

Ref EWI/KHO/CS/2023-.

September 4, 2023

General Manager - Operations  
Pakistan Stock Exchange Ltd  
Karachi

Subject: Corporate Briefing – Financial Statement of year 2021,22 &23

Dear Sir,

In continues letter date 31-08-2023 of East West Insurance Co. Ltd,

Updated CBS presentation has attached,

further, Video link, meeting ID and passcode are given below for Zoom meeting.

Topic: CBS of East West Insurance Co. Ltd

Time: Sep 8, 2023 03:30 PM Islamabad, Karachi, Tashkent

Join Zoom Meeting

<https://us02web.zoom.us/j/83033052117?pwd=emsvCFNGbIZUN1Vkc0YycVoxbHQyZz09>

Meeting ID: 830 3305 2117

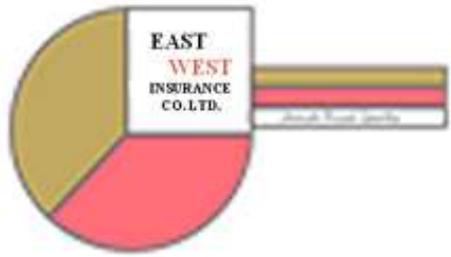
Passcode: 666330

Thanking you

Yours faithfully

East West Insurance Company Ltd

SHABBIR ALI KANCHWALA  
DIRECTOR FINANACE/COMPANY SECRATERY



# Corporate Briefing Session

## *CY2022 & 1HCY23*

East West Insurance Company Ltd.

*September 08, 2023*

# Brief Overview



East West Insurance Company Limited was incorporated as a public limited company in the year 1983. The shares of the Company are listed on Pakistan Stock Exchange. The Company is engaged in the general insurance business comprising of fire, marine, aviation and transport, motor and miscellaneous etc. The Company commenced Window Takaful Operations (WTO) from May 08, 2018 as per SECP Takaful Rules, 2012. The Company operates through 3 principal offices and 24 branches in Pakistan.

# Management Information



## Board of Directors

Chief Justice (R) Mian Mahboob Ahmed	Chairman
Javed Yunus	Director
Pervez Yunus	Director
Umeed Ansari	Director
Saad Yunus	Director
Ahsan Mehmood Alvi	Director
Urooj Yunus Ansari	Director
Shahzad Farooq Lodhi	Director
Naved Yunus	Chief Executive Officer
Shabbir Ali Kanchwala	Company Secretary
Tanveer Iqbal	Chief Financial Officer

# Products



FIRE AND PROPERTY



MARINE AND CARGO



MOTOR INSURANCE



BONDS AND ENGINEERING



HEALTH AND TRAVEL INSURANCE



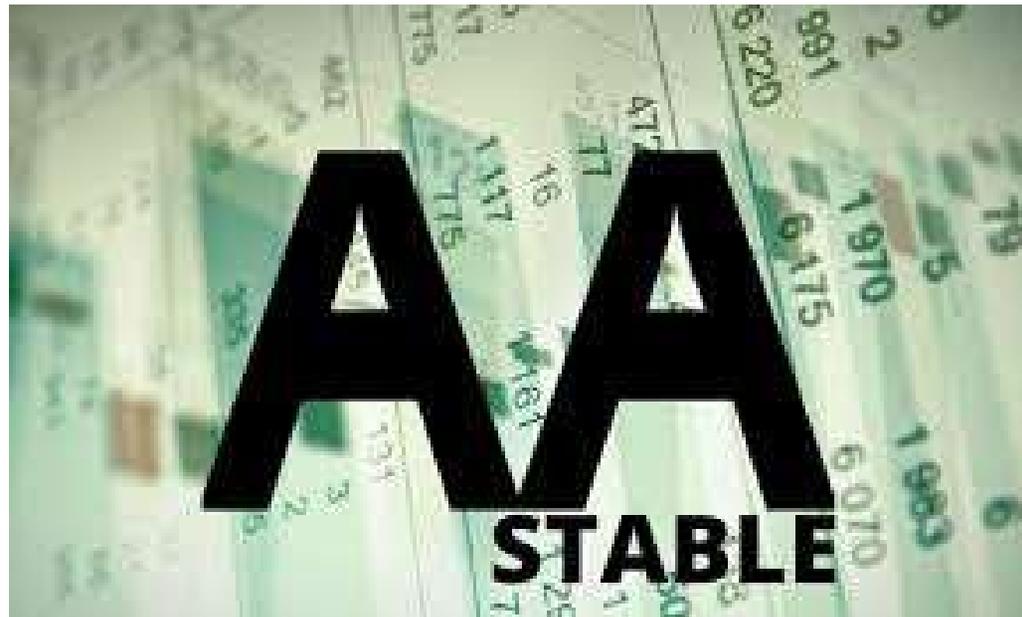
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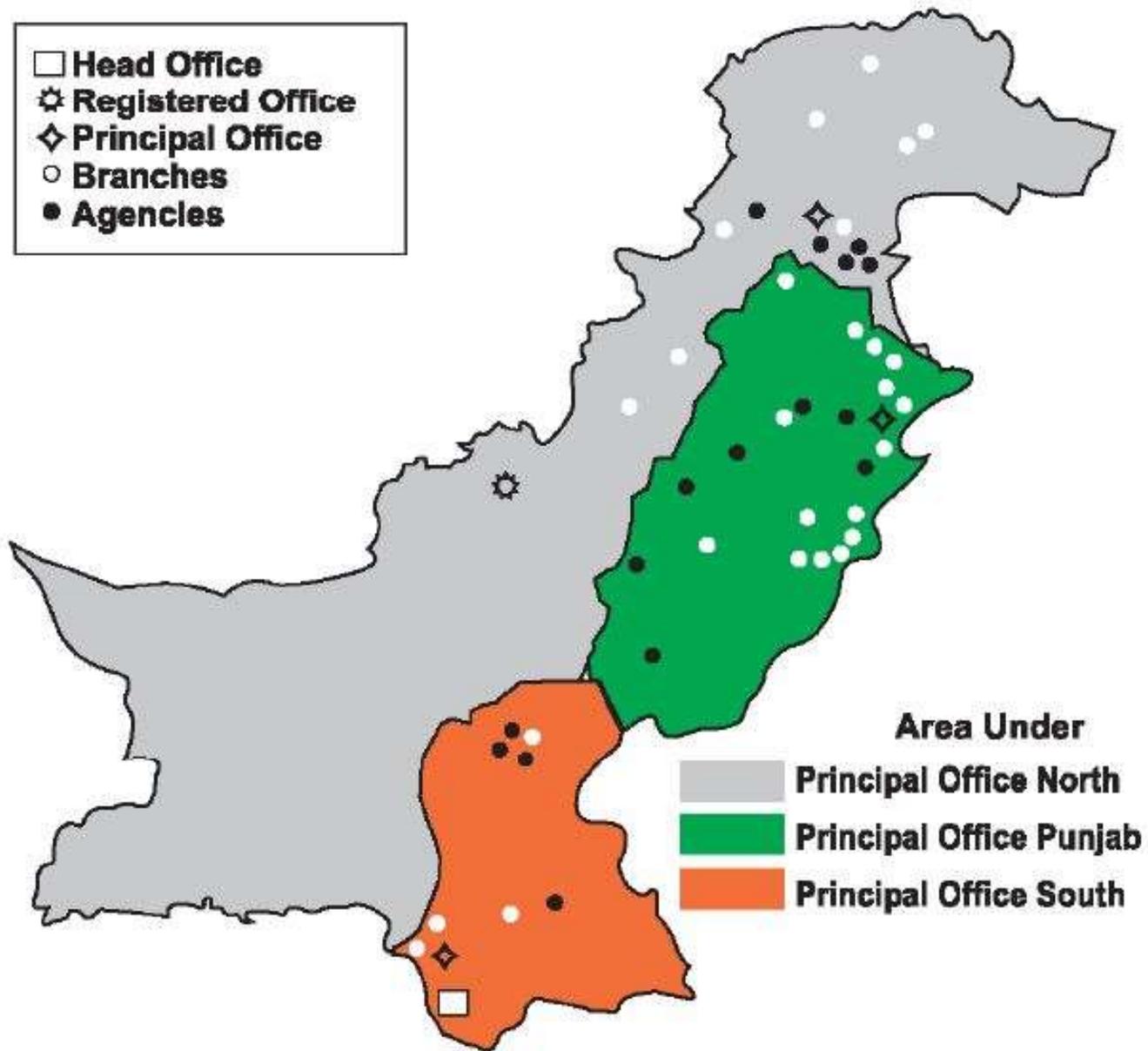


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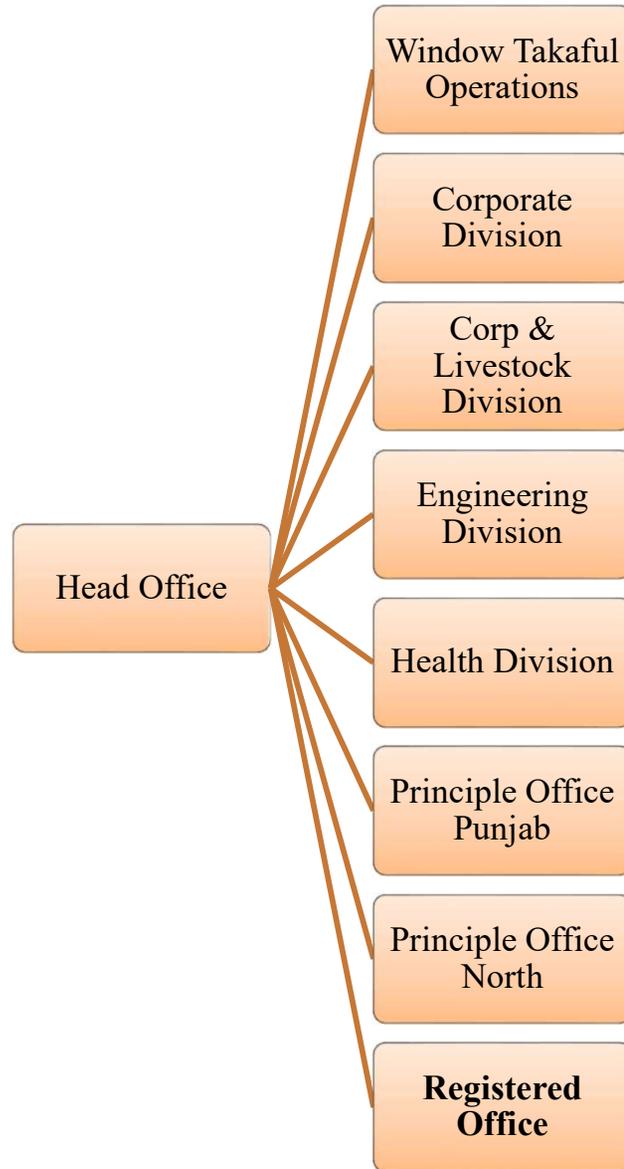


# Credit Rating: PACRA

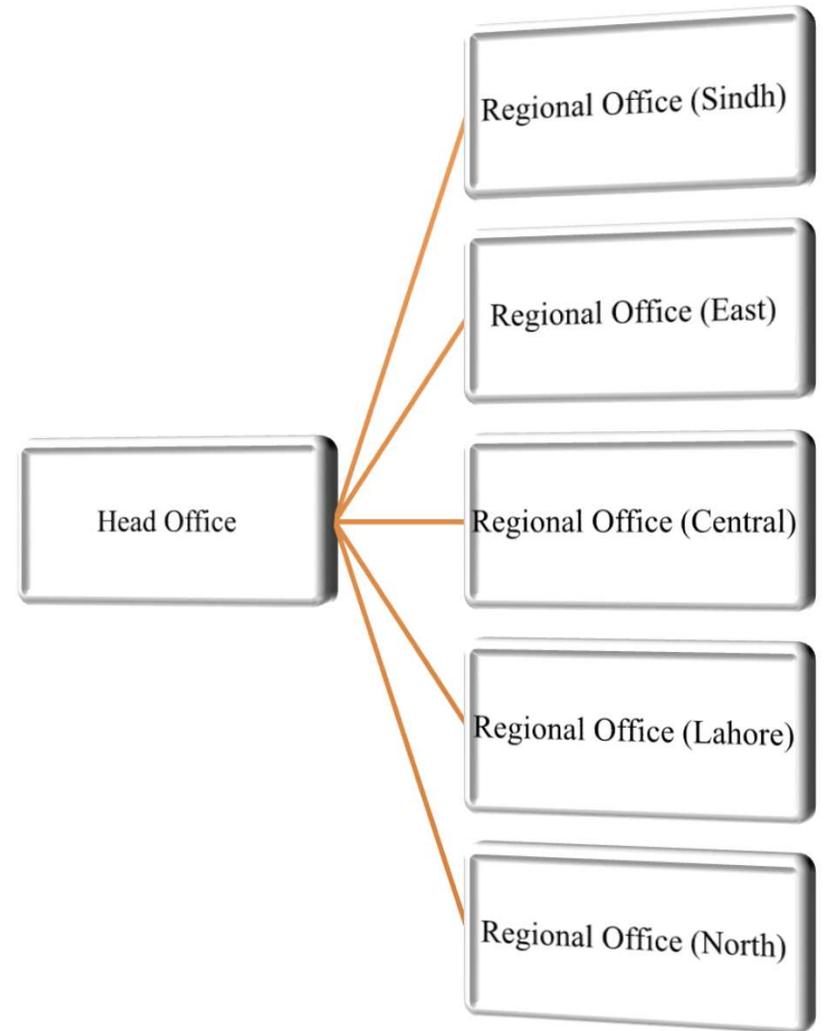




# Company Offices



# Agencies Network



# Historical Financials



	2022	2021	2020	2019	2018	2017
Conventional Operations						
<b>Gross Premium Written</b>						
(inclusive of Takaful Operation)	5,385.71	4,215.81	3,675.02	3,442.85	3,124.51	2,531.43
<b>Net Premium Written</b>						
(inclusive of Takaful Operation)	2,811.49	2,155.69	1,876.12	1,534.15	1,459.23	1,054.71
Investment & Deposits	2,298.66	1,872.20	1,461.81	1,239.10	1,109.08	1,198.46
Investment Income/(Loss)	185.21	91.50	84.03	23.25	-9.22	-47.44
Total Assets Book Value	5,993.36	4,533.80	3,961.28	3,640.21	2,958.08	2,689.37
Paid Up Capital	1,758.91	1,360.86	1,183.36	1,029.01	762.23	609.78
Share holder's equity	2,467.51	1,960.94	1,648.77	1,425.30	1,123.83	1,050.28
<b>Underwriting Profit</b>						
(inclusive of Takaful Operation)	429.47	392.72	336.41	299.61	270.80	228.39
Profit before tax	477.27	357.51	297.40	235.09	146.12	88.80
Profit for the year	388.10	312.47	231.37	183.85	132.39	66.19
Break up value per share	14.03	14.41	13.93	13.85	14.74	17.22
Earning per share - basic and diluted	2.22	2.30	1.96	1.55	1.30	0.87
Bonus Shares Issued	261.97	177.50	154.35	152.45	152.45	101.63

# Financials: 1HCY23

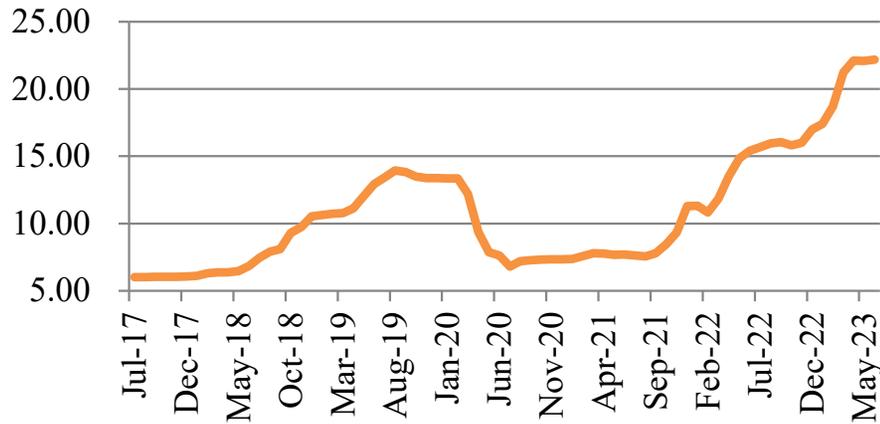


	1HCY23	1HCY22	YoY	2QCY23	2QCY22	QoQ
Net insurance premium	1,835.11	1,317.51	39%	937.29	699.81	34%
Net insurance claims	-807.58	-588.08	37%	-411.46	-310.36	33%
Net commission	-472.83	-284.37	66%	-338.47	-192.29	76%
<b>Insurance claims and acquisition expenses</b>	<b>-1,280.41</b>	<b>-872.45</b>	<b>47%</b>	<b>-749.93</b>	<b>-502.65</b>	<b>49%</b>
Management expenses	-246.47	-187.69	31%	-113.88	-102.55	11%
<b>Underwriting results</b>	<b>308.22</b>	<b>257.37</b>	<b>20%</b>	<b>73.48</b>	<b>94.62</b>	<b>-22%</b>
Investment income	153.77	74.09	108%	104.25	34.81	200%
Other income	9.53	5.54	72%	7.88	4.96	59%
Other expenses	-101.39	-85.86	18%	-64.07	-49.91	28%
Finance cost	-1.80	-0.25	625%	-0.64	-0.22	191%
<b>Results of operating activities</b>	<b>368.34</b>	<b>250.90</b>	<b>47%</b>	<b>120.91</b>	<b>84.26</b>	<b>43%</b>
<b>Profit before tax from Window Takaful operations</b>	<b>28.04</b>	<b>17.87</b>	<b>57%</b>	<b>15.20</b>	<b>11.21</b>	<b>36%</b>
<b>Profit before tax</b>	<b>396.38</b>	<b>268.77</b>	<b>47%</b>	<b>136.11</b>	<b>95.48</b>	<b>43%</b>
Income tax expense	-99.25	-71.20	39%	-85.24	-56.19	52%
<b>Profit after taxation</b>	<b>297.12</b>	<b>197.56</b>	<b>50%</b>	<b>50.87</b>	<b>39.29</b>	<b>29%</b>
<i>Earnings per share - basic and diluted</i>	<i>1.69</i>	<i>1.12</i>	<i>51%</i>	<i>0.29</i>	<i>0.22</i>	<i>32%</i>

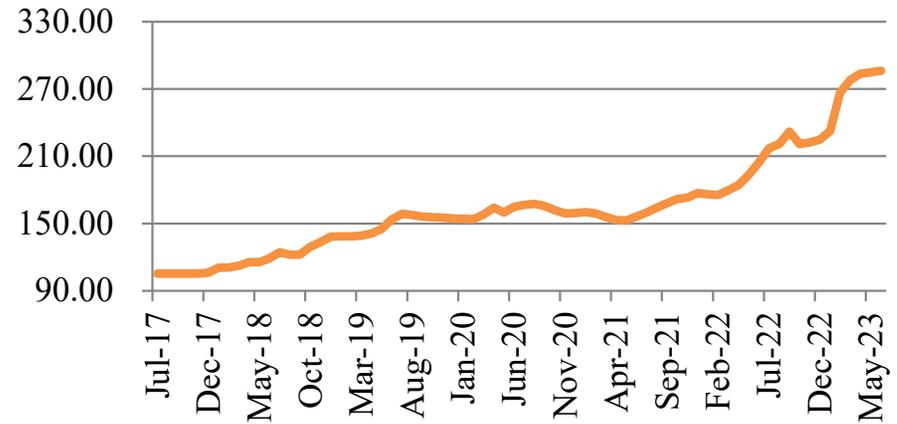
# Economy



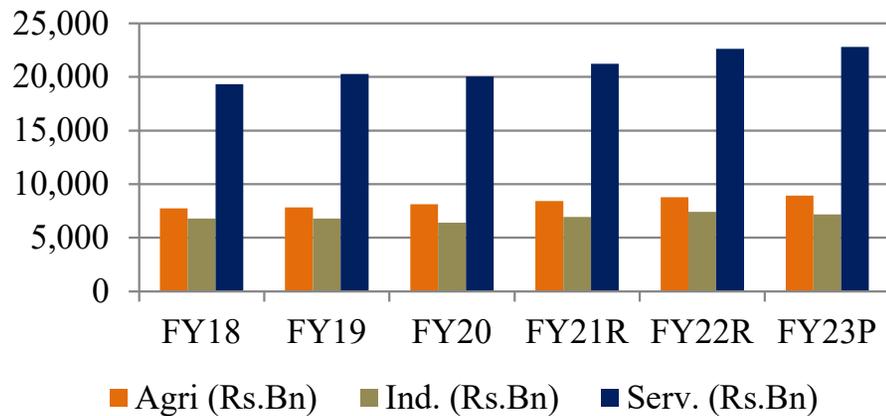
## 6 Month KIBOR



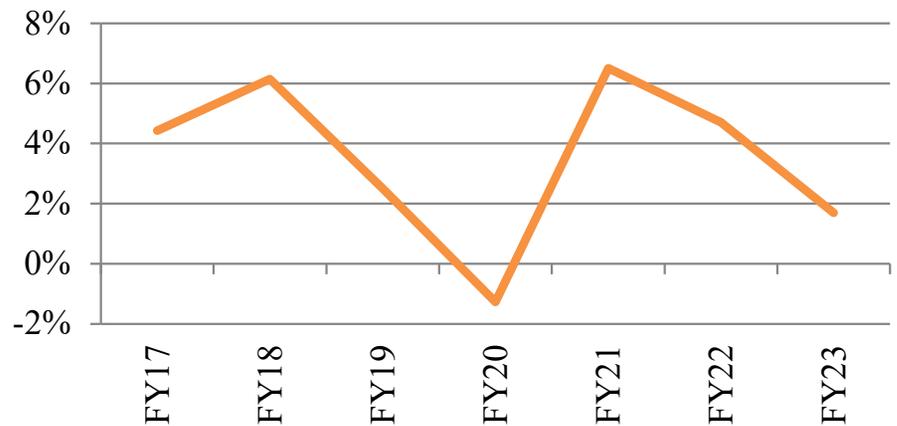
## PKR/US



## GDP Composition



## GDP Growth





# Thank You

## Q & A

