



Habib Insurance
Est. 1942

Habib Insurance Company Limited Corporate Briefing Session

Monday, November 28, 2022



Brief Overview

- Habib Insurance is one of the oldest insurance companies in Pakistan.
- It was established in Bombay in 1942 and moved its Head Office to Karachi in 1947.
- Over the years, the company has continued to prosper, serving its honorable clientele by maintaining a culture of integrity & trust. Habib Insurance offers a range of general/ takaful insurance services including Property, Marine, Motor, Engineering, Travel & Miscellaneous.
- The Company celebrated its 75 years in 2017 and is one of the oldest running businesses of the Habib Group.



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Management Information

Board of Directors

Chairman

: Rafiq M. Habib

Directors

: Abbas D. Habib

: Mansoor G. Habib

: Muhammad Hyder Habib

: Qumail R. Habib

: Aun Mohammad A. Habib

: Shahid Ghaffar

: Ali Fadoo

: Maleeha Humayun Bangash

Chief Executive

: Syed Ather Abbas

Chief Financial Officer

: Murtaza Hussain

Company Secretary

: Muhammad Maaz Akbar

Auditors

: KPMG Taseer Hadi & Co. Chartered Accountants

Credit Rating

- Rating Agency : **PACRA**
- Date of Rating: **March 31, 2022**
- Rating: **A++**
- Outlook: **Stable**



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Our Products



Property



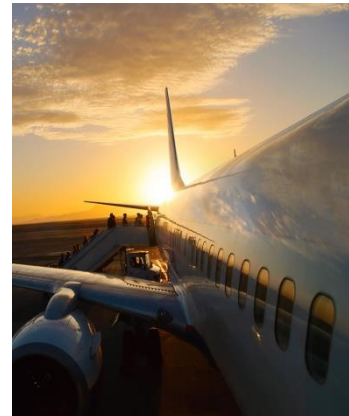
Marine



Motor



Engineering



Travel



**Accident &
Miscellaneous**

Awards and Recognitions



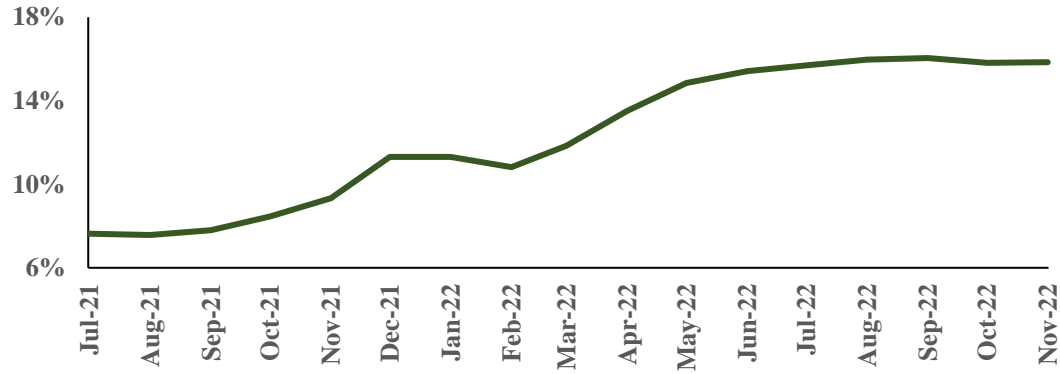
Twelve times 'Top 25 Companies Award' by Pakistan Stock Exchange (Former Karachi Stock Exchange) including for eight consecutive years from 1979 to 1986 and for the years 1993, 1995, 1997 and 2014.



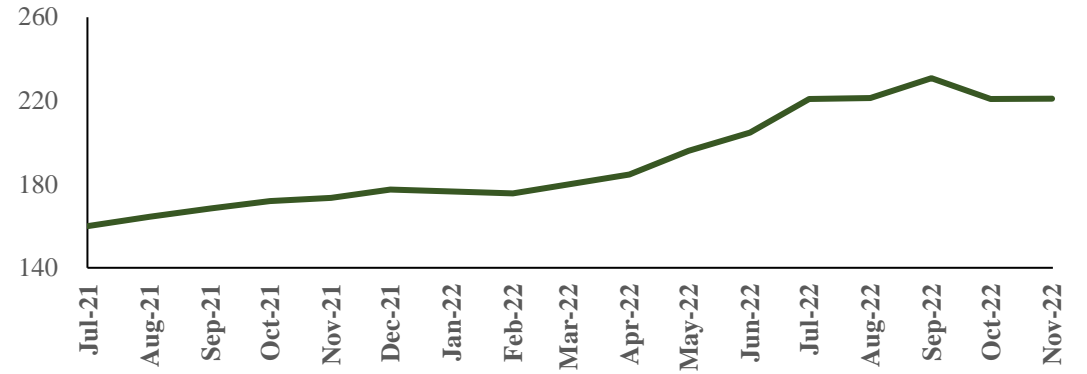
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Economy

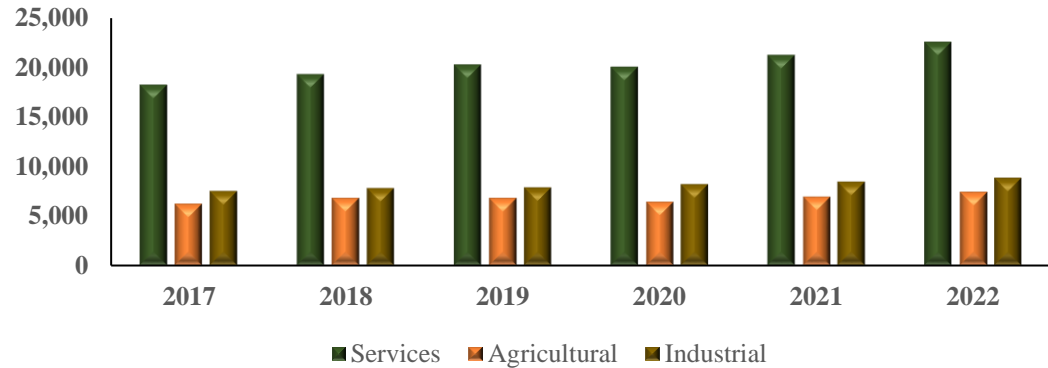
6 Month KIBOR



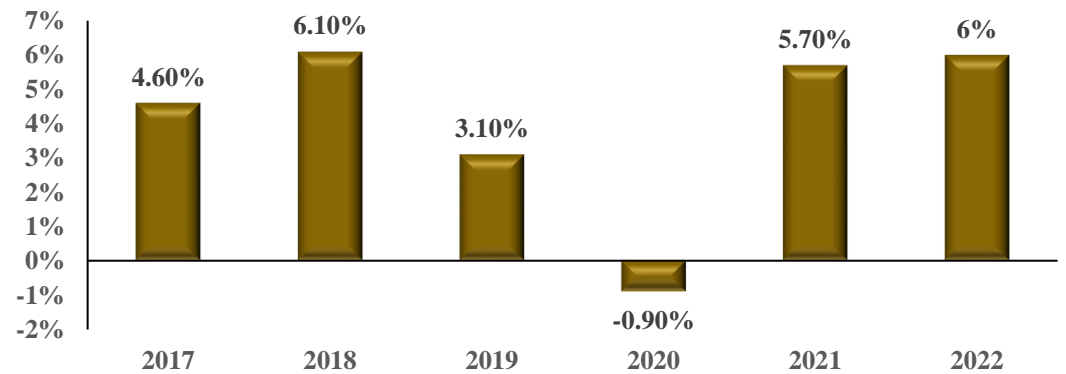
PKR/US\$



GDP Composition (PKR billion)



GDP Growth



Pakistan Insurance Sector, 9M22

The Insurance Industry witnessed growth in Gross and consequently Net Premium Revenue. The core function of the sector showed Net Premium growth, whereas claim ratio deteriorated. The Investment Income - historically driven by stock market performance - found support from fixed income segment (due to increasing interest rate scenario). There are also impairment in securities due to decrease in market value of equity securities.

(Rs in Bn)

Particulars	Jan-Sep 22	Jan-Sep 21	YoY
Gross insurance premium/ Contribution	111.4	88.8	25.4%
Net Insurance Premium	43.8	37.2	17.8%
Net Insurance Claim	(24.6)	(18.3)	34.3%
Net Commission Income	4.2	3.4	21.0%
Management Expense	(14.0)	(11.9)	17.9%
Underwriting Results	9.4	10.5	-10.3%
Investment & Other Income	8.6	10.1	-14.4%
Other Expense	(1.1)	(1.3)	-17.5%
Profit Before Tax	16.9	19.2	-11.9%
Profit After Tax	7.1	9.9	-28.6%



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Strategic/ Operational Developments

- Increased our Broker Partners' Network from 3 brokers in 2021 to 10 brokers in 2022, Broker Partners look after 20% of the annual industry premiums.
- Digitalized all Outward Payments.
- Participated in multiple BTL Marketing activities, thus increasing our footprint in the Auto Insurance Market.
- Partnered exclusively with Indus Motor Company to offer Toyota Protection Plan (a customized insurance product) for their customers.
- Exclusive Partnership with Changan to offer Changan Care Protection Plan (a customized insurance product) for their customers.



Strategic/ Operational Developments

- Collaboration with multiple Insurance Aggregators and ADCs to offer our retail insurance products through their digital platforms.
- Development in Progress of HICL's Direct Digital Platform and E-Commerce Web Store for sale of retail products directly from our website.
- Setting up a dedicated Sales and Service Office in Karachi to strengthen our marketing team and further improve our service.
- Setting up Whatsapp For Business to address Policy Inquiries, Verification, Claim Intimations, Chat Bots etc.

HICL - Financial Snapshot - 9M22

(Rs. In Mn)

Particulars	Jan-Sep 2022	Jan-Sep 2021	YoY
Gross insurance premium/ Contribution	2,255.4	1,599.3	41%
Underwriting results	38.2	(0.4)	9,650%
Investment & Other Income	80.4	137.0	-41%
Profit After Tax	81.2	74.4	9%
Paid Up Capital	619.374	619.374	-
Reserves & Retained Earning	553.6	635.7	-13%
Total Assets	4,753.9	4,193.8	13%
Earning Per Share – (Rupees)	0.66	0.60	10%

HICL - Business Review – 9M22

(Rs. In Mn)

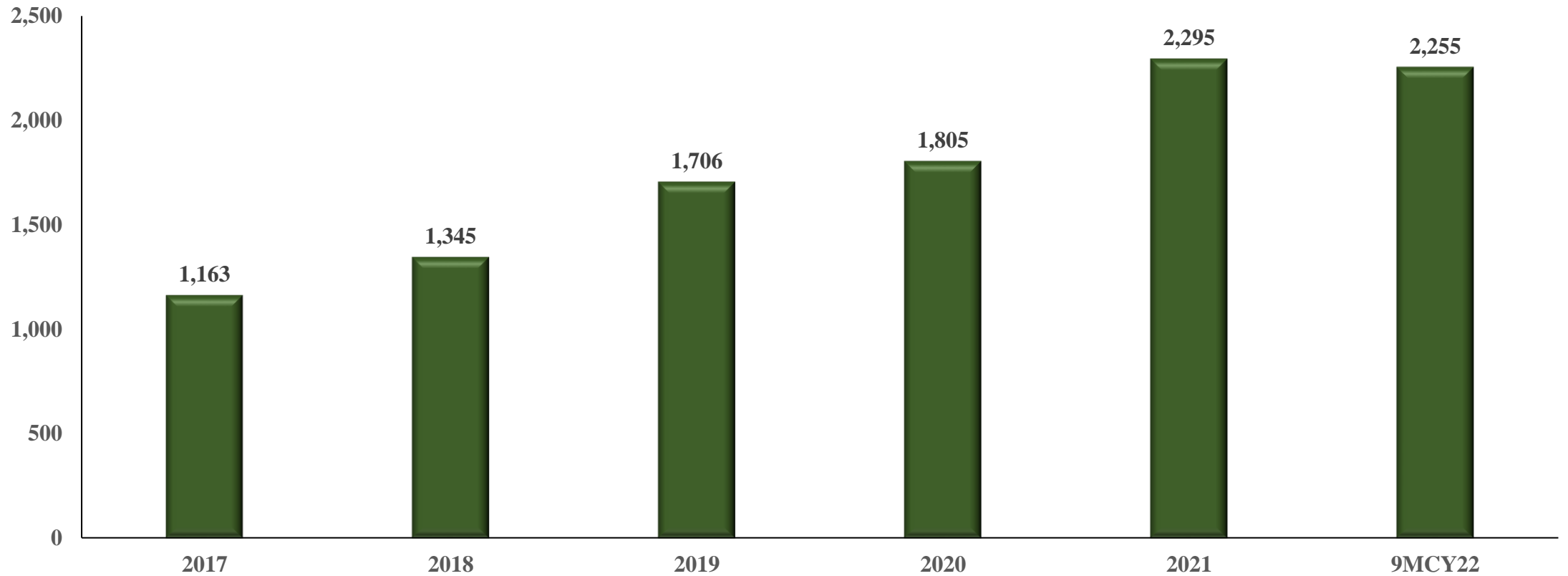
Particulars	Jan-Sep 2022	Jan-Sep 2021	YoY
Net Insurance premium	907.3	584.8	55%
Net Insurance Claim	(465.3)	(281.2)	65%
Reversal of Premium deficiency	6.3	6.2	3%
Net Commission Income	40.5	45.5	-11%
Management expenses	(450.7)	(355.4)	27%
Underwriting results	38.2	(0.4)	9,650%
Investment & other Income	80.4	137.0	- 41%
Other expenses	(8.2)	(9.4)	-12%
Results of operating activities	110.4	127.3	-13%
Financial cost	(3.0)	(8.6)	-65%
Profit before tax from General Insurance Operations	107.4	118.7	-10%
Profit / (Loss) before tax from Window Takaful Operations - Operator's Fund	4.5	(10.4)	143%
Profit before tax	111.9	108.4	3%
Profit after tax	81.2	74.4	9%



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Business Review

Gross Written Premium / Contribution (Million)

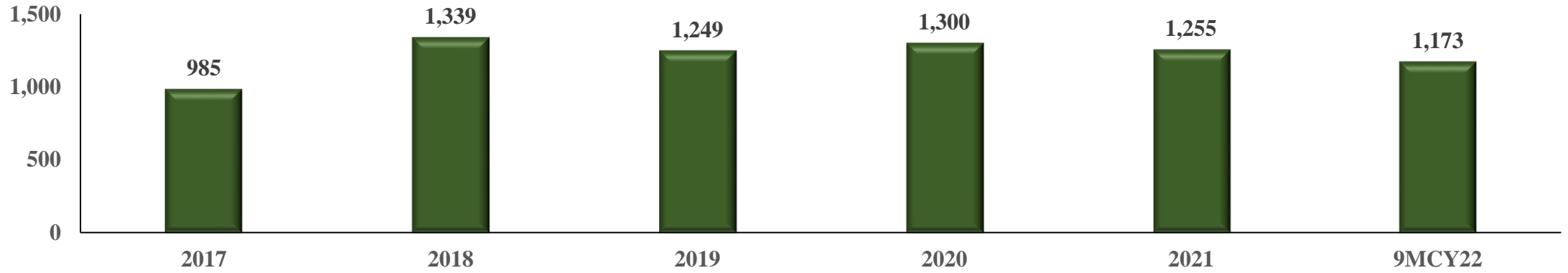




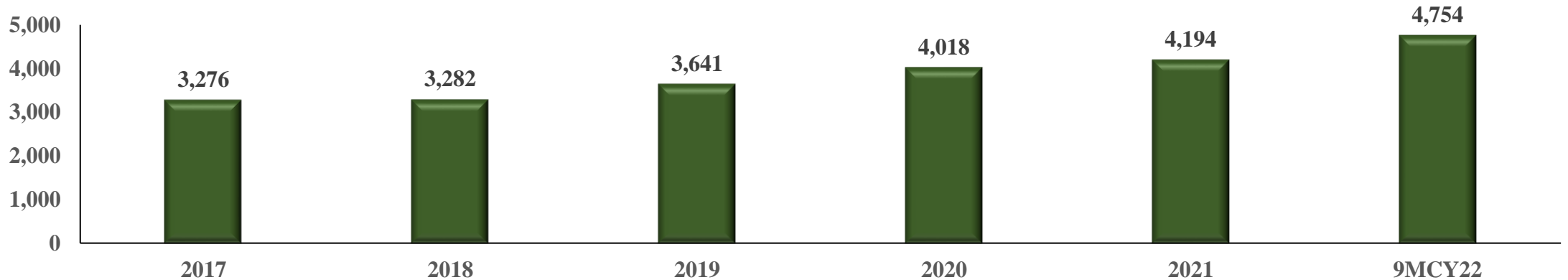
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Business Review

Equity (Million)



Assets (Million)





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Corporate Payouts

Year	Cash	Bonus
2021	12.5%	-
2020	10%	-
2019	10%	-
2018	15%	-
2017	15%	-
2016	35%	-
2015	35%	-
2014	40%	-
2013	25%	25%
2012	35%	-

Future Outlook

- The year ahead is expected to be remain challenging and the world will have to adopt to a continuously challenging environment.
- Looking ahead for the year 2023, the Company will continue its effort to strive for progress to Inshallah attain better underwriting results through focusing on expansion of business, without compromising on its cautious underwriting, along with improved investment income.

Thank You
Q&A