

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

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6th CORPORATE BRIEFING SESSION - 2024



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 protected through its renowned re-insurer like:

- 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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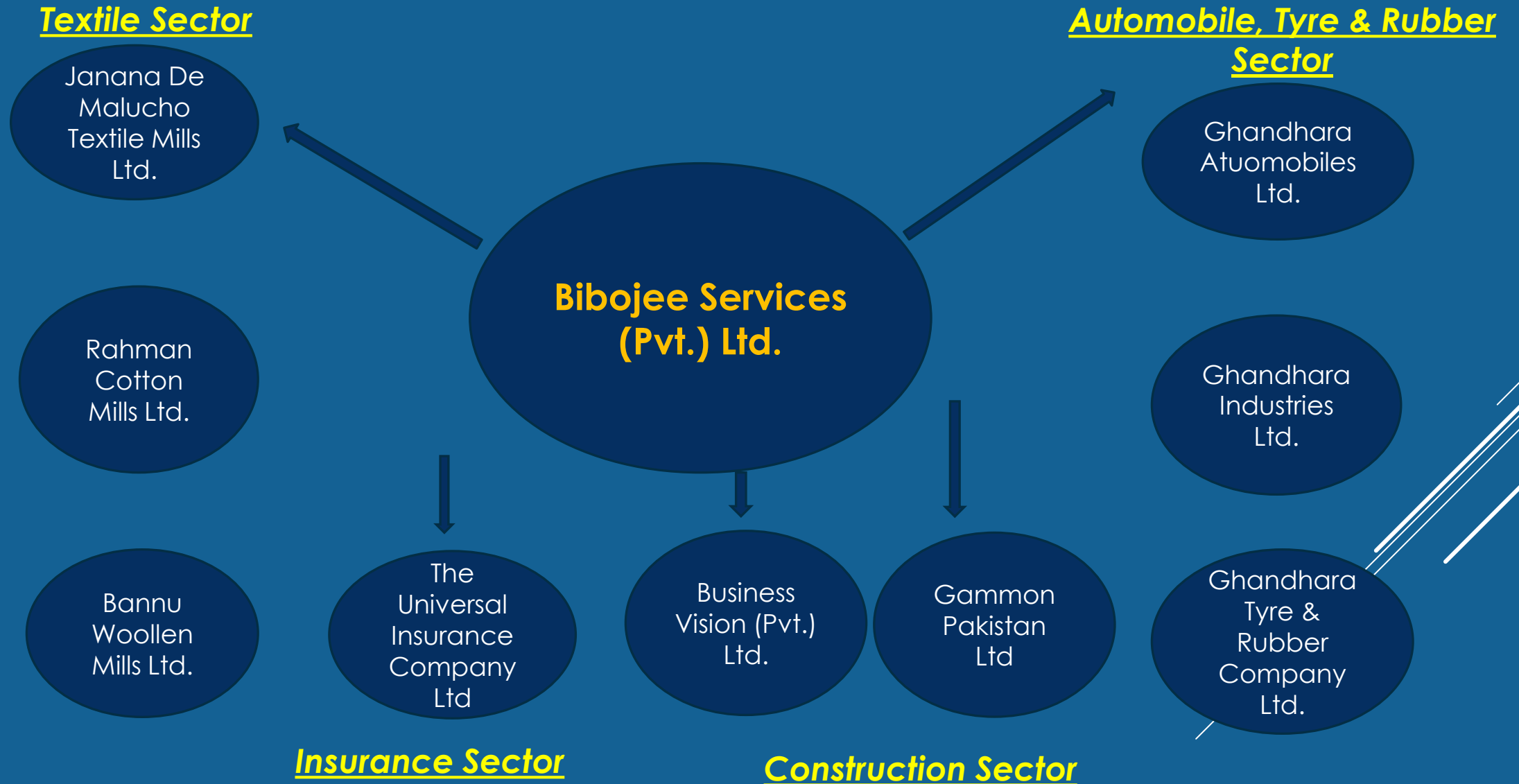
BOARD OF DIRECTORS

- ▶ Lt. Gen (R) Ali Kuli Khan Khattak Chairman
- ▶ Dr. Shahin Kuli Khan Khattak Chief Executive
- ▶ Mr. Ahmed Kuli Khan Khattak
- ▶ Mrs. Shahnaz Sajjad Ahmed
- ▶ Mr. Khalid Kuli Khan Khattak
- ▶ Wing Commd. (R) Javaid Ahmad Afzal Independent
- ▶ Dr. Hassan Iqbal Independent

MANAGEMENT TEAM/ HEAD OF DEPT.

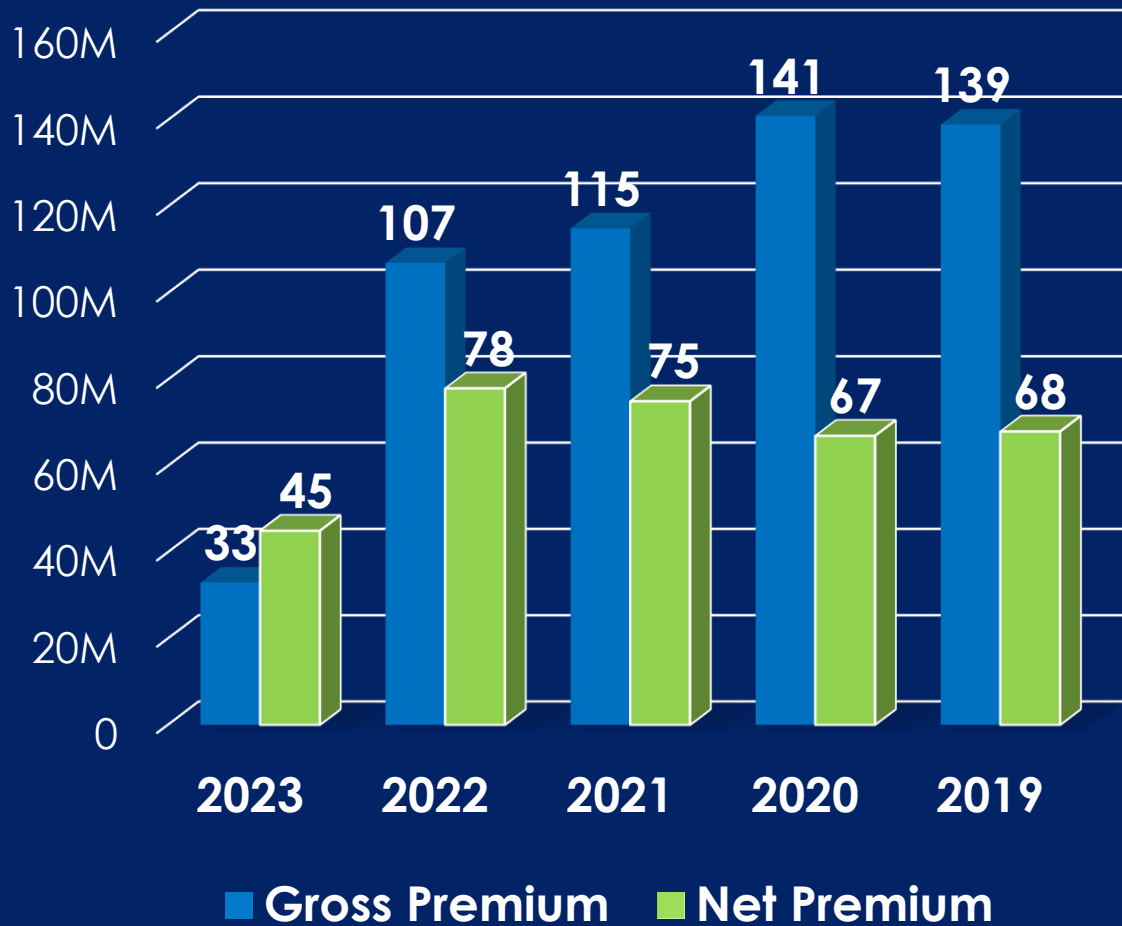
- ▶ Mr. Amir Raza Principal Officer
- ▶ Mr. Ashfaq Ahmed Internal Auditor
- ▶ Mr. Amir Nazar Chief Financial Officer
- ▶ Mr. Liaqat Ali Shaukat Company Secretary
- ▶ Mr. Aftab Rashid Head of IT Dept.
- ▶ Mr. Muhammad Alyas Head of Re-Insurance

BIBOJEE GROUP INFORMATION

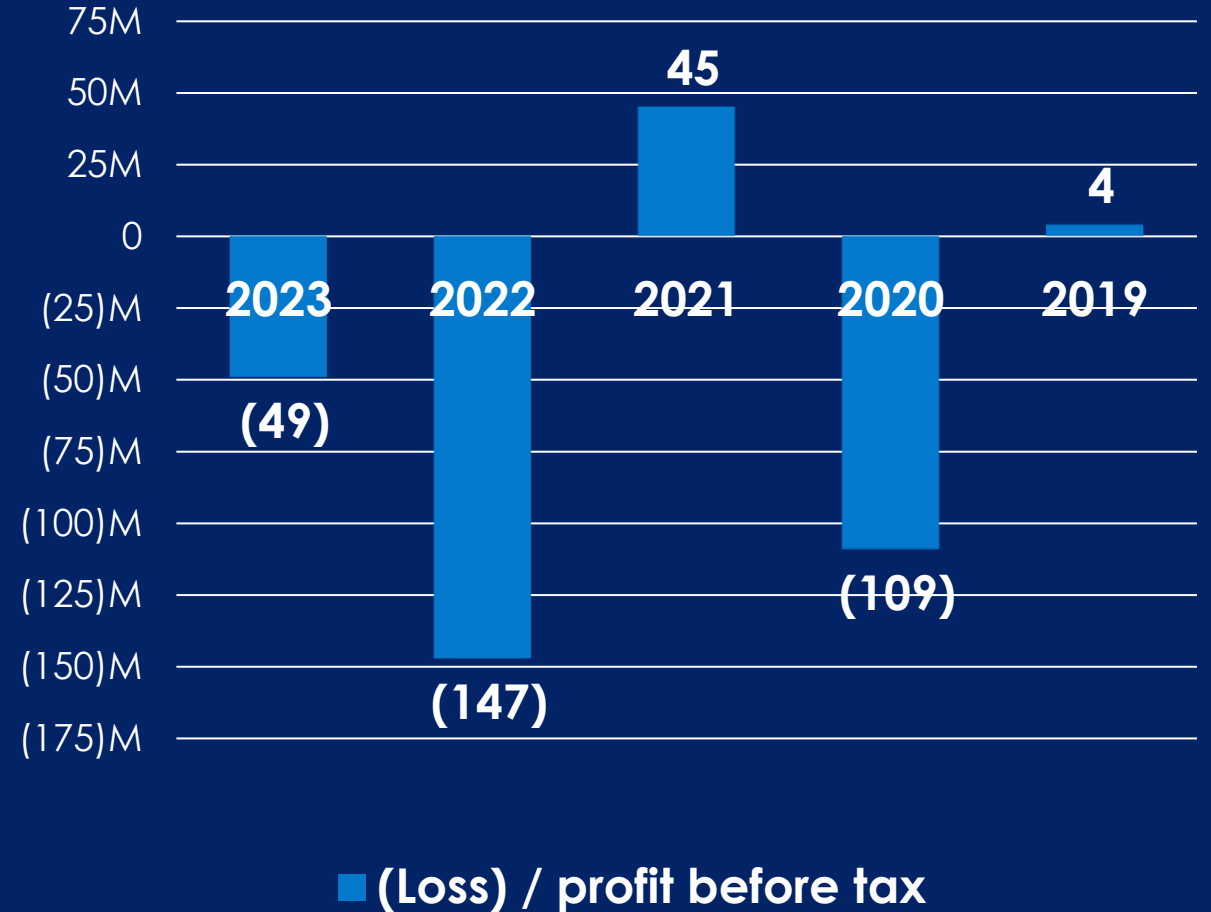


FIVE YEARS PERFORMANCE AT A GLANCE

Gross Premium & Net Premium

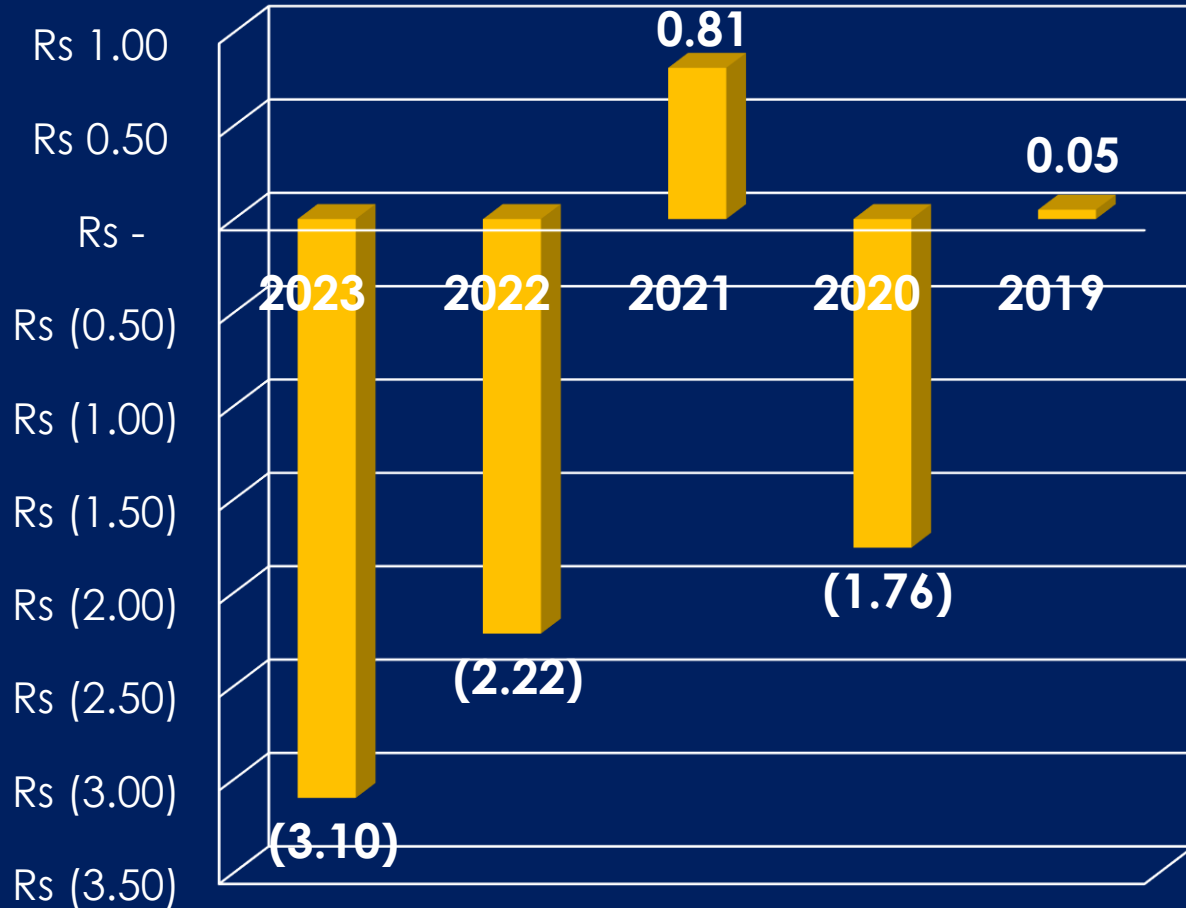


Profit / (loss) before tax

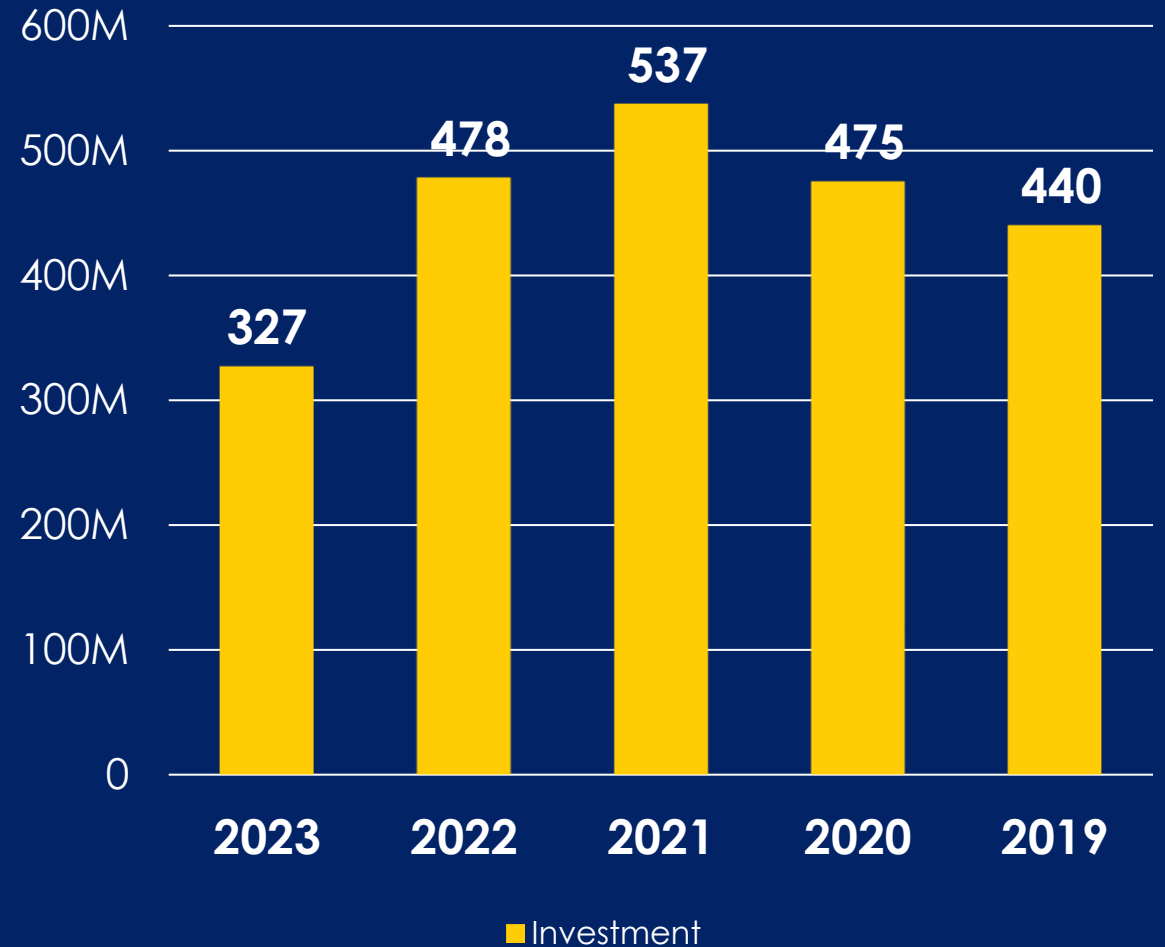


FIVE YEARS PERFORMANCE AT A GLANCE

EPS (Rs)

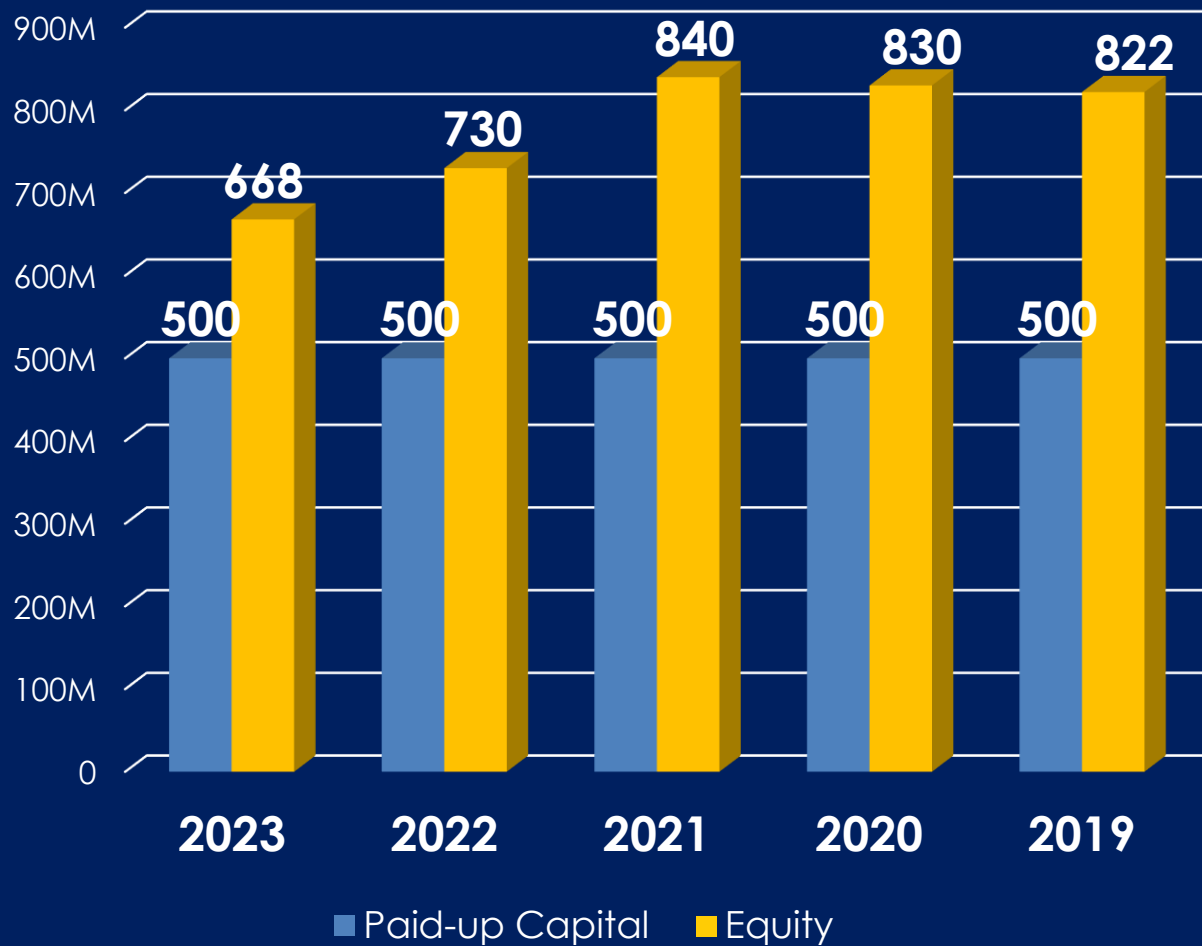


Investments

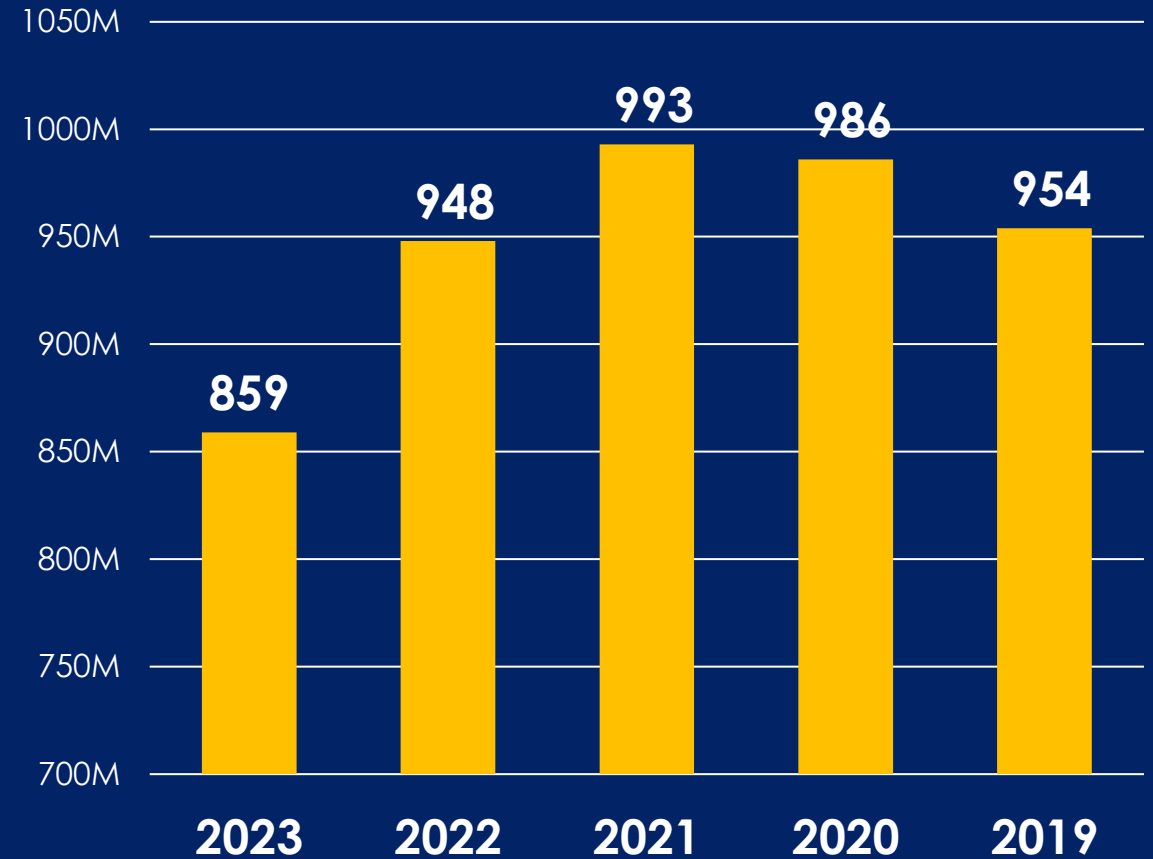


FIVE YEARS PERFORMANCE AT A GLANCE

Paid-up Capital / Equity

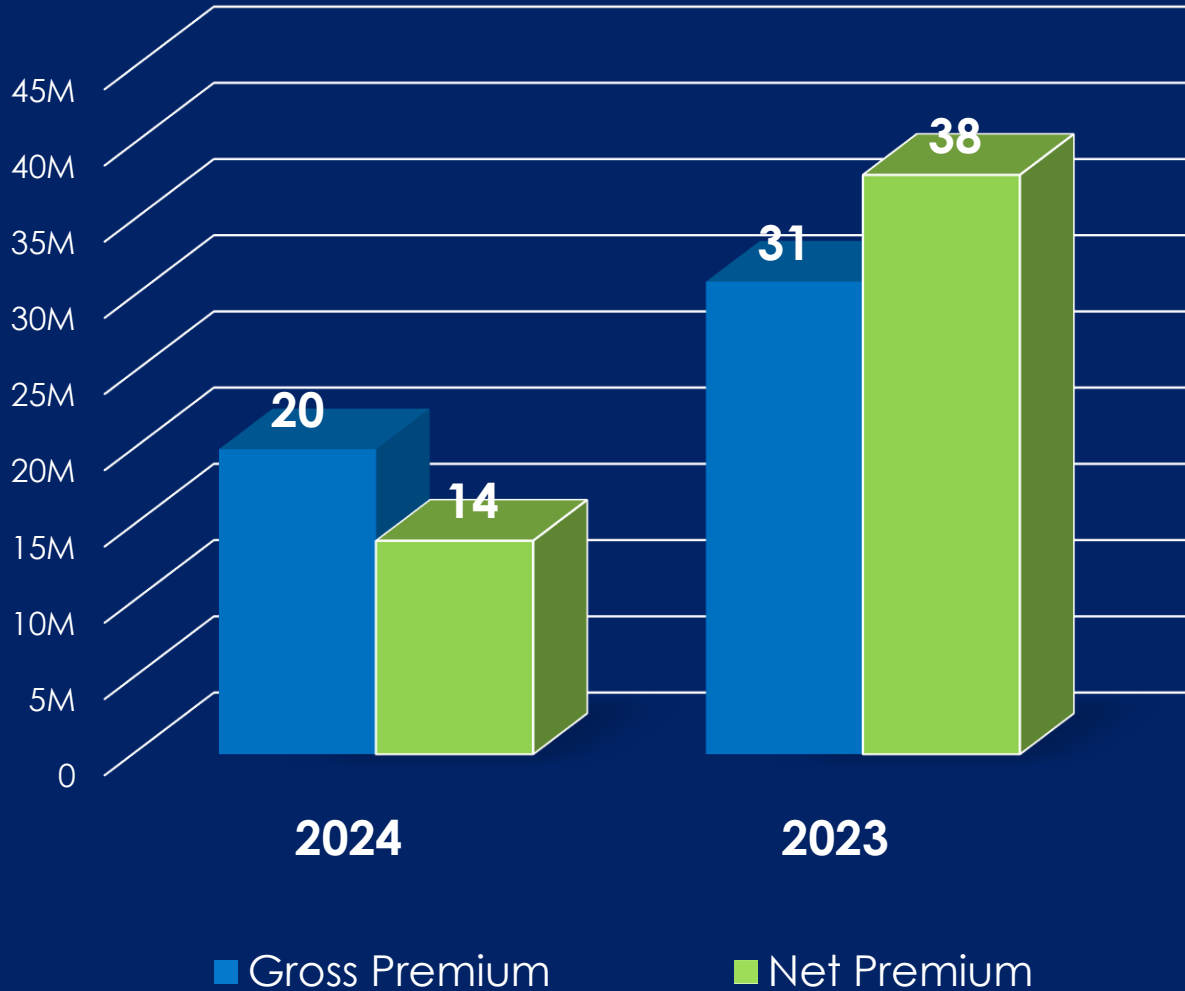


Total Assets

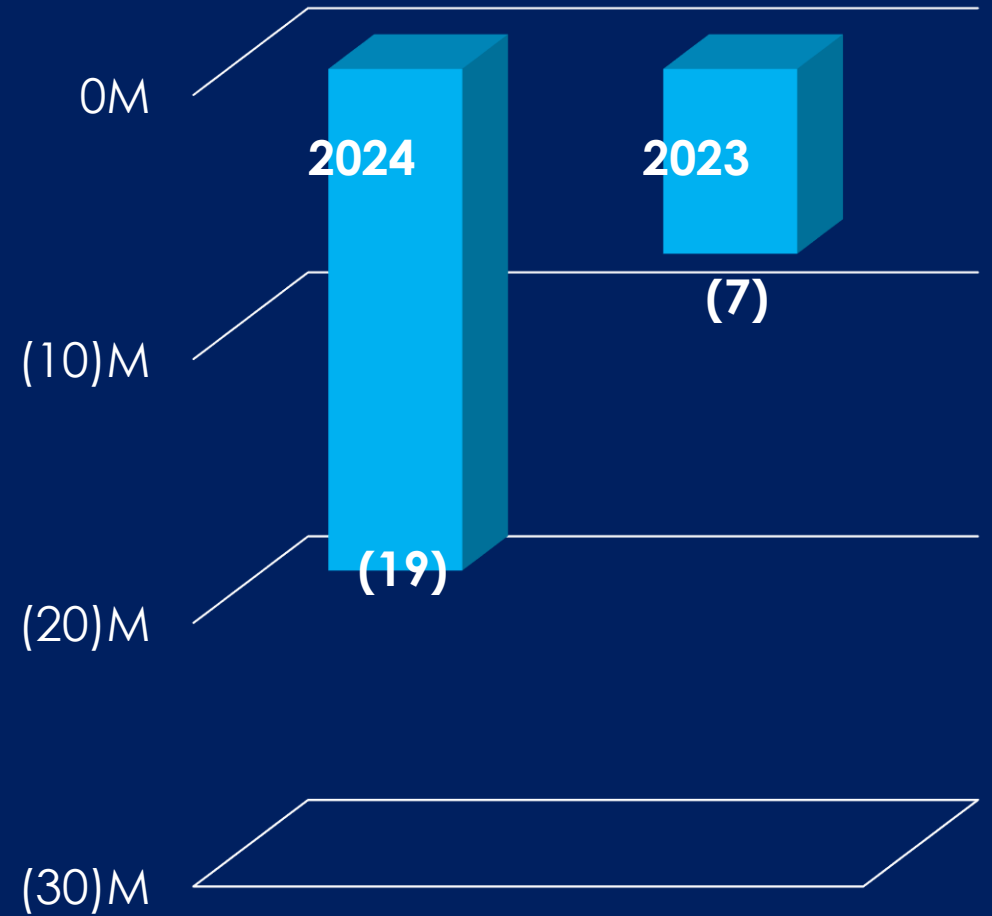


NINE MONTHS PERFORMANCE AT A GLANCE (2024 & 2023)

Gross Premium & Net Premium

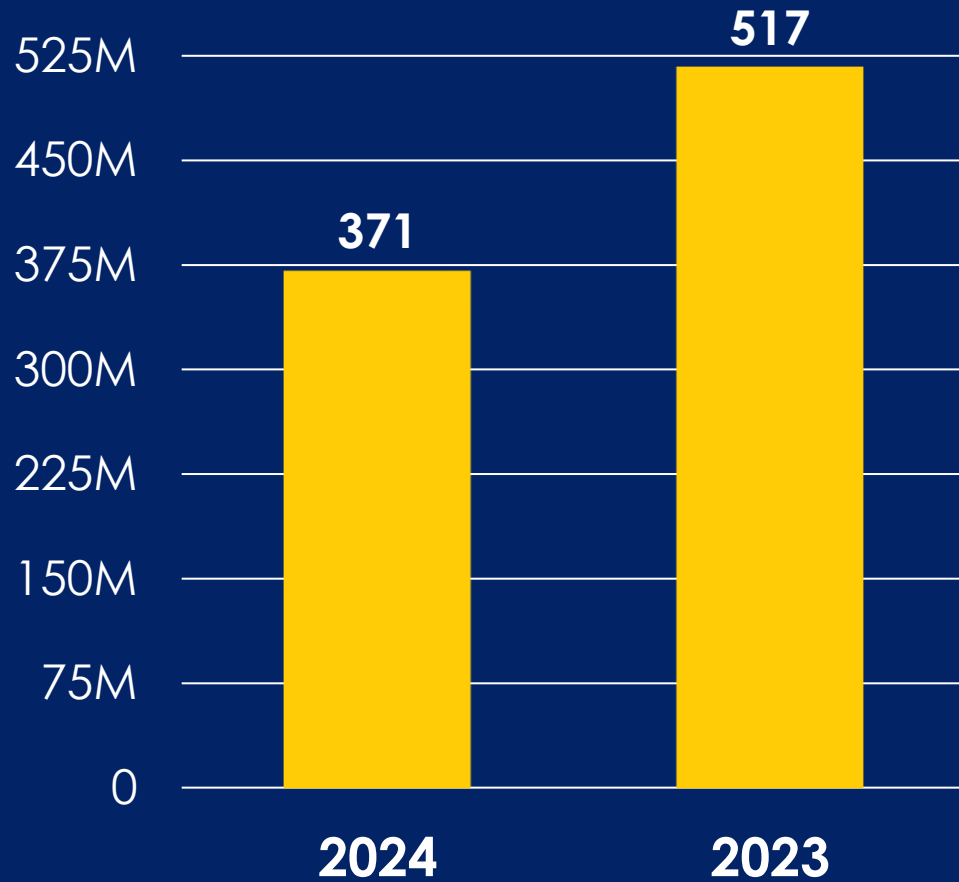


Loss after Tax

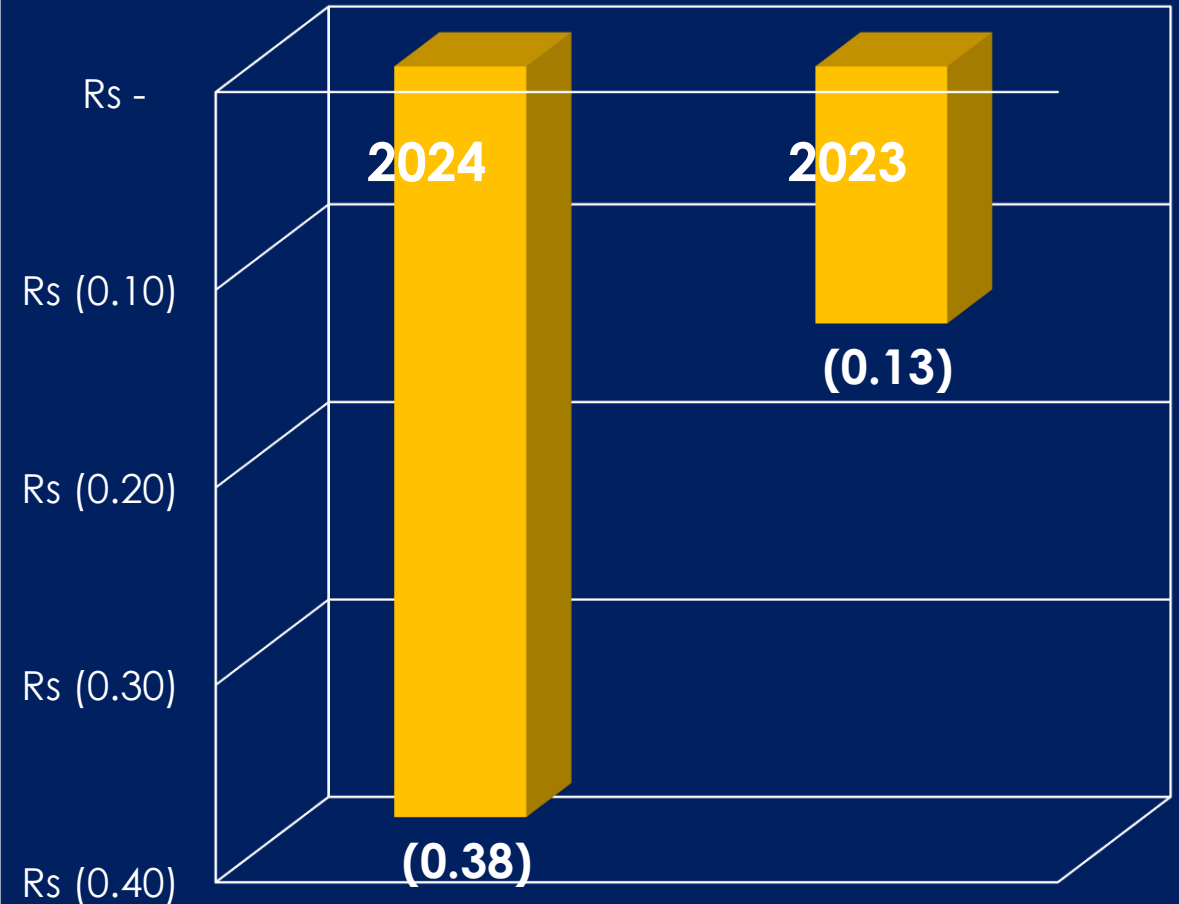


NINE MONTHS PERFORMANCE AT A GLANCE (2024 & 2023)

Investments

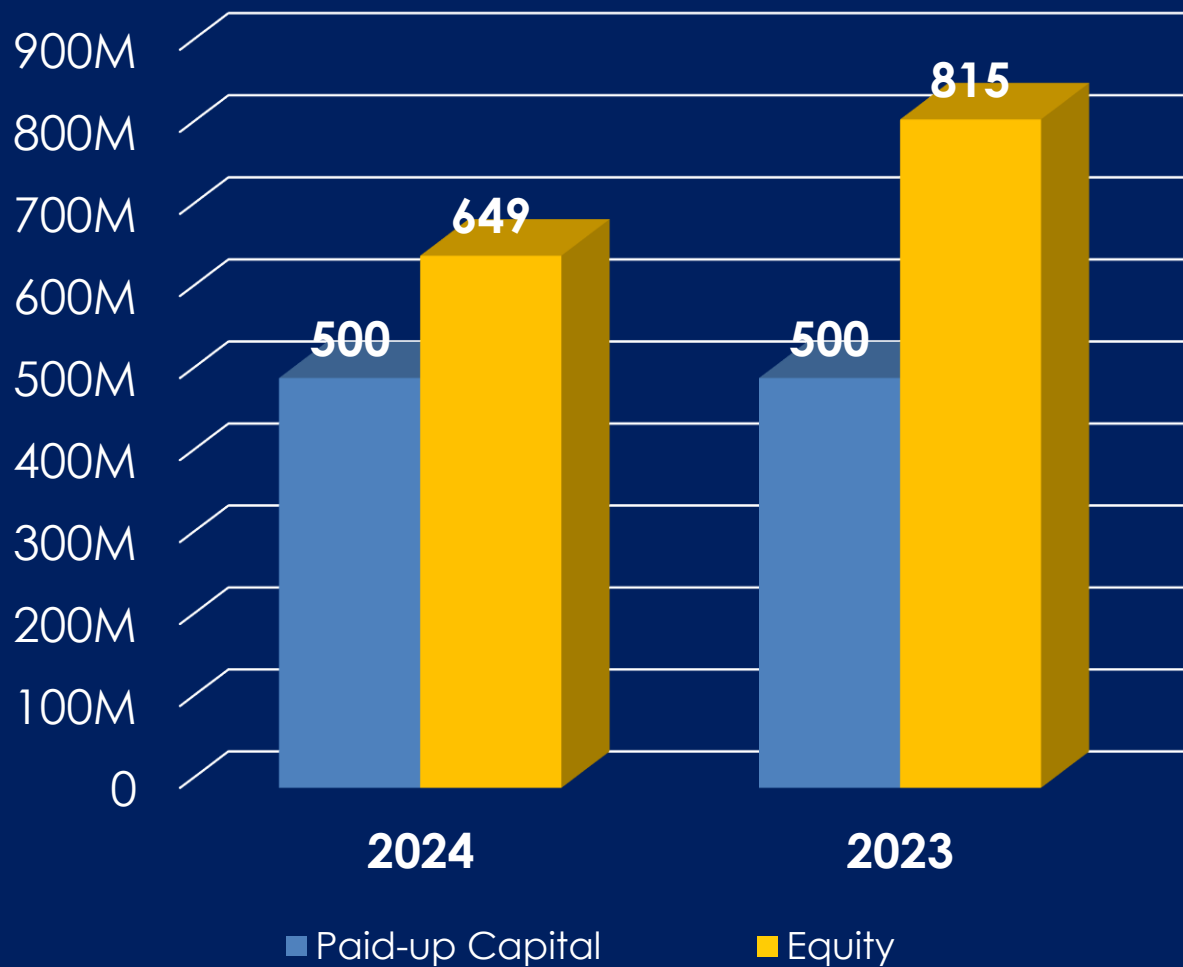


EPS (Rs)

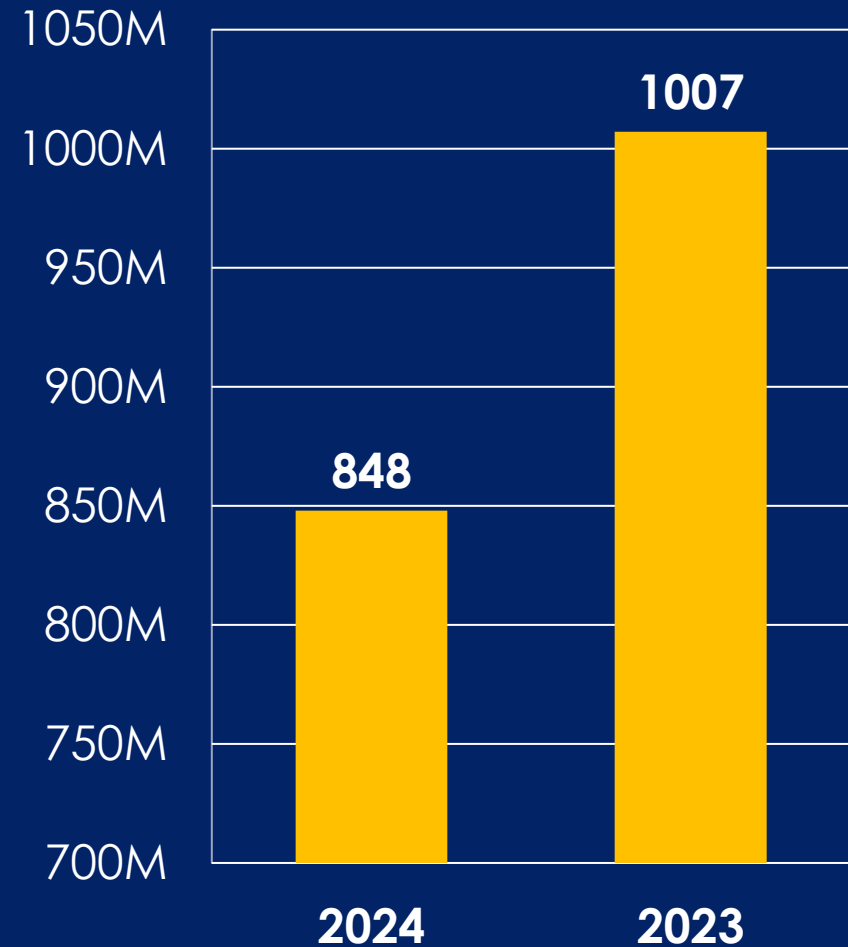


NINE MONTHS PERFORMANCE AT A GLANCE (2024 & 2023)

Paid-up Capital / Equity



Total Assets



VARIANCE ANALYSIS – PROFIT OR LOSS NINE MONTHS ENDED SEPTEMBER, 2024 VS 2023

DESCRIPTION	2024	2023	VARIANCE
	(Rupees in thousand)		
Gross insurance premium	20,482	30,644	(10,162)
Net insurance premium	14,123	38,067	(23,944)
Net insurance claim expense	(2,302)	(23,579)	21,277
Premium deficiency	(1,107)	701	(1,808)
Net commission	(1,407)	(4,754)	3,347
Insurance claims and acquisition costs	(4,816)	(27,632)	22,816
Management expenses	(57,335)	(66,896)	9,561
Underwriting results	(48,028)	(56,461)	8,433
Investment income	(24,008)	8,189	(32,197)
Rental income	465	609	(144)
Other income	54,565	18,509	36,056
Other expenses	(5,067)	(6,456)	1,389
Results of operating activities	(22,073)	(35,610)	13,537
Share of Profit/ (loss) of associates – net	10,275	4,438	5,837
Loss before taxation	(11,798)	(31,172)	19,374
Taxation	(7,170)	24,544	(31,714)
Loss after taxation	(18,968)	(6,628)	(12,340)


STRATEGIC

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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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