



CENTURY INSURANCE COMPANY LIMITED

Registered Office & Corporate Department
Lakson Square, Building No. 2, Sarwar Shaheed Road, Karachi-74200, Pakistan.
NTN : 0710008-6

16 May 2024

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

Dear Sir,

CORPORATE BRIEFING SESSION **CENTURY INSURANCE COMPANY LIMITED**

Further to our letter dated 09 May 2024, the Corporate Briefing Session of Century Insurance Company Limited will be held on Friday, 17 May 2024 at 03:30 p.m. at PSX Auditorium, Pakistan Stock Exchange Building, Stock Exchange Road, Karachi as well as through Electronic means/Video link facility to brief Company's performance.

Interested participants should e-mail their credentials to "mansoor@lakson.com.pk" with the subject "Corporate Briefing Session" before 12:30 p.m. on 17 May 2024.

Please also find the enclosed presentation in respect of CBS, which has also been uploaded on company's website.

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

Kindly acknowledge.

Thanking you,

Yours faithfully,

For CENTURY INSURANCE COMPANY LIMITED


(MANSOOR AHMED)
Company Secretary

Encls: as above.



Century Insurance

A Lakson Group Company

CORPORATE BRIEFING SESSION

17th May 2024.

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

Company Profile

Re-insurance Partners:

- SCOR Re - Rated A+ by S & P
- Korean Re - Rated A 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
- Saudi Re – Rated A- by S & P
- Kenya Re - Rated B by A.M. Best
- Pakistan Reinsurance Co. Ltd. - Rated AA+ by VIS

Branch Network:

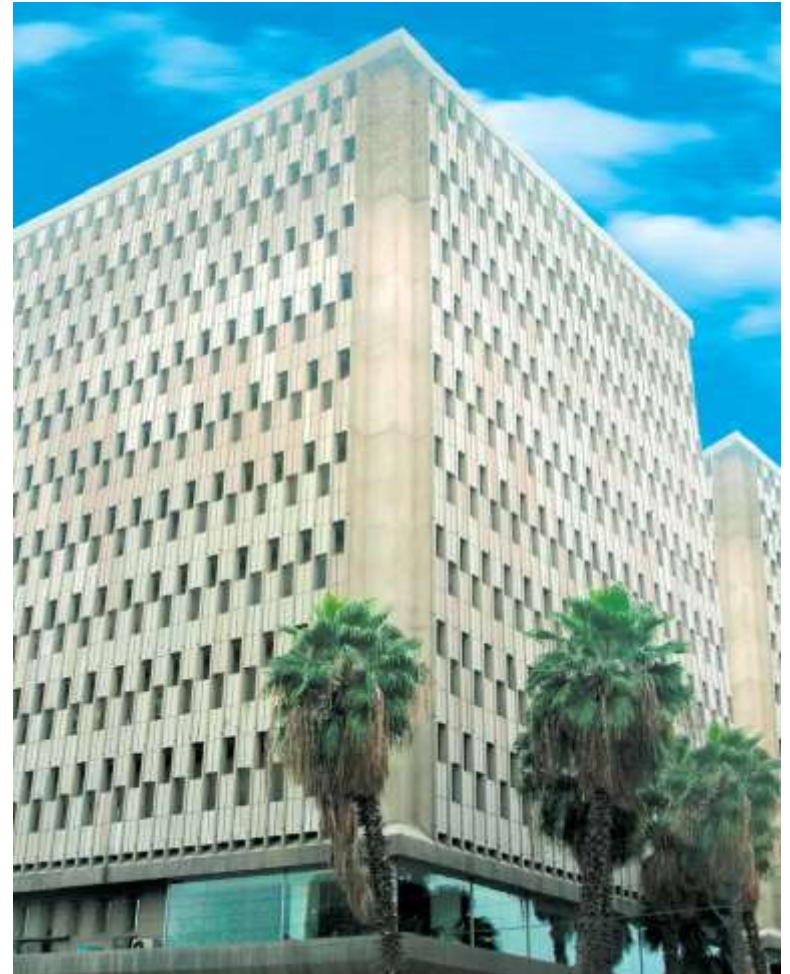
- Karachi
- Lahore
- Islamabad
- Faisalabad
- Sialkot
- Gujranwala
- Multan

ABOUT 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, FMCGs, fast food restaurants, general insurance, asset management, media, paper and board, printing and packaging, aviation & travel, surgical instruments, technology (data-networking, BPO and software) and digital payment platforms.

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

- **Aviation & Travel:**

- 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)

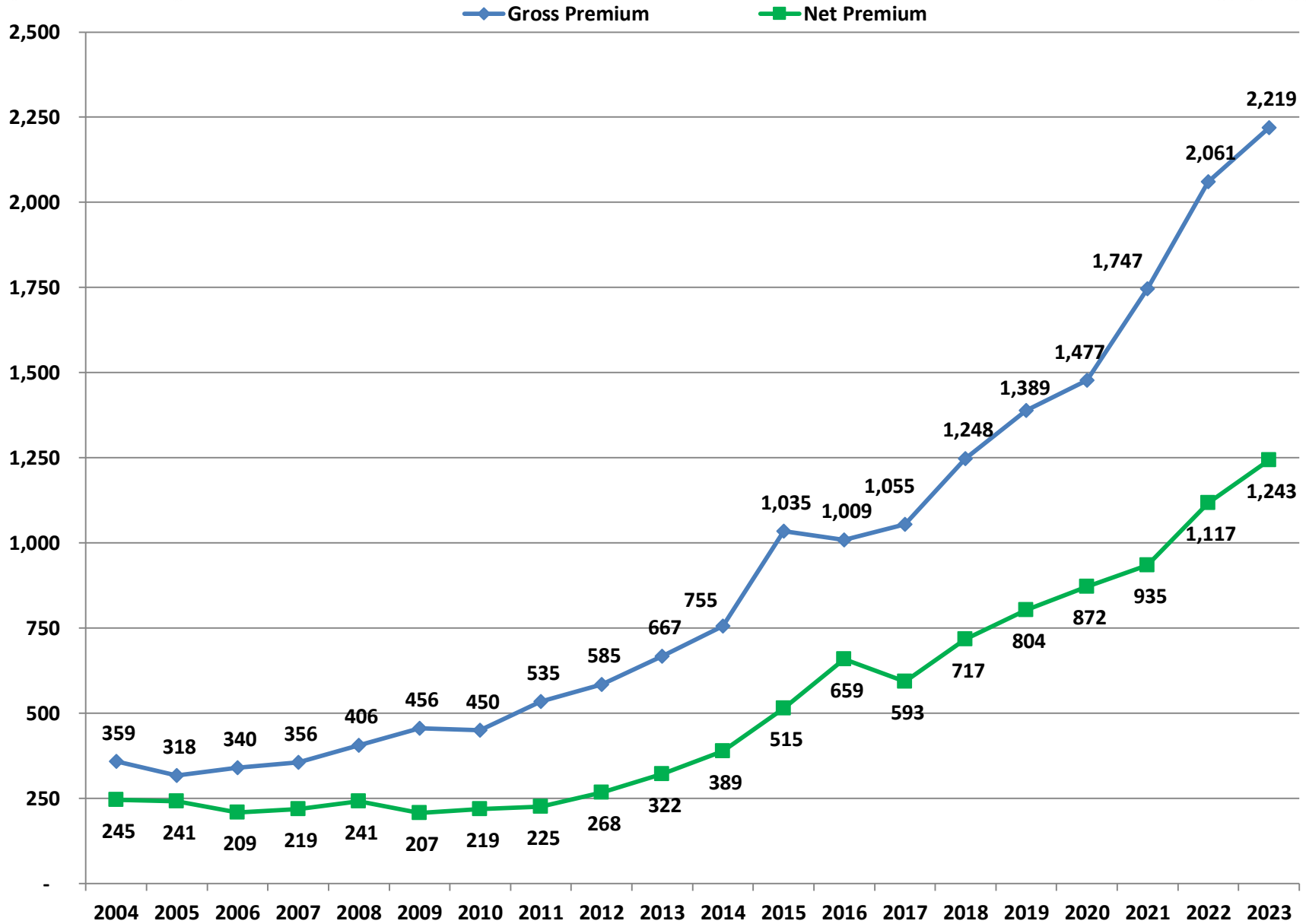
International New York Times

International New York Times, USA

Financial Performance

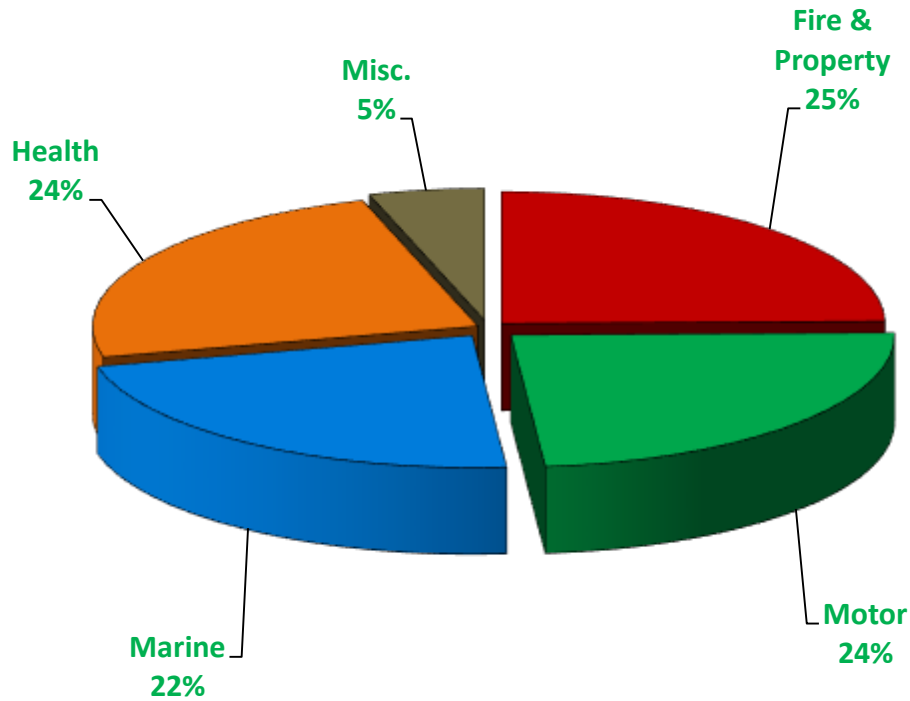
Gross Written and Net Earned Premiums (including takaful contribution)

Rs. In millions

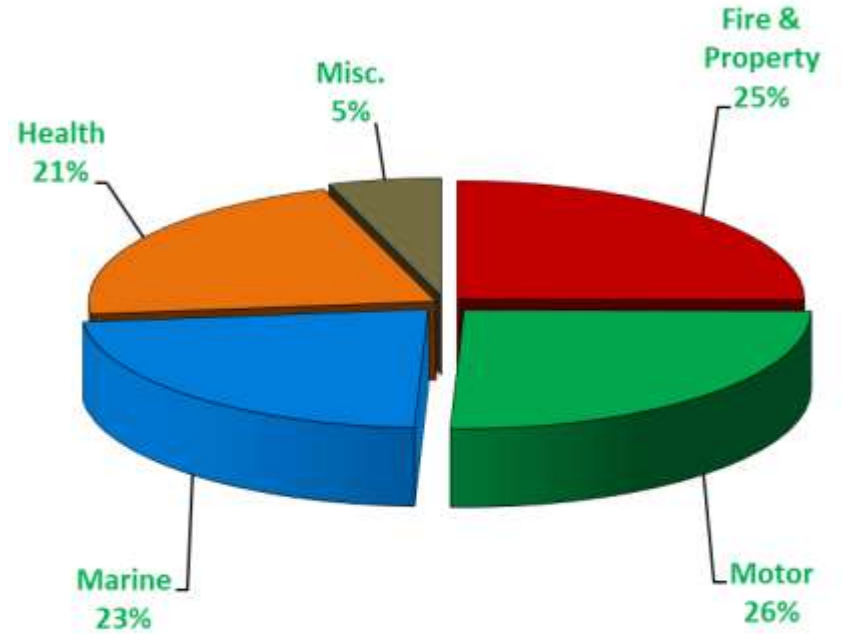


Gross Written Premium mix

2023

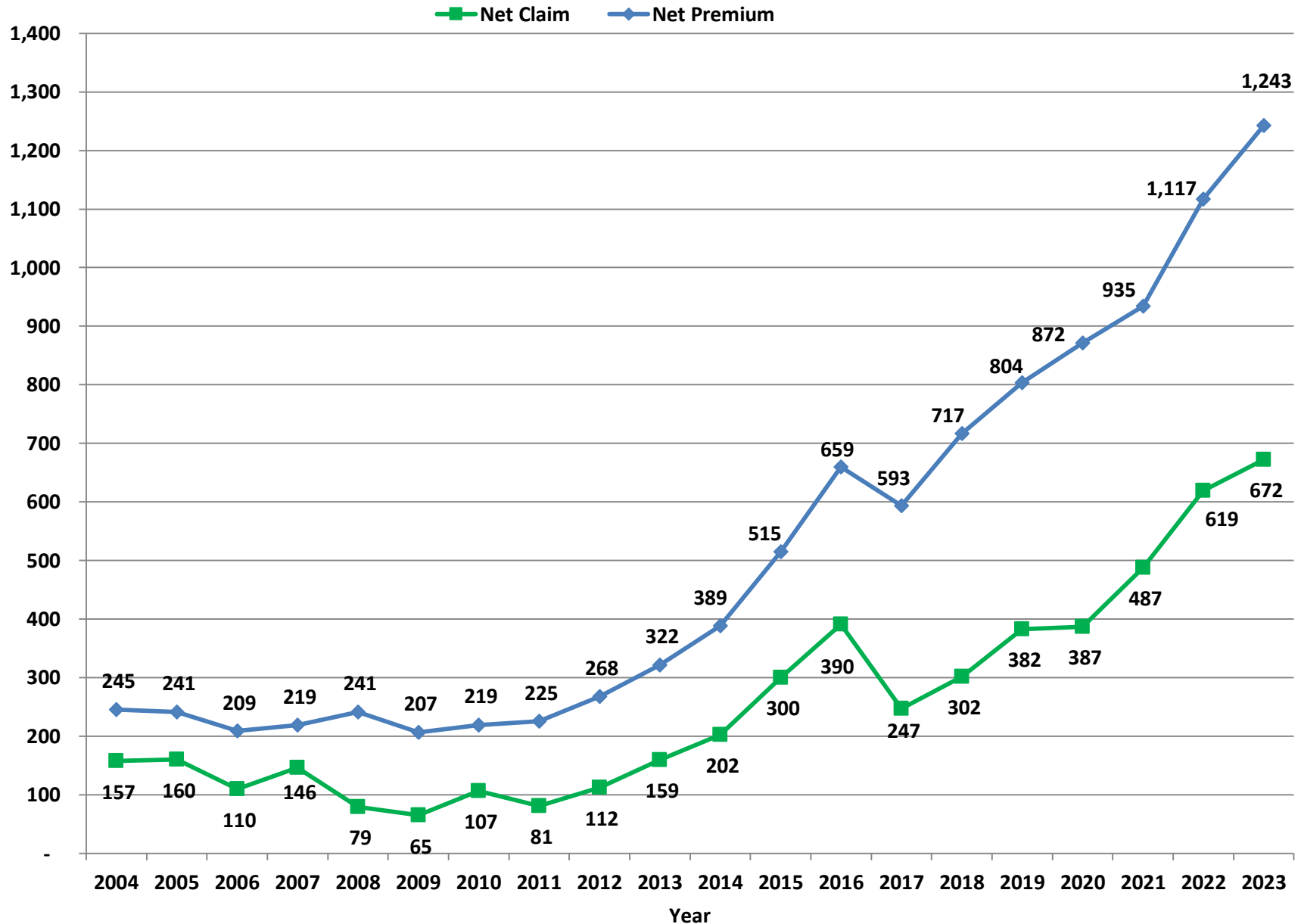


2022

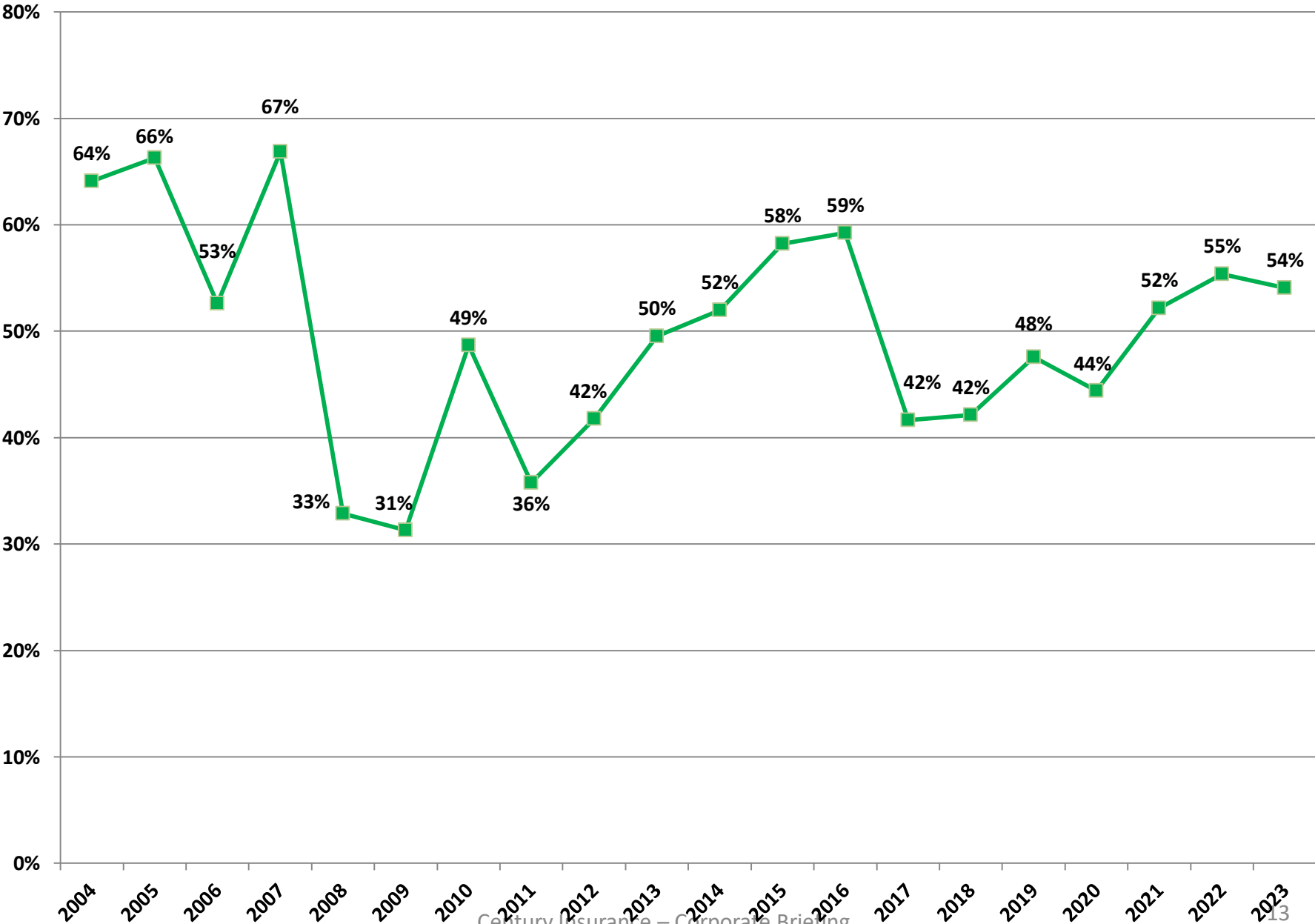


Net Earned Premium and Net Claims

Rs. In millions

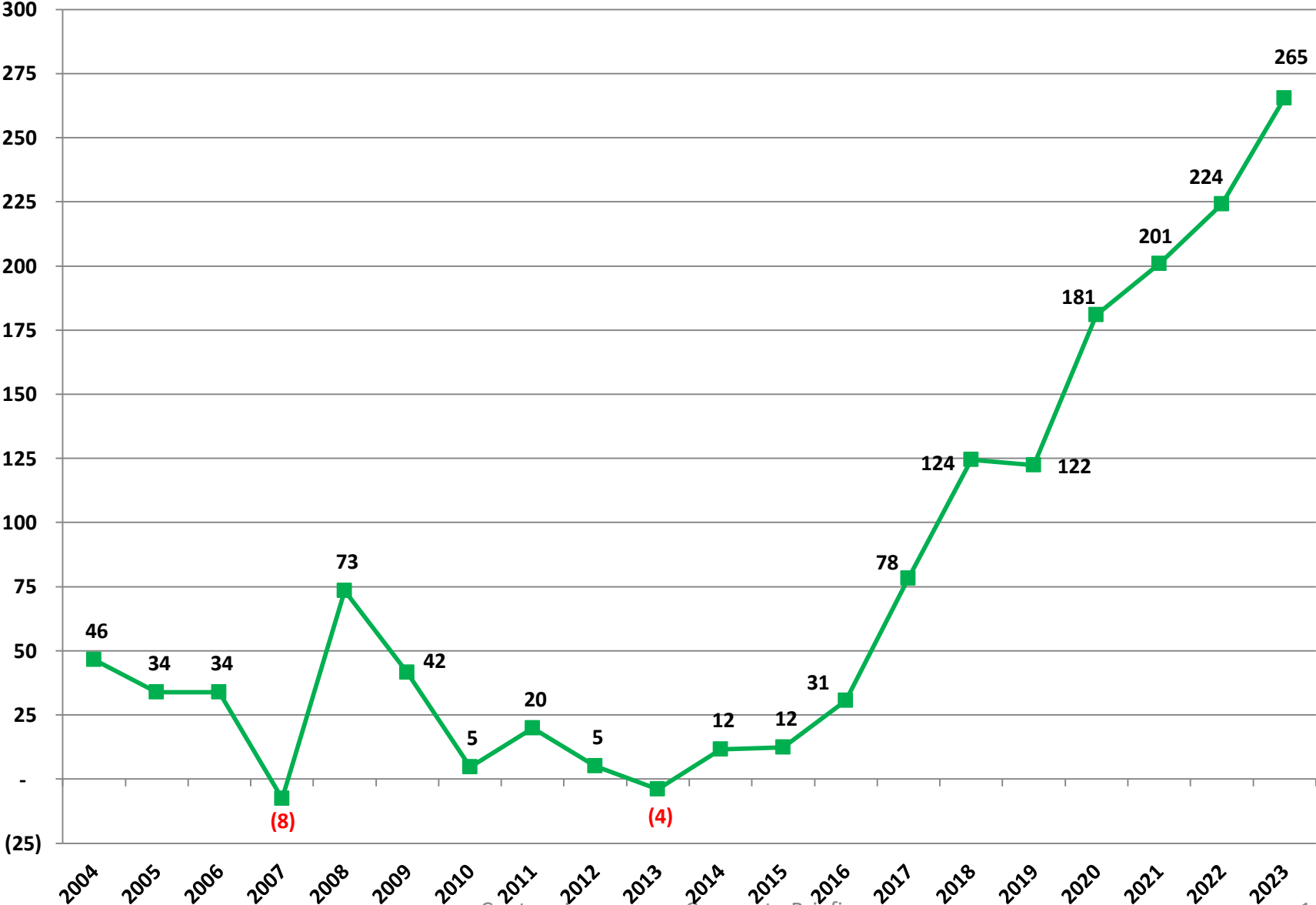


Net Claims as %age of Net Earned Premium



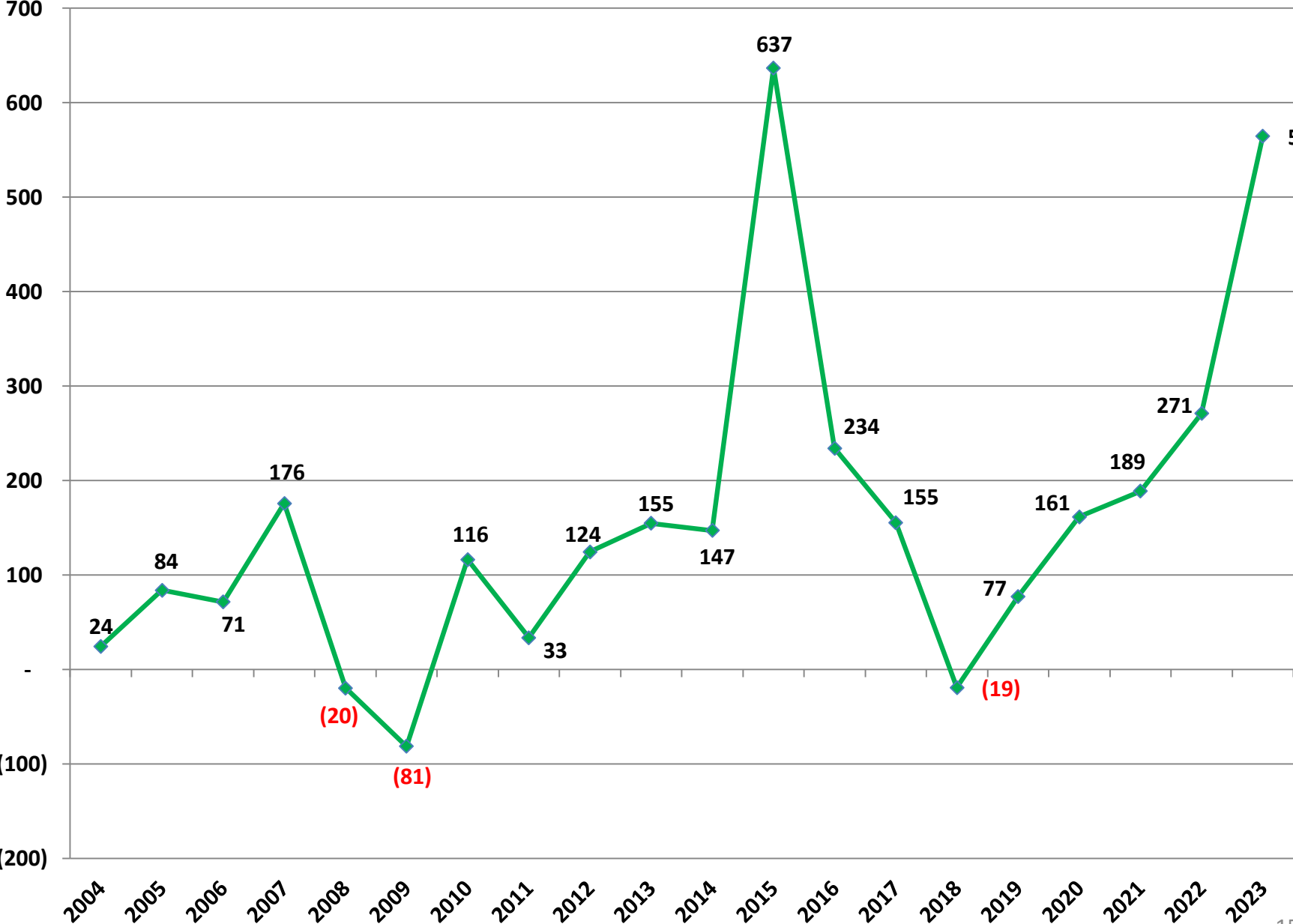
Profit from Insurance Operations

Rs. In millions



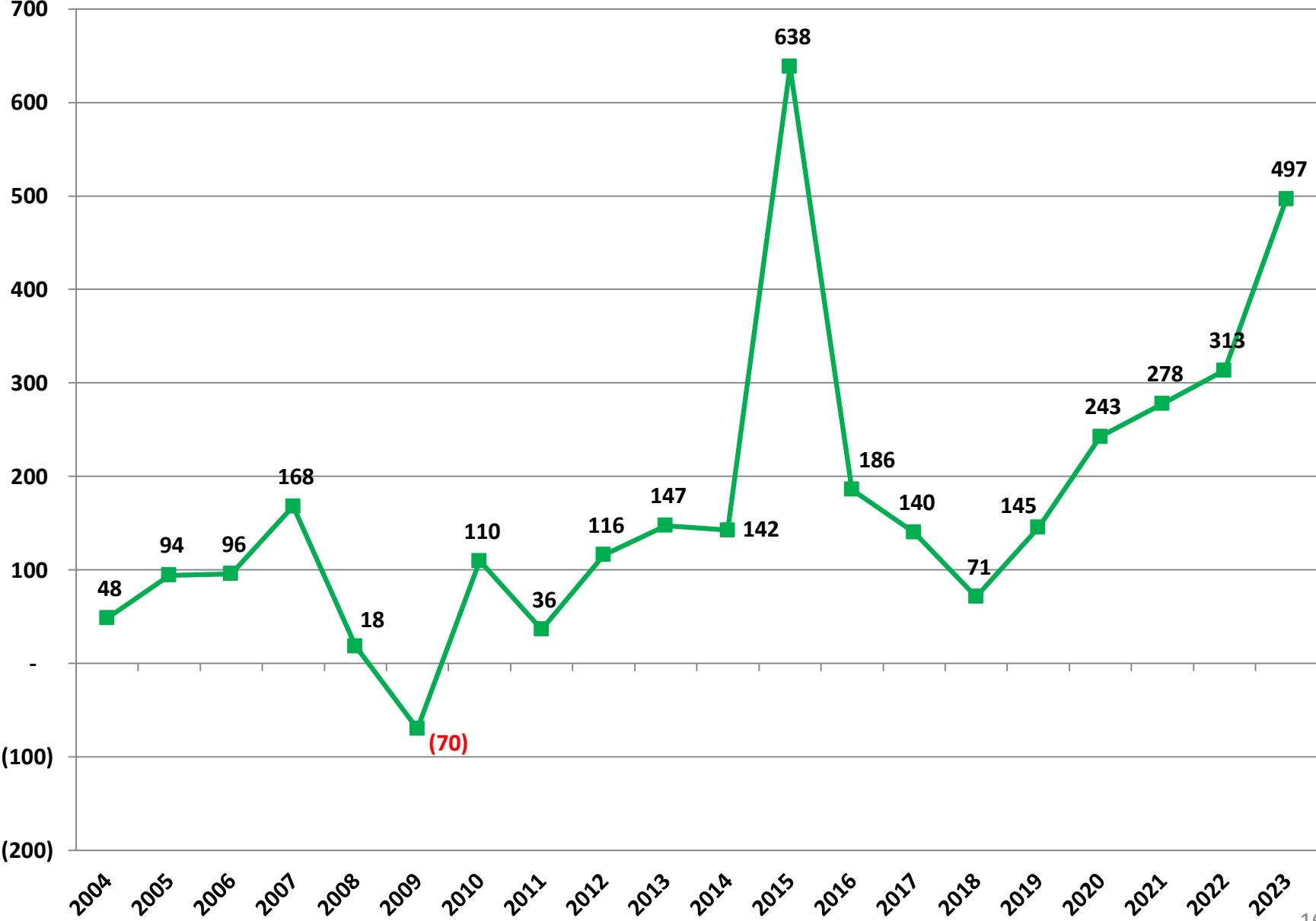
Investment & Other Income

Rs. In millions



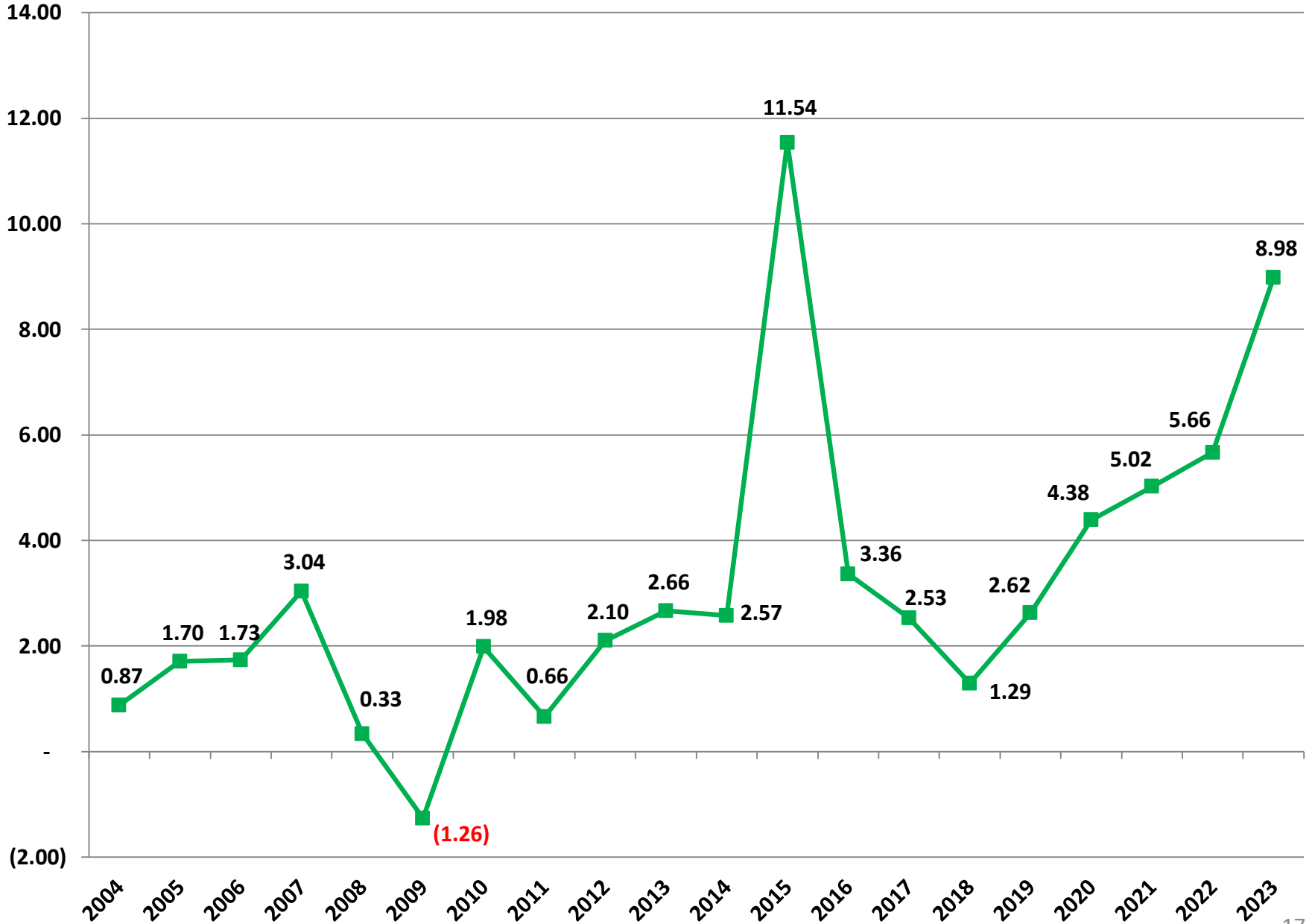
Profit After Tax

Rs. In millions



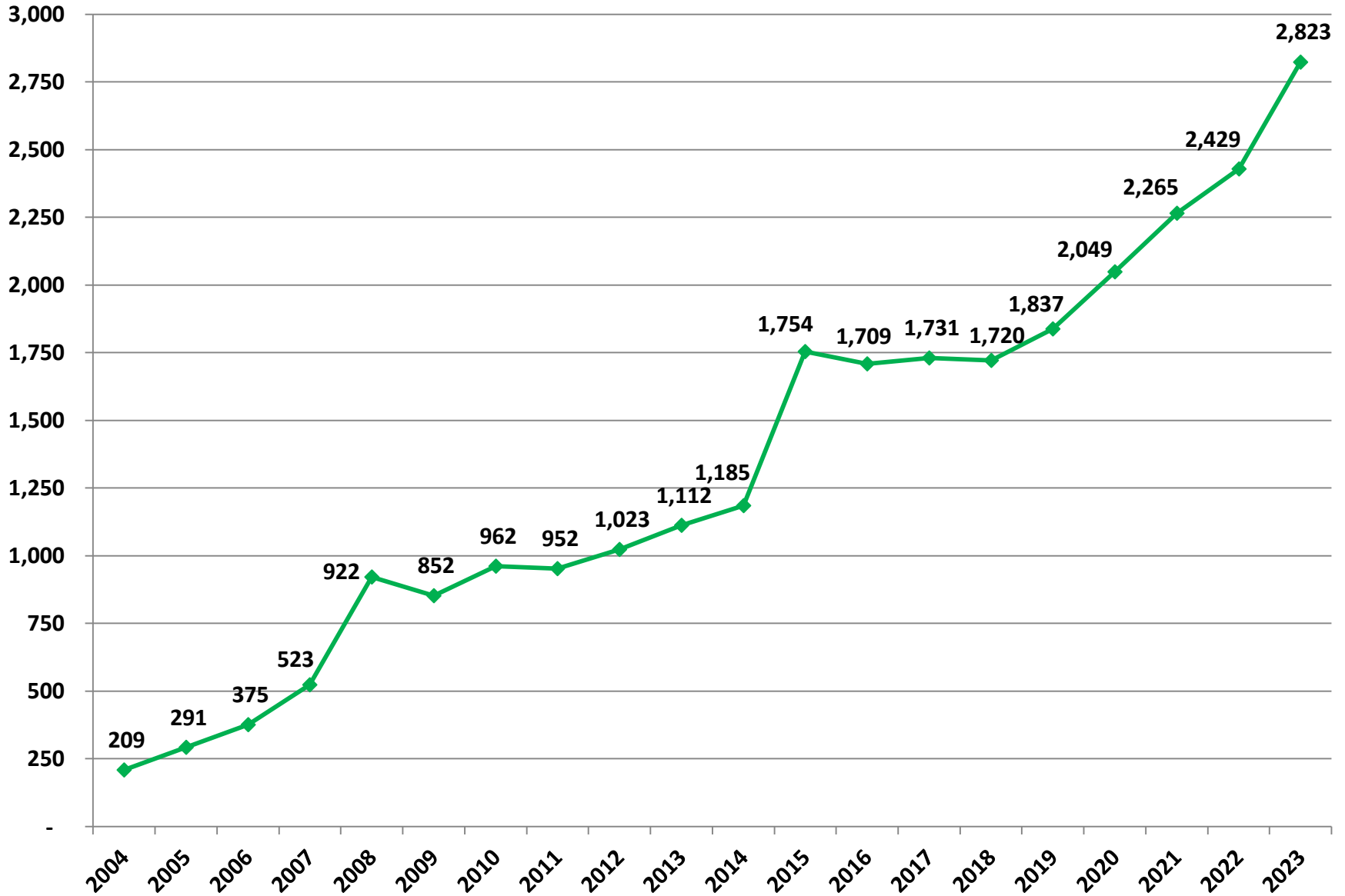
Earnings Per Share (restated)

PKR.



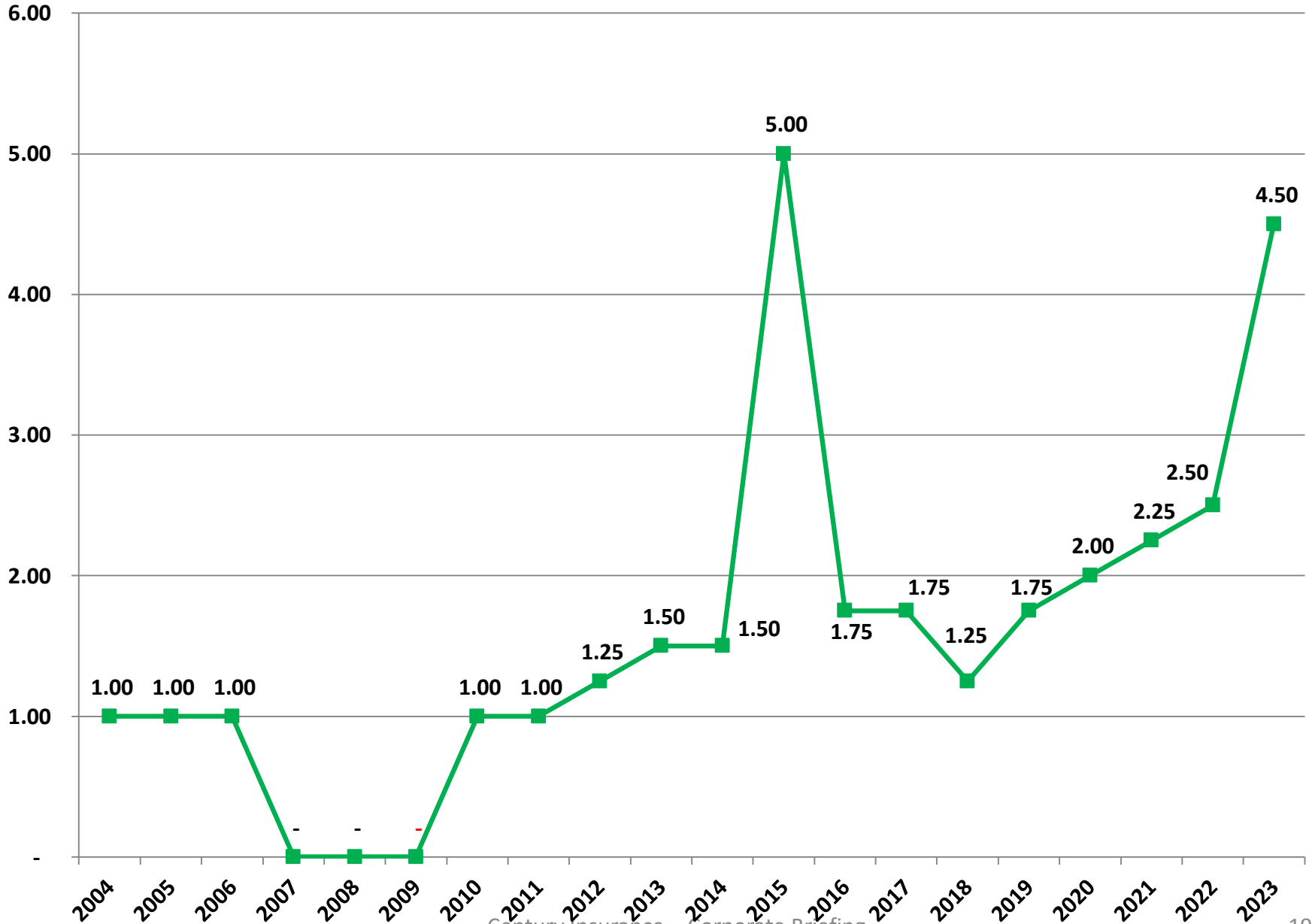
Shareholders' Equity

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!