



Century Insurance

A Lakson Group Company

# **CORPORATE BRIEFING SESSION**

**16<sup>th</sup> May 2023**



# **Company Profile**



# Company Profile

## Background:

- Incorporated in 1985; a Lakson Group company.
- Listed on the Pakistan Stock Exchange. Stock symbol is CENI
- Engages in General Insurance and Takaful business.
- Registered office is situated at Lakson Square Building No. 2, Sarwar Shaheed Road, Karachi.

## Credit Rating:

- VIS credit rating agency has harmonized the IFS credit rating of Century Insurance at **'AA(IFS)' (Double A IFS)**. The rating denotes very strong capacity to meet policy holders' and contract obligations. Risk factors are very low, and the impact of any adverse business and economic factors is expected to be very small.

## Common Insurance Products:

- |   |   |
|---|---|
| <ul style="list-style-type: none"><li>• Property Insurance</li><li>• Marine Insurance</li><li>• Motor Insurance</li><li>• Health &amp; Accident Insurance</li><li>• Engineering Insurance</li><li>• Machinery Breakdown Insurance</li></ul> | <ul style="list-style-type: none"><li>• Business Interruption Insurance</li><li>• Crop and Livestock Insurance</li><li>• Travel Insurance</li><li>• Cash on Premises and in transit Insurance</li><li>• Liability Insurances</li><li>• Employee Infidelity Insurance</li><li>• Directors' and Officers' Liability Insurance</li></ul> |
|---|---|



# Company Profile

## Re-insurance Partners:

- SCOR Re - Rated A+ by S & P
- Korean Re - Rated A by A.M. Best
- Munich Re Syndicate (Watkins ) - Rated AA- by S & P
- Labuan Re - Rated A- by A.M. Best
- Peak Re – Rated A- by A.M. Best
- Pakistan Reinsurance Co. Ltd. - Rated AA+ by VIS

## Re-takaful Partners:

- Labuan Re - Rated A- by A.M. Best
- Tunis Re – Rated AA by Fitch
- Kenya Re - Rated B by A.M. Best
- Pakistan Reinsurance Co. Ltd. - Rated AA+ by VIS

## Branch Network:

- Karachi
- Lahore
- Islamabad
- Faisalabad
- Sialkot
- Gujranwala
- Multan



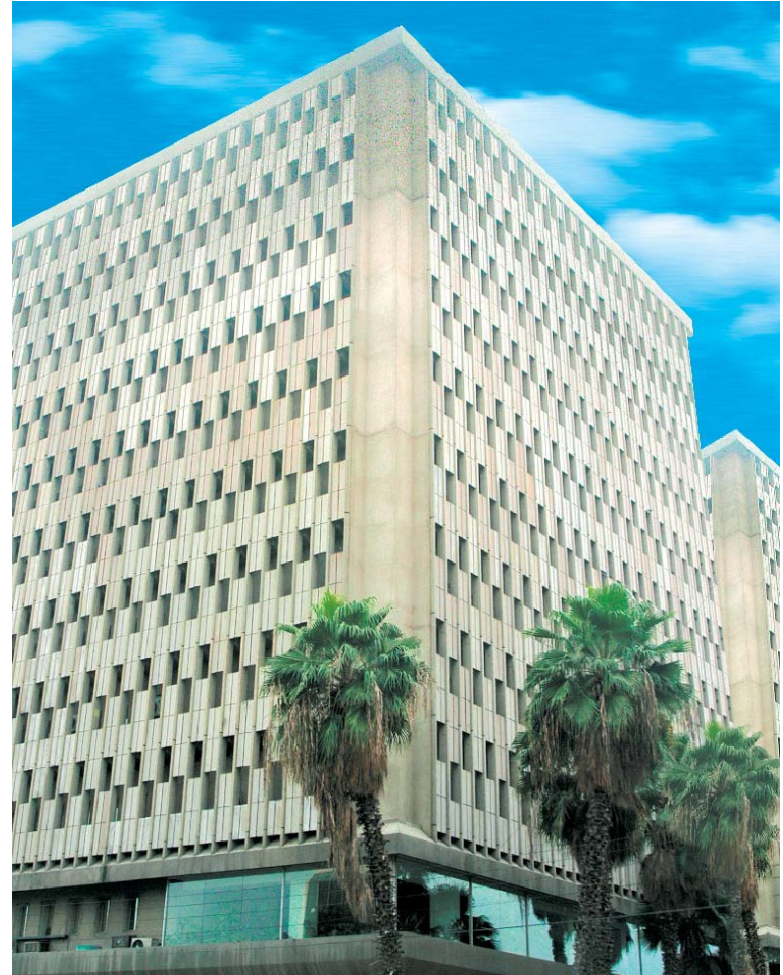
# **LAKSON GROUP**



# Introduction

The Lakson Group was established in 1954. Today, the group comprises of companies that are industry leaders in their respective sectors including internet services, call centers, FMCGs, fast food restaurants, general insurance, asset management, media, paper and board, printing and packaging, aviation, surgical instruments, technology (data-networking, BPO and software), digital payment platforms and travel.

With assets exceeding USD 1.05 Billion and 15+ companies in Pakistan, the Lakson Group provides direct employment to more than 17,000 persons.





# Lakson Group Presence:

- **Financial Sector:**

- Lakson Investments
- Naya Pay (Pvt.) Limited
- Century Insurance

- **FMCG:**

- Colgate-Palmolive (Pakistan) Limited

- **Media:**

- Express News
- The Express Tribune
- The Daily Express
- Express Entertainment

- **Travel & Aviation:**

- Fly Jinnah
- Princeton Travels

- **Surgical:**

- Accuray Surgicals Limited

- **Technology:**

- Cyber Internet Pvt. Limited
  - Stromfiber
  - Rapid Compute
- Sybrid Pvt Limited
- Lakson Business Solutions
- ICE Animations

- **Paper, Board & Printing:**

- Century Paper & Board Mills Limited
- Merit Packaging Limited

- **Food & Restaurants:**

- McDonald's Pakistan
- Ajinomoto Lakson Pakistan Pvt. Ltd.

- **Philanthropy:**

- Hasanali & Gulbano Lakhani Foundation



# International Alliances



Colgate-Palmolive Inc. USA  
(Joint Venture)



McDonald's Corporation, USA  
(Franchise)

Eat Well, Live Well.



Ajinomoto-Co, Inc. (Japan)  
(Joint Venture)

International New York Times

International New York Times, USA

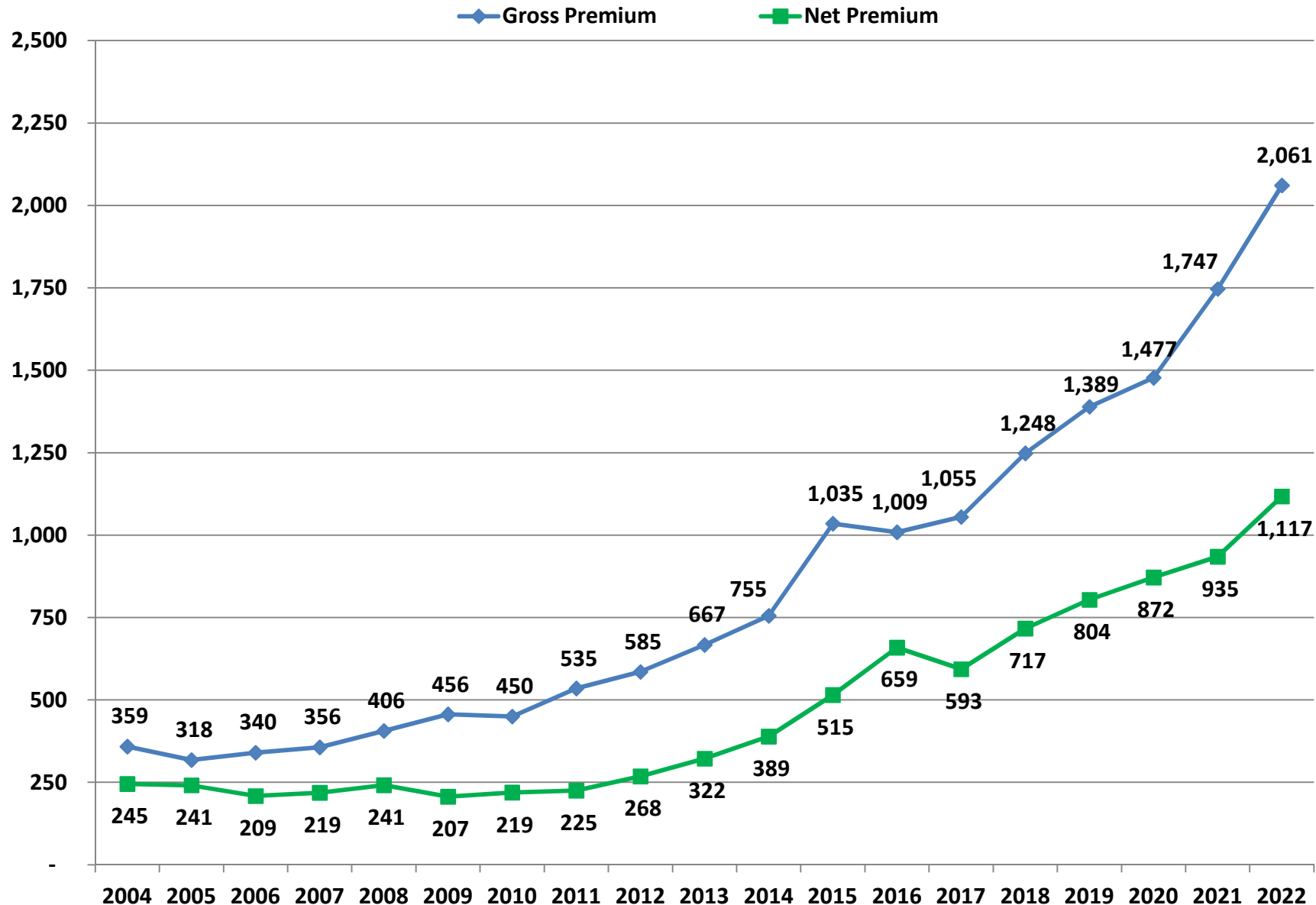


# **Financial Performance**



# Gross Written and Net Earned Premiums (including takaful contribution)

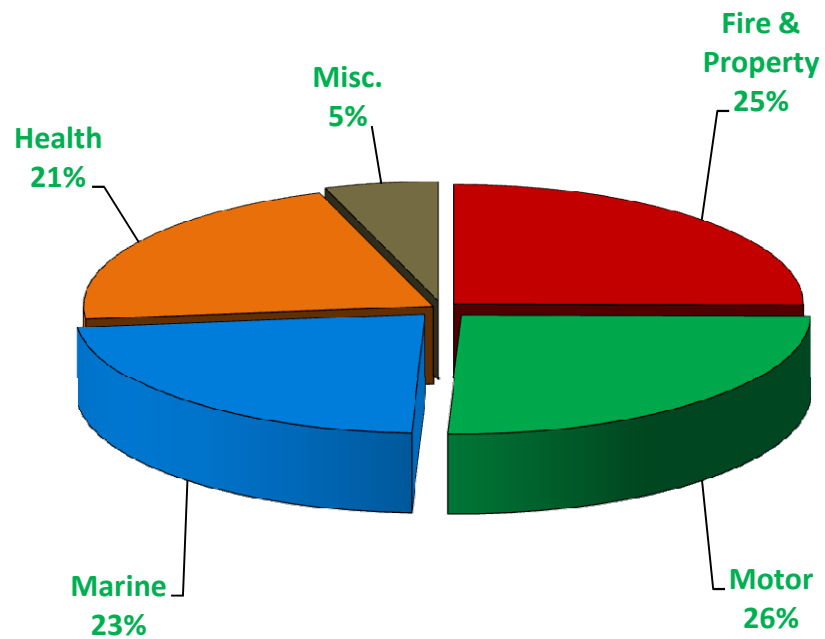
Rs. In millions



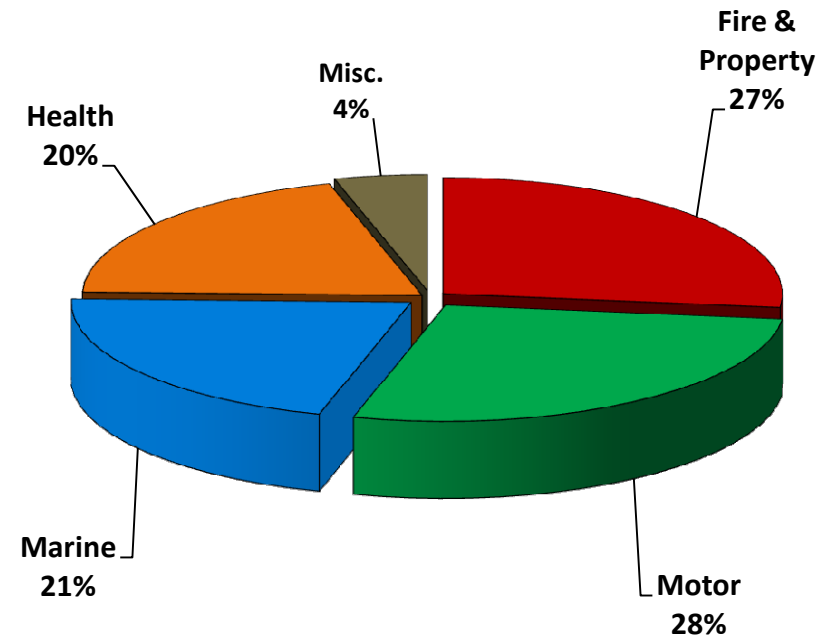


# Gross Written Premium mix

2022



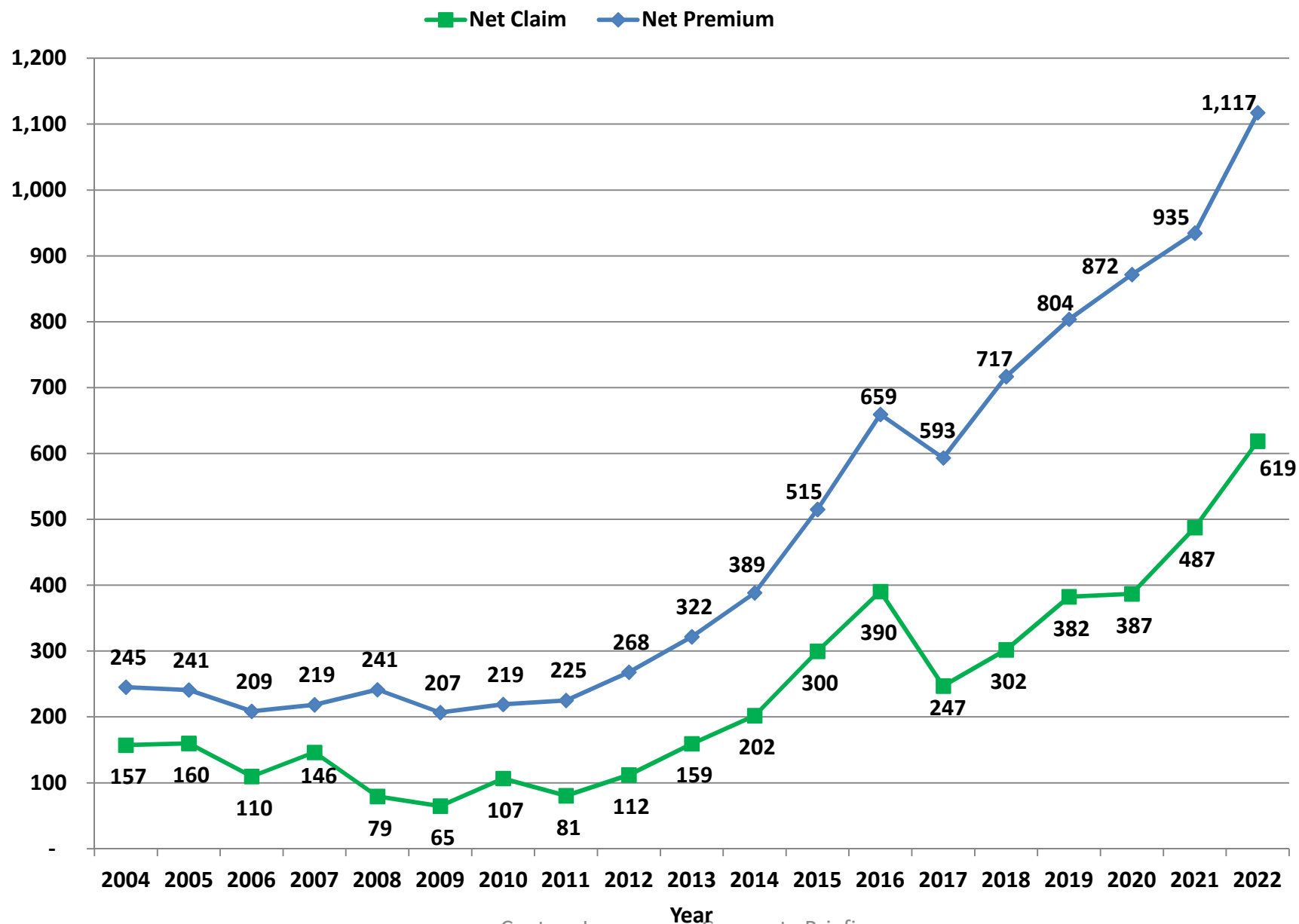
2021





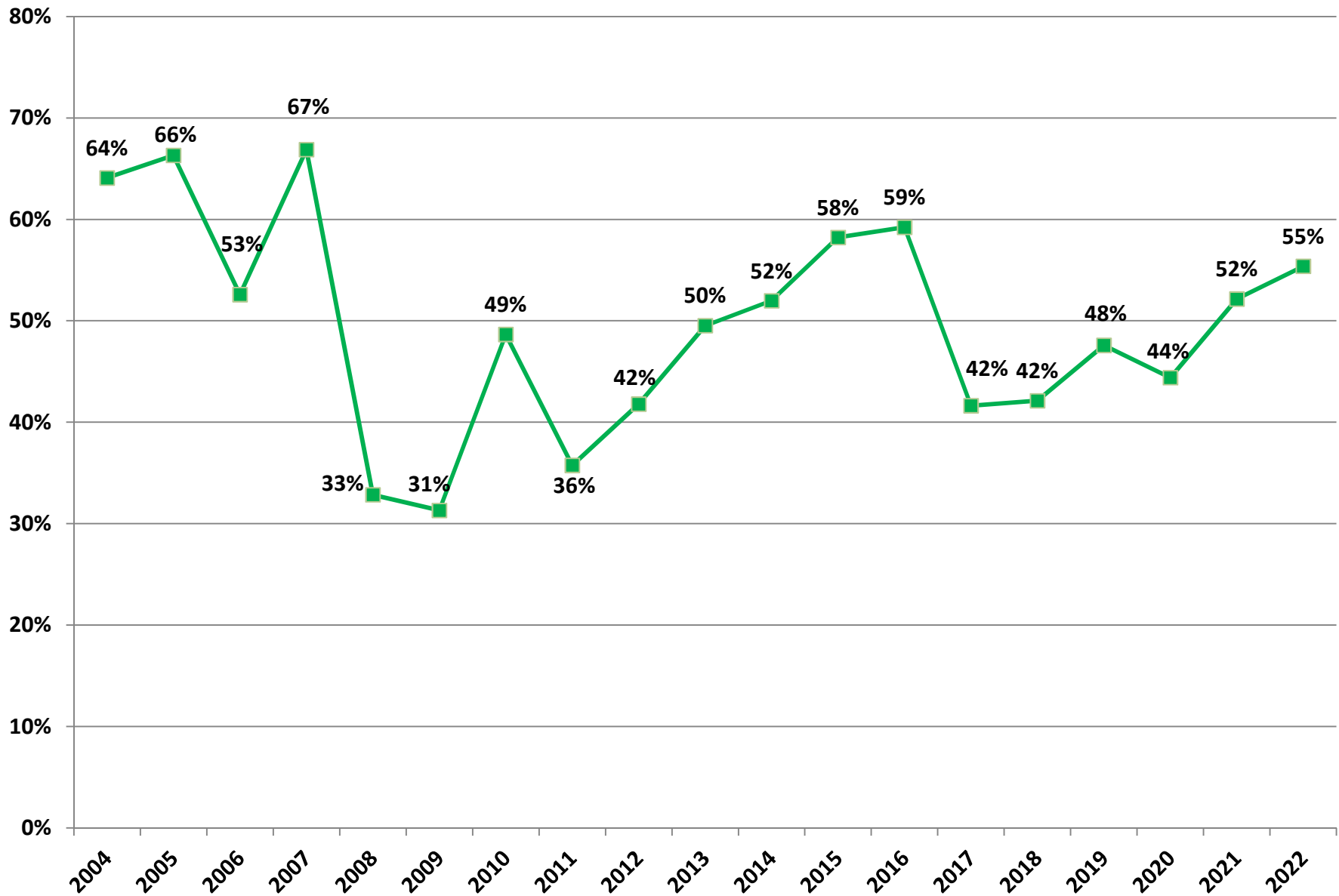
# Net Earned Premium and Net Claims

Rs. In millions





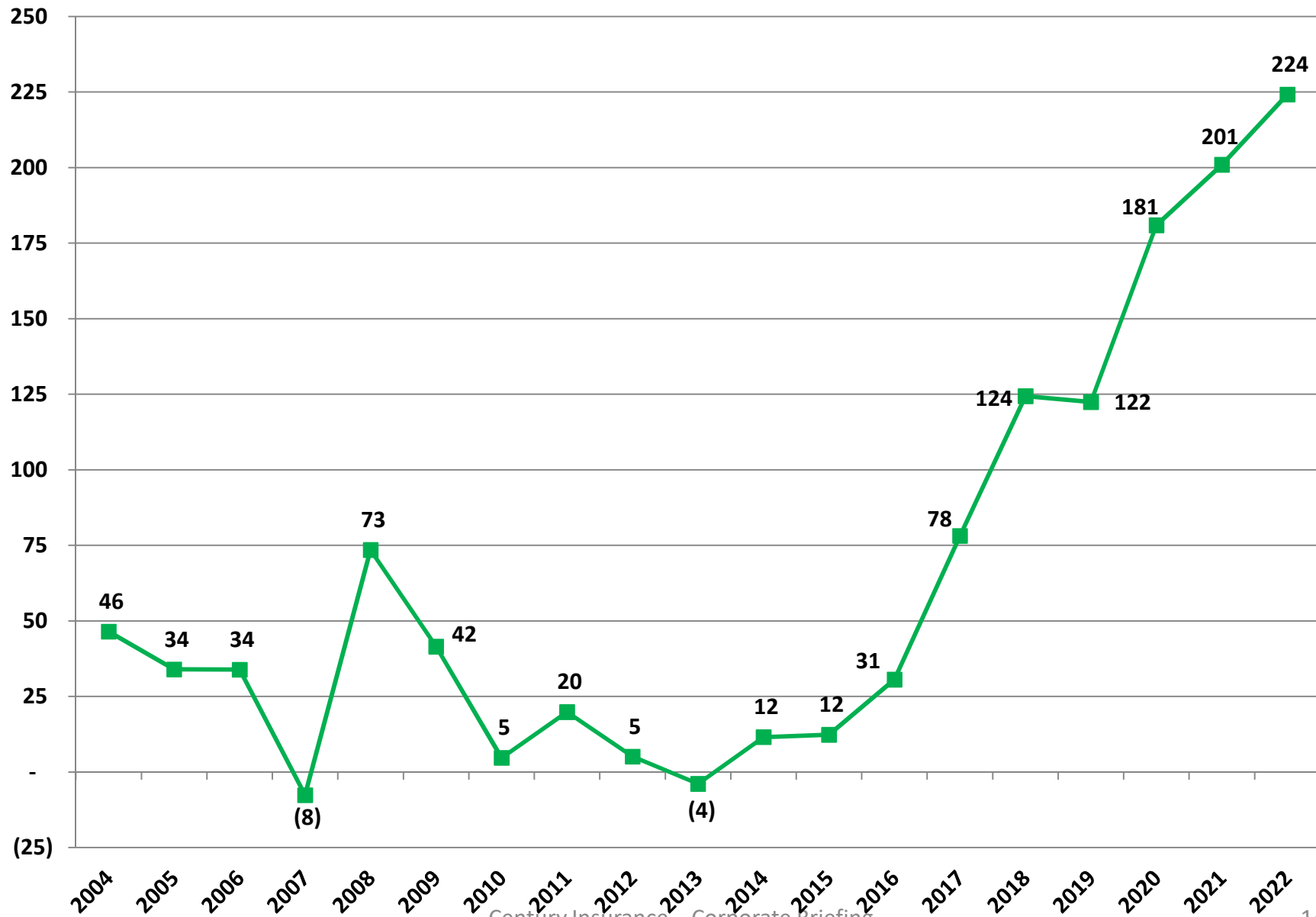
# Net Claims as %age of Net Earned Premium





# Profit from Insurance Operations

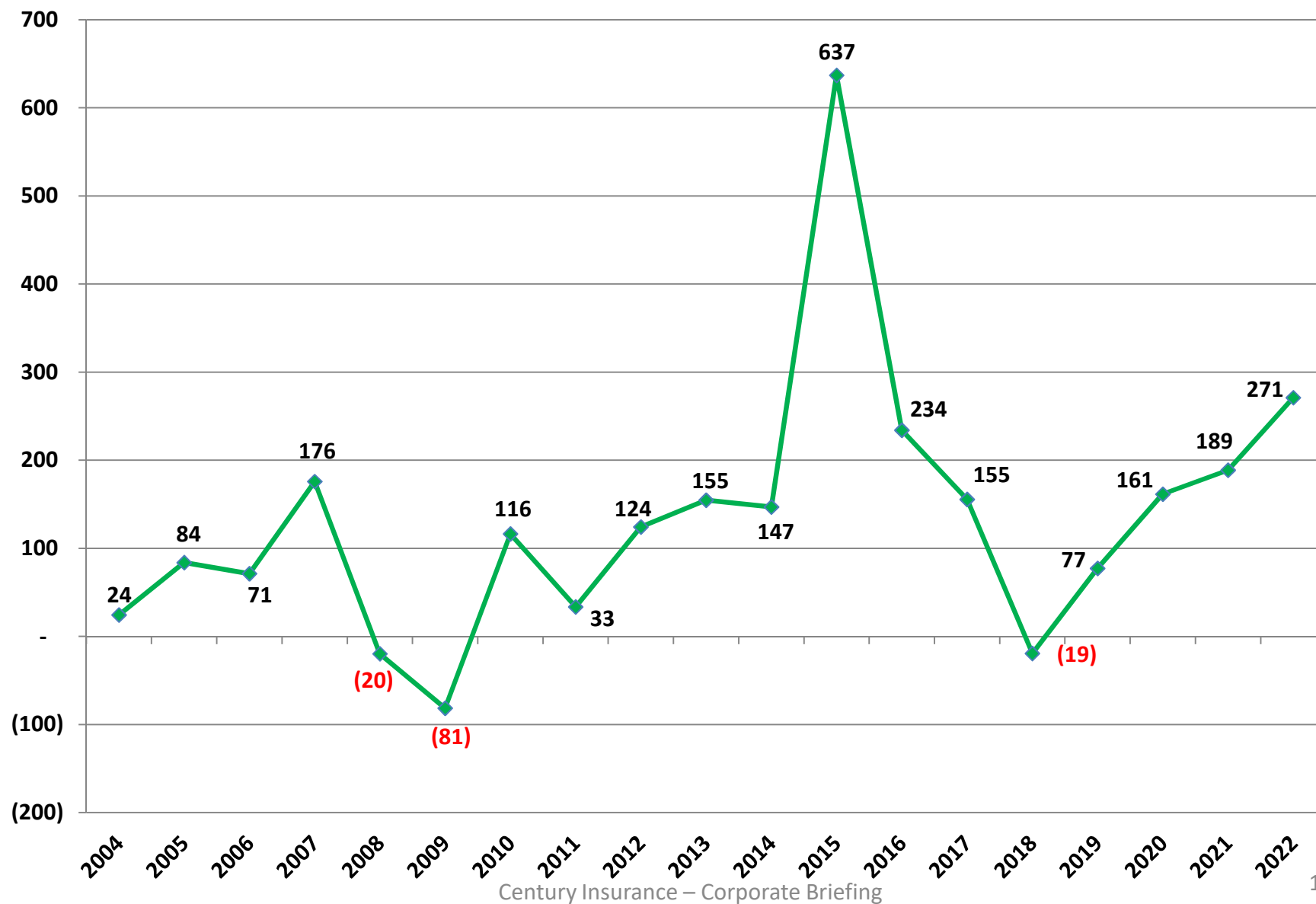
Rs. In millions





# Investment & Other Income

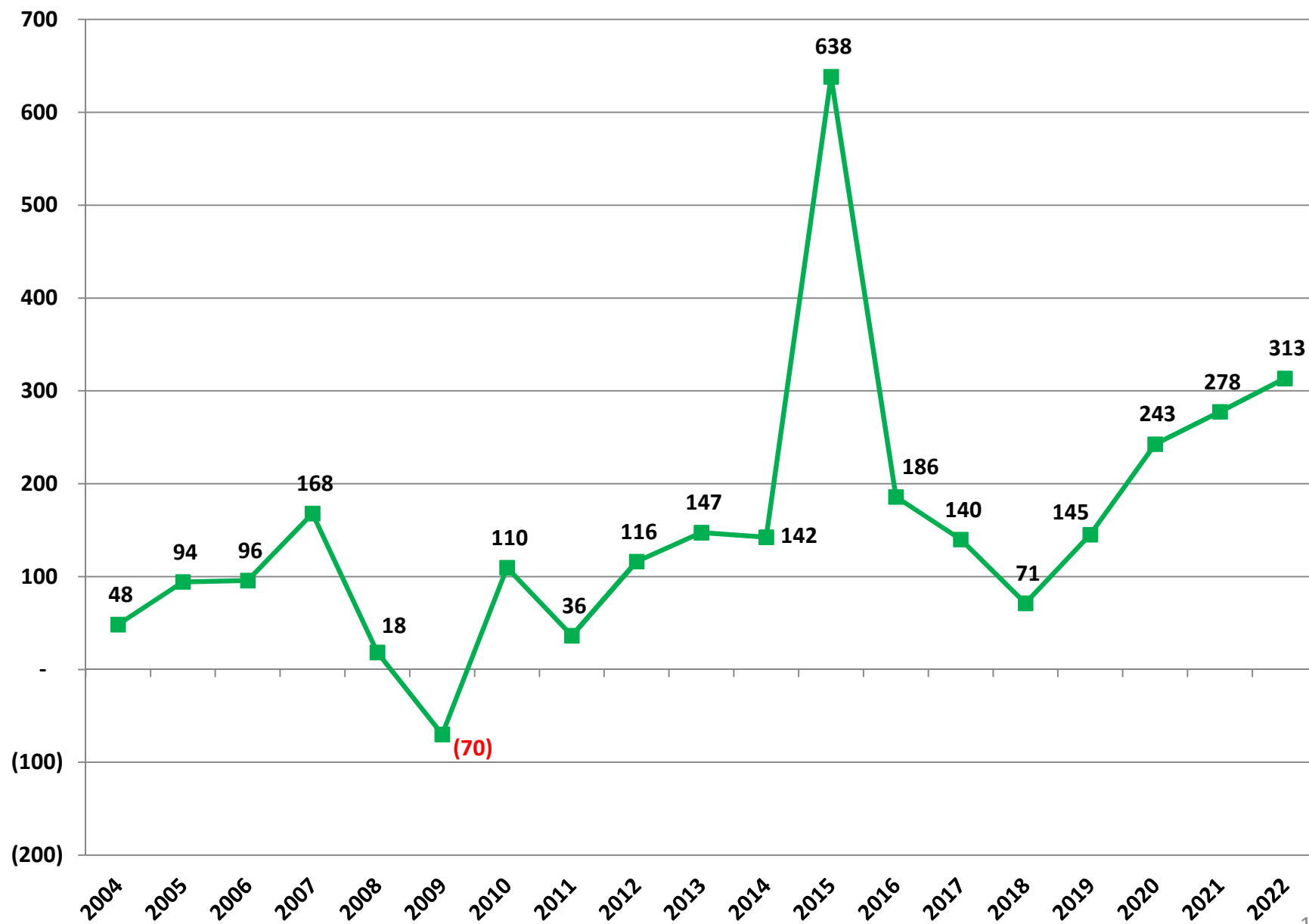
Rs. In millions





# Profit After Tax

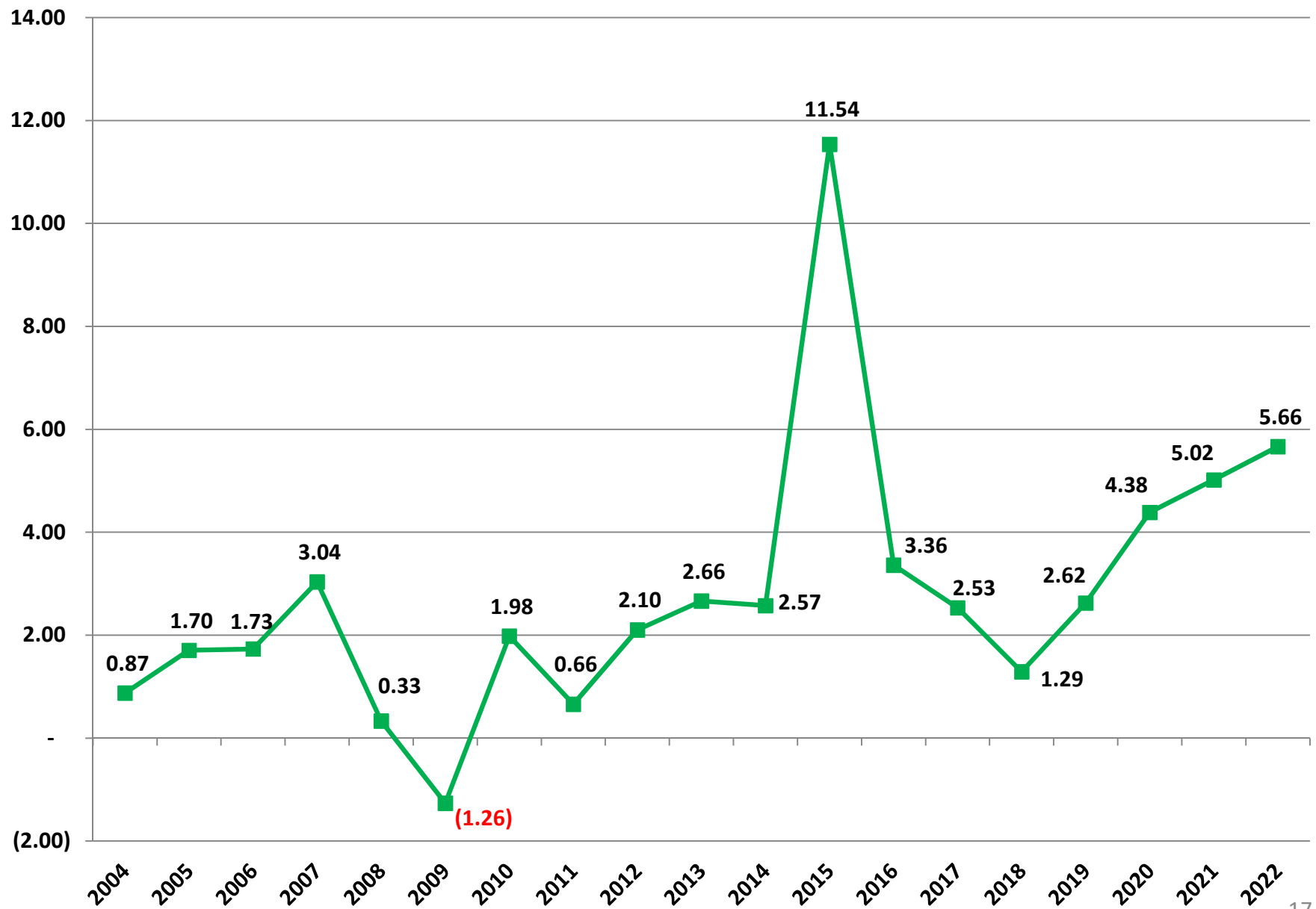
Rs. In millions





# Earnings Per Share (restated)

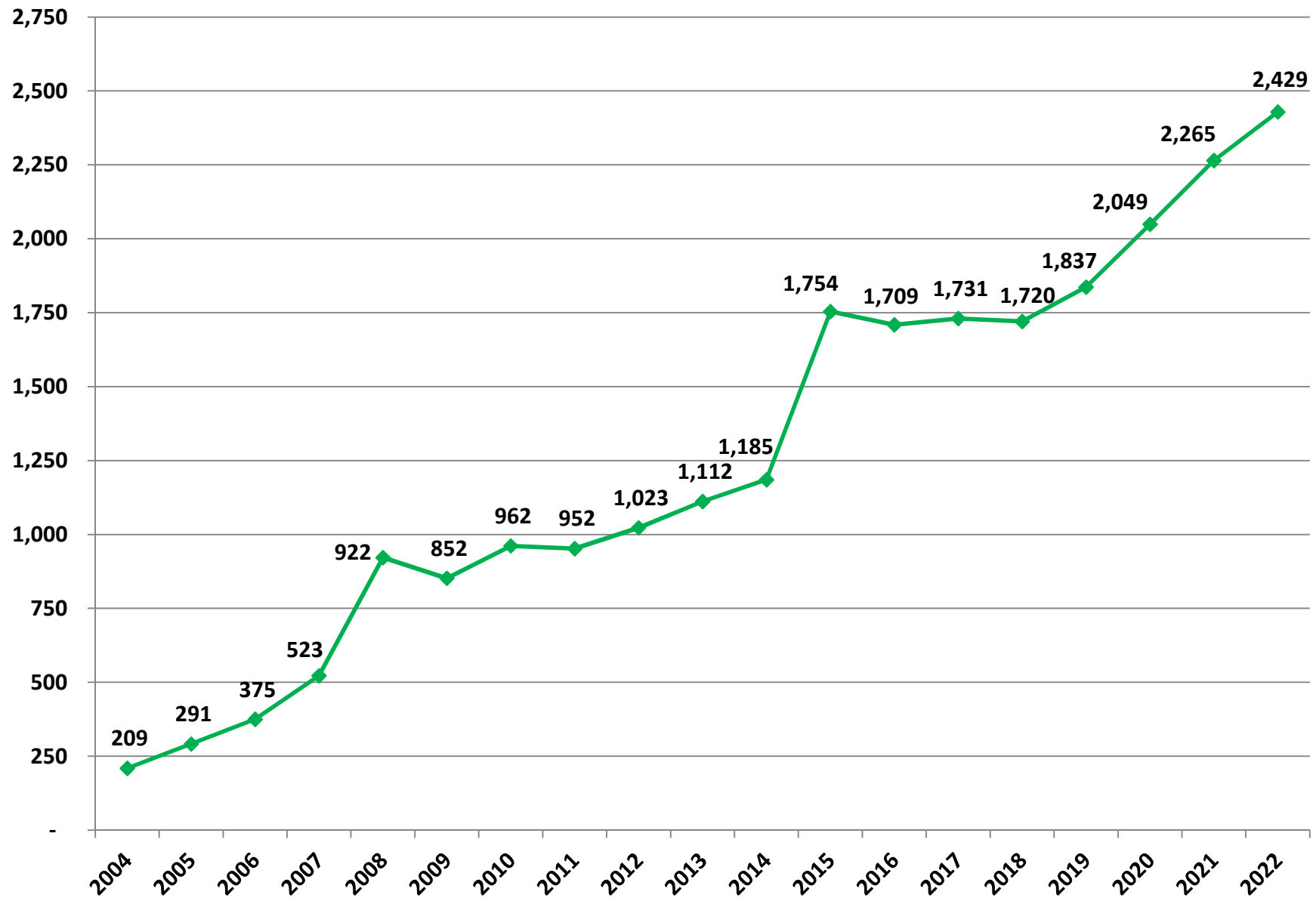
PKR.





# Shareholders' Equity

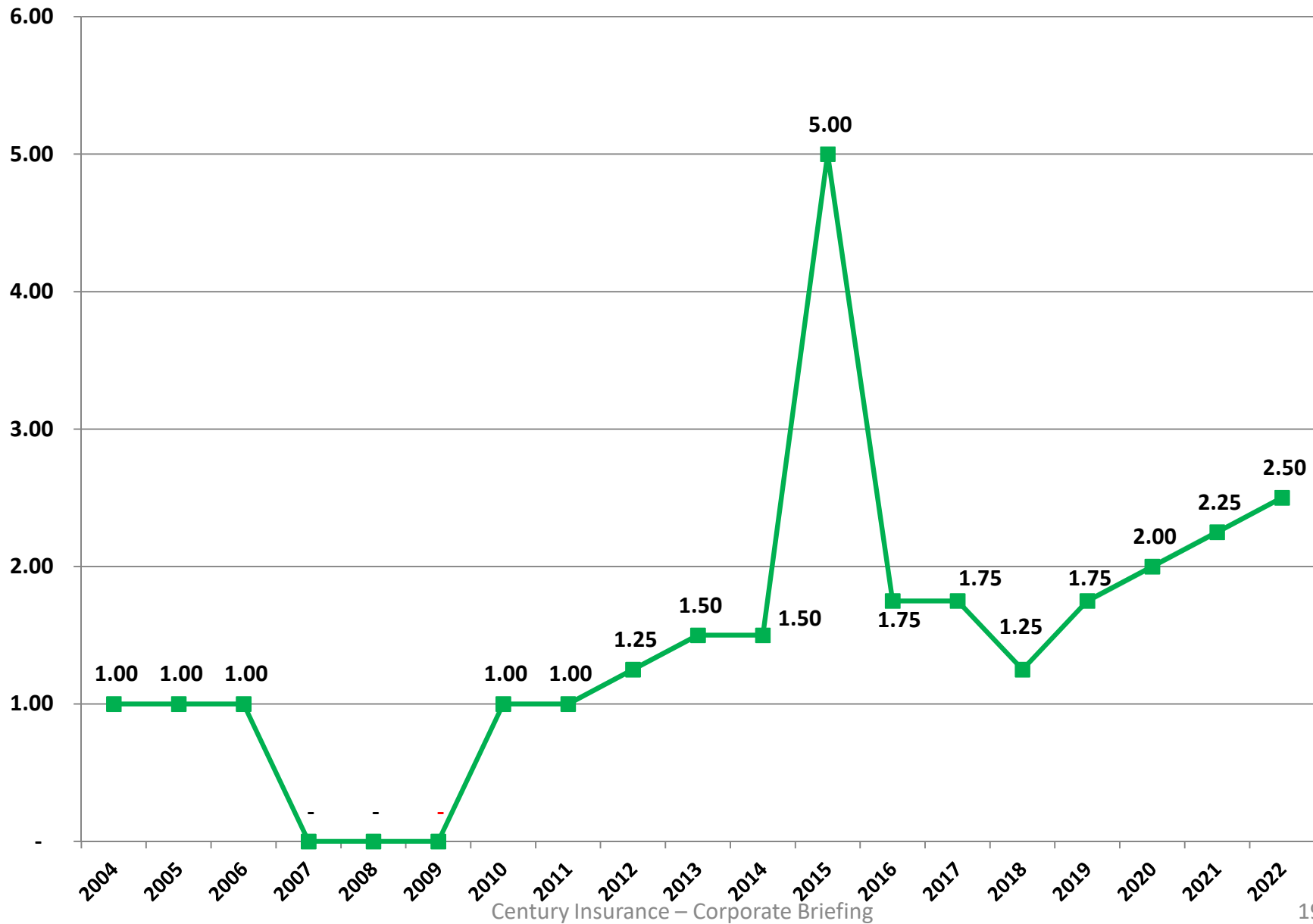
Rs. In millions





# Cash Dividend Per Share

PKR.





# Future plans and strategy

- **Insurance Business:**

- ✓ Organic growth / Expansion of Branch Network
- ✓ Concentrate on quality of business / clients
- ✓ Develop alternate distribution channels / Digital distribution
- ✓ Develop new products in line with changing needs
- ✓ Never compromise on service quality or business ethics
- ✓ Improve operational efficiency and maintain a check on expenses
- ✓ Never expose the company or its reinsurers to inordinate risk

- **Investment Portfolio:**

- ✓ Maintaining a prudent balance between equity and fixed income
- ✓ Present focus on high interest bearing investments
- ✓ Diversification of investment portfolios
- ✓ Investment with high quality securities
- ✓ Take a long-term view

- **Human Resource Capital:**

- ✓ Training & development
- ✓ Continuous process improvement for an efficient workforce
- ✓ Build / Maintain top quality sales team





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**Thank you!**