



# The Universal Insurance Company Limited

Head Office: Universal Insurance House, 63 Shahrah-e-Quaid-e-Azam, Lahore-54000

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Date: December 13, 2022

**The General Manager**  
**Pakistan Stock Exchange Limited,**  
Stock Exchange Building,  
Stock Exchange Road,  
Karachi

Subject: **Corporate Briefing Session**

Dear Sir,

In term of PSX Notice No. PSX/N-1160 dated November 18, 2022 regarding "Holding of Corporate Briefing Session", we would like to inform that Corporate Briefing Session (CBS) of The Universal Insurance Company Limited will be held on Tuesday, December 20, 2022 at 11:00 am at the registered office of the Company at Universal Insurance House, 63-Shahrah-e-Quaid-e-Azam, Lahore to brief the shareholders, investors and analysts on Company's financial performance for the period ended September 30, 2022 and future outlook. This is also informed that those shareholders, investor and analysts who desire to attend the CBS via video link may join through the following link provided as under:-

<https://us02web.zoom.us/j/3215131864?pwd=SXlrOGIMY01zWGtqdE1RTWQ5cEl3UT09>  
Meeting ID: 321 513 1864  
Passcode: BWM@2022

The participants are requested to bring their original CNICs for identification.

You may please inform the TRE Certificate Holders of the Exchange accordingly.

Thanking you,

Yours truly,

  
**Liaqat Ali Shaukat**  
Company Secretary

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

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# *4th CORPORATE BRIEFING SESSION - 2022*



**THE UNIVERSAL INSURANCE CO. LTD.**

## **COMPANY OVERVIEW**

The Universal Insurance Company Limited – a part of Bibojee Group of Companies was established by an eminent industrialist the late Lt. Gen. (R) M. Habibullah Khan Khattak.

This Company entered into insurance market in 1960. Bibojee Services (Pvt.) Limited holds 86 % of ordinary shares of the Company. The Company's principal activity is underwriting non-life insurance business.

Pakistan Credit Rating Agency (PACRA) has assigned Insurer Financial Strength (IFS) rating of "A" with stable outlook which denotes a very strong capacity to meet policyholders' and contracts obligations.

The company is fully protected through its renowned re-insurers like:

- Asian Re-insurance
- Pakistan Re-Insurance Company



## **VISION**

We, at Universal Insurance Company Limited recognize the importance of satisfying our customers by consistently providing quality insurance service in accordance with their needs and expectations. We strive to be competent partner of our customers against insured perils.

## **MISSION**

We strive to provide our customers cost effective insurance cover by continually increasing the productivity of our employees. To increase productivity, we conduct regular training programs during which employees are assessed and allocated a career path in accordance with their performance.

We diligently follow the applicable laws, ensure strict compliance by conducting regular internal audits and educating our employees about the law.

We try to improve our services by continually assessing our systems and procedures bases on customers and team feedback. We strive to maintain a customer focused approach by ensuring that our service is delivered to the customers on time, according to the customers required specifications and with in our stipulated cost.


# *SERVICES*

- ▶ Fire & Property Insurance
  - ▶ Marine Insurance
  - ▶ Motor Insurance
  - ▶ Miscellaneous and Health Insurance
- 
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## **BOARD OF DIRECTORS**

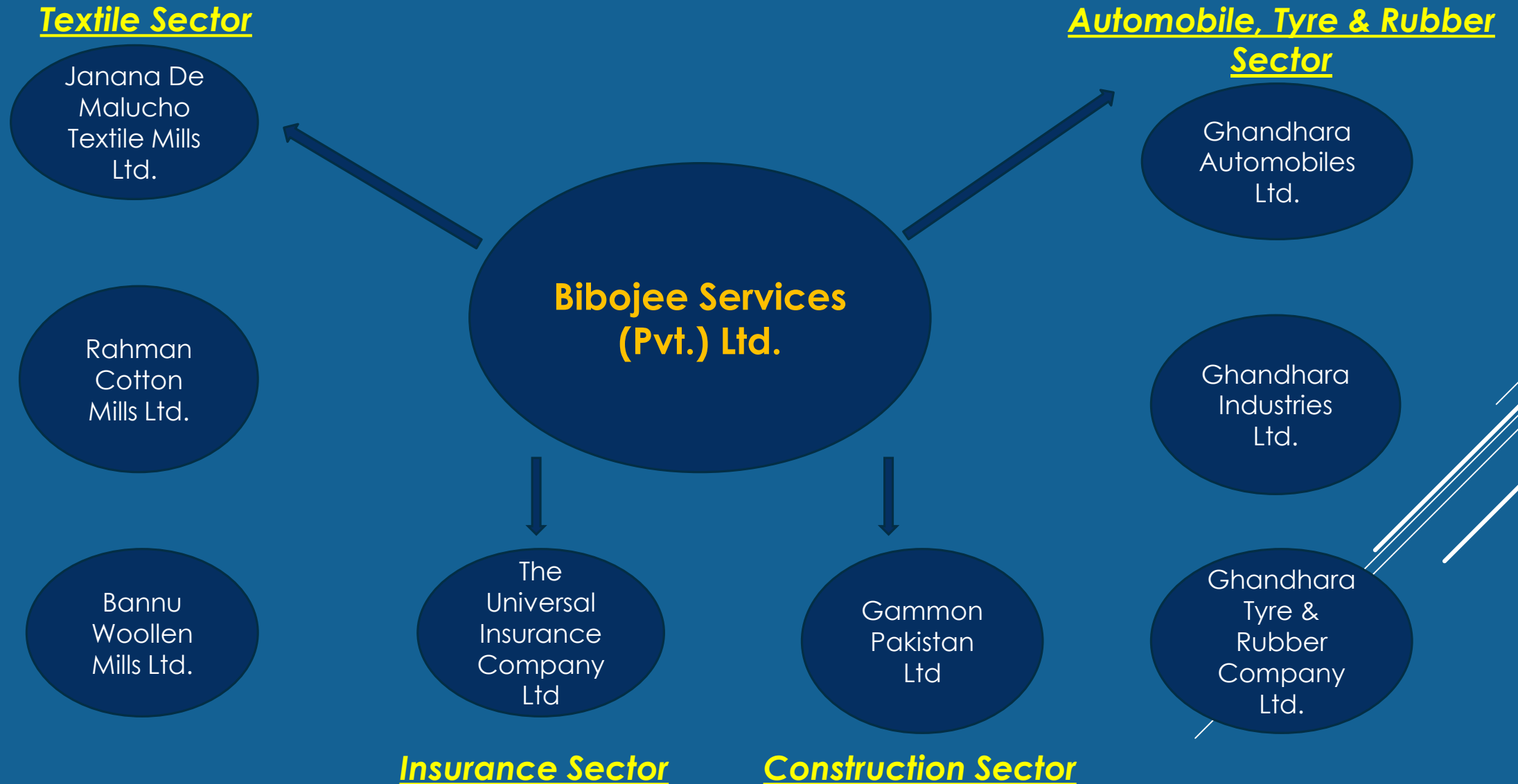
- ▶ Lt. Gen (R) Ali Kuli Khan Khattak Chairman
  - ▶ Mr. Gohar Ayub Khan Chief Executive
  - ▶ Mr. Ahmed Kuli Khan Khattak
  - ▶ Mrs. Shahnaz Sajjad Ahmed
  - ▶ Mr. Muhammad Imran Malik Independent
  - ▶ Mr. Khalid Kuli Khan Khattak
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## **MANAGEMENT TEAM/ HEAD OF DEPT.**

- ▶ Mr. Amir Raza Principal Officer
  - ▶ Mr. Ashfaq Ahmed Chief Financial Officer
  - ▶ Mr. Abdul Waheed Ch. GM-Internal Auditor
  - ▶ Mr. Liaqat Ali Shaukat Company Secretary
  - ▶ Mr. Aftab Rashid Head of IT Dept.
  - ▶ Mr. M. Imran Mehmood Head of Underwriting & Claim
  - ▶ Mr. Muhammad Alyas Head of Re-Insurance
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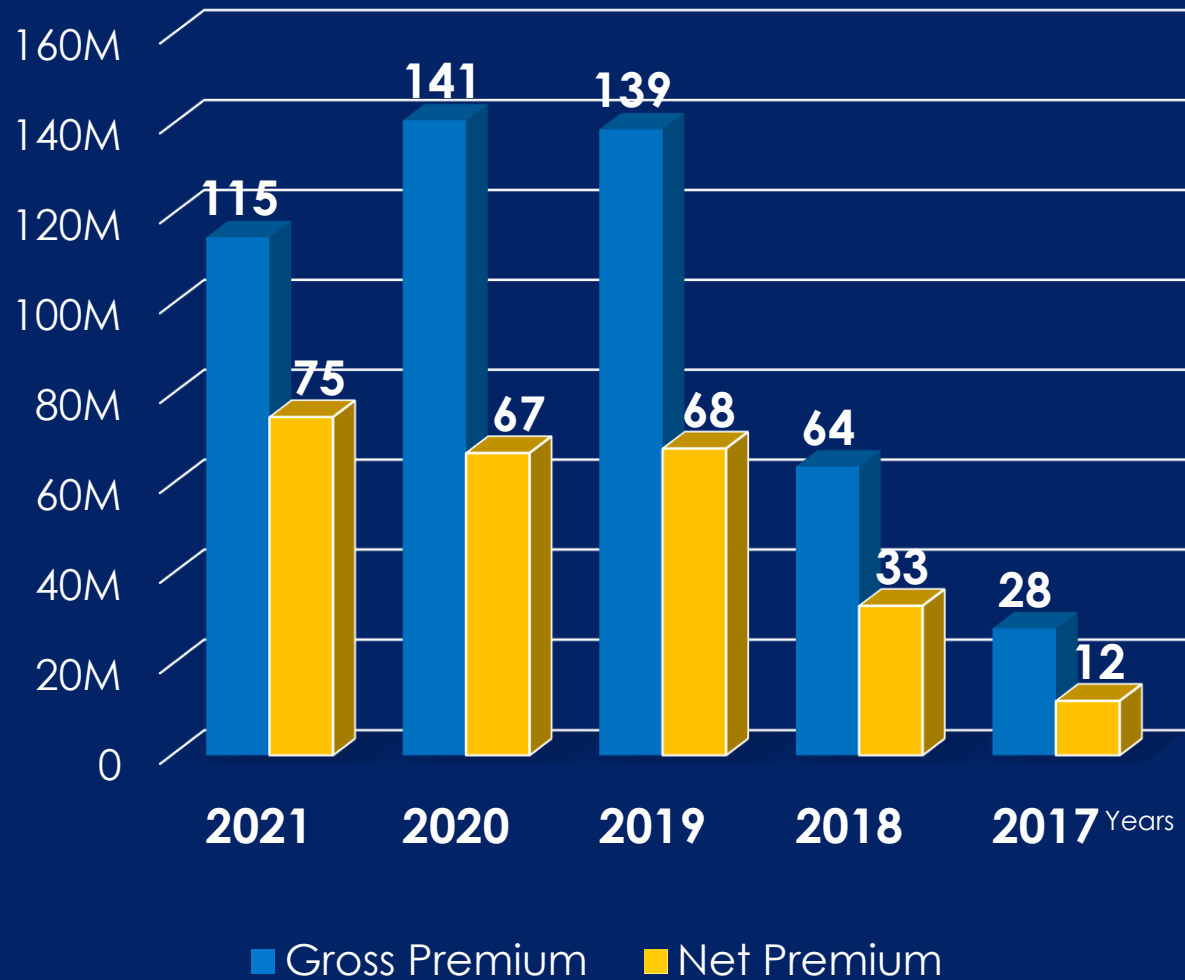


# BIBOJEE GROUP INFORMATION

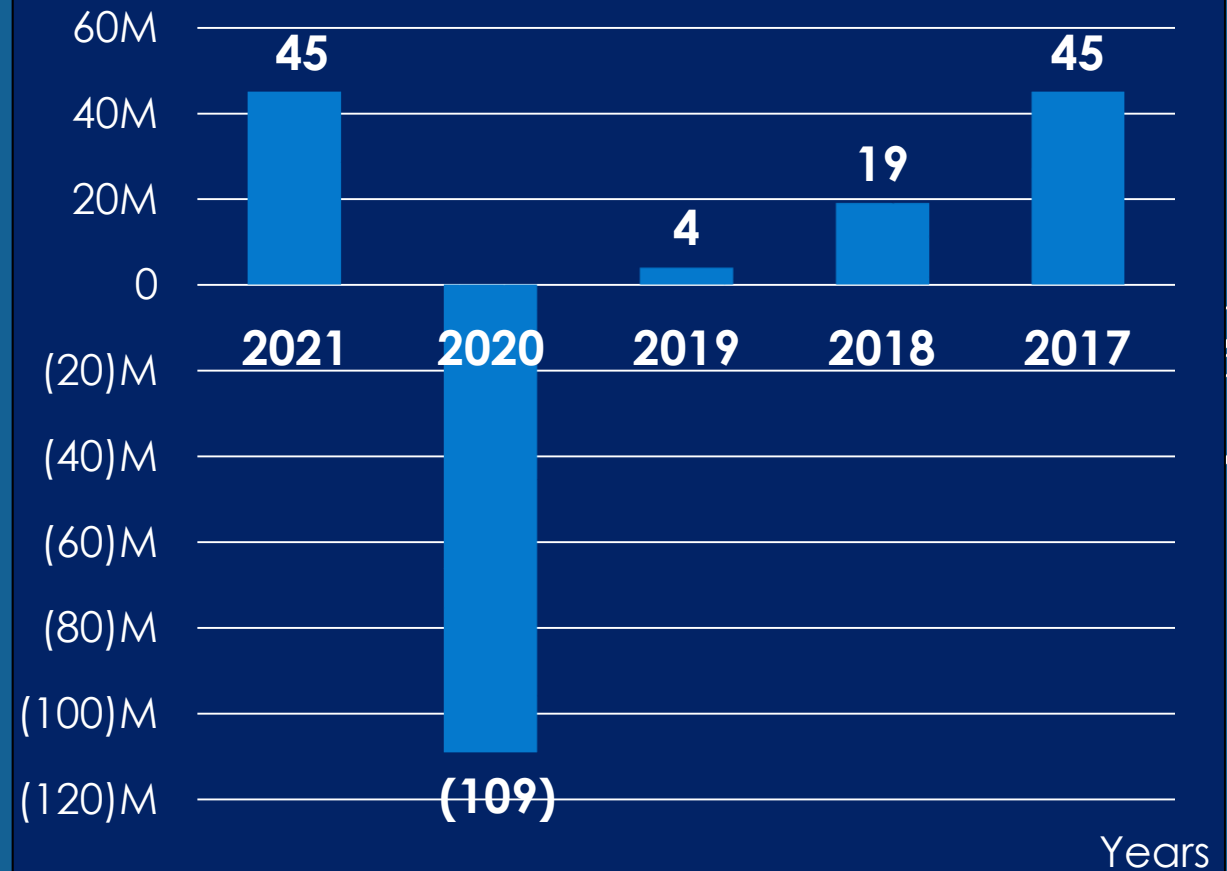


## FIVE YEARS PERFORMANCE AT A GLANCE

### Gross Premium & Net Premium

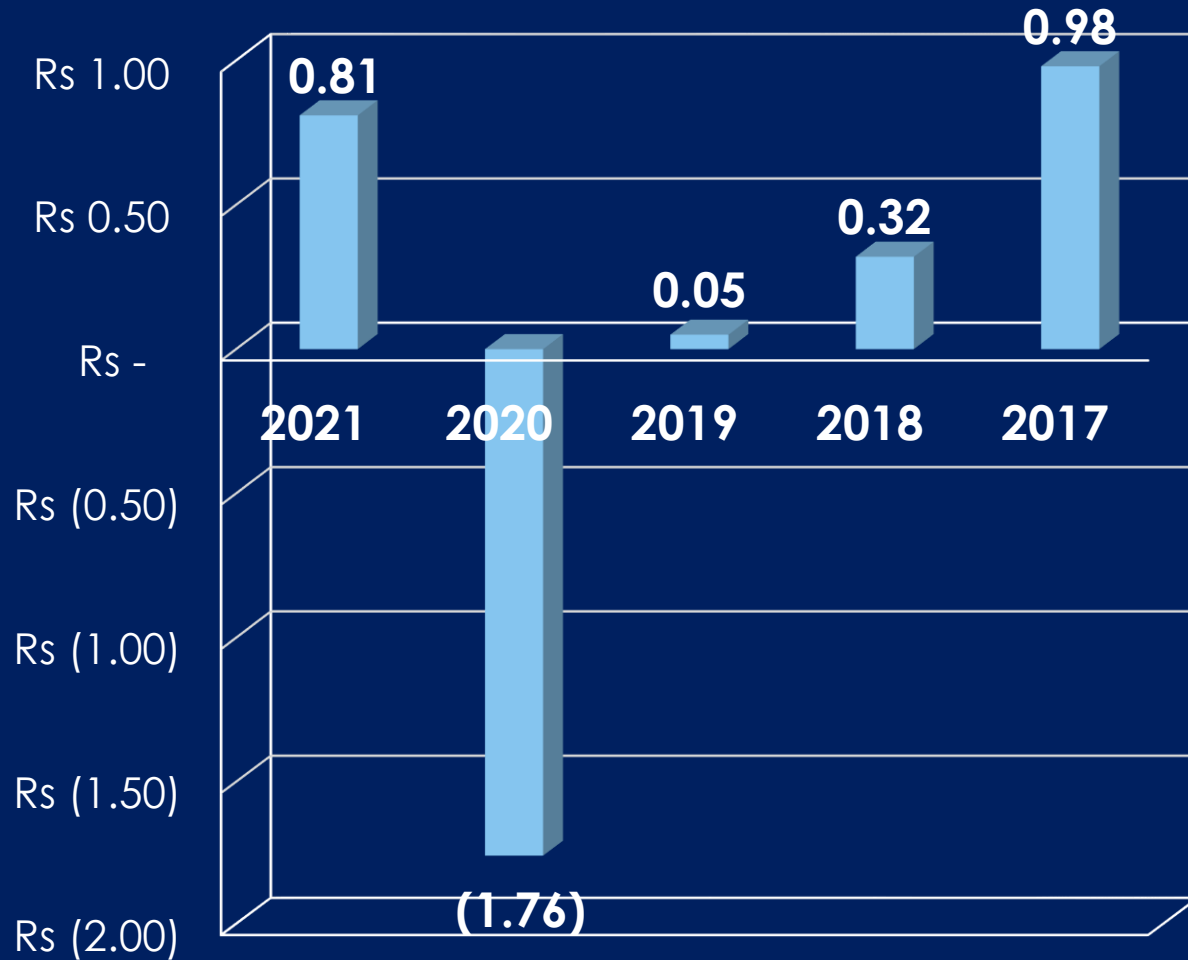


### Profit / (loss) before tax

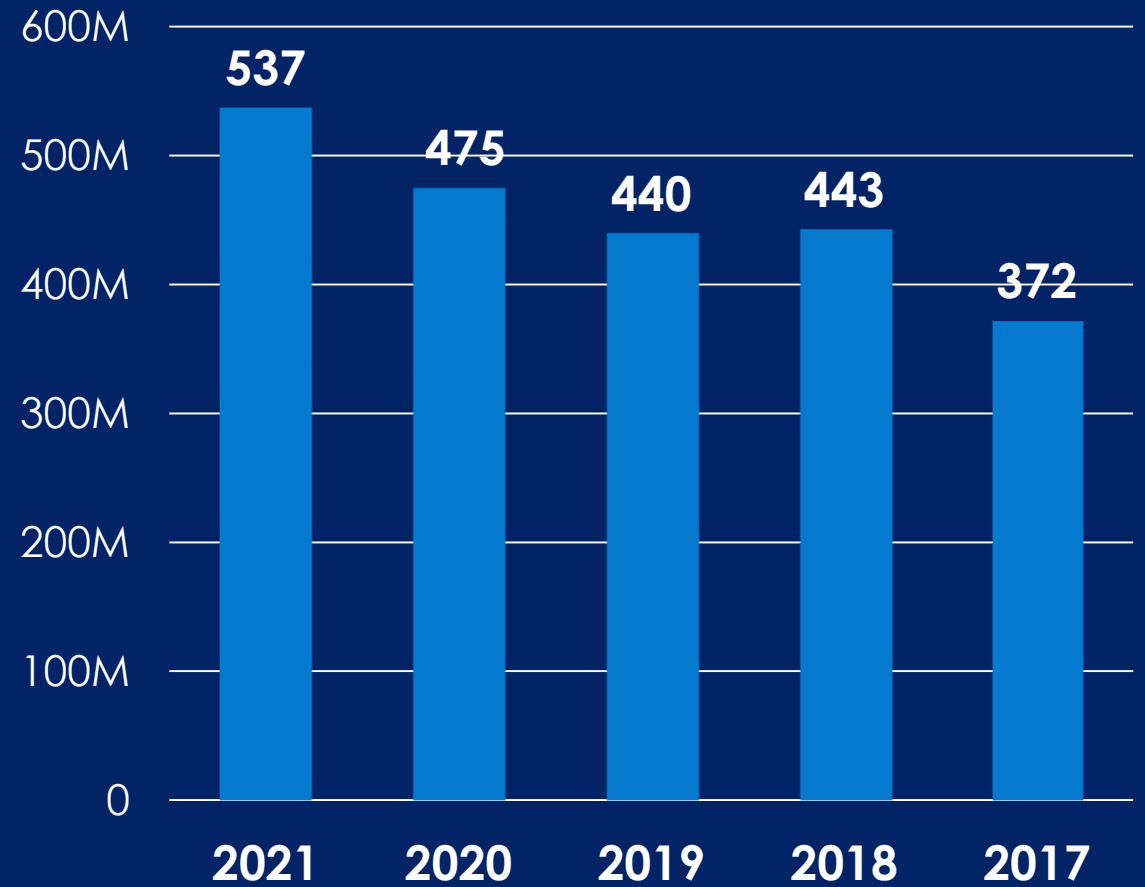


# FIVE YEARS PERFORMANCE AT A GLANCE

## EPS (Rs)

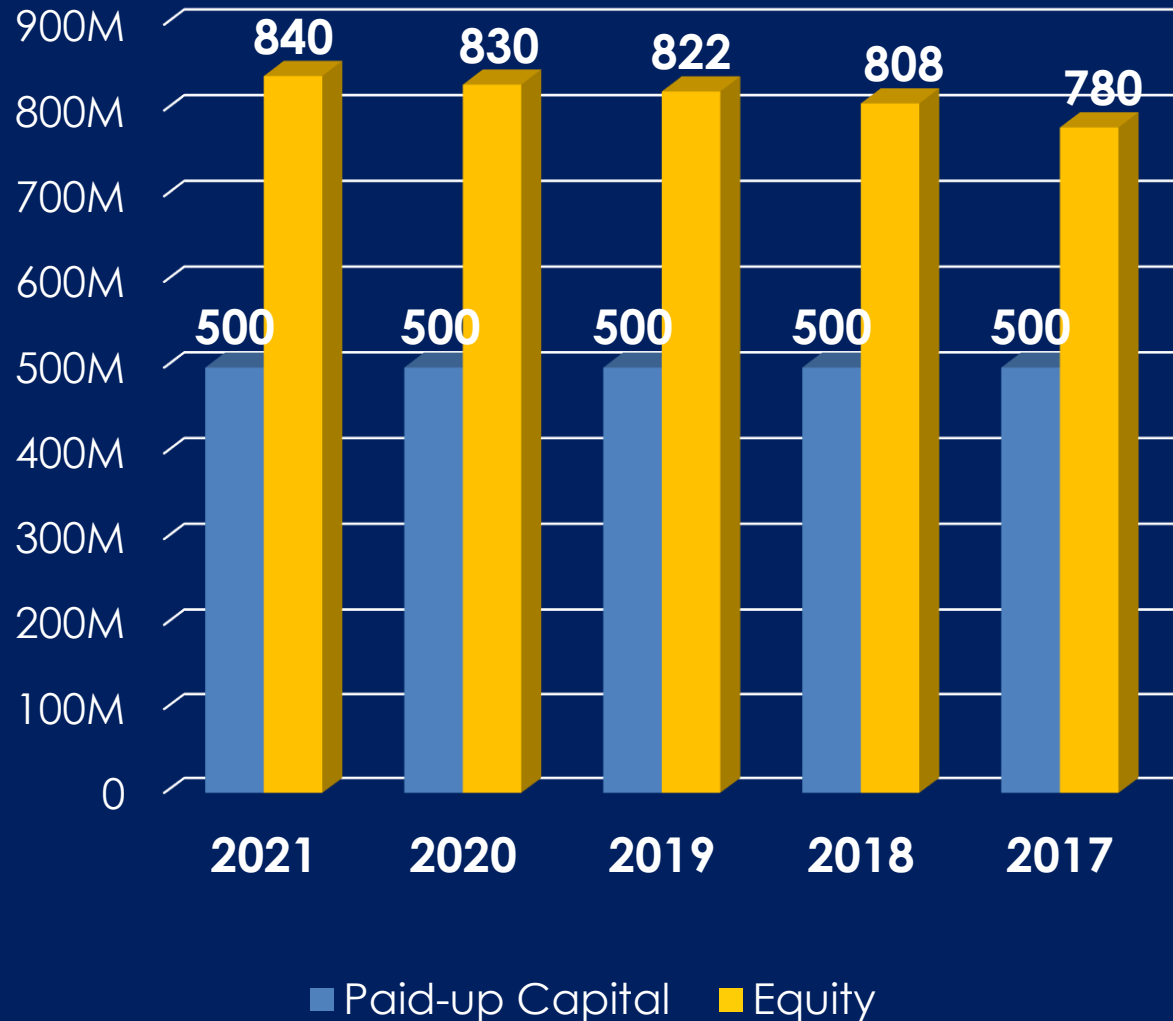


## Investments

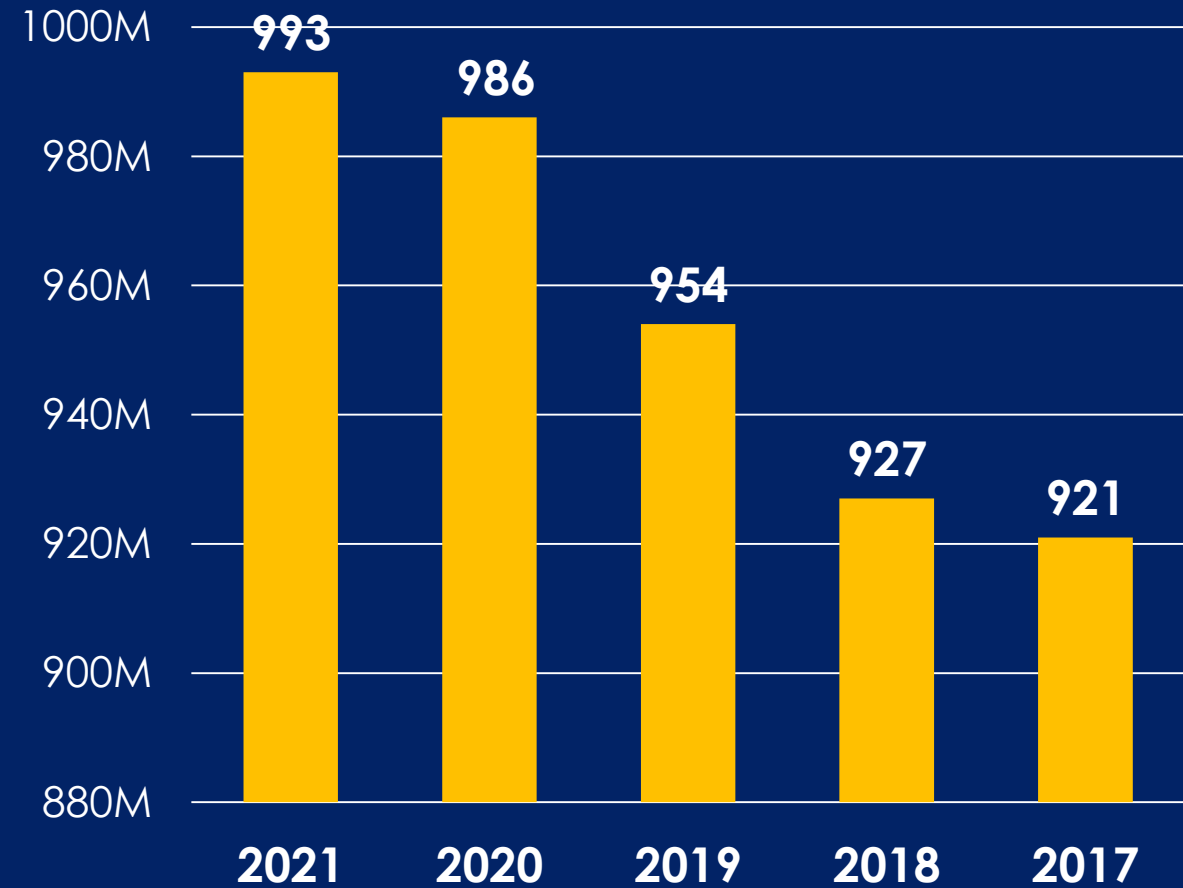


# FIVE YEARS PERFORMANCE AT A GLANCE

## Paid-up Capital / Equity

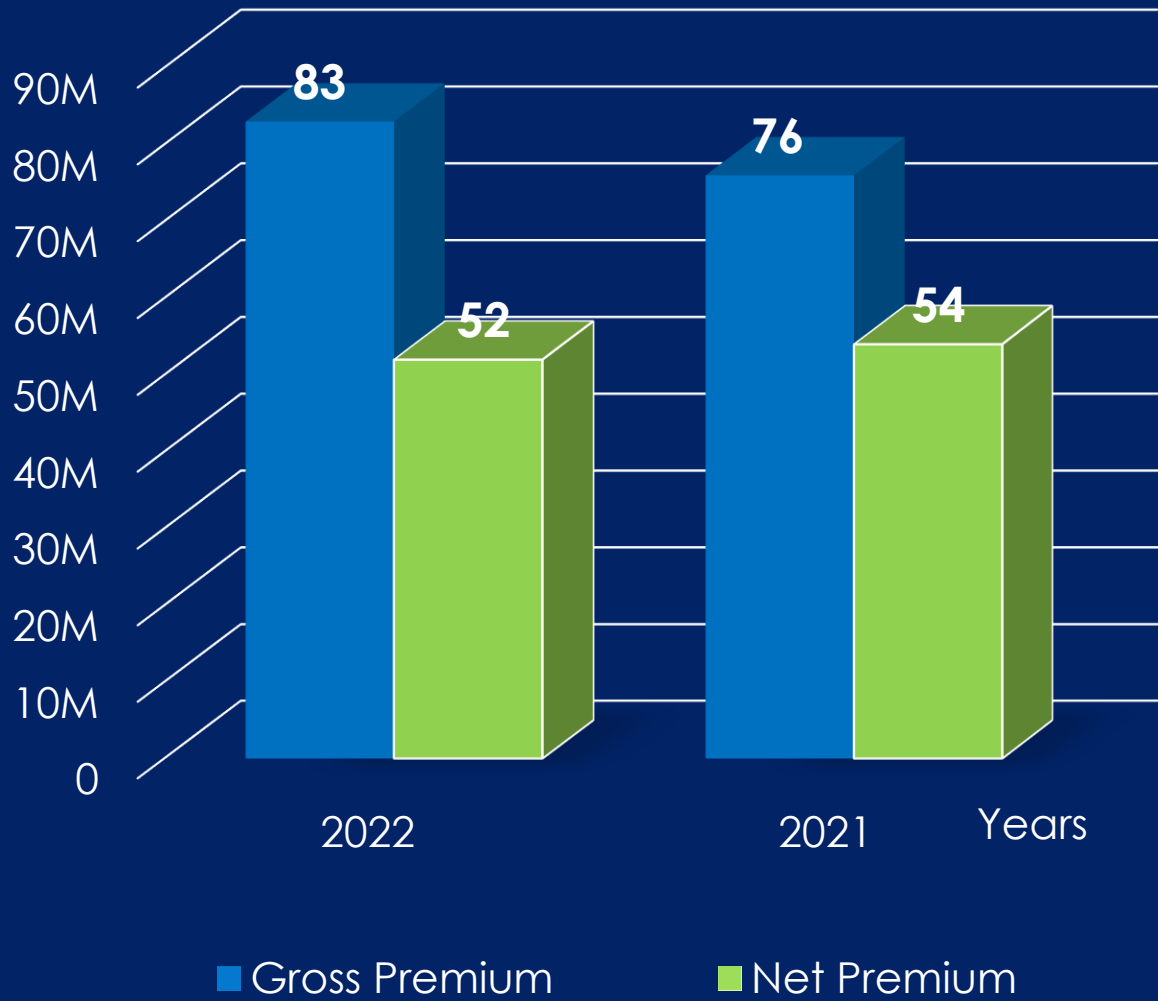


## Total Assets

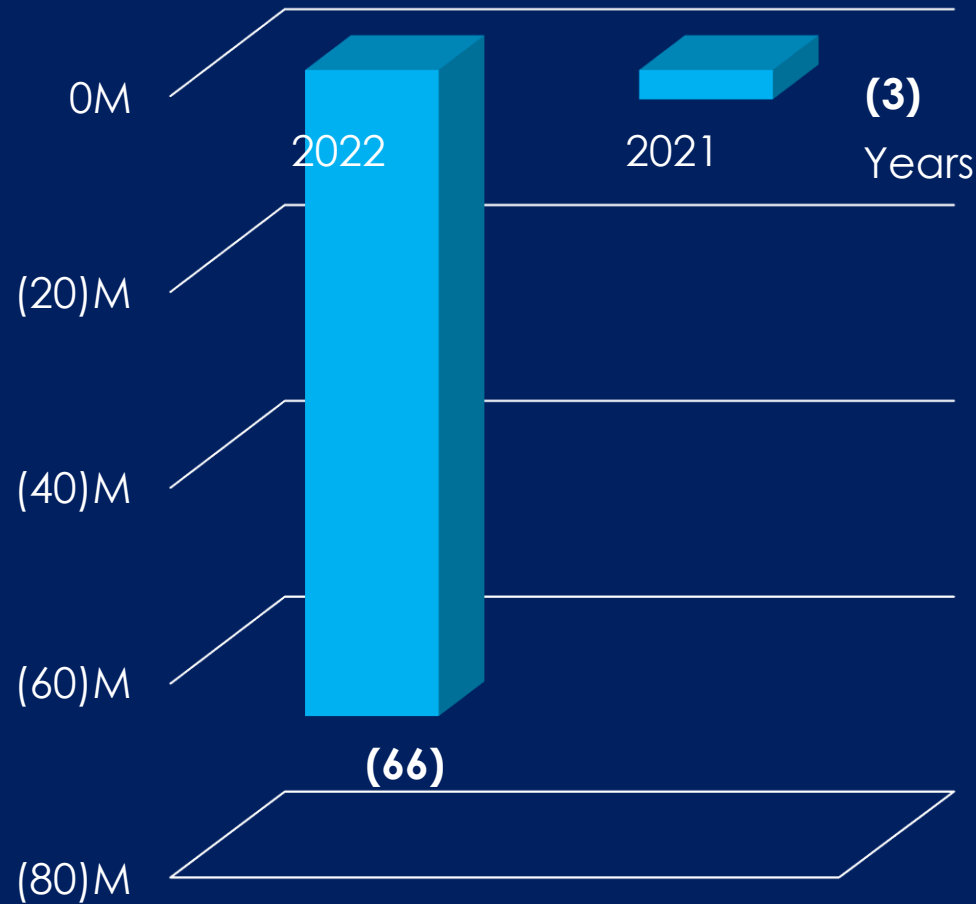


# NINE MONTHS PERFORMANCE AT A GLANCE (2022 & 2021)

Gross Preimum & Net Preimum

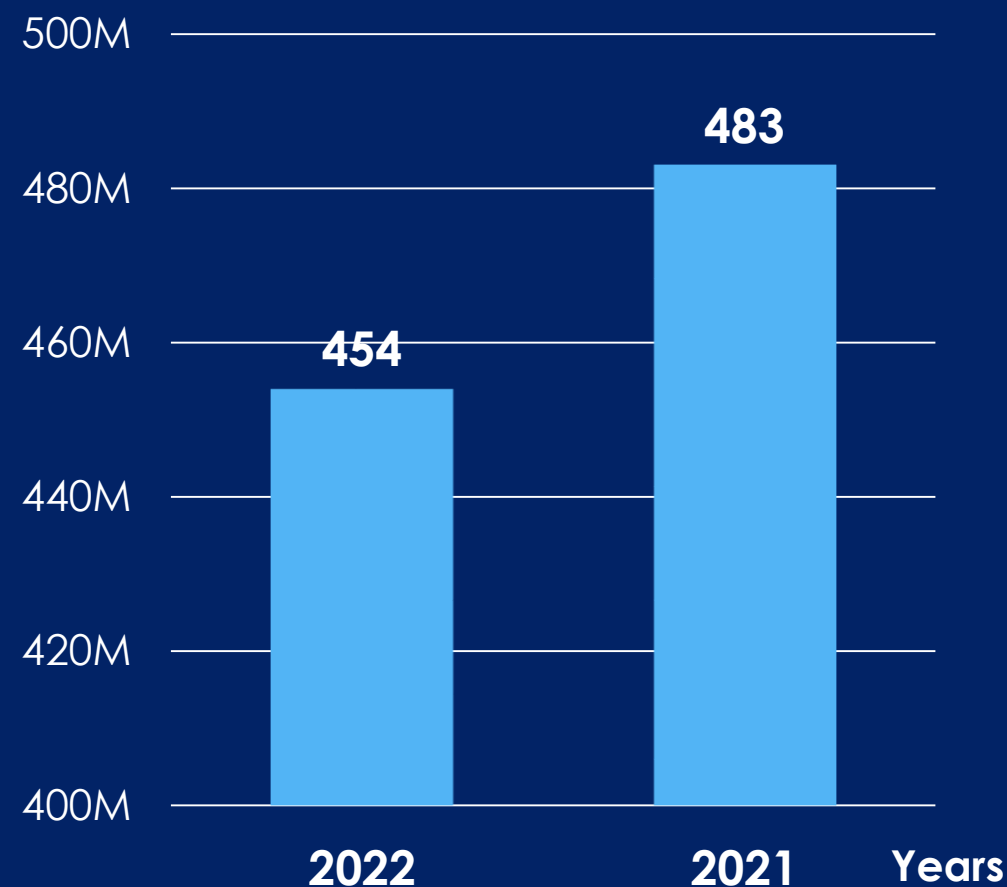


Loss after Tax

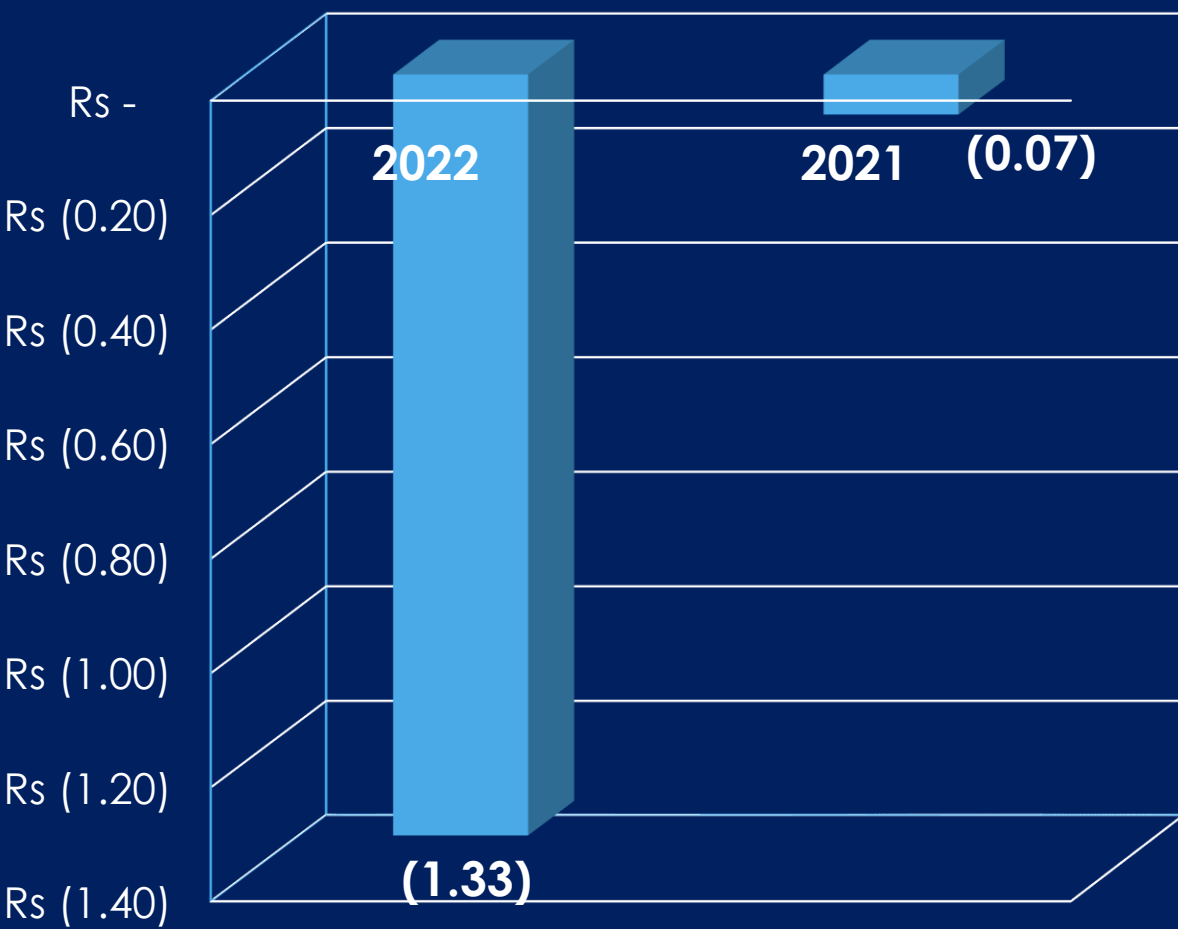


# NINE MONTHS PERFORMANCE AT A GLANCE (2022 & 2021)

## Investments



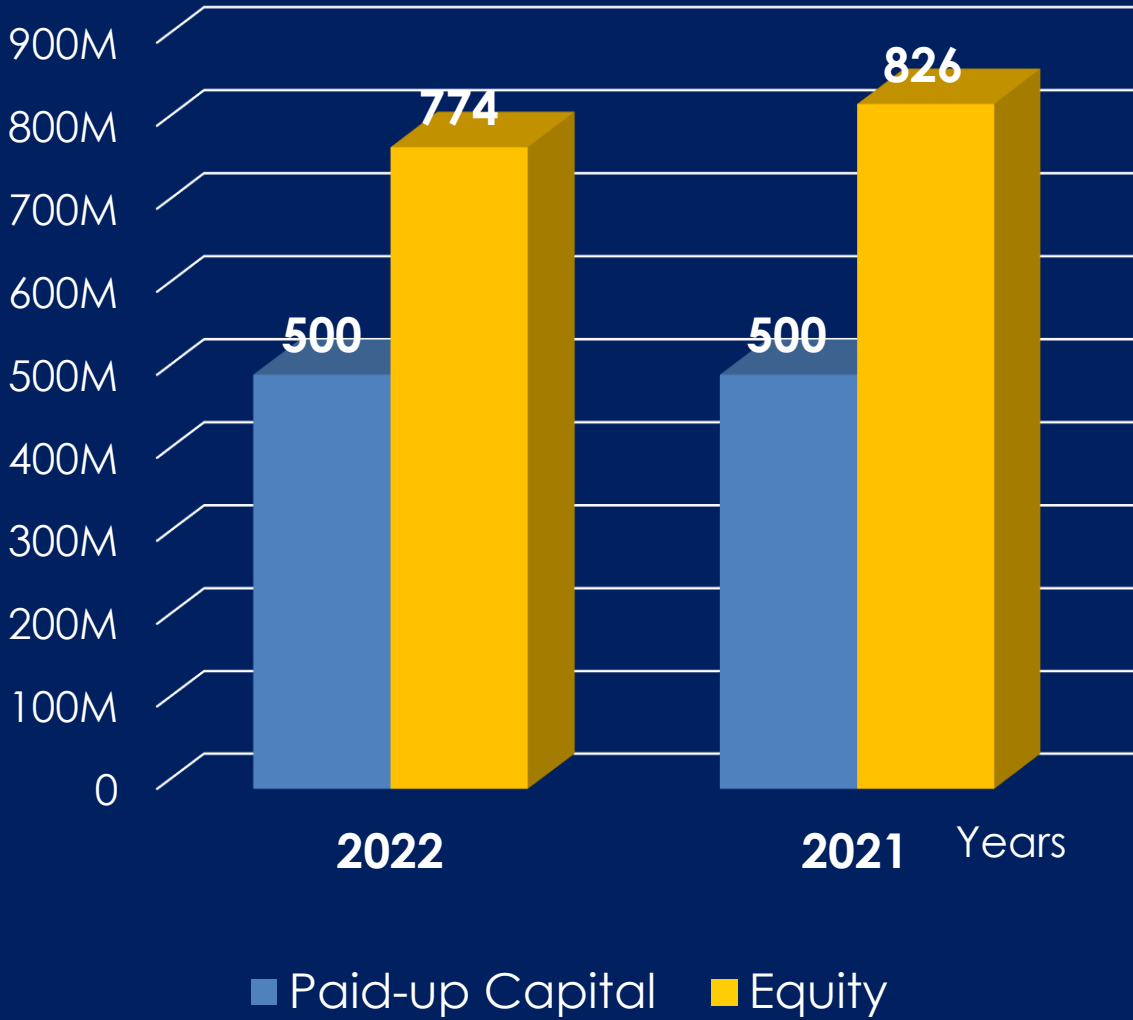
## EPS (Rs)



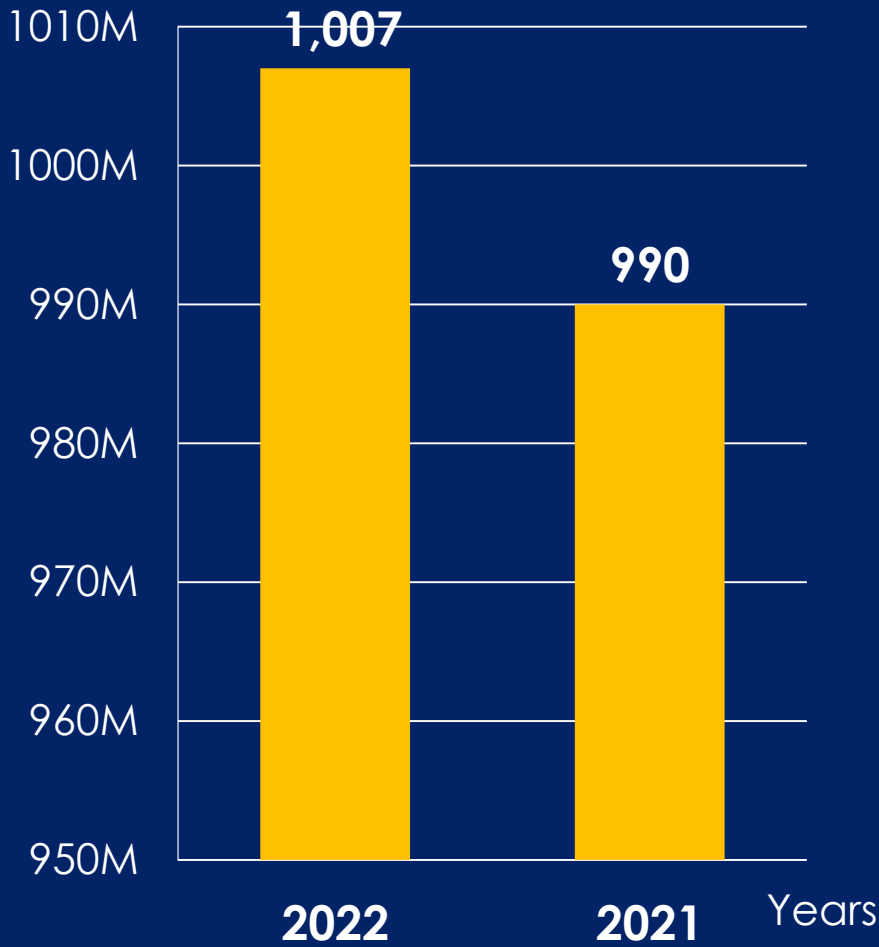


# NINE MONTHS PERFORMANCE AT A GLANCE (2022 & 2021)

## Paid-up Capital / Equity



## Total Assets



## VARIANCE ANALYSIS – PROFIT OR LOSS NINE MONTHS ENDED SEPTEMBER, 2022 VS 2021

DESCRIPTION	2022	2021	VARIANCE
	(Rupees in thousand )		
Gross insurance premium	83,237	75,684	7,553
Net insurance premium	52,171	54,305	(2,134)
Net insurance claim expense	(57,542)	(29,176)	(28,366)
Premium deficiency	-	-	-
Net commission	(7,606)	(8,382)	776
Insurance claims and acquisition costs	<b>(65,148)</b>	<b>(37,558)</b>	<b>(27,590)</b>
Management expenses	(66,893)	(62,312)	(4,581)
Underwriting results	<b>(79,870)</b>	<b>(45,565)</b>	<b>(34,305)</b>
Investment income	10,947	10,638	309
Rental income	894	831	63
Other income	1,017	626	391
Other expenses	(4,495)	(3,922)	(573)
Results of operating activities	<b>(71,507)</b>	<b>(37,392)</b>	<b>(34,115)</b>
Share of loss of associates - net	(13,456)	(33,315)	(46,771)
Loss before taxation	<b>(84,963)</b>	<b>(4,077)</b>	<b>(80,886)</b>
Taxation	18,508	585	17,923
Loss after taxation	<b>(66,455)</b>	<b>(3,492)</b>	<b>(62,963)</b>


**STRATEGIC**

**AND**

**OPERATION DEVELOPMENT**

# **DISCLAIMER**

This presentation shows facts and future strategy only. Implementation of future strategy is always subject to positive and favorable economic indicators of the Company.

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*Thank  
you*

