necessary aspects of internal control given in the Code.
10. Board of directors comprised of eight directors out of which four directors have obtained " Orientation Course" organized by ACCA Pakistan and The Pakistan Institute of Corporate Governance and four directors are experienced and educated enough that exempted them from certification course.
11. There was no new appointment of Chief Financial Officer (CFO) & Company Secretary or Head of Internal Audit during the year. The Board had, however, approved the increase in remuneration of CFO & Company Secretary and Head of Internal Audit, including their remuneration and terms and conditions of employment.
12. The Directors' report for this year has been prepared in compliance with the requirements of the Code and CCG 2012 and fully describes the salient matters required to be disclosed.
13. The financial statements of the company were endorsed by Chief Executive Officer and Chief Financial Officer before approval of the Board.
14. The Directors, Chief Executive Officer and other executives do not hold any interest in the shares of the company other than disclosed in the pattern of shareholding.
15. The Company has complied with all the corporate and financial reporting requirements of the Code.
16. The Board has formed the following Management Committees:

Underwriting Committee:

<u>Name of the Member</u>	<u>Category</u>
Mr. Pervez Yunus	Chairman
Mr. Sajjad Zaffar	Member
Mr. Salim Nawaz	Member
Mr. Muhammad Shareef	Member / Secretary

Claim Settlement Committee:

<u>Name of the Member</u>	<u>Category</u>
Mr. Naved Yunus	Chairman
Mr. Javed Yunus	Member
Mr. Shabbir Ali Kanchwala	Member
Mr. Mazharuddin	Member / Secretary

Reinsurance & Co-insurance Committee:

<u>Name of the Member</u>	<u>Category</u>
Mr. Naved Yunus	Chairman
Mr. Kazim Raza	Member
Mr. Salim Nawaz	Member
Mr. Syed Arshad Ali	Member / Secretary

Risk Management & Compliance Committee:

<u>Name of the Member</u>	<u>Category</u>
Mr. Kazim Raza	Chairman
Mr. Ahsan Mahmood Alvi	Member
Mr. Salim Nawaz	Member
Mr. Muhammad Hussain	Member / Secretary

17. The Board has formed an Audit Committee. It comprises of five members, of whom one is non-executive director. The chairman of the audit committee is an independent director and non-executive director. The composition of the Audit Committee is as follows.

Audit Committee:

<u>Name of the Member</u>	<u>Category</u>
Mr. Ahsan Mahmood Alvi	Chairman - Independent Director
Mr. Javed Yunus	Member - Executive Director
Mr. Umeed Ansari	Member - Non-Executive Director
Mr. Kazim Raza	Member - Non-Executive Director
Mr. Johry Lal	Secretary - Head of Internal Audit

18. The Board has formed the following Board Committees:

Ethics, Human Resource & Remuneration Committee:

<u>Name of the Member</u>	<u>Category</u>
Mr. Ahsan Mahmood Alvi	Chairman - Independent Director
Mr. Umeed Ansari	Member - Non-Executive Director
Mr. Shabbir Ali Kanchwala	Member - Director Finance
Mr. Adil Hussain	Member / Secretary - Admin Officer

Investment Committee:

<u>Name of the Member</u>	<u>Category</u>
Mr. Naved Yunus	Chairman - Managing Director & Chief Executive
Mr. Ahsan Mahmood Alvi	Member - Independent Director
Mr. Umeed Ansari	Member - Non-Executive Director
Mr. Shabbir Ali Kanchwala	Member - Director Finance
Mr. Muhammad Saeed Ahmed	Member / Secretary - Accountant

Executive Committee:

<u>Name of the Member</u>	<u>Category</u>
Mr. Naved Yunus	Chairman - Managing Director & Chief Executive
Mr. Javed Yunus	Member - Executive Director
Mr. Pervez Yunus	Member - Executive Director
Mr. Kazim Raza	Member - Non-Executive Director
Mr. Shabbir Ali Kanchwala	Member - Director Finance

The functions of Nomination Committee are being performed by the Ethics, Human Resource and Remuneration Committee.

19. The meetings of the Committees were held at least once every quarter prior to approval of interim and final results of the Company and as required by this Code. The terms of reference of the Committees have been formed and advised to the committees for compliance.
20. The Board has set up an effective internal audit department which comprises of suitably qualified and experienced staff for the purpose and are conversant with the policies and procedures of the Company and are involved in the internal audit function on a regular basis.
21. The Chief Executive officer, Chief Financial Officer & Company Secretary, Compliance officer and the Head of Internal Audit possess such qualification and experience as is required under this Code. Moreover, the persons heading the underwriting, claims, reinsurance, risk management and grievance function possess qualification and experience of direct relevance to their respective functions, as required under section 12 of the Insurance Ordinance, 2000 (Ordinance No. XXXIX of 2000).

Name of Persons	Designation	Qualifications	Experience
Mr. Naved Yunus	Managing Director & Chief Executive Officer	MSc & BSC (Accounting)	Working in EWI since 1983
Mr. Shabbir Ali Kanchwala	Chief Finance Officer & Company Secretary	MBA Finance	Working in EWI since 1983
Mr. Johry Lal	Chief Internal Auditor	FCCA	Working in EWI since 2006
Mr. Muhammad Hussain	Compliance Officer	Graduate	Working in EWI since 1984
Mr. Muhammad Shareef	Head of Underwriting	Graduate	Working in EWI since 1986
Mr. Mazhar-ud-din	Head of Claims	Graduate	Working in EWI since 1988
Syed Arshad Ali	Head of Reinsurance	M.A (Economics)	Working in EWI since 1985
Mr. Brendan Thomas D'Lima	Head of Risk Management	Graduate	Working in/for various Insurance Cos. since 1985
Mr. Salim Nawaz	Head of Grievance Function	MBA Finance & Accounting	Worked in Financial Institution for 28 years and working in Insurance Companies for last 2 years

22. The statutory auditors of the Company have been appointed from the panel of auditors approved by the Commission in terms of section 48 of the Insurance Ordinance, 2000 (Ordinance No. XXXIX of 2000). The statutory auditors have confirmed that they have been given a satisfactory rating under the Quality Control Review programme of the Institute of Chartered Accountants of Pakistan, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Company and that the firm and all its partners are in compliance with the International Federation of Accountants (IFAC) guidelines on Code of ethics as adopted by the Institute of Chartered Accountants of Pakistan.
23. The statutory auditors or the persons associated with them have not been appointed to provide other services and the auditors have confirmed that they have observed IFAC guidelines in this regard.
24. The Board ensures that the Investment Policy of the Company has been drawn up in accordance with the provisions of the Code of Corporate Governance for Insurers, 2016.
25. The Board ensures that the risk management system of the Company is in place as per the requirements of the Code of Corporate Governance for Insurer, 2016.
26. The Board has set up a Risk Management function, which carries out its tasks as covered under Code of Corporate Governance for Insurers, 2016.
27. The Company has been rated by PACRA the rating agency on October 03, 2017 is A Plus 'A+' with stable Outlook..
28. The Company has set up Grievance function in Compliance with the requirements Code of Corporate Governance for Insurers, 2016.
29. The Company has not obtained any exemption from the Securities and Exchange Commission of Pakistan in respect of the requirements of the Code of Corporate Governance for Insurers, 2016.
30. The 'closed period', prior to the announcement of interim/final result, and business decisions, which may materially affect the market price of the Company's securities, was determined and intimated to directors, employees and stock exchange as required by CCG 2012.
31. Material/price sensitive information has been disseminated among all market participants at once through Pakistan Stock exchange as required by CCG 2012.
32. The Company has complied with the requirements relating to maintenance of register of persons having access to inside information by designated senior management officer in a timely manner and maintained proper record including basis for inclusion or exclusion of names of persons from the said list.
33. We confirm that all other material principles contained in the Code of Corporate Governance for Insurer, 2016 and CCG 2012 have been complied with except for the following towards which reasonable progress is being made by the Company to seek compliance by the end of the next accounting year;
- The Company has three executive directors out of eight elected directors, which exceed the allowable proportion of executive directors on the Board of Directors as required by the Code.


NAVED YUNUS
 Managing Director & Chief Executive
 Dated: March 21, 2018.

REVIEW REPORT



REVIEW REPORT TO THE MEMBERS ON STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE FOR INSURERS, 2016 AND CODE OF CORPORATE GOVERNANCE, 2012

We have reviewed the enclosed Statement of Compliance with the best practices contained in the Code of Corporate Governance (the Code) prepared by the Board of Directors of East West Insurance Company Limited (the Company) for the year ended December 31, 2017 to comply with the requirements of Listing Regulations of Pakistan Stock Exchange where the Company is listed.

The responsibility for compliance with the Code is that of the Board of Directors of the Company. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement of Compliance reflects the status of the Company's compliance with the provisions of the Code and report if it does not and to highlight any non-compliance with the requirements of the Code. A review is limited primarily to inquiries of the Company's personnel and review of various documents prepared by the Company to comply with the Code.

As part of our audit of the financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board of Directors' statement on internal control covers all risks and controls or to form an opinion on the effectiveness of such internal controls, the Company's corporate governance procedures and risks.

The Code requires the Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval its related party transactions distinguishing between transactions carried out on terms equivalent to those that prevail in arm's length transactions and transactions which are not executed at arm's length price and recording proper justification for using such alternate pricing mechanism. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length price or not.

Based on our review, nothing has come to our attention, which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the best practices contained in the Code as applicable to the Company for the year ended December 31, 2017.

Further, we highlight below instances of non-compliance with the requirements of the Code as reflected in the paragraph 33 of the Statement of Compliance:

S.No.	Reference	Description
1	COCG 2016 for insurers, (iiib)	<p>"Executive director, i.e. working or whole time directors, are not more than one third of the elected directors, including the Chief Executive".</p> <p>However, the Company has three executive directors out of eight elected directors, which exceed the allowable proportion of executive directors in the Board of Directors as prescribed by the said regulation.</p>

BDO Ebrahim & Co.,
Chartered Accountants
Engagement Partner: Zulfikar Ali Causer

Karachi Dated: 21st March, 2018

STATEMENT OF COMPLIANCE

with the Best Practices on Transfer Pricing

The Company has fully complied with the best practices on Transfer Pricing as contained in the Listing Regulations of the respective Stock Exchange.

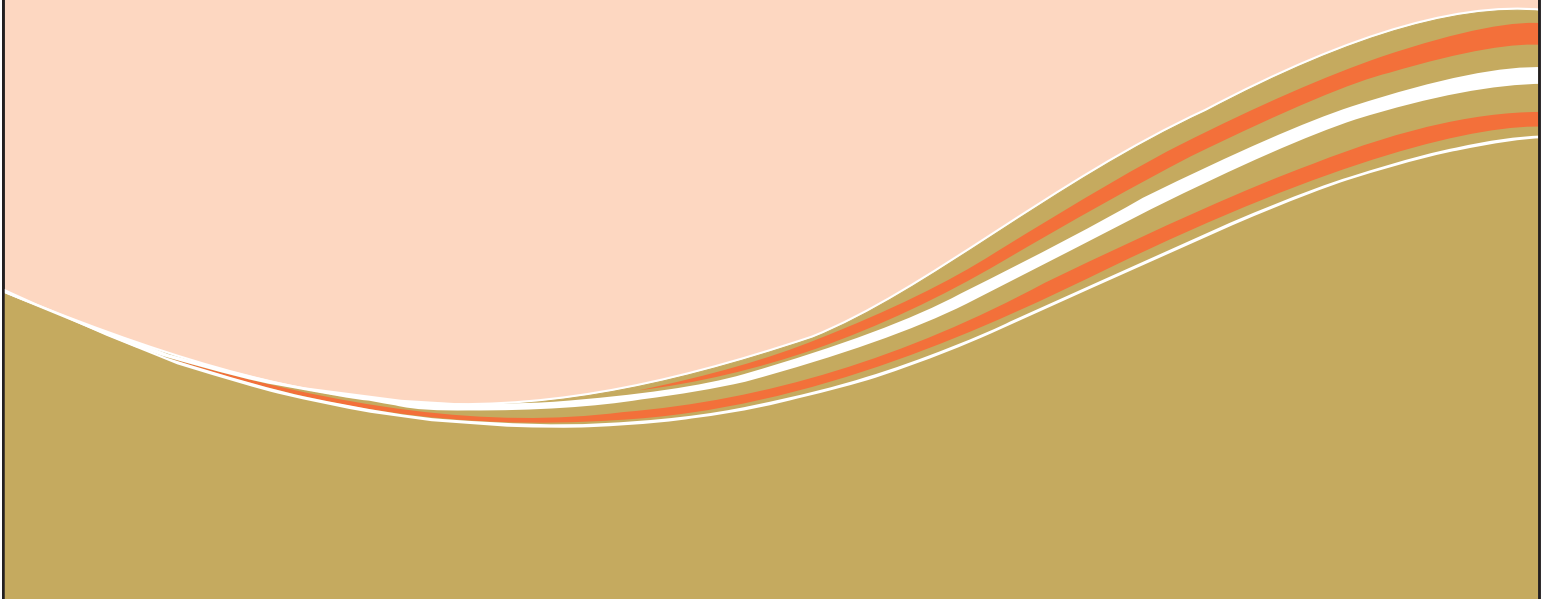


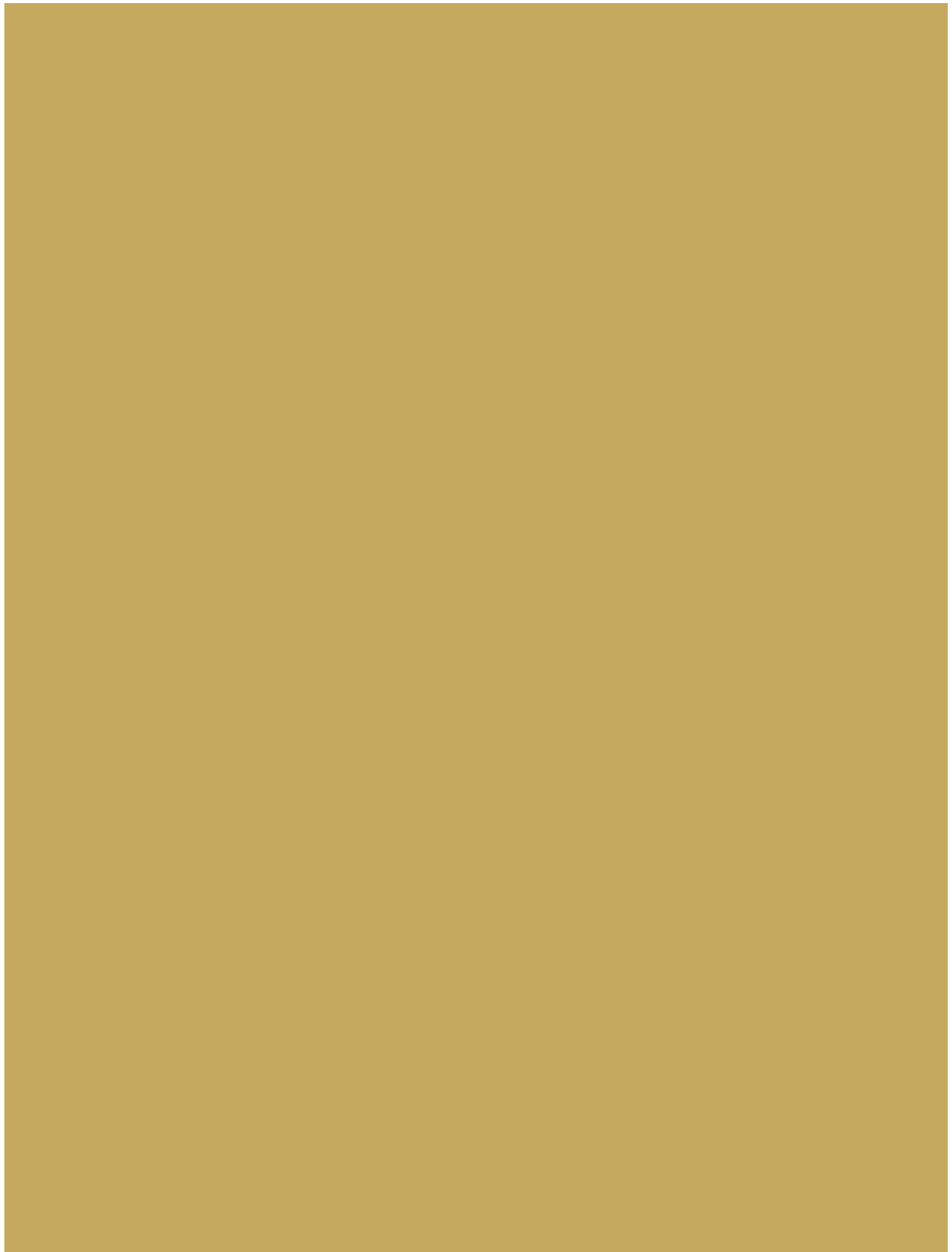
NAVED YUNUS
Managing Director &
Chief Executive Officer

Karachi Dated: March 21, 2018

[We offer a wide range of general insurance cover to clients all over Pakistan]

OUR SERVICES



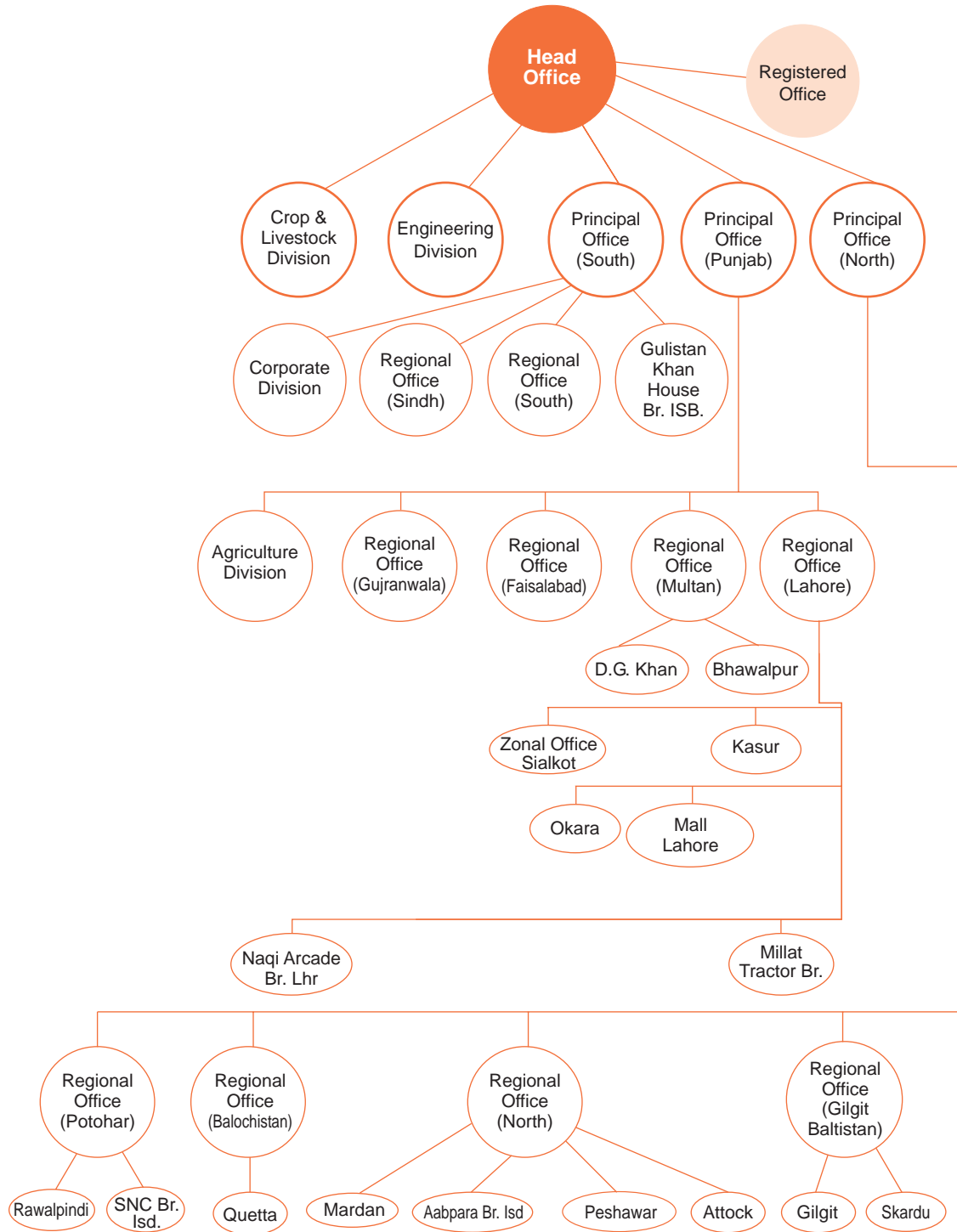


ORGANIZATIONAL SET-UP

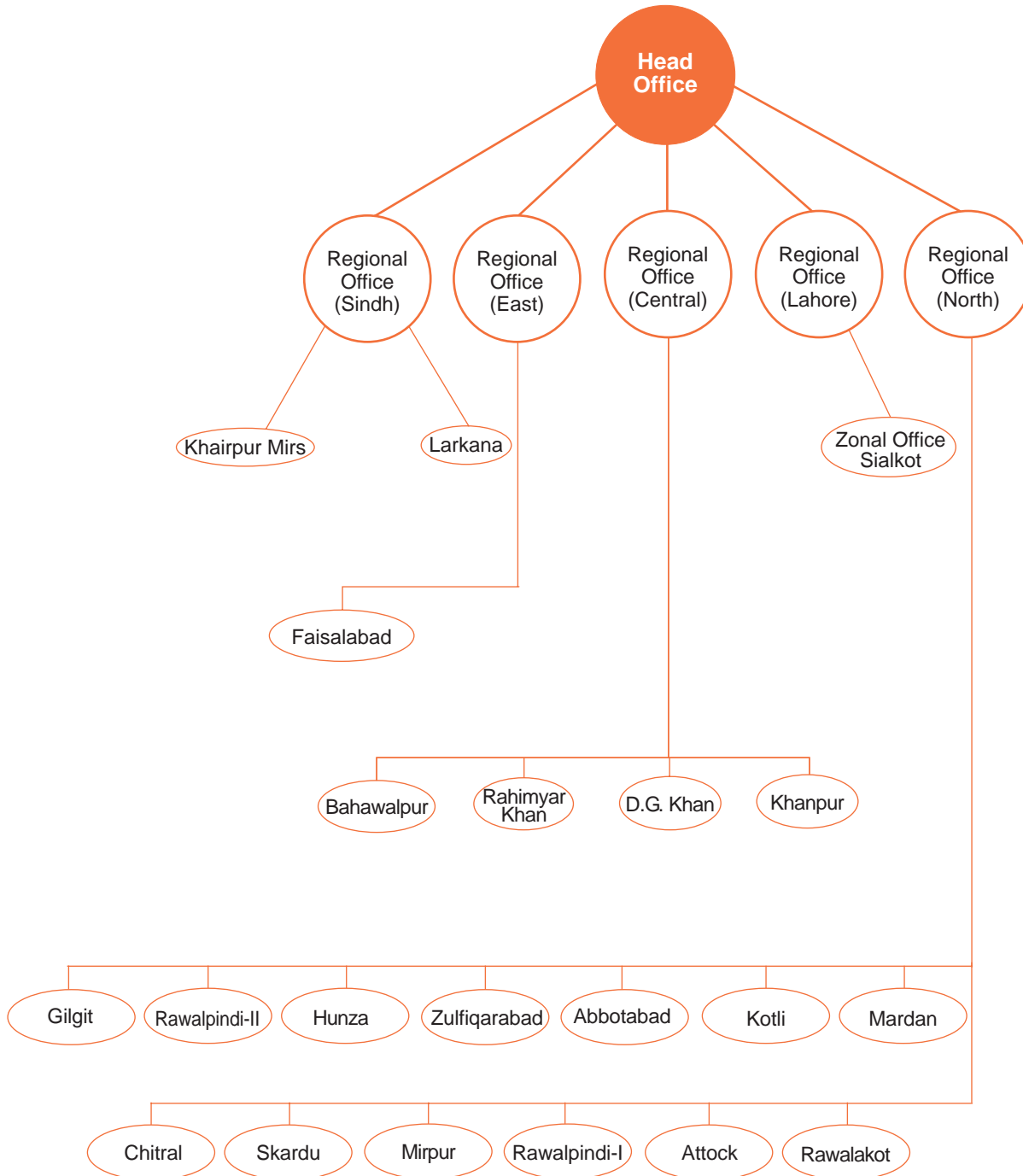


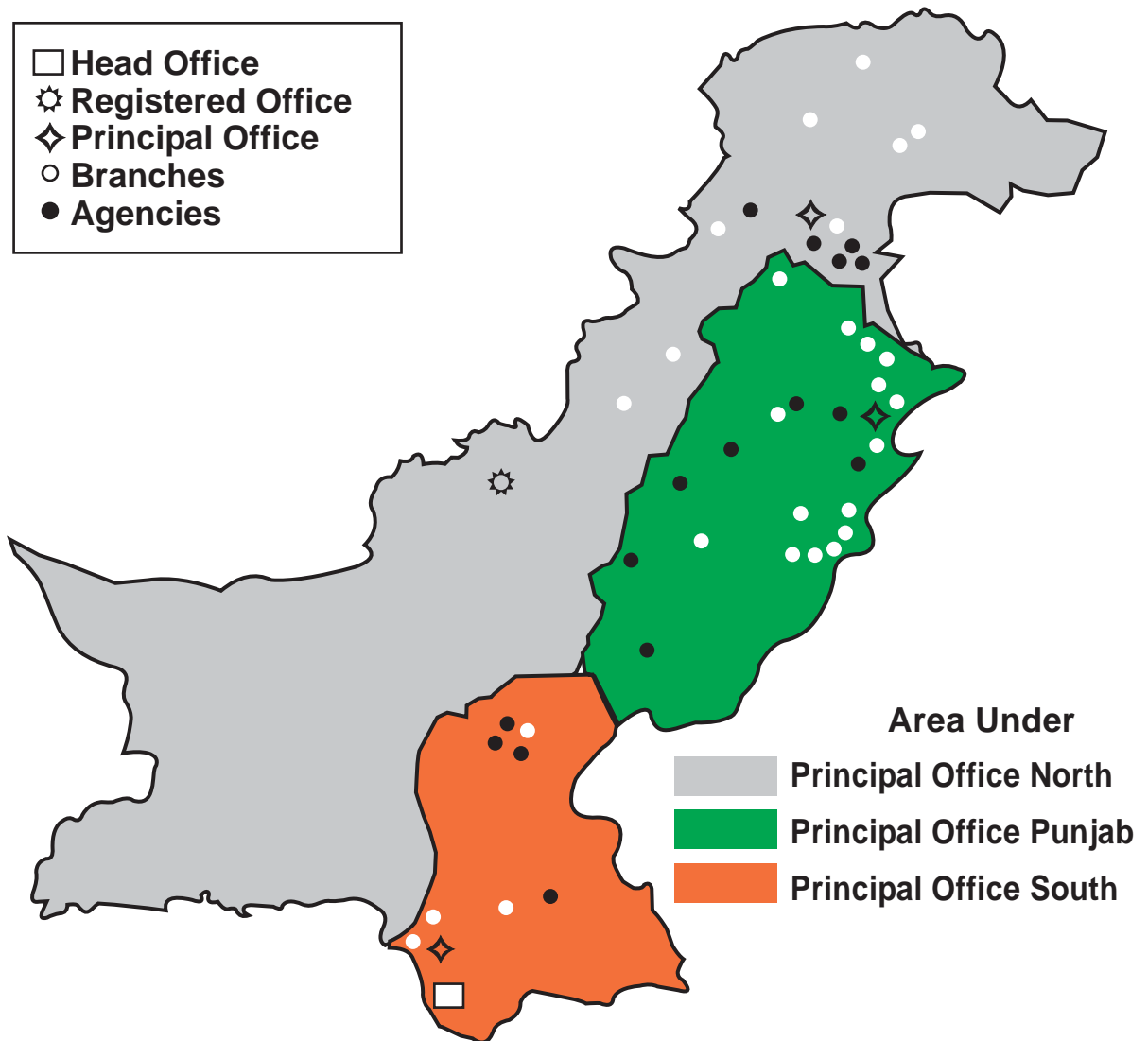
- A. Company Offices & Branch Network**
- B. Agencies Network**

COMPANY OFFICES & BRANCH NETWORK



AGENCIES NETWORK





COMPANY OFFICES & BRANCHES



REGISTERED OFFICE 27, Regal Plaza, Jinnah Road, Quetta.
Tel : (081) 2822913, 2821397
Telefax: (081) 2821460

HEAD OFFICE 401-404, Block 'B', 4th Floor,
Lakson Square Building No.3,
Sarwar Shaheed Road, Karachi.
Tele : (021) 35630400-11
Fax : (021) 35630413, 35630415
Website: www.eastwestinsurance.com.pk
E Mail : ewire@cyber.net.pk
E Mail : info@eastwestinsurance.com.pk

PRINCIPAL OFFICES

NORTH Al-Asghar Plaza, 20, Blue Area, F-6, Islamabad.
Tel : (051) 2276663-5
Telefax: (051) 2822207
E Mail : eastwestins.north@yahoo.com

PUNJAB 1st Floor, Naqi Arcade,
71-Shahrah-e-Quaid-e-Azam, Lahore.
Tel : (042) 36306573, 36370703, 36375553
Telefax: (042) 36361479, 36368849
E Mail : ewins@brain.net.pk

SPECIALIZED DIVISIONS UNDER HEAD OFFICE

CROP DIVISION 401, Block 'B', 4th Floor,
Lakson Square Building No.3,
Sarwar Shaheed Road, Karachi.
Tele : (021) 35630400-11
Fax : (021) 35630415

ENGINEERING DIVISION 401-404, Block 'B', 4th Floor,
Lakson Square Building No.3,
Sarwar Shaheed Road, Karachi.
Tele : (021) 35630417
Fax : (021) 35630413

BRANCH OFFICES UNDER PRINCIPAL OFFICE (SOUTH) KARACHI

REGIONAL OFFICE (SOUTH) B-1 Shafeeq Plaza, 255/A,
Sarwar Shaheed Road, Karachi. Karachi
Tel : (021) 35642280-84 City
Fax : (021) 35681424
E Mail : ewiros@hotmail.com
ewiros@eastwestinsurance.com.pk

GULISTAN KHAN HOUSE BRANCH Office # 303, 3rd Floor,
Gulistan Khan House, Islamabad
Fazal-e-Haq Road, Rawalpindi
Blue Area, Islamabad.
Tel : (051) 2802491-4
Fax : (051) 2802490

EUROPA CENTRE BRANCH Europa Centre, Room No. 205, 2nd Floor,
Hasrat Mohani Road, Karachi
Off. I. I. Chundrigar Road, Karachi.



CORPORATE DIVISION	1st Floor, Plot No. 23-C, Khayaban-e-Itihad, Phase-II, DHA, Karachi.	Karachi City
REGIONAL OFFICE (SINDH)	House No. C-217, Naseem Nagar, Qasimabad, Hyderabad Cantt. Cell : 0301-3527060	Sindh (Except Sindh) Hyderabad, Tando Jam Muhammad, Matiari

BRANCH OFFICES UNDER PRINCIPAL OFFICE (NORTH), ISLAMABAD

PRINCIPAL OFFICE (NORTH)	Al-Asghar Plaza, 20, Blue Area, F-6 Islamabad Tel : (051) 2276663-5 Fax : (051) 2822207	Gilgit Baltistan Frontier Baluchistan Region
REGIONAL OFFICE POTOHAR - SNC BRANCH	12-D, SNC Center, 4th Floor, Office No 2, Fazal-e-Haq Road, Blue Area, Islamabad Tel : (051) 2201796 Fax : (051) 2201231	Islamabad Rawalpindi
REGIONAL OFFICE (GILGIT - BALTISTAN)	Shahrah-e-Quaid-e-Azam Zulfiqar Abad Jutial Gilgit. Tel : (05811) 455279 Fax : (05811) 455232	Gilgit Diamer Skardu
REGIONAL OFFICE KHYBER - PAKHTOON KHAWAH	8th Floor, State Life Building 35, The Mall, Peshawar Cantt. Tel : (091) 5276438, 5273933, 5276439 Telefax: (091) 5273513	Khyber Pakhtoon Khwah
REGIONAL OFFICE (BALUCHISTAN)	27-28 Regal Plaza, M.A. Jinnah Road Quetta . Tel : (081) 2822913, 2821397 Telefax: (081) 2821460	Baluchistan Except Coastal Belt Quetta Chaman Ziarat, Khuzdar
ISLAMABAD AABPARA BRANCH	Flat No. 4, Block No. 2, Pervez Market, Sector G-6/1-1, New Aabpara, Islamabad. Tel : (051) 2602889 Fax : (051) 2602889	Islamabad Rawalpindi

BRANCH OFFICES UNDER PRINCIPAL OFFICE (PUNJAB), LAHORE.

PRINCIPAL OFFICE (PUNJAB)	1st Floor, Naqi Arcade, 71- Shahrah-e-Quaid-e-Azam, Lahore Tel : (042) 36306573, 89, 36375553, 36370703 Fax : (042) 36361479, 36368841 E-mail: ewins@brain.net.pk	Punjab
AGRI DIVISION	1st Floor, Naqi Arcade, 71- Shahrah-e-Quaid-e-Azam, Lahore Tel : (042) 36306573, 36375553, 36370703 Fax : (042) 36361479, 36368841 Cell : 0321-4684047 E-mail: ewins@brain.net.pk	Punjab
REGIONAL OFFICE (LAHORE)	1st Floor, Naqi Arcade, 71- Shahrah-e-Quaid-e-Azam, Lahore Tel : (042) 36306573, 36375553, 36370703 Fax : (042) 36361479, 36368841 Mobile: 0321-4684047	Lahore City
MILLAT TRACTOR BRANCH	Millat Tractor Limited, Sheikhupura Road, Lahore. Tel : (042) 37910319 Mobile : 0321-4680436 UAN : 111-200-786 Ext. 446	Lahore
SQA BRANCH (LHR)	1st Floor, Naqi Arcade, 71-Shahrah-e-Qaid-e-Azam, Lahore. Tel : 042-36306573, 89, 36375553, 36370703 Fax : 042-36361479, 36368841 Mobile : 0323-4451055	Lahore
MALL BRANCH (LHR)	1st Floor, Naqi Arcade, 71-Shahrah-e-Qaid-e-Azam, Lahore. Tel : 042-36306573, 89, 36375553, 36370703 Fax : 042-36361479, 36368841 Mobile : 0321-4781111	Lahore



KASUR	Opp. Jamia Masjid Noor, Railway Road, Kasur Tel : (0492) 770732 Mobile : (0300) 6599688	Kasur Chunain Bhai Pheru Pattoki Raiwand Kahra
OKARA	M.A. Jinnah Road, Okara. Tel : (0442) 550324, 522388 Fax : (0442) 522388 Mobile : 0321-6950324	Okara Depalpur Basirpur Renala Khurd
REGIONAL OFFICE: GUJRANWALA	Trust Plaza Block "C", G.T. Road, Gujranwala. Tel : (055) 3846106 Fax : (055) 3846107 Mobile : 0321-7466866 & 0321-7418229	Gujranwala Wazirabad Gujrat Lalamusa Kamoke
SIALKOT	Al-Rehman Centre, Defence Road, Sialkot. Tel : (052) 3240271-3 Fax : (052) 3240270 Mobile: 0301-8624101	Sialkot Dorka Navowal Shakar Garh
REGIONAL OFFICE FAISALABAD	3rd Floor, Sona Bazar Plaza, Inside Circular Road, Faisalabad. Tel : (041) 2413043, 4011231 Mobile : 0300-7624798	Faisalabad Jaranwala Samundri Gojra Jhang
REGIONAL OFFICE MULTAN	Upper Story LCS Express Centre, Opp. Hajveri Arcade, Kutchery Road, Multan Tel : (061) 4512502, 4500854 Mobile : 0336-0092631	Southern Punjab Multan Khanewal Muzaffargarh Layyah
BAHAWALPUR	02-Rainbow Shopping Centre, Chowk Sraiki, Bahawalpur. Tel : (062) 2875183 Mobile : (0300) 6825874	Bahalpur Ahmedpur East Yazman Lodhran Duniyapur

AGENCIES UNDER PRINCIPAL OFFICE (SOUTH), KARACHI

KHAIRPUR MIRS	524, Mohallah Tappali Street Khairpur Mirs. Tel : (0243) 552275	Khairpur Mirs, Gambat Ranipur, Kotdigi Pacca Chang, Nara Thari Mirwah Mehrabbpur
LARKANA	Near Lal Bungalow, Farooq Ali Street, Dari Mohalla, Larkana. Tel : (074) 4045582, 4045753 Mob : 0300-3511750	Larkana, Jacobabad, Shahdad Kot, Kandh Kot, Kamber, Warrah, Thul, Miro Khan, Naukot, Naudero

AGENCIES UNDER PRINCIPAL OFFICE (NORTH), ISLAMABAD

ISLAMABAD	Flat No. T/6, 3rd Floor, Arshad Shareef Plaza, G-II Markaz, Islamabad. Tel : (051) 2361125 Fax : (051) 2361126	Islamabad Capital Territory
ABBOTTABAD	Dr. Sher Afzal Plaza The Mall, Abbottabad. Cell : 0301-8704094	Abbottabad Mansehra Kohistan
ATTOCK	F-37, Sheikh Zafar Plaza, Madni Chowk, Attock City. Tel : (057) 2611726	Attock, Fateh Jang Pindi Gheb.
CHITRAL	Branch Office, Mir Market, Mir Governor Cottage Road, PIA Chowk, Chitral. Tel: (0943) 414600	Chitral
GILGIT	Zulfiqarabad Jutial Gilgit	Gilgit Diamer Skardu.
HUNZA	Aliabad, Main Bazar, Hunza.	Hunza
KOTLI (A.K)	H.No.157/C, Lane No.5D, Lalazar, Kotli (A.K)	Kotli (A.K)
MARDAN	Bank Road, Mardan. Tel : (0937) 867639	Mardan
MIRPUR (A.K)	92-G-I, Part Hall Road, Mirpur (A.K)	Mirpur (A.K)
MUZAFFARABAD	Village Kamar Bandi, Muzafarbad (A.K.)	Muzafarbad.



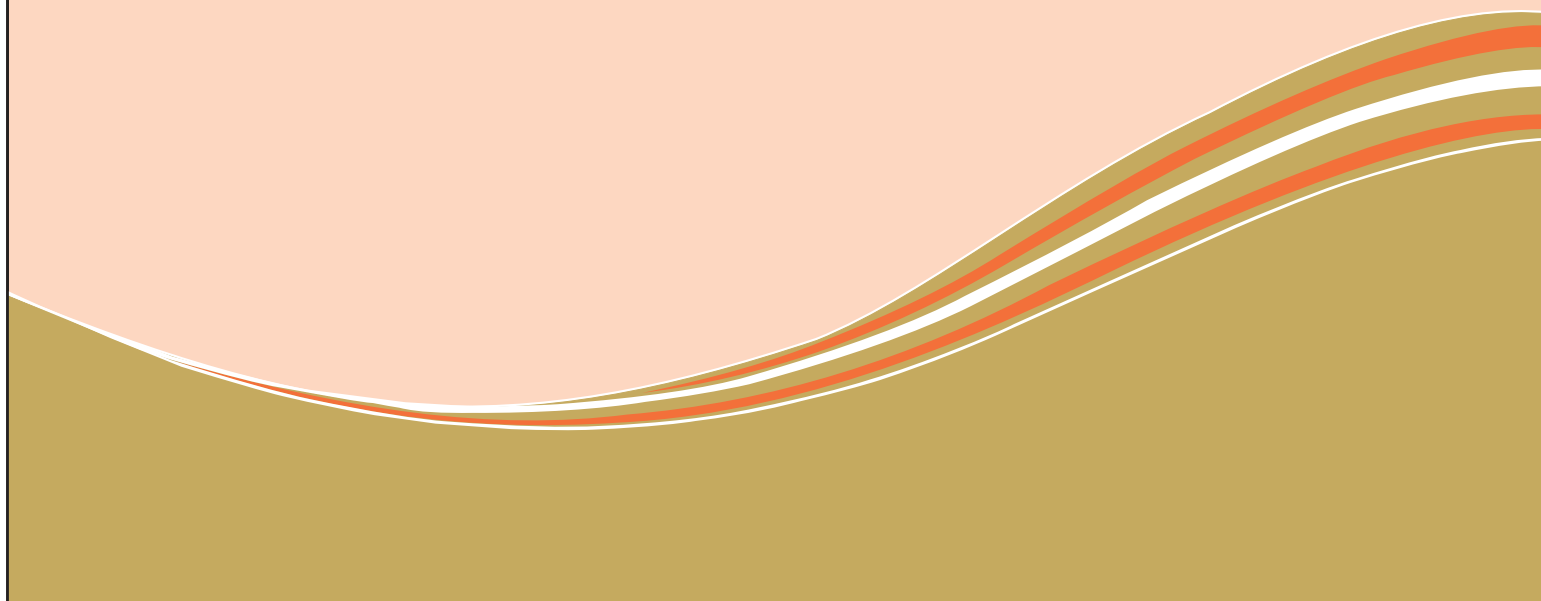
RAWALPINDI-I	Plaza No.98, 2nd Floor, Near Bank Al-Falah, Civic Centre, Bahria Town, Rawalpindi. Cell : 0331-5565484	Islamabad Rawalpindi
RAWALPINDI-II	55/A, Malik Plaza, Room # 8, 2nd Floor, Bank Road, Rawalpindi Cantt. Tel : (051) 5564173 Cell : 0333-5583352	Islamabad Rawalpindi
RAWALAKOT (AZAD JAMMU & KASHMIR)	C/o. Manager, SME Bank Limited Near G.P.O. CMH Road, Rawalakot (A.J.K.) Tel : (058710) 43681	RAWALAKOT BAGH POONCH
SKARDU-I	Near Yadhra Chowk, Skardu.	Skardu
SKARDU - II	Jawad Glass House New Bazar, Skardu	Skardu.
ZULFIQARABAD	Goner Farm, Teh. Challas Distt. Diamir, Gilgit.	Zulfiqarabad

AGENCIES UNDER PRINCIPAL OFFICE (PUNJAB), LAHORE.

BAHAWALPUR	02-Rainbow Shopping Centre, Chowk Sraiki, Bahawalpur. Tel : (062) 2875183 Mobile : (0300) 6825874	Bahawalpur Ahmedpur East Yazman Lodhran Duniyapur
D.G.KHAN	House No. 389-C, Khyaban-e-Sarwar. Dera Ghazi Khan Tel : (0642) 470671 Mobile : (0333) 6477885	D. G. Khan Taunsa Sharif, Alipur, Jampur, Rajanpur, Kot Mithan
KHANPUR	366-Model Town-B, Khanpur. Mobile : 0301-8671713	Khanpur Liaquatpur Sadiqabad, R.Y. Khan
RAHIM YAR KHAN	Upper Story, Micro Finance Bank, 20-Model Town, Rahim Yar Khan.	Rahim Yar Khan
ZONAL OFFICE SIALKOT	Al-Rehman Centre, Defence Road, Sialkot. Tel : (052) 3240271-3 Fax : (052) 3240270	Sialkot

FINANCIAL STATEMENTS

FINANCIAL STATEMENTS



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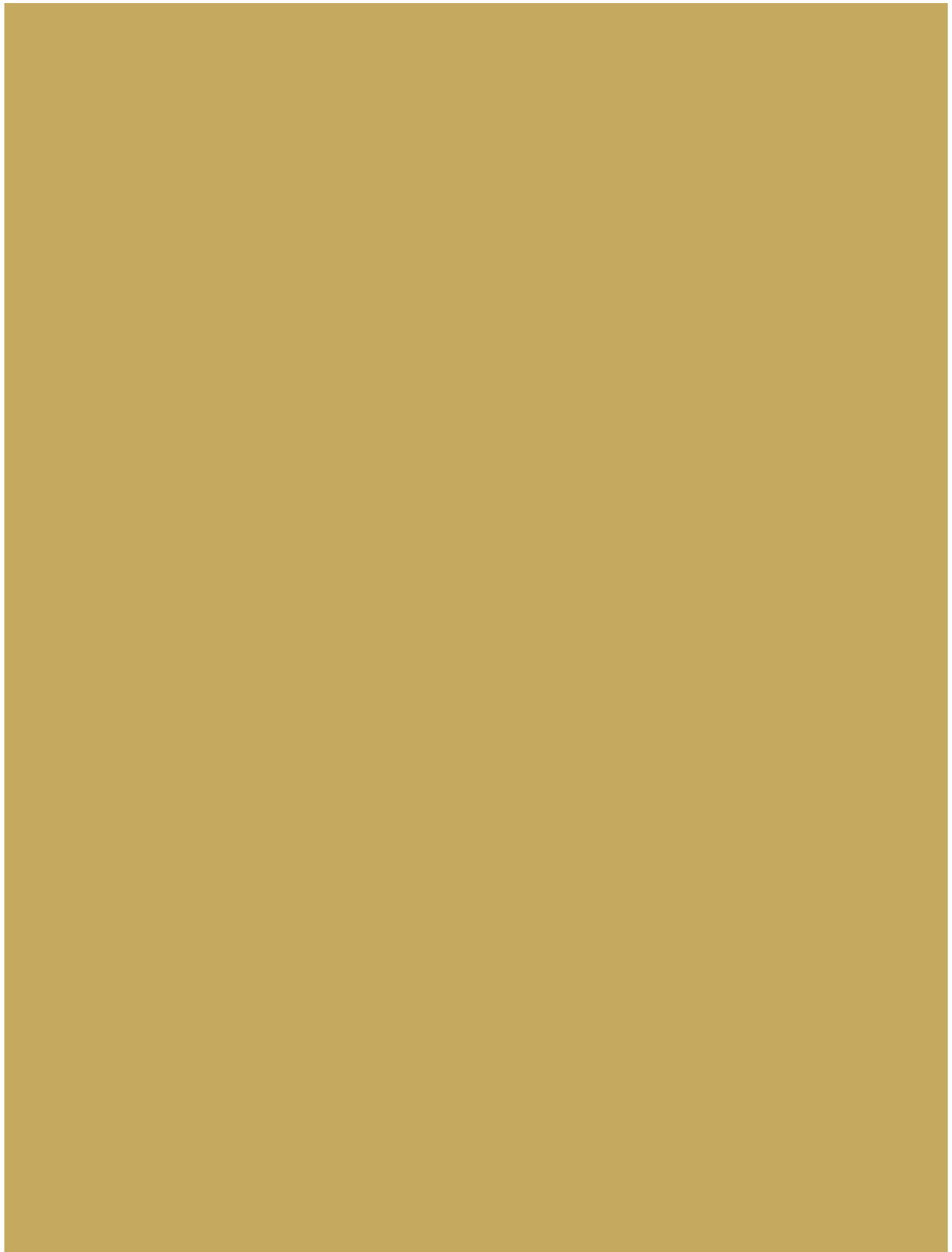
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AUDITORS' REPORT TO MEMBERS



We have audited the annexed financial statements comprising of:

- i. balance sheet;
- ii. profit and loss account;
- iii. statement of comprehensive income;
- iv. statement of changes in equity;
- v. cash flow statement;
- vi. statement of premiums;
- vii. statement of claims;
- viii. statement of expenses; and
- ix. statement of investment income.

of EAST WEST INSURANCE COMPANY LIMITED ("the Company") as at December 31, 2017 together with the notes forming part thereof, for the year ended.

It is the responsibility of the Company's Board of Directors / management to establish and maintain a system of internal control, and prepare and present the financial statements in conformity with the approved International Accounting Standards as applicable in Pakistan and the requirements of the Insurance Ordinance, 2000 (XXXIX of 2000) and the Companies Ordinance, 1984 (XLVII of 1984). Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with the International Standards on Auditing as applicable in Pakistan. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting policies used and significant estimates made by the management, as well as, evaluating the overall financial statements presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion:

- a) proper books of accounts have been kept by the Company as required by the Insurance Ordinance, 2000 and the Companies Ordinance, 1984;
- b) the financial statements together with the notes thereon have been drawn up in conformity with the Insurance Ordinance, 2000 and the Companies Ordinance, 1984, and accurately reflect the books and records of the Company and are further in accordance with accounting policies consistently applied;
- c) the financial statements together with the notes thereon present fairly, in all material respects, the state of the Company's affairs as at December 31, 2017 and of the profit, its comprehensive income, its cash flows and changes in equity for the year ended in accordance with the approved International Accounting Standards as applicable in Pakistan, and give the information required to be disclosed by the Insurance Ordinance, 2000 and the repealed Companies Ordinance, 1984;
- d) Zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980), was deducted by the Company and deposited in the central Zakat Fund established under Section 7 of that Ordinance.

A handwritten signature in black ink, appearing to read 'Zulfikar Ali Causer'.

BDO Ebrahim & Co.
Chartered Accountants
Engagement Partner: Zulfikar Ali Causer

Karachi Dated: 21st March, 2018

BALANCE SHEET

AS AT DECEMBER 31, 2017

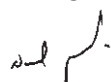
		(Rupees in '000)	
	Note	2017	2016
SHARE CAPITAL AND RESERVES			
Authorised share capital	6.1	<u>750,000</u>	<u>750,000</u>
Issued, subscribed and paid-up capital	6.2	609,782	508,151
Retained earnings		240,500	273,549
Reserves	7	200,000	200,000
		1,050,282	981,700
UNDERWRITING PROVISIONS			
Provision for outstanding claims (including IBNR)		660,415	544,125
Provision for unearned premium		754,295	568,001
Unearned commission income from reinsurer		77,864	86,315
		1,492,574	1,198,44
DEFERRED LIABILITIES			
Deferred taxation	8	18,474	20,386
CREDITORS AND ACCRUALS			
Premium received in advance	9	4,159	1,823
Amount due to other insurers / reinsurers	10	15,185	9,873
Taxation - provision less payment	11	42,987	51,839
Other creditors and accruals	12	64,327	69,349
		126,658	132,884
BORROWINGS			
Due to director - unsecured and interest free	13	5,777	2,374
		<u>1,643,483</u>	<u>1,354,085</u>
TOTAL EQUITY AND LIABILITIES		<u><u>2,693,765</u></u>	<u><u>2,335,785</u></u>
CONTINGENCIES AND COMMITMENTS			
	14		

		(Rupees in '000)	
	Note	2017	2016
CASH AND BANK DEPOSITS			
Cash and other equivalents		3	10
Current and other accounts		14,889	11,653
Deposits maturing in 12 months		75,830	58,000
	15	90,722	69,663
INVESTMENTS	16	1,112,126	1,013,791
INVESTMENT PROPERTIES	17	53,098	48,040
CURRENT ASSETS-OTHERS			
Premium due but unpaid - net	18	94,486	108,605
Amount due from other insurers / reinsurers	19	70,741	61,470
Accrued investment income	20	2,481	1,884
Reinsurance recoveries against outstanding claims		540,028	394,593
Deferred commission expense		146,599	129,644
Prepaid reinsurance premium ceded		426,632	323,669
Advances, deposits and other receivables	21	38,073	57,703
Prepayments and other assets	22	1,296	646
		1,320,336	1,078,214
FIXED ASSETS	23		
Tangible			
Office premises		54,322	59,745
Furniture and fixtures		14,127	13,548
Electric fittings and equipments		11,752	12,456
Computers		1,316	1,491
Office equipment		2,416	2,539
Vehicles		31,841	34,159
		115,774	123,938
Intangible			
Computer software		1,004	1,434
Capital work in progress		705	705
TOTAL ASSETS		<u>2,693,765</u>	<u>2,335,78</u>

The annexed notes 1 to 39 form an integral part of these financial statements.



Chairman


Managing Director &
Chief Executive Officer


Director



Director



Chief Financial Officer

Karachi Dated : 21st March, 2018

PROFIT AND LOSS ACCOUNT

FOR THE YEAR ENDED DECEMBER 31, 2017

	Note	Fire and property damage	Marine, aviation and transport	Motor
Revenue account				
Net premium revenue		369,102	136,988	184,544
Net claims		(113,016)	(51,887)	(93,662)
Management expenses	24	(63,809)	(22,951)	(31,903)
Net commission		(90,425)	(14,560)	(20,767)
Underwriting results		101,852	47,590	38,212
Investment income				
Rental income	26			
Other income	27			
General and administrative expenses	28			
Workers' Welfare Fund				
Profit before tax				
Provision for taxation	29			
Profit after tax				

PROFIT AND LOSS FOR THE YEAR ENDED

Profit and loss appropriation account

Balance at commencement of the year

Profit after tax for the year

Interim cash dividend: Nil (2016: 12.5%)

Transfers to general reserve

Bonus shares for the year: 20% (2016: 12.5%)

Balance accumulated at the end of the year

Earnings per share - basic and
diluted (Restated) 36

The annexed notes 1 to 39 form an integral part of these financial statements.

(Rupees in '000)

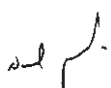
Miscellaneous	Treaty	Aggregate 2017	Aggregate 2016
364,073	-	1,054,707	981,285
(211,352)	-	(469,917)	(469,034)
(62,939)	-	(181,602)	(164,019)
(49,039)	-	(174,791)	(166,974)
40,743	-	228,397	181,258
		(46,736)	187,510
		7,628	8,377
		2,670	6,607
		(100,209)	(80,677)
		(2,955)	(6,062)
		(139,602)	115,755
		88,795	297,013
		(20,214)	(14,866)
		68,581	282,147

APPROPRIATION ACCOUNT DECEMBER 31, 2017

273,549	204,324
68,581	282,147
-	(56,461)
-	(100,000)
(101,630)	(56,461)
240,500	273,549
1.12	4.63



Chairman


Managing Director &
Chief Executive Officer


Director



Director



Chief Financial Officer

Karachi Dated : 21st March, 2018

STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED DECEMBER 31, 2017

	(Rupees in '000)	
	2017	2016
Profit for the year	68,581	282,147
Other comprehensive income	-	-
Total comprehensive income for the year	<u>68,581</u>	<u>282,147</u>

The annexed notes 1 to 39 form an integral part of these financial statements.



Chairman



Managing Director &
Chief Executive Officer



Director



Director



Chief Financial Officer

Karachi Dated : 21st March, 2018

STATEMENT OF CHANGES IN EQUITY



FOR THE YEAR ENDED DECEMBER 31, 2017

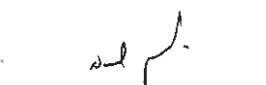
(Rupees in '000)

	Issued, subscribed and paid-up capital	Retained earnings	General reserve	Total shareholders' equity
Balance as at January 01, 2016	451,690	204,324	100,000	756,014
Profit after tax	-	282,147	-	282,147
Other comprehensive income	-	-	-	-
Total comprehensive income for the year	-	282,147	-	282,147
Transfer to general reserve	-	(100,000)	100,000	-
Transactions with owners				
Issuance of bonus shares	56,461	(56,461)	-	-
Cash dividend	-	(56,461)	-	(56,461)
	56,461	(112,922)	-	(56,461)
Balance as at December 31, 2016	508,151	273,549	200,000	981,700
Profit after tax	-	68,581	-	68,581
Other comprehensive income	-	-	-	-
Total comprehensive income for the year	-	68,581	-	68,581
Transfer to general reserve	-	-	-	-
Transactions with owners				
Issuance of bonus shares	101,630	(101,630)	-	-
Balance as at December 31, 2017	609,782	240,500	200,000	1,050,282

The annexed notes from 1 to 39 form an integral part of these financial statements.



Chairman


Managing Director &
Chief Executive Officer



Director



Director



Chief Financial Officer

Karachi Dated : 21st March, 2018

STATEMENT OF CASH FLOWS

FORM GC

FOR THE YEAR ENDED DECEMBER 31, 2017

		(Rupees in '000)	
	Note	2017	2016
OPERATING ACTIVITIES			
a) Underwriting activities			
Premium received		2,547,882	2,000,206
Reinsurance premium ceded		(1,397,349)	(1,016,754)
Claims paid		(850,977)	(603,924)
Reinsurance and other recoveries received		351,915	143,919
Commission paid		(440,750)	(473,792)
Commission received		240,554	257,296
Underwriting payments		(273,176)	(212,062)
Net cash generated from underwriting activities		178,099	94,889
b) Other operating activities			
Income tax paid		(30,980)	(21,111)
Other operating receipt / (payments)		18,980	(24,528)
Net cash used in other operating activities		(12,000)	(45,639)
Net cash generated from all operating activities		166,099	49,250
INVESTING ACTIVITIES			
Profit/return received		7,233	10,987
Dividend received		24,320	21,296
Other income received		10,954	13,168
Payments for investments		(1,235,463)	(1,690,064)
Proceeds from disposal of investment		1,058,245	1,677,401
Fixed capital expenditures	23	(9,347)	(20,635)
Purchase of investment property		(4,727)	-
Proceeds from disposal of fixed assets	23.1	2,691	5,918
Net cash (used in) / generated from investing activities		(146,094)	18,071
FINANCING ACTIVITIES			
Interim dividend paid		-	(56,461)
Loan received from director		1,973	3,424
Loan repaid to director		(919)	(11,565)
Net cash generated from / (used in) financing activities		1,054	(64,602)
Net increase in cash and cash equivalent		21,059	2,719
Cash and cash equivalents at beginning of the year		69,663	66,944
Cash and cash equivalents at end of the year	15	90,722	69,663

The annexed notes 1 to 39 form an integral part of these financial statements.




Chairman



Managing Director &
Chief Executive Officer



Director



Director



Chief Financial Officer

Karachi Dated : 21st March, 2018

	(Rupees in '000)	
Note	2017	2016
Reconciliation to profit and loss account		
Operating cash flows	166,099	49,250
Depreciation expense	(16,900)	(17,093)
Profit on disposal of fixed assets	1,980	4,344
Investment income	7,233	10,987
Dividend income	24,320	21,296
Gain on disposal of investment securities	(78,886)	155,312
Other income	10,954	13,168
Increase in assets other than cash	242,122	587,858
Decrease in operating liabilities	(288,341)	(542,975)
Profit for the year	<u>68,581</u>	<u>282,147</u>

Definition of cash

Cash comprises of cash in hand, policy stamps in hand, bank balances and other deposits which are readily convertible to cash and which are used in the cash management function on a day-to-day basis.

Cash for the purpose of statement of cash flows consist of:

Cash and other equivalents	3	10
Current and other accounts	14,889	11,653
Deposits maturing within 12 months	75,830	58,000
15	<u>90,722</u>	<u>69,663</u>

The annexed notes from 1 to 39 form an integral part of these financial statements.

 Chairman
  Managing Director & Chief Executive Officer
  Director
  Director
  Chief Financial Officer

Karachi Dated : 21st March, 2018

STATEMENT OF PREMIUMS

FORM GD

FOR THE YEAR ENDED DECEMBER 31, 2017

Business underwritten inside Pakistan

(Rupees in '000)


Class of business	Premium				Reinsurance				Net premium revenue 2017	Net premium revenue 2016
	Premium written	Unearned premium reserve		Premium earned	Reinsurance ceded	Prepaid reinsurance premium ceded		Reinsurance expense		
		Opening	Closing			Opening	Closing			
Direct and facultative										
Fire and property damage	879,773	212,780	273,841	818,712	436,050	139,035	125,475	449,610	369,102	332,407
Marine, aviation and transport	316,967	33,742	30,364	320,345	180,030	20,688	17,361	183,357	136,988	119,942
Motor	323,134	62,073	94,264	290,943	117,470	12,012	23,083	106,399	184,544	185,299
Miscellaneous	1,011,554	259,406	355,826	915,134	659,840	151,934	260,713	551,061	364,073	343,637
Sub-total	2,531,428	568,001	754,295	2,345,134	1,393,390	323,669	426,632	1,290,427	1,054,707	981,285
Treaty - proportional	-	-	-	-	-	-	-	-	-	-
Grand total	2,531,428	568,001	754,295	2,345,134	1,393,390	323,669	426,632	1,290,427	1,054,707	981,285

Note: The Company does not underwrite business outside Pakistan

The annexed notes from 1 to 39 form an integral part of these financial statements.



Chairman


Managing Director &
Chief Executive Officer



Director



Director



Chief Financial Officer

Karachi Dated : 21st March, 2018

STATEMENT OF CLAIMS

FORM GE



FOR THE YEAR ENDED DECEMBER 31, 2017

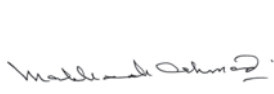
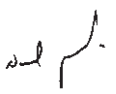



Business underwritten inside Pakistan

(Rupees in '000)

Class of business	Claims				Reinsurance / recoveries				Net claims expense 2017	Net claims expense 2016
	Claims paid	Outstanding claims		Claims expense	Reinsurance and other recoveries received	Recoveries in respect of outstanding claims		Reinsurance and other recoveries revenue		
		Opening	Closing			Opening	Closing			
Direct and facultative										
Fire and property damage	344,902	345,907	166,102	165,097	241,789	293,360	103,652	52,081	113,016	148,230
Marine, aviation and transport	80,221	21,239	30,559	89,541	27,397	4,923	15,180	37,654	51,887	48,028
Motor	122,237	28,846	26,028	119,419	14,714	4,044	15,087	25,757	93,662	92,137
Miscellaneous	303,617	148,133	437,726	593,210	68,015	92,266	406,109	381,858	211,352	180,639
Sub-total	850,977	544,125	660,415	967,267	351,915	394,593	540,028	497,350	469,917	469,034
Treaty - proportional	-	-	-	-	-	-	-	-	-	-
Grand total	850,977	544,125	660,415	967,267	351,915	394,593	540,028	497,350	469,917	469,034

Note: The Company does not underwrite business outside Pakistan

The annexed notes from 1 to 39 form an integral part of these financial statements.

 Chairman
  Managing Director & Chief Executive Officer
  Director
  Director
  Chief Financial Officer

Karachi Dated : 21st March, 2018

STATEMENT OF EXPENSES

FORM GF

FOR THE YEAR ENDED DECEMBER 31, 2017

Business underwritten inside Pakistan

(Rupees in '000)

Class of business	Commission				Other management expenses	Under-writing Expenditure	*Commission from reinsurance (Note 25)	Net underwriting expense	
	Commission paid or payable	Deferred Commission		Net Commission expense				2017	2016
		Opening	Closing						
Direct and facultative									
Fire and property damage	206,836	39,946	46,898	199,884	63,809	263,693	109,459	154,234	98,995
Marine, aviation and transport	54,748	13,292	8,327	59,713	22,951	82,664	45,153	37,511	35,001
Motor	56,140	10,126	31,578	34,688	31,903	66,591	13,921	52,670	54,980
Miscellaneous	123,026	66,280	59,796	129,510	62,939	192,449	80,472	111,977	142,017
Sub-total	440,750	129,644	146,599	423,795	181,602	605,397	249,005	356,392	330,993
Treaty - proportional	-	-	-	-	-	-	-	-	-
Grand Total	440,750	129,644	146,599	423,795	181,602	605,397	249,005	356,392	330,993


Note: The Company does not underwrite business outside Pakistan.

* Commission from reinsurers is arrived after taking impact of opening and closing unearned commission.

The annexed notes from 1 to 39 form an integral part of these financial statements.



Chairman



Managing Director &
Chief Executive Officer



Director



Director



Chief Financial Officer

Karachi Dated : 21st March, 2018

STATEMENT OF INVESTMENT INCOME FORM GG



FOR THE YEAR ENDED DECEMBER 31, 2017


	(Rupees in '000)	
	2017	2016
Income from trading investments		
Held-for-trading		
Gain on sale of investments	11,003	86,733
Unrealized (loss) / gain on revaluation of investments	(89,889)	25,039
Dividend income	24,320	21,296
	<u>(54,566)</u>	<u>133,068</u>
Income from non trading investments		
Available for sale		
Gain on sale of investments	-	43,540
Return on government securities	8,003	7,735
Return on other fixed income securities and deposits	1,511	5,084
Amortisation of premium and discount - net	(470)	(609)
	<u>9,044</u>	<u>55,750</u>
Less: Investment related expenses	(1,214)	(1,308)
Investment (loss) / income	<u><u>(46,736)</u></u>	<u><u>187,510</u></u>


The annexed notes from 1 to 39 form an integral part of these financial statements.


Chairman


Managing Director &
Chief Executive Officer


Director


Director


Chief Financial Officer

Karachi Dated : 21st March, 2018

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2017

1 STATUS AND NATURE OF BUSINESS

East West Insurance Company Limited (the Company) was incorporated as a Public Limited Company in the year 1983 under the Companies Act, 1913. The shares of Company are quoted on the Pakistan Stock Exchange. The Company is engaged in the general insurance business and operates through 3 (2016: 3) principal offices and 24 (2016: 24) branches in Pakistan. The registered office of the Company is situated at 27, Regal Plaza, Jinnah Road, Quetta. The principal place of business is situated at B 401-404, 4th Floor Lakson Square Building-3 R.A Lines, Karachi.

2 BASIS OF PREPARATION

These financial statements have been prepared in accordance with the prescribed format of financial statements issued by the Securities and Exchange Commission of Pakistan (SECP) through Securities and Exchange Commission (Insurance) Rules, 2002 [SEC (Insurance) Rules, 2002], vide S.R.O. 938 dated December 12, 2002.

2.1 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 (IFRS) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, the Insurance Ordinance, 2000 and SEC (Insurance) Rules, 2002. In case requirements differ the provisions or directives issued under Companies Ordinance, 1984, the Insurance Ordinance, 2000 and SEC (Insurance) Rules 2002 shall prevail.

During the year, Securities and Exchange Commission of Pakistan (SECP) has issued Insurance Accounting Regulations, 2017, which were applicable with effect from February 09, 2017. However, the Company applied for the extension relating to the applicability of the said regulations for preparation of the financial statements for the year ended December 31, 2017 which was allowed by SECP vide letter ID/OSM/East West/2018/03791, dated February 26, 2017. Hence, the financial statements for the year ended December 31, 2017 are prepared in accordance with the requirements of SEC (Insurance) Rules, 2002.

Major impact in accordance with the format prescribed by SEC Insurance Rules, 2017 is on presentation and disclosure of financial statements as per Annexure II of SEC Insurance Rules, 2017 and on valuation of available-for-sale investments, the impact of which has been disclosed in note 16.3.

The SECP has allowed insurance companies to defer the application of International Accounting Standard – 39 (IAS- 39) "Financial Instruments: Recognition and Measurement" in respect of valuation of "available for sale investments". Accordingly, the requirements of IAS-39, to the extent allowed by SECP as aforesaid, have not been considered in the preparation of these financial statements. Subsequent valuation to the initial recognition at cost, of "available for sale investments" is done accordance with S.R.O 938 issued by SECP as mentioned in note 5.8.1.

These financial statements have been prepared following accrual basis of accounting except for Cash Flow Information.

2.2 Functional and presentation currency

The financial statements are prepared and presented in Pakistani Rupees, which is the Company's functional and presentation currency.

3 NEW STANDARDS, INTERPRETATIONS AND AMENDMENTS TO PUBLISHED APPROVED ACCOUNTING STANDARDS

3.1 Amendments that are effective in current year but not relevant to the Company

The Company has adopted the amendments to the following approved accounting standards as applicable in Pakistan which became effective during the year from the dates mentioned below against the respective standard:

		Effective date (annual periods beginning on or after)
IAS 7	Statement of Cash Flows - Amendments resulting from the disclosure initiative	January 01, 2017
IAS 12	Income Taxes - Amendments regarding the recognition of deferred tax assets for unrealised losses	January 01, 2017

Other than the amendments to standards mentioned above, there are certain annual improvements made to IFRS that became effective during the year:

Annual Improvements to IFRSs (2014 – 2016) Cycle:

		Effective date (annual periods beginning on or after)
IFRS 12	Disclosure of Interests in Other Entities	January 01, 2017
3.2	Amendments not yet effective	
	The following amendments with respect to the approved accounting standards as applicable in Pakistan would be effective from the dates mentioned below against the respective standard:	
IFRS 2	Share-based Payment - Amendments to clarify the classification and measurement of share-based payment transactions	January 01, 2018
IFRS 4	Insurance Contracts - Amendments regarding the interaction of IFRS 4 and IFRS 9	January 01, 2018
IFRS 7	Financial Instruments : Disclosures - Additional hedge accounting disclosures (and consequential amendments) resulting from the introduction of the hedge accounting chapter in IFRS 9	Applies when IFRS 9 is applied
IFRS 9	Financial Instruments - Reissue to incorporate a hedge accounting chapter and permit the early application of the requirements for presenting in other comprehensive income the 'own credit' gains or losses on financial liabilities designated under the fair value option without early applying the other requirements of IFRS 9	No stated effective date
IFRS 9	Financial Instruments - Finalised version, incorporating requirements for classification and measurement, impairment, general hedge accounting and derecognition.	January 01, 2018
IFRS 9	Financial Instruments - Amendments regarding prepayment features with negative compensation and modifications of financial liabilities	January 01, 2019
IFRS 10	Consolidated Financial Statements - Amendments regarding the sale or contribution of assets between an investor and its associate or joint venture	Deferred indefinitely
IAS 28	Investments in Associates and Joint Ventures - Amendments regarding the sale or contribution of assets between an investor and its associate or joint venture	Deferred indefinitely
IAS 28	Investments in Associates and Joint Ventures - Amendments regarding long-term interests in associates and joint ventures	January 01, 2019
IAS 39	Amendments to permit an entity to elect to continue to apply the hedge accounting requirements in IAS 39 for a fair value hedge of the interest rate exposure of a portion of a portfolio of financial assets or financial liabilities when IFRS 9 is applied, and to extend the fair value option to certain contracts that meet the 'own use' scope exception	Applies when IFRS 9 is applied
IAS 40	Investment Property - Amendments to clarify transfers or property to, or from, investment property	January 01, 2018
	The Annual Improvements to IFRSs that are effective for annual periods beginning on or after January 01, 2018 are as follows:	
	Annual Improvements to IFRSs (2014 – 2016) Cycle:	
IAS 28	Investments in Associates and Joint Ventures	January 01, 2018
	Annual Improvements to IFRSs (2015 – 2017) Cycle:	
IFRS 3	Business Combinations	January 01, 2019
IFRS 11	Joint Arrangements	January 01, 2019
IAS 12	Income Taxes	January 01, 2018
3.3	Standards or interpretations not yet effective	
	The following new standards have been issued by the International Accounting Standards Board (IASB),	

which have been adopted locally by the Securities and Exchange Commission of Pakistan effective from the dates mentioned below against the respective standard:

IFRS 9 Financial Instruments July 01, 2018

IFRS 15 Revenue from Contracts with Customers July 01, 2018

The following new standards and interpretations have been issued by the International Accounting Standards Board (IASB), which have not been adopted locally by the Securities and Exchange Commission of Pakistan:

IFRS 1 First Time Adoption of International Financial Reporting Standards

IFRS 14 Regulatory Deferral Accounts

IFRS 16 Leases

IFRS 17 Insurance Contracts

The effects of IFRS 15 - Revenues from Contracts with Customers and IFRS 9 - Financial Instruments are still being assessed, as these new standards may have a significant effect on the Company's future financial statements.

The Company expects that the adoption of the other amendments and interpretations of the standards will not have any material impact and therefore will not affect the Company's financial statements in the period of initial application.

4 BASIS OF MEASUREMENT

These financial statements have been prepared under the historical cost convention except that certain investments are stated at lower of cost and market value.

The financial statements have been prepared following the accrual basis of accounting except for the cash flow information.

4.1 Use of judgments and estimates

The preparation of financial statements in conformity with the requirements of approved accounting standards as applicable in Pakistan requires management to make judgments, estimates and associated assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The judgments, estimates and associated assumptions are based on historical experience, current trends and various other factors that are believed to be reasonable under the circumstances, the result of which form the basis of making the estimates about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

Estimates

The areas where assumptions and estimates are significant to the financial statements or judgment was exercised in application of accounting policies, are as follows:

	Note
- Provision for unearned premiums	5.2.2
- Premium due but unpaid - net	5.2.3
- Provision for outstanding claims (including IBNR)	5.3.1
- Premium deficiency reserve	5.7
- Useful life of fixed assets	5.10
- Taxation (current and deferred)	5.17
- Impairment in the value of investment	5.21
- Commission income unearned	5.6.2
- Reinsurance recoveries against outstanding claims	5.5
- Prepaid reinsurance premium ceded	5.4.2
- Deferred commission expense	5.6.1

Judgments

In the process of applying the Company's accounting policies, management has made following judgments, apart from those involving estimations, which have the most significant effect on the amounts recognized in the financial statements:

Classification of investments

As the Company's objective is to maintain an investment portfolio that can generate a constant return in terms of dividend and capital appreciation and not for the purpose of making short term profit from market volatility, all other debt, investment funds, and equity investment securities are classified as available-for-sale.

The company treats available-for-sale equity investments as impaired when there has been a significant or prolonged decline in the fair value below its cost or where other objective evidence of impairment exists. The determination of what is "significant" or "prolonged" requires considerable judgement. 'Significant' is to be evaluated against the original cost of the investment and 'prolonged' against the period in which the fair value has been below its original cost. In addition, the Company evaluates other factors, including normal volatility in share price for quoted equities and the future cash flows and the discount factors for unquoted equities.

5 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies adopted in preparation of these financial statements are set out below. These policies have been applied consistently to all years presented except otherwise stated.

5.1 Insurance contracts

Insurance contracts are those contracts under which the Company as insurer has accepted insurance risk from the insurance contract holder (insured) by agreeing to compensate the insured if a specified uncertain future event (the insured event) adversely affects the insured. Once a contract has been classified as an insurance contract, it remains an insurance contract for the remainder of its tenure, even if the insurance risk reduces significantly during this period, unless all rights and obligations are extinguished or expire.

Insurance contracts are classified into the following main categories, depending on the nature and duration of risk and whether or not the terms and conditions are fixed.

- Fire and property
- Marine, aviation and transport
- Motor
- Miscellaneous

These contracts are provided to individuals as well as commercial organizations with various tenures according to the nature and terms of the contract and the needs of the insured.

The Company also accepts insurance risk pertaining to insurance contracts of other insurers as reinsurance inward. The insurance risk involved in these contracts is similar to the contracts undertaken by the Company as insurer.

The Company neither issues investment contracts nor does it issue insurance contracts with discretionary participation features (DPF).

Fire and property damage

Fire and property insurance contracts mainly compensate the Company's customers for damage suffered to their properties or for the value of property lost. Customers who undertake commercial activities on their premises could also receive compensation for the loss of earnings caused by the inability to use the insured properties in their business activities.

Marine, aviation and transport

Marine insurance covers the loss or damage of vessels, cargo, terminals, and any transport or property by which cargo is transferred, acquired, or held between the points of origin and final destination.

Motor insurance provides protection against losses incurred as a result of theft, traffic accidents and against third party liability that could be incurred in an accident.

Miscellaneous

Other various types of insurance are classified in miscellaneous which mainly includes engineering, bond, hospitalization, accident and health insurance and travel insurances etc.

5.2 Premium

5.2.1 Premium income earned

Premium written (direct or facultative) under a policy is recognized as income over the period of insurance from the date of issue of the policy to which it relates to its expiry as follows:

- a) for direct business, evenly over the period of the policy;
- b) for proportional reinsurance business, evenly over the period of underlying reinsurance policies; and
- c) for non-proportional reinsurance business, on inception of the reinsurance contract in accordance with the pattern of reinsurance service.

Where the pattern of incidence of risk varies over the period of the policy, premium is recognized as revenue in accordance with the pattern of incidence of risk.

Where premiums for a policy are payable in installments, full premium for the duration of the policy is recognized as income at the inception of the policy and a related asset is set up in respect of the premium receivable, notwithstanding the fact that some installments may not, by agreement between the insurer and the insured, be payable until later.

5.2.2 Provision for unearned premiums

Provision for unearned premiums represents the portion of premium written relating to the unexpired period of coverage, and is recognized as a liability. The liability is calculated as follows:

- a) in the case of marine, aviation and transport business, as a ratio of unexpired period to the total period of the policy applied on the gross premium written.
- b) for the other classes/line of business, by applying the twenty-fourth method as specified in the SEC (Insurance) Rules, 2002, as majority of the remaining policies are issued for a period of one year.

5.2.3 Premiums due but unpaid - net

Premiums due but unpaid is recorded as receivable when it is due, at the fair value of consideration receivable less provision for doubtful debts, if any. If there is objective evidence that receivable is impaired, the Company reduces the carrying amount of the receivable accordingly and recognizes that impairment loss in profit and loss account.

5.3 Claims expense

General insurance claims include all claims occurring during the year, whether reported or not, including external claims handling costs that are directly related to the processing and settlement of claims, reduction for the value of salvage and other recoveries, and any adjustments to claims outstanding from previous years. Claims are charged to profit and loss account as incurred based on estimated liability for compensation owed under the insurance contracts.

5.3.1 Provision for outstanding claims (including IBNR)

The Company recognizes liability in respect of all claims incurred upto the balance sheet date which is measured at the undiscounted value of the expected future payments. The claims are considered to be incurred at the time of the incident giving rise to the claim except as otherwise expressly indicated in an insurance contract. The liability for claims includes amounts relating to unpaid reported claims, claims incurred but not reported (IBNR) and expected claims settlement costs.

Provision for IBNR is based on the management's best estimate which takes into account the past trends net of exceptional claims.

5.4 Reinsurance contracts

Contracts (treaty and facultative) entered by the Company under which the Company cedes insurance risks assumed during normal course of its business and according to which the Company is compensated for losses on insurance contracts issued by the Company are classified as reinsurance contracts held.

5.4.1 Reinsurance expense

Reinsurance ceded (treaty and facultative) is recognized as an expense over the period of reinsurance from inception to which it relates to its expiry as follows:

- a) for proportional reinsurance business, evenly over the period of the underlying policies.
- b) for non-proportional reinsurance business, evenly over the period of indemnity.

Where the pattern of incidence of risk varies over the period of the policy, reinsurance premium is recognized as expense in accordance with the pattern of incidence of risk.

5.4.2 Prepaid reinsurance premium ceded

The portion of reinsurance premium ceded not recognized as an expense as at year end is recognized as prepaid reinsurance premium ceded. Unrecognized portion is determined in the same manner as for provision for unearned premiums.

5.5 Reinsurance recoveries against outstanding claims

Claims recoveries receivable from reinsurers are recognized as an asset at the same time as and when the claims which give rise to the right of recovery are recognized as a liability and are measured at the amount expected to be received.

5.6 Commission

5.6.1 Commission expense

Commission expense incurred in obtaining and recording policies is deferred and is recognized in the profit and loss account as an expense in accordance with the pattern of recognition of premium revenue.

5.6.2 Commission Income

Commission and other forms of revenue (apart from recoveries) from reinsurers are deferred and recognized as liability and recognized in the profit and loss account as revenue in accordance with the pattern of recognition of the reinsurance premium to which it relates.

5.7 Premium deficiency reserve

As per SEC (Insurance) Rules, 2002 where the cumulative unearned premium reserve for any classes of business is not adequate to meet the expected future liability, after reinsurance from claims and other

supplementary expenses, including reinsurance expenses, commissions and other underwriting expenses, expected to be incurred after the balance sheet date in respect of unexpired policies in that class of business in force at balance sheet date, a premium deficiency reserve is recognized as a liability to meet the deficit. The movement in premium deficiency reserve is recorded as an expense / income in the profit and loss account for the year. The Company determines adequacy of liability of premium deficiency by carrying out analysis of its loss ratio of expired risk. In management's opinion, there is no need to carry premium deficiency reserve in these financial statements.

5.8 Investments

All investments are initially recognized at cost, being the fair value of the consideration given and include transaction costs. Subsequently, these are recognized and classified into the following categories:

5.8.1 Available-for-sale

The financial assets that are intended to be held for an indefinite period of time and may be sold in response to the need for liquidity are classified as available-for-sale.

Subsequent to the initial recognition at cost, these are stated at the lower of cost or market value (market value being taken as lower if the fall is other than temporary) in accordance with the requirements of the S.R.O 938 issued by the SECP in December, 2002. The Company uses latest stock exchange quotations in an active market to determine the market value of its listed investments. In case of fixed income investments redeemable at a given date where the cost is different from the redemption value, such difference is amortized uniformly over the period between the date of acquisition and the date of maturity in determining cost at which these investments are stated as per the requirements of the SEC (Insurance) Rules, 2002.

5.8.2 Fair value through profit or loss - held for trading

Investments which are acquired with the intention to trade by taking advantage of short term market/interest rate movements are considered as held for trading. After initial recognition, these are measured at fair values with any resulting gains or losses recognized directly in the profit and loss account, for the period in which it arises. Subsequent to initial recognition these are measured at fair value by reference to quoted market prices.

a) Trade and settlement date accounting

All 'regular way' purchases and sales of financial assets are recognized on the trade date, i.e. the date on which commitment to purchase / sale is made by the Company. Regular way purchases or sales of financial assets are those, the contract for which requires delivery of assets within the time frame generally established by regulation or convention in the market place.

b) Derecognition

All investments are de-recognized when the rights to receive cash flows from the investments have expired or have been transferred and the Company has transferred substantially all risks and rewards of ownership.

c) Impairment

Available-for-sale

The Company considers that available-for-sale investments is impaired when there has been a significant or prolonged decline in the fair value below its cost. This determination of what is significant or prolonged requires judgment. In addition, impairment may be appropriate when there is evidence of deterioration in the financial health of the investee, industry and sector performance.

5.9 Employee benefits

Defined contribution plan

The Company operates an approved provident fund scheme for all its permanent employees. Equal monthly contributions are made, both by the Company and its employees, to the fund at the rate of 10% of basic salary of the employees.

5.10 Fixed assets and depreciation

5.10.1 Owned assets

These are stated at cost less accumulated depreciation and impairment loss, if any. Depreciation/amortization is charged to profit and loss account on reducing balance method using the following rates:

- Office premises	5%
- Furniture and fixture	10%
- Electric fittings and equipments	10%
- Computers	33.33%

- Office equipment	10%
- Vehicles	20%
- Computer software	30%

Full month's depreciation/amortization is charged in the month, when assets become available for use and no depreciation is charged in the month of disposal.

The assets' residual values, useful life and method of depreciation/amortization are reviewed at each financial year end and adjusted if impact on depreciation is significant.

Subsequent costs are included in the asset's carrying amount or recognized as a separate part, as appropriate, only when it is possible that future economic benefit associated with the item will flow to the Company and the cost of the item can be measured reliably. Normal repairs and maintenance are charged to profit and loss account.

Gains or losses on disposal are included in profit and loss account.

An assessment is made at each balance sheet date to determine whether there is any indication of impairment or reversal of previous impairment, in respect of item of fixed assets and intangible assets. In the event that an asset's carrying amount exceeds its recoverable amount, the carrying amount is reduced to recoverable amount and an impairment loss is recognized in the profit and loss account. A previously recognized impairment loss is reversed only if there has been a change in the estimates used to determine the recoverable amount, however not to an amount higher than the carrying amount that would have been determined (net of amortization or depreciation), had no impairment losses been recognized for the asset in prior years. Reversal of impairment loss is restricted to the original cost of the asset.

5.10.2 Capital work-in-progress

Capital work-in-progress is stated at cost. All expenditures connected to the specific assets incurred during installation and construction period are carried under capital work-in-progress. These expenditures are transferred to relevant category of fixed assets or intangibles as and when the assets start operation.

5.11 Investment properties

Property held for the purpose of rental income and long-term capital appreciation is classified as investment property.

5.11.1 Initial recognition

Investment property is initially recognized at cost which is equal to the fair value of consideration paid at the time of acquisition or construction of the asset.

5.11.2 Measurement subsequent to initial recognition

Subsequent to initial recognition, investment property is carried at historical cost less accumulated depreciation and accumulated impairment losses, if any.

5.11.3 Depreciation

Depreciation is charged to profit and loss account in the same manner as owned fixed assets (refer 5.10).

5.12 Investment and other income & expenses

5.12.1 Dividend income and bonus shares

Dividend income is recognized when the right to receive the same is established.

Entitlement of bonus shares is recognized when the right to receive the same is established.

5.12.2 Interest income

Interest income is recognized on time proportion basis that takes into account effective yield on the assets.

5.12.3 Rental income

Rental income on investment properties is recognized as income on accrual basis.

5.13 Segment reporting

The Company's operating business is organized and managed separately according to the nature of the services provided with each segment representing a strategic business unit that serves different markets.

The Company has four major segments namely fire and property damage, marine, aviation and transport, motor and miscellaneous.

The Company accounts for segment reporting are prepared in the format prescribed under the Insurance Ordinance 2000 and the SEC (Insurance) Rules, 2002 and provide required information at appropriate level of detail.

5.13.1 Fire and property damage

The perils covered under this segment include damages by fire, riot and strike, explosion, earthquake, atmospheric damages, floods, electrical fluctuation impact and other coverage.

5.13.2 Marine, aviation and transport

Marine insurance provides coverage against cargo risk, war risk and damages occurring in inland transport.

5.13.3 Motor

Motor insurance provides comprehensive vehicle coverage and indemnity against third party loss.

5.13.4 Miscellaneous

Miscellaneous insurance provides cover against burglary, loss of cash in safe and in transit, personal accident, engineering losses and other coverage.

5.14 Financial instruments

Financial assets and financial liabilities are recognized when the Company becomes a party to the contractual provisions of the instrument and derecognized when the Company loses control of contractual rights that comprise the financial assets and in the case of financial liabilities when the obligation specified in the contract is discharged, cancelled or expired. Any gain or loss on the derecognition of the financial assets and liabilities is included in the net profit or loss account for the period in which it arises.

Financial instruments carried in the balance-sheet include cash and bank deposits, investments, premiums due but unpaid, amounts due from other insurers/reinsurers, advances, deposits and receivables, accrued investment income, reinsurance recoveries against outstanding claims, provision for outstanding claims, amounts due to other insurer/reinsurers, other creditors and accruals and due to directors.

5.15 Off setting of financial asset and financial liabilities

Financial assets and financial liabilities are off-set and the net amount is reported in the financial statements when there is a legally enforceable right to set-off the recognized amount and the Company intends either to settle on net basis, or realize the assets and to settle the liabilities simultaneously.

5.16 Related party transactions

All transactions involving related parties arising in the normal course of business are conducted at arm's length at normal commercial rates on the same terms and conditions as third party transactions using valuation modes, as admissible, except in extremely rare circumstances where, subject to the approval of the board of directors, it is in the interest of the Company to do so.

5.17 Taxation

5.17.1 Current

Provision for current taxation is based on taxable income for the year determined in accordance with the prevailing law for taxation of income. The charge for current tax is calculated using prevailing tax rates or tax rates expected to apply to the profit for the year, if entered. The charge for current tax also include adjustments, where considered necessary, to provision for tax made in previous years arising from assessment finalized during the current year for such years .

5.17.2 Deferred

Deferred tax is accounted for using the balance sheet liability method in respect of all temporary differences arising from differences between the carrying amount of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized to the extent that it is probable that taxable profits will be available against which the deductible temporary differences, unused tax losses and tax credits can be utilized.

Deferred tax is calculated at the rates that are expected to apply to the period when the differences reverse based on tax rates that have been enacted or substantively enacted by the balance sheet date. Deferred tax is charged or credited in the profit and loss account, except in the case of items credited or charged to equity in which case it is included in statement of comprehensive income.

5.18 Foreign currencies

Transactions in foreign currency, if any, are converted into Pak rupees at the rate of exchange prevailing on the date of transaction.

Monetary assets and liabilities denominated in foreign currencies are translated into Pak rupees at the rate of exchange prevailing at the reporting date. Exchange difference are taken to profit and loss account.

5.19 Management expenses

Management expenses are allocated to all classes of business in proportion to the net premium income of the year. Underwriting expenses have been allocated to various classes of business on a basis deemed equitable by the management. Provision for bad debts is based on review of outstanding amounts as at balance sheet date. Bad debts are written off to the profit and loss account when identified. Expenses not allowable to the underwriting business are charged to General and Administration expenses

5.20 Creditors, accruals and provisions

Liabilities for creditors and other amounts payable are carried at cost which is the fair value of the consideration to be paid in future for the goods and/or services received, whether or not billed to the Company.

Provisions are recognized when the Company has a present, legal or constructive obligation as a result of past events and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount can be made. Provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimate.

5.21 Impairment

The carrying amounts of the Company's assets are reviewed annually to determine whether there is any indication of impairment. If any such indication exists, the assets recoverable amount is estimated and impairment losses are recognized in the profit and loss account.

5.22 Earnings per share

The Company presents basic and diluted earnings per share (EPS) for its shareholders. Basic EPS is calculated by dividing the profit or loss attributable to shareholders of the Company by the weighted average number of ordinary shares outstanding during the year. Diluted EPS is determined by adjusting the profit or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding for the effects of all dilutive potential ordinary shares.

5.23 Cash and cash equivalents

Cash and cash equivalents are carried in the balance sheet at cost. For the purpose of cash flow statement, cash and cash equivalents comprise cash and bank deposit.

5.24 Dividend and bonus shares

Dividend to shareholders is recognized as liability in the year in which it is approved. Similarly, reserve for issue of bonus shares is recognized in the year in which such issue is approved.

5.25 Fair value

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

5.26 Share capital

Shares are classified as equity when there is no obligation to transfer cash or other assets. Incremental costs directly attributable to the issue of equity instruments are shown in equity as a deduction from the proceeds.

	Note	(Rupees in '000)	
		2017	2016
6	SHARE CAPITAL		
6.1	Authorized share capital		
	75,000,000 (2016: 75,000,000) ordinary shares of Rs. 10 each	<u>750,000</u>	<u>750,000</u>
6.2	Issued, subscribed and paid-up share capital		
	2017 2016		
	Number of Shares		
	6,354,899 6,354,899 Ordinary share of Rs.10 each	63,549	63,549
		fully paid in cash	
	54,623,297 44,460,265 Ordinary share of Rs.10 each		
		issued as fully paid	
		bonus shares	
		<u>546,233</u>	<u>444,602</u>
	<u>60,978,196</u> <u>50,815,164</u>	<u>609,782</u>	<u>508,151</u>

		(Rupees in '000)	
	Note	2017	2016
7	RESERVES		
	General reserve	200,000	200,000
7.1	The movement of general reserve is as follows:		
	Balance as at January 01	200,000	100,000
	Transfer from unappropriated profit	-	100,000
	Balance as at December 31	200,000	200,000
8	DEFERRED TAXATION		
	Deferred tax liabilities/(assets) arising in respect of:		
	- accelerated depreciation on fixed assets	17,113	16,697
	- investments	1,361	3,756
	- provision for doubtful debts	-	(67)
		18,474	20,386
8.1	Balance at beginning of the year	20,386	34,247
	Charge / (reversal) during the year		
	- in respect of effect of change in tax rate	618	1,038
	- in respect of temporary differences arising during the year	(2,530)	(14,899)
		(1,912)	(13,861)
	Balance at end of the year	18,474	20,386
9	PREMIUMS RECEIVED IN ADVANCE		
	Premium received in advance	4,159	1,823
9.1	This includes cash margin (bond) received from policy holders amounting to Rs. 3.227 million (2016: Rs. 0.980 million).		
10	AMOUNTS DUE TO OTHER INSURERS / REINSURERS		
	Foreign reinsurers	15,168	9,613
	Local reinsurers / coinsurers	17	260
		15,185	9,873
11	TAXATION- PROVISION LESS PAYMENTS		
	Provision for income tax	53,202	57,542
	Less: Advance tax	(10,215)	(5,703)
		42,987	51,839
12	OTHER CREDITORS AND ACCRUALS		
	Sundry creditors	25,024	16,460
	Commission payable	12,167	26,323
	Workers' Welfare Fund	22,303	19,348
	Federal Excise Duty	1,826	4,053
	Withholding tax	2,417	2,815
	Federal insurance fee	559	347
	Unclaimed dividend	31	3
		64,327	69,349
13	DUE TO DIRECTORS	5,777	2,374
13.1	This represents unsecured and interest free loan obtained from directors of the Company and is repayable on January, 2018.		

14 CONTINGENCIES AND COMMITMENTS

There are no contingencies or commitments as at the balance sheet date (2016: Nil).

		(Rupees in '000)	
	Note	2017	2016
15 CASH AND BANK DEPOSITS			
Cash and other equivalent			
Cash in hand		2	5
Policy stamps in hand		1	5
		<u>3</u>	<u>10</u>
Current and other account			
Current accounts and others	15.1	14,889	11,653
Deposits with banks maturing within 12 months	15.2	75,830	58,000
		<u>90,722</u>	<u>69,663</u>
15.1 These include interest bearing accounts carrying interest rates ranging from 5.00% to 10.00% (2016: 5.00% to 10.00%) per annum.			
15.2 These represent Term Deposit Receipts (TDRs) in local currency carrying interest rates ranging from 3.50% to 6.00% per annum (2016: 3.50% to 6.00% per annum).			
		2017	2016
16 INVESTMENTS			
Available-for-sale			
Marketable securities	16.1.1	163,899	5,619
Government securities	16.2	179,487	101,667
Term Finance Certificates - listed	16.5	-	7,289
Net capitalization of discount/(amortization of premium)	16.2	(162)	254
		<u>179,325</u>	<u>109,210</u>
Held for trading			
Marketable securities	16.1.2	768,902	898,962
		<u>1,112,126</u>	<u>1,013,791</u>
16.1 Marketable securities			
16.1.1 Available for sale			
2017	2016	2017	2016
-----No. of shares / units-----		Cost	
302,569	302,569	Agritech Limited	3,834
9,267,237	178,521	East West Life Assurance Company Limited	1,785
		16.1.1.1	160,065
		<u>163,899</u>	<u>5,619</u>
16.1.1.1 This represent investment in Associated undertaking.			
16.1.2 At fair value through profit and loss - Held for trading			
2017	2016	2017	2016
-----No. of shares / units-----		Market Value	
3,019,992	2,892,630	National Investment Trust	213,121
-	480,952	HBL Money Market Fund	-
-	483,327	JS Cash Fund	-
491,210	494,325	MCB Cash Management Optimizer Fund	50,680
			50,891

2017	2016	Note	(Rupees in '000)	
-----No. of shares / units-----			2017	2016
			Market Value	
205,300	205,300	Oil and Gas Development Company Limited	33,421	33,946
196,536	193,887	PICIC Cash Fund	20,274	20,009
196,653	194,296	First Habib Cash Fund	20,271	20,013
1,964,684	1,974,119	ABL Cash Fund	20,272	20,329
-	9,972,363	NAFA Money Market Fund	-	100,990
3,399,142	3,155,302	NAFA Islamic Asset Allocation Fund	52,205	58,697
393,278	388,294	Pakistan Cash Management Fund	20,235	20,009
493,091	493,984	Askari Sovereign Cash Fund	50,632	50,831
195,069	-	Faysal Money Market Fund	20,260	-
98,197	99,489	UBL Liquid Plus Fund	10,150	10,250
9,700	19,786	Atlas Money Market Fund	5,001	10,179
-	39,984	Alfalah GHP Cash Fund	-	20,326
356,908	-	Pakistan Stock Exchange Ltd	7,995	-
-	487,670	Faysal Saving Growth Fund	-	50,386
-	641,849	Meezan Balanced Fund	-	11,714
193,447	176,643	Al Ameen Islamic Asset Allocation Fund	22,162	22,331
393,210	243,360	JS Islamic Fund	41,138	35,309
45,000	45,000	Fauji Fertilizer Co. Limited	3,560	4,697
2,100,000	2,100,000	Silk Bank Limited	3,318	3,885
500	500	Kot Addu Power Co. Limited	27	39
841	841	Fauji Cement Company Limited	21	38
3,002,391	-	Nafa Stock fund	42,197	-
648,330	-	Meezan Islamic fund	40,871	-
491,253	-	HBL Cash fund	50,676	-
202,860	-	Alfalah GHP Money Market	20,276	-
1,962,805	-	ABL Government Securities Fund	20,139	-
<u>20,060,397</u>	<u>24,783,901</u>		<u>768,902</u>	<u>898,962</u>

	2017	2016
		Amortized Cost
16.2 Government securities		
Pakistan Investment Bonds	104,738	51,513
GOP Ijara Sukuk	50,334	50,154
T- Bills	24,415	-
	179,487	101,667
Impact of net amortization of discount	(162)	254
	<u>179,325</u>	<u>101,921</u>

16.3 The fair value of total investments classified as available for sale investments is Rs.338.832 million (2016: Rs.118.056 million). Available for sale investments are stated at lower of cost or market value (market value being taken as lower if the reduction is other than temporary) as required by the SEC Rules, 2002. However, IAS-39 "Financial Instruments: Recognition and Measurement" requires that these instruments should be measured at fair value. Had these investments been measured at fair value, their carrying values as at December 31, 2017 would have been lower by Rs. 4.392 million (2016: Rs. 3.226 million) and consequently shareholder's equity lower by the same amount.

(Rupees in '000)

16.4 Maturities and amortized cost of government securities are as follows:

Tenure	Maturity	Coupon Percentage	2017 Amortized Cost	2016 Amortized Cost
10	Aug, 2021	12.00%	4,056	4,068
10	Aug, 2021	12.00%	965	958
10	Apr, 2026	8.75%	20,888	20,960
10	Jul, 2022	12.00%	4,888	4,870
10	Apr, 2026	8.75%	21,120	-
10	Dec, 2026	8.75%	10,541	-
10	Dec, 2026	8.75%	10,560	-
10	Dec, 2026	8.75%	10,560	-
5	Jul, 2018	11.50%	4,987	4,966
5	Jul, 2018	11.50%	9,959	9,891
5	Mar, 2020	9.25%	1,030	1,041
3	Apr, 2019	7.00%	5,068	5,117
3	Jun, 2017	7.98%	-	20,050
3	Dec, 2018	5.89%	30,000	30,000
3	Mar, 2019	5.90%	20,282	-
6 months	May, 2018	5.99%	24,423	-
16.2			179,327	101,921

16.4.1 Pakistan Investment Bonds (PIBs) having a face value of Rs. 61 million (2016: Rs. 51 million) are placed with State Bank of Pakistan in compliance with section 29 of the Insurance Ordinance, 2000 except two Ijara Sukuk, three PIB and one T-bills those are placed with JS Bank Limited and United Bank Limited.

16.5 Term Finance Certificate - Listed

Term Finance Certificate	Tenure	Rate of Return	2017 Amortized cost	2016 Amortized cost
Bank Al-Habib Limited	10 years	15%	-	-
Bank Al-Falah Limited	9 year	15%	-	7,289
			-	7,289

16.5.1 Payment of profit from above TFCs is received semi annually. TFCs of Bank Alfalah will mature in 2017.

17. INVESTMENT PROPERTIES

PARTICULARS	Note	Rate %	2017						
			COST			DEPRECIATION			Written Down Value as at December 31, 2017
			As at January 01, 2017	Additions / Trasfer in	As at December 31, 2017	As at January 01, 2017	Charge for the year	As at December 31, 2017	
Office premises	5	68,068	4,727			20,028	2,636	24,245	53,098
			4,548	77,343			1,581		

PARTICULARS	Note	Rate %	2016						
			COST			DEPRECIATION			Written Down Value as at December 31, 2016
			As at January 01, 2016	Additions / Trasfer in	As at December 31, 2016	As at January 01, 2016	Charge for the year	As at December 31, 2016	
Office premises		5	68,068	-	68,068	17,500	2,528	20,028	48,040

17.1 Revaluation was carried out by Company on December 31, 2017. The valuation exercise was carried out by independent valuers M/s. Al-Shahbaz Surveyors (Private) Limited and M/s. KHZ Associates (Private) Limited and revalued market value is estimated at Rs. 204.29 million (2016: Rs. 174.29 million).

17.2 Rental income from investment property amounting to Rs. 10.26 million (2016: Rs. 10.91 million) and has been recorded net of depreciation in profit and loss account i.e. Rs. 7.62 million (2016: Rs. 8.38 million).

		(Rupees in '000')	
	Note	2017	2016
18	PREMIUMS DUE BUT UNPAID - Net		
Considered good		95,516	108,605
Considered doubtful	18.1	-	218
		95,516	108,823
Less: Provision for doubtful premium		-	(218)
Premium written off during the year		1,030	-
		94,486	108,605
18.1	Movement of provision for bad debts		
Opening balance		(218)	1,888
Reversal during the year		218	(1,888)
Charge during the year		-	(218)
		-	(218)
19	AMOUNTS DUE FROM OTHER INSURERS / REINSURERS		
Unsecured Considered good			
Foreign reinsurers		22,786	591
Local reinsurers / co-insurers		47,955	60,879
		70,741	61,470
20	ACCRUED INVESTMENT INCOME		
Term deposit receipts		80	28
Government securities		2,401	1,773
Term finance certificate		-	83
		2,481	1,884
21	ADVANCES, DEPOSITS AND OTHER RECEIVABLES		
Advances		29,035	47,473
Deposits		6,037	5,997
Other receivables		3,001	4,233
		38,073	57,703
22	PREPAYMENTS AND OTHER ASSETS		
Prepaid rent		1,042	330
Others		254	316
		1,296	646

23. FIXED ASSETS - TANGIBLE & INTANGIBLE

(Rupees in '000)

PARTICULARS	2017						Total tangible assets	Intangible		Total fixed assets
	Owned							Computer software	Work in Progress	
	Tangible									
	Office Premises	Furniture and fixture	Electric fitting and equipment	Computers	Office equipment	Vehicles				
COST										
As at January 1, 2017	66,231	29,914	25,197	16,562	8,467	114,213	260,584	1,737	705	263,026
Additions	400	2,016	576	380	137	5,838	9,347	-	-	9,347
Disposal	-	-	-	-	-	(5,413)	(5,413)	-	-	(5,413)
Transferred in / out	(4,548)	-	-	-	-	-	(4,548)	-	-	(4,548)
As at December 31, 2017	62,083	31,930	25,773	16,942	8,604	114,638	259,970	1,737	705	262,412
ACCUMULATED DEPRECIATION										
As at January 1, 2017	6,486	16,366	12,741	15,071	5,928	80,054	136,646	303	-	136,949
Charge for the year	2,856	1,437	1,280	555	260	7,446	13,834	430	-	14,264
Disposal	-	-	-	-	-	(4,703)	(4,703)	-	-	(4,703)
Transferred in / out	(1,581)	-	-	-	-	-	(1,581)	-	-	(1,581)
As at December 31, 2017	7,761	17,803	14,021	15,626	6,188	82,797	144,196	733	-	144,929
Written down value as at December 31, 2017	54,322	14,127	11,752	1,316	2,416	31,841	115,774	1,004	705	117,483
Rate of depreciation and amortization	5%	10%	10%	33.33%	10%	20%		30%		

PARTICULARS	2016									
	Owned						Total tangible assets	Intangible		Total fixed assets
	Tangible							Computer software	Work in Progress	
	Office Premises	Furniture and fixture	Electric fitting and equipment	Computers	Office equipment	Vehicles				
COST										
As at January 1, 2016	61,681	25,902	24,259	16,102	8,374	115,048	251,366	92	2,350	253,808
Additions	4,550	4,012	996	460	93	10,524	20,635	-	-	20,635
Disposal)	-	-	(58)	-	-	(11,359)	(11,417)	-	-	(11,417)
Transferred in /out	-	-	-	-	-	-	-	1,645	(1,645)	-
As at December 31, 2016	66,231	29,914	25,197	16,562	8,467	114,213	260,584	1,737	705	263,026
ACCUMULATED DEPRECIATION										
As at January 1, 2016	3,559	14,987	11,446	14,418	5,647	82,126	132,183	41	-	132,224
Charge for the year	2,927	1,379	1,340	653	281	7,725	14,305	262	-	14,565
Disposal	-	-	(45)	-	-	(9,797)	(9,842)	-	-	(9,842)
As at December 31, 2016	6,486	16,366	12,741	15,071	5,928	80,054	136,646	303	-	136,949
Written down value as at December 31, 2016	59,745	13,548	12,456	1,491	2,539	34,159	123,938	1,434	705	126,077
Rate of depreciation & amortization	5%	10%	10%	33.33%	10%	20%		30%		

23.1 Detail of disposal of fixed assets and investment properties

(Rupees in '000)

S. No.	Particular of asset	Cost	Accumulated depreciation	Book value	Sale proceed	Profit / (Loss) on disposal	Mode of disposal	Particular of purchaser
VEHICLES								
1	HONDA ACCORD	294	289	5	315	310	Negotiations	MR.SULTAN HAMID SHAMSI
2	T-COROLLA	506	482	24	300	276	Negotiations	MR.MALIK MUMTAZ ALI
3	T-COROLLA	1,714	1,405	309	700	391	Negotiations	SYED AZMAT HUSSAIN
4	T-COROLLA	1,126	952	174	600	426	Negotiations	SYED AZMAT HUSSAIN
5	HYUNDAI SANTRO	728	639	89	333	244	Negotiations	SYED AZMAT HUSSAIN
6	HYUNDAI SANTRO	643	591	52	333	281	Negotiations	SYED AZMAT HUSSAIN
7	SUZUKI	193	193	0.143	30	30	Negotiations	MR.MOSHIN KHAN
8	SUZUKI	149	145	4	50	46	Negotiations	MR.MUHAMMAD HABIB
9	HONDA	60	7	53	30	(23)	Negotiations	MR.ABDUL QADIR
Total - 2017		5,413	4,703	710	2,691	1,981		
Total - 2016		11,359	9,797	1,561	5,908	4,347		

24 MANAGEMENT EXPENSES	Note	2017	2016
Salaries and allowances		78,530	71,665
Repairs and maintenance		8,682	8,091
Petrol reimbursements		26,513	28,989
Travelling and conveyance		26,903	21,598
Utilities		7,560	7,557
Medical allowance		7,105	5,518
Printing and stationery		4,846	4,218
Office rent		4,023	3,274
Entertainment		5,627	4,592
Extra duty payments		2,486	2,879
Postage and telegram		2,964	2,631
Advertisement and publicity		1,534	302
Provident fund employer's contribution		1,849	1,554
Newspapers and periodicals		403	-
Employees' Old-age Benefits Institution		728	730
Vehicle tax		25	30
Tracker security system		9	34
Miscellaneous		1,815	357
		<u>181,602</u>	<u>164,019</u>

25 COMMISSION FROM REINSURERS

(Rupees in '000)

	Commission received or receivable	Unearned Commission		2017	2016
		Opening	Closing		
Fire and property damage	104,357	31,931	26,829	109,459	82,410
Marine, aviation and transport	42,623	6,394	3,864	45,153	33,835
Motor	15,264	2,302	3,645	13,921	8,076
Miscellaneous	78,310	45,688	43,526	80,472	89,247
	240,554	86,315	77,864	249,005	213,568

26 RENTAL INCOME	Note	2017	2016
Rental income		10,264	10,905
Less: Depreciation		(2,636)	(2,528)
		<u>7,628</u>	<u>8,377</u>
27 OTHER INCOME			
Profit on disposal of fixed assets	23.1	1,980	4,344
Reversal of bad debts provision		690	1,888
Others		-	375
		<u>2,670</u>	<u>6,607</u>
28 GENERAL AND ADMINISTRATIVE EXPENSES			
Salaries and allowances		28,147	22,216
Directors' remuneration	28.2	12,083	14,100
Office rent		3,500	3,330
Rent, rates and taxes		308	-
Depreciation and amortization	23	14,264	14,565
Office maintenance		7,004	2,763
Subscription and membership		5,724	6,830
Legal and professional charges		1,585	1,384
Provident fund employer's contribution		905	830
Provision for bad debts	18	558	218
Auditor's remuneration	28.1	1,388	2,013
Conference meeting		776	870
Bank charges		426	360
Property taxes		71	392
Employees' Old-age Benefits Institution		351	492
Contribution to Sindh Employees' Social Security Institute		87	78
Medical allowance		5,484	1,630
Extra duty payments		93	281
Petrol reimbursements		12,124	4,810
Utilities		2,096	1,582
Newspapers and periodicals		73	305
Tracker security system		148	154
Inspection fee		10	29
Zakat		723	198
Bad debts written off - premiums	18	1,030	108
Brokerage and commission		900	-
Bad debts written off - security deposits		-	715
Coolie and cartage		30	36
CDC charges		161	221
Shares registrar fees		160	166
		<u>100,209</u>	<u>80,677</u>
28.1 AUDITOR'S REMUNERATION			
Audit fee		594	750
Half yearly review		169	150
Other services		421	383
Out of pocket expenses		204	730
		<u>1,388</u>	<u>2,013</u>

28.2 DIRECTORS' REMUNERATION

(Rupees in '000)

	Chief Executive		Directors		Executives	
	2017	2016	2017	2016	2017	2016
Managerial remuneration	3,312	3,312	5,191	6,130	17,562	11,612
House rent	1,488	1,488	2,332	3,410	15,034	9,797
Meeting fee	-	-	675	545	-	-
	<u>4,800</u>	<u>4,800</u>	<u>8,198</u>	<u>10,085</u>	<u>32,596</u>	<u>21,409</u>
Number of Persons	1	1	7	7	18	10

28.2.1 In addition to the above, the Chief Executive, Directors and Executives of the Company are provided with Company maintained cars and medical reimbursement at actual up to a maximum of one basic salary, where applicable.

28.3 Employee Provident Fund

Note

	2017	2016
	Unaudited	Audited
- Size of the fund	51,512	49,000
- Number of members	111	112
- Cost of investment made	30,219	25,228
- Percentage of investment made	59%	51%
- Fair value of investment	49,924	47,996

28.3.1 Investments out of provident fund has been made in accordance with the requirements of section 227 of the Companies Ordinance, 1984 and rules made there under.

29 PROVISION FOR TAXATION

Current

- for the year

- for prior year

Deferred tax expense

29.1

53,202	57,542
(31,077)	(28,814)
(1,911)	(13,862)
<u>20,214</u>	<u>14,866</u>

29.1 The income tax assessments of the Company are finalized on self assessment basis. The return of income upto tax year 2017 have been submitted to the authorities. Amount of Rs. 31.077 million (2016: Rs. 28.814 million) represents excess liability recorded in the books of the Company as compared to tax return.

29.2 Relationship between accounting profit and tax expense is as follows

Accounting profit before tax	88,795	297,013
Applicable tax rate	31 %	31 %
- Tax at the above rate	27,526	92,074
- effect of deductions not allowed	27,657	(24,143)
- effect of exempt income / capital gain	-	(20,844)
- effect of dividend income	(3,892)	(3,407)
- effect of prior year reversal	(31,077)	(28,814)
Provision for taxation	<u>20,214</u>	<u>14,866</u>

29.3 The Finance Act, 2015 introduced a tax on every public company at the rate of 10% of such undistributed reserves which exceeds the amount of its paid-up capital. However, this tax shall not apply in case of a public company which distributes cash dividend equal to at least either 40% of its after tax profits or 50% of its paid-up capital whichever is less, within the prescribed time after the end of the relevant tax year.

The amount of the Company's undistributed reserves does not exceed the amount of its paid-up capital. Accordingly, no provision of income tax in this respect has been made in the financial statements.

30. FINANCIAL INSTRUMENTS

Financial instruments consist of financial assets and financial liabilities.

Financial assets of the Company include cash and bank deposits, advances, deposits and receivables and investments. Financial liabilities of the Company include payables, accrued liabilities (to policy holders, insurance and reinsurance companies and other parties).

The carrying values of all financial assets and liabilities reflected in the financial statements are approximate to their fair values; except for non-trading investments, which are stated at cost.

2017								(Rupees in '000)	
Note	Effective yield / Interest rate	Interest / mark-up bearing			Non-interest bearing			Total	
		Maturity upto one year	Maturity after one year	Sub Total	Maturity within one year	Maturity after one year	Sub Total		
Financial assets									
Cash and bank deposits	15	3.5%-10%	76,489	-	76,489	14,230	-	14,230	90,719
Investments	16	5.89% - 12%	69,369	109,956	179,325	932,801	-	932,801	1,112,126
Premiums due but unpaid - net	18	-	-	-	-	94,486	-	94,486	94,486
Amounts due from other insurers / re-insurers	19	-	-	-	-	70,741	-	70,741	70,741
Reinsurance recoveries against outstanding claims		-	-	-	-	540,028	-	540,028	540,028
Accrued investment income	20	-	-	-	-	2,481	-	2,481	2,481
Advances, deposits and receivables	21	-	-	-	-	38,073	-	38,073	38,073
			145,858	109,956	255,814	1,692,840	-	1,692,840	1,948,654
Financial liabilities									
Due to directors	13	-	-	-	-	5,777	-	5,777	5,777
Provision for outstanding claims		-	-	-	-	660,415	-	660,415	660,415
Amounts due to other insurers/ re-insurers	10	-	-	-	-	15,185	-	15,185	15,185
Other creditors and accruals	12	-	-	-	-	37,781	-	37,781	37,781
			-	-	-	719,158	-	719,158	719,158
On balance sheet gap			145,858	109,958	255,816	973,682	-	973,682	1,229,496
2016									(Rupees in '000)
Note	Effective yield / Interest rate	Interest / mark-up bearing			Non-interest bearing			Total	
		Maturity upto one year	Maturity after one year	Sub Total	Maturity within one year	Maturity after one year	Sub Total		
Financial assets									
Cash and bank deposits	15	3.5% - 10%	58,000	-	58,000	11,663	-	11,663	69,663
Investments	16	5.89% - 12%	20,050	89,160	109,210	904,581	-	904,581	1,013,791
Premium due but unpaid	18	-	-	-	-	108,605	-	108,605	108,605
Amount due from other insurers / re-insurers	19	-	-	-	-	61,470	-	61,470	61,470
Reinsurance recoveries agt outstanding claims		-	-	-	-	394,593	-	394,593	394,593
Accrued Investment income	20	-	-	-	-	1,884	-	1,884	1,884
Advance, deposits and receivables	21	-	-	-	-	57,703	-	57,703	57,703
			78,050	89,160	167,210	1,540,499	-	1,540,499	1,707,709
Financial liabilities									
Due to directors	13	-	-	-	-	2,374	-	2,374	2,374
Provision for outstanding claims		-	-	-	-	544,125	-	544,125	544,125
Amount due to other insurers / re-insurers	10	-	-	-	-	9,873	-	9,873	9,873
Other creditors and accruals	12	-	-	-	-	43,133	-	43,133	43,133
			-	-	-	599,505	-	599,505	599,505
On balance sheet gap			78,050	89,160	167,210	940,994	-	940,994	1,108,204

31 TRANSACTIONS WITH RELATED PARTIES

Related parties comprise of associated companies, entities under common control, entities with common directors, major shareholders and key management personnel of the Company. Transactions with related parties are carried out at arm's length prices determined under arms length. Transactions with related parties including remuneration to key management personnel are as follows:

Nature of Transaction	Related with the Company	(Rupees in ‘000)	
		2017	2016
Loan received from directors			
Javed Yunus	Director	418	1,553
Naveed Yunus	Director	955	1,221
Pervez Yunus	Director	600	650
Maheen Yunus	Director	-	-
Umeed Ansari	Director	-	-
Ahsan Mahmood Alvi	Director	-	-
Loan repaid to directors			
Javed Yunus	Director	240	1,989
Naveed Yunus	Director	79	8,139
Pervez Yunus	Director	600	658
Maheen Yunus	Director	-	779
Purchase of right shares			
East West Life Assurance Co., Ltd.	Associated undertaking	-	1,785
Issue of cash dividend			
East West Life Assurance Co., Ltd	Associated undertaking	-	3
Chief Justice (R) Mian Mahboob Ahmad	Director	-	2
Naved Yunus	Director	-	4,174
Ambreen Naved Yunus	Other related party	-	4,539
Javed Yunus	Director	-	4,363
Rubina Javed Yunus	Other related party	-	2,797
Pervez Yunus	Director	-	4,312
Samina Pervez Yunus	Other related party	-	2,819
Maheen Yunus	Director	-	4,747
Shamaila Maheen Yunus	Other related party	-	3,625
Samad Maheen Yunus	Other related party	-	2,470
Anum Maheen Yunus	Other related party	-	2,545
Umeed Ansari	Director	-	1
Ahsan Mahmood Alvi	Director	-	1
Kazim raza	Director	-	1
Issue of bonus shares			
East West Life Assurance Co., Ltd	Associated undertaking	6	3,400
Chief Justice (R) Mian Mahboob Ahmad	Director	4	2,280
Naved Yunus	Director	7,513	4,174

Nature of Transaction	Related with the Company	(Rupees in '000)	
		2017	2016
Ambreen Naved Yunus	Other related party	8,170	4,539
Javed Yunus	Director	7,853	4,363
Rubina Javed Yunus	Other related party	5,035	2,797
Pervez Yunus	Director	7,762	4,312
Samina Pervez Yunus	Other related party	5,075	2,819
Maheen Yunus	Director	8,544	4,747
Shamaila Maheen Yunus	Other related party	6,525	3,625
Samad Maheen Yunus	Other related party	4,445	2,470
Anum Maheen Yunus	Other related party	4,580	2,545
Umeed Ansari	Director	2	1
Ahsan Mahmood Alvi	Director	1	1
Kazim Raza	Director	1	1
Remuneration Paid			
Naveed Yunus	Director	4,800	4,800
Javed Yunus	Director	3,600	3,600
Pervez Yunus	Director	3,600	3,600
Chief Justice (R) Mian Mahboob Ahmad	Director	195	245
Umeed Ansari	Director	170	130
Ahsan Mahmood Alvi	Director	170	170
Kazim Raza	Director	413	2,340
Shabbir Kanchwala	Key management personnel	2,550	2,400

32 MANAGEMENT OF INSURANCE AND FINANCIAL RISK

The risks involved with financial instruments and the Company's approach to managing such risks are discussed below.

32.1 Insurance risk

The risk under an insurance contract is the possibility that the insured event occurs and the uncertainty of the amount of the resulting claim. By the very nature of an insurance contract, this risk is random and therefore unpredictable. The principal risk that the Company faces under such contracts is that the occurrence of the insured events and the severity of reported claims. The Company's risk profile is improved by diversification of these risks of losses to a large portfolio of contracts as a diversified portfolio is less likely to be affected by an unexpected event in single subset.

The Company principally issues the general insurance cover. Risks under these policies usually cover a twelve month duration. For general insurance contracts the most significant risks arise from fire.

Underwriting limits and retention policies and procedures precisely regulate who is authorized and accountable for concluding insurance and reinsurance contracts and at what conditions. Compliance with these guidelines is regularly checked and developments in the global, regional and local markets are closely observed, reacting where necessary with appropriate measures that are translated without delay into underwriting guidelines if required.

The primary risk control measure in respect of the insurance risk is the transfer of the risks to third parties via reinsurance. The reinsurance business ceded is placed on a proportional and non proportional basis with retention limits varying by lines of business.

Reinsurance is used to manage insurance risk. Although the Company has reinsurance arrangements, it does not, however, discharge the Company's liability as primary insurer and thus a credit risk exposure remains with respect to reinsurance ceded to the extent that any reinsurer may be unable to meet its obligations under such reinsurance arrangements. The Company minimizes such credit risk by entering into reinsurance arrangements with reinsurers having good credit ratings, which are reviewed on a regular basis. The creditworthiness of reinsurers is considered on an annual basis by reviewing their financial strength prior to finalization of any contract.

Claims Development

"The Company maintains adequate reserves in respect of its insurance business in order to protect against adverse future claims experience and developments. The uncertainties about the amount and timing of claim payments are normally resolved within one year.

Claims which involve litigation and, in the case of Marine general average adjustments take longer for the final amounts to be determined which exceed one year. All amounts are presented in gross numbers before reinsurance. Claims of last five years are given below."

	(Rupees in '000)				
	2017	2016	2015	2014	2013
At end of accident year	22,411	20,499	19,899	5,584	1,584
one year later	-	19,939	19,466	5,576	1,490
two year later	-	-	19,439	5,471	1,332
three year later	-	-	-	5,471	1,207
four year later	-	-	-	-	1,207
Current estimate of current claims	22,411	19,939	19,439	5,471	1,207
Cummulative payments to date	-	4,944	9,744	4,259	1,207
Liability recognized in balance sheet	22,411	14,995	9,695	1,212	-

Sensitivity Analysis

The insurance claims provision is sensitive to the above key assumptions. The analysis below is performed for reasonably possible movements in key assumptions with all other assumptions held constant showing the impact on liabilities and revenue account.

December 31, 2017

	Change in claims assumption	Impact on gross liabilities	Impact on revenue account
Current claims	+10%	96,727	(96,727)
	-10%	(96,727)	96,727

32.2 Reinsurance risk

Rating	Amount due from reinsurers	Reinsurance recoveries against outstanding claims	Other reinsurance assets
A or above (including PRCL)	70,741	540,028	426,632
BBB and others	-	-	-

32.3 Credit risk

Credit risk is the risk that the counter party to a financial instrument will cause a financial loss for the Company by failing to discharge an obligation. The Company's policy is to enter into financial contracts with reputable counter parties in accordance with the internal guidelines and regulatory requirements.

Exposure to credit risk

The maximum exposure to credit risk before any credit enhancements as at December 31, 2017 is the carrying amount of the financial assets as set out below:

	2017	2016
Nature of financial assets		
Cash and bank deposits	87,515	69,663
Term finance certificate	-	7,289
Premiums due but unpaid	94,486	108,605
Amounts due from other insurers/reinsurers	70,741	61,470
Reinsurance recoveries against outstanding claims	540,028	394,593
Advances, deposits and receivables	38,073	57,703
Others	254	-
Accrued investment income	2,481	1,884
	<u>833,638</u>	<u>701,207</u>

Concentration of Credit Risk

Concentration of risks arise when a number of financial instruments or contracts are entered into with the same counterparty, or where a number of counterparties are engaged in similar business activities, or activities in the same geographic region, or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions. The Company's portfolio of financial assets is broadly diversified and transactions are entered into with diverse credit worthy counterparties thereby mitigating any significant concentration of credit risk. Provision for impairment is made for doubtful receivables according to the Company's policy. The remaining past due balances were not impaired as they relate to a number of policy holders and other insurers / reinsurers for whom there is no history of default. The credit quality of the banks with which Company has balances including TDR's can be assessed with reference to external credit ratings as follows:

(Rupees in '000)

Name of banks	Rating		Rating agency	2017	2016
	Short term	Long term			
Allied Bank of Pakistan	A1+	AA+	PACRA	74	709
Askari Bank Limited	A1+	AA+	PACRA	9	30
Al Baraka Bank (Pakistan) Ltd	A1	A	PACRA	4	5
Bank Alfalah Limited	A1+	AA+	PACRA	3	2
The Bank of Punjab	A1+	AA	PACRA	116	273
Dubai Islamic Bank	A-1	A-	JCR-VIS	29	4
Faysal Bank Limited	A1+	AA	PACRA	2,009	3,458
Habib Metropolitan Bank	A1+	AA+	PACRA	124	43
Habib Bank Limited	A-1+	AAA	JCR-VIS	3	1
MCB Bank Limited	A1+	AAA	PACRA	4	3
National Bank of Pakistan	A1+	AAA	PACRA	2	94
Soneri Bank Limited	A1+	AA-	PACRA	1,003	1,712
Summit Bank Limited	A-1	A-	JCR-VIS	4,629	4,138
Sindh Bank Limited	A-1+	AA	JCR-VIS	1	1
United Bank Limited	A-1+	AAA	JCR-VIS	120	471
The Punjab Provincial Bank	-	-	-	6	78
JS Bank Limited	A1+	AA-	PACRA	387	44
MCB Bank Limited (Formerly NIB Bank Ltd.)	A1+	AA-	PACRA	8	8
The Karakoram Cooperative Bank	-	-	-	1,342	579
Zari Taraqati Bank Limited	-	-	-	5,016	-
				14,889	11,653

Name of Banks

Term deposit certificates	Rating		Rating agency	2017	2016
	Short term	Long term			
JS Bank Limited	A1+	AA-	PACRA	1,000	1,000
Summit Bank Limited	A-1	A-	JCR-VIS	41,450	50,150
Dubai Islamic Bank	A-1	A-	JCR-VIS	20,000	-
MCB Bank Limited	A1+	AAA	PACRA	2,050	550
Faysal Bank Limited	A1+	AA	PACRA	5,000	2,500
The Karakoram Cooperative Bank	-	-	-	5,800	3,800
Habib Metropolitan Bank	A1+	AA+	PACRA	530	-
				75,830	58,000

32.4 Impaired assets

The impairment provision is written-off when the Company expects that it cannot recover the balance due. During the year, receivables of Rs. Nil (2016: 217,693) were impaired and provided for. The movement in provision for doubtful debts account is shown in note 18.1.

32.5 Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting its financial obligations as they fall due. Liquidity risk arises because of the possibility that the Company could be required to pay its liabilities earlier than expected or difficulty in raising funds to meet commitments associated with financial liabilities as they fall due. The Company's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stress conditions, without incurring unacceptable losses or risking damage to the Company's reputation. In the case of the Company, the liquidity level remained on satisfactory level during the year and Company did not face any difficulty in generation of liquidity.

The following are the contractual maturities of financial liabilities including estimated interest payments on an undiscounted cashflow basis:

		(Rupees in '000)			
		2017			
	Carrying amount	Contractual cash flows	Six months or less	Six to twelve months	Over one year
Non-derivative Financial liabilities					
Creditors and accruals	52,159	52,159	27,409	4,006	20,744
Provision for outstanding claim (including IBNR)	660,415	660,415	103,235	328,806	228,373
Due to directors	5,777	5,777	3,973	1,750	55
	718,351	718,351	134,617	334,562	249,172
		2016			
	Carrying amount	Contractual cash flows	Six months or less	Six to twelve months	Over one year
Non-derivative Financial liabilities					
Creditors and accruals	43,133	43,133	22,467	3,589	17,077
Provision for outstanding claim (including IBNR)	544,125	544,125	339,700	50,723	153,702
Due to directors	2,374	2,374	1,961	101	312
	589,632	589,632	364,128	54,413	171,091

32.6 Market risk

The risk that fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices of securities due to a change in credit rating of the issuer or the instrument, change in market sentiments, speculative activities, supply and demand of securities and liquidity in the market.

Market risk is the risk that the fair value or future cash flows of financial instruments will fluctuate due to changes in market variables such as interest rates, foreign exchange rates and equity prices. The Company manages the market risk by monitoring exposure on related securities by following internal risk management policies.

Primarily, the Company's equity investments are exposed to market risk. Market risk is limited by diversification of the portfolio and active monitoring of capital markets.

The table below summarizes the Company's equity price risk as of December 31, 2017 and 2016 and shows the effects of a hypothetical 10% increase and a 10% decrease in market prices as at the year end. The selected hypothetical change does not reflect what could be considered to be the best or worst case scenarios. Indeed, results could be worse in Company's equity investment portfolio because of the nature of equity markets.



(Rupees in '000)

	Fair value	Hypothetical price change	Estimated fair value after hypothetical change in price	Hypothetical increase / (decrease) in shareholder's equity*	Hypothetical increase / (decrease) in profit / (loss) before tax*
December 31, 2017	768,902	10% increase 10% decrease	845,792 692,012	53,054 (53,054)	76,890 (76,890)
December 31, 2016	898,962	10% increase 10% decrease	988,858 809,066	62,028 (62,028)	89,896 (89,896)

* As per requirements of S.R.O. 938 issued by the SECP, available for sale equities are stated at lower of cost or market value . Therefore change in market value does not affect shareholders' equity and profit and loss account.

The Company's policy is to manage price risk through diversification and selection of financial instruments within specified limits.

32.7 Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Majority of the interest rate exposure arises from TDRs and PIB's. At the balance sheet date, the interest rate profile of the Company's interest - bearing financial instruments is:

	Carrying amount	
	2017	2016
Fixed rate instruments		
Financial assets	180,450	51,872
Financial liabilities	-	-
Variable rate instruments		
Financial assets	50,282	115,339
Financial Liabilities	-	-

Sensitivity analysis for fixed rate instruments

The Company does not account for any fixed rate financial assets and liabilities at fair value through profit and loss. Therefore, a change in interest rates at reporting date would not affect profit and loss account.

Sensitivity analysis for variable rate instruments

An increase of 100 basis points in interest rates would have increased the profit and loss by the amounts shown below. Reduction in interest rates by 100 basis points would have a vice versa impact. This analysis assumes that all variables remain constant. The analysis is performed on the same basis for the comparative period.

	Profit before tax		Total Equity	
	100 bp increase	100 bp decrease	100 bp increase	100 bp decrease
	Rupees '000			
As at Decemr 31, 2017				
Sensitivity	503	(503)	347	(347)
As at December 31, 2016				
Sensitivity	1,153	(1,153)	796	(796)

Above sensitivities are calculated on the assumption that all factors remain constant except interest rates and resulting variation in fair values of the investments and impact on the profit and loss.

The Company monitors the interest rate environment on a regular basis and alters the portfolio mix of fixed and floating rate securities.

The Company's policy requires the management to manage this risk by measuring the mismatch of the interest rate sensitivity gap of financial assets and liabilities and calculating the average duration of the portfolio of fixed interest securities.

The average effective duration of the Company's portfolio is a measure of the sensitivity of the fair value of the Company's fixed interest securities to changes in market interest rates.

The Company's policy refrains from holding interest bearing instruments that induce the average effective duration of the fixed interest portfolio to pass the benchmark of the average duration.

32.8 Foreign currency risk

Foreign currency risk is the risk that the fair value or future cash flows of financial instruments will fluctuate because of changes in foreign exchange rates. The Company, at present is not materially exposed to currency risk as majority of the transactions are carried out in Pakistani rupees.

33. CAPITAL MANAGEMENT

The objectives, policies and processes for managing capital of the Company are as follows:

- To be an appropriately capitalized institution, as defined by regulatory authorities and comparable to the peers;
- Maintain strong rating and to protect the Company against unexpected events;
- Availability of adequate capital at reasonable cost so as to enable the Company to expand; and
- Achieve low cost of capital with appropriate mix of capital elements.

34. FAIR VALUE MEASUREMENT

IFRS 13 defines fair value as an exist price. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

Level 1: Fair value measurements using quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2: Valuation techniques for which the lowest level input for which the fair value measurement is directly or indirectly observable.

Level 3: Valuation techniques for which the lowest level input for which the fair value measurement is unobservable.

Carrying amount of assets measured under historical cost convention approximate their fair value. Further, fair value of certain assets measured under present value convention is not determinable. Hierarchy of fair value levels is disclosed as under:

	(Rupees in '000)		
	2017		
	Fair value measurement using Level 1	Level 2	Level 3
Fair value - amounts for disclosure purposes			
- Investment properties	-	204,290	-
- Investment - available for sale	163,899	179,325	-
	163,899	383,615	-
Fair value - amounts for accounting purpose			
- Investment - held for trading	768,902	-	-

	2016		
	Fair value measurement using Level 1	Level 2	Level 3
Fair value - amounts for disclosure purposes			
- Investment properties	-	174,290	-
- Investment - available for sale	114,829	-	-
	114,829	174,290	-
Fair value - amounts for accounting purpose			
- Investment - held for trading	898,962	-	-

35 SEGMENT REPORTING

Each class of business has been identified as reportable segment. Class of business wise revenue and results have been disclosed in the profit and loss account prepared in accordance with the requirements of the Insurance Ordinance, 2000 and the SEC (Insurance) Rules, 2002. The following is a schedule of class of business wise assets and liabilities:

	(Rupees in '000)									
	Fire and Property Damage		Marine Aviation and Transport		Motor		Miscellaneous		Total	
	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016
Underwriting result	101,852	85,182	47,590	36,913	38,212	38,182	40,743	20,981	228,397	181,258
Segment assets	485,156	395,081	174,793	142,442	178,194	136,758	557,826	469,777	1,395,969	1,144,058
Unallocated corporate assets									1,297,796	1,191,727
Total assets									2,693,765	2,335,785
Segment liabilities	525,453	417,900	189,311	150,669	192,995	144,657	604,159	496,911	1,511,918	1,210,137
Unallocated corporate liabilities									131,565	143,948
Total liabilities									1,643,483	1,354,085
Capital expenditure	3,263	7,035	1,277	2,760	1,160	2,500	3,647	8,340	9,347	20,635
Depreciation and amortization	4,957	5,030	1,786	1,813	1,821	1,741	5,700	5,981	14,264	14,565

	Note	2017	2016 (Restated)
36 EARNINGS PER SHARE			
Net profit after tax for the year		68,581	282,147
		Number of Shares	
Weighted average number of ordinary shares outstanding		60,978,196	60,978,196
Basic and diluted earning per share (Rupees)	36.1	1.12	4.63
36.1	There is no dilution effect on the basic earnings per share as the Company has no convertible dilutive potential ordinary shares outstanding on year end, consequently reported basic earnings per share is also diluted earning per share. The corresponding earnings per share has been adjusted on account of issuance of bonus shares.		
37 NUMBER OF EMPLOYEES			
Number of employees at the end of the year		129	126
Average number of employees		127	124

38 DATE OF AUTHORIZATION FOR ISSUE

These financial statements were authorized for issue on March 21, 2018 by the Board of Directors of the Company.

39 GENERAL

- i) Figures have been rounded off to the nearest Pak rupee unless otherwise stated.
- ii) Corresponding figures have been re-arranged and re-classified, where ever necessary for the purpose of comparison, the effect of which is not material.



Chairman



Managing Director &
Chief Executive Officer



Director



Director



Chief Financial Officer

Karachi Dated : 21st March, 2018

PATTERN OF SHARE HOLDINGS

HELD BY THE SHAREHOLDERS OF
EAST WEST INSURANCE COMPANY LIMITED
AS AT DECEMBER 31, 2017

No. of Shareholders	Shareholding Range		Shareholdings	Percentage
	From	To		
14	1	100	1,096	0.0018
175	101	200	24,864	0.0408
3	201	800	1,221	0.0020
5	1,001	3,000	9,721	0.0159
2	3,001	9,000	12,319	0.0202
1	10,001	11,000	10,800	0.0177
4	11,001	12,000	46,563	0.0764
3	12,001	13,000	36,612	0.0600
5	13,001	14,000	67,856	0.1113
2	14,001	15,000	28,700	0.0471
3	15,001	17,000	48,780	0.0800
4	17,001	18,000	70,058	0.1149
1	18,001	19,000	18,528	0.0304
1	20,001	21,000	20,310	0.0333
4	21,001	25,000	98,559	0.1616
1	25,001	26,000	25,116	0.0412
3	26,001	28,000	82,513	0.1353
1	28,001	29,000	28,891	0.0474
1	29,001	30,000	29,690	0.0487
1	31,001	32,000	31,058	0.0509
1	32,001	34,000	33,784	0.0554
1	34,001	35,000	34,416	0.0564
2	35,001	36,000	71,426	0.1171
1	73,001	74,000	73,973	0.1213
1	99,001	100,000	990,464	1.6243
1	1,100,001	1,190,000	1,188,459	1.9490
2	2,000,001	2,500,000	4,464,439	7.3214
2	2,600,001	2,800,000	5,415,464	8.8810
2	2,900,001	3,000,000	5,844,602	9.5847
4	3,000,001	4,000,000	13,594,339	22.2938
5	4,000,001	5,000,000	23,447,338	38.4520
1	5,000,001	5,200,000	5,126,237	8.4067
257			60,978,196	100.0000

Categories of Shareholders	Number	Share Held	Percentage
CEO, Directors and their spouses and minor children	14	39,306,241	64.4595
Joint Stock Companies, Insurance Companies, Investment Companies & Modaraba	1	3,673	0.0060
Individual	242	21,668,282	35.5345
Total	257	60,978,196	100.0000

Information as required under the Code of Corporate Governance

Categories of Shareholders	Shareholders	Share Held	Percentage
<u>Associated Company</u>			
M/s. East West Life Assurance Co., Ltd.	1	3,673	0.0060
<u>CEO, Directors, their Spouses and Minor Children</u>			
Chief Justice (R) Mian Mahboob Ahmed	1	2,466	0.0040
Javed Yunus	1	4,711,712	7.7269
Pervez Yunus	1	4,657,261	7.6376
Naved Yunus	1	4,507,958	7.3927
Maheen Yunus	1	5,126,237	8.4067
Umeed Ansari	1	918	0.0015
Ahsan Mahmood Alvi	1	834	0.0014
Mirza Kazim Raza	1	758	0.0012
Ambreen N. Yunus	1	4,901,959	8.0389
Rubina J. Yunus	1	3,021,000	4.9542
Samina P. Yunus	1	3,044,950	4.9935
Shamaila M. Yunus	1	3,914,724	6.4199
Samad M. Yunus	1	2,667,218	4.3741
Anum M. Yunus	1	2,748,246	4.5069
Individual	242	21,668,282	35.5345
Total	257	60,978,196	100.0000

FORM OF PROXY



35th Annual General Meeting

I/We _____
of _____
in the district of _____
being a member of EAST WEST INSURANCE COMPANY LIMITED, hereby appoint:

_____ another member of the Company, as my/our proxy in my/our absence to attend and vote for me/us and on my/our behalf at the Thirty Fifth Annual General Meeting of the Company to be held on Tuesday April 24, 2018 at 10:30 a.m. at the Registered Office of the Company at 27, Regal Plaza, Jinnah Road, Quetta and at any adjournment thereof.

Witness:

1. Signature _____
Name _____
Address _____
CNIC or passport No. _____

Please
affix rupee five
revenue stamp

2. Signature _____
Name _____
Address _____
CNIC or passport No. _____

Signature of Member

Please quote folio number

IMPORTANT : This instrument appointing a proxy, duly completed, must received at the Company's Share Registrar, THK Associates (Pvt) Limited, 1st Floor, 40-C, Block-6, P.E.C.H.S., Karachi, not later than 48 hours before the time of holding the meeting.

پراکسی فارم

۳۵ واں سالانہ عام اجلاس

پراکسی فارم

میں/ ہم _____

ساکن _____

بحیثیت ممبر ایسٹ ویسٹ انشورنس کمپنی لمیٹڈ بذریعہ ہذا مسمی:

ساکن _____

کو یا انکی عدم دستیابی کی صورت میں مسمی

ساکن _____

کوائپی/ہماری جانب سے پراکسی مقرر کر رہا/رہی ہوں تاکہ وہ ہفتہ ۲۴ اپریل ۲۰۱۸ بوقت ۱۰:۳۰ بجے صبح منعقد ہونے والے ۳۵ واں سالانہ اجلاس عام یا اس کے کسی بھی التواء میں میری / ہماری جگہ شرکت کرے اور ووٹ ڈالے۔ کمپنی رجسٹرڈ آفس ۲۷، ریگل پلازہ، جناح روڈ، کوئٹہ

1. گواہ:

دستخط

نام

پتہ

ریونیو اسٹیمپ

کمپیوٹرائزڈ قومی شناختی کارڈ یا پاسپورٹ نمبر _____

2. گواہ:

دستخط

نام

پتہ

کمپیوٹرائزڈ قومی شناختی کارڈ یا پاسپورٹ نمبر _____

اراکین کے دستخط

براہ مہربانی فولیو نمبر کا حوالہ

اہم نوٹ:

پراکسی کا یہ فارم جو ہر طرح سے مکمل ہو، لازماً کمپنی کے رجسٹرڈ آفس واقع THK ایسوسی ایٹ (پرائیویٹ) لمیٹڈ، پہلی منزل، ۴۰-سی، بلاک ۶، پی۔ای۔سی۔ایچ۔ ایس کراچی میں اجلاس کے طے شدہ وقت سے کم از کم ۴۸ گھنٹے قبل جمع کرادیا جائے۔

ڈائریکٹرز جو میٹنگ میں حاضر نہیں ہو سکے رعایت دی جا چکی ہے۔

Auditors

BDO آڈیٹرز ابراہیم اینڈ کمپنی چارٹرڈ اکاؤنٹنٹ ریٹائرڈ ہونے کے بعد انھوں نے دوبارہ اپونمنٹ حاصل کرنے کے لیے پیشکش کی ہے۔ بیرونی Auditor چارٹرڈ اکاؤنٹنٹ ICAP کی جاری کردہ Rating کے معیار پر پورے اترتے ہیں۔ آڈٹ کمیٹی کی تجویز پر بورڈ آف ڈائریکٹرز نے BDO ابراہیم اینڈ کمپنی چارٹرڈ اکاؤنٹنٹ کی تقرری کے لیے بمعہ فیس جو کہ باہمی منظوری کے ساتھ طے ہوگی سال 2018 کے لیے سفارش کی گئی ہے۔

تعریف اور تسلیم

ہم اپنے قابل قدر گاہکوں اور حصص داروں کے ان کے مسلسل تعاون اور اعتماد کے شکر گزار ہیں جس کے سبب قابل تجدید طور پر اپنی مارکیٹ کی رائی کو بڑھانے کے قابل بنے ہیں۔ ہم اپنی ذمہ داریاں انجام دینے میں قیمتی تعاون کے لئے اپنے بروکرز اور Re-insurers کے بھی شکر گزار ہیں۔

ہم سیکیورٹی ایکشن کمیشن آف پاکستان کے انشورنس ڈیویژن کے تعاون اور پیشاوارانہ حمایت کے لیے ان کے شکر گزار ہیں۔ آخر میں، ہم کمپنی کے مطلوب اہداف اور مقاصد کو حاصل کرنے اور سال 2018 میں ان کی مسلسل حمایت کے لئے اپنے مارکیٹنگ ٹیموں، مارکیٹنگ کے عملے، افسران اور عملے کے ارکان کی توجہ اور محنت کو بھی تسلیم کرتے ہیں۔

بورڈ آف ڈائریکٹرز کی جانب سے۔

نوید یونس

مینجنگ ڈائریکٹر

چیف ایکزیکیوٹو

کراچی

21 مارچ 2018

جی) کارپوریٹ گورننس کے بہترین طریقہ کار سے جیسا کہ لسٹنگ ریگولیشنز میں درج ہے کوئی قابل اثر اندازی انحراف نہیں کیا گیا۔

ایچ) گزشتہ چھ سال کے لیے نمایاں آپریٹنگ اور فنانشل اعداد و شمار منسلک ہیں۔

آئی) پراویڈنٹ فنڈ کی سرمایہ کاری کی مالیت 31 دسمبر 2017 کے مطابق تقریباً 30 ملین ہے۔

جے) کمپنی میں 31 دسمبر 2017 کو شیئر ہولڈنگ کی جو صورتحال تھی اس کا اسٹیٹمنٹ رپورٹ میں شامل ہے۔

بورڈ اور کمیٹی ممبرز	بورڈ میٹنگ	آڈٹ کمیٹی	انویسٹمنٹ کمیٹی	ہیومن ریسورسز کمیٹی
منتقد ہونے والے اجلاسوں کی تعداد	06	04	12	04
چیف جسٹس (ر) میاں محبوب احمد	03	-	-	-
نوید یونس	05	-	12	-
جاوید یونس	06	04	-	-
پرویز یونس	05	-	-	-
ماہین یونس	03	-	-	-
امید انصاری	06	04	10	04
احسن محمود علوی	06	04	12	04
انجینئر کاظم رضا	04	02	-	-
شبیر علی کانچ والا	-	-	12	04
جوہری لعل	-	04	-	-
عادل حسین	-	-	-	04
محمد سعید احمد	-	-	12	-

رسک مینجمنٹ اور کمپلائنس کمیٹی

رسک مینجمنٹ اور کمپلائنس کمیٹی کمپنی کے رسک مینجمنٹ فنکشن (خطرات کے بندوبست) کے امور کی سرگرمیوں کی نگرانی کرتی ہے اور بورڈ کو خطرات کے بندوبست کے امور کے دائرے کے اندر آنے والے ممکنہ خطرات سے نمٹنے کے موزوں سفارشات پیش کرتی ہے۔

PKR in '000	مختص رقوم اور منافع منقسمہ
88,795	منافع ٹیکس سے پہلے
(20,214)	منہا ٹیکسیشن
68,581	سال کا منافع
273,549	شروع سال کا بیلنس
(101,630)	بونس شیئر اجراء 20%
240,500	سال کا بچا ہوا بیلنس

کارپوریٹ اور فنانسینشل رپورٹنگ فریم ورک

(اے) کمپنی کی انتظامیہ کی جانب سے تیار کردہ مالیاتی اسٹیٹمنٹ کی تمام معلومات کو صاف شفاف انداز میں واضح کرنے کے ساتھ اس کے آپریشنز کے نتائج، نقد کی آمد و رفت اور ایکویٹی میں تبدیلیاں شامل ہیں۔

(بی) اکاؤنٹس کی کتابیں کمپنی کی جانب سے قواعد و ضوابط کے مطابق تیار کی گئی ہیں۔

(سی) موزوں اکاؤنٹنگ پالیسیز پر مالیاتی اسٹیٹمنٹ اور اکاؤنٹنگ تخمینہ جات کی تیاری کے لئے مستقل اپنائی جاتی ہیں جو موزوں اور محتاط اندازوں پر منحصر ہوتی ہے۔

(ڈی) انٹرنیشنل فنانسینشل رپورٹنگ اسٹینڈرڈز (IFRS) پر، جیسا کہ پاکستان میں نافذ العمل ہے، مالیاتی اسٹیٹمنٹ کی تیاری کی جاتی ہے اور کہیں اس سے انحراف کیا گیا ہو تو اس کو واضح طور پر ظاہر کر دیا جاتا ہے۔

(ای) داخلی کنٹرول کا نظام مستحکم طور پر ترتیب دیا گیا ہے اور موثر طور پر عملدرآمد کے ساتھ اس کی نگرانی بھی کی جاتی ہے۔

(ایف) کمپنی کی اس صلاحیت پر کسی قسم کے شکوک و شبہات نہیں کہ یہ چلتے رہنے والا ادارہ ہے۔

کلیمر سیٹلمنٹ کمیٹی

یہ کمیٹی کمپنی کے کلیمر کو نمٹانے کی پالیسی تشکیل دیتی ہے۔ یہ کمپنی کے کلیمر کی پوزیشن پر نگاہ رکھنے کے ساتھ اس امر کو یقینی بناتی ہے کہ کلیمر کے لیے مناسب ریز روز موجود ہوں۔ خاص نوعیت کے کلیمر کے کیسز یا ایسے واقعات جن کی بدولت کلیمر کا ایک مخصوص سلسلہ شروع ہو جانے پر خصوصی توجہ دی جاتی ہے، اسے دیکھنا بھی اس کمیٹی کی ذمہ داری ہے۔ کلیمر سیٹلمنٹ کمیٹی ان حالات کا بھی تعین کرتی ہے۔ جس کے تحت کلیمر کا تنازع اس کے علم میں لایا گیا ہو اور فیصلہ کرتی ہے کہ ایسے کلیمر کے تنازعات سے کس طرح نمٹا جائے۔ دھوکے پر مبنی کلیمر کے کیسز سے نمٹنے کے لیے بھی اقدامات کی نگرانی کرتی ہے۔ کمیٹی کمپنی کے لیے قائم شدہ گریوانس فنکشن (Grievance Function) کی نگرانی بھی کرتی ہے۔

ری انشورنس اور کو انشورنس کمیٹی

یہ کمیٹی اس امر کو یقینی بناتی ہے کہ کمپنی کے انشورنس کاروبار کے لیے ری انشورنس کے لیے مناسب انتظامات کیے گئے ہیں۔ یہ مجوزہ ری انشورنس کے معاہدوں سے قبل ان کا تنقیدی نگاہ سے مشاہدہ کرتی ہے، وقتاً فوقتاً کئے جانے والے انتظامات کا جائزہ لیتی رہتی ہے اور شرکت کرنے والے ری انشوررز سے اتفاق رائے حاصل کرنے کی ذمہ دار ہوتی ہے اس کے علاوہ مارکیٹ کے اتار چڑھاؤ کی روشنی میں ان انتظامات کے لیے موزوں ترین اقدامات کرتی ہے۔ علاوہ ازیں مستقبل کے حوالے سے ری انشورنس پروگرام کے موثر ہونے کی جانچ بھی کرتی ہے۔

انویسٹمنٹ کمیٹی

آپ کی کمپنی کا پورٹ فولیو اور اُس کی سُر و بچن تعلیم یافتہ ہاتھوں میں ہے۔ حالات کے مد نظر آپ کی کمپنی کی Investment پالیسی کیش حاصل کرنے کے لیے ہے۔ جس کے پاس اپنا فاند Fund موجود ہے جو کہ عین وقت پر کلیم ادا کرنے کے لیے مناسب ہے۔

کمپنی کے پاس بورڈ کی سطح کی ایک انویسٹمنٹ کمیٹی ہے جو کہ انویسٹمنٹ پورٹ فولیو کا جائزہ لینے کے لیے سہ ماہی بنیاد پر اجلاس بلاتی ہے۔ کمیٹی کمپنی کے لیے سرمایہ کاری کی پالیسی تیار کرنے کی بھی ذمہ دار ہے۔

ضابطہ اخلاق، ہیومن ریسورس اور ریمو نیویشن کمیٹی

بورڈ نے اخلاقیات، انسانی وسائل اور ریمو نیویشن کمیٹی تشکیل دی ہے جو کمپنی کے انسانی وسائل مینجمنٹ کی پالیسیوں میں متعارف کرانے اور کمپنی کے اہم افسران کے انتخاب، تشخیص اور معاوضہ میں تعارف اور تبدیلیوں کے بارے میں بورڈ کو تجویز دیتی ہے۔

انتظامی کمیٹیز

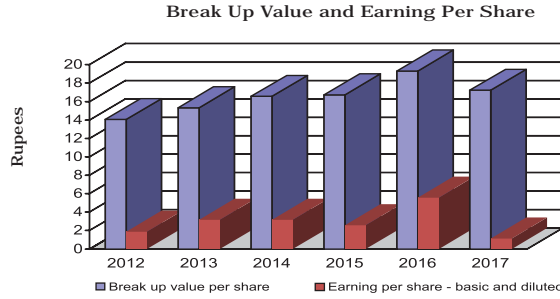
اس کے علاوہ کمپنی کی چار انتظامی کمیٹیاں بھی ہیں جو ہر تین ماہ کے بعد میٹنگ کرتی ہیں۔

انڈر رائٹنگ کمیٹی

انڈر رائٹنگ کمیٹی آپ کی کمپنی کی انڈر رائٹنگ پالیسی تشکیل دیتی ہے۔ یہ انشورنس میں ممکنہ طور پر پیش آنے والے مختلف اقسام کے خطرات کا جائزہ لیتی ہے، اس کے لیے معیار کا تعین کرتی ہے اور مختلف انشورنس کورز کی پریمیئم پالیسی طے کرتی ہے۔ کمپنی باقاعدگی سے کمپنی کی انڈر رائٹنگ اور پریمیئم پالیسیوں کا جائزہ، متعلقہ عناصر مثلاً کاروباری پورٹ فولیو اور مارکیٹ میں ہونے والی تبدیلیوں کو مد نظر رکھتے ہوئے لیتی ہے۔

فی حصص آمدنی:-

فی حصص آمدنی Rs.1.12 ریکارڈ کی گئی ہے۔



کارپوریٹ گورنمنٹ کوڈ کے تعمیل:-

ریگولیٹری حکام کی طرف سے مقرر کارپوریٹ گورننس کے کوڈ کی ضروریات کو صحیح طریقے سے عمل کیا گیا ہے۔ اس رپورٹ میں اس مفہوم کا بیان شامل ہے۔

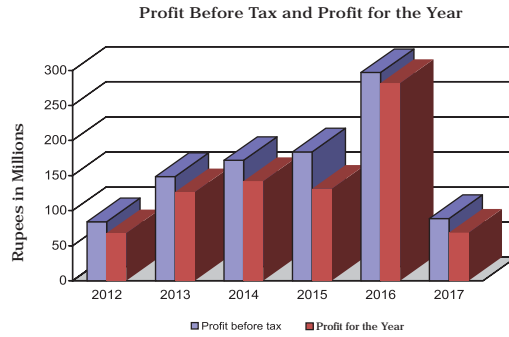
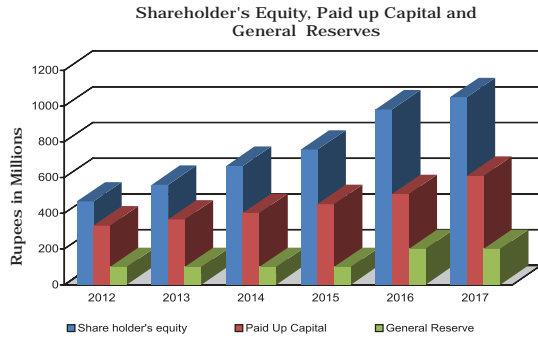
بورڈ کمیٹیز

کمپنی کی مندرجہ ذیل چار بورڈ کمیٹیز ہیں۔

آڈٹ کمیٹیز

داخلی کنٹرول کے ایک مستحکم نظام کے موثر نفاذ بمشور کنٹرول کے تمام طریقہ کار پر عمل درآمد کی ذمہ داری بورڈ کی ہے۔ آڈٹ کمیٹی کو انتظامیہ کنٹرول کی موزونیت کے جائزے اور ممکنہ خطرات پر نظر رکھنے اور ان کو سنبھالنے میں انٹرل آڈیٹر کی معاونت حاصل ہے تاکہ کمپنی کی وقعت میں اضافہ ہو اور کمپنی کے آپریشنز غیر جانبدار اور معروضی یقین دہانی میسر رہے انٹرل آڈیٹر کی بنیادی ذمہ داری وقتاً فوقتاً آپریشنل کنٹرولز کی موزونیت آڈٹ کرنا پالیسیز اور طریقہ کار کا تواتر سے نفاذ جانچتے رہنا، قوانین اور ریگولیشنز سے مطابقت کو برقرار رکھتے رہنا ہے۔

سال 2017 میں 20% بونس شیئرز پیش کئے ہیں۔ جس سے سرمایہ بڑھ کر 609.787 ملین تک پہنچ گیا ہے۔ آپ کو یہ جان کر خوشی ہوگی کہ کمپنی نے انتہائی کامیابی سے سرمایہ استعمال کیا جو کہ پرائیوٹ سیکٹر میں Gross پریمیم کے سرمائے میں اچھے تناسب سے ثابت ہوتا ہے جس سے شیئر ہولڈر ایکویٹی بڑھ گئی ہے۔



سرمایہ کاری اور سرمایہ کاری کا کام:-

آپ کی کمپنی کا سرمایہ کاری کے شعبے کو قابل عمل کارکنوں کی نگرانی کے تحت فعال رکھا جاتا ہے۔ آپ کی کمپنی کا سرمایہ کاری فلسفہ، بیمہ کی معاوضہ میں غیر ضروری تاخیر کے بغیر دعویٰ کی ذمہ داریوں کو پورا کرنے کے لئے اضافی فنڈز کے قابل اعتماد سرمایہ کاری کی حمایت کے ساتھ مضبوط نقد وسائل پر مبنی ہے۔

31 دسمبر 2017 کو نقد اور سرمایہ کاری کی طرف سے نمائندگی کے تحت اثاثہ جات 1.202 بلین ڈالر میں موجود تھے۔ سرمایہ کاری کے آمدنی کے بارے میں سال 2017 سماجی اقتصادی اور سیاسی بحران کے تحت رہا ہے۔ لہذا تقریباً تمام کمپنیوں کے لئے ایک بُرا سال ثابت ہوا۔

مساوات پرواپسی:-

رواں مالی سال میں مساوات پرواپسی 7% فیصد حاصل کی ہے۔

لائسٹ اسٹاک بھی پاکستان کی زرعی صنعت کا اہم حصہ ہے اور پاکستان کی دیہی معیشت میں ایک اہم کردار ادا کرتا ہے۔ ملک میں جانوروں کی پیداوار تیزی سے بڑھ رہی ہے چونکہ ہماری آبادی میں بڑھتے ہوئے اضافے کے ساتھ اس کی طلب بھی بڑھ رہی ہے۔ ایسٹ ویسٹ انشورنس کمپنی لائسٹ اسٹاک انشورنس کا آغاز شامل ہونے پر فخر محسوس کرتی ہے اور اس شعبے میں قابل قدر تجربے کے ساتھ معروف انشورنس کمپنیوں میں سے ایک ہے۔ کمپنی انشورنس کے ذریعہ ہر طرح کی سہولیات مہیا کرتی ہے جیسا کہ جانوروں میں حادثاتی یا بیماری کی وجہ سے ہونے والے نقصانات، جلنے کے سبب، سانپ کے کاٹنے سے یا زچگی سے ہونے والے نقصانات۔

کریڈٹ کی شرح:-

کمپنی "A+" IFS-Rating کو پچھلے دو سالوں سے برقرار رکھے ہوئی ہے۔ PACRA کی نظر میں ہمارے مستحکم مقام کے ذریعہ ہم درجہ بندی میں مزید ترقی (بہتری) کی امید رکھتے ہیں۔ آپ کو یہ جان کر خوشی ہوگی کہ سب سے زیادہ عوامل بہتر درجہ بندی کی حمایت کر رہے ہیں اور اس کی بنیاد پر ہم پُر امید ہیں کہ PACRA درجہ بندی میں بہتری کے لئے غور کرے گا۔

دوبارہ بیمہ کے انتظامات:-

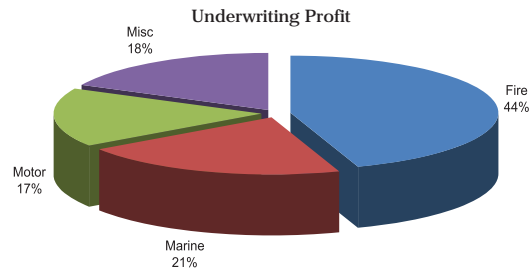
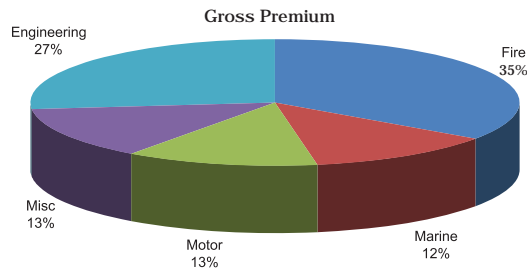
2013 کے بعد اپنے اکاؤنٹ پر مناسب معاہدے برقرار رکھتے ہوئے Non Propotional Treaty کو برقرار رکھا ہے۔ جس کا نتیجہ Reinsurer کے لئے بہت مثبت ثابت ہوا ہے کیونکہ بہت سے نقصانات ہمارے اپنے اکاؤنٹ پر رہے ماسوائے 2016 کے دو بہت بڑے نقصانات جو کہ XOL میں ظاہر کرنا ہمارے معاہدہ میں شامل ہے۔ ہماری کارکردگی کے مد نظر ہم کامیابی سے معاہدے سال 2018 کے لئے کر چکے ہیں جو کہ A.rated کمپنیوں کی سربراہی میں ہے۔

ایکویٹی، Solvency اور حصص دار کا فنڈ:-

کمپنی کی جانب سے حصص دار کا کیپٹل 31 دسمبر 2017 میں 1,050.28 ملین پر آ پہنچا ہے۔ اگرچہ ہمارے پاس کافی سرمایہ موجود ہے جو SECP کے حساب سے کافی ہے۔ اس کے باوجود کمپنی نے حالیہ

مختلف حادثات کا انشورنس / بیمہ :-

ملکی حالات اور لاء اینڈ آرڈر کی بہتر صورت حال اور بین القوامی شہروں کے حالات کے نتیجے میں انشورنس کی ڈیمانڈ زیادہ ہو گئی ہے، جس کا نتیجہ یہ ہے کہ لوگ مختلف خطرات اور وجوہات کو دیکھتے ہوئے انشورنس کراتے ہیں۔ بشمول شخصی حادثات، ہاؤس ہولڈ انشورنس، چوری چکاری سے عوام کے تحفظ کی انشورنس اور کیش کی حفاظت کے لئے بھی انشورنس کراتے ہیں۔ سال 2017 میں ہم نے اس میں 143.26 ملین پریمیم حاصل کیا ہے۔



سفری اور صحت کا بیمہ :-

ایسٹ ویسٹ انشورنس کمپنی سفر اور صحت کے انشورنس بھی کرتی ہے۔ جن کے آفسر اسلام آباد اور رینجیل آفس کراچی ساؤتھ میں واقع ہیں۔ بہت سارے ہسپتال کے پینل کے سبب انشورنس بڑھ رہا ہے۔ اس کے علاوہ ہم سفر کرنے والوں کو جٹکوں ویزے کے حصول کے لئے انشورنس درکار ہوتا ہے، انشورنس فراہم کرتے ہیں۔ اس سلسلے میں بہت سارے سفارت خانے ہماری انشورنس پالیسی کو قبول کرتے ہیں۔ سال 2017 میں ہم نے 129.74 ملین سفر اور صحت کے انشورنس میں پریمیم حاصل کیا ہے۔

کھیتی اور جانوروں کا بیمہ :-

آپ کی کمپنی اسٹیٹ بینک آف پاکستان کے ذریعہ زرعی اور جانوروں جیسے انشورنس کی سہولیات کو فروغ دینے میں کوشاں ہے۔ سال 2017 میں کمپنی نے نجی اور تجارتی بینکوں کے ذریعہ دستیاب زیادہ سے زیادہ فوائد کا استعمال کرتے ہوئے زرعی انشورنس کے مہم کو بڑھایا ہے۔ ہم اس جدوجہد کو سال 2018 میں بھی جاری رکھیں گے تاکہ اس قسم کی انشورنس کے ذریعہ سے زیادہ سے زیادہ پریمیم حاصل کریں۔ ہم پہلے ہی بینکوں کے ساتھ بات چیت میں ہیں جو اسٹیٹ بینک آف پاکستان کے تحت کسانوں کو مالی امداد فراہم کرتے ہیں۔

پاکستانی روپے کا اضافہ دیکھنے کو ملا ہے جو کہ پچھلے سال کے نسبت 23 فیصد کا اضافہ ہے۔ ری انشورنس، کلیم اور انتظامی اخراجات کی فراہمی کے بعد 102 ملین کا منافع ریکارڈ کیا گیا ہے۔

بحری انشورنس / بیمہ :-

آپ کی کمپنی نے بحری انشورنس جس میں میرین ہل (Marine Hull) بھی شامل ہے، میں 317 ملین پر بیمہ تحریر کیا ہے، بعد ازاں ری انشورنس، کلیم اور انتظامی اخراجات کی فراہمی کے بعد آپ کی کمپنی نے اس شعبہ میں 48 ملین منافع تحریر کیا ہے، جو کہ دوسرے شعبہ کے بیمہ کے مقابلے میں بہتری کا شاخسانہ ہے۔

موٹر کا انشورنس / بیمہ :-

آپ کی کمپنی نے موٹر کے انشورنس، تیسری پارٹی اور جامع تحفظ کو ملا کر 323 ملین پر بیمہ تحریر کیا ہے، تیسری پارٹی انشورنس کی صنعت میں پر بیمہ میں اضافے کا ایک ممکنہ حصول ہے۔ تاہم غیر موثر انتظامی کنٹرول کی وجہ سے غیر معمولی اور غیر رجسٹرڈ انشورنس کمپنیوں کے غیر صحت مند عمل کے باعث جعلی پالیسی انڈر رائٹ کر رہے ہیں جو کہ معمولی پر بیمہ کے عوض ہے۔ عوام کی حفاظت کے لئے اور ایسی صورت حال کا جائزہ لینے کیلئے پاکستان بھر میں متعلقہ اداروں کو اپنی ذمہ داریاں نبھانے کی ضرورت ہے۔

انجینئرنگ انشورنس / بیمہ :-

انشورنس کمپنیاں حادثات کے نقصانات کا ازالہ کرتی ہیں۔ ہماری کمپنی پاکستان انجینئرنگ کونسل کے ساتھ رجسٹرڈ ہے اور بہت سارے دوسرے محکموں کے ساتھ بھی رجسٹرڈ ہے۔ اس سلسلے میں ہمارے تعلقات قومی سطح کے کنٹریکٹرز اور بین الاقوامی سطح کے کنٹریکٹرز کے ساتھ اچھے ہیں۔ اس کے علاوہ ہم پیشہ ورانہ انشورنس بھی پیش کرتے ہیں۔ کنسلٹنٹ کو اور ان کے ڈیزائن کی پلاننگ اور تعمیری کاموں میں بھی انشورنس پالیسی پیش کرتے ہیں۔ 2017 میں ہمارا پر بیمہ 672.72 ملین ہے جو براہ راست بزنس سے تعلق رکھتا ہے۔

درجہ کی خدمات، خطرے کی تشخیص میں چوکس رہنے پر ایسٹ ویسٹ انشورنس کمپنی نے انشورنس کی صنعت میں مضبوط انڈر رائٹرز کمپنیوں میں مثالی مقام پایا ہے۔

دعویٰ کے مطابق، معاہدہ کے تحت نقصانات کی محدود تعداد کمپنی کی پختگی کی نشاندہی ہے جو پرکشش انڈر رائٹنگ کے عمل کی عکاسی کرتی ہے۔ مجموعی اکاؤنٹ میں ناقابل برداشت نقصانات کے باوجود، آپ کی کمپنی نے پریمیم کی حدود میں تسلی بخش خدمت کا ریکارڈ حاصل کرنے کے قابل ہوا ہے اور قرض کی ادائیگی (Solvency Margin) کو کم سے کم معمول کی ضرورت میں برداشت کرتے ہوئے اپنی معاشی تحفظ کو بگاڑے بغیر ملنے والے نقصان کو جذب کر کے قابل قدر منافع پایا۔ مجموعی طور پر نتائج درج ذیل ہیں۔

خاصیت	2017 (روپے / ملین)	2016 (روپے / ملین)	% اضافہ
مجموعی پریمیم	2,531	2,067	22%
نیٹ پریمیم	1,055	981	8%
نقصانات کی ادائیگی	850	604	41%
انڈر رائٹنگ منافع	228	181	26%
پیڈ اپ کیپٹل	610	508	20%

خطرہ کے انتظامات:-

آپ کی کمپنی خطرات کے انتظام کو اصلاح کی نظر سے دیکھتی ہے۔ کمپنی کاروباری تسلسل کو برقرار رکھنے میں داخلی کنٹرول اور خطرے کے انتظام کی اہمیت کو بھی تسلیم کرتی ہے اور یہ کاروباری ثقافت کا لازمی حصہ سمجھتا جاتا ہے جو اندرونی اور بیرونی ذرائع سے پیدا ہونے والی کثیر نوعیت والے خطرات سے متعلق ہے۔

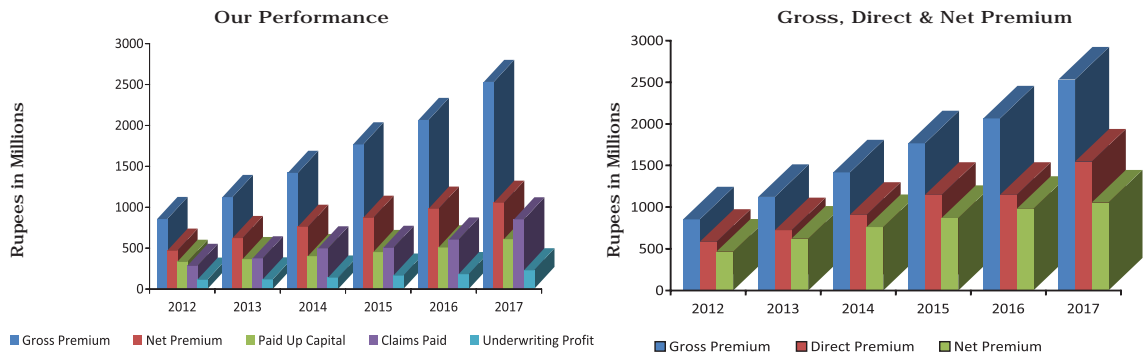
آگ / جائیداد کا انشورنس / بیمہ:-

کمپنی نے اس وقت آگ اور جائیداد کی بیمہ کے مطابق گزشتہ سال کے نسبت مجموعی طور پر 880 ملین

گذشتہ چند سالوں میں متاثر کن ترقی تقسیم چینلوں کے جارحانہ توسیع کو بھی منسوب کی جاتی ہے، جیسا کہ بینک اشورنس ہماری بیمہ صنعت کی آمدنی کا اہم تناسب کرتی ہے۔ ایس ای سی پی نے روایتی کمپنیوں کو ونڈو تکافل آپریشن کے آغاز کے لئے بھی اجازت دی ہے جس میں اشورنس سیکٹر کو مزید فروغ ملے گا۔ کیونکہ اس کی موجودہ تقسیم کردہ چینلوں کے ساتھ کمپنیوں کو بڑی مارکیٹ میں نشانہ بنایا جائیگا۔

ہماری کارکردگی:-

آپ کی کمپنی نے اس سال 2.53 بلین روپے کا مجموعی تحریری پریمیم حاصل کیا ہے پچھلے سال کے مجموعی پریمیم 2.07 کے نسبت سے، جس سے یہ ظاہر ہوتا ہے کہ 22% کا مجموعی پریمیم میں اضافہ ہوا ہے۔ پچھلے سال 2016 میں خالص کمائی پریمیم 981.285 ملین کی نسبت اس سال 1054.71 ملین ہے۔ جس میں 7 فیصد اضافہ ہوا ہے۔ نقصانات اور اخراجات کے مشترکہ تناسب میں 79 فیصد کا اضافہ دیکھنے کو ملا ہے جن میں قدرتی تباہی کی وجہ سے انتہائی مسابقتی اضافہ ہوا ہے جس کا اشارہ قابل ذکر مشترکہ تناسب مضبوط بنیادی توجہ اور مینجمنٹ کی صلاحیتوں کی طرف ہے۔



نفرت انگیز مسائل کے باوجود، ایسٹ ویسٹ اشورنس کمپنی لمیٹڈ اور اس کے مضبوط انڈر رائٹنگ نے اپنی محنت پر توجہ مرکوز کئے رکھا ہے جیسا کہ پاکستان کے انڈر رائٹرز میں اثاثوں کی رہنمائی کرنے والے اہم ادارے بن کر ابھرے ہیں۔ مالیاتی طور پر ایسٹ ویسٹ اشورنس کمپنی کو ایک مستحکم مالی کمپنی اور بغیر کسی معیاری سمجھوتہ کہ اپنی ذمہ داریوں کو موثر طریقے سے پورا کرنے کا مقام پایا ہے۔ اس کے علاوہ مصنوعات میں ثابت قدمی سے ایجادات، اعلیٰ

تمام تعریفیں اللہ سبحانہ تعالیٰ کے لئے ہے جو رحم اور کرم فرمانے والا ہے۔

آپ کی کمپنی کے ڈائریکٹروں کی جانب سے میں 35 ویں سالانہ رپورٹ برائے اختتام سال 31 دسمبر 2017 اور سالانہ جانچ پڑتال سرمایہ کی رپورٹ پر مسرت اور خوشی کے ساتھ پیش کرتا ہوں۔

قابل اعتماد ساتھیوں، قابل عزت حصہ داران اور BOD کے محترم ممبران کو میری جانب سے اسلام و اعلیٰکم! میں آپ تمام کو کمپنی کے 35 ویں سالانہ جنرل اجلاس میں خیر مقدم کرتا ہوں اور اللہ تعالیٰ کا شکر ادا کرتا ہوں جنکی مدد کے سبب سال 2017 کا سالانہ اکاؤنٹس کو حتمی انجام تک پہنچایا جاسکا۔ اس سال ایسٹ ویسٹ انشورنس کمپنی نے اپنا پینتیس واں (35) سالانہ سفر کامیابی سے پورا کیا۔ کمپنی کی یہ کامیابی ہمارے چیئرمین، BOD کے ممبران، حصص داران، قابل قدر گاہکوں اور ممتاز سرپرستوں کی ہمدردی اور رہنمائی کا صلہ ہے۔ میں ان سب کا شکریہ ادا کرتا ہوں اور آنے والے سالوں میں کمپنی کے معاملات کو منظم کرنے میں ان کی مسلسل حمایت اور محبت کا منتظر ہوں۔

آپ کی کمپنی کے بورڈ آف ڈائریکٹر نے اس سال کی شروعات میں اس کی حکمت عملی کی وضاحت کی تاکہ اپنی مصنوعات کے ذریعے اپنے گاہکوں کے اثاثوں کے فائدے کے حصول کو محفوظ کیا جاسکے تاکہ اپنی ٹھوس بنیاد بنا کر صنعت میں اپنی حیثیت کو مضبوط رکھا جاسکے۔ اس طرح ہم اپنے پریمیم میں قابل قدر اضافہ کے ساتھ اپنی تجارتی صلاحیتوں میں اضافہ کر سکیں۔ اس وقت ہم مستقبل کے لئے سرمایہ کاری جاری رکھیں گے اور پائیدار ترقی / آمدنی فراہم کرنے کے لئے صلاحیتوں کو مضبوط بنائیں گے جو ہمارے حصص داران کے حقوق کی واپسی کی حمایت کرے گی۔

ہماری صنعت:-

پاکستان میں انشورنس کی صنعت اس کے ہمسائیہ ممالک کے مقابلے میں نسبتاً کم ہے۔ انشورنس کی رسائی اور کثافت دیگر صنعت کے مقابلے میں انتہائی معمولی رہتی ہے۔

تاہم پچھلے پانچ سالوں سے حالات بہتری کی جانب ہے اور انشورنس کی صنعت نے مناسب ترقی کی ہے۔ جو کہ ملک میں سیکورٹی کے معیار میں بہتری کے سبب ہے۔ جس نے ہمارے قابل قدر گاہکوں کو غیر ضروری نقصانات کے خلاف اپنے اثاثوں کی حفاظت کے لئے راغب کیا۔



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