PAK QATAR FAMILY TAKAFUL

Corporate Brief Session

11:00 am (PST),
24th August 2026, Monday

PRESENTED BY : WAQAS AHMED (CEO) & AHSAN QURESHI (CFO)

Agenda Items

1 Introduction: Pak Qatar Group
2 Pak Qatat Family Takaful Limited Profile
3 Vision & Mission
4 PQFTL Leadership
5 Company Timeline & Awards
6 Our Impact
7 Board of Directors + Sponsors
8 Shariah Function
9 Products & Services
10 Branch Network
11 Innovation, Digitalizations, Hiring & Marketing Initiatives
12 Key Revenue Drivers (LoB wise)
13 Annual FS (P&L Page)
14 6 Years P&L
15 Key Risks
16 Questions & Answers
17 Thank You

Pak Qatar Group – A Movement in Islamic Finance

Pak-Qatar Group stands as a trailblazer in Pakistan's Islamic financial services industry, offering a diverse range of Shariah-compliant solutions since 2007.

Embedded in Islamic values and driven by excellence, the Group's trusted entities—Pak-Qatar Investments, Pak-Qatar Asset Management, Pak-Qatar Family Takaful, Pak-Qatar General Takaful, Sharq Trading and Merchandising Limited, and the Pak-Qatar Care Foundation—work in synergy to provide ethical and innovative financial services, empowering individuals and businesses across the nation.

The Group champions excellence, integrity, and trust to reshape the country's Islamic financial ecosystem.

PQFTL Profile

Pak-Qatar Family Takaful Limited (PQFTL) is Pakistan's first and the only dedicated Takaful company backed with an AA by VIS and PACRA with stable outlook and a Pension Fund manager rating of "AM2+" with stable outlook by Pakistan Credit Rating Agency (PACRA), offers an unmatchable, comprehensive suite including individual and corporate Takaful and investment solutions like Mahana Bachat & Takaful Flexi Plan, Priority Takaful, Education Takaful & Voluntary Pension Scheme with Annuity Plan that protect what matters most—your loved ones and your future. From securing your family's future to safeguarding businesses, PQFTL ensures you are prepared for the unexpected—today and tomorrow.

Pak Qatar Family Takaful (PQFTL) embodies the essence of solidarity and shared responsibility, delivering comprehensive Takaful (Islamic insurance) coverage that adheres to the principles of cooperation and mutual support. Through innovative and Shariah-compliant solutions, Pak Qatar Family Takaful (PQFTL) provides individuals, families, and businesses with reliable protection against unforeseen risks, ensuring peace of mind.

Incorporated in 2006 and beginning operations in 2007, the company is registered with and supervised by the Securities and Exchange Commission of Pakistan (SECP). An independent Shariah Advisory Board chaired by Mufti Muhammad Hassaan Kaleem certifies all products and operations for Shariah compliance. Mufti Muhammad Taqi Usmani was the founding Chairman of the group's Shariah Advisory Board since inception and named Mufti Hassaan Kaleem as his successor in 2019.

The company got listed on PSX in 2025.

Vision

- Providing financial protection & freedom through Takaful to everyone.

PAK-QATAR
FAMILY TAKAFUL

Mission

- Promote Takaful amongst the masses, encompassing education and awareness, and present an image that is consistent with our ideological values.
- Adhere to best ethical practices in all aspects of our operations, while abiding by the Shariah and the law of the land.
- Empower our employees by inspiring, guiding, enabling, and supporting them.
- Ensure our support to the community and the environment with excellence.
- Ensure customer satisfaction by offering quality products and services driven by their needs.
- Ensure optimum returns to the shareholders

PQFTL Leadership: Leading the Journey, Delivering the Impact

Waqas Ahmad
Chief Executive Officer | (PQFTL)

Mr. Waqas, with over three decades in the Takaful and insurance industry, specializes in operations, technology, strategy, and business planning. A former COO of PQFTL, he has also held executive roles at Salaam Takaful and Al Rajhi Takaful. He is an FLMI, ACS, and ICAP-certified director with expertise in digital transformation and re-Takaful.

Muhammad Ahsan Qureshi
Chief Financial Officer | (PQFTL)

Mr. Muhammad Ahsan Qureshi brings nearly 27 years of experience in financial reporting, insurance accounting, treasury management, and strategic planning. He has played a key role in strengthening PQFTL's finance function, including the implementation of SAP, Oracle, and industry-specific accounting frameworks. He holds Master's degrees in Islamic Banking & Finance and Commerce, with international training in risk management, Takaful, and ERP systems.

Timeline & Awards / Achievements

2007

Commences operations as the First Takaful operator in Pakistan

2009

- "Best Family Takaful Operator" in Pakistan, by the 1st National Achievers Award.
- "Best Use of Technology" award by the Islamic Business & Finance Awards, UAE.
- "Best Marketing Strategy" award by World Takaful Summit, London.
- "Brands of the Year Award" by Brands Foundation, Pakistan.

2015

"Best Takaful Company" in Pakistan at the 'RTC Islamic Banking & Finance Awards' ceremony in Islamabad.

2016

- Awarded "Best Takaful Operator" in Pakistan at the 10th International Takaful Summit, London
- "Best Takaful Operator" by International Finance News, Malaysia.

2017

- "Brand of the Year" in Takaful by the Federation of Pakistan Chambers of Commerce and Industry, Pakistan.

2018

- Awarded "Best Takaful Company" Award 2018 by Global Islamic Finance Awards in London, United Kingdom
- "Brand of the Year" in Takaful by the Federation of Pakistan Chambers of Commerce and Industry, Pakistan.

2020

- Named "Best Takaful Company" by FPCCI.

2022

- Launched Asset Management Company
- Pakistan's first Takaful company to launch a Voluntary Pension Scheme
- Launched Mahana Bachat & Takaful Flexi plan, Pakistan's first comprehensive savings and protection solution

2023

- "Best Business Practices" award to Pak-Qatar Family Takaful by The Professionals Network, Pakistan.
- "Disability Inclusion Excellence" Award by the Employers' Federation of Pakistan.

2024

- Assigned AM2 rating (Stable Outlook) by PACRA as a Pension Fund Manager.
- First Takaful company in Pakistan to offer instant withdrawals.
- Accredited by ICAP as an Approved Training Organization (TOoP).
- Awarded "Leading Takaful Company" by CxO Global Forum.
- Launched the Microsoft Dynamics 365 CRM system.
- Launched a 24/7 customer service call center.

2025

- Lifetime Kafalat Plan launched — Pakistan's first Shariah-compliant guaranteed pension plan.
- Awarded "Fastest Growing Takaful Company" by International Finance Awards.
- Pakistan's First Dedicated Takaful Company Successfully Listed on PSX
- PQFTL becomes the First Takaful Operator selected by KPK, Punjab & Balochistan governments as Pension Fund Manager

2026

- 3rd Disability Inclusion Recognition Awards by the Employers' Federation of Pakistan
- 14th International Takaful Summit 2026, London
- 11th Employer of the Year Award 2025 by Employers' Federation of Pakistan

Our Impact

Takaful Benefit Claim Paid
PKR 78 Billion+
Since Inception

Assets Under Management
PKR 80 Billion+

Surplus of over
PKR 800 Million+
Has been Distributed Since Inception

Paid-up Capital
PKR 2.3 Billion+

Pak-Qatar Family Takaful Limited (PQFTL)

Rated AA
with Stable Outlook by VIS & PACRA
Rated AM2+
with Stable Outlook by PACRA

A Professional and Result Driven Team of
2,400+ People

Protecting nearly
5 million
Individuals
And serving more than
2000+ Corporate Clients
Since Inception

2 Decades
of expertise in empowering customers' financial well-being

Branch Network Spanning 80+ Cities

Helping the economy grow with an Annual Contribution of PKR 30+ BILLION in 2025

Total Tax Deposited
PKR 3 Billion+
since inception

Board of Directors : The Architects of Our Strategic Journey

H.E Sheikh Ali Bin Abdullah Thani J. Al-Thani
CHAIRMAN BOARD OF DIRECTORS

Mr. Abdul Basit Ahmad Al-Shaibei
Member Board of Directors

Mr. Ali Ibrahim Al Abdul Ghani
Member Board of Directors

Mr. Said Gul
Member Board of Directors

Mr. Muhammad Kamran Saleem
Member Board of Directors

Mr. Zahid Hussain Awan
Member Board of Directors

Ms. Ammara Shamim
Member Board of Directors

Mr. Zahid Haleem Shaikh
Member Board of Directors

Mr. Asad Pervaiz
Member Board of Directors

Our Sponsors: The Force Behind Our Momentum

Pak-Qatar Investment (Private) Limited specializes in Shariah-compliant investment management, offering expert advisory services, project feasibilities, and market-driven strategies. Committed to excellence, integrity, and customer satisfaction, PQIL empowers individuals and businesses to achieve their financial goals with confidence.

To learn more, please visit www.pqinvest.com.pk

Qatar International Islamic Bank (QIIB), a trusted name in Islamic banking since 1991, provides personal and corporate banking solutions rooted in Qatari values. Regulated by Qatar Central Bank and internationally rated, QIIB delivers innovative, Shariah-compliant products tailored to meet evolving customer needs.

To learn more, please visit www.qiib.com.qa

Qatar Islamic Insurance Company (QIIC) is a global leader in Takaful Insurance, combining Shariah principles with dynamic management to deliver innovative products and services. As the first in Qatar to offer online insurance, QIIC consistently pioneers customer-focused solutions, maintaining a strong financial position and impressive growth despite market competition.

To learn more, please visit www.qiic.com.qa

Shariah Function : The Compass Behind Our Decisions

The Shariah Advisory Function of Pak-Qatar is a cornerstone of credibility and expertise, ensuring all products and operations adhere to Shariah principles. Chaired by the esteemed Mufti Muhammad Hassaan Kaleem, the board continues the legacy of its founding Chairman, the renowned Mufti Muhammad Taqi Usmani, who entrusted its leadership to Mufti Hassaan in 2019.

Mufti Muhammad Hassaan Kaleem is a Shariah expert with roles in Dar-ul-Ifta Jamia Darul-Uloom Karachi, Deloitte's Global Islamic Finance Team, and multiple Shariah Boards globally, including AAOIFI, Hanover Re Takaful, and Pak-Qatar Takaful. He is also a faculty member at the Center for Islamic Economics, Karachi.

Mufti Ismatullah, a Ph.D. holder from Karachi University and a specialist in Islamic Fiqh, has issued over 25,000 fatwas at Dar-ul-Uloom Karachi. An expert in Islamic finance, he is Chairman of the Shariah Board for Bank Al-Habib and Shariah Advisor for Pak-Qatar Takaful and IGI Window Takaful.

Mufti Muhammad Shakir Siddiqui, an expert in Islamic Finance and Takaful, oversees Shariah Compliance and Training for Pak-Qatar Group. He serves as Shariah Advisor for Pak-Qatar General Takaful, Century Insurance, and Pakistan Reinsurance, with over a decade of experience in Shariah Audit and Risk Management.

Products & Services - Individual

Mahana Bachat & Takaful Plan

Investment Linked Takaful Product with Shariah Compliant Competitive Returns and Complimentary Takaful Coverage

Voluntary Pension Scheme

Plan your retirement Today, for A Better Tomorrow, and get up to 20% Tax Rebate.

Lifetime Kafalat

Guarantees a Pension for Life.

Education Plan

Protection plan designed to safeguard your child's educational ambitions.

Priority Takaful Plan

The ultimate solution that seamlessly integrates financial protection with long-term saving opportunities

Family Sehat Plan (Health)

A reliable health plan that covers medical payouts, laboratory test costs, medication, and hospitalization costs, including critical illness.

Product & Services – Corporates

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FAMILY TAKAFUL
Together for the Future

Group Savings & Takaful Plan - EPF

Simplify retirement fund management for your organization. Designed to ensure transparency and efficiency, it helps secure your employees' futures with ease.

Group Family Takaful

Safeguard your employees and their families. This tailored plan provides financial security in times of need, reinforcing loyalty and peace of mind.

Group Health Takaful

Invest in your workforce’s well-being. Offering comprehensive healthcare coverage, this plan ensures a healthier, more productive team.

Pay Continuation Scheme

Pay Continuation Scheme is a Group Family Takaful plan designed to provide financial stability to employees and their families in the unfortunate event of untimely death or permanent disability.

Branch Network: Our Footprint, Pakistan-Wide

Total Number of Branches

82

South	North	Central
11	35	36

Innovation, Digitalization, Hiring, and Marketing Initiatives

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FAMILY TAKAFUL

Rapid Sales Hiring, Enhanced Digital Marketing, Investment In Digital and Tech Initiatives and New Branches Opening were the Key Business Initiatives

Sales Hiring	
Region	**2026**
South	190
Central	342
North	275
Total	**807**

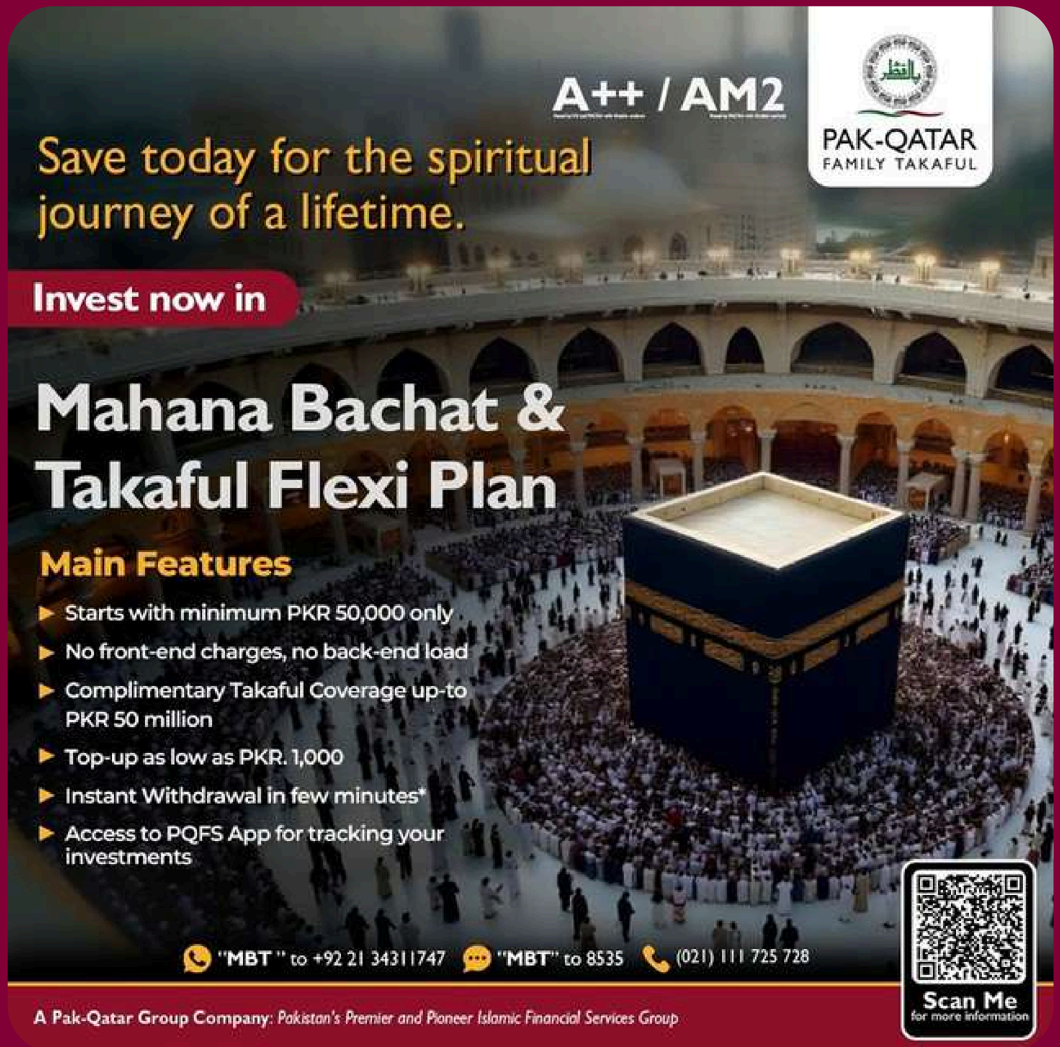
- Sales hiring was significantly scaled up in 2026 to strengthen the Sales workforce and drive business growth.
- 6 marketing campaigns were launched, generating 20K leads & 13.6M impressions, enhancing brand visibility.
- Continued investment in IT and digital initiatives to enhance operational efficiency and business capabilities.

Branch Network Expension & Renovation

Branch Expension & Renovation Summary		
Region	**Renovated Branches**	**New Branches Opened**
South	**2**	**1**
Central	**12**	**3**
North	**-**	**1**
Total	**14**	**5**

- 5 new branches opened, followed by 14 branches renovated with a total investment of PKR 41.2M.


AA / AM2
PAK-QATAR FAMILY TAKAFUL
Brick by brick, save for the place you'll call your home.
Invest now in
Mahana Bachat & Takaful Flexi Plan
Main Features
Starts with minimum PKR 50,000 only
No front-end charges, no back-end load
Complimentary Takaful Coverage up-to PKR 50 million
Top-up as low as PKR. 1,000
Instant Withdrawal in few minutes*
Access to PQFS App for tracking your investments
*Terms & condition apply
"MBT" to +92 21 34311747 "MBT" to 8535 (021) 111 725 728
A Pak-Qatar Group Company: Pakistan's Premier and Pioneer Islamic Financial Services Group


A++ / AM2
PAK-QATAR FAMILY TAKAFUL
Save today for the spiritual journey of a lifetime.
Invest now in
Mahana Bachat & Takaful Flexi Plan
Main Features
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Now your dream car isn't just a dream.
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Turn your child's wedding dreams into a well-planned reality.
Invest now in
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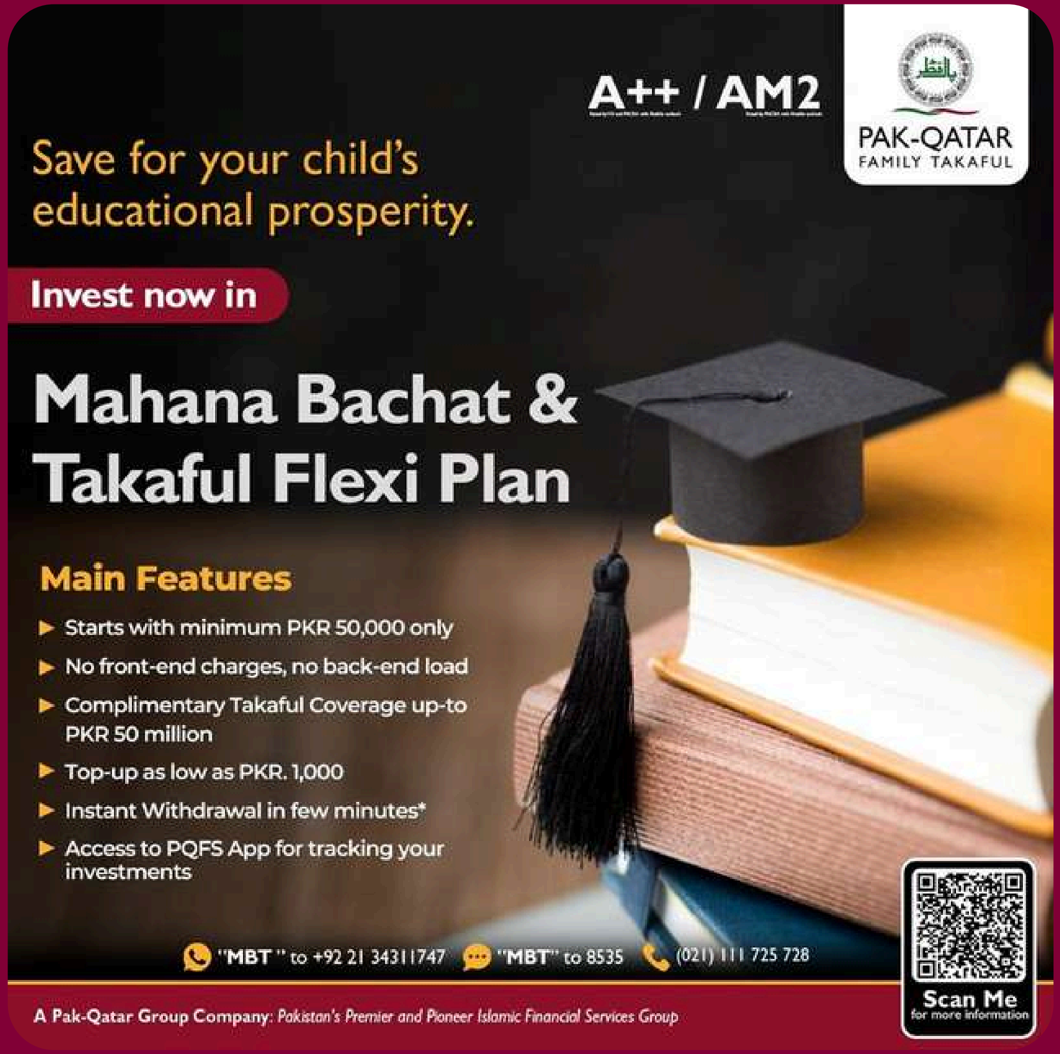
A++ / AM2
PAK-QATAR FAMILY TAKAFUL
Save for your child's educational prosperity.
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PAK-QATAR FAMILY TAKAFUL
Secure Investment, Halaal Munafa
Monthly income with capital protection.
Invest now in
Mahana Bachat & Takaful Flexi Plan
Main Features
Starts with minimum PKR 50,000 only
No front-end charges, no back-end load
Complimentary Takaful Coverage up-to PKR 50 million
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Instant Withdrawal in few minutes*
Access to PQFS App for tracking your investments
MONTHLY EXPENSES
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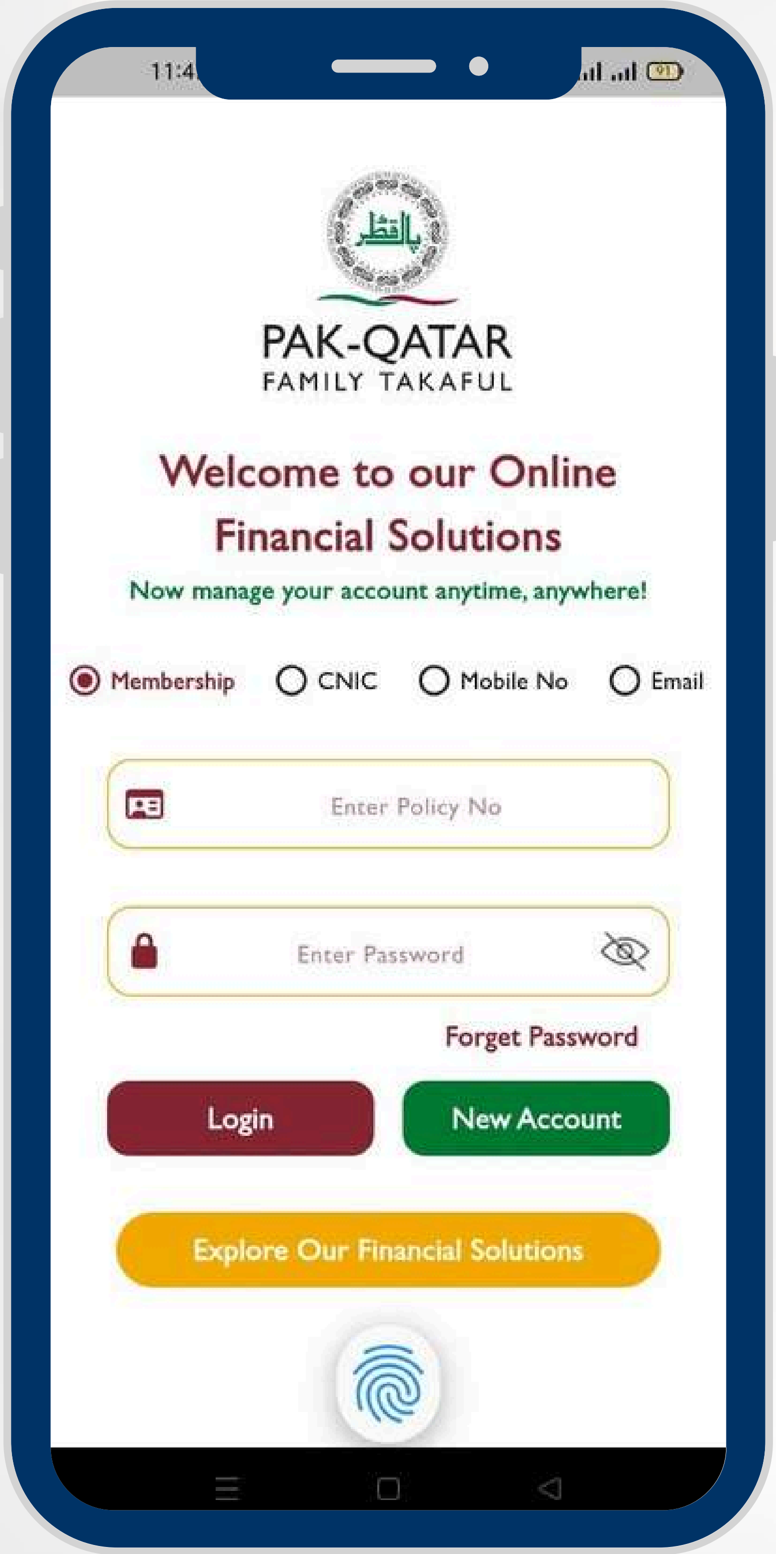
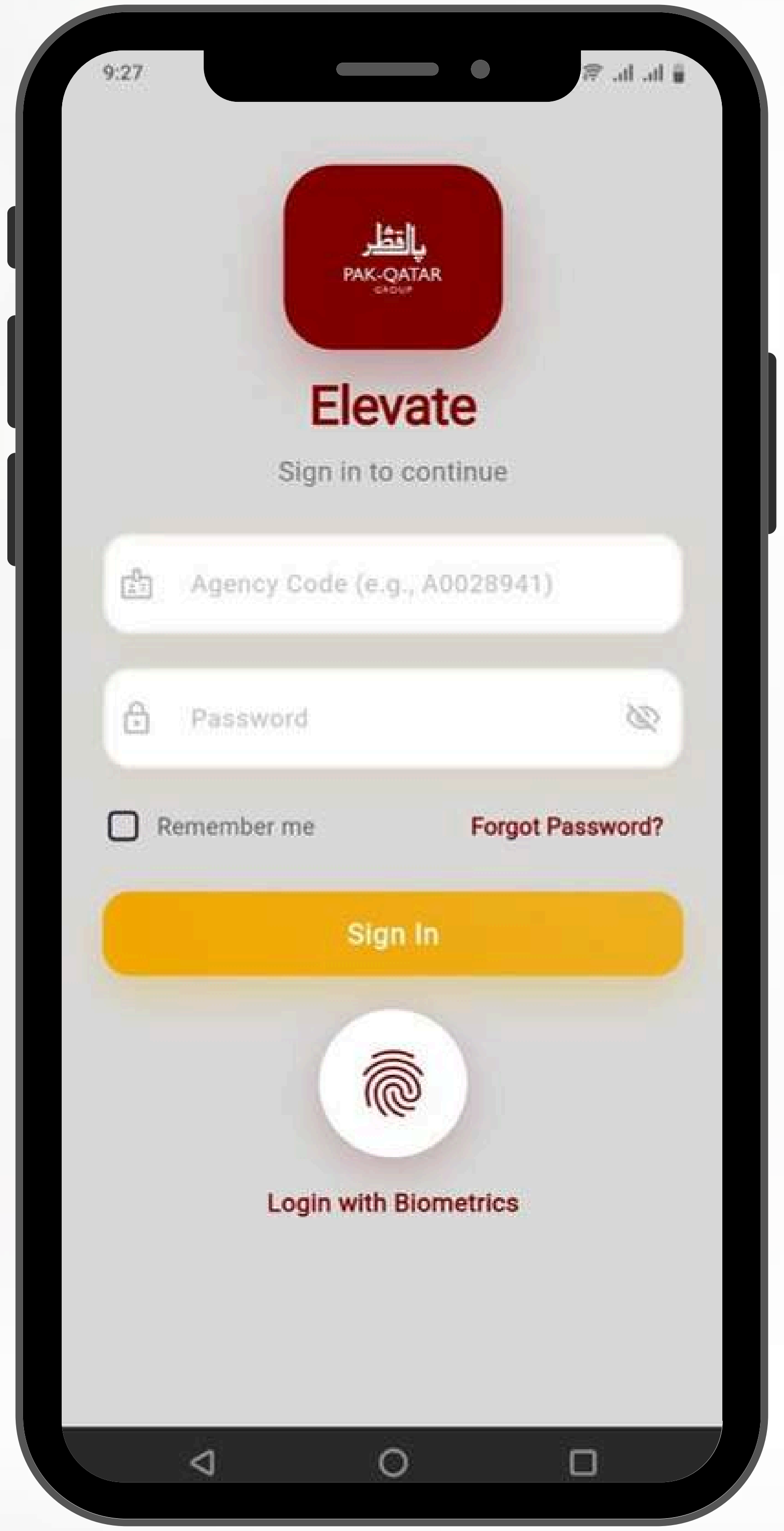
A++ / AM2

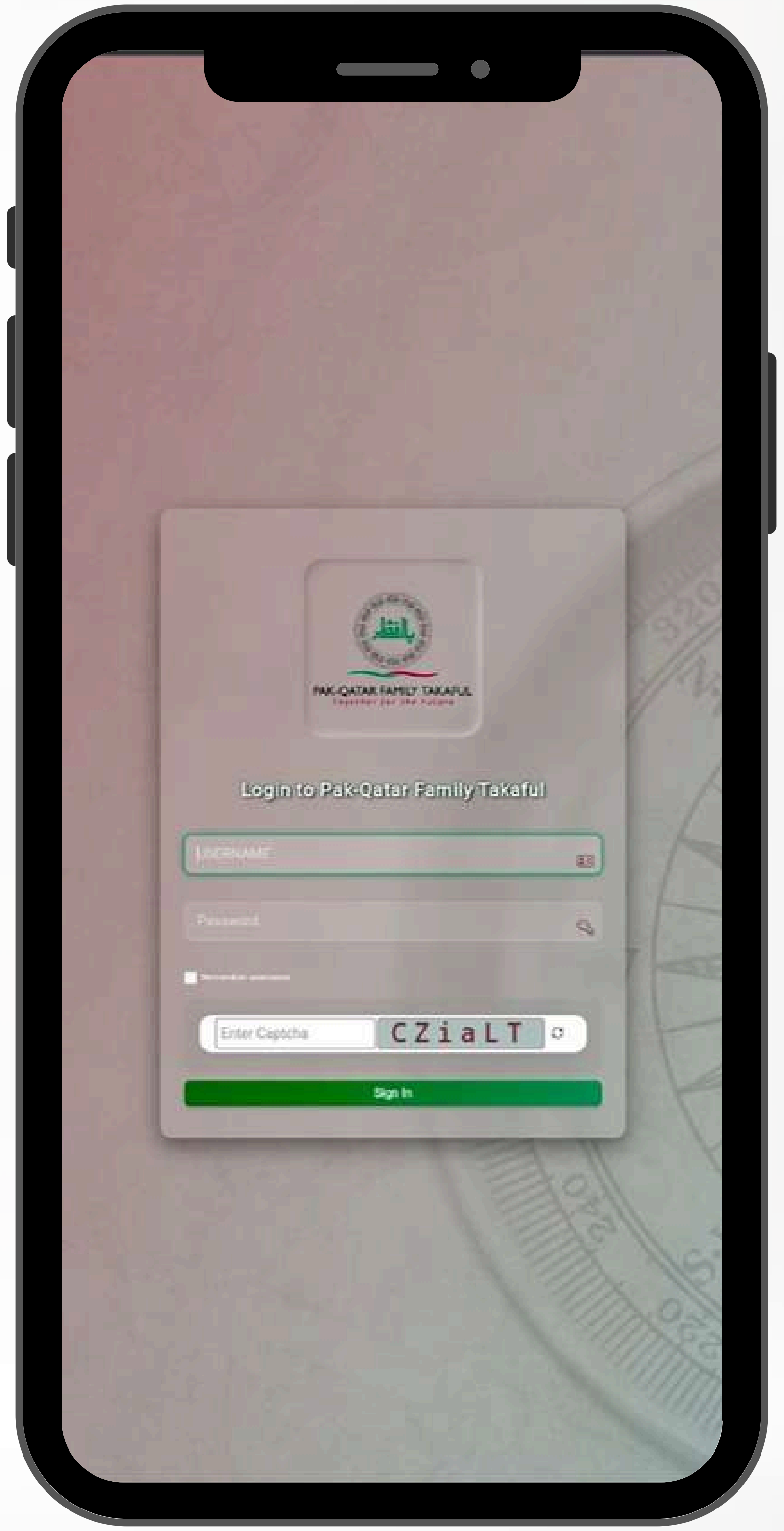
Agent & Customer Touch Point Digitalization



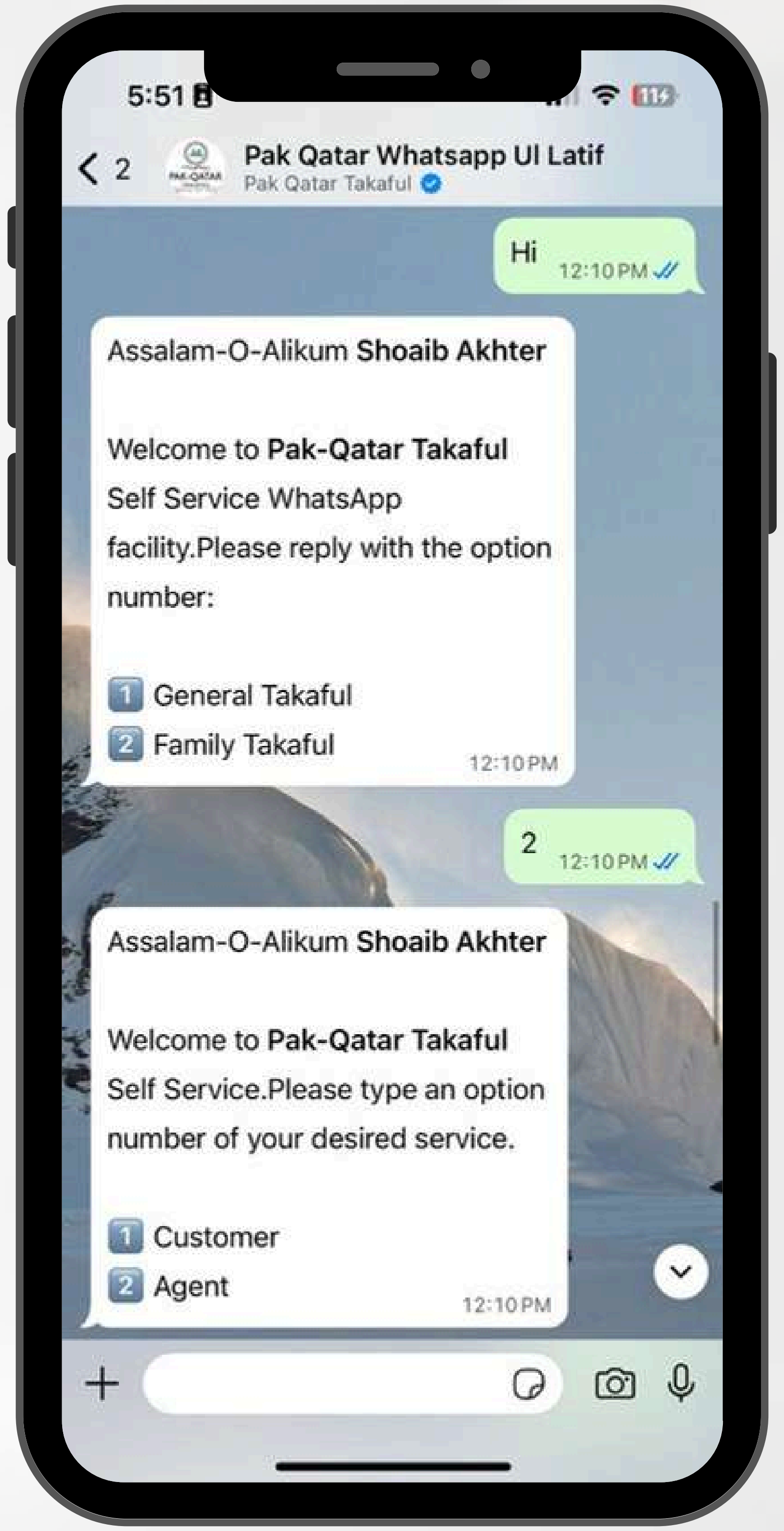
PQFS APP



Elevate App

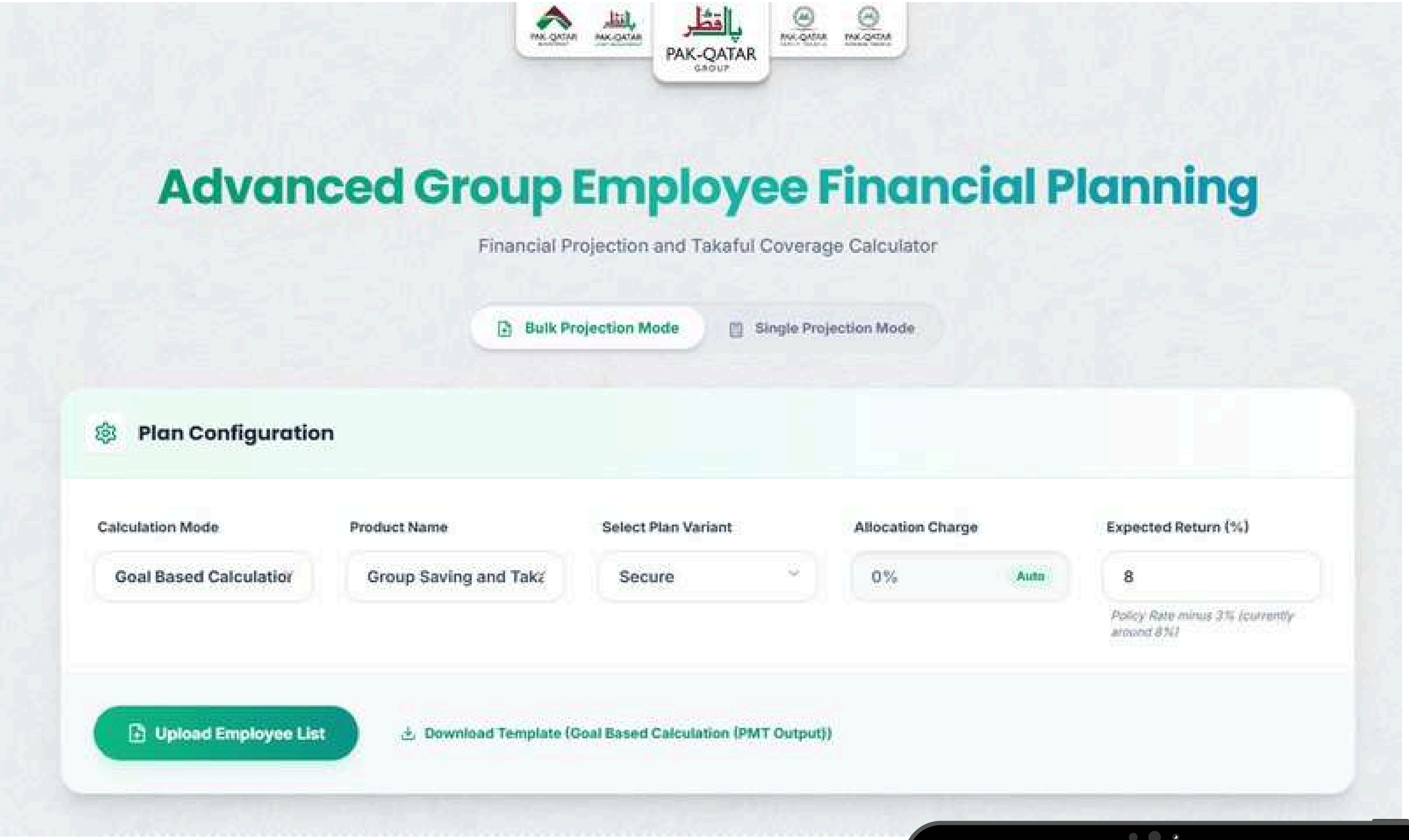


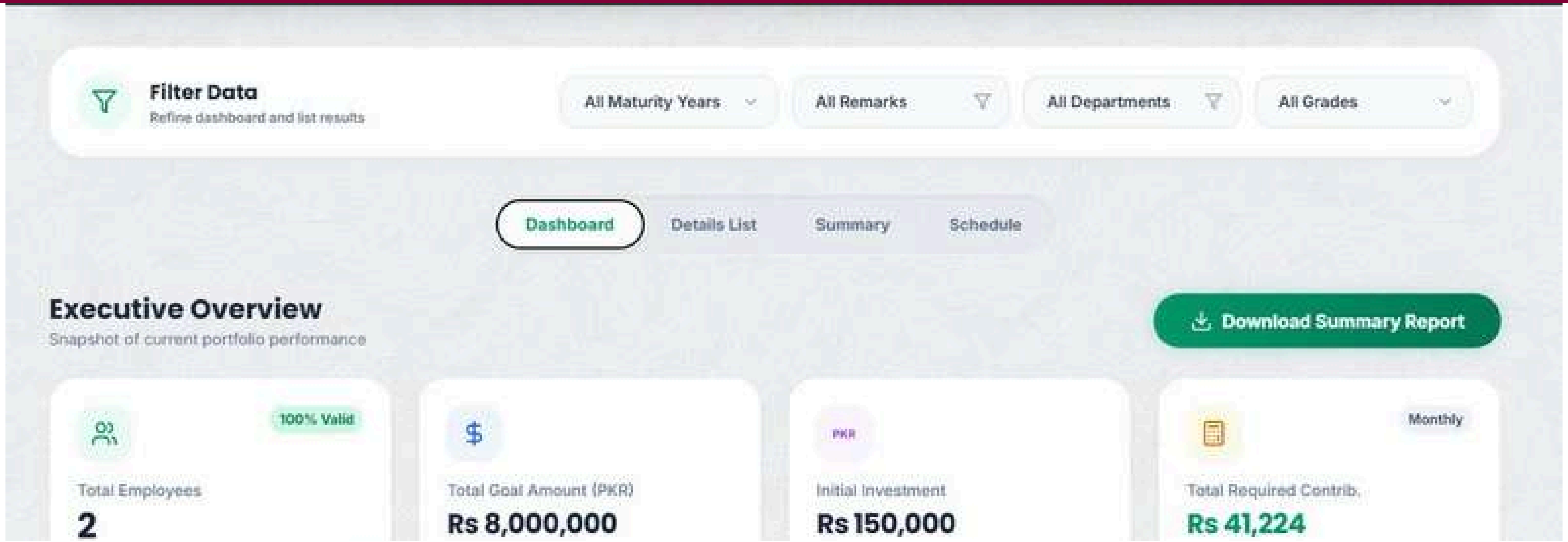
EPS Portal



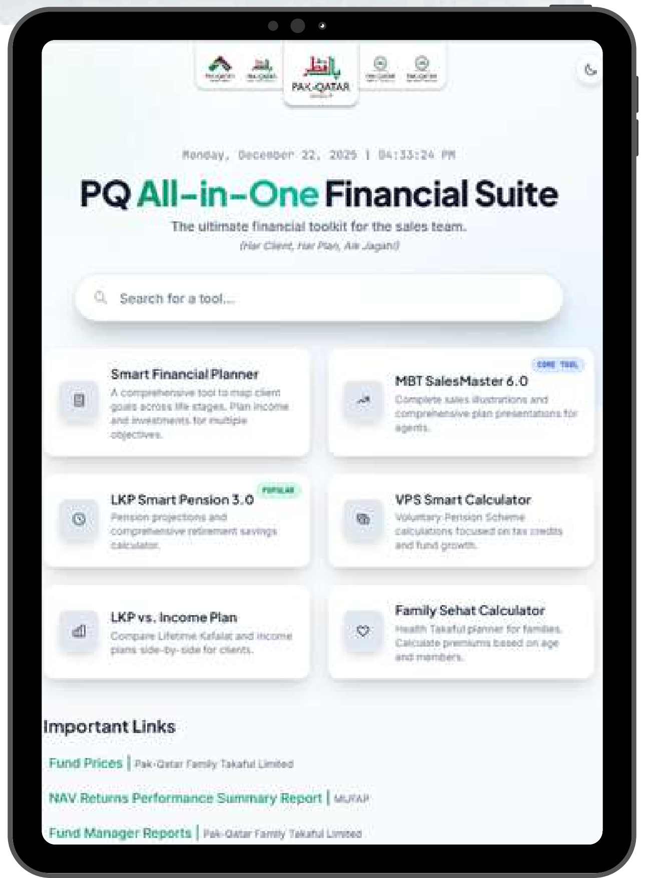
Waba

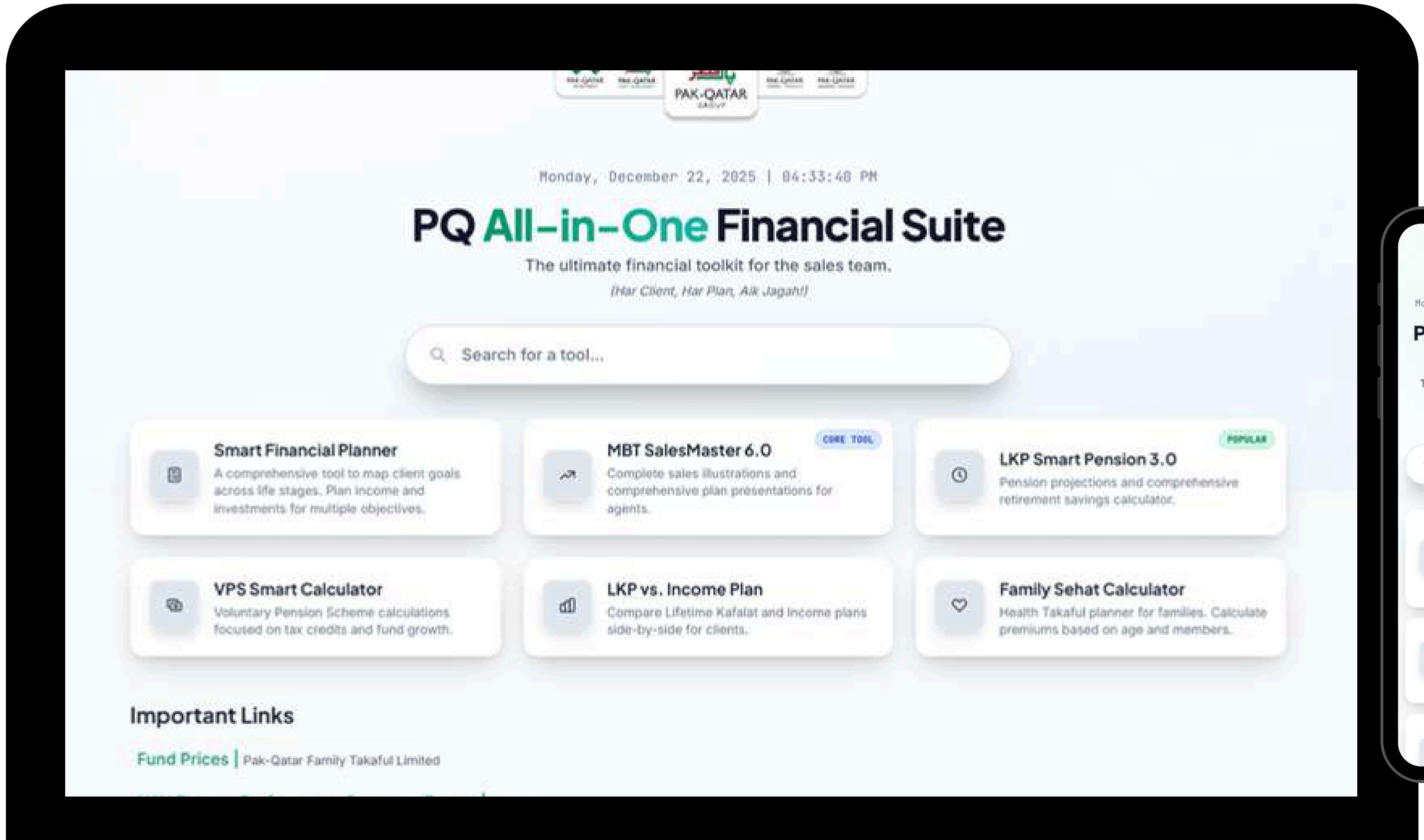
Easy-to-use Calculators have been launched and embedded in the PQ Elevate App

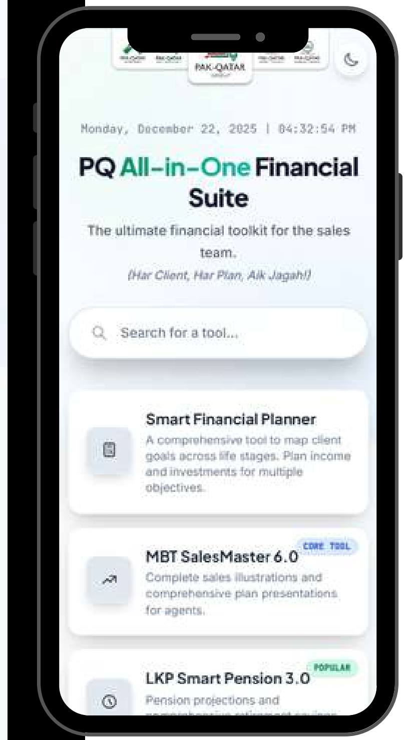




Calculator



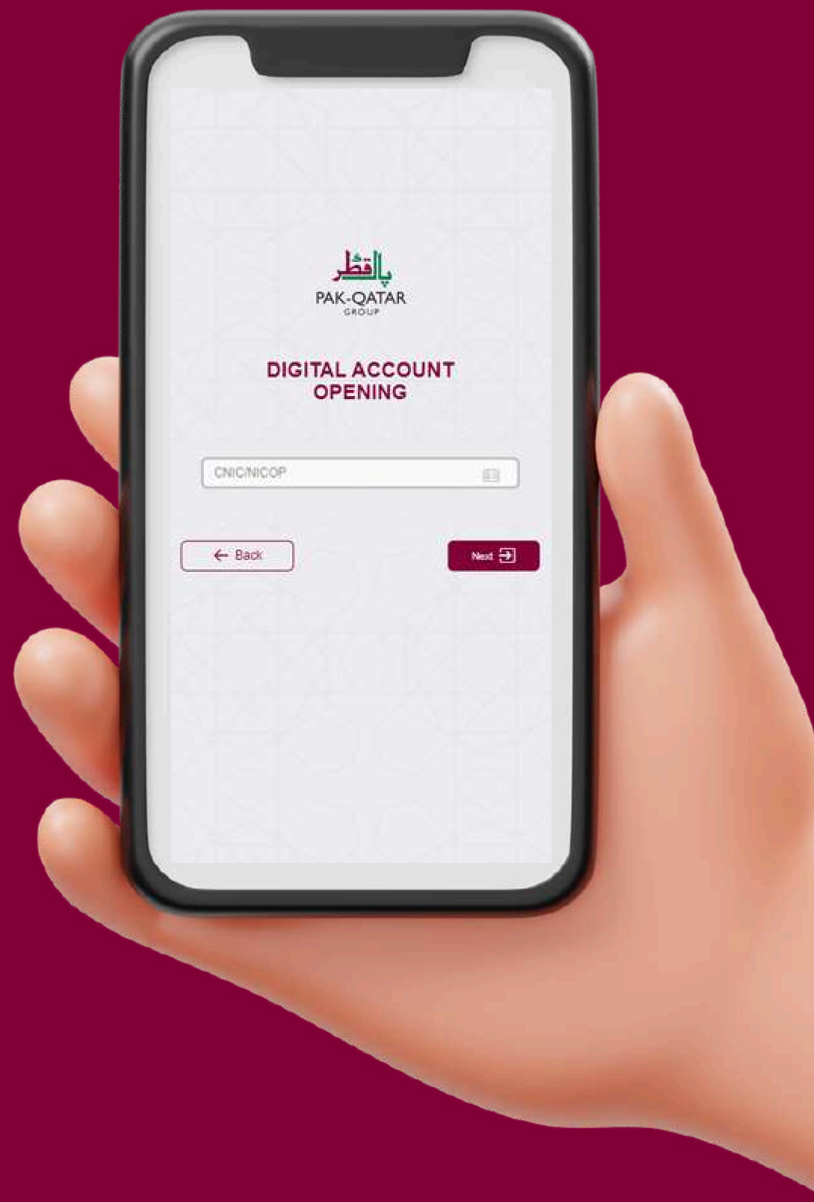




MBS DIGITAL ONBOARDING

KEY FEATURES

- User-Friendly Interface
- Secure Authentication
- Document Upload and Verification
- Personalized Account Setup
- Compliance Checks
- Electronic Signatures
- Real-Time Feedback and Progress Tracking
- Instant Proposal
- Automatic Emails and SMS
- Integrated with Business Application



Quick and efficient policy issuance now takes just 10 minutes, a remarkable improvement from the previous 3 to 4 hours.

DIGITAL ONBOARDING ISSUANCE AND PQFS APP INSTANT WITHDRAWAL REQUEST

Digital Onboarding Issuance

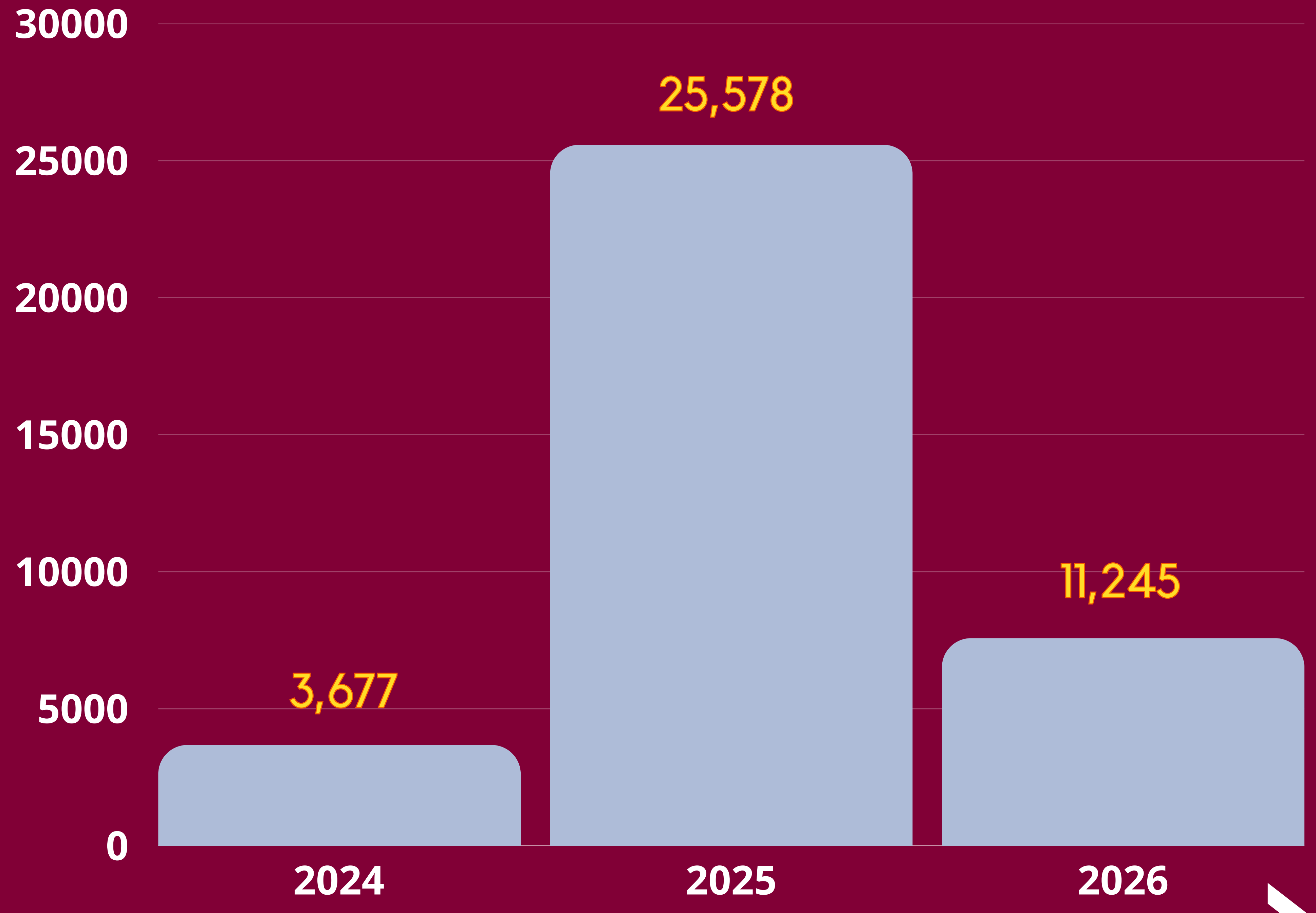
Mahana Bachat Takaful

24,000 +

Life Time Kafalat

2,000 +

PQFS App Instant Withdrawal Request



E-Learning Portal Demo

Established Centralized CRM Integrated with Call Center

We have established a strategic partnership with Maison Consulting, a leading technology solutions provider, and implemented Microsoft Dynamics 365 for a better customer Experience

A Contact Center is a centralized hub where a company manages all customer interactions across multiple communication channels, including phone, email, chat, and social media, to provide support, resolve issues, and enhance the customer experience.

- Ticket Management System
- Lead Management System
- Real-Time Data for CBC Calls

Centralized Customer Interaction Hub:

- Handles Customer inquiries, support requests and service issues via phone, email, chat and social media.

Multi-Channel Communication:

- Provides consistent service across multiple channels to meet diverse customer preferences.

Customer Experience Enhancement:

- Aims to resolve issue quickly and efficiently, improving customer satisfaction and loyalty.

Performance Matrics:

- Tracks matrics like Average Handling Time (AHT), First Call Resolution (FCR) and Customer Satisfaction (CSAT)

Technology Integration:

- Utilizes CRM and other tools for efficient call routing, data management and personalized customer service.

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ISO CERTIFICATE

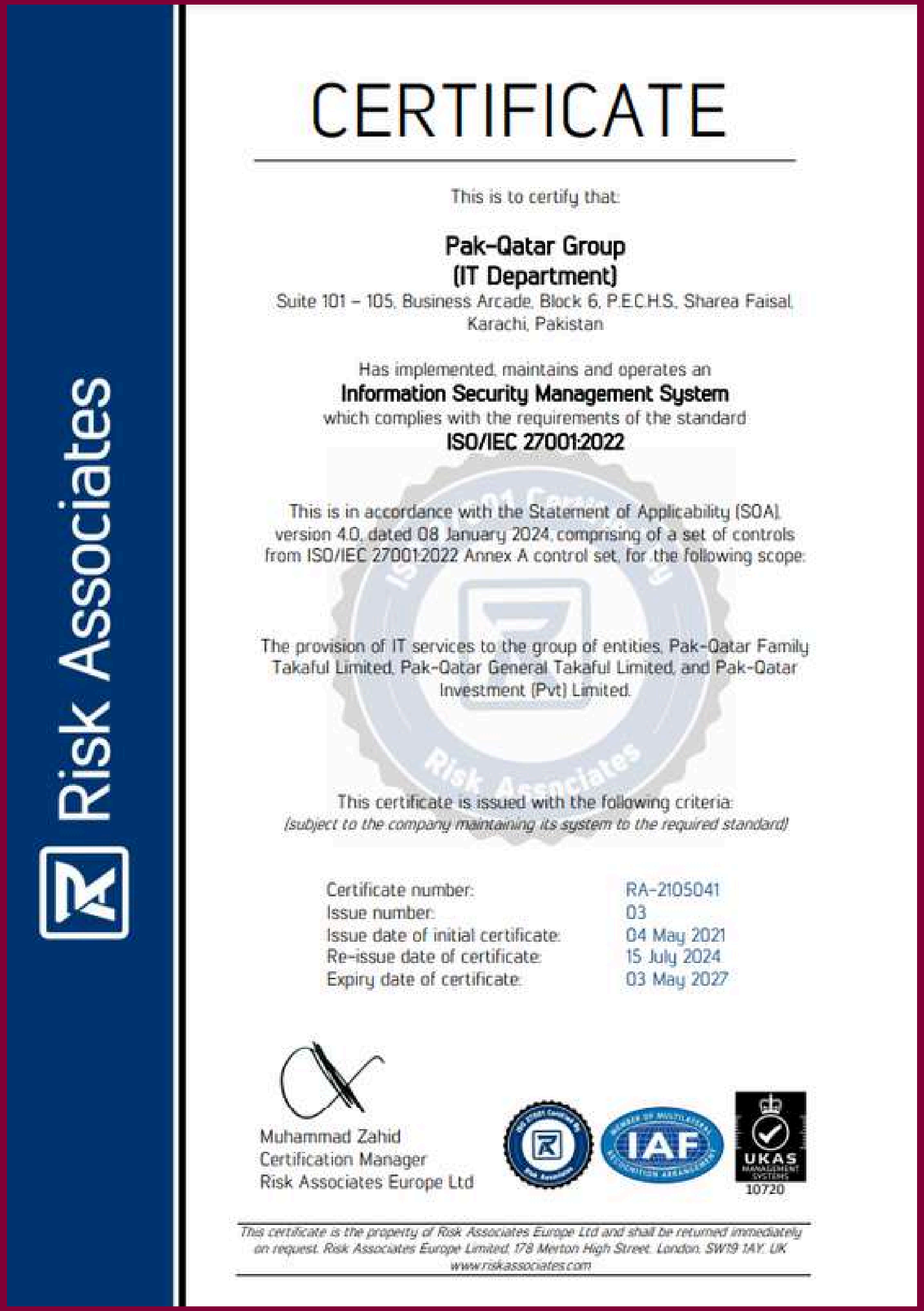
ISMS: ISO-27001

Protect Reputation

The globally accepted benchmark for the effective management of information assets

Risk Management

Increased reliability and security of systems and information.
Improved customer and business partner confidence


Risk Associates

CERTIFICATE

This is to certify that:

Pak-Qatar Group
(IT Department)
Suite 101 – 105, Business Arcade, Block 6, P.E.C.H.S, Sharea Faisal, Karachi, Pakistan

Has implemented, maintains and operates an
Information Security Management System
which complies with the requirements of the standard
ISO/IEC 27001:2022

This is in accordance with the Statement of Applicability (SOA), version 4.0, dated 08 January 2024, comprising of a set of controls from ISO/IEC 27001:2022 Annex A control set, for the following scope:

The provision of IT services to the group of entities, Pak-Qatar Family Takaful Limited, Pak-Qatar General Takaful Limited, and Pak-Qatar Investment (Pvt) Limited.

This certificate is issued with the following criteria:
(subject to the company maintaining its system to the required standard)

Certificate number:	RA-2105041
Issue number:	03
Issue date of initial certificate:	04 May 2021
Re-issue date of certificate:	15 July 2024
Expiry date of certificate:	03 May 2027

Muhammad Zahid
Certification Manager
Risk Associates Europe Ltd

IAF
UKAS
10720

This certificate is the property of Risk Associates Europe Ltd and shall be returned immediately on request. Risk Associates Europe Limited, 178 Merton High Street, London, SW19 1AY, UK
www.riskassociates.com

MOBILE APPLICATIONS

01
PQFS

02
Digital Onboarding

03
ELEVATE

04
Medical Facilitation

05
Elaaj

06
Family Sehat

LoB-wise Actual 2025 vs 2024

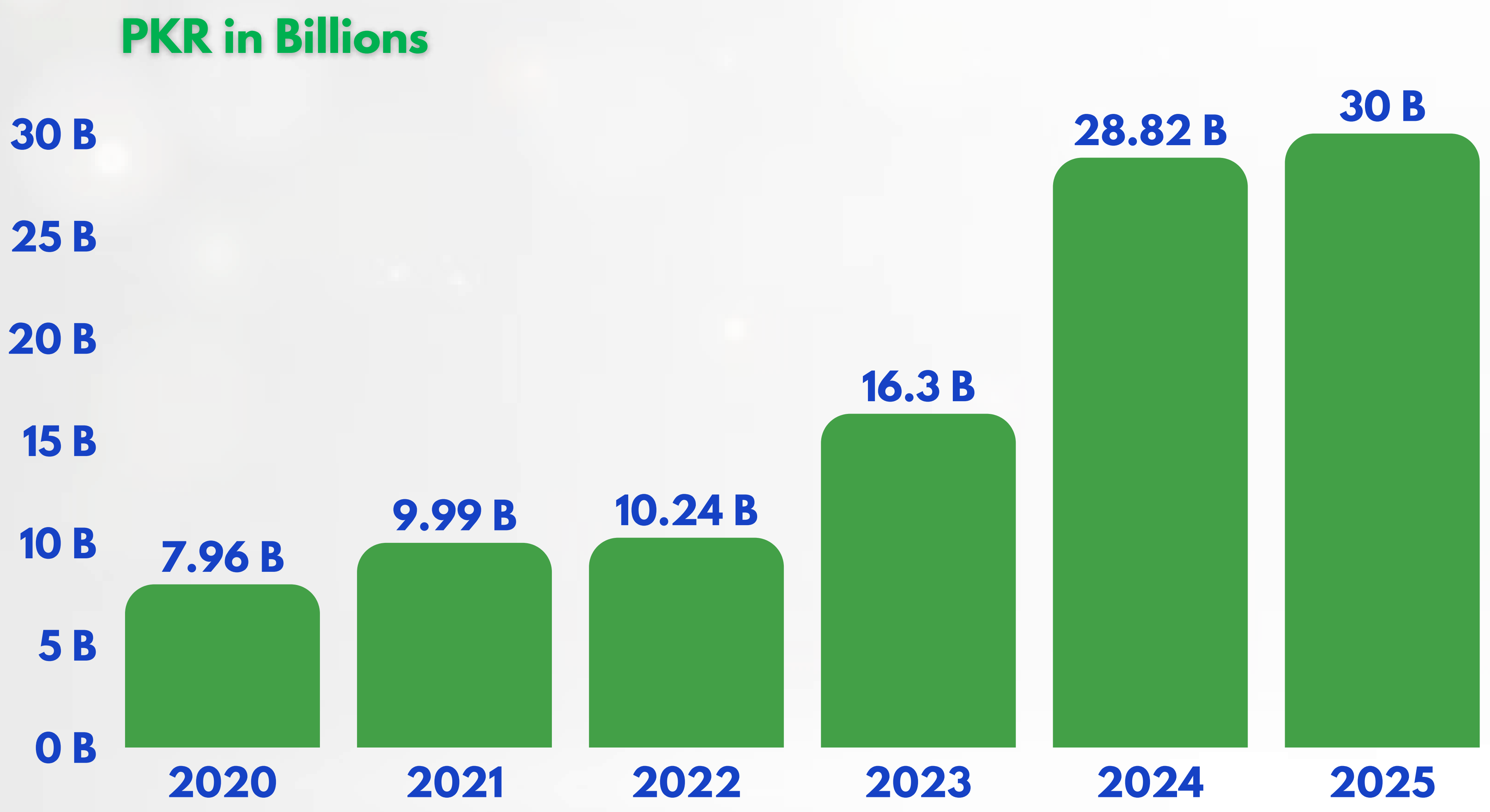
PQFTL posted 4% growth from 2024

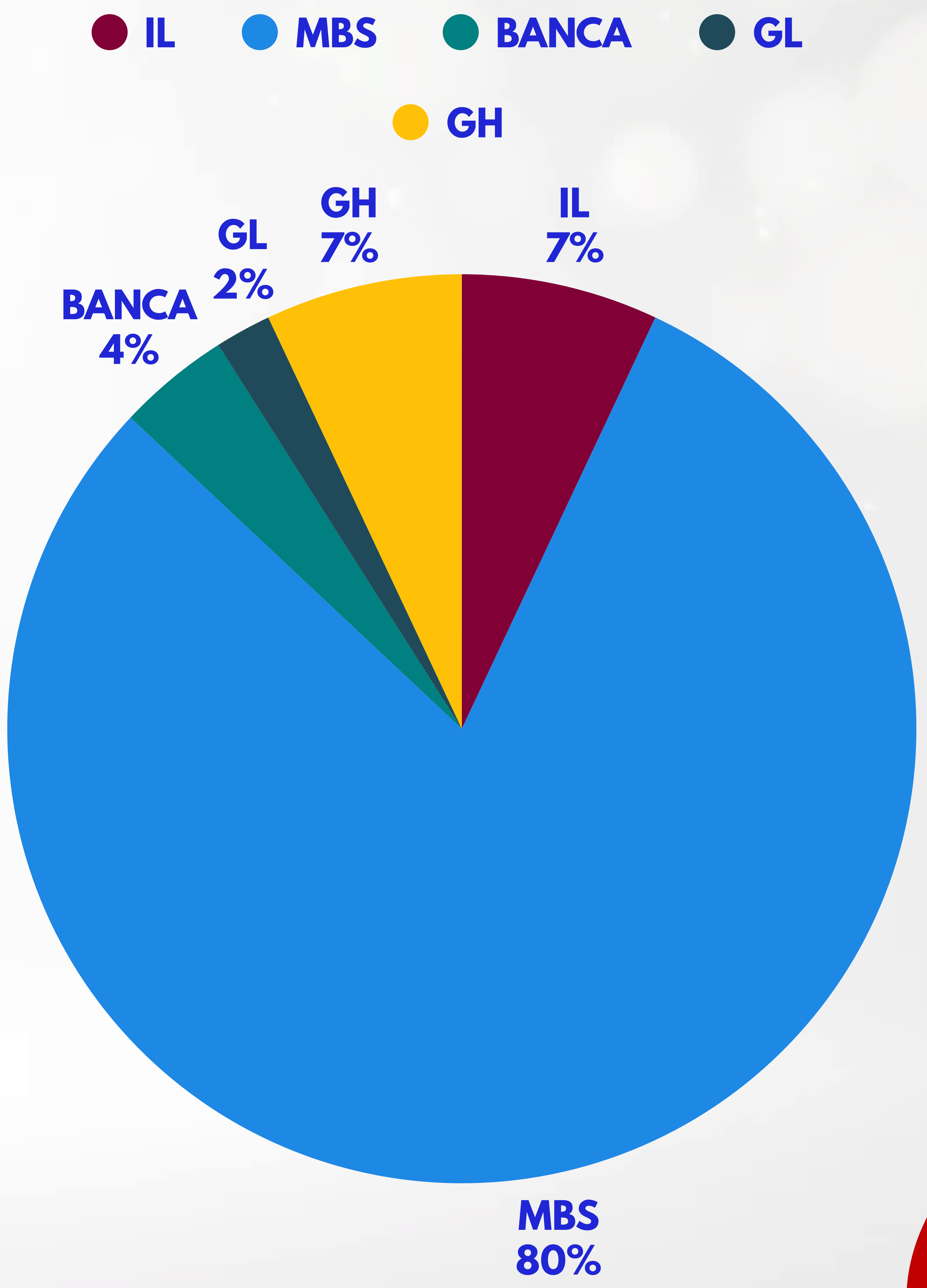
Gross Contribution	2025 Actual - Rs	2024 Actual - Rs	% Increase / Decrease from 2024
Individual Life	27,286,944,193	25,694,976,990	6%
Group Health	2,128,689,988	2,422,055,779	-12%
Group Life	613,959,182	699,984,141	-12%
Total	30,029,593,364	28,817,016,910	4%

Aggregate Gross Contribution - 6 Years at a Glance

Exponential growth in the last four years

PQFTL has achieved Rs. 30 B Aggregate Gross Contribution in 2025, increased by 4%, i.e., from Rs. 28.82 B to Rs. 30 B





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FAMILY TAKAFUL

Statement of Profit and Loss Account and Other Comprehensive Income - Shareholders' Fund

For the Year Ended December 31, 2025

	Note	December 31, 2025	December 31, 2024
		(Rupees)	
Shareholders' fund			
Wakala fee	30	1,131,171,108	1,352,815,349
Commission expense	37	(395,196,273)	(598,981,272)
		735,974,835	753,834,077
Takaful operator fee	36	1,540,049,133	1,066,243,573
Investment income	31	128,345,541	217,207,289
Net realised fair value gains on investments	32	81,849,101	73,739,560
Other income	34	17,110,986	16,062,810
		1,767,354,761	1,373,253,231
Net income		2,503,329,596	2,127,087,308
Acquisition expenses	37	(931,140,004)	(815,210,112)
Marketing and administration expenses	38	(1,099,799,008)	(904,330,005)
Other expenses	39	(14,297,907)	(14,019,220)
Total expenses		(2,045,236,919)	(1,733,559,337)
Mark up on finance lease	27	(29,081,611)	(27,071,624)
Profit before tax		429,011,066	366,456,347
Taxation	40	(137,700,384)	(96,735,200)
Profit after tax		291,310,682	269,721,147

	Note	December 31, 2025	December 31, 2024
Other comprehensive income			
Items not to be recognised to profit and loss account in subsequent year			
Actuarial loss on staff retirement benefit	24.6.2	(15,808,847)	932,635
Tax effect		4,584,566	(270,464)
		(11,224,281)	662,171
Items that may be recognised to profit and loss account in subsequent years			
Change in unrealised gains on available for sale investments		134,351	61,647,066
Loss on disposal reclassified to profit or loss account		-	(74,240,940)
Tax effect		(38,962)	3,652,223
Change in unrealised (losses) / gains available for-sale-investments - net of tax		95,389	(8,941,650)
Total other comprehensive income		(11,128,892)	(8,279,480)
Total comprehensive income for the year (Shareholder fund-SHF)		280,181,790	261,441,667
Earnings per share	41	1.97	1.82

The annexed notes from 1 to 54 form an integral part of these financial statements.

Six Years' Key Historic Financial Data

(Rupees in thousands)

	2025	2024	2023	2022	2021	2020
SIX YEARS SUMMARY						
Gross contribution	30,029,593	28,817,017	16,296,690	10,235,624	9,986,417	7,961,475
Revenue & P&L account						
Contribution - net of retakaful	29,694,590	28,399,184	15,846,874	9,771,659	9,555,201	7,554,834
Surrenders & Maturities	26,332,887	15,000,277	8,147,648	4,572,642	4,257,898	3,246,602
Net Claims under PTF	2,075,856	2,490,159	2,504,870	2,045,701	1,537,016	1,329,329
Net investment income (PIF)	6,716,879	9,624,999	6,943,643	259,677	(69,518)	2,992,255
Net investment income (PTF)	70,773	68,310	54,257	67,584	59,860	45,178
Net investment income (SHF)	210,195	290,947	275,181	163,918	148,722	167,150
Commission expense	395,196	598,981	628,211	847,916	1,071,538	994,446
Policy stamps	28,199	15,200	10,836	22,865	31,210	26,886
Total administrative expenses	2,045,237	1,745,431	1,619,660	1,684,336	1,194,428	1,186,179
Surplus / (Deficit) in PTF	102,939	8,440	(62,378)	147,622	(37,968)	26,819
Profit before tax	429,011	366,456	192,113	184,620	224,674	208,122
Profit after tax	291,311	269,721	156,298	149,091	175,329	163,563
Balance sheet						
Investments including bank deposits	66,980,410	58,135,763	39,613,649	29,149,850	28,530,687	27,220,588
Deferred tax asset	-	-	-	13,534	-	-
Other assets	3,616,087	3,575,332	3,615,728	3,269,546	2,780,781	2,339,370
Fixed assets	713,909	510,022	559,695	575,613	529,894	569,830
Total assets	71,310,406	62,221,117	43,789,072	33,008,542	31,841,362	30,129,788
Issued, subscribed & paid up capital	2,307,124	1,307,124	1,307,124	1,307,124	1,307,124	1,307,124
Accumulated Surplus/(deficit) & Qard-e-Hasna	1,044,388	542,859	346,774	274,194	161,614	150,541
Balance of statutory funds	64,892,649	57,365,644	39,261,402	29,176,047	28,228,470	27,136,292
Other liabilities	3,066,246	3,005,490	2,873,772	2,251,177	2,144,154	1,535,831
Total equity & liabilities	71,310,406	62,221,117	43,789,072	33,008,542	31,841,362	30,129,788

Key Risks

- **Market and Policy rate volatility may impact fund performance and overall profitability.**
- **Evolving regulatory requirements may affect product offerings and operational processes.**
- **Policy lapses and customer retention challenges may hinder sustainable business growth.**

Question & Answers

Thank You