

EAST WEST
INSURANCE

Corporate Briefing Session

CY2024 & 1QCY25

Company Profile



- Founded in 1983 by the late Mr. Unus Khan, East West Insurance Company Limited has grown into one of Pakistan's leading insurance providers. Mr. Khan, a graduate in Aeronautics and Meteorology from Great Britain, spent over 20 years in Civil Aviation before entering the business world in 1965. He later engaged in ventures across the USA and the Middle East, including insurance.
- Returning to Pakistan in 1982, he established East West Insurance with a vision to build a modern, customer-focused company. His leadership, integrity, and commitment laid the foundation for sustained growth. Today, the company is recognized for its financial strength, service quality, and professional workforce, serving thousands of policyholders nationwide.
- Mr. Khan's legacy of combining Eastern values with Western innovation continues to guide the company's operations, making East West Insurance a trusted name in the industry..

Our Vision

Quality Services, Innovative Solutions and comprehensive risk cover

To be amongst most trusted Insurance security of the country by providing protection to our Insured on most effective basis ensuring prosperity for its stake holders and growth with human resource.

Our Mission



Long term commitment to our valued clients

- To ensure most effective management for sustained growth of the company.
- To provide reliable & secure protection for the policyholders.
- To retain sound position of the company in the industry while working with dedication & innovation.
- To maintain continuous pursuit for cost effectiveness, enhanced productivity for ensuring financial health of the organization, to take care of shareholder's aspiration continuously.
- To inculcate value added system all across the organization for ensuring trustworthy relationship with its clients as well as shareholders.

Introduction About Board Of Director

- The Board remained actively engaged throughout the year, fulfilling its legal and governance responsibilities.
- Its primary objective was to safeguard shareholder interests, enhance profitability, and promote the company's goodwill.
- The Board comprises a balanced mix of executive, non-executive, and independent directors as per regulatory requirements.
- Directors come from diverse professional backgrounds and hold relevant qualifications for effective oversight.
- All Board members are well-versed in their roles, powers, and responsibilities under applicable laws and regulations, including the Companies Ordinance 1984 and the Code of Corporate Governance.

Chairman :	Chief Justice (R) Mian Mahboob Ahmad
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Chief Executive Officer:	Naved Yunus
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Director :	Javed Yunus
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	Pervez Yunus
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	Umeed Ansari
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	Saad Yunus
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	Ahsan Mahmood Alvi
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	Urooj Yunus Ansari
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	Shahzad Farooq Lodhi
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	Rizwan Ali Dodani
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	Aman Shah
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Board Of Management

Chief Executive Officer (CEO)	Naved Yunus
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Deputy Managing Director	Saad Yunus
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Chief Operating Officer	Umer Haroon
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Director Finance	Shabbir Ali Kanchwala
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Chief Financial Officer (CFO)	Tanveer Iqbal
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Best Services We Can Offer



40+
Years of Experience

25
BRANCHES

650
HAPPY CLIENTS



OUR SERVICES
Fire And Property



OUR SERVICES
Marine Cargo & Hull



OUR SERVICES
Motor Insurance



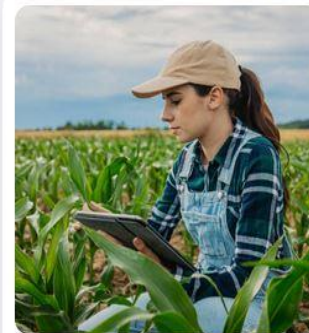
OUR SERVICES
Engineering



OUR SERVICES
Health Insurance



OUR SERVICES
Miscellaneous



OUR SERVICES
Crops



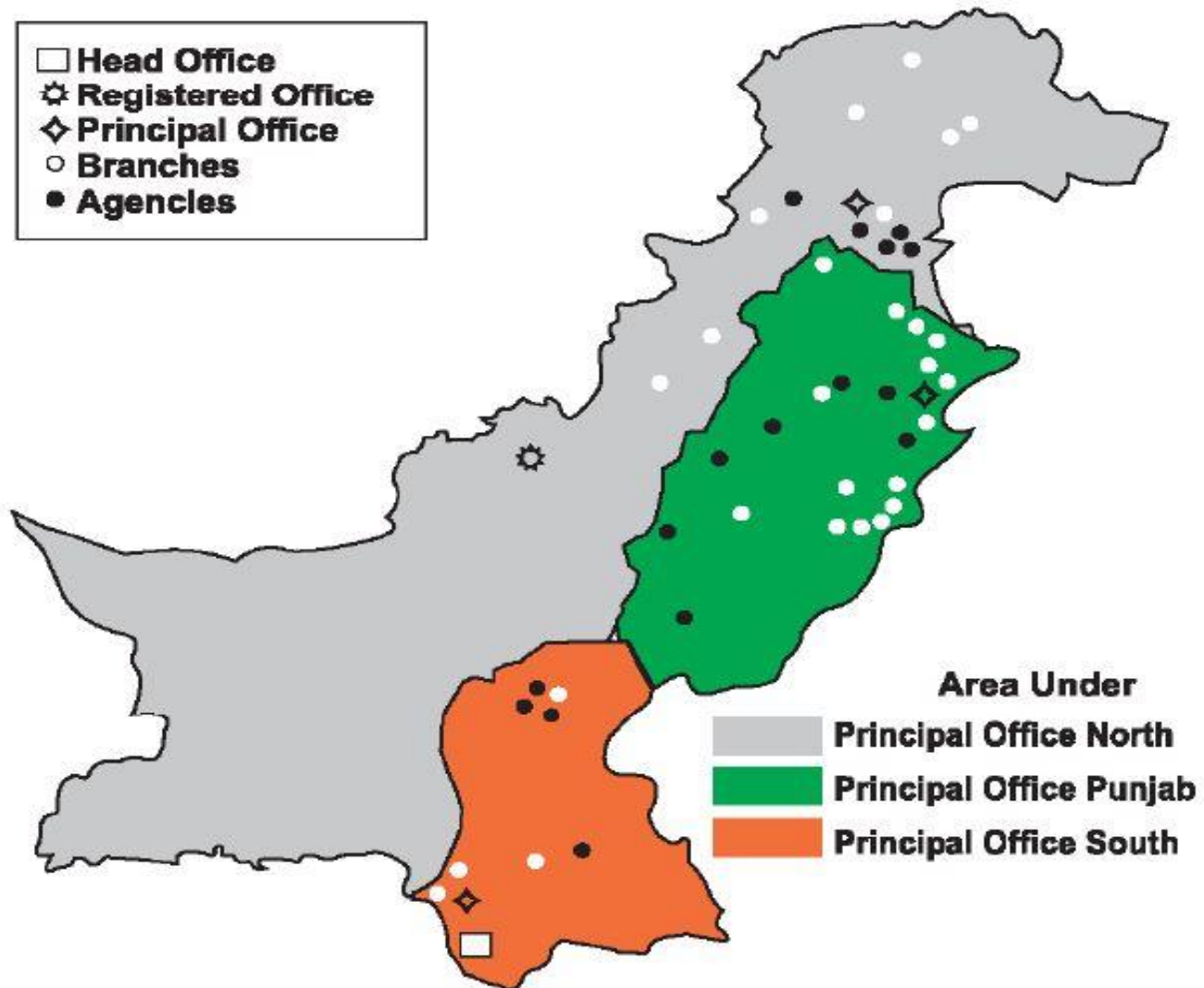
OUR SERVICES
Credit And Suretyship

Credit Rating

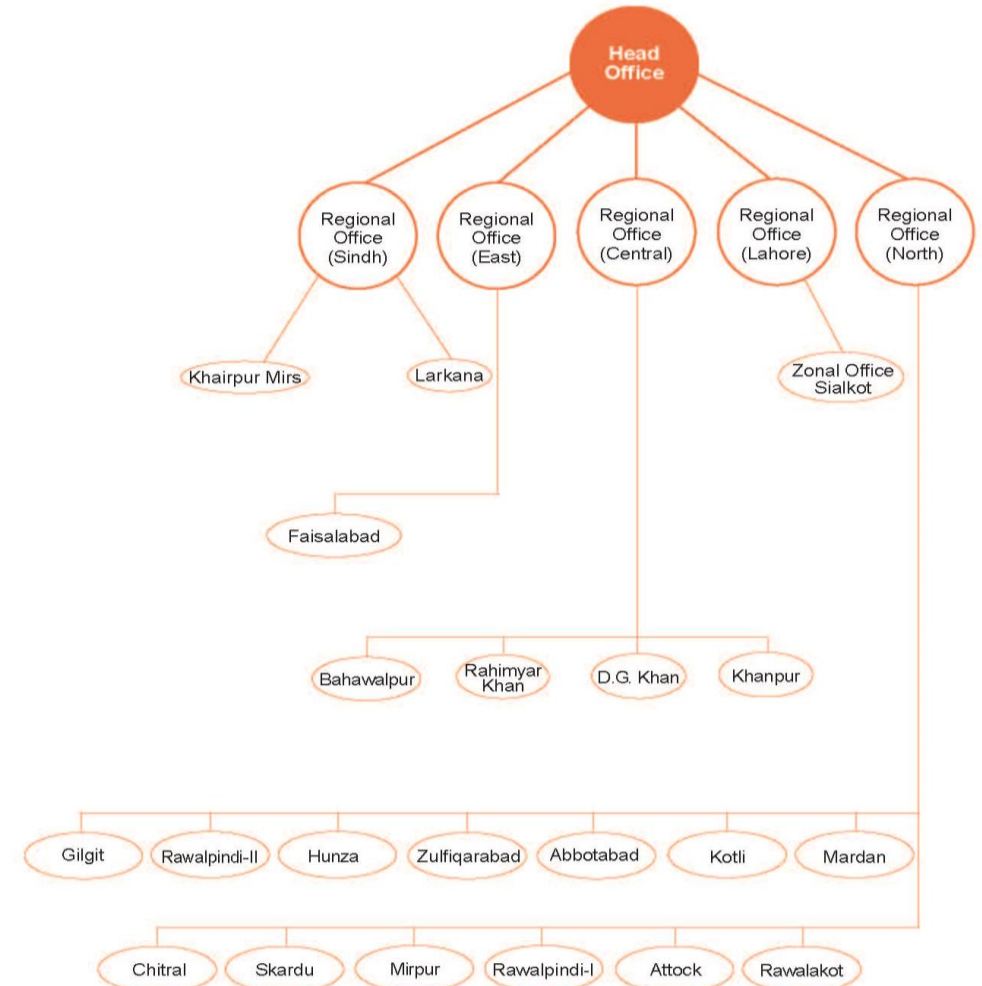
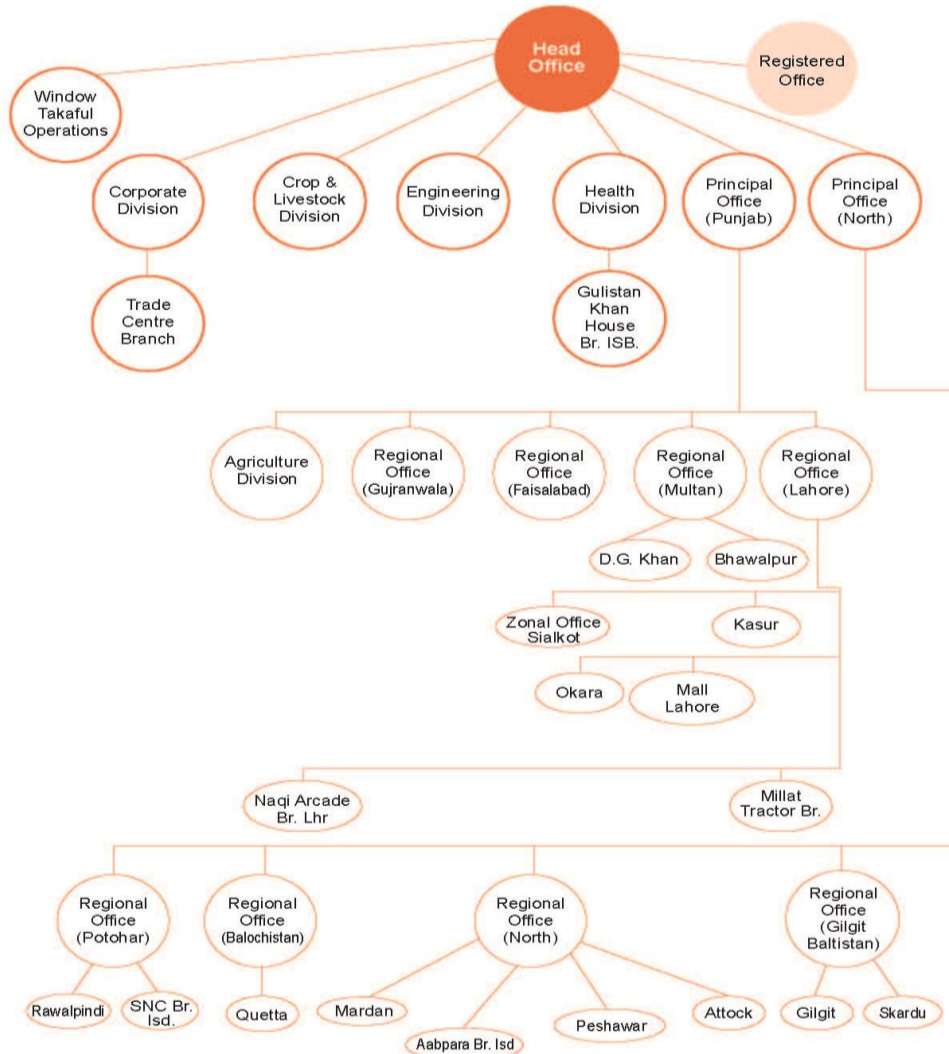
- In October, PACRA upgraded the company's credit rating to AA+ with a stable outlook.
- This reflects strong financial strength and high claims-paying ability.
- The upgrade reinforces confidence in our strategy focused on sustainable and profitable growth.
- Success depends on deeply understanding customer needs and delivering comprehensive insurance solutions.
- Meeting customer expectations will generate long-term value for both stakeholders and clients.



Locations



Company Offices & Branch Network, Agencies Network



Financials 2024



Gross Written Premium

25.8%YoY

PKR 8.5bn

Net Earned Premium

16.5%YoY

PKR 4.6bn

Fire/Property

Gross premium

PKR3.0bn, +48%

Underwriting profit

PKR 319mn

Marine

Gross premium

PKR1.15bn, +30%

Underwriting profit

PKR 87.06mn

Motor

Gross premium

PKR1.34bn, +16%

Underwriting profit

PKR81.08mn

Engineering

Gross premium

PKR1.8bn, +4%

Underwriting profit

PKR 93.09mn

Window Takaful Operation

Gross premium

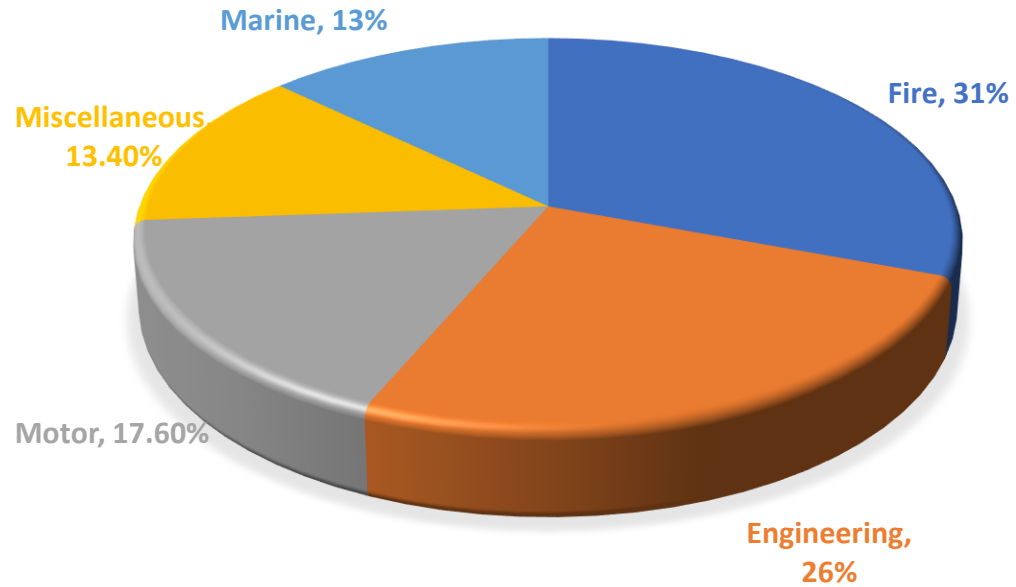
PKR805mn, +34%

Underwriting profit

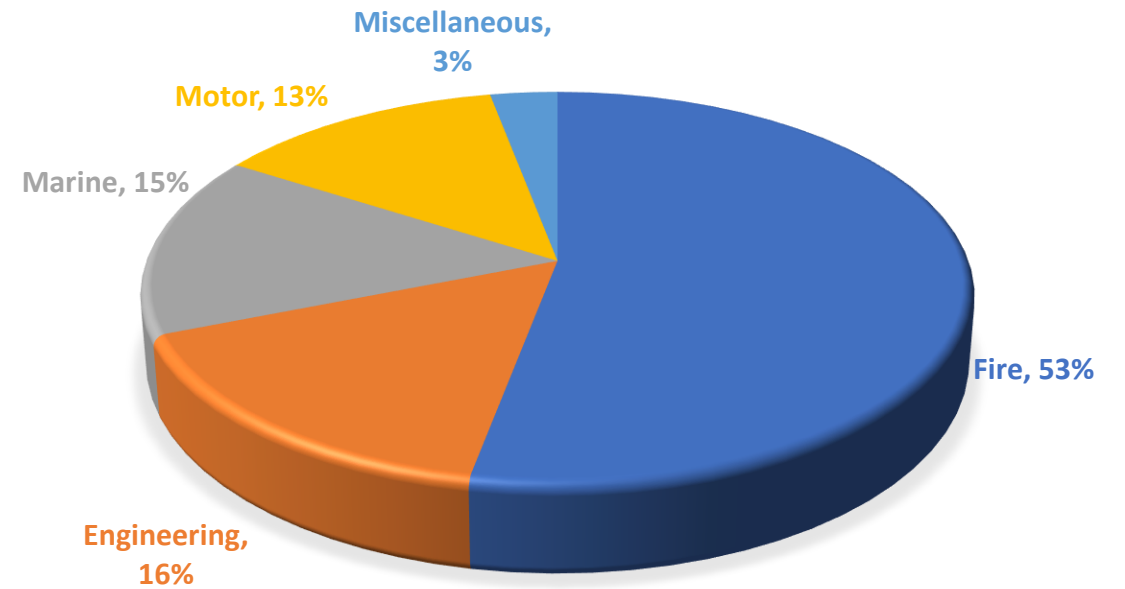
PKR13.2mn

Financials 2024

Gross Premium Contribution



Under Writing Profit Contribution



Historical Financials



(PKR mn)	2019	2020	2021	2022	2023	2024
Conventional Operations						
Gross Premium Written						
(inclusive of Takaful Operation)	3,443	3,675	4,216	5,386	6,740	8,481
Net Premium Written						
(inclusive of Takaful Operation)	1,534	1,876	2,156	2,811	3,938	4,586
Investment & Deposits	1,239	1,462	1,873	2,299	3,361	5,499
Investment Income/(Loss)	26	84	92	185	404	753
Total Assets Book Value	3,640	3,961	4,534	5,993	7,430	9,807
Paid Up Capital	1,029	1,183	1,361	1,759	1,759	2,559
Share holder's equity	1,425	1,649	1,961	2,468	3,326	4,671
Underwriting Profit						
(inclusive of Takaful Operation)	300	336	393	429	396	597
Profit before tax	235	297	358	477	677	1,197
Profit for the year	184	231	312	388	583	973
Break up value per share	13.85	13.93	14.41	14.03	18.91	18.26
Earning per share - basic and diluted	1.55	1.96	2.30	2.22	2.69	3.99
Bonus Shares Issued	152.45	154.35	177.5	261.97		202.28
Right Shares Issued						333.75

Annual Profit & Loss Accounts

(PKR mn)	CY24	CY23	YoY
Net insurance premium	4,304	3,806	13%
Net insurance claims	(1,945)	(1,824)	7%
Net commission	(822)	(908)	-10%
Insurance claims and acquisition expenses	(2,766)	(2,733)	1%
Management expenses	(954)	(683)	40%
Underwriting results	584	390	50%
Investment income	753	404	86%
Other income	36	31	14%
Other expenses	(276)	(219)	26%
Results of operating activities	1,096	607	81%
Finance cost	(7)	(9)	-16%
PBT from Window Takaful operations	108	78	38%
Profit before tax	1,197	677	77%
Income tax expense	(224)	(93)	140%
Profit after taxation	973	583	67%
Earnings per share - basic and diluted	3.99	2.69	48%

Quarterly Profit & Loss Accounts



(PKR mn)	1QCY25	1QCY24	QoQ
Net insurance premium	1,356	928	46%
Net insurance claims	(538)	(379)	42%
Net commission	(243)	(123)	98%
Insurance claims and acquisition expenses	(781)	(501)	56%
Management expenses	(196)	(141)	39%
Underwriting results	379	285	33%
Investment income	156	115	36%
Other income	3	6	-50%
Other expenses	(77)	(45)	69%
Results of operating activities	461	361	28%
Finance cost	(0.18)	(0.02)	1043%
Profit before tax from Window Takaful operations	26	26	2%
Profit before tax	487	386	26%
Income tax expense	(30)	(20)	50%
Profit after taxation	457	366	25%
Earnings per share - basic and diluted	1.79	1.43	25%

Thank You
Q&A