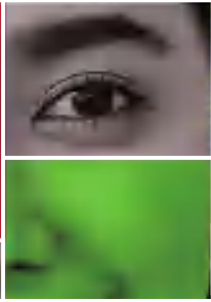


**Assuring
the best-in-
class.**



**Delivering
commitments
timely.**



**We put our
customers
at the heart
of all we do.**



RESPONSIVE | RESPONSIBLE | REASSURING





Responsive: We put our customers at the heart of all we do. From finding unrecognized customer needs to serving customers with tailored solutions, we constantly strive to fulfill expectations. Whether those expectations are in a time of crisis, or uncertainty; whether they revolve around future dreams or aspirations, we pride ourselves on being responsive in every situation. We are also highly responsive to our community and employee needs through the development of social programs and a diverse and inclusive workplace culture.

Responsible: Insurance is not just a product, but a promise at Jubilee Life, and that is why a strong sense of responsibility lies at the core of our business ethos. That responsibility means excelling at what we do, standing by every commitment in a timely manner and educating and engaging our customers every step of the way when it comes to insurance myths and misconceptions. Our responsibility also extends to our communities, where we foster social and health partnerships and promotion of sports.

Reassuring: Today insurance is about 'assurance.' Through our solutions and products, digital innovations, customer commitment, and operational excellence, we seek to reassure our stakeholders – be it customers, or employees – that they are in the best hands. Our customers can be confident that their futures are secure through a diverse range of insurance plans covering life, health, marriage, education and retirement; our employees meanwhile have the assurance that their needs and voices will be heard in an inclusive environment.

Because we care

Pakistan is a land of great beauty - from sweeping mountains to breathtaking valleys; but it is also a land in extreme danger to the tribulations of climate change.* From the alarming predicament of melting glaciers to the sad prospect of shrinking forests, a dire scenario confronts us. Can we reverse or mitigate the devastating impact of climate change on our motherland? Only time will tell. But what we can do, as individuals who care, and as a Company committed to a better and more hopeful future, is to build awareness around this critical issue.

This Annual Report explores some of the areas where the climatic fault lines lie – the pictures convey the fragility and beauty of our landscape, while the words convey the danger and degradation it faces. We hope you will be both inspired and informed by this Annual Report to make a difference to all our futures.

*According to the UN, Pakistan is the 8th most impacted country when it comes to climate change.

About The Report

The Annual Report of Jubilee Life Insurance Company Limited aims to provide readers and stakeholders with a comprehensive understanding of the Company's operations, financial performance, corporate governance, and business strategies. The report is a detailed document that offers a thorough overview of the Company's activities. The report including financial statements complies with all applicable statutory and regulatory requirements articulated in the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) as are notified under the Companies Act, 2017, provisions of and directives issued under the Companies Act, 2017 and Insurance Ordinance, 2000, Insurance Rules 2017, Insurance Accounting Regulations, 2017, the Takaful Rules, 2012 and International Integrated Reporting Council (IIRC) Integrated Reporting (IR) Framework.

The report covers the reporting period from January 1, 2022 to December 31, 2022 including subsequent events till its issuance to shareholders.

Jubilee Life is one of largest insurance companies in the country and it plays an important role in the economy. It has a large network of branches and wide customer base, which allows it to reach potential and existing customers, and other stakeholders. The information presented in the report provides stakeholders with the necessary details to make an informed evaluation of the Company's operations, financial performance, business strategies, key performance indicators, value chain, competitive analysis, and future prospects.

The report outlines Company's commitment to implementing the Integrated Reporting (IR) framework to promote accountability, transparency, and credibility. Additionally, the report describes the Company's established business strategies aimed at maintaining its leadership position in the market. It also clarifies the respective roles and responsibilities of the Company in this regard.

We identified the emergence of corporate social responsibility by adopting 9 goals from 17 United Nation's Sustainability Development Goals (SDGs) 2030 and have been successfully embedded sustainability at the core of our business operations over the years. We believe this disclosure would create more awareness among our stakeholders related to environment, sustainability and well-beingness.

This Annual Report contains following elements for the stakeholders of the Company:

- Organizational Overview and External Environment
- Strategy and Resource Allocation
- Risks and Opportunities
- Governance
- Performance and Position
- Stakeholders Relationship and Engagement
- Disclosure on IT Governance and Cybersecurity
- Sustainability and Corporate Social Responsibility
- Outlook

Where Glaciers Abound | Karakoram

Pakistan is home to the largest number of glaciers in the world – an incredible 5000 roughly. The largest glacier is the Baltoro stretching an astounding 63 kilometers. But according to a recent study, due to global warming, these glaciers are showing signs of melting. Their melting would mean the inundation of the rivers that stem from the glacial areas which would eventually give rise to massive flooding.

Where Forests Flourish | Hunza

Somebody said 'the clearest way into the universe is through a forest wilderness.' Forests are the key to nature's bounty and beauty; but they are also a key weapon against the monstrous ravages of climate change. And yet Pakistan is seeing a green emergency, with forest cover declining at an astonishing rate every year – in fact, by some estimates, Pakistan's annual deforestation rate is the world's highest!

Magnificent Mangroves | Karachi



Once dismissed as wastelands, mangrove forests are among the most important ecosystems for marine life and the protection of coastal zones. The Indus Delta mangroves are among the top 10 mangrove forests in the world. Importantly, mangroves are one of the most powerful natural tools we have to reduce climate-change - acre for acre, they can store up to four times as much carbon as terrestrial forests! Yet they are highly vulnerable to climate change, which is diminishing them at an alarming rate in Pakistan.

Where Rivers Flow | Hunza

Civilizations have been built around them, wars have been fought over them, and lives have been nourished by them. The Indus and its tributaries along with other rivers have defined both the history and geography of Pakistan. But with climate change, river patterns are changing – bringing more floods due to increasingly heavy rainfall or glacial melt, but also droughts with higher temperatures drying these precious rivers up.

The Calling of the Coast | Gwadar

Pakistan has an astounding coastline comprising long stretches of sandy beach backed by wide valleys or largely barren coastal plains. This lends to a landscape of idyllic beaches, picturesque sunsets and enormous economic potential. But the warming and rising levels of the Arabian Sea that flanks the coast, due to climate change, poses an increased risk of cyclone induced flooding and rain in coastal areas, as well as changes in aquatic habitats adversely affecting fishing and coastal communities.



Our Fields of Gold | Swat Valley

Agriculture is the lifeblood of Pakistan's economy, supporting the livelihoods of millions across the nation. There were fields here more than 5000 years ago when the Indus Valley Civilization emerged on the banks of the Indus. Today, climate change threatens our agriculture – disrupting, drying, destroying our fields and crops with projected increase in temperatures, change in precipitation patterns, and reduction in water availability.

Land of Lakes | Attabad Lake

Lakes express an unmatched serenity and beauty. Over 60 lakes are found in Pakistan, from glacial lakes in the mountains to saline lakes in the Salt Range; from the famous Attabad Lake to lesser known lakes like Dakholi Lake that lies at over 4000m altitude. Due to global warming, glacial lakes are seeing more overflowing and bursting, while the surfaces of saline lakes are shrinking at a worrying rate.

Where Wildlife Roams | Cholistan

With a spectacular diversity throughout its topography and climate, Pakistan enjoys an equally spectacular diversity of wildlife throughout its regions. You will find poisonous snakes in our deserts and wild bears in our mountains - from the Markhor to the Muggger crocodile. However, according to wildlife experts, climate change has endangered about 90 different wildlife species in Pakistan, with some near to extinction!

The Sands of Time | Thar

Deserts tell a different story every time we venture through them. The five deserts of Pakistan, which actually began as forests, have many stories to tell - from the shifting sands of the Kharan through which the Great Alexander traversed, to the cold of the Katpana, one of the world's highest deserts, to the Thar, known as the 'Friendly Desert' and also Asia's 3rd largest. But because of climate change our deserts are in danger, with increasing water scarcity and more droughts diminishing the flora and fauna.

Tides of Time | Kund Malir

The Arabian Sea has defined both our history and our geography, borrowing its name from the 'Arab' traders who made their way to the Indian Peninsula more than 1500 years ago. Home to an astounding plethora of whale types: humpback, minke, sperm, and blue along with over 1000 species of fish, changes in the temperature and levels of the Arabian Sea due to climate change are set to have profound negative impacts on us.

Home to Mountains | Karakoram

This is a country famous for its magnificent mountains. Within its borders are some of the world's most fabled peaks. These epochal mountains, vital to life in Pakistan, are highly susceptible to climate change. Increased temperature changes will lead to melting glaciers, and in turn, changed river flows will disrupt plants, wildlife, freshwater supplies and lead to an increased risk of extreme rockslides and mountain floods.



Rhythms of Rainfall | Lahore

Rain brings respite, regrowth, and rejoicing. In Pakistan, people have waited for the rains to grow their crops, cool their land, and fill their hearts. But something is changing. This was never more evident than in 2022, which saw three times as much rainfall as in previous years, and this torrent has been attributed in large part to climate change. In a nutshell, the increased intense warming of the Earth has led to much higher rates of evaporation, and in turn, more and intense rain.

Contents



Organizational Overview & External Environment

| | |
|---|----|
| • Company Profile | 02 |
| • Vision, Mission & Core Values | 03 |
| • Overall Corporate Strategy | 04 |
| • Journey of Jubilee Life over 25 years | 05 |
| • Rating of the Company | 07 |
| • Key Financial Highlights | 09 |
| • Financial Ratio Analysis | 11 |
| • Analysis of Non-Financial Performance | 12 |
| • Awards and Accolades | 13 |
| • Geographical Presence | 16 |
| • Key Products and Customer Services | 17 |
| • Business Model | 19 |
| • Company Information | 21 |
| • Ownership Structure | 25 |
| • Operating Structure | 26 |
| • Organogram | 27 |
| • Calendar of Major Events – 2022 | 29 |
| • Code of Conduct | 30 |
| • Business Ethics & Culture | 31 |
| • Significant changes from previous year | 31 |
| • Details of significant events occurred during the year | 31 |
| • Legitimate needs and interests of key stakeholders & industry trends | 31 |
| • Company's proactive approach to mitigating political risks in Pakistan and beyond | 31 |
| • HR Excellence | 33 |
| • Health and Safety at Jubilee Life | 36 |
| • Macro Environment Overview through PESTEL | 38 |
| • Competitive Landscape & Market Positioning | 39 |
| • Company's SWOT Analysis | 40 |
| • External Value Chain | 41 |
| • Internal Value Chain | 42 |



Corporate Governance

| | |
|---|----|
| • Profiles of Directors | 44 |
| • Chairman's Review | 49 |
| • Directors' Report to the Shareholders | 51 |
| • Board Committees' Term of Reference (TOR) | 62 |
| • Report of Audit Committee | 65 |
| • Roles and Responsibilities of Chairman & Chief Executive Officer | 68 |
| • Annual Evaluation of Board and its Committees | 69 |
| • Formal Orientation and Training Program | 69 |
| • Matters delegated by the Board to the Management | 69 |
| • Details of any Board Meetings held abroad | 69 |
| • Presence of Chairman of Audit Committee at AGM | 69 |
| • Policy for security clearance of foreign Director | 69 |
| • Use of external search consultancy in the appointment of Independent Director | 69 |
| • Policy for safety record of Company | 69 |
| • Policy for Transactions with Related Parties | 70 |
| • Whistle Blowing Policy | 71 |
| • Issues raised in last Annual General Meeting (AGM) | 71 |
| • Shares held by Sponsors, Directors & Executives | 71 |
| • Chairman's significant commitments and any | |

| | |
|---|----|
| changes thereto | 71 |
| • Avoiding actual and perceived Conflict of Interest | 71 |
| • Board disclosure on Company's use of Enterprise Resource Planning System (ERP) / Policy Administration System | 71 |
| • Board's oversight of significant plans and decisions | 72 |
| • Disclosure of director's interest & policies on risk and internal controls, and diversity | 72 |
| • Human Resource Management Policy and Succession Planning | 73 |
| • Social and Environmental Responsibility | 73 |
| • Unreserved Compliance with IFRS Issued by IASB | 73 |
| • Compliance with the best practices of Code of Corporate Governance | 73 |
| • Governance Practices exceeding Legal Requirements | 73 |
| • Statement of Adherence with the International Integrated Reporting Framework <IR> | 74 |



Strategy and Resource Allocation

| | |
|---|----|
| • Our Strategy | 76 |
| • Strategies to achieve strategic objectives and Key Performance Indicators (KPIs) | 77 |
| • Key resources and capabilities of the Company which provide sustainable competitive advantage | 79 |
| • Advancing the Strategic Agenda: Jubilee Life's Commitment to employee growth and development | 79 |
| • Resource allocation plans to implement the strategy | 80 |
| • Factors affecting Company's strategy and Resource allocation plans | 80 |
| • Specific Processes used to make strategic decision | 81 |
| • Specific Processes to establish and sustain organizational culture | 81 |
| • Company's behavior towards Risk and procedures for handling ethical and moral problems | 81 |
| • Company initiatives to encourage and facilitate innovation | 81 |
| • Strategy to cope with the liquidity issue, control debt payments and deal with operational losses | 82 |
| • Significant Plans and Decisions with regard Corporate Restructuring and discontinuance of operation | 82 |
| • Methods & Assumptions in Compiling Indicators | 82 |
| • Changes in Indicators & Performance Measures | 82 |
| • Significant changes in objectives and strategies from previous year | 82 |



Risks and Opportunities

| | |
|---|----|
| • Risk Management Policy | 84 |
| • Determining the level of Risk tolerance and Establishing Risk Management Policies | 84 |
| • Robust Assessment of Principal Risks | 84 |
| • Principals of Enterprise Risk Management Framework | 85 |

| | |
|--|----|
| • Risk management Process | 86 |
| • Analysis of Key Risks | 87 |
| • Analysis of Key Opportunities | 92 |
| • Assessment of likelihood of the risks | 92 |
| • Key uncertainties affecting the business | 92 |



Stakeholders Relationship and Engagement

| | |
|--|----|
| • Key Stakeholders | 94 |
| • Stakeholder's Engagement | 95 |
| • Stakeholder's Engagement & Relationship | 96 |
| • Stakeholders' Engagement Process & Frequency | 97 |
| • Investors Relation section on the Corporate Website | 98 |
| • Investors Grievance | 98 |
| • Corporate Briefing Session | 98 |
| • Encourage minority shareholders to attend Annual General Meeting (AGM) | 98 |



Sustainability & Corporate Social Responsibility

| | |
|---|-----|
| • Best practices adopted from Corporate Social Responsibility (Voluntary) Guidelines, 2013 issued by the SECP | 100 |
| • Adopting the UN Sustainable Development Goals (SDGs) | 100 |
| • Highlights of Jubilee Life's Performance and Initiatives towards Sustainability & CSR | 101 |
| • Efforts to Secure Environment | 104 |



IT Governance & Cybersecurity

| | |
|---|-----|
| • Responsibility Statement of Board on the Evaluation and Enforcement of Legal and Regulatory implications of Cyber Risks | 106 |
| • Procedures, Policies Related to IT Governance and Cybersecurity Programs | 106 |
| • Board-level Committee Responsible for IT Governance & Cybersecurity | 107 |
| • Company Controls as "Early Warning System" | 107 |
| • Policy related to independent comprehensive security assessment and last review carried out | 107 |
| • Independent Comprehensive Security Assessment of Technology Environment | 107 |
| • Advancement in digital transformation to improve transparency, reporting and governance | 108 |
| • Education and training efforts of the Company to mitigate cybersecurity risks | 108 |



Financial Position and Performance

| | |
|--|-----|
| • Statement of Value Addition | 111 |
| • Last Six Years Statement of Financial Position | 113 |
| • Last Six Years Statement of Profit & Loss | 114 |
| • Last Six Years Summary of Cash Flow Statement | 115 |
| • Last Six Years Summary of Free Cash Flow | 116 |
| • Last Six Years Capital Structure | 117 |
| • DuPont Analysis | 118 |
| • Financial Ratios | 119 |
| • Vertical Analysis | 120 |
| • Horizontal Analysis | 122 |
| • Segmental Analysis | 126 |
| • Quarter wise Analysis | 127 |



Outlook

| | |
|--|-----|
| • Forward Looking Statement | 131 |
| • Implementation Status of IFRS 17 | 131 |
| • Sources of Information and Assumptions used for Projections / Forecast | 132 |



Financial and Other Reports

| | |
|--|-----|
| • Independent Auditor's Review Report on the Statement of Compliance with the CCG | 134 |
| • Statement of Compliance with the CCGI, 2016 and CCG Regulations, 2019 | 135 |
| • Profile of Shariah Advisor | 141 |
| • Shariah Advisor's Report to the Board of Directors | 142 |
| • Independent Auditor's Assurance Report on Shariah Compliance to the Board of Directors | 144 |
| • Statement of Compliance with the Shariah Principles | 146 |
| • Independent Auditor's Report to the members | 147 |



Financial Statements

| | |
|---|-----|
| – Statement of Financial Position | 154 |
| – Profit and Loss Account | 155 |
| – Statement of Comprehensive Income | 156 |
| – Cash Flow Statement | 157 |
| – Statement of Changes in Equity | 159 |
| – Notes to and Forming Part of the Financial Statements | 160 |
| • Statement of Directors | 237 |
| • Statement by the Appointed Actuary | 238 |



Window Takaful Operation – Financial Report

| | |
|---|-----|
| Financial Statements | |
| – Statement of Financial Position | 240 |
| – Profit and Loss Account | 241 |
| – Statement of Comprehensive Income | 242 |
| – Cash Flow Statement | 243 |
| – Statement of Changes in Equity | 244 |
| – Notes to and Forming Part of the Financial Statements | 245 |



Other Information

| | |
|---|-----|
| • Pattern of Shareholdings | 282 |
| • Notice of 28th Annual General Meeting | 284 |
| • Proxy Form | 289 |



Geographical Presence

| | |
|---|-----|
| • Head office, Back Offices and Corporate Offices | 292 |
| • Branch Network | 293 |

Organizational Overview & External Environment



Company Profile

The Company was incorporated in Pakistan, as a public limited Company on June 29, 1995 as Commercial Union Life Assurance Company (Pakistan) Limited under the Companies Ordinance, 1984. In 2003, the Company was acquired by Aga Khan Fund for Economic Development, SA, Switzerland and had been renamed as New Jubilee Life Insurance Company Limited. Further in 2011, "Jubilee Insurance" brand was globally synergized across Pakistan, Kenya, Uganda, Tanzania, Mauritius & Burundi, accordingly the Company was renamed as Jubilee Life Insurance Company Limited. Later in 2015, Jubilee Life commenced Window Takaful Operations to provide Shariah-compliant Takaful products.

The Company is engaged in life insurance, carrying on non-participating business. The Company has seven operating segments in respect of class of its life insurance business namely;

- Individual Life Unit Linked
- Conventional Business
- Accident & Health
- Overseas Group Life and Health Business
- Individual Family Takaful
- Group Family Takaful
- Accident & Health Family Takaful

Jubilee Life has continued to achieve significant growth and success since its establishment 25 years ago, positioning itself as a leading private life insurance company in Pakistan. The name "Jubilee" is synonymous with 'Happiness', reflecting the Company's commitment to providing customers with financial security to pursue their dreams. With a nationwide presence, Jubilee Life has received enthusiastic market response to its range of products, including individual life saving and protection plans, as well as group life and health products. The Company remains dedicated to developing innovative and unparalleled products to keep its policyholders up to date.

During the year, we launched two new products: Smart Protection Plan and Jubilee Global Health Plan under conventional business. These products aim to provide the benefit of guaranteed protection. The primary purpose of these plan is to provide our customers with returns over the policy term and on maturity while also keeping them against unanticipated events. In addition to this, the Company in collaboration with digital partner, introduced an Ozoned digital platform. The platform is a customized and efficient end-to-end solution and contains an interactive web portal accompanied by mobile apps to digitally enable agent force to serve the policyholders and provide them unmatched convenience for managing their insurance needs digitally.

We deal in a long-term commitment business and believe that investing in customer satisfaction is the key to long-term business success and have been following the best practices prescribed by SECP. We manage extensive multi-channel distribution, namely Bancassurance, Direct Sales Force (DSF), Corporates Sales and through digital and online platforms for better reach to deliver quality services and to provide essential knowledge and seamless experience on our insurance products to our customers. We have number of branches to facilitate customers across Pakistan.

We have insured more than 8 million lives through more than 700,000 and 4,000 individual and corporate clients respectively. We are the largest health insurance provider with the largest panel network of more than 500+ healthcare centers to facilitate our policyholders. We keep our commitments while adhering to the highest ethical standards, integrity, and transparency in all spheres of our business operations. We focus on building a good corporate relationship with business partners as it mutually benefits both to function better, grow faster, and be more successful.

Our commitment to providing trustworthy and up-to-date financial information to our shareholders and investors has been unwavering. We adhere to international financial reporting standards and corporate governance codes, including those specific to insurers, to ensure compliance. Additionally, we have fulfilled our responsibilities as a responsible steward by meeting the diverse needs of our stakeholders.

Our presence in the life insurance sector is robust, evidenced by our top-tier rating of AA++ (Double A Double Plus) with a Stable Outlook from VIS (formerly JCR VIS) and PACRA rating agencies. These ratings underscore our ability to fulfill policyholders' contractual obligations, exhibit stable management, maintain sound financial leverage, and consistently perform well in all aspects of our company's financial performance throughout the years.

VISION

Enabling people to overcome uncertainty

MISSION

To provide solutions that protect the future of our customers

CORE VALUES

Team Work
Integrity
Excellence
Passion



Overall Corporate Strategy

Jubilee Life Insurance Company Limited is a growth oriented insurance company in Pakistan. Our strategic objective is to increase our market share and maintain our market leadership position without compromising the customer service level and profitability. We aim to achieve our objective by diversifying our distribution channels, development of innovative products, sustaining profitable growth through employees' training and enhancing customer satisfaction level.



Journey of Jubilee Life over 25 years

| | | | | | | |
|---|---|---|--|---|---|--|
| <p>1996 ▶</p> <ul style="list-style-type: none"> - The Company commenced business in group life insurance on June 20, 1996 from its offices in Islamabad and Karachi - Within six months, covering over 12,000 lives through 61 insurance policies | <p>1997 ▶</p> <ul style="list-style-type: none"> - Launched Individual Life business operations from January 1, 1997 - Branch network expanded to main cities including Karachi, Lahore, and Islamabad | <p>1998 ▶</p> <ul style="list-style-type: none"> - Launched health insurance coverage - Expansion of branch network throughout Pakistan including Azad Jammu & Kashmir (AJK) | <p>1999 ▶</p> <ul style="list-style-type: none"> - Became the first ISO 9002 certified foreign life insurance company in Pakistan - Offered the First Credit Shield | <p>2000 ▶</p> <ul style="list-style-type: none"> - The Government promulgated the new Insurance Ordinance, 2000, envisaging higher requirements for solvency margins | <p>2001 ▶</p> <ul style="list-style-type: none"> - The Company strengthened its authorized share capital base from Rs. 500 million to Rs. 1 billion - The Company had its first rights shares issue | <p>2002 ▶</p> <ul style="list-style-type: none"> - Individual life new business recorded 26% growth, whilst renewal premium recorded 47% growth - Signed up the first ever Bancassurance agreement in Pakistan |
| <p>2003 ▶</p> <ul style="list-style-type: none"> - Became a subsidiary of the Aga Khan Fund for Economic Development, SA, Switzerland - Rebranding as "New Jubilee Life Insurance Company Limited" - Launched Micro Life Insurance for benefiting the low-income sector of the society - Issuance of 2nd rights shares increasing its paid-up capital to Rs. 627 million | <p>2004 ▶</p> <ul style="list-style-type: none"> - Expansion of branch network to Quetta, Jacobabad, Ghotki, Mirpurkhas, Gujrat, Gujranwala, Sargodha and Kotli (AJK) | <p>2005 ▶</p> <ul style="list-style-type: none"> - Net written premium crossed the Rs. 1 billion mark and was recorded at Rs. 1.2 billion | <p>2006 ▶</p> <ul style="list-style-type: none"> - All lines of business recorded steady growth, with Individual Life new business recording 135% growth, Group Life 39% growth, and Accident & Health 29% growth | <p>2007 ▶</p> <ul style="list-style-type: none"> - Launched Micro Health Insurance - Signed up bancassurance agreements with two more banking partners | <p>2008 ▶</p> <ul style="list-style-type: none"> - Issuance of new policies on decentralized basis from Lahore & Rawalpindi was commenced, with real time connectivity with the Head Office | <p>2009 ▶</p> <ul style="list-style-type: none"> - An internationally recognized Actuarial Software Program was implemented - The number of banking partners selling bancassurance products increased to nine |
| <p>2010 ▶</p> <ul style="list-style-type: none"> - Achieved the position of the largest provider of Employee Benefit Services in Pakistan. - Network of branches throughout Pakistan increased to 75 - The Company took cognizance of Corporate Social Responsibilities through donations and time spent of the employees | <p>2011 ▶</p> <ul style="list-style-type: none"> - Achieved the position of the largest Bancassurance provider in Pakistan - "Jubilee Insurance" brand was globally synergized across Pakistan, Kenya, Uganda, Tanzania, Mauritius & Burundi - The Company was renamed as Jubilee Life Insurance Company Limited - Awarded the "Best Insurance Company" in World Finance Insurance Awards Ceremony | <p>2012 ▶</p> <ul style="list-style-type: none"> - Awarded the "1st FPCCI Achievement Award" from the Federation of Pakistan Chambers of Commerce & Industry - Received the "HR Leadership Award" in the Asian Leadership Awards Ceremony hosted by the Asian Confederation of Businesses | <p>2013 ▶</p> <ul style="list-style-type: none"> - Awarded the "2nd FPCCI Achievement Award" from the Federation of the Pakistan Chamber of Commerce & Industry - Achieved an Insurer Financial Strength (IFS) rating of AA (Double A), with "Stable" outlook, from JCR-VIS - Received the "HR Leadership Award" in the Asian Leadership Award ceremony hosted by the Asian Confederation of Businesses - Awarded the "Putting the Consumers First" Award - Awarded the Life Office Management Association, USA (LOMA) Excellence in Education Award, 2013 | <p>2014 ▶</p> <ul style="list-style-type: none"> - Launched first SMS based interactive service for insurance customers - Launched Pakistan's first 24-hour Health Approval Center - Awarded the "3rd FPCCI Achievement Award" by the Federation of Pakistan Chambers of Commerce and Industry (FPCCI) - Became the largest life insurance company in the private sector, having its footprints in every corner of the country | <p>2015 ▶</p> <ul style="list-style-type: none"> - Jubilee Life became first life insurance company in the private sector to be assigned an Insurer Financial Strength (IFS) rating of AA+ (Double A Plus), with a "Stable" outlook, by JCR-VIS - Launched Window Takaful Operations by introducing Individual Family Takaful, Group Family Takaful and Accident & Health Family Takaful products - Received the "Training Leader of the Year Award" from the Asian Confederation of Business, during Asian Training and Leadership Awards Ceremony - Became the Largest Health Insurer in Pakistan - Insured 2.7 million lives for Micro insurance benefits | <p>2016 ▶</p> <ul style="list-style-type: none"> - Awarded the prestigious "PSX Top 25 Companies Award" for 2014 - Insured over 5 million lives through different channels - Awarded LOMA Excellence in Education Award, 2016 - Awarded the "Brands of the Year Award" for 2015-16 - Achieved the fastest Rs. 1 billion new contributions in Window Takaful operations and became the largest distributor of Family Takaful products in terms of new contribution - Premium Written of more than Rs. 4 billion through Corporate Distribution channel, another first for any private sector insurer - Largest Panel Hospital network of around 400 hospitals serving customers across Pakistan |
| <p>2017 ▶</p> <ul style="list-style-type: none"> - Awarded the prestigious "PSX Top 25 Companies Award" for 2016 - Received the 6th FPCCI Achievement Award - Awarded with the ACCA Approved Employer Training Development Gold - Enterprise Challenge Pakistan in partnership with Prince's International Trust, UK as part of CSR initiative | <p>2018 ▶</p> <ul style="list-style-type: none"> - Received the 33rd MAP Corporate Excellence Award | <p>2019 ▶</p> <ul style="list-style-type: none"> - Achieved PKR 50 billion in underwritten premium (Highest ever by a private life insurance provider) - 1st ever Cancer Insurance Product launched in Pakistan named 'Cancer Protection Plan' - Received the 34th MAP Corporate Excellence Award - Received the 5th Environment, Health & Safety Award in the Responsibility for Health & Safety - Received the 8th Corporate Social Responsibility Award in Public Health & Safety - Pakistan Digital Awards for Best short form Video (Web) | <p>2020 ▶</p> <ul style="list-style-type: none"> - Received the 35th MAP Corporate Excellence Award - Pakistan Digital Awards for Best Social Media Campaign (Facebook) - Silver Effie Award in the category of Insurance - Became largest player in private sector Takaful business - First ever highest surplus distributed in a year by any Family Takaful operator in the country | <p>2021 ▶</p> <ul style="list-style-type: none"> - Celebrating 25th Anniversary of the Company - 2nd consecutive surplus distribution to the participants - 36th MAP Corporate Excellence Award in the Insurance category - Bronze Award in the Large National Category for promoting UN Sustainable Development Goal of economic growth and decent work at the 8th Employer of the Year Award 2020 - 'Certificate of Merit' in Best Corporate Report Award 2020 by ICAP and ICMAP - Pakistan Digital Awards for Best Small Budget Digital Campaign of the Year - Largest Network of 500+ Panel Hospitals Nationwide - Sehat Kahani Initiative for employees and all customers to provide them with free of cost unlimited OPD consultation services - Highest number of branches / premises (300+) in the private life insurance sector - Largest player of bancassurance business in private life insurance industry of Pakistan | <p>2022 ▶</p> <ul style="list-style-type: none"> - Corporate business crossed Rs 12 billion which is the first-ever achievement by any private sector life insurance company in the history of Pakistan - Won two awards at Pakistan Digital Awards 2022 in the category of Best Integrated Media Strategy for HBL PSL 6 Cricket Campaign and Best Content of the Year - JLI stands out as a winner in AsiaMoney 2022 for Asia's Outstanding Companies Poll for the insurance sector - Secured 3rd position in the Insurance category of Best Corporate Report Award (BCR) 2021 organized jointly by the Institute of Chartered Accountants of Pakistan (ICAP) and the Institute of Cost and Management Accountants of Pakistan (ICMAP) - Won 'Certificate of Merit' in Best Presented Annual (BPA) Report 2021 by the South Asian Federation of Accountants - Recently ranked in the list of Top 25 best performing companies at the Pakistan Stock Exchange(PSX) - Won Global Diversity, Equity, & Inclusion Benchmarks Award 2022 - Awarded the 16th Occupational Safety & Health Wellbeing Awards 2021 - Launch of two new products: Smart Protection Plan & Jubilee Global Health Plan - Simultaneous ratings of Double AA Double Plus with stable outlook from VIS & PACRA | |

Rating of the Company



Insurer Financial Strength (IFS) Ratings

AA+ +

Long Term Rating
Stable Outlook
By VIS
During 2023

Long Term Rating
Stable Outlook
By PACRA
During 2023

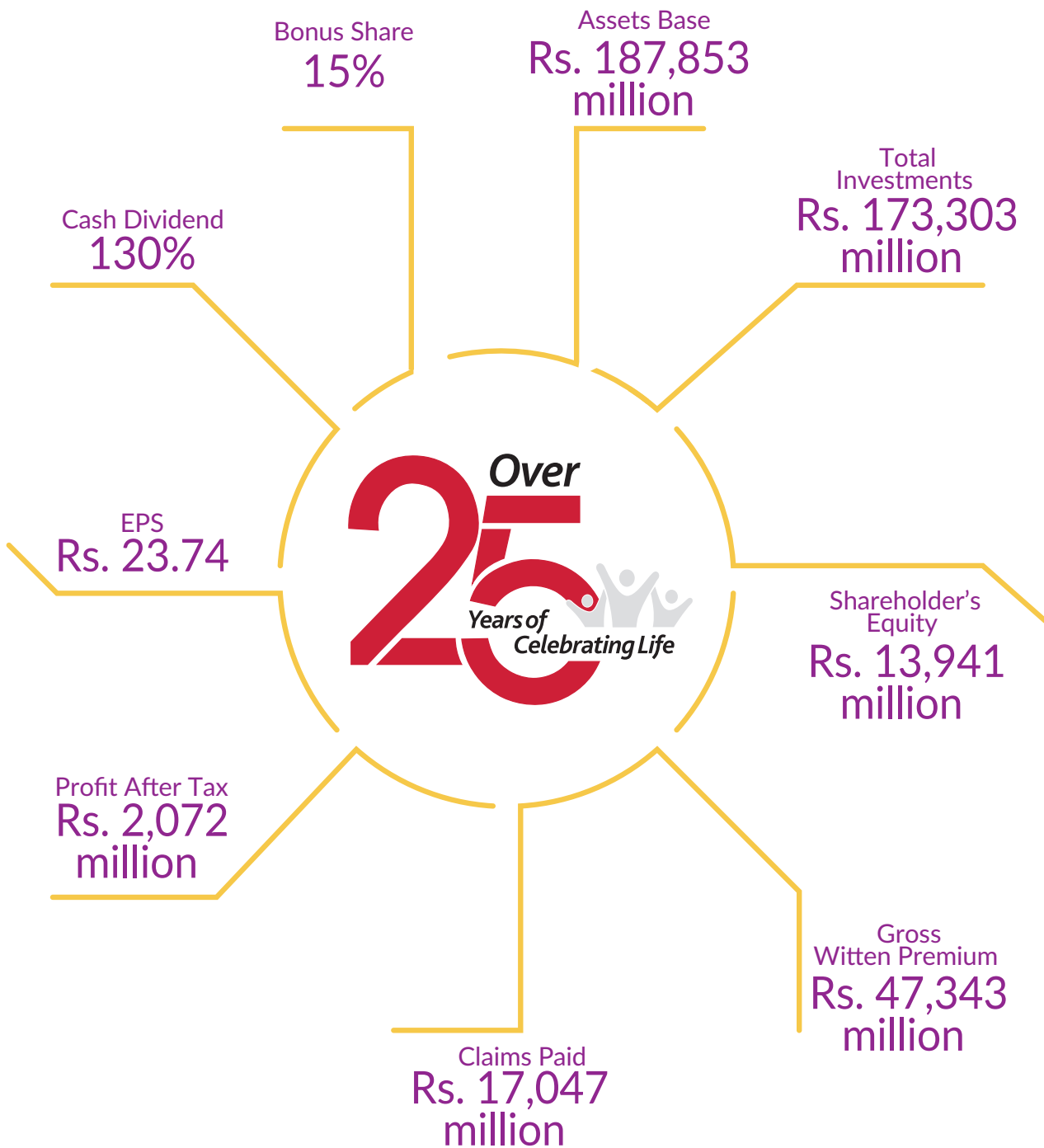


Key Financial Highlights



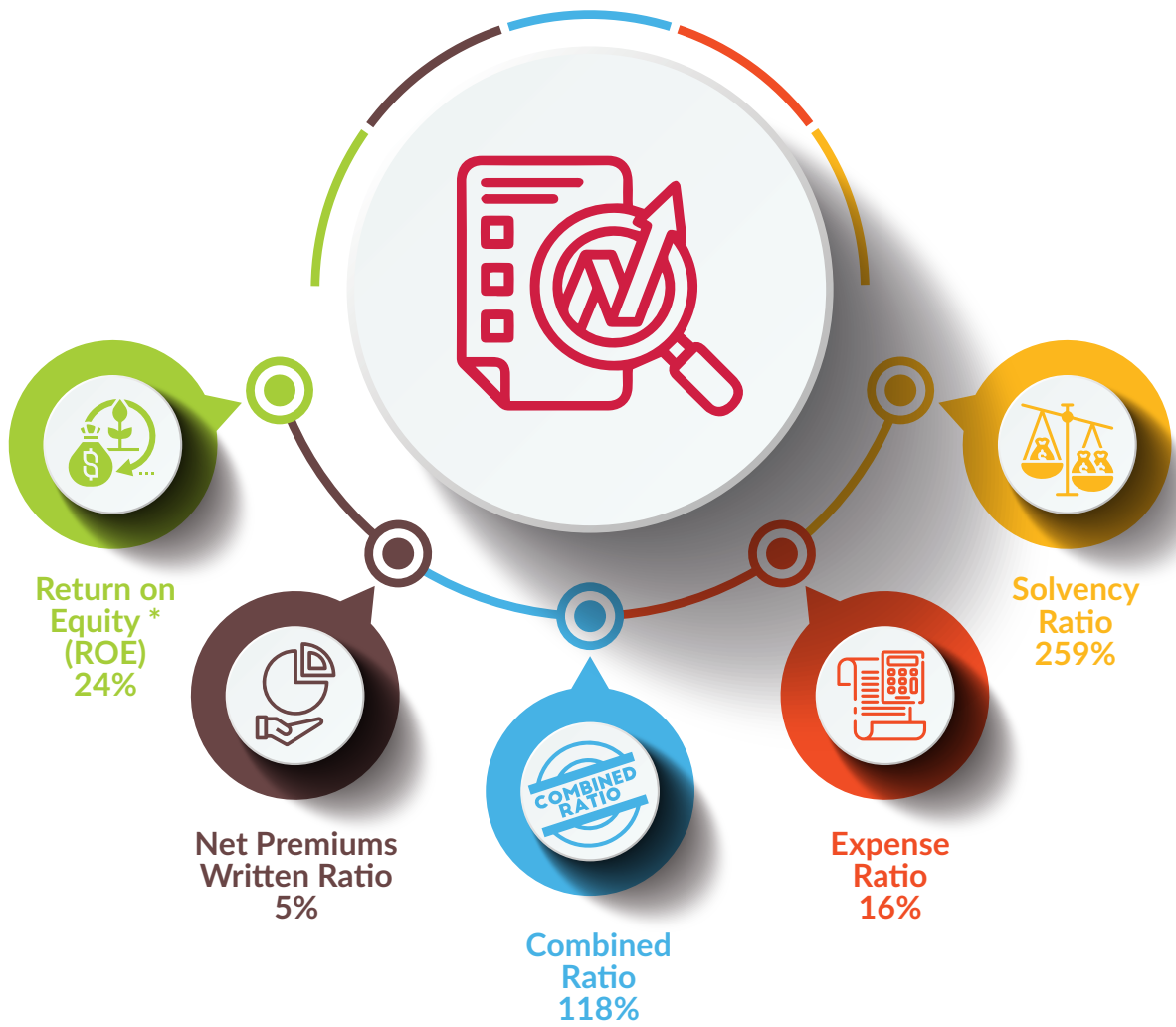
Key Financial Highlights

Financial Year Ended December 31, 2022



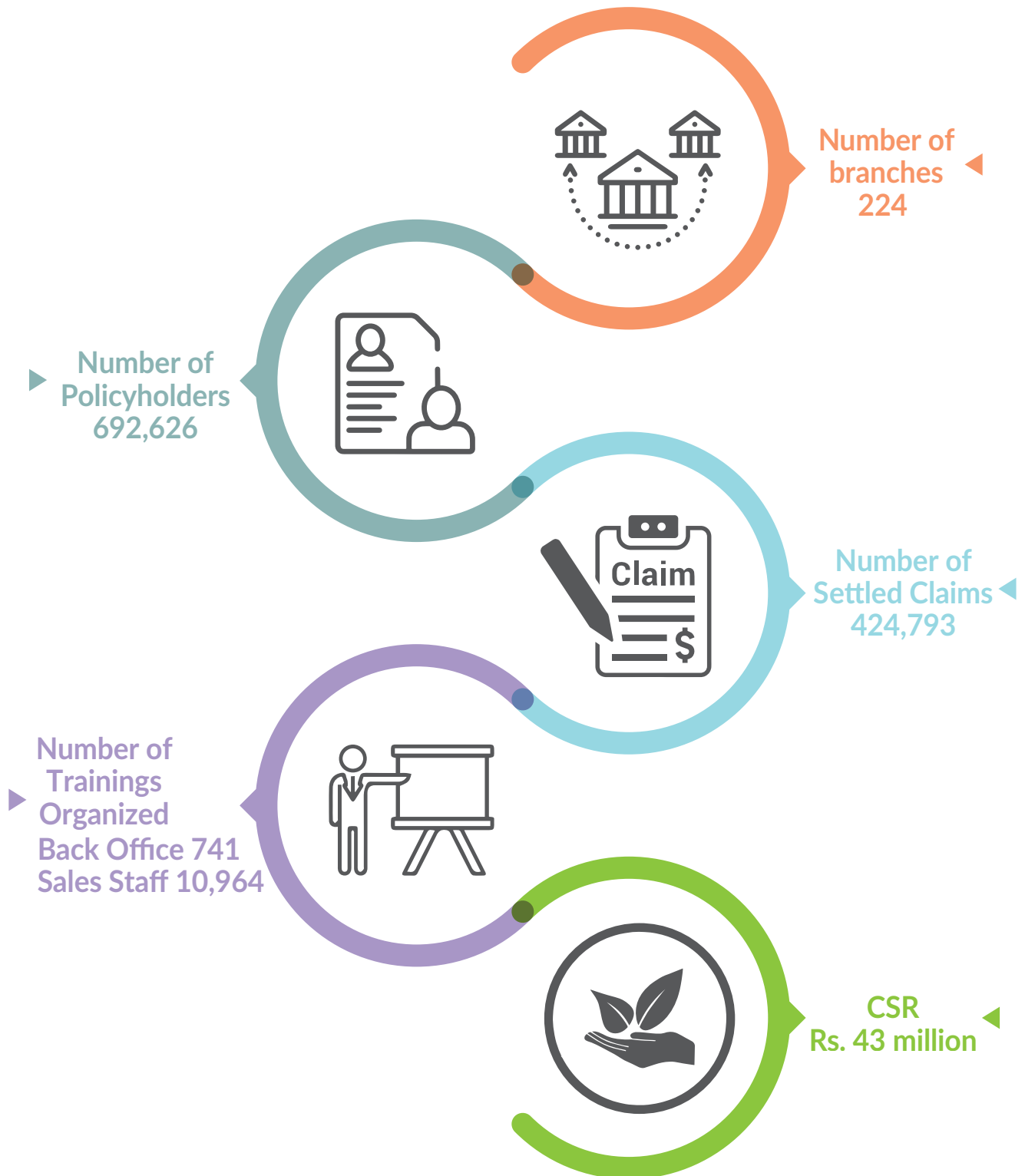
Financial Ratio Analysis

Financial Year Ended December 31, 2022



Analyses of Non Financial Performance

Financial Year Ended December 31, 2022



Awards and Accolades



Awards and Accolades

Pakistan Digital Awards 2022

The Pakistan Digital Awards recognize digital campaigns that leave a mark on the Pakistani marketing landscape. A Jury Panel of seven members that consisted of a mix of leaders from the Digital Marketing and Technology industry, was presented with case studies sent in by advertisers.

There were multiple nominees of the award in the category of Best Integrated Media Strategy HBL PSL 6 Cricket Campaign and Best Content of the Year Jubilee Life Testimonials including banks, asset management companies, FMCGs, pharmaceutical, telcos, mutual funds, insurance companies etc., and the winner is announced based on the evaluation criteria.



Jubilee Life won two awards at Pakistan Digital Awards 2022 in the category of Best Integrated Media Strategy for HBL PSL 6 Cricket Campaign and Best Content of the Year for Jubilee Life Customer Testimonial videos at their award ceremony.

Best Corporate Report Award 2021

Jubilee Life Insurance secured 3rd position in Best Corporate Report Award 2021 organized by ICAP and ICMAP for the Company's efforts in portraying excellence in corporate reporting, promoting accountability, transparency, and corporate governance as well as responsible presentation of economic, environment and social performance of the business.



(SAFA) Best Presented Annual Reports Awards 2021

Jubilee Life Insurance received the 'Certificate of Merit' in the Insurance category at the South Asian Federation of Accountants (SAFA) Best Presented Annual Reports Awards 2021 ceremony held in Kathmandu, Nepal. The accolade was presented as an honor to Jubilee Life for its excellence in financial reporting in accordance with the internationally accepted financial and integrated reporting framework.



AsiaMoney Award 2022

AsiaMoney is a prestigious platform that adjudges financial performance of companies on a set of strict criteria to ascertain the most outstanding companies in various countries. Jubilee Life Insurance is the first and the only life insurance Company in Pakistan to win this prestigious award.

As one of the most trusted insurance companies in Pakistan, Jubilee Life Insurance stands out as a winner in AsiaMoney 2022, Asia's Outstanding Companies Poll for the insurance sector. Our win reaffirms our promise to bring the best insurance solutions to our customers.



Awards and Accolades

PSX Top 25 Companies Award

Jubilee Life Insurance was recently ranked in the list of Top 25 best performing companies at the Pakistan Stock Exchange based on its good financial ratios, effective CSR as well as Diversity, Equity & Inclusion practices. It is the only insurance company to be awarded with the PSX Top 25 Companies Award thrice during last 10 years.



Global Diversity, Equity, & Inclusion Benchmarks Award 2022

Jubilee Life has won awards in the Global Diversity, Equity, & Inclusion Benchmarks (GDEIB) survey in the following two categories:

- Diversity, Equity & Inclusion Communications
- Work Life Integration, Flexibility & Benefits

Global Diversity, Equity, & Inclusion Benchmarks Awards recognizes and encourages progressive organizations that use international standards to align diversity and inclusion policies and practices for a sustainable financial and social performance. The results were decided by an independent jury panel consisting of notable experts belonging to local as well as international organizations.

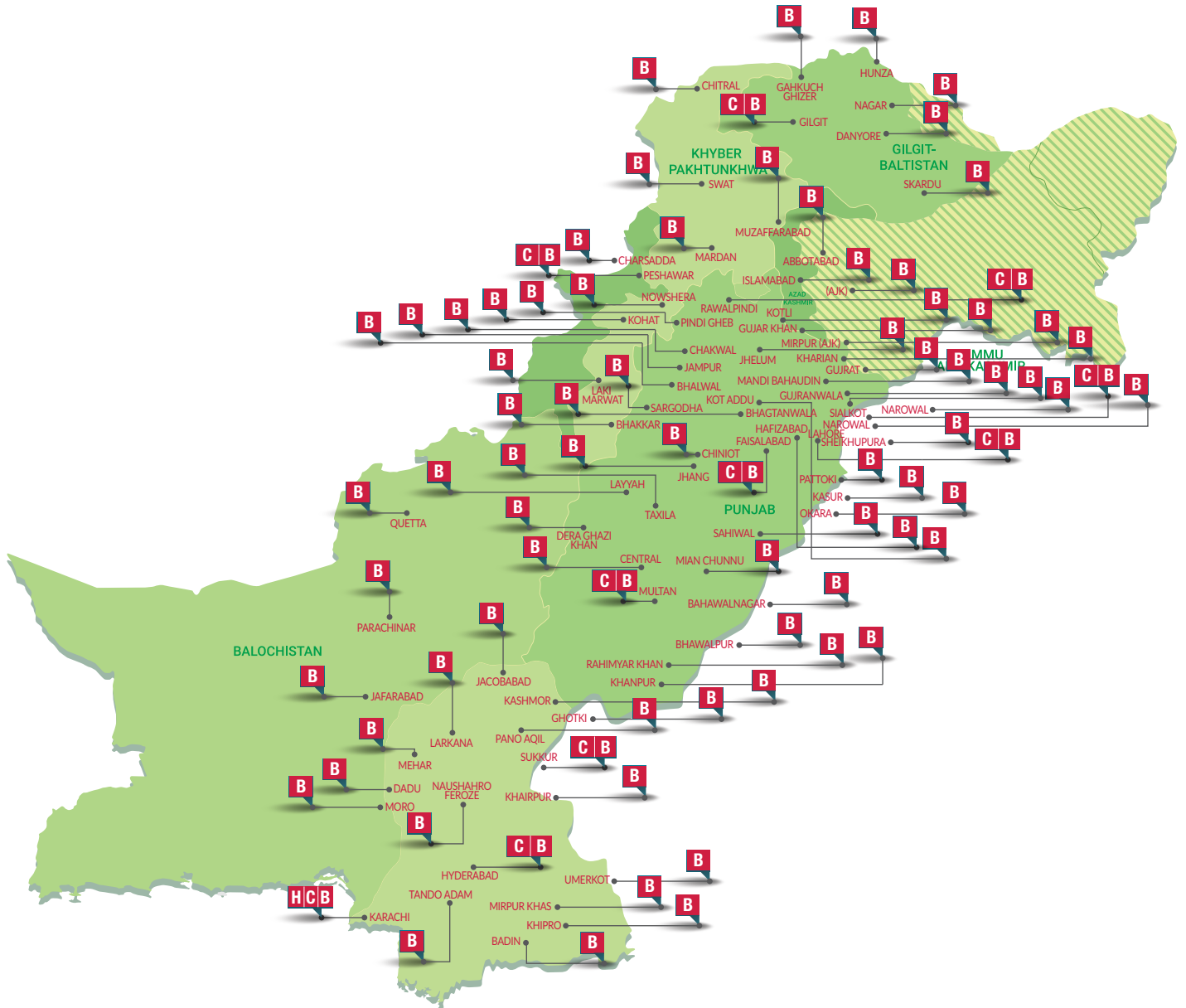


16th Occupational Safety & Health Well being awards 2021

These were arranged by Employer Federation of Pakistan. After a detailed audit we were awarded a recognition shield.



Geographical Presence



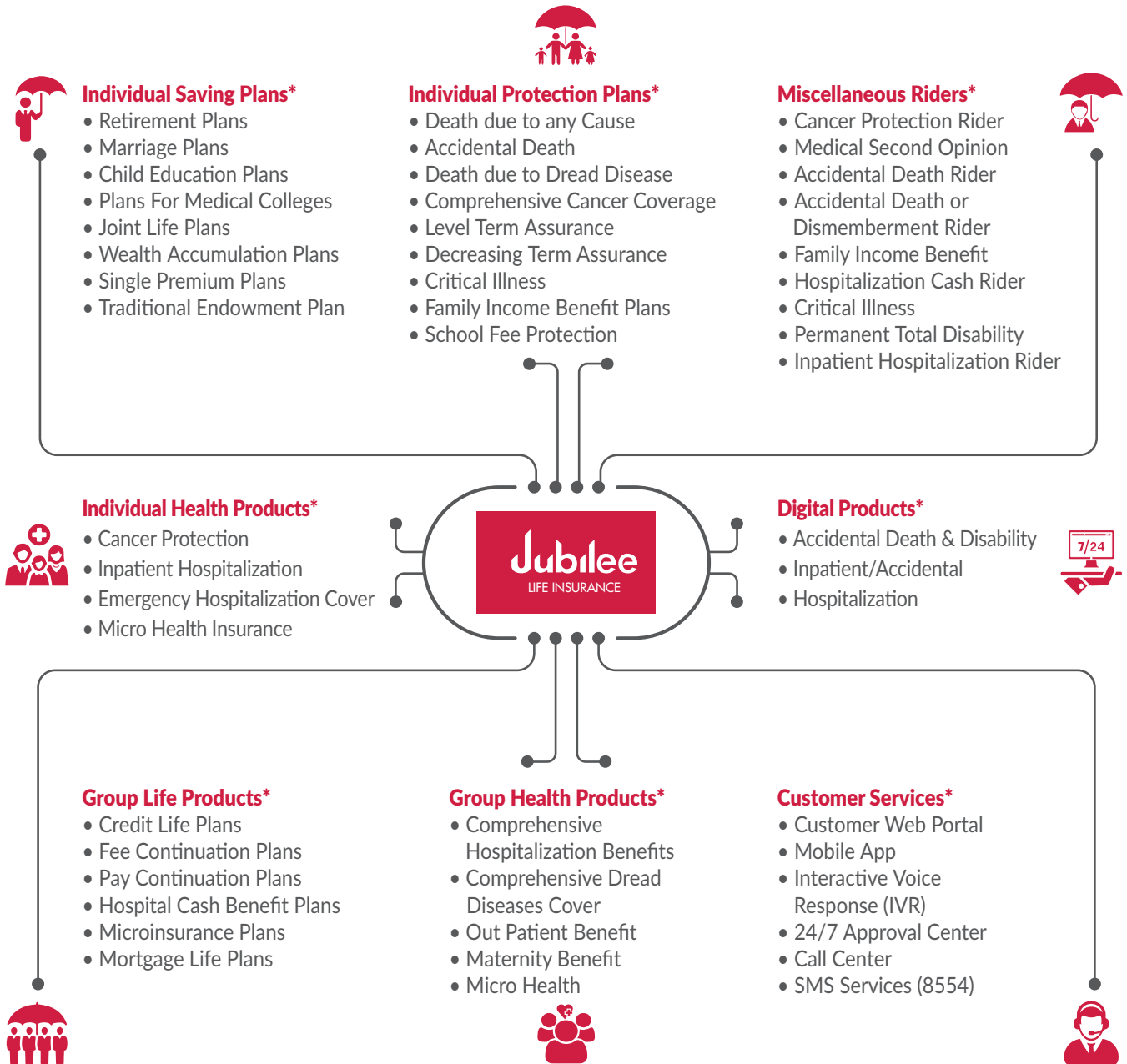
- H** — Head Office
- C** — Corporate Office
- B** — Branches

TOTAL NO. OF EMPLOYEES **2,031** 
 (31st December 2022)

Key Products and Customer Services



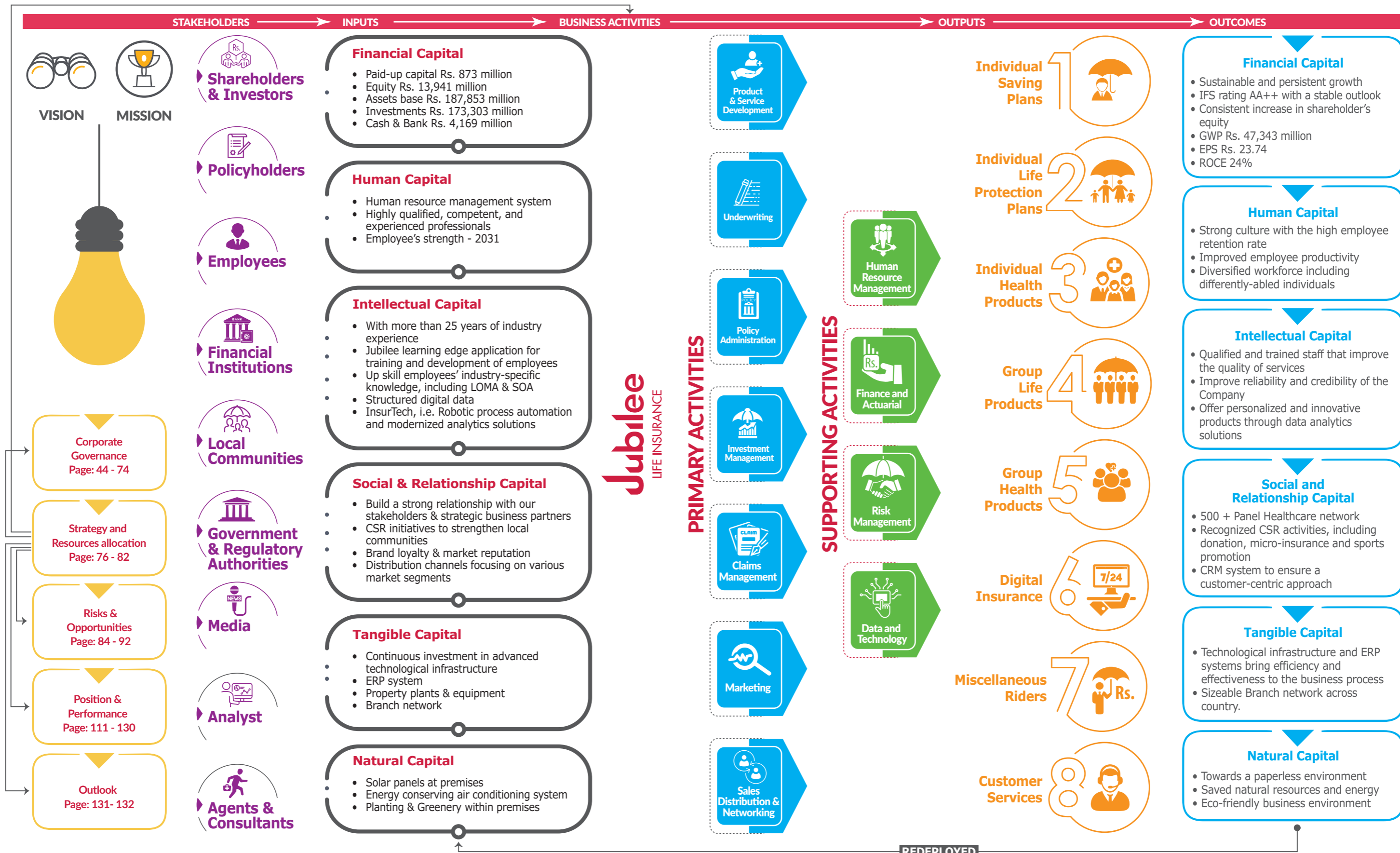
Key Products and Customer Services



* This includes products offered through the Window Takaful Operations.

Business Model

Jubilee Life Insurance's business model gives a complete picture of the interactions, interdependences, and dependencies between the variables that affect an organization's capacity to build value over time. We categorize our value development processes with respect to short-, medium-, and long-term which assists stakeholders in comprehending the business operation and aids them in making informed investment decisions. Additionally, the value chain approach helps employ all our capitals, including human, financial, social and relational, intellectual, physical, and natural resources, with a comprehensive perspective and understanding of all organizational operations. Moreover, by constant identification of risks, seizing opportunities, developing plans, and guaranteeing governance, we effectively manage our operations resulting as optimized benefits for stakeholders, governing bodies, and management.



Company Information

BOARD OF DIRECTORS

Kamal A. Chinoy
(Chairman)
Independent
Non-Executive Director

Sultan Ali Allana
Non-Independent
Non-Executive Director

Amyr Currimbhoy
Independent
Non-Executive Director

John Joseph Metcalf
Non-Independent
Non-Executive Director

Shahid Ghaffar
Independent
Non-Executive Director

R. Zakir Mahmood
Non-Independent
Non-Executive Director

Sagheer Mufti
Non-Independent
Non-Executive Director

Yasmin Ajani
Independent
Non-Executive Director

Javed Ahmed
Managing Director &
Chief Executive Officer
(Executive Director)

BOARD COMMITTEES

Audit Committee

| | |
|----------------------------|----------------------------------|
| Amyr Currimbhoy | Chairman/Member |
| John Joseph Metcalf | Member |
| Shahid Ghaffar | Member |
| Yasmin Ajani | Member |
| Adeel Ahmed Khan | Head of Internal Audit/Secretary |

Risk Management Committee

| | |
|----------------------------|--------------------|
| John Joseph Metcalf | Chairman/Member |
| R. Zakir Mahmood | Member |
| Shahid Ghaffar | Member |
| Sagheer Mufti | Member |
| Javed Ahmed | Member |
| Zahid Barki | Member |
| Shan Rabbani | Member & Secretary |

Finance & Investment Committee

| | |
|----------------------------|------------------|
| Shahid Ghaffar | Chairman/Member |
| John Joseph Metcalf | Member |
| R. Zakir Mahmood | Member |
| Javed Ahmed | Member |
| Shan Rabbani | Member |
| Omer Farooq | Member/Secretary |

Technical Committee

| | |
|----------------------------|--------------------|
| John Joseph Metcalf | Chairman/Member |
| Shahid Ghaffar | Member |
| Javed Ahmed | Member |
| Sagheer Mufti | Member |
| Shan Rabbani | Member & Secretary |

Human Resource & Remuneration, Ethics & Nomination Committee

| | |
|----------------------------|--------------------|
| Kamal A. Chinoy | Chairman/Member |
| John Joseph Metcalf | Member |
| R. Zakir Mahmood | Member |
| Javed Ahmed | Member |
| Tazeen Shahid | Member & Secretary |

Construction Advisory Committee

| | |
|-------------------------|-----------------|
| Kamal A. Chinoy | Chairman/Member |
| R. Zakir Mahmood | Member |
| Sagheer Mufti | Member |
| Javed Ahmed | Member |

Company Information

MANAGEMENT

Javed Ahmed

Managing Director &
Chief Executive Officer

Farhan Akhtar Faridi

Group Head Retail Operations,
Admin & Marketing

Muhammad Kashif Naqvi

Group Head Technology &
Project Management

Muhammad Munawar Khalil

Group Head Direct Sales &
Alternative Distribution

Muhammad Sohail Fakhar

Group Head Corporate
Business & Bancassurance

Omer Farooq

Chief Financial Officer
Group Head Finance & Accounts

Shan Rabbani

Group Head Digitalization,
Actuarial & Strategy

Tazeen Shahid

Group Head Human Resource
Management & Development

Zahid Barki

Group Head Risk Management,
Compliance & Quality Assurance

Asif Mobin

Head of Investments

Faiz ul Hassan

Head of Corporate Business
Distribution

Faisal Qasim

Head of Information Security &
Quality Assurance

Khurram Murtaza

Head of Window Takaful Operations

Muhammad Aamir

Head of Corporate Business
Operations

Muhammad Faizan Farooque

Head of Actuarial Services & Products

Muhammad Junaid Ahmed

Head of Sales Compliance,
Investigation & Litigation

Najam ul Hassan Janjua

Company Secretary &
Head of Legal Department

Syed Rizwan Azeiz

Head of Bancassurance

Usman Qaisar

Head of Marketing Department

CHIEF FINANCIAL OFFICER

Omer Farooq

COMPANY SECRETARY

Najam ul Hassan Janjua

COMPLIANCE OFFICER

Zahid Barki

COMPLIANCE OFFICER - WINDOW TAKAFUL OPERATIONS

Khurram Murtaza

HEAD OF INTERNAL AUDIT

Adeel Ahmed Khan

Company Information

Management Committee

| | |
|-------------------------|--------------------|
| Javed Ahmed | Chairman/Member |
| Farhan Akhtar Faridi | Member |
| Muhammad Munawar Khalil | Member |
| Muhammad Sohail Fakhar | Member |
| Muhammad Kashif Naqvi | Member |
| Omer Farooq | Member |
| Shan Rabbani | Member |
| Zahid Barki | Member |
| Tazeen Shahid | Member & Secretary |

Underwriting Committee

| | |
|-------------------------|--------------------|
| Javed Ahmed | Chairman/Member |
| Farhan Akhtar Faridi | Member |
| Muhammad Munawar Khalil | Member |
| Shan Rabbani | Member |
| Raja Naveed | Member & Secretary |

Reinsurance Committee

| | |
|--------------------------|--------------------|
| Javed Ahmed | Chairman/Member |
| Muhammad Faizan Farooque | Member |
| Shan Rabbani | Member |
| Muhammad Aamir | Member |
| Muhammad Arsalan | Member & Secretary |

Investment Management Committee

| | |
|----------------------|--------------------|
| Javed Ahmed | Chairman/Member |
| Omer Farooq | Member |
| Shan Rabbani | Member |
| Farhan Akhtar Faridi | Member |
| Zahid Barki | Member |
| Asif Mobin | Member |
| Dileep Kumar | Member & Secretary |

Marketing Committee

| | |
|------------------------|--------------------|
| Javed Ahmed | Chairman/Member |
| Farhan Akhtar Faridi | Member |
| Shan Rabbani | Member |
| Muhammad Sohail Fakhar | Member |
| Usman Qaiser | Member & Secretary |

Claims Committee

| | |
|------------------------|--------------------|
| Javed Ahmed | Chairman/Member |
| Zahid Barki | Member |
| Muhammad Sohail Fakhar | Member |
| Muhammad Kashif Naqvi | Member |
| Muhammad Junaid Ahmed | Member & Secretary |

Risk Management & Compliance Committee

| | |
|------------------------|--------------------|
| Javed Ahmed | Chairman/Member |
| Zahid Barki | Member |
| Shan Rabbani | Member |
| Omer Farooq | Member |
| Faisal Qasim | Member |
| Najam ul Hassan Janjua | Member & Secretary |

IT Steering Committee

| | |
|-----------------------|--------------------|
| Javed Ahmed | Chairman/Member |
| Zahid Barki | Member |
| Farhan Akhtar Faridi | Member |
| Shan Rabbani | Member |
| Muhammad Kashif Naqvi | Member & Secretary |

Disaster Steering Committee

| | |
|-----------------------|--------------------|
| Javed Ahmed | Chairman/Member |
| Zahid Barki | Member |
| Farhan Akhtar Faridi | Member |
| Muhammad Kashif Naqvi | Member |
| Omer Farooq | Member |
| Faisal Qasim | Member & Secretary |

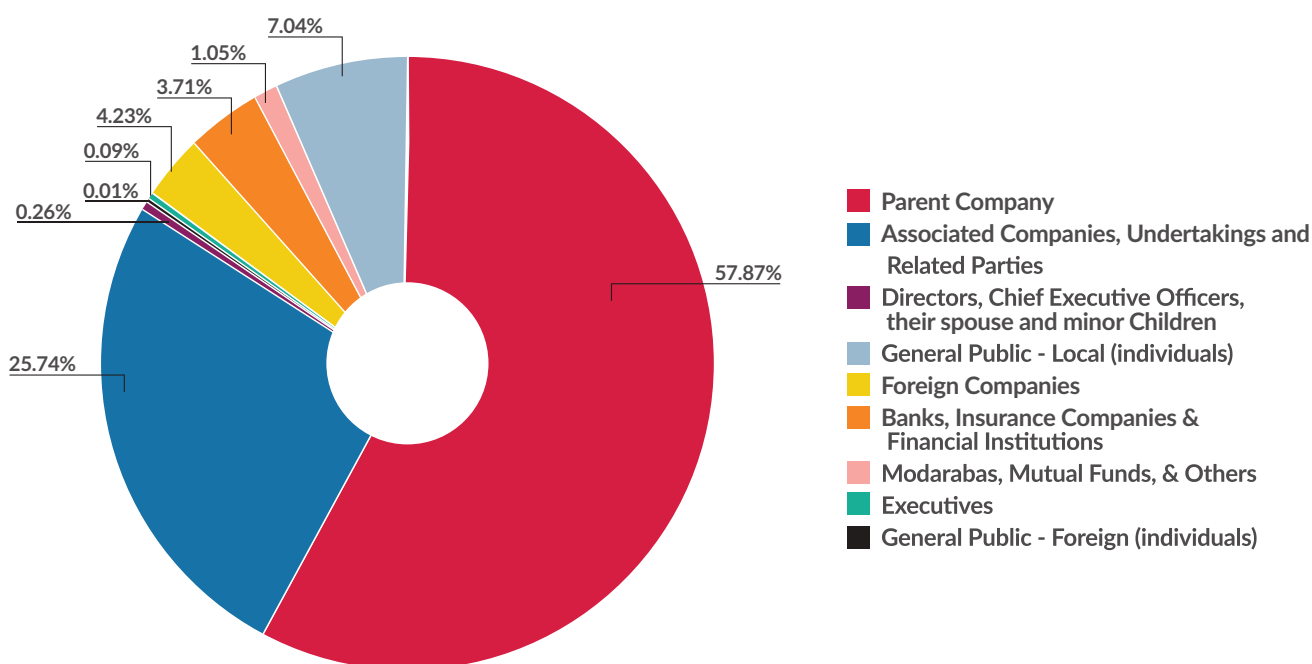
The above information is updated as of December 31, 2022.

Company Information

| | |
|--|---|
| REGISTERED OFFICE | 26-D, 3rd Floor, Kashmir Plaza, Jinnah Avenue, Blue Area, Islamabad, Pakistan. Tel: +92 (51) 2206930-6, +92 (51) 2821903 Web: www.jubileelife.com E-mail: info@jubileelife.com |
| HEAD OFFICE | 74/1-A, Lalazar, M. T. Khan Road, Karachi-74000, Pakistan. Tel: +92 (21) 35205094-95, +92 (21) 32120201 Web: www.jubileelife.com E-mail: info@jubileelife.com |
| APPOINTED ACTUARY | Nauman Associates 249-CCA, Sector FF, Phase IV, DHA, Lahore, Pakistan. Tel: +92 (42) 35741827-29 |
| AUDITORS | A.F. Ferguson & Co., Chartered Accountants Engagement Partner: Farrukh Rehman State Life Building, 1-C, I.I. Chundrigar Road, P.O. Box 4716, Karachi-74000, Pakistan. Tel: +92 (21) 32426682-6 Fax: +92 (21) 32415007 Web: www.pwc.com.pk |
| BANKERS | Habib Bank Limited (Conventional & Islamic Window) Standard Chartered Bank (Pakistan) Limited (Conventional & Islamic Window) |
| LEGAL ADVISORS | Kabraji & Talibuddin Advocates & Legal Counsellors, 406-407, 4th Floor, The Plaza at Do Talwar, Block 9, Clifton, Karachi-75600, Pakistan. Tel: +92 (21) 35838871-6 Fax: +92 (21) 35838879 |
| REGISTRAR & SHARE TRANSFER OFFICE | CDC Share Registrar Services Limited CDC House, 99-B, Block-B, S.M.C.H.S., Main Shahrah-e-Faisal, Karachi-74400, Pakistan. Tel: +92 (21) 111-111-500 |
| SHARIAH ADVISOR | Mufti Zeeshan Abdul Aziz |

Ownership Structure

| Categories of Shareholders | Shares Held | Percentage |
|--|-------------------|-------------|
| Parent Company * | 50,500,864 | 57.87% |
| Associated Companies, Undertakings and Related Parties | | |
| - Habib Bank Limited - Treasury Division | 16,158,703 | 18.52% |
| - Jubilee General Insurance Company Limited | 5,611,592 | 6.43% |
| - The Aga Khan University Foundation | 685,091 | 0.79% |
| Directors, Chief Executive Officers, their spouse and minor Children | 227,341 | 0.26% |
| Executives | 79,457 | 0.09% |
| Foreign Companies | 3,690,793 | 4.23% |
| Banks, Insurance Companies & Financial Institutions | 3,240,230 | 3.71% |
| Modarabas, Mutual Funds, & Others | 916,149 | 1.05% |
| General Public - Local (individuals) | 6,143,828 | 7.04% |
| General Public - Foreign (individuals) | 9,700 | 0.01% |
| TOTAL | 87,263,748 | 100% |



The detailed Pattern of shareholdings is covered on pages 282 to 283 of the Annual Report.

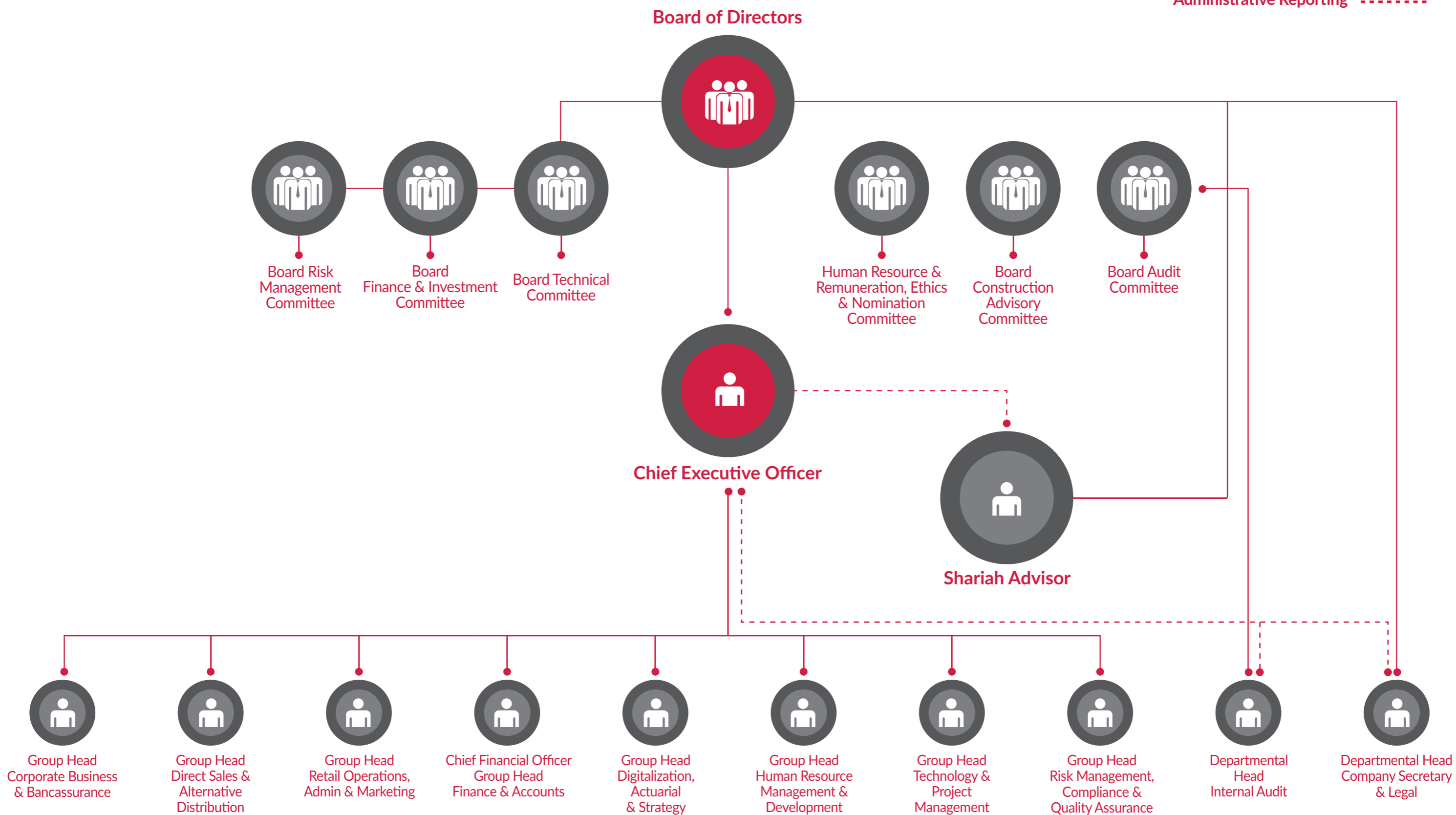
Operating Structure

The Board of Directors uses its authority to grant management responsibility for overseeing the ongoing business operations and associated matters. The objectives set forth by the Board of Directors serve as the basis for the business strategic plans that management must establish, carry out, and make operational decisions about. Board meetings are held quarterly and as needed throughout the year to discuss Company's progress and make future plans. The management updates the Board on Company activities during these meetings and solicits their insightful opinions in order to continue adding value. The Board Committees are established to enable transparent reporting processes with clearly defined authority scopes and are an essential component of Company's governance process. Accordingly, these Board Committee sets policies and procedures for their respective areas under their oversight. The leadership ensures that all departments are led by competent, qualified, and experienced professionals which further ensures transformation of highly committed attitudes and skills to their subordinates for the prosperity and growth of the Company. All levels of management are presented with comprehensive standard operating policies and procedures that cover all aspects of operations. Company's organizational structure is presented on the page 27 of the Annual Report.



Organogram

Functional Reporting ———
Administrative Reporting - - - - -



Calendar of Major Events - 2022

Financial

Financial Results

| | | |
|---------------------------------------|-------------------|------------------|
| First quarter ended 31 March 2022 | Announcement date | 28 April 2022 |
| Half year ended 30 June 2022 | Announcement date | 24 August 2022 |
| Third quarter ended 30 September 2022 | Announcement date | 27 October 2022 |
| Year ended 31 December 2022 | Announcement date | 23 February 2023 |

Dividends

| | | |
|-----------------------------------|-------------------------------------|-------------------|
| Final 2022 (Cash Dividend: 100%) | Announcement date | 23 February 2023 |
| | Entitlement date | 22 March 2023 |
| | Statutory limit up to which payable | 12 April 2023 |
| Interim 2022 (Cash dividend: 30%) | Announcement date | 24 August 2022 |
| | Payment date | 13 September 2022 |
| Final 2021 (Cash Dividend: 115%) | Announcement date | 01 March 2022 |
| | Payment date | 12 April 2022 |

Other Corporate Events

| | |
|--------------------------------|------------------|
| Issuance of Annual Report 2022 | 9 March 2023 |
| Annual General Meeting | 30 March 2023 |
| Corporate Briefing Session | 08 December 2022 |

Operational

New Products

| Product Name | Launch Month |
|----------------------------|---------------|
| Smart Protection Plan | June 2022 |
| Jubilee Global Health Plan | November 2022 |

Code of Conduct

Our Integrity guides our conduct towards our policyholders, colleagues, shareholders and the general public. This principle constitutes the foundation of our code of conduct and ethics as under:

- Compliance with law and the legal system is a fundamental principle for Jubilee. Every employee, agent and director shall obey the laws and regulations of the legal systems in letter and spirit within which he / she acts. Regardless of the sanctions foreseen by the law, any director, employee or an agent guilty of a violation will be liable to disciplinary consequences related to such violation.
- Respect for personal integrity, privacy and personal right of every individual is a fundamental principle. We work together with individuals of various backgrounds, ethnic types, different cultures, gender, religions, ages and disabilities.
- We compete fairly with the quality and the price of our innovative products and services, not by offering improper benefits to others.
- Employees are not permitted to use their jobs to solicit, to demand, accept, obtain or be promised advantages.
- Jubilee does not make political contributions (donations to politicians, political parties or political organizations). As a responsible member of society and a good corporate citizen, Jubilee makes donations for education, health, and social and humanitarian projects.
- It is Jubilee's objective to conduct business with reputable clients and business partners who are involved in lawful business activities. We do not facilitate money laundering.
- It is the duty of Jubilee employees to make business decisions in the best interest of Jubilee Insurance and not based on their personal interest. Conflict of interest situation(s) is strictly prohibited for any financial and/or non-financial gains both directly and indirectly that have the potential to compromise job performance of an employee.
- Employees are required to comply with rules and regulation of the Company and maintain the office discipline by following the directives of their supervisors in the best interest of Jubilee.
- Employees are forbidden from illegal use /consumption of any drug. The Company does not permit employees to keep /consume alcohol while at work and on Company premises.
- Jubilee employees are obligated to protect all assets of the Company, including intangible assets and software products, and use these properly only for the benefit of the Company.
- Open and effective communication requires accurate and truthful reporting. Jubilee is required to maintain sound processes and controls so that transactions are executed within approved authorization. Confidentiality is maintained with regard to Jubilee's proprietary information that has not been made known to public.
- Protecting the health and safety of employees in the workplace is a high priority for Jubilee to promote sound environment friendly business practices.

The Company has developed a proper code of conduct which requires to be followed by each employee. The employees abide by the Code of Conduct to keep his/her integrity intact while dealing with colleagues, potential customers, policyholders, suppliers and peer group. The Company will always strive to maintain high standards of Business Anti-corruption measures. The Company follows "Zero Tolerance Policy" for any reported corruption incidence.

Business Ethics & Culture

Business Ethics

Our mission embodies a steadfast commitment to integrity and upholding high ethical standards, extending across a wide range of endeavors aimed at enhancing our customers' experiences, both within and beyond our organization, promoting environmental sustainability, safeguarding human rights, and fostering diversity and inclusivity. The Company is unwavering in its adherence to the principles and standards of its code of conduct, instilling a sense of shared values among all management, employees, and leadership, with an unwavering dedication to transparency and integrity in all business dealings, operations, and activities.

Culture

Our cultural ethos encourages and applauds the diversity of backgrounds, life experiences, and ideas. We hold our valued stakeholders in high regard by offering them a secure, healthy, and sustainable environment. Our philosophy is grounded in an efficiency-focused culture that fosters innovation, promotes customer satisfaction, and maintains transparency in our business operations.

Significant changes from the previous year

Significant progress by Jubilee Life for modernization and transformation are under development with focused on reshaping existing business while uncovering new source of value addition for our customer and prospective policyholders.

Details of significant events occurred during the year

To continue providing top notch services to the existing and prospective policyholders, Jubilee Life has been investing in research and development of wellness program. This program is designed to provide customers with the tools and resources they need to stay healthy and manage their well-being.

We believe that by promoting healthy living, we can help our policyholders live better and longer lives. We have also developed a digital platform to make the onboarding process easier and convenient for our customers. This platform allows customers to sign up for our services quickly and easily and manage their policies with ease. The digital platform is also designed to provide the policyholders with a more efficient way to conduct policyholder servicing. Team of experts are available to assist customers with any questions or issues they may have.

In addition to these developments, the Company has also been investing in the development of innovative tools and technologies to further enhance our customer experience. JLI is committed to providing our customers with the best possible service and constantly striving to making existing services even better.

Legitimate needs & interests of key stakeholders and industry trends

We understand that our success is closely tied to the satisfaction and wellbeing of our stakeholders, including policyholders, shareholders, employees, and communities. Therefore, we have made it a priority to identify and address the legitimate needs and interests of these stakeholders in all aspects of our business.

One way we do this is by regularly engaging with our stakeholders to understand their perspectives, concerns, and feedback. This helps us ensure that our products, services, and business practices align with their needs and expectations. We are also committed to staying up-to-date with industry trends and best practices to maintain our position as a leader in the insurance industry. This includes investing in new technologies and innovations, exploring new distribution channels, and adapting to changing market conditions. Through our focus on addressing the legitimate needs and interests of our stakeholders and keeping up with industry trends, we are confident that we can continue to deliver value and grow sustainably in the years to come.

Company's proactive approach to mitigating political risks in Pakistan and beyond

Jubilee Life operates in a responsible and compliant manner within the political environment of Pakistan. The Company is aware of the potential risks and implications of political and social developments of the country and actively monitors the political situation in order to identify any potential risks to its operations.

Additionally, the Company is also aware of the potential impact of political developments in other countries that may affect the ability of the Company to implement its strategy. The Company takes steps to mitigate these risks, such as by engaging in dialogue with local authorities and monitoring the political and economic developments in Pakistan. By doing this, Jubilee Life is able to ensure that it is able to operate in a compliant and responsible manner, while also ensuring that its operations are not affected by political developments in the country.

RESPONSIVE
RESPONSIBLE
REASSURING

HR Excellence



HR Excellence

Jubilee Life is dedicated to guaranteeing the personal and professional development and wellness of our people. Our HR strategy is focused on delivering solutions that cater to the needs of our employees, so that they can thrive both personally and professionally. In today's rapidly changing world, where technology is advancing at an unprecedented rate, it is critical for organizations to evolve and improve their business models and employee skill sets to stay competitive and relevant.

Advancement & Technology

Through our innovative digital programs, mentorship opportunities, classroom instruction, and role rotations, we provide pathways for career advancement and development.

● Empowering Digital Learning for a Technologically Proficient Workforce

As part of the Company's commitment to creating a technologically proficient workforce, Jubilee Edge provides a seamless and user-friendly learning management system that offers specialized educational resources to our employees. Through this intuitive platform, learners have access to a convenient and easy-to-use application that facilitates their digital learning experience.



● Talent Acquisition campaigns in universities across Pakistan

We have conducted job fairs and career fairs in universities across Pakistan, in order to give young graduates the chance to showcase their skills and knowledge, and to increase their chances of finding meaningful employment. We believe that this is an important way to give back to the community and to help young people find meaningful careers.



Additionally, these fairs provide an opportunity for potential employers to meet and evaluate potential employees, and to get a better understanding of the skills and potential of the graduates. Career fairs were conducted in the following universities recently.

- Habib University
- Institute of Business Management (IoBM)
- Lahore University of Management Sciences (LUMS)
- Institute of Business Administration (IBA)
- Lahore School of Economics (LSE)
- FAST National University
- GIK Institute

● Human Capital Management System

A Cloud-based Human Capital Management System was successfully implemented to empower our people and enhance employee experience through Employee and Manager self-service mobile applications. The new System has provided the flexibility, efficiency, and tools needed to deliver our employees' personalized and seamless experience. The HR team continues to implement more unique modules for improving services efficiencies and employee experiences.

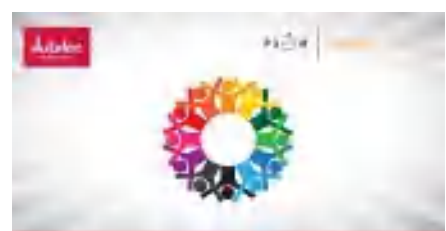


Productive and Healthy Workplace

Our HR strategy's key pillar is the wellbeing of our people. We adopt a holistic approach to wellbeing and recognize that our people can perform to their fullest potential only when they have optimal wellbeing.

● Employee Recognition & Reward

To recognize and reward the important behaviors and milestones we have various Recognition & Reward programs. From rewarding front line sales staff's first sell to successfully completing a short-term role rotation our comprehensive R & R program caters to all significant milestone and achievement.



● **Health and wellness**

We take pride in our partnership with Sehat Kahani, a leading telemedicine platform, to provide our employees and their families with 24/7 access to top-quality healthcare options. This service offers free medical consultations to ensure optimal healthcare for our people. Additionally, we promote healthy living and lifestyles for all our employees by encouraging them and their families to incorporate physical activities into their daily routines. We also provide various fitness programs to support their overall health and wellbeing.

● **Social Network**

Our work culture helps our people to develop lasting bonds and we love to organize events where our employees being colleagues get together and have fun.

● **Best Place in Work Survey**

We participated in the Best Place to Work survey organized by a renowned HR Consultancy. The survey provided employees with the opportunity to participate and provide their candid feedback in helping our organization to gauge the levels of our employee engagement, our organization's culture and working environment.

Equity and empowerment

Although we have always maintained a commendable gender ratio in the workplace, we strive to achieve even greater gender balance. To this end, we are implementing policies and practices that support our female employees in achieving a more satisfying work-life balance.

● **Eradicating Gender Biasness & empowering women**

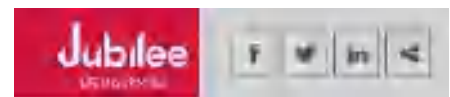
Creating an inclusive work culture requires addressing not only explicit biases but also implicit biases. To this end, we have partnered with Kashf Foundation for Gender Sensitization training to increase awareness and encourage discussions around gender-based issues. Additionally, our Women @ Work forum provides a platform for our female employees to share their feedback, exchange views, and seek mentorship opportunities.

● **Global Breast Cancer Awareness Month - #CelebrateLife**

Jubilee Life has always been at the forefront in creating awareness around the health peril associated with Breast Cancer. We launched a digital campaign #CelebrateLife to spread Breast Cancer Awareness to both internal and external stakeholders. The campaign initiated many new initiatives which included information sessions with qualified doctors, and cancer survivors. To encourage early detection of Breast Cancer, Jubilee Life launched a mammogram stratagem, which covered the mammogram screening costs.

● **Inclusion for All!**

With the strong commitment to become a diverse and inclusive company, we have collaborated with various non-profit organizations, to conduct sign language trainings for our people.



Health and Safety at Jubilee Life

We value our employees and provide a safe and productive work environment. We have a robust Occupational Health and Safety (OHS) policy which ensures strict compliance with all OHS standards and regulations within the organization. The OHS policy is based on ISO 45001:2018 standard requirement which provides a framework to minimize (EH&S) risks while complying with all applicable EH&S laws and regulations in the country. The policy is reviewed and communicated periodically to ensure it remains relevant and ensure that our workforce actively participates in all elements of EH&S initiatives and programs.

The OHS risk assessment is a most important part of our OHS management system. The OHS Risk assessment process follows the PDCA Cycle (Plan, Do, Check, Act). The OHS Risk register is maintained by OHS manager and regularly updated as and when there is any change in process or operation, legal obligations, competence and infrastructure.

Salient Feature of OHS Policy

The health and safety policy is established with an aim:

- To ensure & maintain healthy & safe working environment which can help to prevent employees, suppliers, sub-contractors, visitors, etc. from OHS injuries, occupational diseases & ill health at the workplaces.
- To improve general health & well-being of the workers including effective handling / management of any pandemic situation.
- To comply with applicable OHS legal & other requirement.
- To identify workplace hazards for effective management and take action to reduce risks levels.
- To manage workplace OHS for continual improvement by establishing, planning, monitoring, reviewing OHS objectives.
- To ensure the consultation & participation of workers by developing & implementing mechanism to achieve the same.

The company has conducted following activities during the year 2022.

Fire and Safety Training

To build a positive safety culture and emergency preparedness, the Company has nominated talented Safety Captains from different departments and trained them to improve their fire and safety technical skills and contribution toward building a positive safety culture in Jubilee life.



Fire Drill conducted at different locations of JLI

The Company recently conducted fire drills at various locations to ensure the safety and well-being of their employees and customers. These drills are an important part of JLI's emergency preparedness plan and demonstrate their commitment to providing a secure work environment.



Plantation at Head Office

We have both external and internal plants to keep our environment green and healthy as a result, we have the following advantages.



Training conducted for Safety Captains department wise

The Company conducted safety captain training department-wise to ensure the safety and well-being of all employees. The training covered various topics such as emergency response, hazard identification, and risk assessment to equip safety captains with the necessary skills to promote a safe working environment.



Macro environment overview through PESTAL

PESTEL is one of the strategic tools used by the management for business analysis on a broader aspect. This is applied when the organization intends to expand the business.



POLITICAL

- Inconsistency in government policies • Political instability • Tax policy

At Jubilee life, we closely analyze macroeconomic environment, policies, and political developments in order to respond accordingly.



ECONOMICAL

- Lower economic growth • Unemployment • Currency devaluation and hike in inflation, interest rate and other factors affecting the economy

The state of the economy, inflation, and interest rates can affect the demand for life insurance products. Economic downturns can lead to decreased demand, while a growing economy can increase the demand for insurance products. As the Pak Rupees depreciated significantly during the last three years against the US Dollar, this devaluation fueled inflationary pressure increasing the inflation rate in Pakistan to 24.5% approximately. However, the State Bank of Pakistan continued to rebalance the inflation and economic outlook through certain measures, including a cumulative 625 basis point increase in the policy rate.



SOCIAL

- Demographic variables • Cultural & ethical aspects • Impact of Media • Corporate Social Responsibility

The life insurance industry is significantly impacted by social factors. Understanding the environment in relation to society and its elements, such as demography, culture, etc., is helpful. Our business is associated with peoples' feelings and their sentiments of themselves and their loved ones. We help the community raising their financial awareness to take advantage of investment and protection packages. Our products are made to secure peace of mind eradicating various risks and uncertain probability in the lives of people. Due to religious convictions, the public in Pakistan is likewise hesitant to spend money on life insurance policies. By providing a wide range of Shariah compliant Takaful products, the demand for protection goods that are compliant with Islamic law is met. Jubilee Life Insurance has made it a mission to educate the public about the advantages of buying insurance. We also designed effective products to broaden the audience, such as free medical clinics in underprivileged areas to promote social welfare and community service. In addition to actively support numerous sport events, like the collaboration with PCB for the HBL PSL, we also actively engage in various other CSR initiatives and donate to charitable organizations.



TECHNOLOGICAL

- Innovation in business processes • Analytics and other tools

We are adamant that innovation and technology development are crucial to the creation and automation of infrastructure or systems. Our long-term plan combines implementation of advanced technologies with a focus on operational excellence. The financial sector has undergone significant transformation as a result of innovation through new technology, which has produced tremendous efficiency advantages. The ability to respond in real-time to customer demand gives insurers a competitive advantage over their rivals and serves as a growth engine. Investment in artificial intelligence is being considered for underwriting process, along with a data-centered methodology approach. Policyholders these days also favor making purchases online after comparing them to other insurance options on the market. The company already has a fully integrated digital platform that lets our customers purchase and renew policies.



ENVIRONMENT

- Management and operation • Claim settlement

Pakistan is one of the top countries with a very high climate change vulnerability rating. An increase in claims may be caused by natural disaster, epidemic, pollution, and greenhouse gas emissions. The flood situation in this year also contributed to the increased number of claims. The Company in 2022 also took few important initiatives to reduce pollution, conserve energy and manage paper wastage; investment in solar energy instead of fuel generators. Further few initiatives with use of Digital Applications for customers and employees to avoid using paper to save trees and our environment ultimately.



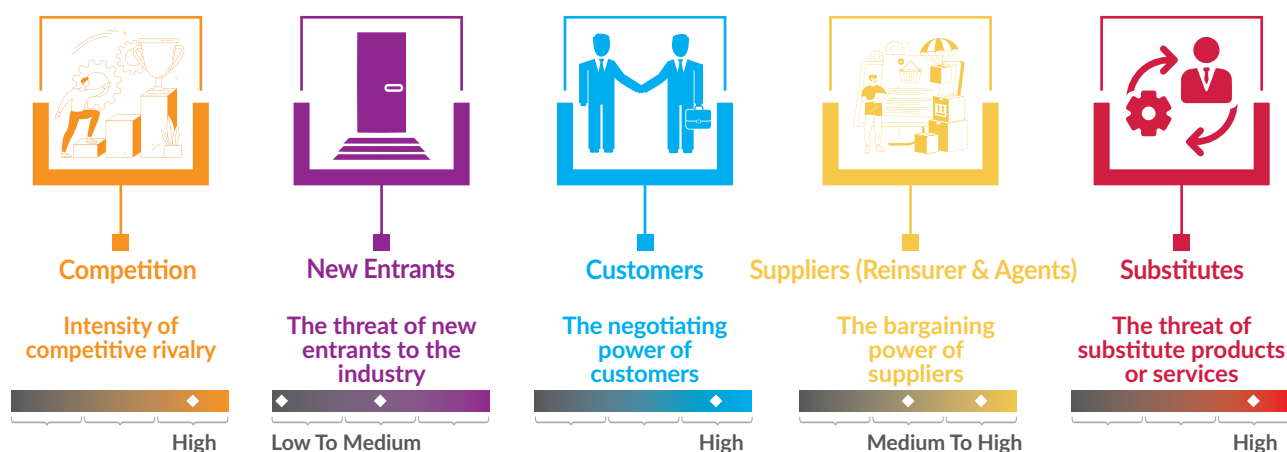
LEGAL

- Regulatory bodies • Supporting institutions

Government measures and introduction of stringent laws such as compliance with the requirements of FATF, AML, KYC resultingly enhanced regulatory affairs in the insurance industry and its clients which could lead to the snowball effect on the insurance industry. Like in all other businesses, legal factors are quite indispensable with many unruly elements. All policy innovations are to be understood properly and examined from time to time. Insurance in general is a contract between the insured and the insurer. Also, the gestation period for this business is high hence, the legal obligations with respect to regulator, government and other supporting institutions are critical.

Competitive Landscape & Market Positioning

Porter's five forces model has been used extensively in the business world to analyze the competitive environment within an industry. It helps in the development of business strategies and provides insights on how to improve these strategies. However, these forces also demonstrate potential harm to a company's profitability while giving an opportunity to fine-tune existing strategies of the Company for its future prospects.



Increasing competition and growing strength of other insurers can have an ultimate impact on the business and is a core influencer in the marketing strategies of products and services. There is very little product differentiation, as product creation is primarily driven by external risks. The price of insurance products is also regulated with the capping on maximum management expenses the insurer can factor in its product prices. Hence, the most opportune way for insurers is to differentiate themselves by the quality of services provided to policyholder.

While investment returns from protection cum investment products also plays a key role, however at times, exogenous factors play an important role in influencing investment returns.

Moreover, insurers distinctiveness would win competition if distribution channels were efficient and digitally rich, including mobile application with chatbots and services automation which help to build customer loyalty.

New entrants in the life insurance industry is challenging for small and medium sized investors due to the strict and increasing capital requirements by the regulator.

Rigorous Regulatory compliance, technical operations and lack of skilled HR serves as barrier to entry.

Moreover, customer retention and effective distribution channels of the existing companies makes it difficult for the new entrants to compete with such high standards.

Customers force in this tool is crucial due to the wide availability of coverage in Conventional and Takaful business at competitive lower prices. Customer influence can be a force to be reckoned with in insurer industry due to availability of multiple alternatives for procuring products and services. In such insurance market, customers have the power and can demand lower prices or higher product quality from insurers, with online aggregators and the emergence of social media, today's individual policyholders are a force.

With instantaneous awareness of coverages, pricing, and services, modern buyers demand more personalized attention and care for the premiums paid. To meet these expectations, insurers need to build user-friendly workflows for customer-facing processes, including underwriting, policy administration, and claims to increase customer retention.

Agents and brokers have historically leveraged the ability to influence policyholder choices into placing business with specific insurers. However, with insurers increasingly leveraging front-end tools to reach potential customers directly, the bargaining power of distributors is diminishing.

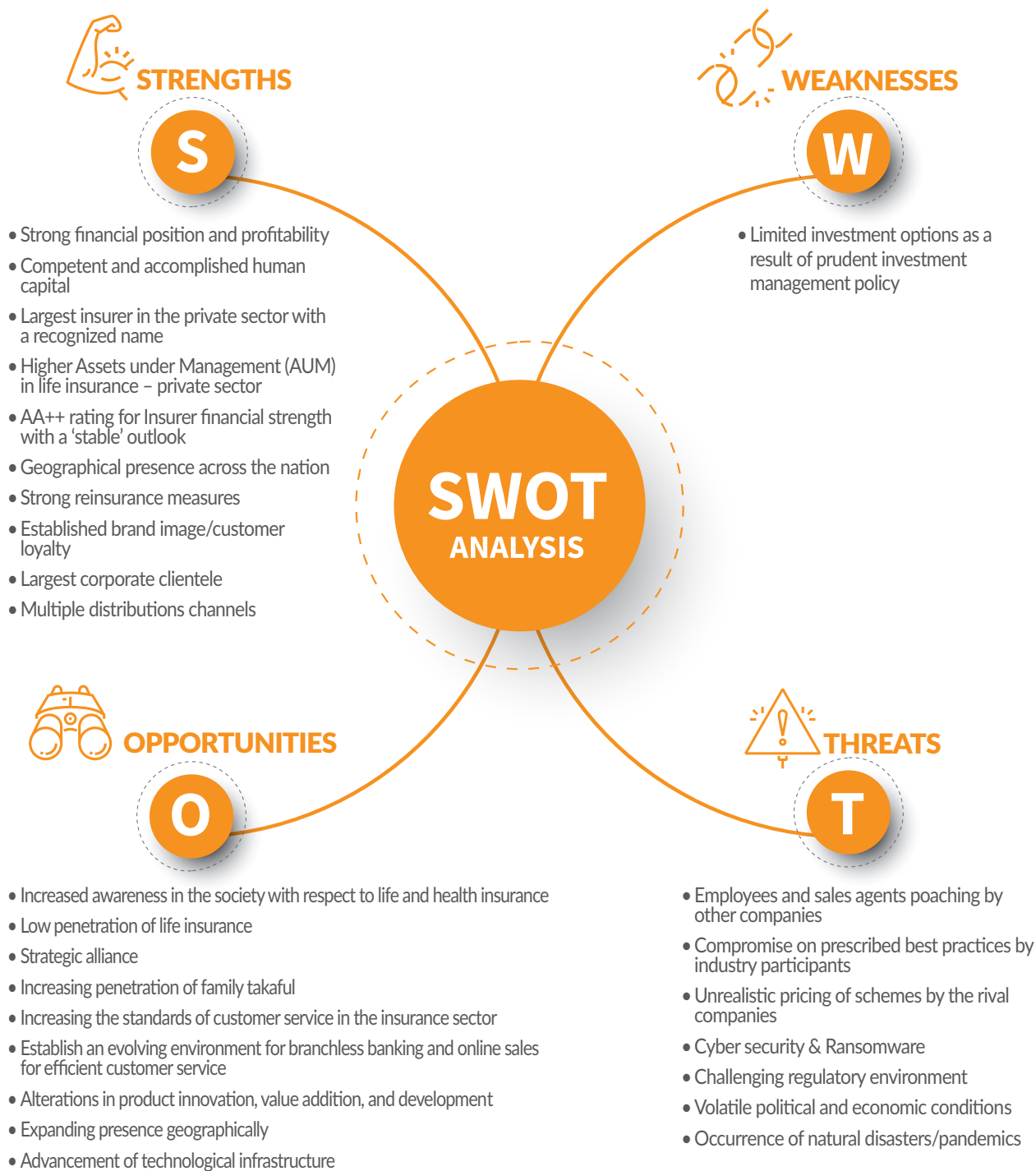
Reinsurers also play a big role in supporting insurance organizations for distributing risk and reducing capital constraints. An abundance of capacity in the reinsurance market can increase competition and lower rates, ultimately creating profitability pressure on the insurance market.



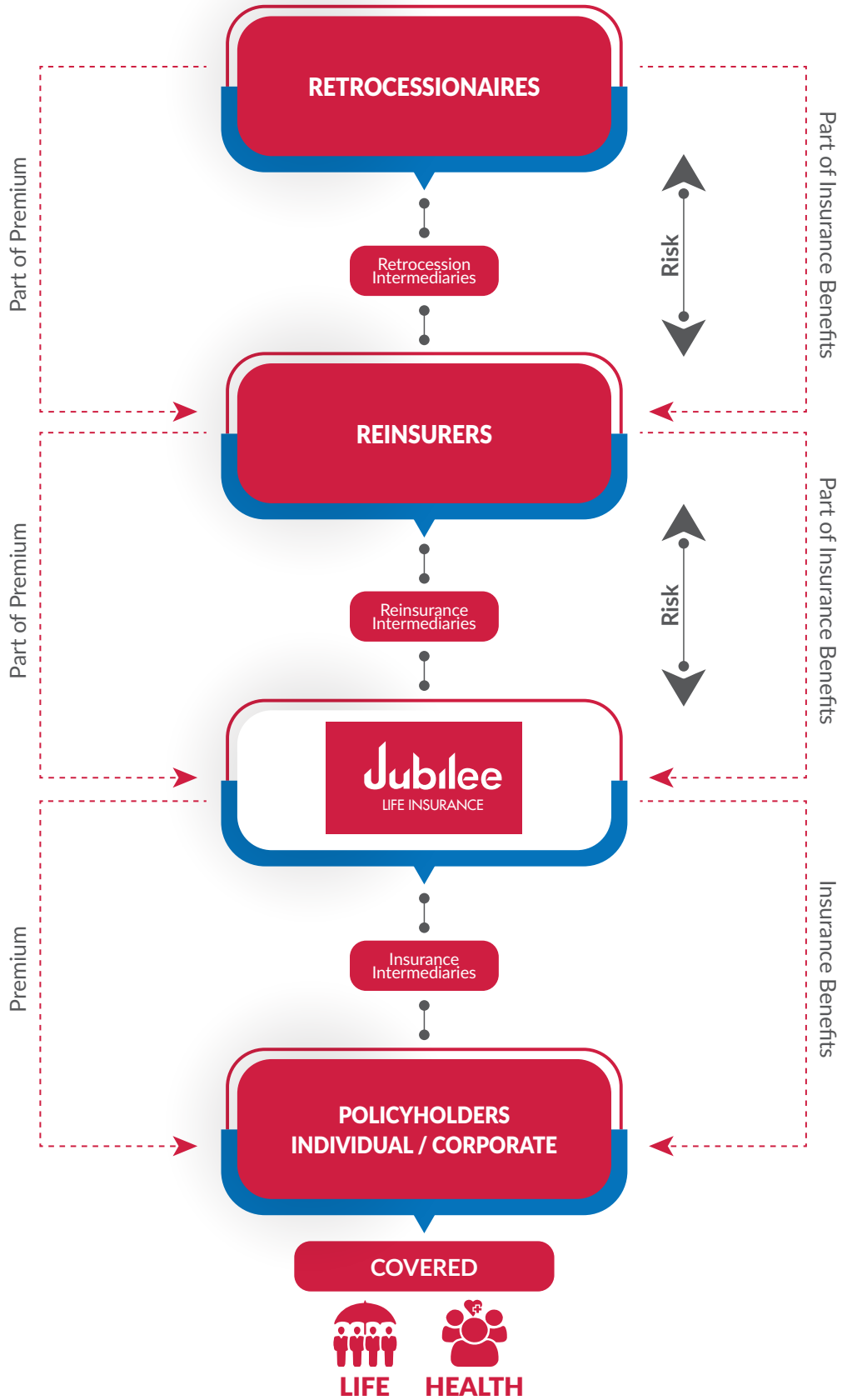
SWOT Analysis of the company

SWOT analysis is a framework that helps organizations to discover and analyze their strengths, weaknesses, opportunities and threats. This will enable them to make strategic decisions, devise strategies and implement actions aimed at enhancing their existing strengths, weathering any short-term limitations or even finding ways of diversifying their business in the face of upcoming threats.

Following is the brief SWOT analysis of the Company.



External Value Chain



Internal Value Chain Analysis



Corporate Governance



Board of Directors



KAMAL A. CHINYOY
CHAIRMAN
INDEPENDENT DIRECTOR

Mr. Kamal A. Chinoy is the Chairman on the Board of Directors of Jubilee Life Insurance Limited. He is a graduate of Wharton School, University of Pennsylvania, USA. He is the Honorary Consul General of the Republic of Cyprus.

Mr. Kamal is a 'Certified Director' from the Pakistan Institute of Corporate Governance. He has served as Chairman of the Aga Khan Foundation (Pakistan) and also as a Director of Pakistan Centre of Philanthropy, Atlas Insurance Limited, Pakistan Security Printing Corporation, NBP Fullerton Asset Management Limited, Atlas Battery Ltd, ICI Pakistan Limited, Askari Bank Limited, First International Investment Bank (an Amex JV), and Atlas Power Limited. He has also been a member of the Board of Governors of Army Burn Hall Institutions.

Mr. Kamal is a member of the executive committee of the International Chamber of Commerce, Pakistan and is also a past President of the Management Association of Pakistan (MAP). He has also served on the Admissions Committee of Aga Khan University and the Alumni Admissions Committee for the University of Pennsylvania.

He has been a member of the Pakistan-UK Forum for Investment and Technology (under the Board of Investment, GoP) and the Experts Advisory Group for Engineering Goods for the Fifth Five Year Plan for the Government of Pakistan.

He is also serving on the Board of the following entities in addition to Jubilee Life Insurance Company Limited:

- International Industries Limited
- International Steels Limited Pakistan Cables Limited
- IIL Australia Pty Limited
- IIL Americas Inc.
- IIL Construction Solutions (Private) Limited
- Pakistan Business Council

Mr. Sultan Ali Allana is a Director of the Aga Khan Fund for Economic Development (AKFED) and has the oversight responsibilities for AKFED's investments in Banking, Insurance and Microfinance. Mr. Allana is a career banking professional with nearly 40 years of experience in retail, corporate and investment banking. He is also the Chairman of Habib Bank Limited, which is the largest bank in Pakistan with over 1,600 branches and with presence in several key international market.

He is currently serving on the Boards of the following entities in addition to Jubilee Life Insurance Company Limited:

- Aga Khan Fund for Economic Development S.A. Switzerland
- Ali sarda S.p.A. of Italy
- Habib Bank Limited (Chairman)
- Jubilee Holdings Limited of Kenya
- Industrial Promotion Services (Pakistan) Limited
- Tourism Promotion Services (Pakistan) Limited



SULTAN ALI ALLANA
DIRECTOR



AMYN CURRIMBHOY

INDEPENDENT DIRECTOR

Mr. Aryn Currimbhoy is a Chartered Accountant from Institute of Chartered Accountants in England and Wales; and an alumnus of the University of Sunderland, UK.

Mr. Currimbhoy has extensive experience at a senior management level in Finance and General Management in a manufacturing environment. He spent 19 years with J & P Coats Pakistan (Private) Limited, a wholly owned subsidiary of the Coats Group plc, UK, which has operations in more than seventy countries and is the global market leader in sewing threads; he was initially the Finance Director and became Managing Director in October 2006 until his retirement in August 2016. Earlier he was with ICI Pakistan Limited, where he worked in Group Treasury; the Soda Ash business in Khewra; and the PTA project, where he was seconded to ICI Polyesters UK for preparing the feasibility of a PTA plant in Pakistan, and was subsequently part of the implementation team heading the Finance and IT functions.

He is currently serving as a Director on Jubilee General Insurance Company Limited's Board of Directors.

Mr. John Joseph Metcalf is a Chartered Insurer and Fellow of the Chartered Insurance Institute of UK who has extensive international experience within the insurance industry.

Mr. Metcalf started his insurance career in the UK, where he held various positions within insurance companies and brokers before embarking on his international career in 1990 in the Sultanate of Oman and then the United Arab Emirates. In 1996 Mr. Metcalf joined the Allianz Group, with whom he was engaged as Regional General Manager for Life in Asia-Pacific prior to taking up the appointment as Executive Chairman of Allianz Life Assurance Company and Allianz Insurance Company of Egypt.

Since 2006 he has been Head of Insurance with responsibility for the insurance business of AKFED, including management oversight of all AKFED investments in the insurance sector comprised of 12 insurance operations in 7 countries in Africa, Pakistan and Kyrgyzstan.

He is currently serving on the Boards of the following entities in addition to Jubilee Life Insurance Company Limited:

- Jubilee General Insurance Company Limited
- Jubilee Investments Company Limited of Uganda
- Jubilee Kyrgyzstan Insurance Company
- Jubilee Life Insurance Company of Uganda Limited
- Jubilee Life Insurance Company of Tanzania Limited
- Jubilee Holdings Limited of Kenya
- Jubilee Medical Insurance Company Limited-Kenya
- Jubilee Life Insurance Company of Kenya Limited
- Jubilee Health Company of Tanzania Limited
- Jubilee Insurance Company of Burundi S.A
- Jubilee Life Insurance Company of Burundi S.A
- Jubilee Allianz Company of Mauritius Limited



JOHN JOSEPH METCALF

DIRECTOR

Board of Directors



SHAHID GHAFFAR
INDEPENDENT DIRECTOR

Mr. Shahid Ghaffar possess vast experience of working at top positions in the financial market. He has served as Chairman and Managing Director, National Investment Trust Limited 2014 – 2017. Prior to that he was Head of Investor Relations and Corporate Representation and Member Management Forum at Habib Bank Limited (HBL) during the period 2012 – 2014. He was involved in the formation and development of HBL Asset Management Limited and was its Chief Executive Officer from 2005-2012.

Mr. Ghaffar has vast experience in Capital Market Regulations, Governance and Fund Management. He was Executive Director/ Commissioner, Securities & Exchange Commission of Pakistan and was instrumental towards implementation of wide ranging reforms in the capital market and capacity building of the Securities Market Division during the period 2000 – 2005. He was also Managing Director of Pakistan Stock Exchange (Former Karachi Stock Exchange) from 1998 – 2000 and was actively involved in introducing effective risk management measures, automation of trading system and enhancing capacity building of the exchange. During the period 1977-1998 he has served National Investment Trust Limited in various capacities in the Asset Management Division and was responsible for managing equity, fixed income portfolio and trading desk.

Mr. Ghaffar is presently an External Member of VIS Rating Committee of VIS Credit Rating Company Limited.

Mr. Ghaffar holds a master's degree in business administration from Gomal University, D.I Khan, Khyber Pakhtunkhwa, Pakistan. He has attended several courses on Securities Regulations including the prestigious course conducted by Securities & Exchange Commission in Washington D.C., USA.

He is certified director from Pakistan Institute of Corporate Governance (PICG) and is currently serving as Independent Director on the Boards of following entities in addition to Jubilee life Insurance Company Limited:

- Karandaaz Pakistan
- Archroma Pakistan Limited
- HBL Asset Management Limited
- Awwal Modaraba Management Limited
- Habib Insurance Company Limited

Mr. Rafiuddin Zakir Mahmood has retired as President and CEO of HBL after over 12 years in office. He played a major role in the restructuring of HBL and its growth.

Mr. Zakir Mahmood holds Master degree in Engineering and an M.B.A. major in Finance both from University of California at Los Angeles (UCLA). He has over 34 years of working experience with international and local banks in various parts of the world including Europe, Middle East and Pakistan.

Prior to joining HBL, Mr. Zakir Mahmood has served Credit Agricole Indosue as General Manager UAE and Head of Corporate Banking and as Senior Vice President Pakistan during the period 1991-2000. He has also served at various senior positions with Bank of America in various facets of banking in Europe, Middle East and Pakistan during the period from 1977 to 1991.

He is currently serving on the Boards of the following entities in addition to Jubilee Life Insurance Company Limited:

- Jubilee General Insurance Company Limited (Chairman)
- Aga Khan University Hospital (Chairman)
- First Micro Finance Bank, Tajiki tan (Chairman)
- Kyrgyz Investment and Credit Bank (Chairman)
- Aga Khan Agency for Microfinance
- Revitalize Consulting FEE-LLC (Director)



RAFIUDDIN ZAKIR MAHMOOD
DIRECTOR



SAGHEER MUFTI
DIRECTOR

Sagheer is the Chief Operating Officer, HBL . He is responsible for building a corporate culture based on operational excellence and technological capabilities, for the fulfillment of client services to over 27 million HBL customers in 15 countries. He oversees the Bank's operations, shared services, and control functions including Cyber Security, Business Continuity, Legal, Marketing and also leads HBL's Digital Transformation agenda.

He served as the COO for ADIB based in Abu Dhabi, prior to his current role, and worked 34 years at Citi in different management and leadership roles where he led various enterprise transformation programs and business redesign responsibilities regionally and globally. In his last role at Citi he served as the Global Head of Anti Money Laundering Operations.

Sagheer has done his Master's in Business Administration from The George Washington University. He has more than 40 years of experience within the financial services industry.

He is currently serving on the Boards of the following entities in addition to Jubilee Life Insurance Company Limited:

- HBL Foundation Trust
- HBL Bank UK Limited
- Diamond Trust Bank Kenya Limited

Ms. Yasmin Ajani earned a Bachelor of Commerce Degree from the University of Karachi and then Professional Degree of Chartered Accountant from The Institute of Chartered Accountants of Pakistan.

Ms. Yasmin Ajani is engaged in Professional Practice as a Chartered Accountant for over 32 years as a Corporate Consultant, Income Tax and Sales Tax Consultant to Multinational/Public Listed/Unlisted Public/Private Companies, Partnership Firms and Individuals, initially as a Partner of M/s. Akbar G. Merchant & Co. Chartered Accountants Partnership Firm for over 21 years and now continuing as independent professional practice of the same firm for last 12 years. She also represents clients before various Taxation Authorities and Appellate Forums - the Commissioner (Appeals) and Appellate Tribunal Inland Revenue.

She had been a Member of Governing Board of Aga Khan Hospital & Medical College Foundation from April 2006 to April, 2014 (8-years).



YASMIN AJANI
INDEPENDENT DIRECTOR

Board of Directors



JAVED AHMED

MANAGING DIRECTOR & CEO

Mr. Javed Ahmed is the Managing Director and Chief Executive Officer of Jubilee Life Insurance Company Limited.

Mr. Ahmed has been associated with Jubilee Life since 1997 when he joined the Company as the Head of Operations. In 1999, he was made responsible for Business Development as Head of Sales & Marketing. He was elevated as the Managing Director and Chief Executive Officer in 2002. Under his leadership, Jubilee Life has emerged as the largest private sector insurer in Pakistan.

Prior to joining Jubilee Life, he was associated with EFU Life for 4 years and State Life for 7 years where he worked in Operations, Group & Pensions and Actuarial.

Mr. Ahmed is a Fellow of the Society of Actuaries (USA), Associate of Institute of Actuaries (Australia) and Fellow of the Pakistan Society of Actuaries.

He is currently serving on the Board of the following entities as Non-Executive Director:

- Jubilee Kyrgyzstan Insurance Company
- Jubilee Life Insurance Company Limited, Kenya

Chairman's Review

I am pleased to present the review relating to Company's performance for the year ended December 31, 2022. Despite the Federal and Provincial government's various initiatives to address the social and economic impacts caused by the outbreak of pandemic in 2020, the revival of the economy in second half of 2022 suffered a significant setback when the country experienced a catastrophic flood. On behalf of the Board of Directors and the management of the Company, I would like to express deepest condolences to the families who have been affected by this devastating flood.

The past year presented a range of economic challenges for the global community, and Pakistan was no exception. Despite these challenges, the Board of Directors demonstrated its efficiency in preserving the Company's profit trajectory, while monitoring the business performance and guiding the management to make sound and timely strategic decisions.

Despite the tumultuous economic situation, the Company was able to achieve better results, which the Board is pleased with. On an overall basis, I am pleased to state that the Company was able to generate Profit After Tax (PAT) of Rs. 2,072 million which was 15.6% higher as compared to last year. The Gross Written Premium (GWP) aggregated to Rs. 47,343 million compared to Rs. 49,356 million in FY 2021, though being lower by 4% compared to last year, however given the economic situation, the decline was relatively contained well by prudent and timely decisions. On the other hand, I am also pleased to highlight that the GWP from Corporate business, under the Conventional and Takaful modes, registered a robust growth of 11.6% over last year and reached Rs. 12,270 million.

In line with the profit generated, while keeping in sight the current economic situation and the regulatory solvency and adequacy requirements, the Board recommends a distribution of Rs. 10.00 per share as final dividend, 15% bonus shares to its shareholders in addition to Rs.3.00 per share interim dividend for the year 2022 making a total payout of Rs. 14.50 per share similar to Rs. 14.50 per share distributed last year.

In 2022 also, your Company upheld its tradition of garnering accolades and honors. Some of the notable awards include securing AsiaMoney Award 2022 in the Outstanding Companies Poll for the insurance sector, Pakistan Digital Awards 2022 in the category of Best Integrated Media Strategy for HBL PSL 6 Cricket Campaign, Best content of the year for Jubilee Life's Customer Testimonial videos, Award on compliance with Global Diversity, Equity & Inclusion Benchmarks (GDEIB) and 16th Occupational Safety & Health Wellbeing Awards 2021 arranged by the Employer Federation of Pakistan. On the corporate and regulatory reporting front, the Company was able to secure a ranking in the Insurance category in the Best Corporate Report Award 2021 organized jointly by the Institute of Chartered Accountants of Pakistan and the Cost and Management Accountants of Pakistan; and also won a Certificate of Merit in Best presented Annual Reports Awards 2021 organized by the South Asian Federation of Accountants. These achievements demonstrate your Company's excellence in various disciplines including corporate reporting, promoting accountability, transparency, and corporate governance.

I am confident that with Board's continuous focus on sound decision-making and effective stewardship, the Company with endeavor to sail through future challenges and achieve sustainable growth.

Overall Performance of Board of Directors

As required under the Code of Corporate Governance Regulations, 2019, the Code of Corporate Governance for Insurers, 2016, and the Companies Act, 2017, a comprehensive system is in place to evaluate the performance of the Board of Directors and its committees.

The Board conducts an annual performance review based on relevant such as leadership, strategy formulation, planning, effectiveness, and accountability. The evaluation is conducted to ensure that the Board's overall performance and effectiveness is being assessed and compared to the goals set for the Company. Following the most recent evaluation of the Board's performance, I conclude that each director has performed well and actively contributed to his / her respective areas of expertise; and that the Board and its Committees operated effectively throughout the year.

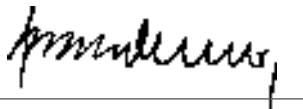
Outlook

Given the current economic difficulties, it is feared that the uncertainty will continue to impede the growth of the life insurance sector. Nevertheless, with our unwavering dedication to serving our policyholders and other stakeholders, the Company will strive to retain its solid presence in the insurance industry.

As the largest private sector life insurance provider in Pakistan, the Company's fundamental value and approach remains to serve its policyholders promptly, while continuing to best serve its other stakeholders' interests as well.

Acknowledgement

I, along with the Board, would like to express my sincere gratitude to our shareholders, valued policyholders, Window Takaful participants, business partners and all other stakeholders for their trust and support throughout in the Company's journey of more than 25 years of successful operations. I would like to recognise the Federal and Provincial Governments, the Securities & Exchange Commission of Pakistan and the State Bank of Pakistan for their necessary initiatives and support. I would also like to acknowledge the efforts of our committed and hardworking employees and thank them for their valuable contribution to the success of the Company, without whom this level of continuous success would not have been achievable.



Kamal A. Chinoy
Chairman

Karachi, February 23, 2023

Directors' Report to the Shareholders

The Directors take pleasure in presenting their Annual Report together with the Audited Financial Statements of the Company for the year ended December 31, 2022.

Market Review

Financial year 2022 turned out to be extremely unpredictable and turbulent despite the stronger than expected GDP growth rate of 6% in FY22 as compared to 5.7% last year. While large-scale manufacturing and improved agricultural output contributed to the economy's growth in the first half of the year, signs of economic imbalances started to appear in the latter half due to various internal and external factors such as the fluctuations in international commodity prices due to Russia-Ukraine conflict, delays in the resumption of IMF program with dwindling foreign reserves due to external debt repayments, catastrophic floods impacting the infrastructure and agricultural land, while continuous domestic political unrest also continued to impact the macroeconomic outlook.

The equity market also witnessed another lackluster year as it declined by 4,176 points (down by 9.4%) to close the year at 40,420 points. The drop in the market was caused by several factors, including a tight monetary policy, catastrophic flood leading to massive losses, and the reduced foreign exchange reserves. CPI based inflation for FY22 was recorded at 24.5%. The State Bank of Pakistan's (SBP) monetary policy decisions were calibrated in response to the unfolding pandemic, the evolving outlook for inflation, initiatives to bring financial stability, and growth. Resultantly the SBP increased the policy rates with a series of revision that resulted in a cumulative increase of 625 bps during FY22.

Business Performance and Operating Results Review

Despite a volatile economic and political environment, your Company, having a strong foothold in the insurance industry across the country was successfully able to register the following achievements:

- Profit before tax (PBT) of Rs. 3,301 million was significantly higher by 30% compared to last year's PBT of Rs. 2,540 million. However, the improvement in PBT was offset as a result of the imposition of an additional 4% Super tax on income with a retrospective effect reducing the increase to 15.6% in Company's Profit after tax (PAT).
- First Year Premium / Contribution from new sales and the Second Year renewal from business under Company's Individual Unit Linked and Individual Family Takaful operations contributed Rs. 11,640 million (2021: Rs. 11,391 million) in the Gross Written Premium (GWP) of Rs. 47,343 million (2021: Rs. 49,356 million). Both of your Company's distribution channels i.e. Direct Sales Force and Bancassurance partners remained resilient throughout the year, playing a crucial role in onboarding new customers while also servicing the existing wide customer base for their insurance needs. Their dedication and hard work have undoubtedly contributed to your Company's success despite the challenging economic conditions.
- Conventional Business, which comprises mainly of Group Life Insurance, recorded a commendable increase of 28% in Net Written Premium (NWP) of Rs. 2,875 million as against Rs. 2,252 million in 2021.
- Accident and Health business under Conventional and Takaful modes, generated Gross Written Premium (GWP) of Rs. 7,884 million compared to Rs. 7,300 million in 2021, depicting an increase of 8%. Despite an offsetting increase in policy payments, the business line was able to generate a higher surplus of Rs. 894 million (2021: Rs. 501 million).
- The GWP from Corporate business, under both Conventional and Window Takaful modes, recorded a business of Rs. 12,270 million, representing a remarkable 11.6% growth compared to the previous year's Rs. 10,999 million. This impressive growth is a testament to Company's higher standards of timely customer service and the trust our brand name instills in our customers, for which we are truly grateful. This consistent growth reflects the Company's unwavering commitment to providing excellent services and meeting the evolving needs of our corporate clients. It also underscores the value our customers place on our offerings and the trust they have in our brand. We remain dedicated to maintaining these high standards and will continue to build strong, long-lasting relationships with our customers.

- Gross Written Contribution from Window Takaful Operations continued to contribute one fourth share in the overall topline of the Company's sales and exceed another successful year with more than Rs. 12,000 million business.
- The outgo in respect of insurance benefits, including claims, surrenders, and maturities, amounted to Rs. 44,497 million, compared to Rs. 41,634 million in the previous year. The increase in insurance benefits was primarily due to an increase in maturity claims under Individual Life Unit Linked business policies as a result of the Company's successful operations over the years. Additionally, challenging economic conditions contributed to a rise in surrenders. Regardless of these challenges, your Company has remained committed to providing the customers with the necessary support and assistance in times of need. We are proud to have fulfilled our obligations towards our policyholders and to have maintained our reputation as a reliable and trusted insurance provider. Moving forward, we will continue to focus on meeting the evolving needs of our customers while maintaining our commitment to providing timely and efficient claims and benefits processing.
- Your Company's prudent financial management has resulted in a surplus of Rs. 3,575 million in the statutory fund, compared to Rs. 3,168 million in the previous year, despite higher policy payments and a slowdown in business activities in the country. This achievement is a testament to our investment strategy, operational efficiency, and risk management practices. We are pleased to report that based on the recommendation and approval of the Appointed Actuary, a surplus transfer of Rs. 2,600 million has been made from the Revenue Account to the Shareholders' Fund, compared to Rs. 2,380 million in the previous year. This transfer reflects our commitment to providing value to our shareholders while maintaining our financial strength and stability.
- We are pleased to share that, in accordance with the approval of our Appointed and Shariah Advisor, we have made our third consecutive surplus distribution to the participants of our Individual Family Takaful in the form of bonus units. This year's distribution amounts to Rs. 144 million, in addition to the surplus distribution of Rs. 712 million made in the previous years. You would appreciate that our consecutive surplus distributions reflect our strong commitment to sharing our success with our participants, as we believe in providing value and benefits to our customers beyond their insurance protection needs.
- Shareholders' equity and reserves, including the retained balance in Statutory Funds (Ledger Account D balances) reached Rs. 13,941 million as compared to Rs. 13,069 million in 2021.
- As we continue to grow and expand our business, we remain committed to upholding our core values of teamwork, integrity, excellence, and passion to ensure that our products and services meet the diverse and evolving needs of our customers. We look forward to building on our achievements and delivering continued value to our participants and stakeholders. Further as the business landscape continues to rapidly evolve and claims patterns shift, we remain vigilant and steadfast in maintaining our cautious policies and practices to ensure the necessary solvency margins are maintained under the applicable laws and regulations, and as directed by the Appointed Actuary.

Investment Performance

The Company ensures adherence to prudent investment policies and practices by actively monitoring the market conditions to protect its policyholders. During the year under review, the equity market experienced a decline of 9.4% and remained volatile due to various reasons as cited above. To mitigate risks associated with the turbulence in the equity market, the Company took a strategic decision to rebalance its asset portfolio, with a higher allocation of investments in fixed income and debt securities, as a result of this, it was able to earn aggregate investment income of Rs. 19,080 million compared to Rs. 12,274 million last year.

The Company offers both Conventional and Shariah Compliant unit-linked funds, which have varying risk exposure hence the returns. Unit-linked fund-wise performance is summarized as follows:

| S.No. | Name of Fund | Launch Date | CY 22 | 3 Year return | 5 Year return | 10 Year return | Return since inception |
|--|-----------------------------|-------------------|--------|---------------|---------------|----------------|------------------------|
| Individual Life Unit Linked Fund (Conventional) | | | | | | | |
| 1 | Managed Fund | December 31, 1996 | 2.50% | 11.73% | 24.79% | 102.40% | 1268.42% |
| 2 | Capital Growth Fund | July 28, 2004 | -14.8% | -24.84% | -25.93% | 100.47% | 564.30% |
| 3 | Meesaq Fund | March 27, 2008 | 5.51% | 8.52% | 19.94% | 91.28% | 153.27% |
| 4 | Yaqeen Growth Fund | June 1, 2009 | 11.35% | 35.24% | 59.26% | 140.49% | 239.28% |
| Individual Family Takaful Fund | | | | | | | |
| 5 | Managed Takaful Fund | July 7, 2015 | 7.32% | 15.81% | 28.26% | N/A | 54.51% |
| 6 | Capital Growth Takaful Fund | July 7, 2015 | -9.14% | -11.69% | -4.80% | N/A | 19.01% |
| 7 | Takaful Income Fund | August 01, 2021 | 9.05% | N/A | N/A | N/A | 10.01% |
| 8 | Takaful Balanced Fund | August 01, 2021 | 8.67% | N/A | N/A | N/A | 9.80% |

Profit & Loss Account

The Profit and Loss Account shows a pre-tax profit of Rs. 3,301 million for the year, against Rs. 2,540 million earned last year whereas the Profit after tax (PAT) is Rs. 2,072 million compared to Rs. 1,793 million last year, which again depicts another successful close of the Company's financial year.

The Company is one of the significant taxpayers to the national exchequer. During 2022, the Company contributed Rs. 2,108 million as direct and indirect taxes to the government treasury.

Earnings per Share

The basic and diluted earnings per share for the year 2022 was Rs. 23.74 as compared to Rs. 20.55 in 2021.

Dividends to Shareholders

The Board of Directors has recommended a final cash dividend of Rs. 10.00 per share, i.e. 100%, [2021: Rs. 11.50 per share (115%)] with 15% bonus shares. This is in addition to the interim cash dividend paid by the Company of Rs. 3.00 per share (30%), [2021: Rs. 3.00 per share (30%)], thereby making a total cash dividend of Rs. 13.00 per share, i.e. 145% for the year 2022, subject to the approval of the shareholders at the Annual General Meeting of the Company to be held on March 30, 2023.

Insurer Financial Strength Rating (IFS rating)

The Company's IFS rating review process is conducted on annual basis by VIS Credit Rating Company Limited (formerly JCR VIS Credit Rating Company Limited) and PACRA. In the latest annual reviews the Company's IFS rating was reaffirmed at AA++ (Double A Double Plus), with a "Stable" Outlook. The ratings consider the very high capacity of the Company to meet policyholder and contractual obligations. These rating reports, acknowledge that the Company's business under both, the Conventional and the Window Takaful Operations depicted strong customer and premium base compared to its peers.

Human Capital

At Jubilee Life, we are committed to ensure our people's personal and professional growth and wellbeing. Our Human Resource (HR) strategy is geared towards providing people centric interventions and solutions so that our people thrive personally as well as professionally. In the fast-changing world, where technology continues to change at an accelerated pace, it's imperative for organizations that the business model and people's skill set develop and evolve at a similar pace to stay relevant. Our focus during the year remained on the following key aspects:

Growth & Progression

We offer career growth and progression through our learning interventions consisting of cutting-edge digital offerings, role rotations, mentoring as well as classroom training.

Digital Learning

In line with the Company's vision of developing a digitally savvy workforce, our platform - Jubilee Edge is an intuitive and user-friendly application, through which we offer targeted learning interventions.

Short Term Assignments

Using the 70-20-10 learning philosophy, relevant assignments and role rotations, our employees can choose these for an enhanced learning experience.

Education assistance

Jubilee Life supports and encourages its employees to continuously upskill themselves. Our Education Assistance program provides ease and incentives so that our people own their development journey.

Employee Wellbeing

The wellbeing of our people is one of the key pillars of our HR strategy. We view wellbeing holistically and understand that for our people to work at their true potential, they must have optimal wellbeing.

Supporting people through the economic crisis

The current domestic economic crisis is affecting everyone hard, and to help tide our people over the crippling inflation, we introduced a monetary cash allowance not only for our junior and mid-level employees but also for people working with us in a contractual capacity and our service providers.

Health Care

To see that our people have the best health care options available to them and their families 24/7, we are extremely proud to collaborate with Sehat Kahani, a premier telemedicine platform. Through this service our people and their families can have free medical consultations anytime.

Healthy Living

We continue to promote healthy living and lifestyle for all our employees. We encourage our people and their families to incorporate physical activities in their daily lives. We offer various fitness programs to our people to see that they enjoy the best of health.

Diversity & Inclusion

We have always maintained an enviable gender workplace ratio, now we want to take it to the next level through a more gender balanced workplace and to achieve this we are putting down policies and practices that will assist our women employees to have fulfilling work and personal lives.

The Women @ Work Forum

Our Women @ Work forum is a platform for our women employees where they regularly share their views/feedback, seek mentoring opportunities etc.

Addressing Gender Biasness

To have an inclusive work culture, it's imperative that while we curb the explicit biases, we also address all implicit biases. We collaborated with Kashf Foundation for Gender Sensitization training, which will allow us to build awareness and promote discussions around gender-based issues.

Information Technology and Operational Efficiencies

With a forward-looking approach, Company strives to implement modern technological solutions to further improve its business offerings and levels of service to its customers.

During 2022, the Company continued to enhance its customer service through digital channels. The Company provides useful policy information and customer communications including sharing online unit-statements. The Company's state-of-the-art software defined infrastructure enabled it to provide its services with zero downtimes.

To cater to the needs of business leaders in the information age, the Company leverages on its Data warehouse to provide insights through strong Business Intelligence and Advanced Analytics tools. The Company continued to expand Robotic Process Automation (RPA) deployments in 27 functional areas to remove repetitive and time-consuming traditional workflows. Customer emails and SMS are fully integrated with Company's Omnichannel Contact Center and CRM solutions to enhance customer service experience.

Further, the Company upgraded its core network switches to the modern best in class switches and aims to maintain high redundancies on its network, enabling it to provide seamless services. The Company has also deployed all customer facing front-end web applications on cloud computing platforms which ensure high availability. Functional training is provided to the staff on the use of new systems implemented by the Company. In accordance with its Disaster Recovery Plan, the Company maintains its Disaster Recovery site and conducts Disaster Recovery drills on quarterly basis. During these drills, all mission-critical systems are accessed by staff to continue normal business operations. The Company also maintains off-site cold backups of all customers' data and applications. Restoration and recovery are regularly tested to ensure availability of data in case of a disaster. During the year, Company also enhanced its services available from Disaster Recovery site.

To further improve its already robust Cyber Security Posture with focus on detection and response, the Company implemented Extended Detection (XDR) and Security Orchestration, Automation and Response (SOAR) platforms. Company also implemented a next generation firewall on its server farm. Jubilee Life routinely conducts vulnerability assessments using best-in-class tools to find and address any new vulnerabilities. In line with best practices, the Company also conducted independent third-party Vulnerability Assessment and Penetration tests during 2022.

Awards and Accolades

As in the previous years, the Company continued its winning streak and won following awards during 2022:

- '3rd position' for Best Corporate Report Award 2021 organized by the Institute of Chartered Accountants and the Institute of Cost and Management Accountants of Pakistan.
- 'Certificate of Merit' from the South Asian Federation of Accountants (SAFA) on Best Presented Annual Reports.
- Pakistan Digital Awards 2022 in the categories; Best Integrated Media Strategy for HBL PSL 6 & Best Content of the Year for Jubilee Life Customer Testimonials

- Equity, & Inclusion Benchmarks (GDEIB) survey categories; Diversity, Equity & Inclusion Communications and Work Life Integration, Flexibility & Benefits,
- 16th Occupational Safety & Health Wellbeing awards 2021 arranged by Employer Federation of Pakistan.

Code of Conduct & Business Ethics

The Company's Code of Conduct, Corporate Strategy, Vision, Mission, and Core Values have been adopted by the Board, and conforming to the same is an integral part for the entire Jubilee Life family.

The Code, which is mentioned on page 30 of the Annual Report and also placed on the Company's website, defines the obligations and responsibilities of all the Board members, the employees, and the Company towards its various stakeholders, towards each other, and towards the society as a whole. Necessary steps have been taken to disseminate the same throughout the Company.

Corporate Social Responsibility

Jubilee Life Insurance is committed to act responsibly for the long term in how we do business, to help meet the vision of 'Enabling people to overcome uncertainty'. Jubilee Life's Corporate Social Responsibility (CSR) philosophy reflects our attitude towards integrity and high ethical values that covers a broad spectrum of activities in respect to the environment, human rights, diversity, education, and sports.

The CSR and Donations Policy approved by the Board provides a guiding framework for achieving our vision by creating a strong focus and channelizing efforts that positively impact Company's CSR endeavors and donations.

• Donations

In line with the approved CSR and Donations Policy, the Company's total donation including charities during 2022 aggregated to Rs.43 million (2021: Rs.32.8 million), aimed at the support of health care, education, rural development, and cultural heritage.

• Flood Relief Activity

The recent floods in Pakistan have been one of the most devastating in the modern history. With more than 1,100 lives lost, more than 33 million families affected and close to \$12 billion in damages, the scale of destruction is unprecedented. Jubilee Life Insurance has donated Rs. 22.2 million worth of tents as distribution to families that have lost their homes and were forced to live without a roof. These 1,000 tents served as temporary accommodation, protecting women and in children particularly from nature and its elements.

Efforts to Secure Environment

To mitigate and offset the negative impact on climate and to play its role as a responsible corporate citizen, Jubilee Life has initiated a net zero carbon project. The Company is actively working towards reducing and offsetting its carbon footprint to combat climate change, becoming carbon neutral by 2030. The project framework comprises calculating, reducing, and finally offsetting the Company's Carbon Footprint through extensive measures involving our processes, real estate, people and customers.

The Company in 2022 also took the below initiatives to reduce pollution, conserve energy and manage paper wastage:

- Investment in Solar Energy usage than high generator units
- Invested in Digital Applications for customers and employees to avoid using paper to save trees and our environment ultimately.

Engagement with the society

The Company is actively involved with the society, through other aspects as well, as stated below:

- **Quality Education - Enterprise Challenge Pakistan**

The Company's collaboration with SEED Ventures for the Enterprise Challenge Pakistan, a program affiliated with Prince's Trust International - UK, continues since 2017. Enterprise Challenge Pakistan (ECP) is a Pan-Pakistan, inter-school competition that encourages secondary school students in the age bracket of 13-16 years to explore entrepreneurship as a career path.

- **Talent Acquisition campaigns in universities across Pakistan**

The Company conducted career fairs in various universities across Pakistan. We believe that hiring fresh graduates is an excellent way to bring new ideas and energy to an organization.

Some of the job fairs conducted were at:

- Habib University
- Institute of Business Management (IoBM)
- Lahore University of Management Sciences (LUMS)
- Institute of Business Administration (IBA)
- Lahore School of Economics (LSE)
- FAST National University
- GIK Institute

- **Sports Promotion**

During 2022 and consistent with previous years, the Company partnered with the Pakistan Cricket Board (PSB) as the Gold sponsor for the 7th season of the Pakistan Super League (PSL 7), thereby providing the people of the country an opportunity for witnessing world class cricket. Whereas subsequent to the year end, the Company also signed the 8th season to demonstrate its commitment to promote cricket and image of the nation.

Besides passion for cricket, the Company also make its efforts toward the promotion of other sports, these include golf, polo, table tennis and volleyball through sponsorship of various tournaments.

Board Evaluation Mechanism

The Board of Directors of the Company has an approved mechanism for the annual evaluation of Board's performance as well as of its committees, as required by the Code of Corporate Governance Regulations. The Board of Directors and the Board Committees carry out such evaluation exercises on an annual basis.

Remuneration to the Directors

Through the Articles of the Company, the Board of Directors are authorized to fix remuneration of Non-Executive, Independent Directors and Managing Director & Chief Executive Officer from time to time. The Board of Directors has approved a 'Board Remuneration Policy'. The Company does not pay any remuneration to its non-executive directors except for the fee for attending the Board and its Committee meetings strictly as per the policy. The remuneration, including the fee for attending Board or Board Committee Meetings, paid to the Directors and Managing Director & Chief Executive Officer have been duly disclosed in note 41 of the financial statements.

Compliance with the Code of Corporate Governance for Insurers, 2016, Listed Companies (Code of Corporate Governance) Regulations, 2019 and with PSX Rule Book

Being a listed life insurance company, the Company complies with the requirements of the specific Code of Corporate Governance for Insurers, 2016, as well as the Listed Companies (Code of Corporate Governance) 2019, and the PSX Rule Book. In respect of these requirements, the Statement of Compliance with the best corporate practices is annexed on page 135 of the Annual Report.

The Directors are pleased to confirm the following:

- The Financial Statements prepared by the management of the Company present fairly its state of affairs, the results of its operations, cash flows and changes in equity;
- Proper books of accounts of the Company have been maintained;
- Appropriate accounting policies have been consistently applied in the preparation of the financial statements, and the accounting estimates are based on reasonable and prudent judgment;
- International Accounting Standards, International Financial Reporting Standards, or any other regulation or law (including but not limited to the Shariah guideline / principles) as applicable in Pakistan, the Insurance Ordinance, 2000, the Insurance Accounting Regulations, 2017 the Insurance Rules, 2017, the directives issued under the Companies Act, 2017, and the Takaful Rules, 2012 have been followed in the preparation of financial statements and any departure there from has been adequately disclosed;
- The system of internal control is sound and adequate in design and has been effectively implemented and monitored;
- There are no significant doubts upon the Company's ability to continue as a going concern;
- There has been no material departure from the best practices of corporate governance;
- Information regarding taxes is given in note 28 to the audited financial statements;
- The pattern of shareholding and the information regarding trading in the shares of the Company by Directors, CEO, CFO, Company Secretary, Appointed Actuary, Executives and their spouses and minor children is given on page 283 of the Annual Report.

Board of Directors

The Board of Directors of the Company comprises of one executive and eight non-executive directors including one female director, of which four are independent, non-executive directors.

The Board of Directors, in accordance with the required gender diversity, comprises of the following:

- Mr. Kamal A. Chinoy (Chairman)
- Mr. Aryn Currimbhoy
- Mr. Sultan Ali Allana
- Mr. Shahid Ghaffar
- Mr. John Joseph Metcalf
- Mr. R. Zakir Mahmood
- Mr. Sagheer Mufti
- Ms. Yasmin Ajani
- Mr. Javed Ahmed (Managing Director & CEO)

| | Board Meeting | BAC | BHRENC | BF&IC | BTC | BRMC | BCAC | AGM |
|---------------------------------|-------------------------|-----|--------|-------|-----|------|------|-----|
| No. of Meeting held During 2022 | 5 | 4 | 2 | 7 | 3 | 4 | 1 | 1 |
| Directors | Mr. Kamal A. Chinoy | | - | | - | - | | - |
| | Mr. Aryn Currimbhoy | | | - | - | - | - | |
| | Mr. Shahid Ghaffar | | | - | | | | |
| | Mr. John Joseph Metcalf | | | - | | | | |
| | Mr. Sultan Ali Allana | | - | - | - | - | - | |
| | Mr. Zakir Mahmood | | - | | | - | | |
| | Mr. Sagheer Mufti | | - | - | - | | | |
| | Ms. Yasmin Ajani* | | | - | - | - | - | |
| | Mr. Javed Ahmed | | | | | | | |
| Management Executives | Mr. Adeel Ahmed | - | | - | - | - | - | - |
| | Ms. Tazeen Shahid | - | - | | - | - | - | - |
| | Mr. Omer Farooq | - | | - | | - | - | - |
| | Mr. Shan Rabbani | - | - | - | | | | - |
| | Mr. Zahid Barki | - | - | - | - | - | | - |

*Attendance by invitation

| | | | |
|------------------|---|--|-----------------------------------|
| BAC | Board Audit Committee | | Chairman of the Board / Committee |
| BHREH | Board Human Resource & Remuneration, Ethics & Nominations Committee | | Member of the Board / Committee |
| BF&IC | Board Finance & Investment Committee | | Management Executives |
| BTC | Board Technical Committee | | |
| BRMC | Board Risk Management Committee | | |

The terms of reference of the various Board Committees have been determined by the Board in accordance with the guidelines provided in the Code / the Regulations and covered on pages 62 to 64 of the Annual Report.

Management Committee

The governance of day-to-day operations in all functional areas is carried out by the Company's Management Committee, chaired by the Managing Director and Chief Executive Officer of the Company, that meets on a regular basis. Members of the Management Committee are stated on page 22 of the Annual Report.

Other committees include the Investment Management Committee (IMC), the IT Steering Committee, Disaster Steering Committee, and the Marketing Committee, all of which are chaired by the Managing Director & Chief Executive Officer of the Company. The members of these committees are stated on page 22 of the Annual Report.

Management Committees under the Code of Corporate Governance for Insurers, 2016

In addition to the above, the following four committees function as per the terms of reference specified in the Code of Corporate Governance for Insurers, 2016, and are also chaired by the Managing Director & Chief Executive Officer of the Company:

1. Underwriting Committee
2. Reinsurance Committee
3. Claims Committee
4. Risk Management & Compliance Committee

Members of these committees are mentioned on page 22 of the Annual Report.

Internal Audit Function

The Company has an Internal Audit Department, whose scope and authority is defined in the duly approved Internal Audit Charter. The Internal Audit Department has adopted a risk-based approach to conduct internal audits, and monitors and evaluates the efficacy and adequacy of internal controls, consistency in application of policies and procedures and compliance with laws and regulations. Based on the report of the internal audit function, process owners undertake corrective action in their respective areas and thereby strengthen the controls. To maintain its objectivity and independence, the Internal Audit Department reports functionally to the Board Audit Committee (BAC) and administratively to the Managing Director & Chief Executive Officer. The report of the BAC is covered on pages 65 to 67 of the Annual Report.

Risk and Opportunity

The Company has established a robust and well-structured risk management framework. The Board of Directors remained vigilant in identifying and mitigating the risk by carrying out thorough assessment of internal and external risk faced by the Company to ensure smoothness of its operation as well as to seize the business opportunities that are compatible with our long-term strategies and vision.

Our risk management framework, including key risks and the opportunities, are detailed on pages 84 to 92 of the Annual Report.

Key Operating and Financial Information

A summary of the Key operating and financial information of the last six years is covered on page 111 to 130 of the Annual Report.

Retirement Benefits

The fair value of investments made by the staff retirement funds, operated by the Company, as per their respective financial statements as at December 31, 2022, the audits of which are in progress, are as follows:

| | |
|----------------|--------------------|
| Provident Fund | Rs. 744.8 million |
| Gratuity Fund | Rs. 829.21 million |

Material Changes

There have been no material changes since December 31, 2022 to the date of this report.

Statutory Auditors

The present Auditors, M/s. A. F. Ferguson & Co. Chartered Accountants, retire after the completion of the present term and are eligible for re-appointment.

In line with the requirement of the Code and the Regulations, the Board Audit Committee has recommended the appointment of M/s. A. F. Ferguson & Co., Chartered Accountants, Karachi, as the Auditors of the Company, including as Shariah Compliance Auditors, for the year 2023, and the Board endorses this recommendation.

Holding Company

The Company is a subsidiary of the Aga Khan Fund for Economic Development S.A., Switzerland.

Outlook

Considering the aggravated and unprecedented economic challenges and changing global landscape, the Company expects the uncertainty will persist to challenge the growth of the insurance sector. On the fiscal side, there was no major development in the matter of petitions filed by the Company and other life insurance industry players in the Hon'ble High Courts of Sindh and Lahore, against the levy of Sindh Sales Tax on services (SST) and Punjab Sales Tax on services (PST), by the Sindh Revenue Board (SRB) and the Punjab Revenue Authority (PRA), respectively. Additional details regarding these matters are provided in note 28.1.2 of the financial statements.

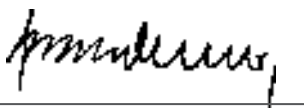
Further it is also pertinent to inform that during the year, the Government through the Finance Act, 2022 withdrew income tax credits available to the individual taxpayers on payment of life insurance and health premium. These sudden measures are believed to negatively impact the growth of savings and insurance penetration in the country.

However, we believe with our consistently demonstrated commitment to serving our policyholders and other stakeholders, the Company will endeavor to maintain its strong footprint in the insurance industry.

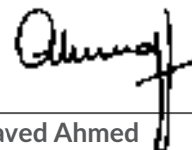
Acknowledgement

On behalf of the Company, we would like to express our gratitude to various government authorities, SECP and State Bank of Pakistan, and to our valued policyholders, Takaful participants and business partners for their trust and support that helped us to continue our journey of more than 25 years of successful business operations. We would also like to extend our heartiest appreciation to the employees and their families for their dedication and their tireless efforts towards the continuous growth of the Company their trust in the Company throughout these years.

On behalf of the Board of Directors



Kamal A. Chinoy
Chairman



Javed Ahmed
Managing Director & CEO

Karachi, February 23, 2023

Board Committees' Term of Reference (TOR)

Composition and attendance of the Board Committees

Members of the Board Committees are nominated through the recommendation of Board, whereas any further vacancy is filled by Board Human Resource, Ethics & Nomination Committee based on the relevant criteria and profile of the Director. The composition of the Board Committees is covered on page 21 of the Annual Report.

Salient Features of Board Committees' TORs

The Board of Directors provides adequate resources and authority to enable the Committee to carry out its responsibilities effectively. Terms of reference (ToRs) of Board Committees have been developed in accordance with the requirements as enshrined in the Code of Corporate Governance, 2019 and Code of Corporate Governance for Insurers, 2016. The salient feature of the ToRs of respective committee are as under:

Board Technical Committee

- To ascertain that the Company develops and documents significant policies in strategic and operational areas such as underwriting, claims management, reinsurance, information technology, product development, reserving etc.
- To review significant policies pertinent to strategic and operational areas and ensuring their relevance with the Company's strategic vision and goals.
- To review various qualitative / quantitative analyses pertaining to integral experience factors such as mortality, morbidity, investment return and expenses, etc.
- To review reports analyzing the foreseeable profitability and solvency of the Company.
- To review and approve the Company's IT strategy and guide the management to achieve strategic and operational objectives.
- To review and monitor integral aspects of IT Operations of the Company, including but not limited to confidentiality, integrity and availability of data, technical support, disaster recovery, access control, cyber security, and physical security.

Board Audit Committee

- Determination of appropriate measures to safeguard the Company's assets.
- Review of quarterly, half-yearly and annual financial statements of the company, prior to their approval by the Board of Directors, focusing on:
 - major judgemental areas.
 - significant adjustments resulting from the audit.
 - the going concern assumption.
 - any changes in accounting policies and practices.
 - compliance with applicable accounting standards.
 - compliance with listing regulations and other statutory and regulatory requirements; and.
 - all related party transactions.
- Review of preliminary announcements of results prior to external communication and publication.
- Facilitating the external audit and discussion with external auditors of major observations arising from interim and final audits and any matter that the auditors may wish to highlight (in the absence of management, where necessary).

- Facilitating coordination between the internal and external auditors of the Company.
- Review of the scope and extent of internal audit, audit plan, reporting framework and procedures and ensuring that the internal audit function has adequate resources and appropriately placed within the Company.
- Ascertaining that the internal control and risk management systems (including financial and operational controls), accounting systems for timely and appropriate recording of purchases and sales, receipts and payments, assets and liabilities and the reporting structure are adequate and effective.
- Determination of compliance with relevant statutory requirements.
- Monitoring compliance with Code of Corporate Governance applicable for listed and insurance companies and identification of significant violations thereof.

Board Finance and Investment Committee

- Draw up the Investment Policy and amendments therein, keeping in view the interests of the policyholders and the shareholders of the Company.
- Oversight on the implementation of the Investment Policy as to the investment activities.
- Ensure proper internal control of investment functions, by appropriate segregation of all key activities.
- Recommend good investment practices as described under the applicable laws, rules and regulations and identifying risks to which the funds may be exposed to and specifying mitigation processes of identified risks as applicable.

Board Human Resource, Ethics & Nomination Committee

- Recommendation to the Board for consideration and approval a policy framework for determining remuneration of directors (both executive and non-executive directors and members of senior management).
- Undertaking a formal process of evaluation of performance of the Board as a whole and its committees.
- Recommending human resource management policies to the Board.
- Recommending to the Board the selection, evaluation, development, compensation (including retirement benefits) of Chief Executive Officer, Chief Financial Officer, Company Secretary, Compliance Officer and Head of Internal Audit.
- Consideration and approval on recommendations of Chief Executive Officer on such matters for key management positions who report directly to Chief Executive Officer.
- Advise and assist in developing and implementing policies and procedures aimed at enhancing integrity and ethical behaviour throughout the Company and monitoring compliance thereof.
- Review and monitor the Company's policies and procedures for the identification, assessment, management and reporting of ethical risk.
- Ascertain that the Board individually and collectively continues to maintain target skill levels and independence.
- Make recommendations to the Board regarding nomination for appointment or reappointment of members of the Board consistent with appropriate criteria established in their profiles and any succession plans.
- Establish a mechanism for the formal assessment of the effectiveness of the Board as a whole, as well as the contributions of individual Board members.
- Make recommendations to the Board on nominations of members of Board Committees and the Chairmanship of the Board Committees.

Risk Management and Compliance Committee

- Monitoring and review of all material controls (financial, operational, compliance).
- Reviewing risk mitigation measures are robust and integrity of financial information is ensured.
- To review that the risks, to which the Company is exposed, are identified, assessed, classified, quantified, monitored and controlled adequately and efficiently at all levels all the time.
- Reviewing the effective operation of the Risk Management System and its full integration into the organization's structure, decision making process and corporate culture.
- Review of the internal model and contingency and business continuity plans prepared by the Risk Management Function for risks to which Company is or may be exposed.

Report of Audit Committee

Audit Committee comprises of four members, all of whom are non-executive directors and three are independent directors including the Chairman of the Committee. Composition of Committee is based on recommendations of Board based on the relevant criteria and profile of the Directors. The members of the Audit Committee possess necessary skills, relevant qualification and required experience to fulfil their responsibilities. The composition of audit committee and attendance of respective members is mentioned on page 59 of the Annual Report. The Head of Internal Audit, who is also a Secretary of the Committee, attends Audit Committee meetings. The Chief Executive Officer (CEO) and Chief Financial Officer (CFO) attends Audit Committee meetings by invitation.

The role and responsibilities of the Audit Committee are set out in BAC Charter (TORs), the salient features of which are mentioned on page 62 of the Annual Report. These are duly reviewed by the Committee and are in line with the Code of Corporate Governance, 2019 and the Code of Corporate Governance for Insurers, 2016. The role of the Committee in the context of the Board's broader governance framework is to oversee:

- a. The integrity, accuracy, and reliability of Company's financial statements;
- b. Risk management and internal controls arrangements and effectiveness;
- c. Compliance with applicable laws and regulatory requirements;
- d. The qualification, independence and performance of Internal Audit function;
- e. The appointment, qualification, independence and performance of External Auditors;
- f. Appropriate measures taken up by the management to safeguard the Company's assets.

Role of Committee towards Financial Statements

The Committee reviews the annual and interim financial statements of the Company, prior to the approval of Board. In their review, the Committee focuses on various aspects including the following:

- major judgmental areas;
- significant adjustments resulting from the audit;
- the going concern assumption;
- any changes in accounting policies and practices;
- compliance with applicable accounting standards;
- compliance with listing regulations and other statutory and regulatory requirements; and
- related party transactions.

The Committee reviews preliminary announcements of results prior to external communication and publication. The Committee reviews management letter issued by external auditors and management's response thereto. The Committee also reviews the implementation status of the observations previously highlighted by the external auditors.

Committee's Overall Approach to Risk Management and Internal Control

The Company has a Board Risk Management Committee (BRMC) as required under the Code of Corporate Governance for Insurers, 2016. The Board Risk Management Committee (BRMC) comprises of five directors including CEO and two management representatives. In addition, the Company also has a Risk Management Committee (RMC) comprising of senior management personnel headed by the Managing Director & CEO as per the approved terms of reference from the BRMC. The RMC periodically reports to the BRMC and informs to Board Audit Committee of any high-level compliance issues.

The Company's approach towards risk management has been disclosed in the risk assessment portion of the Annual Report. The types and details of risks along-with mitigating measures are disclosed therein.

The Committee has introduced the management's Self-Assessment of Internal Controls which is conducted on a half yearly basis and reviewed by the Committee in its meetings.

Role of Internal Audit Department to Risk Management and Internal Control

The Board has established Board Audit Committee and the Committee has defined roles and responsibilities of IAD as given under Internal Audit Charter. The responsibilities of IAD include:

- i. Evaluating the reliability and integrity of information and the means used to identify, measure, classify, and report such information.
- ii. Evaluating the systems established to ensure compliance with those policies, plans, procedures, laws, and regulations which could have a significant impact on the Company.
- iii. Evaluating means of safeguarding assets and, as appropriate, verifying existence of such assets.
- iv. Evaluating the effectiveness and efficiency with which resources are employed.
- v. Evaluating operations or programs to ascertain whether results are consistent with established objectives and goals and whether the operations or programs are being conducted as planned.
- vi. Monitoring and evaluating governance processes.
- vii. Monitoring and evaluating the effectiveness of the organization's risk management processes.

The Internal Audit Department is authorized full, free, and unrestricted access to all Company's records, physical properties, business systems, and personnel pertinent to conducting any internal audit engagement in a transparent and effective manner. IAD has also a free and unrestricted access to Board Audit Committee

The Committee reviews and approves the periodic internal audit plans and the internal audit summary reports along with management's response. The Committee conducts an evaluation of the performance of the IAD. The Committee also facilitates the coordination between the external and internal auditors.

Whistle Blowing Mechanism

The Company is committed to the highest standards of honesty, openness, and accountability. The Board has approved Company's Whistle Blowing Policy which encourages to report any matters including relating to financial malpractice, conflict of interest situations, fraud, unethical behavior, suspected criminal activity and discrimination of any kind to the Chairman of the Board Audit Committee among other channels for reporting. All reports and actions taken are reported to the Committee on a quarterly basis.

External Oversight by Specialists

The quality assurance of IAD was also assessed by an independent consultant via external quality assessment. The results of our review conclude that the IAD 'partially conforms' on an overall basis with regards to IIA Standards and 'compliant' with regards to COCG(s).

BAC has also engaged an IT firm for internal audit of Information Technology and Information Security and, after due process for selection for a period of three years subject to performance review on annual basis.

External Audit Process

The Committee keeps an independent oversight of the external audit process and holds discussions with external auditors of major observations arising from interim review and annual audit and any matter that the auditors may wish to highlight (in the absence of management, where necessary).

The statutory auditors of the Company, A. F. Ferguson & Co., Chartered Accountants, have completed their audit assignment of the Company's financial statements, the statement of compliance with the Code of Corporate Governance and the Statement of Compliance with the Shariah Principles for the year ended December 31, 2022.

The Committee has reviewed and discussed audit observations with the external auditors. A meeting was also held with the external auditors in the absence of the management. The external auditors have direct access to the Committee and Internal Audit Department, thereby ensuring the effectiveness, independence and objectivity of the audit process.

A.F Ferguson & Co., Chartered Accountants also provide taxation and other non-audit services to the Company. The objectivity and independence of the auditor is safeguarded through separate engagement partners for the non-audit services and the firm's internal process to ensure independence, as confirmed by them through their engagement letter. The firm has no financial or other relationship of any kind with the Company except that of External Auditor, Taxation Consultant, and other services as disclosed in the annual report.

The Committee has assessed the effectiveness of the external audit process by evaluation of the technical expertise, relevant experience, independence, adherence to timelines and satisfactory rating assigned by the Institute of Chartered Accountants of Pakistan to the audit firm.

The Committee is satisfied with the performance of the External Auditors. The engagement partner on the audit was Mr. Farrukh Rehman. Being eligible for reappointment under the Code of Corporate Governance, the Committee has recommended to the Board the reappointment of A.F. Ferguson and Co., Chartered Accountants for the year 2023. A resolution to this effect has been proposed at the 28th Annual General Meeting.

Self-Evaluation of Audit Committee

The Board of Directors periodically evaluates progress and performance of the Board Audit Committee and found the performance of the Board Audit Committee as satisfactory for the financial year 2022.



SIGNATURE

Aryn Currimbhoy
Chairman, Board Audit Committee

Karachi: Date: February 22, 2023

Roles and Responsibilities of Chairman & Chief Executive Officer

Whilst the Chairman and Chief Executive are collectively responsible for the Leadership of the Company and for promoting the highest standards of Integrity and Probity, there is a clear and effective division of accountability and responsibility between the Chairman and the Chief Executive and each plays a distinctive role as well as complement each other to ensure that there is a balance of Power and Authority.

Key Roles of Chairman

- Provides Leadership and Governance of the Board to create the conditions for overall Board and individual director's effectiveness and ensures that all key and appropriate issues are discussed by the Board in a timely manner.
- Promotes effective relationships and open communication and creates an environment that allows constructive debates and challenges, both inside and outside the Boardroom, between Non-executive Directors and the Management.
- Ensures that the Board plays a full and constructive part in the development and determination of the Company strategies and policies, and that the decisions taken by the Board are in the Company's best interests and fairly reflect Board's consensus.
- Ensures that the strategies and policies agreed by the Board are effectively implemented by the Chief Executive and the Management.
- Ensures that the Board is properly briefed on issues arising at Board meetings and timely receives, adequate information which is accurate, clear, complete and reliable to fulfill its duties, such as reports on the Company performance, the issues, challenges and opportunities facing the Company, and matters reserved for it to make decision.
- Ensures that there is an effective communication with shareholders and that each Director develops and maintains an understanding of the stakeholders' view.
- Establishes good Corporate Governance Practices and Procedures and promotes the highest standards of integrity, probity, and Corporate Governance throughout the Company, particularly at Board level.

Key Roles of Managing Director & Chief Executive Officer (CEO)

- Leads the management in day-to-day running of the Company's business in accordance with the business plan and within the budgets approved by the Board.
- Leads the management to ensure effective working relationships with the Chairman and the Board by meeting or communicating with the Chairman on a regular basis to review key developments, issues, opportunities, and concerns.
- Develops and proposes the Company's Strategies and Policies for the Board's consideration.
- Implements with the support of the management, Strategies and Policies as approved by the Board and its committees in pursuit of the Company's Objectives.
- Maintains regular dialogue with the Chairman on important and Strategic issues facing the Company and ensures bringing these issues to the Board's attention.
- Ensures that the Management gives appropriate priority to provide reports to the Board which contain relevant, accurate, timely and clear information necessary for the Board to fulfill its duties.
- Ensures that the Board, especially the Chairman, is alerted to forthcoming complex, contentious or sensitive issues affecting the Company.
- Leads the communication program with stakeholders including shareholders.
- Conducts the affairs of the Company in accordance with the practices and procedures adopted by the Board and promotes the highest standards of integrity, probity and Corporate Governance within the Company.

Annual Evaluation of Board and its Committees

As required under Listed Companies (Code of Corporate Governance) Regulations, 2019, a comprehensive mechanism is put in place for undertaking an evaluation of the performance of the Board of Directors, its committees and directors as individual. The Board has completed its annual self-evaluation for which a report by the Chairman on Board's overall Performance u/s 192 of the Companies Act 2017 is mentioned on page 49 of the Annual Report.

Formal Orientation and Training Program

All the Directors of the Company are well experienced and have diverse backgrounds. At the time of induction of a new director, a comprehensive orientation session is being conducted covering various aspects such as Company's operations, applicable laws & regulations and their fiduciary duties and responsibilities towards the Company, etc. All directors of the Company have successfully completed Director Training Program Certification from SECP approved institution.

Matters delegated by Board to the Management

The responsibility of implementing the strategies approved by the Board of Directors have been entrusted to the Managing Director & Chief Executive (MD & CEO) of the Company. The MD & CEO and his management team has the primary responsibility for running of the routine business operations of the Company in an effective and ethical manner in accordance with strategies and goals set by Board. The management is also responsible to keep the Board informed about key risks and opportunities and changes in operating environment.

Details of any Board Meetings held abroad

During the year 2022, all Board meetings were held in Pakistan.

Presence of Chairman of Audit Committee at AGM

The 27th Annual General Meeting (AGM) of Jubilee Life was held on March 16 , 2022 , which was attended by all directors including Chairman Board Audit Committee as mentioned on page 59 of the Annual Report.

Policy for security clearance of foreign Director

In context, one of our directors qualify as a foreign director, whereby, all regulatory requirements are fulfilled and relevant documents are submitted to SECP within the prescribed time. Appointment of the foreign director to the Board was made in line with the prevailing provisions of security clearance from the Regulatory bodies.

Use of external search consultancy in the appointment of Independent Director

During the year 2022, the Company has used database of Pakistan Institute of Corporate Governance ('PICG') for selection of Independent Directors in accordance with the Companies (Manner and Selection of Independent Directors) Regulations, 2018.

Policy for safety record of Company

Jubilee Life has prudently implemented Record Retention Policy ensuring the safety of Company records. We firmly believe that documentation and safety of records is directly correlated to product excellence and consumer adoption. Ensured records portray actual picture of the operations and the business, imperative for future decision making.

The objectives of Company for maintaining safety records are as under:

- Defining tasks and responsibilities of all designated department for maintaining data on designated servers digitally, archiving of data, surveillance followed by the technical IT team.
- Determining storage of ERP and business data including critical hard copy at classified locations digitally and physically for the protection against external viruses, natural, fire and physical deterioration.
- Availability of appropriate alternate site for backing up Company's confidential data through information system and determining procedures for imitating applications on the interchangeable sites based on industry's best practices.

Policy for Transactions with Related Parties

The Board has approved a policy for transactions with related parties which is in line with applicable Laws and Standards. The policy is intended to ensure timely approval, disclosure and reporting of related parties' transactions. All transaction with related parties during the year were placed before the Board Audit Committee and the Board of Directors for their review and approval. During the year all related parties' transactions were carried out on an arm's length basis, the details of which are disclosed in note 43 of Financial Statements.

Related Parties for the Purpose of Financial Reporting

The below list of related parties has been prepared in accordance with the definition of related party as per IAS 24 "Related Party Disclosures", for the purpose of disclosure of related party transactions in the financial statements, in line with the explanation in the 4th Schedule to the Companies Act, 2017.

| Name of Related Party | Nature of Relationship |
|---|---|
| Aga Khan Fund for Economic Development (AKFED) S.A. Switzerland | Parent Company |
| Habib Bank Limited | Subsidiary of AKFED |
| Jubilee General Insurance Company Limited | Subsidiary of AKFED |
| Aga Khan University Hospital | Member of the same Group |
| Jubilee Kyrgyzstan Insurance Company (CJSC) | The Company having 19.50% shareholding and the CEO and Director of the company is the Director of foreign investee company. |
| HBL Asset Management Limited | Subsidiary of HBL |
| Tourism Promotion Services (Pakistan) Ltd | Subsidiary of AKFED |
| Aga Khan Agency for Micro Finance | Member of the same Group |
| HBL Currency Exchange (Pvt) Limited | Subsidiary of HBL |
| HBL Micro Finance Bank Limited | Subsidiary of HBL |
| Telecom Development Company Afghanistan Limited | Subsidiary of AKFED |
| Aga Khan Rural Support Program | Member of the same Group |
| Aga Khan Cultural Services Pakistan | Member of the same Group |
| Aga Khan Health Services Pakistan | Member of the same Group |
| Aga Khan University Foundation | Member of the same Group |
| Aga Khan Education Services Pakistan | Member of the same Group |
| Aga Khan Foundation, Pakistan | Member of the same Group |
| Aga Khan Planning and Building Services, Pakistan | Member of the same Group |
| Focus Humanitarian Assistance Pakistan | Member of the same Group |
| The Aga Khan Hospital & Medical College | Member of the same Group |
| Staff Provident Fund | Defined Contribution Plan for the Company's Employees |
| Employees Gratuity Fund | Defined Benefit Plan for the Company's Employees |

Whistle Blowing Policy

Jubilee Life Insurance Company Limited is committed to the highest standards of honesty, openness, and accountability. Our aims are to ensure that we operate in a responsible manner, taking into account ethical business standards set out by the Board of Directors. It recognizes that individual members of staff have an important role in helping to achieve this aim.

The Company's Whistle Blowing Policy is a comprehensive document which defines the scope, procedures, investigation mechanism and safeguards the handling of reports. The members of staff are often first to know, if someone in the Company or connected with it is acting improperly. Jubilee Life encouraged the staff and concerned individuals who have knowledge, or reasonable suspicion of wrongdoing to come forward and report the same without fear of reprisal to designated persons within the organization. All complaints are thoroughly investigated within a timeline and kept confidential.

Scope of the Whistle Blowing Policy and Procedure

This Policy extends protection to any Whistle-blower who may be an employee, service provider, supplier, contractor or intermediary. The policy and procedures are concerned with alleged malpractice, impropriety or wrongdoing might include one or more of the below actions:

- i. Financial malpractice or impropriety;
- ii. Conflict of Interest situations;
- iii. Fraud;
- iv. Improper conduct or unethical behaviour including any offence of Bribery;
- v. Failure to comply with a legal obligation;
- vi. Failure to comply with the Code of Conduct and any rules and regulations that may be prescribed by the Company from time to time;
- vii. Suspected criminal activity;
- viii. Sexual harassment and/or misconduct;
- ix. Discrimination of any kind;
- x. Attempts to conceal any of the above.

Issues raised in last Annual General Meeting (AGM)

27th AGM of the Company was held on April 6, 2022, attended by members of Board and Management. Queries and clarification related to Financial Statements were raised by the shareholders, which were answered to their satisfaction. Apart from queries and clarification, no issues or concerns were raised by any shareholder.

Shares held by Sponsors, Directors and Executives

Details of shares held and trading in shares by directors, their spouse and executives are disclosed in Pattern of Shareholding which is annexed on pages from 282 to 283 of the Annual Report.

Chairman's significant commitments and any changes thereto

Mr. Kamal A. Chinoy is serving Jubilee Life Insurance Company Limited as the Chairman of the Board. With his long-dedicated career and vast experience, he leads the Board with utmost dedication and commitment. The details of his other engagements are mentioned in his profile.

Avoiding actual and perceived Conflict of Interest

A formal code of conduct is in place that promotes ethical culture in the Company and prevents conflict of interest in capacity as member of the board. At the time of appointment, Directors are required to disclose the directorships or memberships they hold in other corporate bodies which are updated on quarterly basis. The Directors' of the Company recuses themselves from the meetings when the matters under discussion involve a conflict or potential conflict of interest with the activities of any undertaking in which they may hold a real or beneficial interest.

Board disclosure on Company's use of Enterprise Resource Planning System (ERP) / Policy Administration System

Jubilee Life Insurance Company recognizes the importance of effective and efficient management of its business operations. As part of its commitment to this goal, the Company has implemented an Enterprise Resource Planning System (ERP) / Policy Administration System to integrate and streamline its core business processes.

The Board of Directors oversees the Company's implementation and use of this ERP System, ensuring that it is being utilized effectively and efficiently to support the Company's business objectives. The Board receives regular reports on the implementation progress, including timelines, costs, and any risks or issues.

To manage risks and control risk factors on ERP projects, the Company has implemented a robust system of internal controls and procedures. This includes regular risk assessments to identify and mitigate potential risks associated with the ERP System. The Company also has a dedicated team responsible for overseeing the ERP implementation and ensuring compliance with established policies and procedures.

In addition, the Company places a strong emphasis on system security, access to sensitive data, and segregation of duties. The Company has implemented strict access controls and data security measures to protect sensitive information and prevent unauthorized access. Regular system security assessments are conducted to ensure the effectiveness of these controls.

The Board of Directors recognizes the importance of technology in supporting the Company's business objectives and improving operational efficiency.

In conclusion, Jubilee Life Insurance Company's use of ERP System demonstrate its commitment to innovation and excellence in its business operations. The Company's robust system of internal controls and procedures ensure that the ERP System is utilized effectively and efficiently, while also managing risks and maintaining the security and integrity of the Company's data.

Board Oversight of Significant Plans and Decisions

The Board of Directors of Jubilee Life is committed to making strategic decisions that drive the company's growth and success, while prioritizing the interests of its stakeholders. As such, the Board oversees and approves significant plans and decisions, such as corporate restructuring, business expansion, or discontinuance of operations, in accordance with its fiduciary responsibilities.

In the event of a major strategic decision, the Board issues a statement outlining the rationale and expected impact of the decision, including any potential risks and opportunities. The statement is made available to all stakeholders, including shareholders, customers, and employees, as part of the Company's commitment to transparency and accountability.

In the past year, the Board approved several significant plans and decisions, including a strategic business expansion plan in new markets. The Board's statement on these decisions emphasized the need to focus on the Company's core competencies and pursue growth opportunities that align with its strategic objectives.

Jubilee Life's Board of Directors is committed to making sound and well-informed decisions that promote the Company long-term success, while maintaining a strong focus on transparency and accountability to its stakeholders.

Disclosure of Director's Interests & policies on risk and internal controls, and diversity

The Board of Directors has established policies on significant matters that are critical to the Company success and are aligned with its commitment to ethical and responsible business practices. These policies promote transparency, accountability, and good corporate governance, and the Company is committed to disclosing them to its stakeholders.

Governance of risk and internal controls: The Board of Directors has established a policy on the governance of risk and internal controls to ensure that the Company operates within an effective and efficient risk management framework. This policy outlines the roles and responsibilities of the Board, senior management, and various committees in identifying, assessing, and mitigating risks. The policy also outlines the Company's internal control framework, which is designed to provide reasonable assurance that financial reporting is reliable and that the Company complies with applicable laws and regulations.

Diversity (including gender), any measurable objectives that it has set for implementing the policy, and progress on achieving the objectives: Jubilee Life recognizes the importance of diversity, including gender diversity, in its workforce and Board of Directors. The Company has established a policy on diversity that promotes equal opportunity, fairness, and inclusion. The policy also sets measurable objectives for implementing the policy and tracking progress. The Company reports on its progress towards achieving these objectives in its annual report and other relevant disclosures.

Disclosure of director's interest in significant contracts and arrangements: The Board of Directors has established a policy on

the disclosure of director's interests in significant contracts and arrangements to ensure that any potential conflicts of interest are identified and appropriately managed. Under this policy, directors are required to disclose any direct or indirect interest in a significant contract or arrangement and to recuse themselves from any decision-making process involving such a contract or arrangement. The policy also requires that any related disclosures be made in the Company's financial statements and annual report in accordance with applicable laws and regulations.

The Company policies on governance of risk and internal controls, diversity, and disclosure of director's interests in significant contracts and arrangements reflect its commitment to transparency, accountability, and ethical business practices.

Human Resource Management Policy and Succession Planning

Jubilee Life has implemented a comprehensive set of policies to cover all aspects related to Human Resources. The Company has an engaged and motivated workforce, to steer the Company towards achieving its strategic goals and objectives, with a consistent focus on learning and development interventions. The Company has also implemented Cloud Based Human Capital Management System to empower our employees and renewed its focus on upskilling and reskilling employees using blended and digital learning platform to prepare a more digital savvy workforce.

In order to maintain the sustainable continuity of the business operations, particularly at senior management and key managerial levels, the Company believes in succession planning which transforms existing talent into a competent workforce capable of occupying future strategic positions.

The HR policies are periodically updated in line with the Company's requirements and industry best practices.

Social and Environmental Responsibility

Jubilee life is a responsible corporate citizen and is guided by our vision "enabling people to overcome uncertainty". We value and integrate the social and environmental responsibilities into our strategies, practices, and policies. The Corporate Social Responsibility (CSR) and Donations Policy of the Company provides a guiding framework for achieving the Company's vision by creating a strong focus and channelizing the efforts that positively impact Company's CSR endeavours and donations.

Jubilee life aim in respect of the environment is to reduce all adverse environmental aspects arising out of business operation and operate in a manner that is committed to continuous improvement in environmental sustainability through conservation of resources and promotion of environmental responsibility amongst our employees.

Unreserved Compliance with International Financial Reporting Standards Issued by International Accounting Standards Board

The management of the Company strongly believes in adherence to unreserved compliance with all the applicable International Accounting Standards (IAS)/ International Financial Reporting Standard (IFRS) issued by International Accounting Standards Board (IASB). The Financial Statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan and in accordance with provisions of and directives issued under the Companies Act, 2017 and Insurance Ordinance, 2000, Insurance Rules 2017, Insurance Accounting Regulations, 2017 and the Takaful Rules, 2012.

Compliance with the best practices of Code of Corporate Governance

The Company has fully complied with the Listed Companies (Code of Corporate Governance) Regulation 2019, Statement of Compliance with the Listed Companies (Code of Corporate Governance) Regulation, 2019, and Code of Corporate Governance for Insurers, 2016 and Auditors' Review Report thereon also form part of this report and are annexed on page 134 of this Annual Report.

Governance Practices exceeding Legal Requirements

The Company and its Board have always endeavoured to adopt the best practices in industry and governance to ensure that it remains the best-in-class. The Company has not only complied with mandatory legal compliances under the Listed Companies (Code of Corporate Governance) Regulation, 2019, Code of Corporate Governance for Insurers, 2016 and the Companies Act 2017 and other applicable rules, regulations and standards, but has also carried out the following activities in addition to the legal requirements.

- Implementation of Health, Safety and Environment Policy for better and safe workplace environment for employees

and surrounded community. These were further updated due to COVID SOPs.

- The Company has adopted Integrated Reporting framework by reporting additional corporate and financial information in this Annual Report which is not required by law.
- Voluntary adoption of best reporting practices as prescribed by ICAP/ICMAP/ SAFA to make the Company's financials more transparent.

Statement of Adherence with the International Integrated Reporting Framework <IR>

The Annual report 2022 of Jubilee life has been prepared in accordance with guidelines of International Integrated Reporting (IR) framework issued by the International Integrated Reporting Council (IIRC). We always strive to achieve our objectives through excellence in corporate reporting and continuously working toward transparency of the information presented to our stakeholders in order to build and retain the trust of all stakeholders including employees, policyholders, suppliers, business partners, local communities, legislators, regulators and policymakers.

A Principle-based integrated reporting framework promotes a more cohesive and efficient approach to corporate reporting with an aim to improve the quality of information and clearly articulates the financial and non-financial information that reflects the systemic and dynamic interactions of insurance business activities as a whole for its stakeholders, and also represents the Company's performance and ability to create value over time. It further enhances accountability and stewardship for the broad base of capitals (financial, tangible, intellectual, human, social & relationship, and natural) and promotes understanding of their interdependencies.

Through this Report, we have described our value creation process over the short, medium, and long term which provides a complete vision and insight of all corporate activities including capitals, outputs, outcomes, and effective management of business operation through identifying the risk, availing opportunities, establishing strategies, and ensuring governance.

The Company has considered the following content elements in this report:

- Organizational overview and external environment
- Strategy and resource allocation
- Risks and opportunities
- Governance
- Performance and position
- Stakeholder's Relationship and engagement
- Sustainability and corporate social responsibility
- Outlook
- Basis of Preparation and presentation
- Excellence in corporate reporting

The management firmly believes in adherence to the best corporate governance and reporting practices and ensures complying best reporting practices and generate greater value for the Company and the stakeholders as well.

Our strategy

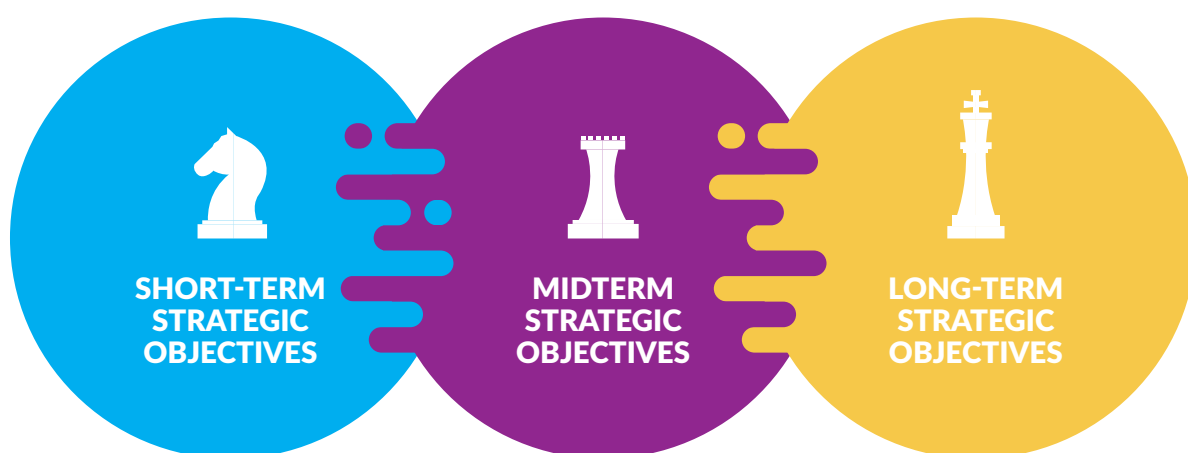
Jubilee Life is a multi-product, multi-channel life insurance company that prioritizes choice, convenience, and simple delivery mechanisms for our policyholders and participants. Our core focus is on building a leading, future-ready organization that places the customer at the center of everything we do. We continually introduce and launch innovative products, including digital insurance options such as Accidental Death & Disability, Inpatient/Accidental Hospitalization, and Traditional Endowment Plan, among others.

From the perspective of our shareholders, we aim to maximize market share while prioritizing premium growth, enhancing protection benefits, maintaining continuous persistency, and improving productivity. Our customer-centric approach is evident in our focus on implementing sustainable practices in our business operations. We aim to leverage digital solutions to empower our customers, agents, and business partners throughout the policy life cycle. Our digital platform enables need-analysis, generates premium quotes, and provides customers with a seamless and swift onboarding experience.

At Jubilee Life, we are committed to providing our customers with the best possible experience, while also achieving our business objectives. By continually innovating and investing in digital solutions, we believe have created a sustainable future for our company, our customers, and our stakeholders. To achieve our goals further, we plan to outperform in two areas:

1. Personalize every aspect of the customer experience by using optimal digital technology measures and adopting artificial intelligence for the life insurance industry.
2. Empower policyholders to make choices and design preferences as per their need and future financial aspects.

Short-, Medium- and Long-Term Strategic Objectives



- Plan to pursue a strategy of continuous product innovation, expanding the business by increasing the market segmentation and spreading insurance products awareness among masses.
- Minimize the operational cost to further strengthening insurance product features to benefit the policyholders and increasing profits.
- Plan to contribute and lead as an insurtech player in the insurance industry.
- Maintain our unmatched business and strategic alliances with best pricing and customer service strategies.
- Empower and train our employees with advanced technology for sustainable business growth.
- To provide best services including instant policy payments to facilitate our customers with seamless experience by going beyond conventions to deliver unmatched quality standards.
- Implementing IFRS 17 “Insurance Contracts” as and when made applicable, which would be a revolutionary change with respect to reporting of insurance industry around the globe.
- Our long-term objectives are aligned with our mission statement, which is to “provide solutions that protect the future of our customers.” We are committed to securing and protecting the future of our valued customers through a lifelong commitment to their financial well-being.

Strategies and KPI's

| Strategy | Initiatives | KPI | Future Relevancy |
|-------------------------------|---|--|------------------|
| Market Leadership | Jubilee Life has been leading the private life insurance sector and continuously taking initiatives to expand its business operations across the country. We maintain our insurance product & services brand positioning by creating brand awareness among the masses and market penetration. We take pride in maintaining a competitive edge in the life insurance industry and raising the quality standard of services. | <ul style="list-style-type: none"> • Strong brand reputation due to a vast number of existing policyholders • Continuous expanding market segmentation | On going |
| Shareholder significance | Jubilee Life's shareholders' utmost satisfaction has always been the top-notch priority; hence, business decisions and activities are aligned to the best interests of shareholders. | <ul style="list-style-type: none"> • Higher EPS | On going |
| Product Development | In order to achieve market success with our product, we formulate strategies and conduct market research for developing new insurance plans by keeping abreast with the latest market trends and demands. We have a vast product mix to cater to the customers' preferences and needs. However, due to low penetration in the life insurance sector, certain product categories are still untapped, which the Company believes carries immense potential. | <ul style="list-style-type: none"> • Increasing product lines and vast product mix for rigorous competition • Marketing campaigns • Innovative and alternate products | On going |
| Distribution Channel Strategy | With more than 25 years of experience, the Company possesses strong distribution channels nationwide with their unique value proposition, including direct sales force, bancassurance, and digital. Our strategic planning leads us to enter into low penetration markets with a technological competitive edge. During the year we continued to focused on increasing our distribution presence and strengthening our brand. | <ul style="list-style-type: none"> • Increase footprint of the Direct Sales force • Increase bancassurance alliance • Develop digital platforms | On going |
| Customer Satisfaction | <p>We value our customers as a lifeline of Jubilee Life. We firmly believe that a satisfied policyholder becomes the brand ambassador. Their attitude creates brand equity in the market through word-of-mouth promotion and Jubilee Life brand loyalty. Customer experience, feedback, and retention fuel the long-term success of our business. Our sales team understands customers' pain points and offers the insurance plan or product to fit their needs to engage them.</p> <p>Jubilee Life prides itself on its product range and immensely focuses on customer satisfaction. Jubilee Life never parts away from its policyholder after issuance of policy rather stays connected throughout the policy term. Customer reliance on Jubilee Life means everything to the Company. The ever-growing customer family urges Jubilee to perform better than before. This force always gets better with the increasing product range and the increasing passion of the Company for its esteemed policyholders.</p> | <ul style="list-style-type: none"> • Leverage digital platform to enhance experience of customers • Best payment gateways for policyholders • High response rate on call and approval center • Increase panel hospitals nationwide | On going |

Strategies and KPI's

| Strategy | Initiatives | KPI | Future Relevancy |
|--|--|---|------------------|
| Innovation & Technological Advancement | The fast-moving technological world acts as an innovation catalyst for the company to emphasize on digitalization. We are making technological advances to empower customers and provide smooth and hassle-free onboarding, as well as to promote higher penetration across the country. Technology is also helping us in developing valuable partners and consumer insights in order to design better solutions. | <ul style="list-style-type: none"> Automation of procedures and policies, adoption of artificial intelligence (AI) Introducing digitalization and developing technological infrastructure | On going |
| Policy payments | We recognize that claim processing is one of our core functions that build our strong relationship with our valued policyholders. We develop an automation process to ensure swift policy payment with minimum turnaround time without any hindrance and continuous follow-up. | <ul style="list-style-type: none"> Minimum turnaround time (TAT) Build algorithm based on historical available data of policyholder | On going |
| Marketing Strategy | Our branding and marketing team put efforts into attracting more customers and building trust in us. We design and run different marketing campaigns to maintain our presence in the market and to engage and update our existing and potential customers with our new launches. | <ul style="list-style-type: none"> Advertisement Promotional activities Social media engagement | On going |
| Training of employees and agents | We acknowledge our agents' and employees' efforts and believe in developing professional business ethics to act in the best interest of our Company. This behavioural training reinforces the Company's principles disciplines and builds a positive impact on brand image in the insurance industry. | <ul style="list-style-type: none"> No. of trainings conducted | On going |
| HR Excellence | We take the initiative to develop workplace diversification, retain talent, provide job enrichment, enlargement, and job rotation exposure to our employees. | <ul style="list-style-type: none"> Retention rate No. of job rotations Differently abled individuals | On going |
| Sustainability | At Jubilee Life, we ensure a paperless environment. Further, we have also installed solar panels and energy efficient equipment in our Company's different locations. We actively participate in CSR activities to contribute to society and local communities. | <ul style="list-style-type: none"> Meeting SDGs Eco-friendly initiatives | On going |
| Improve Underwriting profit & Operational efficiency | <p>We truly transform underwriting into a profit-generating endeavour where our premiums exceed claims, and we are consistently putting efforts to reinvent and design effective and efficient competitive pricing strategy for our insurance products or plans in order to maximize the underwriting profit.</p> <p>We formulate strategies to achieve operational efficiency and sustainable growth using synergies, integrating, strengthening reinsurance and centralizing activities. These strategies lead us to eliminate unnecessary activities, controlled functions, and strengthen management controls over corporate operations.</p> | <ul style="list-style-type: none"> Lower loss ratio Strengthen reinsurance arrangement Higher technical profits Controlled management expenses | On going |

Key resources and capabilities of the Company which provide sustainable competitive advantage

Jubilee Life regards its employees to be among the most important assets of the Company. Therefore, the Company recognizes their abilities and offers opportunities to facilitate their learning and development process.

Considering the importance of Leadership growth, the Company has brought forward a structured approach to Talent Management. The Talent Management & Succession Planning Framework is about creating future focused People Plan by Developing, Engaging, Attracting and Retaining the right people, as to ensure that the Company has the right people and skills needed to achieve business objectives. The management believes that the implementation of Leadership Competency Model will better identify and develop their next generation of leaders.

As every year, Jubilee Life has allocated resources to invest in its employees through trainings, job rotations, job enlargement that would result in a higher productivity. The Company will continue with its plans to invest in hiring the best talent from the market through premier proposition batch hiring to strengthen the leadership pipeline.

Jubilee Life is the market leader in the insurance sector to actively invest in Employer Branding that helps to strengthen its visibility as an employer to attract and engage with top talent from the market. The Company has a competitive advantage as the benefits and opportunities marketed through digital platforms and various events are unmatched.

Advancing the Strategic Agenda: Jubilee Life's Commitment to Employee Growth and Development

This year, Human Resources has taken the initiative to streamline the succession planning process, so that there may be a standardized protocol for the process to introduce the 'Leadership Competency Model'. The leadership competency model will help in identification of the Company's high potential and offer accelerated career growth opportunities to develop them for future leadership roles at Jubilee Life.

Way Forward

As Jubilee Life continues to evolve its business in the digital age, Human Resources will continue to spearhead efforts in advancing the Strategic People Agenda by providing employees with the environment that offers opportunities, while imparting them with the resources required to excel and advance in their careers. Promoting an environment that is geared towards formation of a knowledgeable society, Jubilee Life aims to maintain its stature as a high performing organization and an employer of choice in the long term.

Resource Allocation Plans to Implement the Strategy

While it is true that companies don't necessarily need an abundance of resources to function smoothly, it's important to acknowledge that resources are often scarce. Successful companies like Jubilee Life are able to efficiently utilize their resources in order to maximize returns for their shareholders. Following are some of the ways in which Jubilee Life manages its resources:

| Capitals | Resource Allocation Plan |
|----------------------------------|--|
| Human | <ul style="list-style-type: none"> • Focus on bettering the talent acquisition, job enrichment, job rotation and job enlargement which results employees' productivity in terms of work ethic and talent retention. • Introduction of training and development programs for the employees. • Promote high-tech professionals within organization. |
| Finance | <ul style="list-style-type: none"> • Cash and liquidity management for meeting policyholders' liabilities and maintaining working capital for day-to-day business operations. • Deploying fund in best available investment avenues at competitive rates yielding good returns. • Investing in process automation and adapting new advanced technologies. |
| Tangible | <ul style="list-style-type: none"> • Invest in IT infrastructure and architecture. • Improving our business operations and positioning in the market through expansion and renovation of branches. |
| Intellectual | <ul style="list-style-type: none"> • Articulate insurance products and services with more than 25 years enriched experience of industry. • Design more policies and procedures to safeguard the company's digital asset which is essential for our business sustainability and success. |
| Natural | <ul style="list-style-type: none"> • Encourage more contribution to the green environment. • Install solar panels at all premises. • Energy conserving equipment. |
| Social & Relationship | <ul style="list-style-type: none"> • Build strong relationship with stakeholders, communities, statutory bodies, and agents. |

Factors affecting Company's strategy and Resource allocation Plans

Technological Challenges

The need to incorporate cutting-edge technical innovations and improve life insurance products have been heightened in the recent years as it is moving toward artificial Intelligence (AI). Our primary goal is to continuously improve, adjust, and allocate our resources to meet the demands of a new technological world. We are also moving forward to develop process automation systems and replace outdated digital infrastructures. Execution of these strategies will lead to greater efficiency and cost savings, both in terms of operational costs and transaction costs.

Environmental Challenges

At Jubilee Life, we have been working to create a sustainable atmosphere, encourage workplace greenery, and allocate resources for an environmentally friendly system. We put an emphasis on using the best, greenest solutions possible. Moreover, we are focusing on building a paperless workplace where all operations are carried out virtually through digital mediums.

Specific Processes used to make strategic decision

At Jubilee Life, we adhere to a defined approach for developing strategic decisions for the Company as listed below.

- Identifying potential issues and outlining viable solutions.
- Choose the ideal response to the cited problem.
- Put the suggested and talked-about plan into action.

Specific processes to establish and sustain organizational culture

We cultivate a culture that reflects certain qualities including a culture of appreciation, trust, continuous alignment to our vision, high-performance, resilience and teamwork that reinforces transparency, integrity, and business ethics. We have developed certain procedures for building a culture of continuity that delivers long-term benefits to our Company.

- We acknowledge our employees' contribution on the basis of performance evaluation mechanism and ensure that appropriate rewards and recognition go to employees who truly embody the values.
- We enable and empower our employees to raise voice for developing the sense of accountability and responsibility towards achieving the Company's goals collectively.
- We believe our Company's success in building a strong workplace culture rests in the hands of our people.
- We focus to invest on learning and development of employees and continue to take initiatives in coaching and enriching job responsibilities to provide the extensive exposure to our employees.

We inculcate our Company's Core values and Code of Conduct in our employees to ensure strictly compliance. In order to reviewing and monitoring the organizational culture, we conduct exit interviews with departing employees to get the feedback. During the year, we also participated in a Best Place to Work survey organized by a renowned HR Consultancy. The survey provided employees the opportunity to participate and provide their candid feedback in helping the Company to gauge the level of our employee engagement, our organization's culture and working environment.

Company's behavior towards risk and procedures for handling ethical and moral problems

Jubilee Life develops its solutions to deal with morality and integrity issues in accordance with its Code of Conduct. We encourage all staff members and people with solid suspicion of wrongdoing to come forward and report it in accordance with our detailed whistleblowing policy. The company takes any wrongdoing seriously and thinks that any report of illegal activity, misconduct, or improper behavior should be addressed in accordance with the policy.

Company initiatives to encourage and facilitate innovation

Company has progress by leaps and bound in digital transformation of Jubilee Life and is reshaping the current and future state of life insurance industry in Pakistan at an unprecedented rate. Our main objective is to cater this change by digitalizing the existing procedures and processes that would allow an experience which is seamless, user friendly, widely accessible and adopting industry best practices.

- Jubilee Life will launch an application for sales representatives which will allow paperless customer onboarding in few simple steps with the ease of customer location.
- Jubilee Life will launch a wellness program which will be state of the art and one of a kind in Pakistan for nudging healthy activities with rewards on achieving milestone.

We have also worked to set up a digital infrastructure within the company to practice innovation within the company. In line with this vision, we have been creating Digital Insurance products that are launched through a digital platform in an attempt to automate our robust business operations.

Strategy to cope with the liquidity issue, control debt payments, and deal with operational losses

Liquidity refers to the ability of an organization to fulfill its short-term and unexpected liabilities when they become due. Liquidity management is important to run day to day operation smoothly and avoid any default and settlement risk of the company.

As stipulated by the Insurance Ordinance, 2000 and the Insurance Rules, 2017, Jubilee Life retains sufficient funds in the form of unencumbered liquid assets to meet potential funding requirements and statutory solvency margins as part of its core liquidity policy. The key element of Company's liquidity management strategy is to maintain sufficient liquid assets to meet its claim and other liabilities. Ongoing review of liquidity requirement has been kept into consideration while making investment decision. Bank balance has been maintained with high-rated scheduled banks. An adequate amount has been parked in Treasury Bills issued by the Government of Pakistan, which are highly liquid. It is also notable that Company's major portfolio has been placed in Pakistan Investment Bonds which generates cash flow on a certain frequency. The Company has consistently ensured prudent financial discipline in its day to day operations.

Further, the Company made timely payment against its long-term loan which shows effective liquidity management of the Company. Lastly, management foresees that the operation of the Company would generate sufficient funds to easily meet the repayment of the policyholders and other liability on a timely basis.

Significant plans and decisions with regard to corporate restructuring and discontinuance of operation

The Company does not intend to initiate any significant plans of corporate restructuring and discontinuation of any operations.

Methods and Assumptions in compiling Indicators

A Key Performance Indicator (KPI) is a measurable value that demonstrates how effectively a company is achieving key business objectives. The Company identifies its indicators effectively that reflect the position and performance of the Company and its market positioning, competitors and general market conditions. The Company has a proper mechanism in place that takes into account economic data from various sources and reports, business intelligence from internal actuarial models and historical data, which after careful consideration, is used in the finalization of assumptions and methods.

Changes in Indicators and Performance Measures

It is recognized that KPIs may evolve over time as strategies changes or more valuable information becomes available therefore the management of the Company regularly reviews the High-level KPIs which focus on the Company's overall performance and low-level KPIs which focus on departmental processes to better gauge the Company's performance.

Significant changes in objectives and strategies from the previous year

The external and competitive environment is constantly changing and accordingly the Company is regularly monitoring the strategies in place to further enhance the value creation process for its stakeholders. There were no material changes in the Company's objectives and strategies from the prior year.

Risk Management



Risk Management

Risk Management Policy

We at Jubilee Life, take a punctilious approach to comprehending and actively mitigating business risks. Accordingly, we recognize taking business decisions that entail calculated risks and managing those within reasonable tolerance levels that are fundamental to delivering long-term value to our shareholders and meeting our commitments to policyholders, employees, regulators, and business partners.

Our risk management strategies are guided by our Enterprise Risk Management (ERM) Framework and international risk management standards.

Determining the Level of Risk Tolerance and Establishing Risk Management Policies

Our Risk Management policy is designed and approved by the Board. The Board of directors determines risk tolerance according to the Risk Management policy. Our Board of directors proactively reviews to ensure that management maintains a sound approach to risk identification, risk management, and internal controls to protect the Company's capital.

Robust Assessment of Principal Risks

The Board has constituted a delegated committee to assess and review principal risks. We have addressed different types of risks and opportunities in detail with their mitigation in the aforementioned sections. Our Board has reviewed and assessed the Company's risks and challenges derived from various sources. The Board is satisfied with the comprehensive risk management practices.

In this relation, the materiality level has been assessed and associated strategy is developed considering the variety of determinants including environmental, social and governance (ESG), the potential impact on organization and importance to our stakeholders. We constantly update our materiality matrix to reflect new challenges. This assessment helps us analyze our risks and opportunities and quantify their influence on our business operations. This necessitates that we think beyond our footprint and evaluate all environmental, social, economic, and financial challenges that may have an impact on our ability to generate value in the short-, medium-, and long-term.



Principles of Enterprise Risk Management Framework

The Company's ERM Framework is built on principles described below.

Value creation & protection

All risks are not detrimental to the company. The Risk Evaluation Process ensures an appropriate evaluation of upside risks and adequate controls for downside risks.

Transparency

Every manager and decision maker are mindful of the ERM Framework and is responsible for recognizing the inherent risks of their respective department through day-to-day operations and updating them in the risk register to ensure the evaluation of all identified risks.

Systematic and Structured

The Framework has been spelled out in a comprehensive and straightforward manner for all stakeholders to understand while also defining the criterion used to accept, mitigate, or decline a risk. A hierarchal structure is described for the assignment of responsibilities across the Company for the implementation and monitoring of the ERM Framework and Risk management.

Dynamic, Iterative, and Responsive to Change

The Framework's practices are constantly examined and adjusted to account for emerging risks.

Customized for the Internal and External Context

The Framework is developed considering the Company's governance structure and the regulatory and business environment it operates in.

Risk Management Framework

Process, Tools & Techniques to
Mitigate Risk Exposure

Risk Management Process

Risk management defines a critical business activity that protects the Company's value by enabling informed decision-making based on defined risk aversion and managing estimated returns. Risk Management methodology helps us identify operational risks and opportunities that potentially impact our Company's value creation process.

We have country wide operations which results in extensive risk identification processes. The concerned department records all identified risks in the risk register irrespective of likelihood and severity.

Risk management is an evolutionary process. Continuous monitoring and modifications will be required in the risk framework and mitigation strategy to accommodate internal and external changes in risk profiles.

To encourage uniformity in the risk management framework, all risks are categorized into a predefined risk taxonomy such as underwriting, credit, market, operational, and liquidity risks.



Risk mitigation plans are developed in response to risk evaluation. The appropriate procedures are suggested to mitigate or eliminate the risk considering the severity and associated cost for mitigating such risk.

The risk management department evaluates the mechanism and calculates the risk's likelihood, severity, and rank. The purpose of risk evaluation is to determine whether to eliminate and remove the risk, mitigate the risk, or accept the risk as it is.

Analysis of Key Risks

| Risk Type | Risk Description & Consequences | Control | Risk Monitoring | Sources of risks | Capitals | Term |
|---|---|---|---|------------------|-----------------------------------|-----------------|
| STRATEGIC, BUSINESS ENVIRONMENT & REPUTATIONAL | | | | | | |
| Competition | The risk of new entrants because of low penetration. | High barriers to entry and regulatory oversight. Measures to cement brand image and loyalty. Increase distribution channels, agents, brokers and partner institution. | Periodic review and variance analysis. BoD and Management Committee Review. | External | Financial | Short to Medium |
| Economic Conditions and General Market Downturn | The risk of economic challenges and uncertainties in the market. | Strategic Business Plans, Business Strategies, Governance and Reporting Framework. | Periodic review and variance analysis. BoD and Management Committee Review. | External | Financial | Short |
| Reputational Risk | Retail and Corporate Sales oriented industry making us susceptible risk of losing market goodwill which may effect market share. | Sound business practice, customer care and monitoring framework. | Promoting sound industry practice and robust internal controls, social and customer engagement, robust complaint and sales compliance. Efficient Claims procedures. | External | Social & Relationship & Financial | Short to Medium |
| Group Risk | Events adversely affecting Shareholder/ Parent Companies/ Group may contribute to reputational risk or shareholder commitment. | AKFED is a strong and reputed group with various investments and businesses around the globe. The shareholders continue to place confidence in the Company and its business strategies. | Accepted | Internal | Social & Relationship & Financial | Short to Medium |
| Actuarial Risk | The adverse consequences of actuarial assumptions and estimates not in line with actual results/ experience due to factors outside the control of the Company such as catastrophe risk, epidemic, pandemic. | Adequate technical resources and validation models. Internal controls and quality assurance tools. Reinsurance Treaties in place to hedge claim exposure. | Back testing, Monitoring, Governance and Internal control framework. Regulatory oversight and independent Appointed Actuary. | Internal | Financial | Medium to Long |

Analysis of Key Risks

| Risk Type | Risk Description & Consequences | Control | Risk Monitoring | Sources of risks | Capitals | Term |
|-------------------------|--|---|--|--------------------|-----------------------------------|-----------------|
| Underwriting Risk | These are risks undertaken by the Company via the contracts that it writes, i.e. the possibility of the contingent event occurring, giving rise to the claim for the event insured. The risks in this category are associated with the perils covered (death, accident, catastrophe etc.). | The Company has developed comprehensive Underwriting Guidelines to identify and evaluate this risk. Further, various reinsurance arrangements have been put in place to mitigate the effects of potential loss to the Company from large individual or catastrophic insured events. | Underwriting limits, retention limits, risk accumulation/ concentration limits, training and KPIs. | Internal | Financial | Short to Medium |
| Persistency/ Lapse Risk | The risk that subsequent premia is not received in a timely manner causing the policies to lapse. This affects profitability through both revenue attrition and increased administrative costs. | Active portfolio analysis and follow up. | Aging and other MIS, Distribution channel accountability, Periodic review, variance analysis, BoD and Management Committee Review. | Internal | Financial & Social & Relationship | Short |
| Reinsurance Risk | These risks relate to the failure of the reinsurers to discharge their obligations on the claims reinsured, as a consequence of which the Company has to incur additional cost. | The Company has entered into reinsurance treaties with various recognized reinsurers having sound financial standing and good credit score. | Cession ratio, reinsurance claim experience, Expense ratio, Review of treaties and performance analysis. | Internal/ External | Financial & Social & Relationship | Short to Long |
| Interest Rate Risk | The liabilities of the Company typically have maturity profiles that are longer and thus more sensitive to interest rate changes than those of investments. Life insurers therefore tend to benefit from rises in interest rates but lose if interest rates fall. Moreover, the unit linked policies may have interest bearing assets and liabilities based on the fund offer documents. | Stress Testing, Exposure Limits, Stop Loss Limits, Hedging arrangements. | Aging and other MIS, Distribution channel accountability, Periodic review, variance analysis, BoD and Management Committee Review. | External | Financial | Short to Medium |

Analysis of Key Risks

| Risk Type | Risk Description & Consequences | Control | Risk Monitoring | Sources of risks | Capitals | Term |
|------------------------------|---|--|--|------------------|-----------------------------------|-----------------|
| Equity Price Risk | Equity price risk is the risk of a decline in the value of a security or an investment portfolio excluding a downturn in the market, due to multiple factors. Policy holders returns are pegged with unit linked policies with underlying equity and debt instruments. | Stress Testing, Exposure Limits, Stop Loss Limits and Hedging arrangements. | Aging and other MIS, Distribution channel accountability, Periodic review, variance analysis, BoD and Management Committee Review. | External | Financial | Short |
| General Market Risk | Market conditions, indices, commodity prices, inflation, forex reserves may fiscal policy factors may effect income levels and market value of the company (being a listed company). Pakistan Stock Exchange Indices may also be susceptible to speculative trading risk causing short term boom or bust before correction. | Daily morning briefs, Trading Room intra day strategies and authorization limits. | Periodic review and variance analysis. BoD and Management Committee Review. | External | Financial & Social & Relationship | Short to Medium |
| LIQUIDITY RISK | | | | | | |
| Surrender/ Claims Volatility | In case of higher than estimated claims/ surrenders/ partial surrenders, which will need to be honored. | Commercial bank lines, Contingency Funding Plan, Liquidity and Shareholder reserves, reinsurance arrangements. | Periodic review and variance analysis. BoD and Management Committee Review. | External | Financial | Short |

Analysis of Key Risks

| Risk Type | Risk Description & Consequences | Control | Risk Monitoring | Sources of risks | Capitals | Term |
|--|--|--|--|--------------------|---|-----------------|
| Asset-Liability Management | Life/ term plan is generally a long term contractual liability, however early claims or surrenders cause shortfall which may be met through selling underlying fund assets at a loss. | Prudent Investment Management limits and policies. Focus on market traded scrips and debt instruments to reduce realized MTM losses to curtail liquidity risk. | Periodic review, variance analysis, BoD and Management Committee Review. | Internal | Financial & Social & Relationship | Short to Medium |
| Funding Risk | The risk that adequate liquidity for cash flow management may not be available in case of large cash calls/ surrenders/ claims. | Liquidity buffers and technical reserves based on regulatory guidelines and claim experience adjusted for any reasonable deviations through portfolio stress tests. | Portfolio and Business Line Stress test, Periodic review and variance analysis. BoD and Management Committee Review. | Internal | Financial & Social & Relationship | Short |
| OPERATIONAL RISK (INCLUDES IT, CYBER SECURITY, LEGAL AND COMPLIANCE RISK) | | | | | | |
| Fraud | Risk of losses due to acts of a type intended to defraud, misappropriate property or circumvent regulations, the law or company policy. | Robust internal controls framework, accountability matrices, activity logs and whistle blowing policies in place. Zero Tolerance policy for both internal and external fraud. | Robust compliance framework, investigation and accountability measures in place. Committee Level reviews and monitoring in place. | Internal/ External | All | Short to Medium |
| Employment Practices and Workplace Safety | Risk of losses arising from acts inconsistent with employment, health or safety laws or agreements, from payment of personal injury claims, or from diversity/ discrimination events. | Workplace safe guidelines available on internal forums. HSE Coordinator conducts training. Equipment inspections and work place safe warnings, guidelines and monitoring in place. | HSE Coordinator, training, industry best practices. Specific and general safety measures. HR policies and management and board level committees oversee implementation. | Internal | Human, Social & Relationship, Tangible, Financial | Short to Medium |
| Clients, Products & Business Practices | Risk of losses arising from an unintentional or negligent failure to meet a professional obligation to specific clients (including fiduciary and suitability requirements), or from the nature or design of a product. | Professional code of conduct, trainings and line management/ distribution channel oversight. Robust investigations and accountability mechanism. | Periodic sales trainings and management oversight. Complaints management and resolution unit. Management and BOD oversight. | Internal/ External | Financial & Social & Relationship | Short to Medium |

Analysis of Key Risks

| Risk Type | Risk Description & Consequences | Control | Risk Monitoring | Sources of risks | Capitals | Term |
|---|---|---|--|--------------------|-----------------------------------|-----------------|
| Damage to Physical Assets | Risk of losses arising from loss or damage to physical assets from natural disaster or other events. | Comprehensive asset and property insurances in place. Industry best practices and policies/ procedures in place. | Dedicated departments, asset monitoring, tagging and insurance arrangements being overseen by dedicated departments. | Internal/ External | Tangible | Short |
| Business disruption and system failures | Risk of losses arising from disruption of business or system failures. | Cyber security, application and adequate controls in place for smooth end to end operations with adequate back up/ on site and off site in place. | Regular DRP/ Business Disruption and continuity drills and exercises are run and adequate impact assessment is recorded for further improvements. | Internal/ External | Financial & social & relationship | Short |
| REGULATORY & COMPLIANCE RISK | | | | | | |
| Change in Regulatory expectations/ regulation/ guidelines | Life Insurance Industry is a highly regulated industry and subject to frequent changes in applicable laws, rules and regulations. Any omission or failure to meet regulatory compliance may also expose the Company to reputational risks. Recent updates include Financial reporting standards, AML/ KYC, Updated SROs, independent bodies, SECP, Appointed Actuary. | The Company takes cognizance of these changes through updates from legal services, auditors and tax advisors, websites etc. A summary of requirement is reported to the Board, whose guidance is sought by the management. Also, the Company interacts with the regulators directly, as well as through the collective forum of the Insurance Association of Pakistan, to ensure that industry views are represented. | Dedicated compliance function is in place which ensures that the company is compliant with the regulations while all concerned departments perform the reporting and oversight functions according to their domain. Internal Audit, Management and Board oversight. | External | All | Short to Medium |
| Complexity of Business/ Industry trend/ Limit setting and procedural guidance | | | | External | | |
| International Regulatory directives | | | | External | | |
| Compliance Cost - Benefit Analysis. Complexity, roll out and deployment cost. Training, consultancy engagement, implementation. | | | | External | | |
| Misreporting/ Material misstatement for internal and external stakeholder reporting | | | | External | | |
| Sanction Risk/ Punitive action for non compliance | | | | External | | |
| External and Internal Stakeholder reporting | | | | External | | |
| Internal Controls and Compliance Monitoring | | | | Internal | | |
| Training, Environmental, BCP/ DRP, other agencies | | | | Internal | | |
| Assurance and Shariah Advisory Board/ Report | | | | Internal | | |

Analysis of Key Opportunities

| Opportunity | Description of Opportunities | Plan | Plan Implementation Monitoring | Source |
|---------------------------------|---|--|--|----------|
| Potential for Industrial Growth | With less than 1% penetration (ratio of insurance premium as a percentage of the Gross Domestic Product), Life Insurance has a great potential for growth in Pakistan. | <ul style="list-style-type: none"> Increasing education and awareness regarding life insurance amongst the masses to enlighten them about the benefits of Life Insurance benefits and saving/ investment components Increasing outreach across Pakistan through the conventional distribution networks and using the latest technology, including branchless, online sales, and mobile apps to attract the young population of Pakistan. Financial inclusion, i.e., affordable insurance solutions through micro-insurance for the mass segments of society by collaborative efforts with external and internal stakeholders. | Business Plan, Marketing Efforts, Co-Branding, Sponsorship, Advertisement, Corporate Social Responsibility, Hybrid/ consumer-friendly Uis, online channels, insurance brokers. | External |
| Regulatory | With the introduction of FATF/ AML CFT laws in 2020, the transaction-based monitoring and tax reconciliation efforts will be more stringent. With this, traditional avenues of investment such as acquiring physical assets such as property, vehicles, and precious metals and stones are discouraged, thus opening up more secure avenues of investment that provide relatively more stable returns than Stock Markets. | Leverage brand loyalty and existing customer base. Existing IT infrastructure and Compliance program in place to detect, report and deny ML/ FT. | Business Plan, Marketing Efforts, Co-Branding, Sponsorship, Advertisement, Corporate Social Responsibility, Hybrid/ consumer-friendly UIs, online channels, insurance brokers. | External |

Assessment of likelihood of the Risks

Based on the risk assessment, the likelihood of the above risks vary from “Unlikely” to “Possible”. However, these risks have been appropriately mitigated through in place risk management strategy.

Key Uncertainties affecting the Business

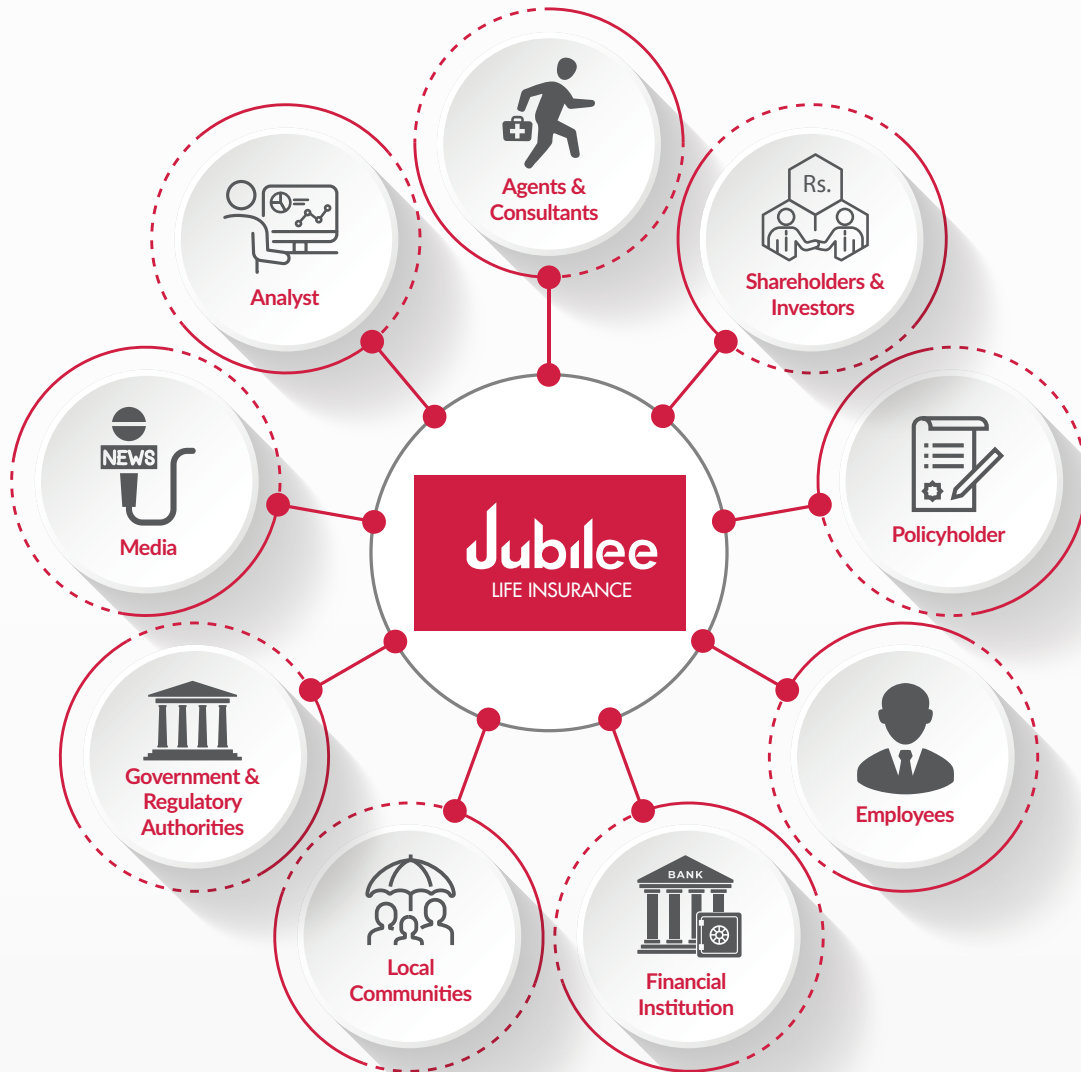
The key sources of uncertainty, which have a significant impact on the business include the following:

- Unexpected changes in claims ratios and trends.
- Occurrence of catastrophic event(s).
- Political turmoil affecting the economy, and in particular, the equity market.
- Unexpected interest rate movements.
- Failure of a major product / distribution channel.
- Threats to the national security and peace of the country ultimately affecting economy and business of the Company.
- Threat of International sanctions.
- Unexpected changes in the Regulatory Regime.

Stakeholder Relationship & Engagement



Key Stakeholders



Stakeholders' Engagement

At Jubilee life we focus on satisfying our stakeholders as our utmost priority. We are dedicated toward creating and improving relationships with our stakeholders. The level of involvement directly relates to the connection with all stakeholders, including policyholders, agents and consultants, and the community at large. Stakeholder connections are managed effectively by the Company to expand, maintain its social and financial viability, and improve its reputation. The Company makes an effort to comprehend customer emotions as custodians of their funds and makes sure that our customers choose plans that meet their financial needs. Our decisions throughout the customer life cycle are based on sensitively serving the requirements of our policyholders. We engage with our stakeholders to cope up with the emerging trends and offer solutions accordingly.

We recognize the importance of providing simple access to the information for investors and stakeholders to make them informed choices. For that, we keep updating our Company's website and disclose all the material financial information to its stakeholders in a fair and transparent manner.

We promote and follow basic principles for engaging and establishing relations of trust with our investors and policyholders, such as:



Stakeholders' Engagement & Relationship

We have grouped our key stakeholders in the following categories.



Shareholders and Investors

Jubilee life takes great care of its shareholders and investors and ensure transparency and communication to keep them informed about the Company's operations and performance assuring long-term returns and stability. Additionally, the Company strives to build strong relationships with its shareholders and investors, ensuring that their interests are considered in all decisions.

Moreover, we understand and appreciate the significance of our shareholders and institutional investors. We provide timely updates on our website, including key performance and financial data to help our investors stay informed. We encourage shareholders to take part in our Annual General Meetings and Corporate Briefing Sessions, and we highly value their opinions and perspectives to further enhance the Company's performance for the benefit of all stakeholders.



Policyholders / Participants

We believe in building a strong, trusted relationship with policyholders/participants. The Company strives to build strong relationships with its policyholders, ensuring that their interests are taken into account in all decisions. This includes providing clear and timely communications, offering a wide range of products and services that meet the needs of its policyholders, and providing excellent customer service. We also use customer engagement metrics to provide them with both digital and physical platforms to give their feedback about their insurance product experience.



Employees

We treat all our employees with the utmost respect, dignity and recognize them as our most valuable internal stakeholders. Our employees assist us execute our corporate strategy, tactics, and operations; they have a significant impact and a substantial input in the operational decisions. They commit their time, efforts, and dedication to running the operations in line with corporate governance and best practices, and it is essential to us to recognize and appreciate our employees' perspectives, worries, and ideas while constructing our long-term strategy and vision.

Additionally, we recognize the importance of providing benefits and allowances, as well as opportunities for career growth and development. By treating our employees with respect and investing in their growth, we appreciate their sense of loyalty and commitment that positively influences our overall success.



Financial Institutions

Banks are an important means of providing financial services to customers, policyholders, and participants. By integrating or selling our insurance products, they help us to broaden the range of financial services available. Banks also serve as a distribution channel, which allows us to reach out to potential customers on a large scale.

In addition, banks provide customers with a more convenient payment experience, allowing them to make payments quickly and securely. Furthermore, they play a major role in improving customer service by providing customers with quick and easy access to the services they need.



Local communities and the General Public

Jubilee Life is committed to being a good corporate citizen, and has implemented a comprehensive community engagement strategy to ensure that our local communities benefit from our presence. We strive to connect and engage with different communities and social groups to promote their well-being and help them reach their potential.

Furthermore, to serve the community, JLI is extending life and health insurance benefits to the economically disadvantaged segment of the population who would otherwise lack access to such facilities. JLI has already made significant strides in this area and intends to expand its efforts in the future. To complement these initiatives, JLI is partnering with other organizations to host awareness camps, which will promote greater awareness of healthcare and healthy living among low-income communities. Additionally, the company actively encourages its employees to participate directly by sharing their time and expertise at these camps.



Government and Regulatory Authorities

Jubilee Life maintains an open line of communication with government and regulatory bodies to ensure that we stay up to date on the latest laws and regulations, and to seek clarification when necessary. We strive to ensure that our corporate strategies are developed and executed in accordance with all applicable laws and regulations.

Our team is committed to upholding the highest standards of compliance, and is diligent in our efforts to ensure that all regulatory requirements are met. We are also dedicated to fostering a culture of compliance throughout the organization, and providing our team with the resources and training they need to remain in compliance with all applicable laws and regulations.



Media

As part of our ongoing effort to keep our stakeholders informed and up-to-date on the latest developments in the life insurance industry, improving the perception of insurance products, new product invention, premium payment plans, and general progression, we communicate with stakeholders via a variety of media channels, including electronic, print, and digital. We regularly update trends on our website and social media platforms in real time to ensure stakeholders are kept informed of new developments and changes in the Company. Moreover, we are always open to answering any questions or concerns our stakeholders may have.



Analysts

Our Company is responsive to the analyst as well whenever information is sought to build a strong and positive brand image. We provide them with financial data as permitted and answer with any information they may require. This data is used to perform various analyses and provide advice to investors. To ensure the accuracy of the data provided, we have a rigorous quality assurance process in place.



Agents & Consultants

We have developed an efficient method of communication with our agents and bancassurance partners as they help us broaden our valuable connections with our policyholders or participants by offering insurance products and elucidating policies linked to the products. Both agents and consultants generate synergy to supply the best service to our customers. We collaborate with agents and brokers by adhering to the Company's guidelines and regulations in accordance with the established code of conduct. We educate our insurance agents to give comprehensive product knowledge to the customers prior to buying any insurance plans.

Stakeholders' Engagement Process & Frequency

Stakeholders' satisfaction from Company's services contributes to its immense growth. The Company has identified and further explained the types of stakeholders with their importance and nature of engagement.

| Stakeholders | Why are they significant? | What do they expect? | Engagement channels | frequency |
|--|--|---|---|---|
|  <p>Shareholders & Investors</p> | They are the providers of financial capital for our business. Safeguarding our shareholder's interest is our prime responsibility. Our shareholders' interests revolves around good returns, profitability and growth. | <ul style="list-style-type: none"> Protection of the interests of minority shareholders Solid plan for business expansion Sustainable average equity return Exemplary ethics, accountability, and openness Long-term commercial value Improved disclosures and openness | <ul style="list-style-type: none"> Annual General Meeting Extra-Ordinary General Meeting Interim Financial Results Corporate Briefing session Investors Relations section on website | <ul style="list-style-type: none"> Annually Quarterly When required |
|  <p>Policyholder</p> | Policyholders influence how we operate to suit their needs. Developing and sustaining long term relationship with our Policyholder / Customers are critical to our business success. Their gratification is correlated to our delivery of services. | <ul style="list-style-type: none"> Distinctive and innovative products Personalized solutions Adequate risk protection Superior experience and service Effective claims resolutions Affordable prices Value-added services Streamlined procedures | <ul style="list-style-type: none"> Direct relationships Periodic Unit statements Apps / Web-portal / IVR Technical support services Feedback on services Surveys Corporate Events | <ul style="list-style-type: none"> Annually Quarterly When required |
|  <p>Employees</p> | Our most important assets, who helps us in providing superior delivery and profit. Strong relationship and connection with employees make us robust in meeting our strategic goals and objectives. | <ul style="list-style-type: none"> Growing and learning Job stability Fair compensation Effective management and appreciation of performance Career advancement Tolerant, accepting, and motivating workplace culture Work-life stablesness | <ul style="list-style-type: none"> Interaction with management Cloud based Human Capital Management System Appraisals Employee get-together events Training Newsletter Continuous Feedback | <ul style="list-style-type: none"> Annually Quarterly |
|  <p>Financial Institution</p> | We also have access to our potential customers through the Bancassurance agents who recommend our products. We dearly value the financial advice and investment opportunities that our banks pass on, which contributes to the satisfaction of our policyholders. Beside this, Banks also engaged on regular basis for banking services. | <ul style="list-style-type: none"> High standards for service Win-win partnership Commissions and benefits Efficient electronic infrastructure Growth potential, value proposition, and product | <ul style="list-style-type: none"> Direct relationships Meetings Financial Information Website | <ul style="list-style-type: none"> Frequently As needed |
|  <p>Local Communities</p> | Serves as a crucial component of our CSR initiatives and foster connections that are win-win. Contributing to society makes us compassionate and mutual. Looking after the struggling communities has become a major focus of the Company to support well-being. | <ul style="list-style-type: none"> Proactive involvement in addressing social and environmental problems Support for the wellbeing of the community Better-off, safer societies | <ul style="list-style-type: none"> Events to support various Communities | <ul style="list-style-type: none"> Periodically |
|  <p>Government & Regulatory Authorities</p> | These authorities enforce laws that have an impact our operations and long-term business goals. The Company stays active with regulatory matters and to remain compliant, we promptly and regularly file all applicable statutory returns and forms with various regulatory bodies. | <ul style="list-style-type: none"> Promptly paying taxes Objectivity in revelations Support for governmental initiatives Responsible insurance industry growth Insurance inclusion Legal and statutory compliance | <ul style="list-style-type: none"> Responding to Regulator queries Submission of statutory returns Seek clarifications | <ul style="list-style-type: none"> Annually Quarterly As required & needed |
|  <p>Media</p> | Company's Media communication helps in strengthen the brand image and marketing of Company's products and services. | <ul style="list-style-type: none"> To have details of all the marketing strategies that are currently being followed and are to be followed for the future too. Deliverance of the new products launched and the strategy behind their launch. | <ul style="list-style-type: none"> Advertising Campaigns Press releases Interviews | <ul style="list-style-type: none"> Periodically |
|  <p>Analyst</p> | The Company communicates with analyst in responding to various queries and clarifying the Company's stance in the market to create a positive and transparent image of Company. | <ul style="list-style-type: none"> To know the detailed account of Company's business operations The management approves and executes their suggested advises. | <ul style="list-style-type: none"> Meeting with analyst Corporate briefing session | <ul style="list-style-type: none"> Periodically As needed |
|  <p>Agents & Consultants</p> | Significant as they are a source of our everyday business Agents and Consultants act on our behalf, therefore, it is fundamental that we ensure they understand our business and product requirements and meet the high standard of conduct that we set for ourselves. | <ul style="list-style-type: none"> Timely trainings of new products and initiatives Continuous feedback | <ul style="list-style-type: none"> Technical Training Newsletter Interaction with management | <ul style="list-style-type: none"> As required & needed |

Investors' Engagement

Investors Relation Section on the Corporate Website

Jubilee Life concentrates on enhancing communication with shareholders by establishing two-way communication between the Company and investors. Effective communication allows investors and other market participants to comprehend the Company, its governance, functioning, financial performance, and outlook. To guarantee transparency and easiness of access to the Company's newest information, the "Investors Relation" section on the Company's website (Jubilee Life | Investors Information) is updated regularly for present and potential investors.

Investors Grievance

At Jubilee Life, we highly regard all our stakeholders. We are devoted to gaining and maintaining the faith of our investors, for which we have a designated section on our website where shareholders can submit their issues and complaints on the specified email ID and contact information accessible on the Company website under the "Investors Relation" section (Jubilee Life | Investors Relation). All queries, including grievances and information requests submitted by shareholders and potential investors, are given priority and addressed promptly in accordance with the legal requirements.

Corporate Briefing Session

Jubilee Life held its corporate briefing session on December 8th, 2022, to promote transparency and stakeholder engagement. During the session, senior management of Jubilee Life presented and briefed the participants on the company's performance and position, its product innovation, and the challenges faced by the insurance industry. At the end of the session, a question-and-answer session was held in which all questions were answered to the utmost satisfaction of the participants. Presentation during corporate briefing session can be accessed on Company website under Investor Relations' section. (Jubilee Life | Investors Relation | Media)

Encourage minority shareholders to Attend General Meeting (AGM)

The Company encourages all shareholders, including minority shareholders, to attend the AGM and other sessions such as Extra-Ordinary General Meeting and corporate briefing session. We encourage two-way communication in sessions to listen to our shareholders' concerns and views.

To encourage shareholders to attend general meetings, we take the following steps:

- Notice of AGM is sent to all shareholders and printed in English and Urdu Newspapers having nationwide circulation at least twenty-one days before the scheduled AGM.
- Each shareholder receives a DVD of the Company's annual report and printed proxy forms. The proxy forms allow them to send someone in their place to the meeting.
- Notice of AGM and Annual Report is also placed on Company's website and PSX page to ensure it reaches every shareholder.
- The Company also schedules question and answer sessions in all AGM so that the queries of all shareholders are properly addressed.
- Keeping in view the meeting protocols prescribed by SECP from time to time during last two years, the Company conducted its meetings physically and through online platform to ensure maximum participation of shareholders and analysts.

Corporate Social Responsibility



Sustainability and Corporate Social Responsibility

Sustainability is essential for our objective of establishing an enduring organization that sensitively supports our customers' long-term savings and protection needs. We are dedicated to incorporating sustainability into our business operations and as a way of execution of the workplace. The advantages of adopting sustainable practices are uncountable, attracting more customers, lowering energy and water consumption, having greater social credibility, attracting talent, strengthening community relations, boosting employee morale, and overcoming increasing regulatory pressure through better governance. The United Nations developed the 2030 Agenda, and these driving activities are being strictly implemented at the highest possible level.

Best practices adopted from Corporate Social Responsibility (Voluntary) Guidelines, 2013 issued by the SECP

As a responsible corporate company, Jubilee Life recognizes the importance of adherence to the guidance given under the Corporate Social Responsibility (Voluntary) (CSR) Guidelines issued by the Securities and Exchange Commission of Pakistan (SECP) in 2013.

In accordance with these guidelines though not mandatory, JLI ensures the integration of the CSR guideline as best practices in its operations and decision-making processes. Following are some of the best practices adopted from the CSR Guidelines:

- The Company has a clear commitment to Corporate Social Responsibility (CSR).
- The Board and management are aligned in their CSR aspirations and have accordingly enshrined the requirements to follow.
- All CSR activities are reported to the Board Audit Committee and the Board of Directors.
- A formal assessment process is followed to pre-screen donees qualifying for any donations and charity. All CSR spend is also disclosed in the financial statements.

Adopting the UN Sustainable Development Goals (SDGs)

In 2015, the United Nations passed the 2030 Agenda for Sustainable Development which serves as a framework for global wealth and peace. This collaborative endeavor is centered on 17 Sustainable Development Goals (SDGs). These objectives lead us in developing action plans and strategies to alleviate poverty, boost health and education, decrease disparities, conserve oceans, and save the climate for a more sustainable future.

At Jubilee Life, we have identified nine of the 17 United Nations Sustainable Development Goals (SDGs) 2030 and incorporated them into our operations. We understand that sustainability is more than just managing economic, social and environmental risks and opportunities. We also believe that our strategies must adhere to strong governance, policies, and ethical business practices to bring value to our customers and stakeholders. We have identified the importance of the SDGs and developed action plans to integrate them into our business activities. We believe that these SDGs will have a considerable positive impact on our business activities and investments, while at the same time creating a sustainable future for all.

Our goal is to increase the insurance industry's contribution to sustainable development by addressing risk, access and affordability. Our process is in line with the United Nations Sustainable Development Goals, as it involves proactive measures to address environmental, social and governance issues as an integral part of our daily operations (SDGs).

Highlights of Jubilee Life's Performance and Initiatives towards Sustainability & CSR



Good health & Wellbeing

Ensure healthy lives and promote well-being for all at all ages

Each year, the Company makes a significant contribution towards financial inclusion of the low-income strata of population, and its CSR initiatives also leverage on its core business expertise to create and provide sustainable life and health micro-insurance solutions at affordable cost. With an aim of improving quality of life of the low-income sector of the society, the Company extended its micro-insurance facilities to over 4 million individuals in 2022.

- **Sehat Kahani**

Jubilee Life collaborated with Sehat Kahani, a leading telemedicine platform aiming to provide health care (OPD) services free of cost to all Jubilee Life customers and employees including both individual and group customers. This collaboration allows Jubilee Life beneficiaries unlimited access to Sehat Kahani application but will also ensures 24/7 availability of a dedicated telehealth helpline for all the non-smart phone users of the micro-insurance products.

In addition, a Special Support helpline through Sehat Kahani program is created for those beneficiaries who do not have smart phones / or are unable to use the application. This dedicated helpline will facilitate users according to Pakistan Medical & Dental Council guidelines and will be available 24/7.

- **Healthy Living**

We continue to promote healthy living and lifestyle for all our employees. We encourage our people and their families to incorporate physical activities in their daily lives. We offer various fitness programs to our people to see that they enjoy the best of health.

- **Sport activities**

We promote sporting activities and tournaments and encourage employees to actively participate. Workplace activities keep them engaged and healthy while improving their productivity. We also take pride in promoting young promising talent from various parts of the country and provide opportunities to the youth to excel in sports, including cricket HBL PSL, golf, polo, table tennis, and volleyball.

- **Global Breast Cancer Awareness Month - #CelebrateLife**

Jubilee Life has always been at the forefront in creating awareness around the health peril associated with Breast Cancer. We launched a digital campaign #CelebrateLife to spread Breast Cancer Awareness to both internal and external stakeholders. The campaign initiated many new initiatives which included information sessions with qualified doctors, and cancer survivors. To encourage early detection of Breast Cancer, Jubilee Life launched a mammogram stratagem, which covers the mammogram screening costs.



Quality Education

Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all

We have designed and developed our insurance products, including Taleem Yaqeen Takaful Plan and Wafa Education Plan, to make sure quality education is within reach of all. These plans help our policyholders plan for better family futures and secure their children's higher education.

- **Quality Education - Enterprise Challenge Pakistan**

The Company's collaboration with SEED Ventures for the Enterprise Challenge Pakistan, a program affiliated with Prince's Trust International - UK, continues since 2017. Enterprise Challenge Pakistan (ECP) is a Pan-Pakistan, inter-school competition that encourages secondary school students in the age bracket of 13-16 years to explore entrepreneurship as a career path.

- **Talent Acquisition campaigns in universities across Pakistan**

We conducted job fairs in different universities. We believe in hiring the fresh graduates is an excellent way to bring new ideas and energy into a company. They can bring fresh perspectives, up-to-date knowledge, and enthusiasm to the organization. We have conducted different career fairs in universities across Pakistan.



Gender Equality

Achieve gender equality and empower all women and girls

At Jubilee Life, we strive to create an equitable and inclusive workplace for both men and women. We are committed to supporting and promoting the employment of women, and are proud to be a part of the OICCI's "OICCI Women: Empowering for a Brighter Tomorrow" initiative.

- **The Women @ Work Forum**

Our Women @ Work forum is a platform for our women employees where they regularly share their views/feedback, seek mentoring opportunities etc.

- **Addressing Gender biasness**

To have an inclusive work culture it's imperative that while we curb the explicit biases, we also address all implicit biases. We collaborated with Kashf Foundation for Gender Sensitization training, which will allow us to build awareness and promote discussions around gender-based issues.



Affordable and Clean Energy

Ensure access to affordable, reliable, sustainable, and modern energy for all

Jubilee Life is dedicated to creating a more sustainable future by reducing and counterbalancing our carbon footprint. We are focused on cost-efficient measures for a variety of technologies that can reduce electricity use and greenhouse gas emissions at our offices. To that end, we have

installed solar panels and energy-efficient air conditioning systems, which both help reduce our carbon footprint and combat greenhouse gas emissions.



Decent Work & Economic Growth

Promote sustained, inclusive, and sustainable economic growth, full and productive employment, and decent work for all.

Jubilee Life works to uphold the UN's Sustainable Development Goals in its everyday operations. In 2022, Jubilee Life won Global Diversity, Equity, & Inclusion Benchmarks Awards which recognizes and encourages progressive organizations that use international standards to align diversity, inclusion policies and practices for a sustainable financial and social performance.



Industry Innovation & Infrastructure

Build resilient infrastructure, promote inclusive and sustainable industrialization, and foster innovation

In order to better meet our customers' needs, we are leveraging new technology and digital capabilities to create more connections, scalability, and efficiency. With deeper consumer insights and actionable analytics, we can create personalized solutions. Our goal is to make Jubilee Life a leader in the insurance industry through greater digitalization, automation, streamlined processes, and the utilization of cutting-edge AI solutions.



Reduced Inequalities

Reduce inequality within and among countries

At Jubilee Life, our employee policies promote transparency and fairness. Our offices are secure and everyone is respected regardless of gender, caste, or beliefs. We foster an inclusive environment in which differences are appreciated and honored. We also have employees with disabilities working in various departments of the company.

Additionally, we offer insurance options specifically designed for the lower middle class, which provide them with both savings and protection. Our services help reduce growing disparities in income and wealth.

As part of our Equal Opportunity Employment, Jubilee Life has two dedicated all exclusive Branches that are run and managed by special persons in Lahore and Faisalabad with over 30+ employees working for them. Jubilee Life also works with LABARD, NOWPDP and KVTC for Recruiting Special persons as part of their work force.



Climate Action

Take urgent action to combat climate change and its impacts.

In order to counteract the adverse effects of climate change, Jubilee Life began a net-zero carbon project in 2020. Since then, it has been striving to reduce and offset its carbon footprint in order to achieve carbon neutrality by 2030. The project framework involves calculating, reducing, and neutralizing the Company's Carbon Footprint through various measures, including its processes, real estate, employees, and customers.

Digitalization has been prioritized in every department and function within the organization. The focus is on creating a paperless environment, by introducing and implementing efficient systems and processes to minimize paper consumption and provide an excellent customer experience.



Peace, Justice, and Strong Institutes

Promote peaceful and inclusive societies for sustainable development, provide access to justice for all, and build effective, accountable, and inclusive institutions at all levels.

Conflict, instability, poor institutions, and restricted access to justice threaten sustainable development. To promote equal and ethical business activities, we strongly encourage and ensure strict adherence to our Code of Conduct at all levels of the organization. We have zero-tolerance for malpractice and integrity is one of our core values by which we conduct our business. Our comprehensive Whistle Blowing policy ensures that we have effective and transparent processes and work environment. We also stringently follow guidelines, principles, and regulatory requirements imposed by SECP and other regulatory bodies.

Efforts to Secure Environment

To mitigate and offset the negative impact on climate and to play its role as a responsible corporate citizen, Jubilee Life has initiated a net zero carbon project. The Company is actively working towards reducing and offsetting its carbon footprint to combat the climate change, becoming carbon neutral by 2030. The project framework comprises of calculating, reducing, and finally offsetting the Company's Carbon Footprint through extensive measures involving our processes, real estate, people and customers.

The Company in 2022 also took the below initiatives to reduce pollution, conserve energy and manage paper wastage:

- Investment in Solar Energy usage than high generator units
- Invested in Digital Applications for customers and employees to avoid using paper to save trees and our environment ultimately



IT Governance & Cybersecurity



Disclosures on IT Governance & Cybersecurity

Responsibility Statement of Board on the Evaluation and Enforcement of Legal and Regulatory implications of Cyber Risks

The Board and its respective committees are responsible for ensuring that the organization follows applicable and practical cybersecurity procedures and policies. This includes ensuring that the working body has a sound understanding of cyber risks. The Board recognizes that:

- Cybersecurity is a critical aspect of risk management that affects the entire organization and requires ongoing attention from the Board.
- Cybersecurity and related circumstances are a consistent and significant priority for the Board.
- Effective oversight and prevention of cybersecurity threats require resilient reporting systems and managerial structures that are well-executed.
- Cybersecurity plans must be periodically re-evaluated to ensure that they are applied appropriately to individual business units and assets, as well as to new products and initiatives.
- Any IT oversight gaps must be carefully assessed by the Board and management to determine the most effective channels for monitoring potential cybersecurity vulnerabilities and risks.

Overall, the Board and its committees are committed to maintaining a strong cybersecurity posture that safeguards the organization and its stakeholders from cyber threats.

Procedures, Policies Related to IT Governance and Cybersecurity Programs

The insurance industry has made significant technological advancements in recent years, which makes it imperative to ensure that the information technology systems of insurance companies are fully protected from cyber threats. To this end, the Securities and Exchange Commission of Pakistan has mandated that all insurers registered under the Insurance Ordinance 2000 comply with the Cybersecurity Framework for the Insurance Sector, 2020, which outline suitable cybersecurity measures for insurers.

Jubilee Life recognizes the importance of these regulations and has taken steps to adopt the principles outlined in the Cybersecurity Governance Framework. This framework involves the Board, the Board Committee, and the managing body, all of whom play critical roles in ensuring the effective implementation and execution of cybersecurity measures. By adhering to these principles, Jubilee Life is committed to protecting its information technology systems from cyber threats and safeguarding the interests of its stakeholders.

IT Governance Policy aim to achieve the following objectives:

- **Strategic Direction:** Strategic direction of IT align with the business objectives with respect to innovative products and services and verifying strategic compliance, i.e., achievement of organizational objectives through strategic IT objectives.
- **Value Delivery:** Ensuring that IT delivers the promised benefits against the strategy, concentrating on optimizing costs and proving the intrinsic value of IT.
- **IT Risk Management:** Ensuring that processes are in place and effective to assess and manage the associated risks in IT investments, developments and operations.
- **Optimal Resource Management:** Ensuring that there is an adequate IT capability and infrastructure to support current and expected future business requirements.
- **Protection of Data:** Ensuring that 'data' which is one of the most valuable assets of the Company are protected from unauthorized access, use, disclosure, disruption, modification, or destruction by implementing information security / cyber security system.
- **Information Security Incident Management:** Ensuring to effectively manage unanticipated disruptive events with the objective of minimizing impacts and maintaining or restoring normal operations within defined time limits.
- **Adequate IT Policy Framework:** Ensure that the appropriate policy controls are in place and the processes are standardized and documented.

Board's Risk Oversight on Cybersecurity

The Board comprehends that cybersecurity is a risk management issue that influences the entire organization. The Board has primarily validated and implemented the essential following principles for cyber risk surveillance in its supervision of cybersecurity risk, motivating boards to:

- To ascertain that the Company develops and documents significant policies in strategic and operational areas such as underwriting, claims management, reinsurance, information technology, product development, reserving etc.

- To review significant policies pertinent to strategic and operational areas and ensuring their relevance with the Company's strategic vision and goals.
- To review various qualitative / quantitative analyses pertaining to integral experience factors such as mortality, morbidity, investment return and expenses, etc.
- To review reports analyzing the foreseeable profitability and solvency of the Company.
- To review and approve the Company's IT strategy and guide the management to achieve strategic and operational objectives.
- To review and monitor integral aspects of IT Operations of the Company, including but not limited to confidentiality, integrity and availability of data, technical support, disaster recovery, access control, cyber security, and physical security.

Board-level Committee Responsible for IT Governance & Cybersecurity

- Jubilee Life considers Information Technology as a critical part of the overall Corporate and IT Governance. Board Technical Committee (BTC) is charged with reviewing and approving the Company's IT strategy. Further, BTC also reviews and monitors integral aspects of IT Operations of the Company, including but not limited to confidentiality, integrity and availability of data, technical support, disaster recovery, access control, cyber security, and physical security.
- Management provides quarterly updates on Cybersecurity to the BTC detailing security posture.
- The Company has aligned itself for efficient use of the information technology resources in achieving its operational and strategic objectives while increasing shareholders' value. IT Governance places high emphasis on providing efficient and secure IT systems, meeting our policyholder's expectation in most innovative and convenient manner. The Company maintains very high standards of Cyber Security and upgraded its perimeter firewalls on both "Primary and Disaster Recovery" sites to best-in-class Next Generation Firewalls. The Company also deployed state-of-the-art Security Information and Event Management (SIEM) solution on its IT Infrastructure.

Company Controls as "Early Warning System"

To further improve its already robust Cyber Security Posture with focus on detection and response, Company implemented Extended Detection (XDR) and Security Orchestration, Automation and Response (SOAR) platforms.

Moreover, the management provides quarterly updates on Cybersecurity to the BTC detailing security posture.

Policy related to independent comprehensive security assessment and last review carried out

The Company has integrated Extended Detection (XDR) and Security Orchestration, Automation and Response (SOAR) platforms to further strengthen its Cyber Security Posture, with a particular focus on detecting and responding to potential threats. Company also implemented a next generation firewall on its server farm. Company routinely conducts vulnerability assessments using best-in-class tools to find and address any new vulnerabilities. In line with best practices Company also conducted independent third-party Vulnerability Assessment and Penetration tests during 2022.

Independent Comprehensive Security Assessment of Technology Environment

Jubilee Life is committed to providing superior products and services to its customers on an ongoing basis. However, the Company recognizes that certain uncontrollable events may cause varying degrees of disruption and impair its ability to provide the required level of products and services to the customers.

While these events are generally unforeseen and thus unplanned for, the Company recognizes that it has an obligation to ensure that uninterrupted customer/policyholder services are provided even during such times. It is the organization's goal to meet these obligations with minimal interruption, given the circumstances and scope of any disruptive event.

To ensure the effective availability of essential services, the Company has a detailed Disaster Recovery Plan and Business Continuity Plan for its business. The plan outlines the strategies and processes to ensure timely restoration and smooth functioning of the business in case of any catastrophe or calamity and uncontrollable events. The plan aims to ensure safeguarding employees' lives and ensuring availability of essential products / services and support to its customers, regulatory authorities and other stakeholders at all times. The plan is reviewed by the Board periodically.

Moreover, the Company maintains its "Disaster Recovery" site and conducts "Disaster Recovery" drills on quarterly basis. During these drills, all mission-critical systems are accessed by staff to ensure continuation of normal business

operations as well as to identify and rectify any discrepancies.

Company has also enabled its employees to work remotely using Virtual Private Network secured with Multi-Factor Authentication.

Advancement in digital transformation to improve transparency, reporting and governance

To cater to the needs of business leaders in the information age, Company leverages on its Data warehouse to provide insights through strong Business Intelligence and Advanced Analytics tools. The Company continued to expand Robotic Process Automation deployments in 27 functional areas to remove repetitive and time consuming traditional workflows. Customer emails and SMS are fully integrated with Company's Omnichannel Contact Center and CRM solutions to enhance customer service experience.

Further, the Company upgraded its core network switches to the modern best in class switches. Company maintains high redundancies on its network, enabling it to provide seamless services.

Company has deployed all customer facing front-end web applications on cloud computing platforms which ensure high availability.

Education and training efforts of the Company to mitigate cybersecurity risks

The Company believes in investing in education and training efforts as one of the crucial steps to mitigate cybersecurity risks. To achieve this, following initiatives are regularly ensured:

Employee Training: Regular training and awareness sessions for our employees on cybersecurity best practices. These training sessions cover topics like password management, phishing attacks, social engineering, and other potential threats. Such training helps employees to identify and prevent cyber threats, thereby reducing the overall risk to the organization.

Cybersecurity Certifications: The Company encourages and financially supports cybersecurity certification courses to enhance employees' knowledge and expertise in the field, making them more effective in managing and mitigating cybersecurity risks.

Regular Security Awareness Drills: The IT team communicates about security awareness through various modes including drills to enhance relevant employees' ability to identify and prevent cyber threats which ultimately leads to increase Company's cybersecurity defenses and the overall security posture.



Financial Position & Performance



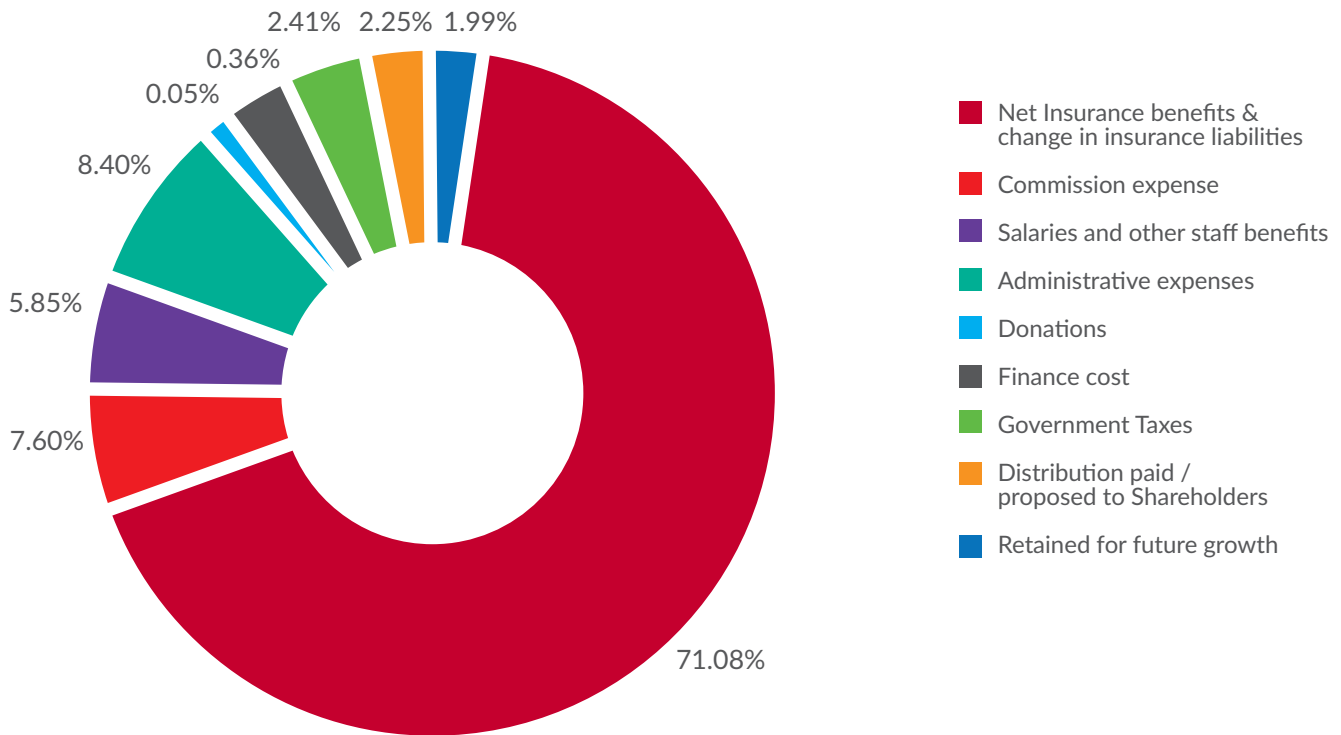


Statement of Value Additions

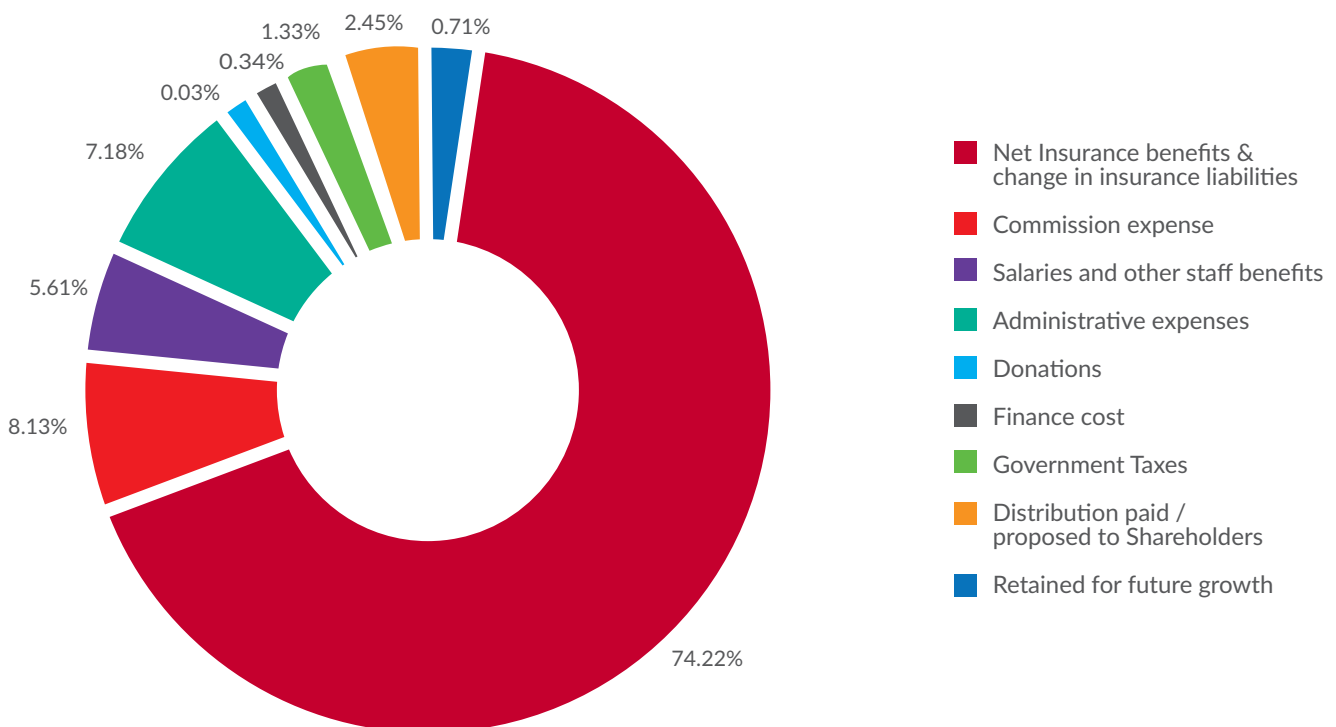
| Description | 2022 | | 2021 | |
|--|----------------------------|------------|----------------------------|------------|
| | Amount (Rupees in '000) | % | Amount (Rupees in '000) | % |
| Wealth Generated | | | | |
| Net premium | 45,571,152 | 90.40 | 47,580,137 | 92.19 |
| Investment income | 4,327,940 | 8.59 | 3,768,859 | 7.30 |
| Other income | 509,908 | 1.01 | 264,335 | 0.51 |
| Net Wealth | <u>50,409,000</u> | <u>100</u> | <u>51,613,331</u> | <u>100</u> |
| Distribution Of Wealth | | | | |
| Net Insurance benefits | 42,933,793 | 85.17 | 39,848,772 | 77.21 |
| Change in insurance liabilities | (7,100,579) | (14.09) | (1,542,840) | (2.99) |
| Commission expense | 3,829,518 | 7.60 | 4,194,626 | 8.13 |
| Salaries and other staff benefits | 2,947,435 | 5.85 | 2,893,181 | 5.61 |
| Administrative expenses | 4,233,875 | 8.40 | 3,707,973 | 7.18 |
| Donations | 27,699 | 0.05 | 15,000 | 0.03 |
| Finance cost | 183,198 | 0.36 | 174,282 | 0.34 |
| Government Taxes | 1,215,912 | 2.41 | 686,059 | 1.33 |
| Distribution paid / proposed to Shareholders | 1,134,429 | 2.25 | 1,265,324 | 2.45 |
| Retained for future growth | 1,003,720 | 1.99 | 370,954 | 0.71 |
| Total | <u>50,409,000</u> | <u>100</u> | <u>51,613,331</u> | <u>100</u> |

Statement of Value Additions

Distribution of Wealth 2022



Distribution of Wealth 2021



Last Six Years Statement of Financial Position

| Balance Sheet | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 |
|---|------------------|-------------|-------------|-------------|-------------|-------------|
| | | | | | | (restated) |
| | (Rupees in '000) | | | | | |
| Investments and cash & bank balances | 177,472,585 | 181,231,824 | 180,712,608 | 162,938,187 | 134,122,822 | 114,903,830 |
| Other assets | 5,725,588 | 4,529,315 | 5,043,941 | 5,703,207 | 2,177,091 | 2,350,411 |
| Property and equipment / Intangible assets / Rights-of-use assets | 4,654,459 | 4,790,785 | 4,665,574 | 4,719,129 | 3,326,101 | 3,258,660 |
| Total assets | 187,852,632 | 190,551,924 | 190,422,123 | 173,360,523 | 139,626,014 | 120,512,901 |
| - Issued, subscribed and Paid up capital | 872,638 | 872,638 | 872,638 | 793,307 | 793,307 | 793,307 |
| - Unappropriated profit/Surplus on revaluation of AFS investments/Waqf fund | 8,627,409 | 7,893,860 | 7,919,203 | 7,176,008 | 6,395,607 | 6,022,460 |
| - Retained balance in Ledger Account D | 4,441,410 | 4,302,134 | 4,080,365 | 3,436,246 | 3,152,755 | 2,500,955 |
| Total Equity | 13,941,457 | 13,068,632 | 12,872,206 | 11,405,561 | 10,341,669 | 9,316,722 |
| Insurance liabilities / Statutory Funds (as applicable) | 163,708,769 | 168,762,520 | 168,613,327 | 153,633,665 | 122,000,509 | 104,941,249 |
| Long term / Deferred liabilities | 3,000,304 | 2,828,724 | 3,066,605 | 3,307,324 | 2,437,432 | 2,563,427 |
| Other liabilities | 7,202,102 | 5,892,048 | 5,869,985 | 5,013,973 | 4,846,404 | 3,691,503 |
| Total equity & liabilities | 187,852,632 | 190,551,924 | 190,422,123 | 173,360,523 | 139,626,014 | 120,512,901 |

NOTE:

Presentation has been realigned for the purposes of better comparison.

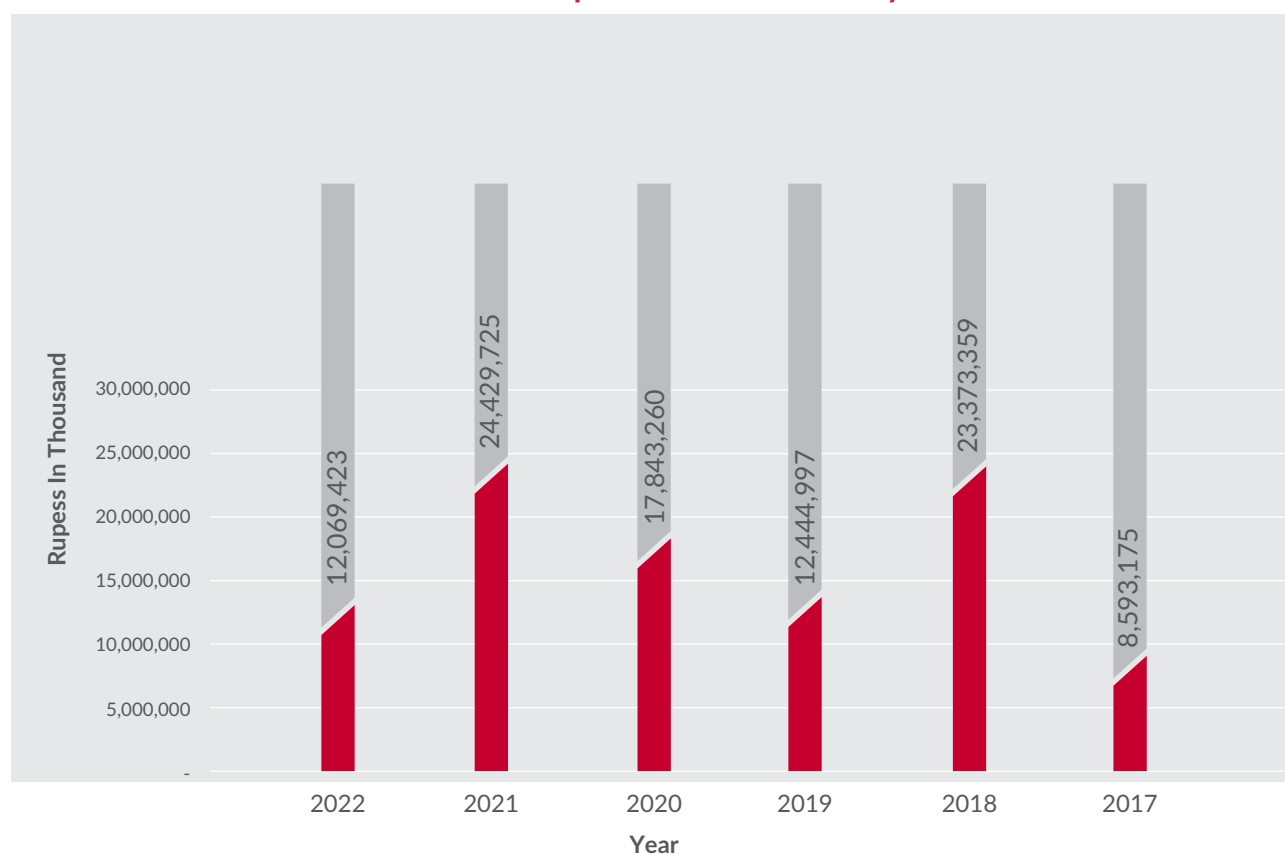
Last Six Years Statement of Profit & Loss

| Revenue, P&L Account and OCI Statement | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 (restated) |
|---|-----------------------------|-------------|-------------|-------------|-------------|--------------------|
| | ------(Rupees in '000)----- | | | | | |
| Gross Premium / Contribution | 47,343,377 | 49,355,599 | 46,507,123 | 49,627,409 | 51,887,073 | 46,816,891 |
| Premium / Contribution - net of reinsurance / retakaful | 45,571,152 | 47,580,137 | 45,207,696 | 48,396,019 | 50,670,972 | 45,905,895 |
| Investment Income / other income / share in profit of associate | 16,300,833 | 13,485,178 | 19,273,321 | 11,477,657 | 7,753,228 | 4,065,957 |
| Net fair value gains / (losses) on financial assets at fair value through profit or loss | (11,568,368) | (9,263,388) | (7,324,396) | 8,902,717 | (9,744,798) | (8,147,144) |
| Total inflow | A 50,303,617 | 51,801,927 | 57,156,621 | 68,776,393 | 48,679,402 | 41,824,708 |
| Net Insurance Benefits | 42,933,793 | 39,848,772 | 28,825,518 | 22,471,614 | 16,315,729 | 12,969,716 |
| Acquisition, marketing, administrative & other expenses | 11,038,527 | 10,810,780 | 10,426,374 | 12,248,068 | 12,602,164 | 11,048,001 |
| Finance costs and other gains / (losses) | 130,922 | 144,977 | 283,142 | 156,948 | (36,107) | 44,430 |
| Net change in insurance liabilities | (7,100,579) | (1,542,840) | 13,551,563 | 30,483,396 | 16,349,025 | 12,902,620 |
| Total outflow | B 47,002,663 | 49,261,689 | 53,086,597 | 65,360,026 | 45,230,811 | 36,964,767 |
| Surplus retained in statutory funds | C - | - | - | - | - | - |
| Profit before tax | D=A-B-C 3,300,954 | 2,540,238 | 4,070,024 | 3,416,367 | 3,448,591 | 4,859,941 |
| Income Tax expense | (1,228,903) | (747,131) | (1,185,643) | (1,192,140) | (1,018,260) | (1,598,104) |
| Profit after tax | 2,072,051 | 1,793,107 | 2,884,381 | 2,224,227 | 2,430,331 | 3,261,837 |
| Other comprehensive income / (loss) for the year - net of tax | 66,098 | (156,829) | (84,981) | 228,197 | (17,097) | (542,953) |
| Total comprehensive income for the year | 2,138,149 | 1,636,278 | 2,799,400 | 2,452,424 | 2,413,234 | 2,718,884 |

Last Six Years Summary of Cash Flow Statement

| Description | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 |
|---|----------------------------------|-------------------|-------------------|---------------------|-------------------|------------------|
| | ----- (Rupees in Thousand) ----- | | | | | |
| Net cash inflow / (outflow) from operating activities | (6,226,642) | (1,322,586) | 6,807,490 | 13,027,353 | 22,499,257 | 22,157,759 |
| Net cash inflow / (outflow) from investing activities | (4,723,422) | 9,811,062 | 578,325 | (22,082,889) | (6,224,662) | (20,002,547) |
| Net cash inflow / (outflow) from financing activities | (1,410,238) | (1,902,011) | (1,987,552) | (1,872,826) | (1,494,411) | 383,902 |
| Net change in cash and cash equivalents | (12,360,302) | 6,586,465 | 5,398,263 | (10,928,362) | 14,780,184 | 2,539,114 |
| Cash and cash equivalents at beginning of the year | 24,429,725 | 17,843,260 | 12,444,997 | 23,373,359 | 8,593,175 | 6,054,061 |
| Cash and cash equivalents at the end of the year | 12,069,423 | 24,429,725 | 17,843,260 | 12,444,997 | 23,373,359 | 8,593,175 |

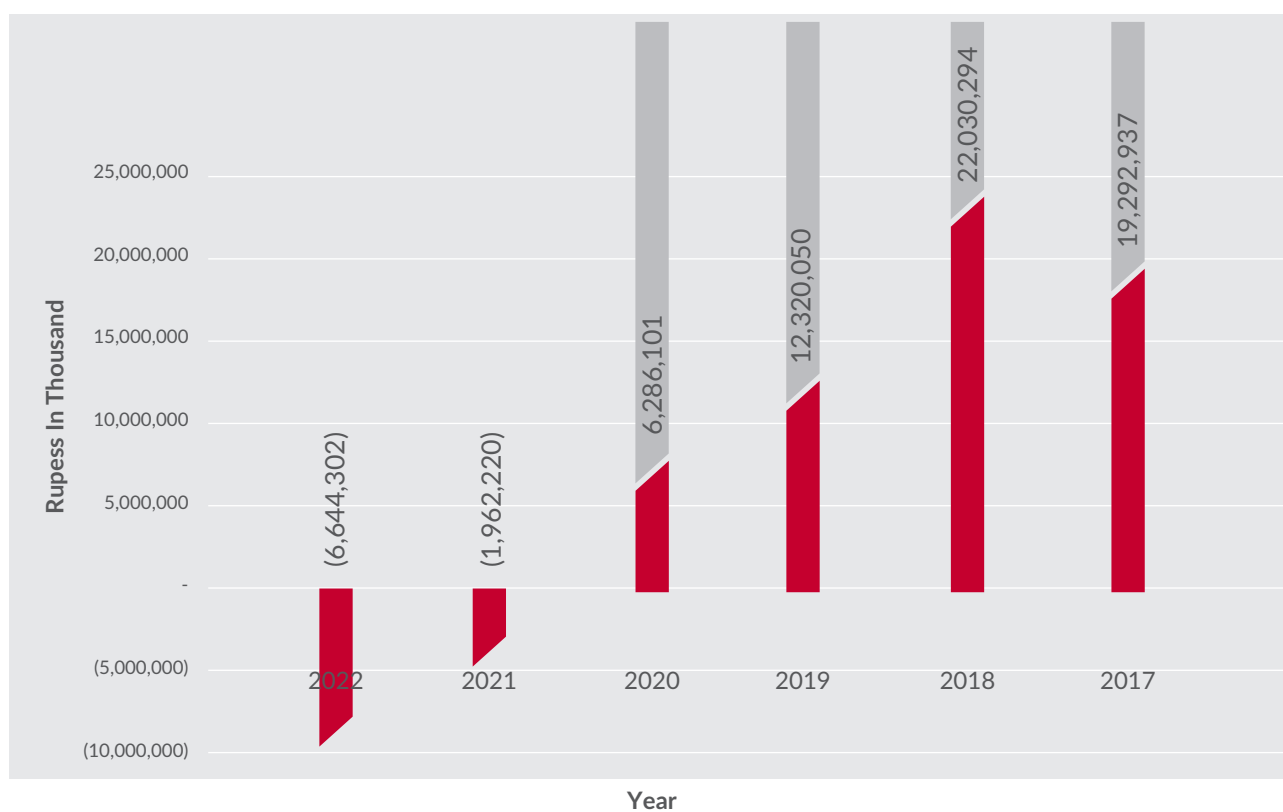
Cash and Cash Equivalent at the end of the year



Last Six Years Summary of Free Cash Flow

| Description | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 |
|---|----------------------------------|--------------------|------------------|-------------------|-------------------|-------------------|
| | ----- (Rupees in Thousand) ----- | | | | | |
| Net cash inflow / (outflow) from operating activities | (6,226,642) | (1,322,586) | 6,807,490 | 13,027,353 | 22,499,257 | 22,157,759 |
| Less: Capital Expenditures | 417,660 | 639,634 | 521,389 | 707,303 | 468,963 | 2,864,822 |
| Free Cash Flow to firm | (6,644,302) | (1,962,220) | 6,286,101 | 12,320,050 | 22,030,294 | 19,292,937 |

Free Cash Flow to Company

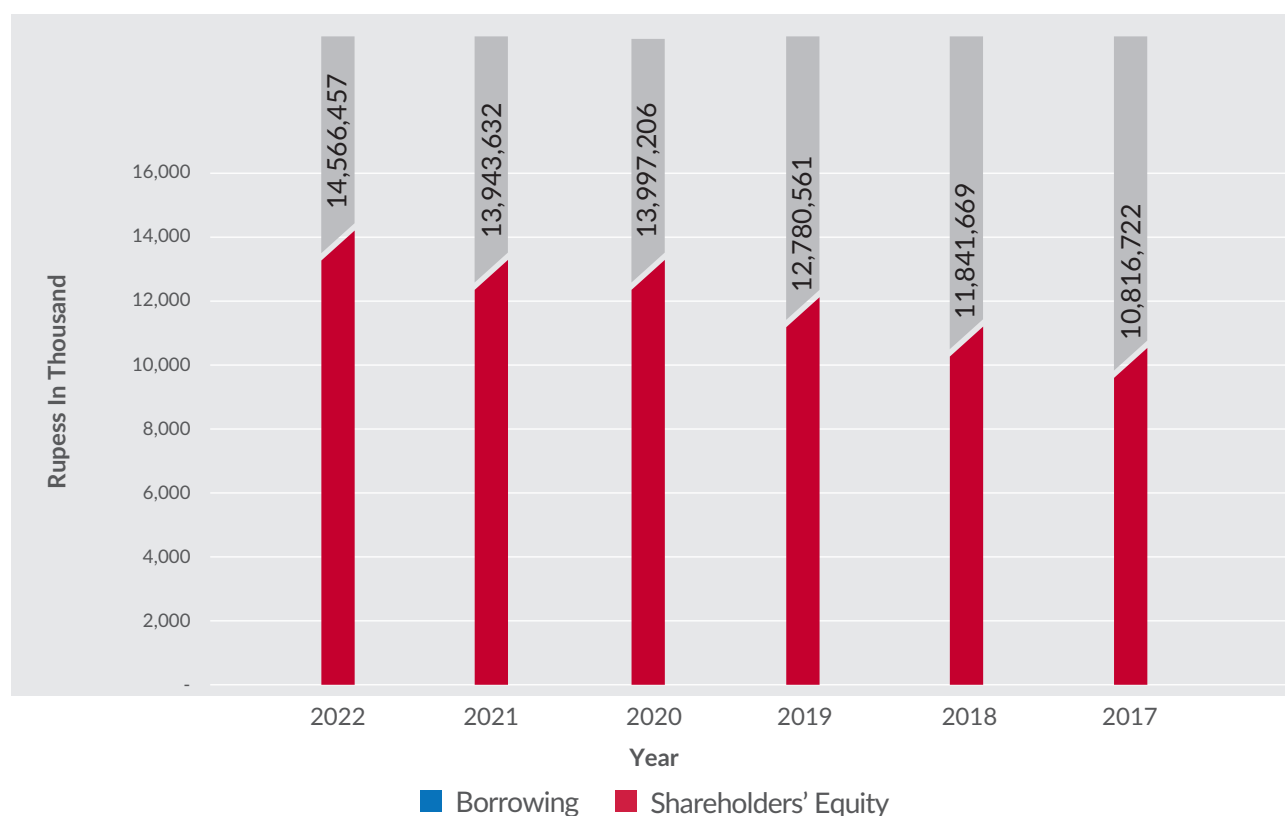


Last Six Years Capital Structure

As mentioned on page 82, the Company successfully generates sufficient liquidity through its operations and accordingly Company's capital and reserves attributable to the Shareholders comprises 95.71% of the Company's capital structure as of December 31, 2022. Synopsis of Company's capital structure as of 2022 through 2017 is presented below:

| Description | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 |
|---|----------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| | ----- (Rupees in Thousand) ----- | | | | | |
| Share capital | 872,638 | 872,638 | 872,638 | 793,307 | 793,307 | 793,307 |
| Money ceded to waqf fund | 500 | 500 | 500 | 500 | 500 | 500 |
| Gain on revaluation of available-for-sale investments | (120,452) | (82,209) | 77,384 | 172,026 | (21,492) | 15,090 |
| Unappropriated profit | 8,627,409 | 7,975,569 | 7,841,319 | 7,003,482 | 6,416,599 | 6,006,870 |
| Retained earnings arising from business other than participating business attributable to shareholders (Ledger account D) | 4,561,362 | 4,302,134 | 4,080,365 | 3,436,246 | 3,152,755 | 2,500,955 |
| Capital and reserves attributable to the Company's equity holders | 13,941,457 | 13,068,632 | 12,872,206 | 11,405,561 | 10,341,669 | 9,316,722 |
| Long Term Borrowing | 625,000 | 875,000 | 1,125,000 | 1,375,000 | 1,500,000 | 1,500,000 |
| Company Capital Structure at the end of year | 14,566,457 | 13,943,632 | 13,997,206 | 12,780,561 | 11,841,669 | 10,816,722 |

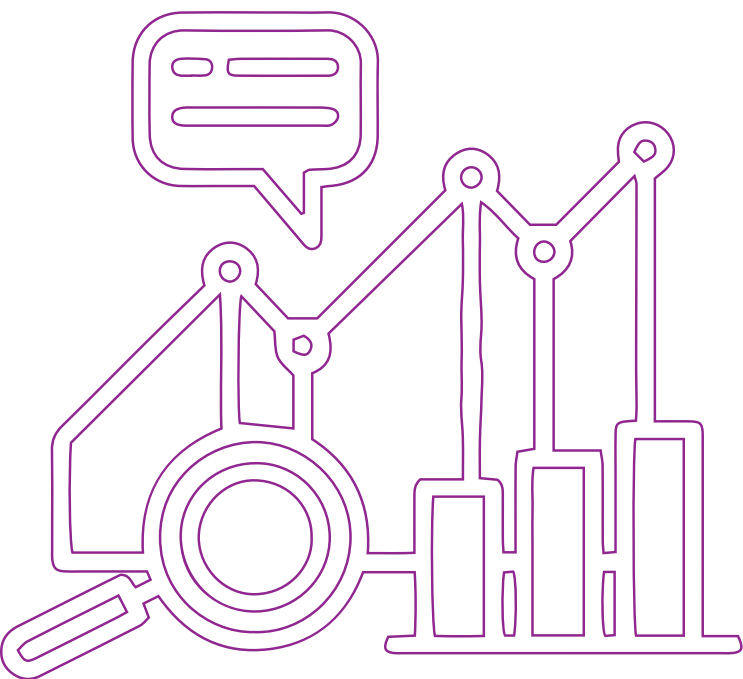
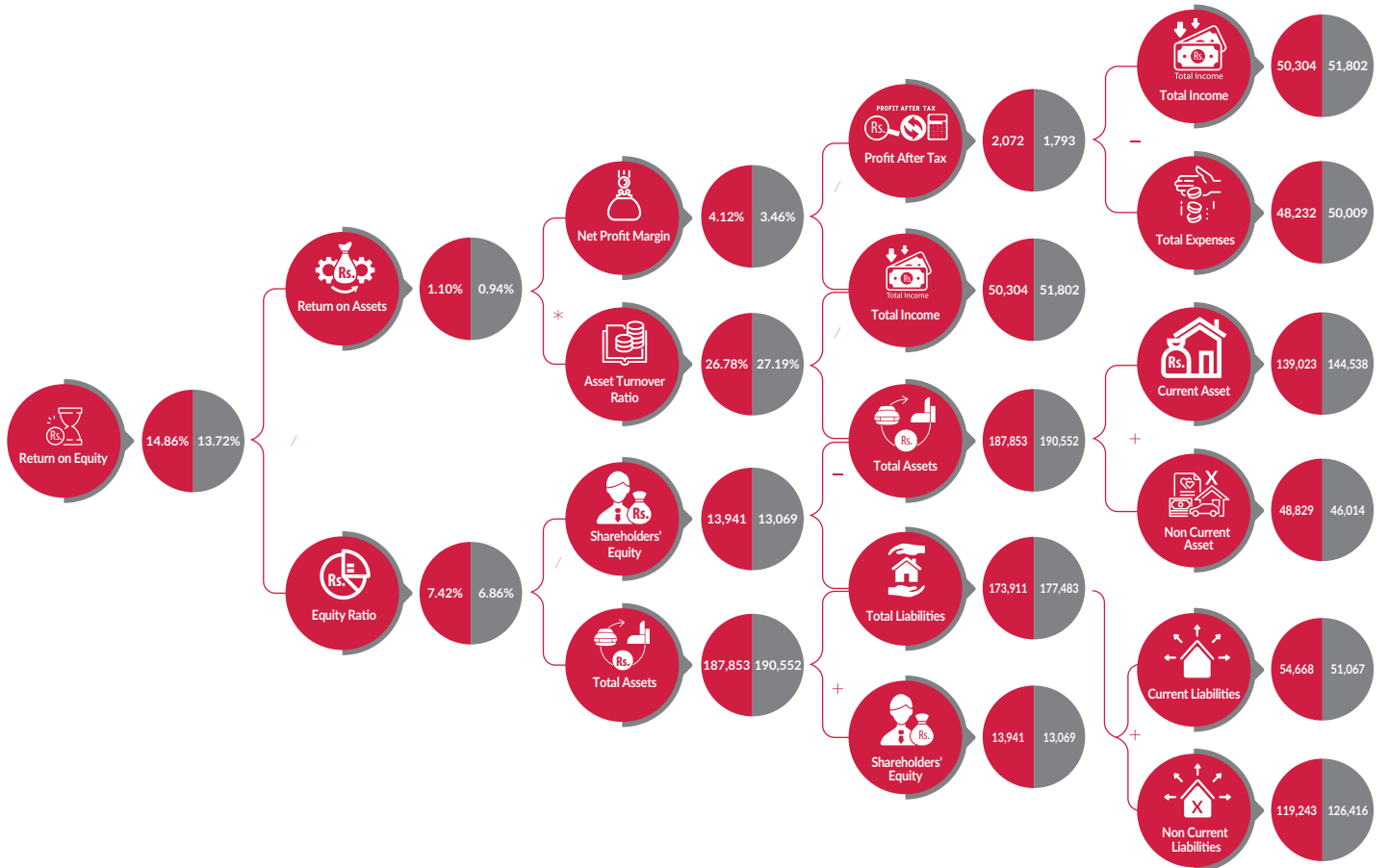
Capital Structure of the Company



DuPont Analysis

2022

2021



Financial Ratio

| Financial Ratios | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 |
|---|--------|--------|--------|--------|--------|--------|
| Profitability | | | | | | |
| Profit Before Tax / Gross Premium or Contribution | 7% | 5% | 9% | 7% | 7% | 10% |
| Profit Before Tax / Net Premium or Contribution | 7% | 5% | 9% | 7% | 7% | 11% |
| Profit After Tax / Gross Premium or Contribution | 4% | 4% | 6% | 4% | 5% | 7% |
| Profit After Tax / Net Premium or Contribution | 5% | 4% | 6% | 5% | 5% | 7% |
| Net claims / Net premium or Contribution | 94% | 84% | 64% | 46% | 32% | 28% |
| Commission expenses / Net premium or Contribution | 8% | 9% | 10% | 12% | 13% | 13% |
| Administration Expenses / Net premium or Contribution | 16% | 14% | 13% | 13% | 11% | 11% |
| Change in PHL & Technical Reserves / Net Inflow | -14% | -3% | 24% | 44% | 34% | 31% |
| Net investment income / Net premium or contribution | 10% | 9% | 26% | 42% | -4% | -9% |
| Return to Shareholders | | | | | | |
| Return on equity including retained balance in Ledger Account D | 15% | 14% | 22% | 20% | 24% | 35% |
| Earnings / per share (pre-tax) | 37.83 | 29.11 | 46.64 | 39.15 | 39.52 | 55.69 |
| Earnings / per share (after-tax) | 23.74 | 20.55 | 33.05 | 25.49 | 27.85 | 37.38 |
| Price Earning Ratio - PAT | 6 | 11 | 12 | 16 | 18 | 19 |
| Net Assets per share | 159.76 | 149.76 | 147.51 | 130.70 | 118.51 | 106.77 |
| Return on assets | 1.1% | 1% | 2% | 1% | 2% | 3% |
| Face value per share (Rs.) | 10 | 10 | 10 | 10 | 10 | 10 |
| Break up value per share (Rs.) | 159.76 | 149.76 | 147.51 | 130.70 | 118.51 | 106.77 |
| Market price per share at the end of the year (Rs.) | 139.00 | 216.00 | 398.09 | 400.00 | 498.20 | 705.00 |
| Cash dividend per share | 13.00 | 14.50 | 16.50 | 16.50 | 17.50 | 17.50 |
| Cash dividend | 130% | 145% | 165% | 165% | 175% | 175% |
| Dividend yield | 9% | 7% | 4% | 4% | 4% | 2% |
| Dividend payout | 55% | 71% | 50% | 65% | 63% | 47% |
| Dividend cover - (Times) | 1.83 | 1.42 | 2.00 | 1.54 | 1.59 | 2.14 |
| Issue of Bonus shares | 15% | 0% | 0% | 10% | 0% | 0% |
| Performance & Liquidity | | | | | | |
| Current Ratio - (Times) | 2.54 | 2.83 | 2.50 | 2.28 | 3.80 | 4.23 |
| Total Liabilities / Equity - (Times) | 12.47 | 13.58 | 13.79 | 14.20 | 12.50 | 11.94 |
| Return on Capital employed | 24% | 19% | 32% | 30% | 33% | 52% |
| Paid up capital / Total Assets | 0.5% | 0.5% | 0.5% | 0.5% | 1% | 1% |
| Equity / Total Assets | 7% | 7% | 7% | 7% | 7% | 8% |
| Solvency Ratio | 259% | 234% | 244% | 243% | 279% | 324% |
| Cash to Current Liabilities - (Times) | 0.22 | 0.48 | 0.37 | 0.30 | 0.70 | 0.32 |

Vertical Analysis

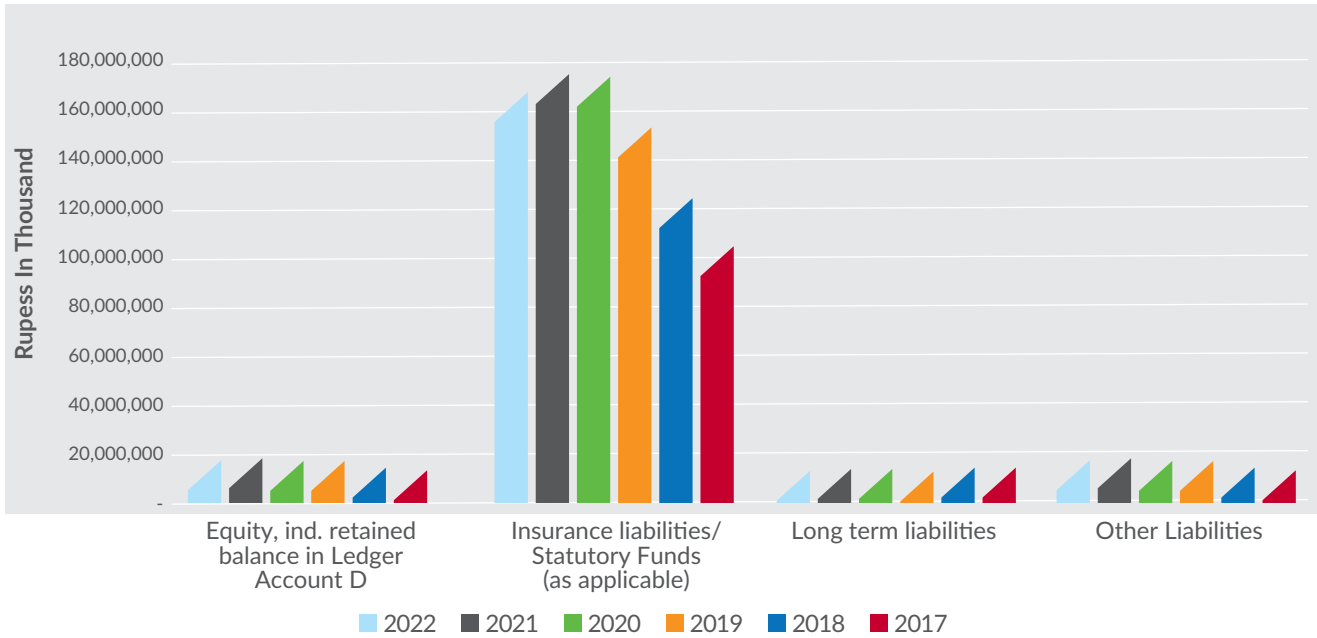
| | 2022 | | 2021 | | 2020 | | 2019 | | 2018 | | 2017 (restated) | |
|---|--------------------|---------------|--------------------|---------------|--------------------|---------------|--------------------|---------------|--------------------|---------------|--------------------|---------------|
| | Rupees in '000 | % | Rupees in '000 | % | Rupees in '000 | % | Rupees in '000 | % | Rupees in '000 | % | Rupees in '000 | % |
| Balance Sheet | | | | | | | | | | | | |
| Net equity | 13,941,457 | 7.42 | 13,068,632 | 6.86 | 12,872,206 | 6.76 | 11,405,561 | 6.58 | 10,341,669 | 7.41 | 9,316,722 | 7.73 |
| Insurance liabilities / Statutory Funds (as applicable) | 163,708,769 | 87.15 | 168,762,520 | 88.57 | 168,613,327 | 88.55 | 153,633,665 | 88.62 | 122,000,509 | 87.38 | 104,941,249 | 87.08 |
| Long term liabilities | 3,000,304 | 1.60 | 2,828,724 | 1.48 | 3,066,605 | 1.61 | 3,307,324 | 1.91 | 2,437,432 | 1.75 | 2,563,427 | 2.13 |
| Other liabilities | 7,202,102 | 3.83 | 5,892,048 | 3.09 | 5,869,985 | 3.08 | 5,013,973 | 2.89 | 4,846,404 | 3.47 | 3,691,503 | 3.06 |
| Total equity and Liabilities | 187,852,632 | 100.00 | 190,551,924 | 100.00 | 190,422,123 | 100.00 | 173,360,523 | 100.00 | 139,626,014 | 100.00 | 120,512,901 | 100.00 |
| Total fixed assets | 4,654,459 | 2.51 | 4,790,785 | 2.51 | 4,665,574 | 2.45 | 4,719,129 | 2.72 | 3,326,101 | 2.38 | 3,258,660 | 2.70 |
| Investments and cash & bank balances | 177,472,585 | 94.47 | 181,231,824 | 95.11 | 180,712,608 | 94.90 | 162,938,187 | 93.99 | 134,122,822 | 96.06 | 114,903,830 | 95.35 |
| Other assets | 5,725,588 | 3.05 | 4,529,315 | 2.38 | 5,043,941 | 2.65 | 5,703,207 | 3.29 | 2,177,091 | 1.56 | 2,350,411 | 1.95 |
| Total assets | 187,852,632 | 100.00 | 190,551,924 | 100.00 | 190,422,123 | 100.00 | 173,360,523 | 100.00 | 139,626,014 | 100.00 | 120,512,901 | 100.00 |
| Revenue and Profit & Loss Account | | | | | | | | | | | | |
| Net Income | 50,409,000 | 100.00 | 51,613,331 | 100.00 | 56,954,049 | 100.00 | 69,083,846 | 100.00 | 48,810,718 | 100.00 | 41,004,630 | 100.00 |
| Net insurance benefits / change in insurance liabilities | (35,833,214) | (71.08) | (38,305,932) | (74.22) | (42,377,081) | (74.41) | (52,955,010) | (76.65) | (32,664,754) | (66.92) | (25,872,336) | (63.10) |
| Contribution to / (from) opening Retained Earnings | (Note) - | | (Note) - | | (Note) - | | (Note) - | | (Note) - | | (Note) - | |
| Solvency Margin | (Note) - | | (Note) - | | (Note) - | | (Note) - | | (Note) - | | (Note) - | |
| Profit before tax | 3,300,954 | 6.55 | 2,540,238 | 4.92 | 4,070,024 | 7.15 | 3,416,367 | 4.95 | 3,448,591 | 7.07 | 4,859,941 | 11.85 |
| Income tax expense | (1,228,903) | (2.44) | (747,131) | (1.45) | (1,185,643) | (2.08) | (1,192,140) | (1.73) | (1,018,260) | (2.09) | (1,598,104) | (3.90) |
| Profit for the year | 2,072,051 | 4.11 | 1,793,107 | 3.47 | 2,884,381 | 5.06 | 2,224,227 | 3.22 | 2,430,331 | 4.98 | 3,261,837 | 7.95 |

NOTE:

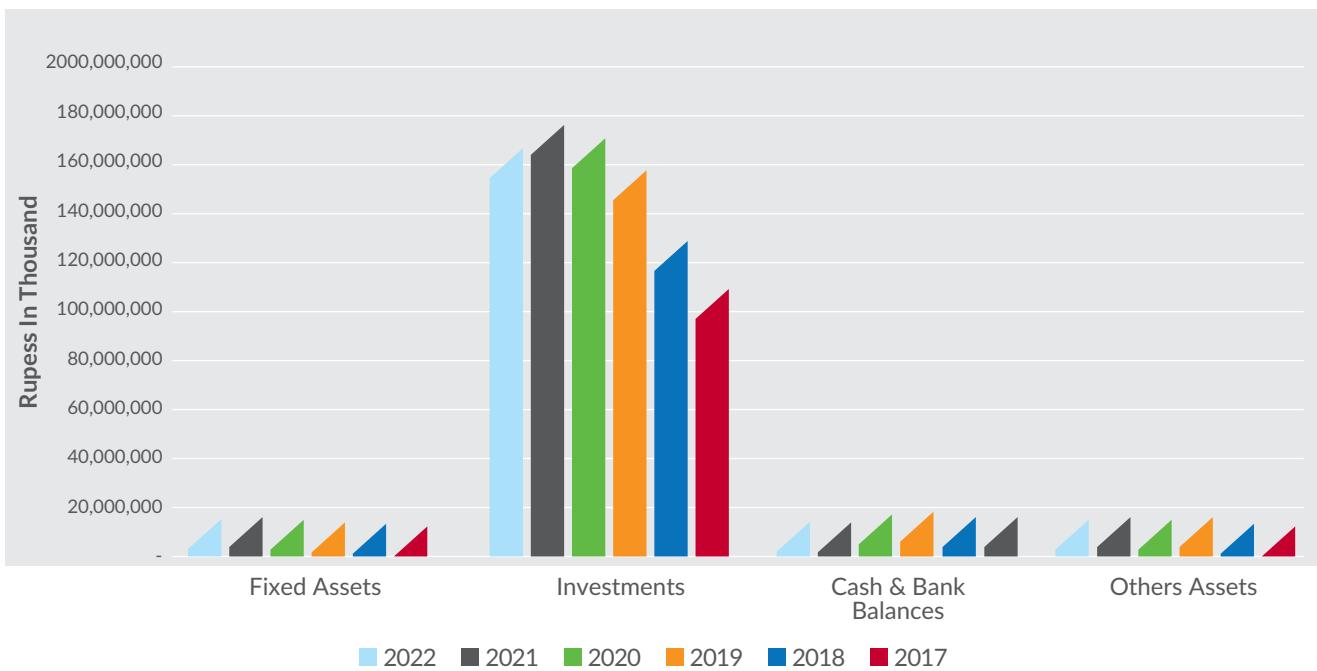
Not required to be presented separately under the new presentation of the financial statements as the Profit & Loss Account is prepared on Consolidated basis.

Vertical Analysis

Total Equity & Liabilities



Total Assets



Horizontal Analysis

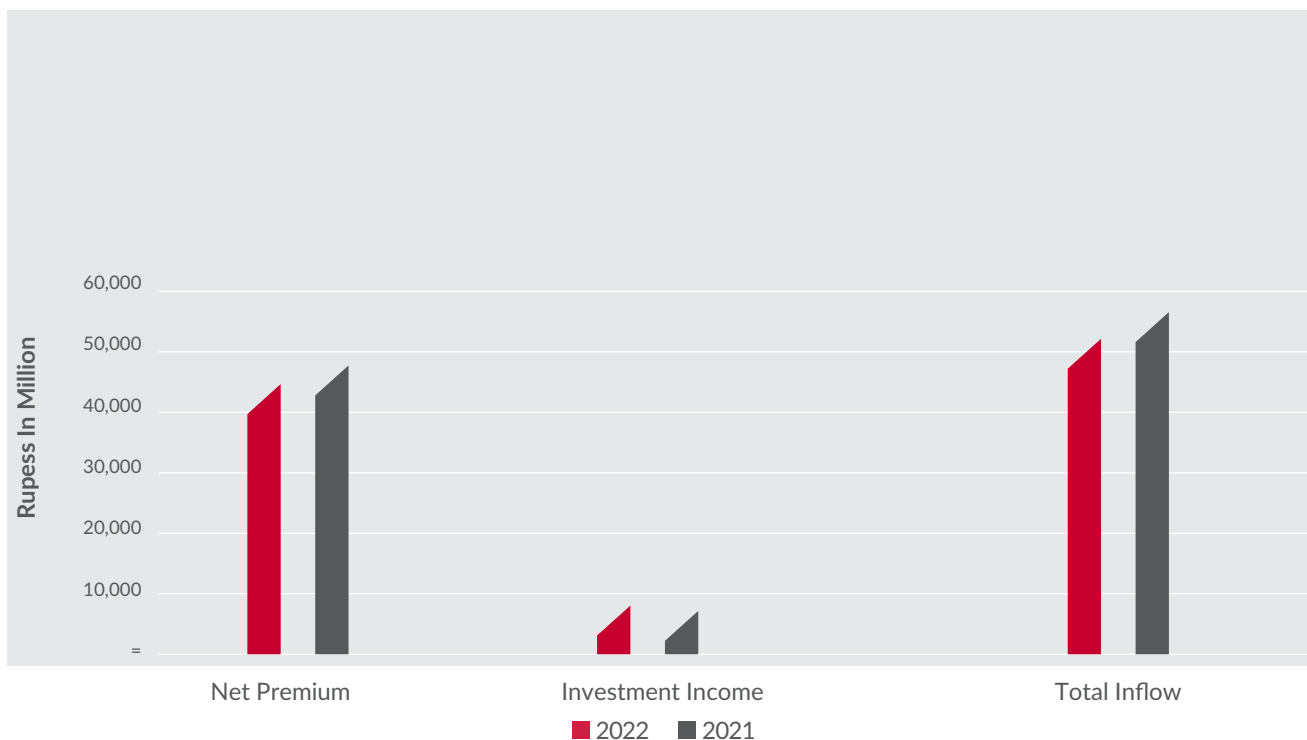
| | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 (Restated) | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|---|-------------|-------------|--------------|--------------|--------------|
| | Rupees in '000 | | | | | | % increase / (decrease) over preceding year | | | | | |
| Balance Sheet | | | | | | | | | | | | |
| Net equity | 13,941,457 | 13,068,632 | 12,872,206 | 11,405,561 | 10,341,669 | 9,316,722 | 6.68 | 1.53 | 12.86 | 10.29 | 11.00 | 21.55 |
| Insurance liabilities / Statutory Funds (as applicable) | 163,708,769 | 168,762,520 | 168,613,327 | 153,633,665 | 122,000,509 | 104,941,249 | (2.99) | 0.09 | 9.75 | 25.93 | 16.26 | 14.83 |
| Long term liabilities | 3,000,304 | 2,828,724 | 3,066,605 | 3,307,324 | 2,437,432 | 2,563,427 | 6.07 | (7.76) | (7.28) | 35.69 | (4.92) | 60.97 |
| Other liabilities | 7,202,102 | 5,892,048 | 5,869,985 | 5,013,973 | 4,846,404 | 3,691,503 | 22.23 | 0.38 | 17.07 | 3.46 | 31.29 | 34.57 |
| Total equity and Liabilities | 187,852,632 | 190,551,924 | 190,422,123 | 173,360,523 | 139,626,014 | 120,512,901 | (1.42) | 0.07 | 9.84 | 24.16 | 15.86 | 17.23 |
| Total fixed assets | 4,654,459 | 4,790,785 | 4,665,574 | 4,719,129 | 3,326,101 | 3,258,660 | (2.85) | 2.68 | (1.13) | 41.88 | 2.07 | 343.60 |
| Investments and cash and Bank Balances | 177,472,585 | 181,231,824 | 180,712,608 | 162,938,187 | 134,122,822 | 114,903,830 | (2.07) | 0.29 | 10.91 | 21.48 | 16.73 | 14.84 |
| Other assets | 5,725,588 | 4,529,315 | 5,043,941 | 5,703,207 | 2,177,091 | 2,350,411 | 26.41 | (10.20) | (11.56) | 161.96 | (7.37) | 16.97 |
| Total assets | 187,852,632 | 190,551,924 | 190,422,123 | 173,360,523 | 139,626,014 | 120,512,901 | (1.42) | 0.07 | 9.84 | 24.16 | 15.86 | 17.23 |
| Revenue and Profit & Loss Account | | | | | | | | | | | | |
| Net Income | 50,409,000 | 51,613,331 | 56,954,049 | 69,083,846 | 48,810,718 | 41,004,630 | (2.33) | (9.38) | (17.56) | 41.53 | 19.04 | (21.91) |
| Net insurance benefits / change in insurance liabilities | (35,833,214) | (38,305,932) | (42,377,081) | (52,955,010) | (32,664,754) | (25,872,336) | (6.46) | (9.61) | (19.98) | 62.12 | 26.25 | (34.60) |
| Contribution to / (from) opening Retained Earnings | (Note) | (Note) | (Note) | (Note) | (Note) | (Note) | - | - | - | - | - | - |
| Solvency Margin | (Note) | (Note) | (Note) | (Note) | (Note) | (Note) | - | - | - | - | - | - |
| Profit before tax | 3,300,954 | 2,540,238 | 4,070,024 | 3,416,367 | 3,448,591 | 4,859,941 | 29.95 | (37.59) | 19.13 | (0.93) | (29.04) | 65.37 |
| Income tax expense | (1,228,903) | (747,131) | (1,185,643) | (1,192,140) | (1,018,260) | (1,598,104) | 64.48 | (36.99) | (0.54) | 17.08 | (36.28) | 92.32 |
| Profit for the year | 2,072,051 | 1,793,107 | 2,884,381 | 2,224,227 | 2,430,331 | 3,261,837 | 15.56 | (37.83) | 29.68 | (8.48) | (25.49) | 54.74 |

NOTE:

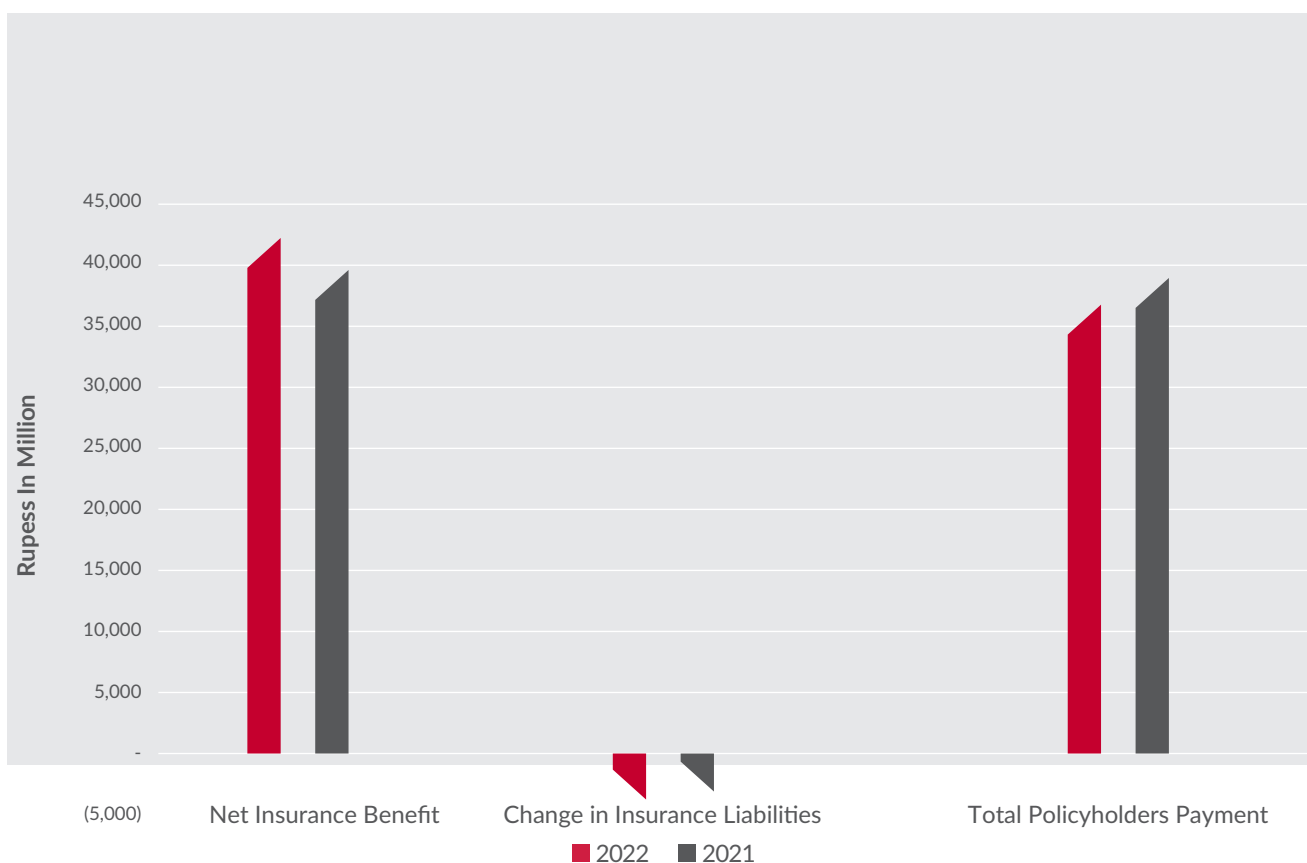
Not required to be presented separately under the new presentation of the financial statements as the Profit & Loss Account is prepared on Consolidated basis.

Horizontal Analysis

Net Premium, Investment Income = Total Inflow

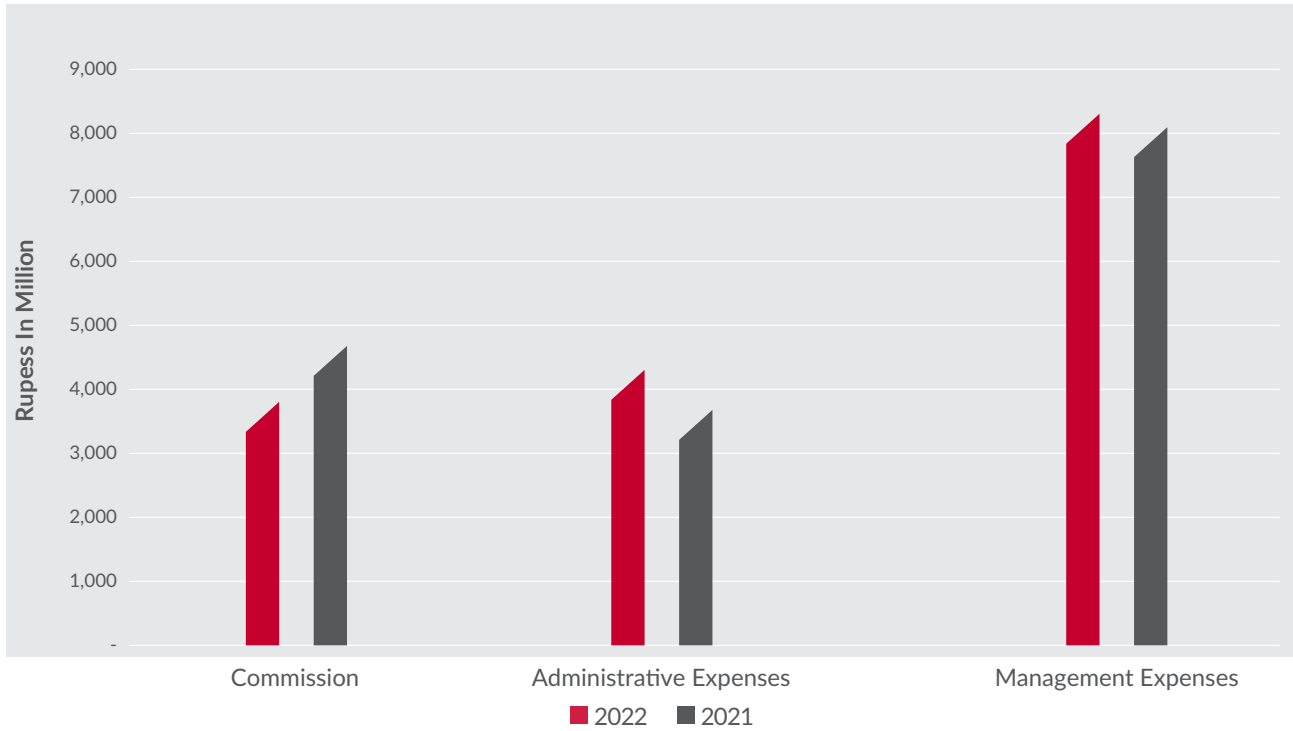


Net Insurance benefits and change in insurance liabilities = Total benefits appropriated to policyholders

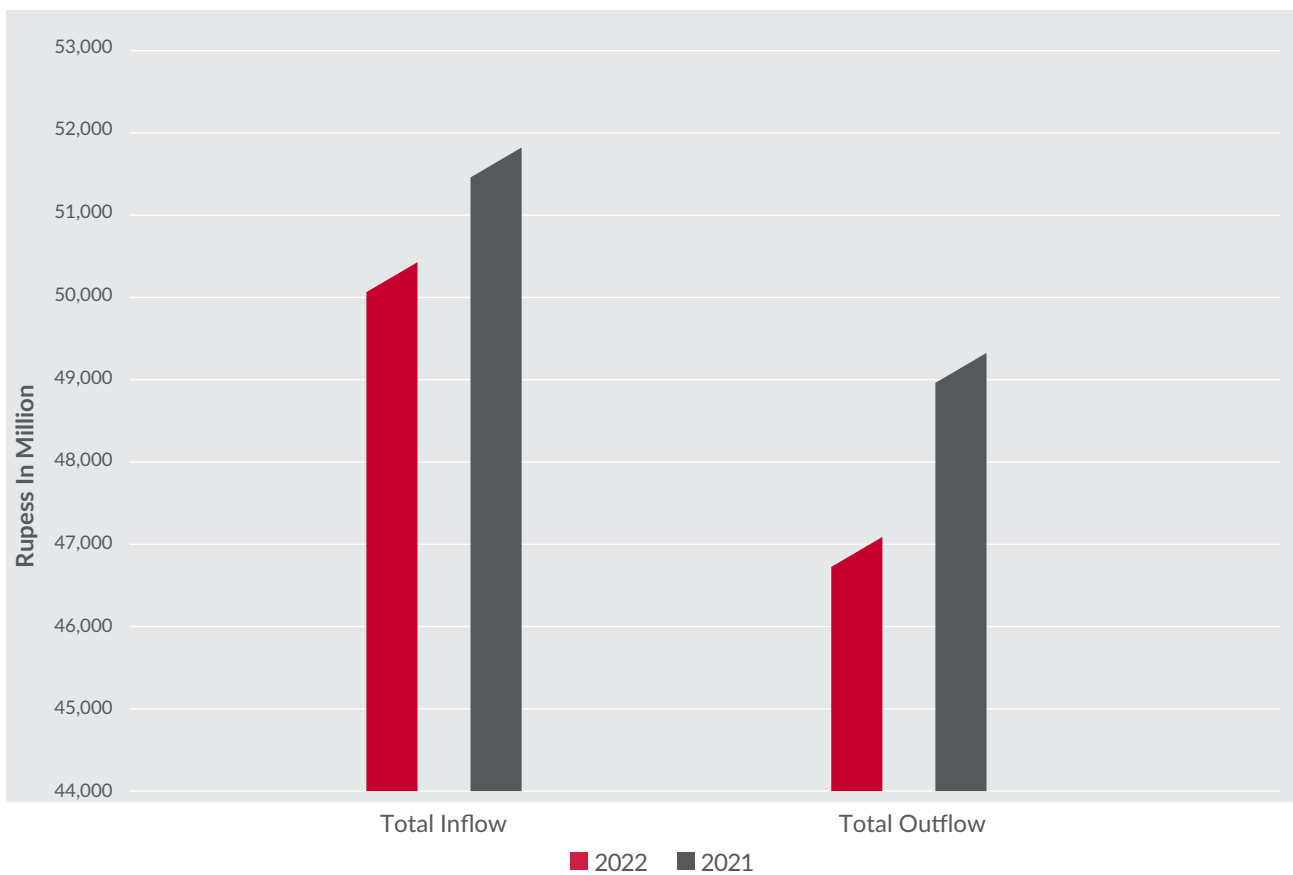


Horizontal Analysis

**Commission & Administrative Expenses =
Management Expenses**

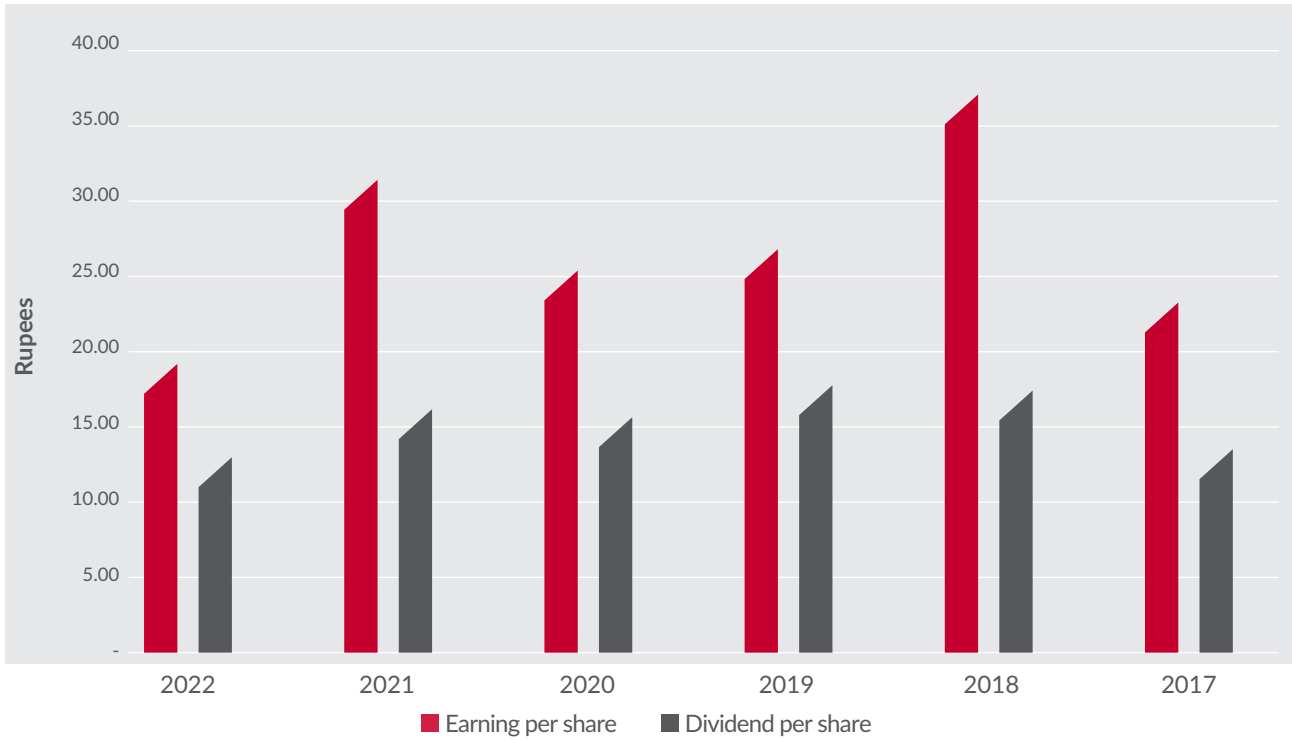


Total Inflow & Total Outflow

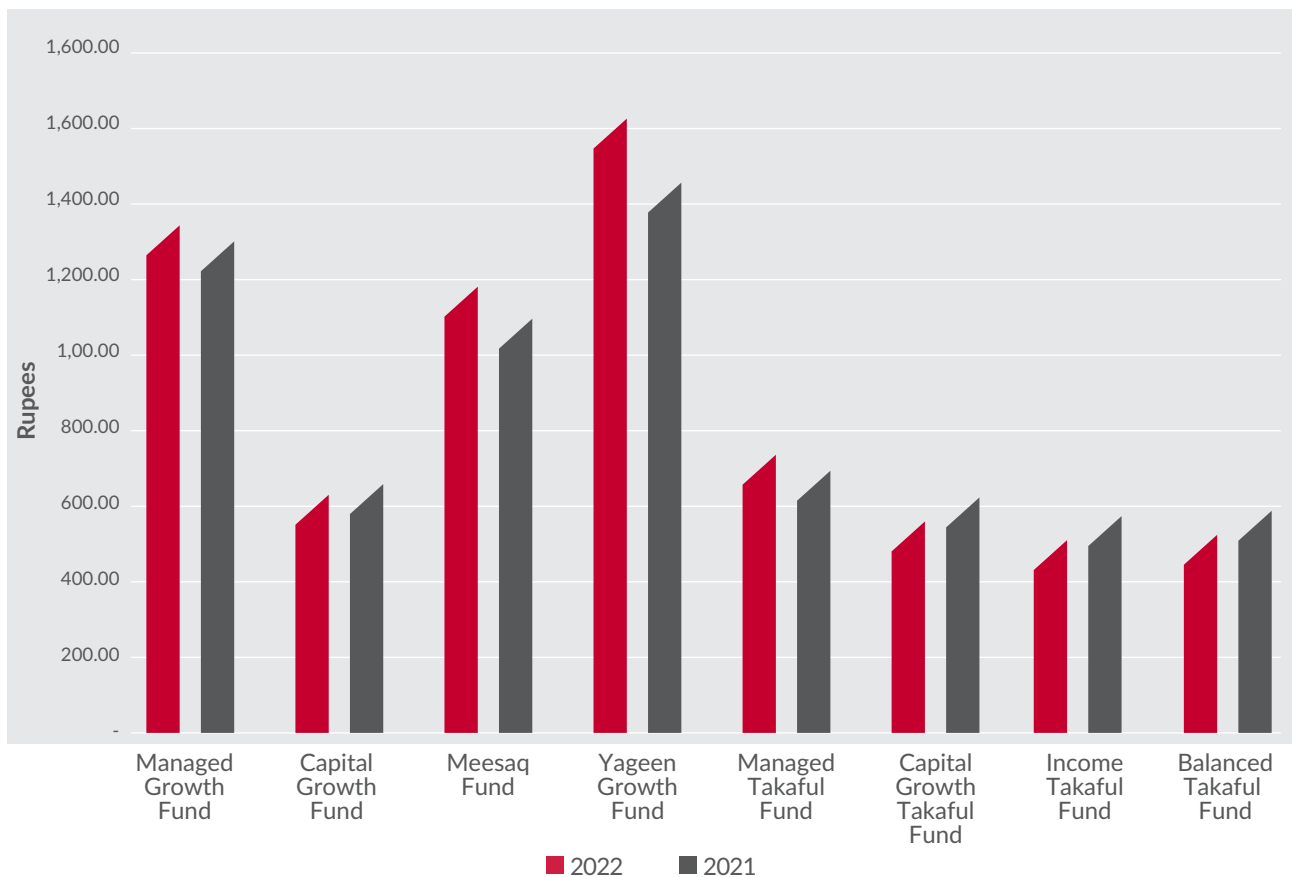


Horizontal Analysis

Earning Per Share and Dividend Per Share

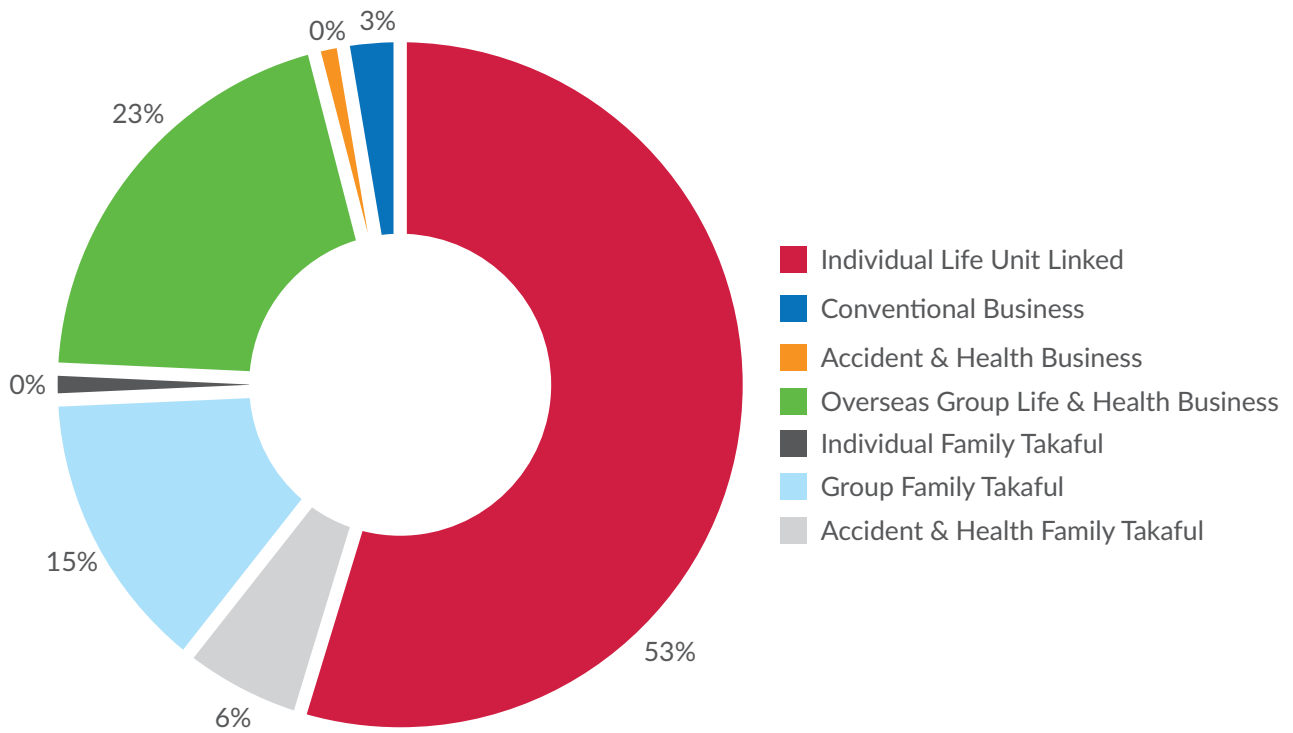


Unit Bit Price

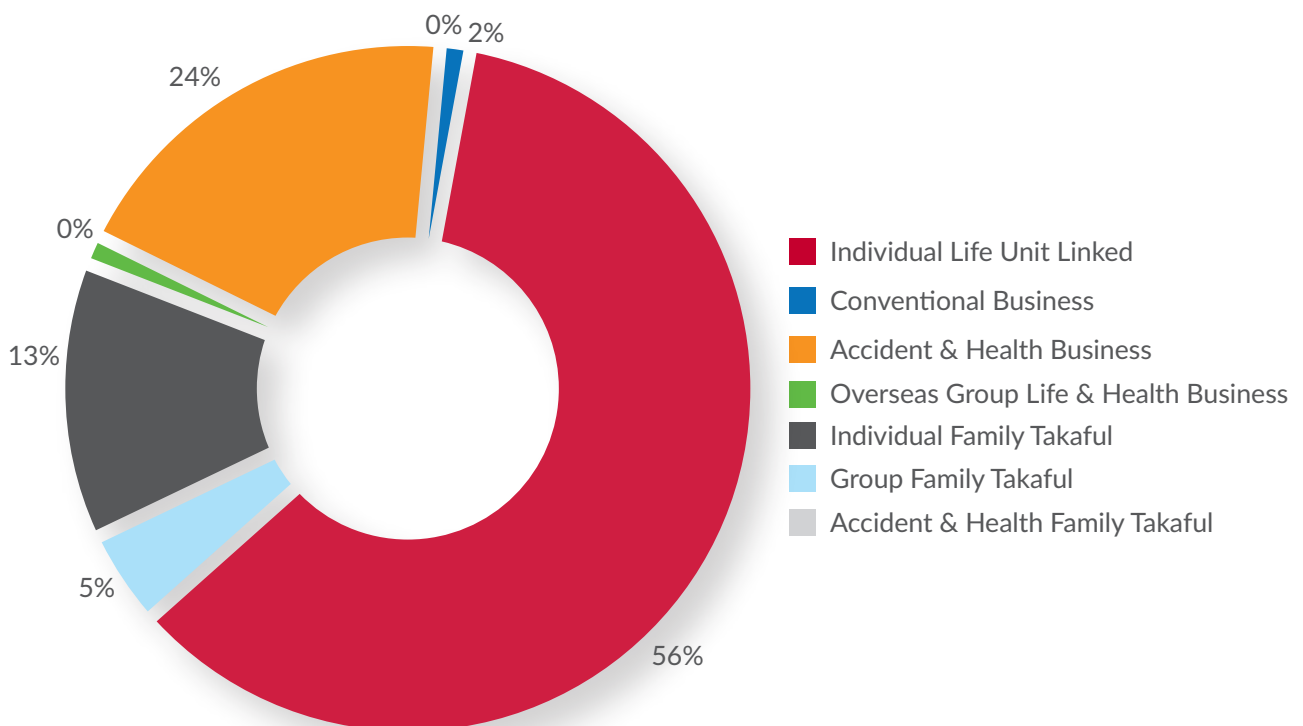


Segmental Analysis

Net Written Premium - 2022



Net Written Premium - 2021



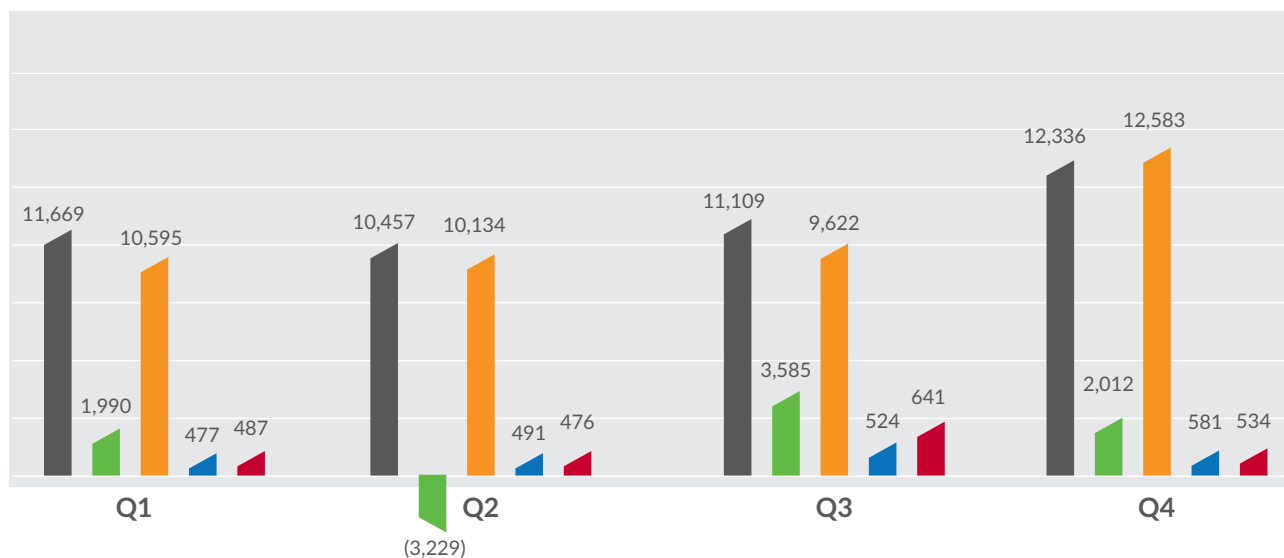
Quarter Wise Analysis

| Key Items of Total Comprehensive Income | 2022 | | | |
|---|--------------------------------|---------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 |
| | ------(Rupees in million)----- | | | |
| Net Premium | 11,669 | 10,457 | 11,109 | 12,336 |
| Net Insurance benefits | 10,595 | 10,134 | 9,622 | 12,583 |
| Net Investment Income* | 1,990 | (3,229) | 3,585 | 2,012 |
| Profit After tax | 477 | 491 | 524 | 581 |
| Total Comprehensive Income | 487 | 476 | 641 | 534 |

* Net Investment Income includes Investment Income, Net fair value gain/loss on investments and share of profit of associates.

Quarterly Analysis 2022

■ Net Premium ■ Net Investment Income* ■ Net Insurance Benefits ■ Profit After Tax ■ Total Comprehensive Income



Share Price Analysis

Volume Analysis

JLI Share Price on the PSX in the year 2022 was as follows:

| Month | Highest Rupees | Lowest Rupees | Average Daily Volume Number of Shares |
|-----------|----------------|---------------|---------------------------------------|
| January | 228 | 207 | 3,884 |
| February | 215 | 192 | 4,416 |
| March | 208 | 175 | 20,939 |
| April | 208 | 182 | 2,638 |
| May | 185 | 159 | 1,853 |
| June | 169 | 143 | 2,295 |
| July | 159 | 137 | 1,675 |
| August | 174 | 145 | 881 |
| September | 163 | 138 | 654 |
| October | 150 | 131 | 892 |
| November | 147 | 131 | 1,256 |
| December | 146 | 130 | 881 |

Sensitivity Analysis

The Company's share price is sensitive to the following factors:

Economic conditions

Economy outlook, productivity growth, expectation for inflation prevailing in the country also impact the share price.

Political Stability / Instability

Political noise or stability in the country may impact the Foreign Investors' outlook which ultimately impact the share price.

Stock Market / Investor Sentiments

Change in the investor sentiment due to changes in Investment climate in general or the stock market in particular can also impact the share price.

Company Performance

Announcement of financial results of Company and major insurance product innovation that lead to growth in earnings also affect the shares price.

Dividend Announcements

Shareholder invest in the company with the expectation of healthy returns. Announcement of dividend may be favourable or unfavourable for share price.

Changes in Government Policies

Government polices could be perceived as positive or negative for Insurance Companies. Policies such as interest rate, economic reforms may also affect the share price.

Company Financial Strength

Press releases on the Financial Strength of Company by independent bodies may also impact on share price.

Comments on Financial Position, Performance & Ratio

Profit & Loss Account

Despite economic situation, the Company achieved Gross Written Premium of Rs. 47,343 million (2021: Rs. 49,356 million). Premium of Corporate business, under both Conventional and Window Takaful modes, recorded a business of Rs. 12,270 million (2021: Rs.10,999 million), representing a remarkable 11.6% growth compared to the previous year.

Due to Company's strategic decision to rebalance assets portfolio, with higher allocation of investments in fixed income and debt securities, as a result of this, it was able to earn aggregate investment income of Rs. 19,080 million compared to Rs. 12,274 million last year.

The net claims expense ratio increased by 10% during the year resulting in 'Claim ratio' to increase to 94% as against 84% last year mainly due to an increase in maturity claims under Individual Life Unit Linked business policies as a result of the Company's successful operations over the years. Further, commission expense ratio improved by 8.4% from last year while administration expense ratio increased to 15.8% due to higher inflation..

Your Company's prudent financial management has resulted in a Surplus of Rs. 3,575 million in the statutory fund, compared to Rs. 3,168 million in the previous year, despite higher policy payments and a slowdown in business activities in the country.

Surplus transfer of Rs. 2,600 million has been made from the Revenue Account to the Shareholders' Fund, compared to Rs. 2,380 million in the previous year. This transfer reflects our commitment to providing value to our shareholders while maintaining our financial strength and stability.

The profit after tax for the year ended December 31, 2022 has increased by 15.5% amounting to Rs. 2,072 million as against Rs. 1,793 million in 2021, resulting in Earning per Share (EPS) of Rs. 23.74 in current year as against Rs. 20.55 in last year.

Balance Sheet

The Company's total assets have generously increased from Rs. 120,513 million in 2017 to Rs. 187,853 million in 2022, reflecting a substantial increase over the period of six years, which is directly in relation to the business growth of the Company.

In 2022, total equity and capital reserves of the Company stood at Rs. 13,941 million (including share capital of Rs. 872.64 million), as compared to Rs. 9,316 million in 2017, reflecting an increase of 49.6% since 2017. Total equity of the Company's 'WTO - Operator's Fund' increased to Rs. 652.01 million in 2022 as compared to Rs. 379.22 million in 2021 million, a 71.93% increase year on year basis.

Overall asset base of the Company decreased by 1.4% (Rs. 2,699 million) reaching at Rs. 187,853 million as compared to Rs. 190,552 million in 2021 mainly due to increase in payment of insurance benefits.

Cash and Cash Equivalents of the Company decreased by 50.6% and amounted to Rs. 12,069 million in as at the year end as against Rs.24,430 million at the end of 2021.

Investments are the biggest asset which constitute approximately 92.3% of the total assets of the Company and stood at Rs. 173,303 million as against Rs. 178,152 million in 2021 . The decrease is mainly due to increase in payment of insurance benefits.

Insurance liabilities decreased by 3% and were valued at Rs. 163,709 million at the year end compared to Rs. 168,763 million at the end of 2021 due to reasons cited above.

Profitability Ratios

Profitability Ratios have improved by 4.6% of net premium in current year as against 3.8% in last year. Investment income increased to 10.4% in current year as against 8.9% in last year.

Return to Shareholders Ratios

'Return on equity' increased to 15% compared to 14%, while 'Return on total assets' also increased to 1.1% in current year as against 0.9% in last year.

During the year, the Company has distributed Rs. 13.00 per share as dividend and 15% as bonus share (Rs. 10.00 per share as final dividend and Rs. 3.00 per share as interim dividend). Total dividend distribution out of the earnings of 2022 amounted to Rs. 1,134 million.

Liquidity Ratios

Liquidity Ratio of the Company stood at 2.54 times (2021 from 2.83 times).

Capital expenditure during the year 2022

The Company during the year has incurred Rs. 402 million (2021: Rs. 640 million) on capital items relating to both tangible and intangible assets which mainly comprises of up gradation of IT Infrastructure, expansion and improvement of branch premises, necessary replacement of IT and office equipment.

No default in repayments of debt and payment on account of taxes, duties, and levies

There has been no default in repayment of debt and payment of taxes during the year 2022.

Outlook

Our dedication lies in providing enduring benefits to our stakeholders through upholding exceptional business standards and ethical practices in our workplace. We prioritize sustaining our growth trajectory from previous years while continuing to serve our stakeholders with the highest level of integrity.

The Company's Annual Report includes forward-looking statements in multiple sections that should be read with caution by users of this report due to the unpredictability of future events. These statements use terms such as anticipate, expect, believe, will, may, would, and hope.

Forward Looking Statement

We are the largest private life insurance service provider in Pakistan with more than 25 years of experience and continue to maintain our position as a market leader. ..

To combat the financial burden and to prevent the rising inflation, Government has taken several fiscal policy measures, including reducing government spending, increasing taxes and duties, implementing price controls, and encouraging investment and economic growth.

Financial year 2022 turned out to be extremely unpredictable and turbulent despite the stronger than expected GDP growth rate of 6% in FY22 as compared to 5.7% last year. While large-scale manufacturing and improved agricultural output contributed to the economy's growth in the first half of the year, signs of economic imbalances started to appear in the latter half due to various internal and external factors such as the fluctuations in international commodity prices due to Russia-Ukraine conflict, delays in the resumption of IMF program with dwindling foreign reserves due to external debt repayments, catastrophic floods impacting the infrastructure and agricultural land, while continuous domestic political unrest also continued to impact the macroeconomic outlook.

The global economy has had a challenging year, with many countries experiencing rise a inflation, disruption in supply chain and higher interest rate as measure to control inflation. However, we expected that financial year 2023 shall bring more challenges along with opportunities. Nevertheless, with more customer centric approach, investment in people and emerging technologies, will enable us to maintain our strong footprint in the industry and continue to facilitate people and business to financially mitigate their uncertainties.

With the continued support of all stakeholders, we believe that we have performed relatively well over the past years, in the era of an unprecedented global crises, and we will continue to outpace the healthy growth in the industry while meeting the emerging regulatory and ethical compliance requirements which though are challenging and stringent for the insurance sector however are appreciated to be protective for the policyholders and relevant for the future growth of the industry and encouraging for the policyholders.

Implementation Status of IFRS 17

IFRS 17 'Insurance Contracts', new accounting standard will bring a complete overhaul to the existing financial reporting framework for Insurance Companies. IFRS 17 is a principle based standard and brings an unprecedented change in how an Insurers Financial Performance will be measured and reported. Adoption of IFRS 17 will have a significant change in the Insurers Information Technology Infrastructure, Accounts & Finance and Actuarial operations practices and processes.

IFRS 17 introduces new measurement techniques that fundamentally changes how the financial statements are presented. New data and storage requirements along with the need for Actuarial Software and Accounting Software will emerge in order to meet the computational requirements of the Standard.

Securities and Exchange Commission of Pakistan (SECP) is overseeing the implementation of IFRS 17 in Pakistan. SECP has formed a working committee comprising of members from Institute of Chartered Accountants Pakistan (ICAP) and Pakistan Society of Actuaries (PSOA). The working committee aims to provide guidance on matters of implementation and areas where significant judgments would need to be applied in order to have a consistent and uniform implementation methodology across the industry.

SECP has adopted a four-phase plan for IFRS 17 Implementation. The four-phase approach formulated by SECP is as follows:

- Phase One: Gap Analysis
- Phase Two: Financial Impact Assessment
- Phase Three: System Design and Methodology
- Phase Four: Parallel Runs and Implementation

During the year the Second phase Financial Impact Assessment has been completed and submitted to SECP

We believe that implementing this standard brings the need to make a myriad of technical, operational and financial decisions along the way. This standard is going to bring a new dimension to our business decisions and strategies as well as into our finance and actuarial processes.

Sources of Information and Assumptions used for Projections / Forecasts

We have critically analyzed the current macroeconomics condition, historical trends and future prospective developments including all pertinent information and factors that might have impact on the insurance industry. Further, assessment on external environment including political, economic, social, technological, environmental and legal is presented on page 38 of the Annual Report.

Financial & other Reports



Independent Auditor's Review Report

To the members of Jubilee Life Insurance Company Limited

Review Report on the Statement of Compliance contained in Listed Companies (Code of Corporate Governance) Regulations, 2019 and Code of Corporate Governance for Insurers, 2016

We have reviewed the enclosed Statement of Compliance with the Listed Companies (Code of Corporate Governance) Regulations, 2019 and the Code of Corporate Governance for Insurers, 2016 (both herein referred to as 'the Regulations') prepared by the Board of Directors of Jubilee Life Insurance Company Limited ('the Company') for the year ended December 31, 2022 in accordance with the requirements of regulation 36 of the Listed Companies (Code of Corporate Governance) Regulations, 2019 and provision Ixxvi of the Code of Corporate Governance for Insurers, 2016.

The responsibility for compliance with the Regulations is that of the Board of Directors of the Company. Our responsibility is to review whether the Statement of Compliance reflects the status of the Company's compliance with the provisions of the Regulations and report if it does not and to highlight any non-compliance with the requirements of the Regulations. A review is limited primarily to inquiries of the Company's personnel and review of various documents prepared by the Company to comply with the Regulations.

As a part of our audit of the financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board of Directors' statement on internal control covers all risks and controls or to form an opinion on the effectiveness of such internal controls, the Company's corporate governance procedures and risks.

The Regulations require the Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval, its related party transactions. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee.

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the requirements contained in the Regulations as applicable to the Company for the year ended December 31, 2022.



A.F. Ferguson & Co.
Chartered Accountants
Karachi

Dated: February 28, 2023

UDIN: CR202210059cKUVwEptR

Statement of Compliance

WITH THE CODE OF CORPORATE GOVERNANCE FOR INSURERS, 2016 AND THE LISTED COMPANIES (CODE OF CORPORATE GOVERNANCE) REGULATIONS, 2019

For The Year Ended December 31, 2022

This statement is being presented in compliance with the Code of Corporate Governance for Insurers, 2016 (the Code) for the purpose of establishing a framework of good governance, whereby an insurer is managed in compliance with the best practices of the Listed Companies (Code of Corporate Governance) Regulations, 2019.

The Company, being an insurer, has applied the principles contained in the Code and the Regulations in the following manner:

1. The total number of elected directors are nine, as per the following:
 - a) Male: Eight
 - b) Female: One
2. The Company ensures representation of independent non-executive directors and facilitates directors representing minority interests on its Board of Directors. The composition of the Board is as follows:

| Category | Name |
|-------------------------|--|
| Independent Directors | Kamal A. Chinoy Aryn Currimbhoy Shahid Ghaffar Yasmin Ajani |
| Non-Executive Directors | Sultan Ali Allana Rafuiddin Zakir Mahmood John Joseph Metcalf Sagheer Mufti |
| Executive Director | Mr. Javed Ahmed |
| Female Director | Ms. Yasmin Ajani |

All independent directors meet the criteria of independence under the Code.

3. The directors have confirmed that none of them is serving as a director in more than seven (7) listed companies, excluding the listed subsidiary of a listed holding company, including this Company.
4. All the resident directors of the company have confirmed that they are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a DFI or an NBF. None of the directors or their spouses is engaged in business of stock brokerage.
5. The Company has prepared a "Code of Conduct" and has ensured that appropriate steps have been taken to disseminate it throughout the Company along with its supporting policies and procedures.
6. The Board has developed a vision/mission statement, overall corporate strategy and significant policies of the Company. The Board has ensured that a complete record of particulars of significant policies along with their date of approval or updating is maintained by the Company.
7. All the powers of the Board have been duly exercised and decisions on relevant matters have been taken by the Board / shareholders as empowered by the relevant provisions of the Companies Act, 2017 and the Regulations. These include material transactions, including appointment and determination of remuneration and terms and conditions of employment of the Chief Executive Officer, other executive and non - executive directors, and other key officers.

8. The meetings of the Board were presided over by the Chairman and the Board met at least once in every quarter. Written notices of the Board meetings, along with agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated. The Board has complied with the requirements of the Companies Act, 2017 and the Regulations, with respect to frequency, recording, and circulating minutes of meetings of the Board.
9. The Board have a formal policy and transparent procedures for remuneration of directors in accordance with the Companies Act, 2017 and these Regulations.
10. All the Board members have attended orientation courses to acquaint them with the Code, the Regulations, applicable laws and their duties and responsibilities.
11. The Board has established a system of sound internal controls, which is effectively implemented at all levels within the Company. The Company has adopted and complied with all the necessary aspects of internal controls given in the Code.
12. The Board has approved appointment of the Chief Financial Officer, Company Secretary, and Head of Internal Audit, including their remuneration and terms and conditions of employment, and complied with the relevant requirements of the Regulations.
13. The Directors' Report for this year has been prepared in compliance with the requirements of the Code and the Regulations and fully describes the salient matters required to be disclosed.
14. The Chief Financial Officer and Chief Executive Officer duly endorsed the financial statements before the approval of the Board.
15. The Directors, Chief Executive Officer and other executives do not hold any interest in the shares of the Company other than those disclosed in the pattern of shareholding.
16. The Company has complied with all the corporate and financial reporting requirements of the Code.
17. The Board has formed the following Management Committees under the Code:

Underwriting Committee:

| Name of the Member | Category |
|-----------------------------|--------------------|
| Javed Ahmed | Chairman |
| Mr. Farhan Akhtar Faridi | Member |
| Mr. Muhammad Munawar Khalil | Member |
| Mr. Shan Rabbani | Member |
| Mr. Raja Naveed | Member & Secretary |

Reinsurance Committee:

| Name of the Member | Category |
|------------------------------|--------------------|
| Mr. Javed Ahmed | Chairman |
| Mr. Shan Rabbani | Member |
| Mr. Muhammad Aamir | Member |
| Mr. Muhammad Faizan Farooque | Member |
| Mr. Muhammad Arsalan | Member & Secretary |

Claims Committee:

| Name of the Member | Category |
|----------------------------|--------------------|
| Mr. Javed Ahmed | Chairman |
| Mr. Zahid Barki | Member |
| Mr. Muhammad Sohail Fakhar | Member |
| Mr. Muhammad Kashif Naqvi | Member |
| Mr. Muhammad Junaid Ahmed | Member & Secretary |

Risk Management and Compliance Committee:

| Name of the Member | Category |
|----------------------------|--------------------|
| Mr. Javed Ahmed | Chairman |
| Mr. Zahid Barki | Member |
| Mr. Shan Rabbani | Member |
| Mr. Omer Farooq | Member |
| Mr. Faisal Qasim | Member |
| Mr. Najam ul Hassan Janjua | Member & Secretary |

18. The Board has formed the following Board Committees under the Code/Regulations, comprising of the members given below:

Board Human Resource & Remuneration, Ethics, and Nominations Committee:

| Name of the Member | Category |
|-------------------------|--------------------|
| Mr. Kamal A. Chinoy | Chairman |
| Mr. John Joseph Metcalf | Member |
| Mr. R. Zakir Mahmood | Member |
| Mr. Javed Ahmed | Member |
| Ms. Tazeen Shahid | Member & Secretary |

Board Finance & Investment Committee:

| Name of the Member | Category |
|-------------------------|--------------------|
| Mr. Shahid Ghaffar | Chairman |
| Mr. R. Zakir Mahmood | Member |
| Mr. John Joseph Metcalf | Member |
| Mr. Javed Ahmed | Member |
| Mr. Shan Rabbani | Member |
| Mr. Omer Farooq | Member & Secretary |

Board Risk Management Committee:

| Name of the Member | Category |
|-------------------------|--------------------|
| Mr. John Joseph Metcalf | Chairman |
| Mr. R. Zakir Mahmood | Member |
| Mr. Sagheer Mufti | Member |
| Mr. Shahid Ghaffar | Member |
| Mr. Javed Ahmed | Member |
| Mr. Zahid Barki | Member |
| Mr. Shan Rabbani | Member & Secretary |

19. The Board has formed an Audit Committee. It comprises of four (4) members; of whom 3 are independent directors and one non-executive Director. The Chairman of the Committee is an independent director. The composition of the Audit Committee is as follows:

| Name of the Member | Category |
|-------------------------|--|
| Mr. Aymn Currimbhoy | Chairman, Independent Non-Executive Director |
| Mr. John Joseph Metcalf | Member, Non-executive Director |
| Mr. Shahid Ghaffar | Member, Independent Non-Executive Director |
| Ms. Yasmin Ajani | Member, Independent Non-Executive Director |
| Mr. Adeel Ahmed Khan | Head of Internal Audit & Secretary |

20. The terms of reference of the aforesaid committees have been formed, documented and advised to the committee for compliance.
21. The frequency of meetings (quarterly/half yearly/yearly) of the Committees were as follows:

The Appointed Actuary of the Company also meets the conditions as laid down in the said Code. Moreover, the person heading the underwriting, claims, reinsurance, risk management and grievance functions / departments possess qualification and experience of direct relevance to their respective functions, as required under Section 12 of the Insurance Ordinance, 2000 (Ordinance No. XXXIX of 2000):

| | Committees | Frequency of Meetings |
|-----|--|-----------------------|
| (a) | Human Resource & Remuneration, Ethics, and Nominations Committee | Half Yearly |
| (b) | Board Finance & Investment | Quarterly |
| (c) | Audit Committee | Quarterly |
| (d) | Underwriting Committee | Quarterly |
| (e) | Claim Settlement Committee | Quarterly |
| (f) | Reinsurance Committee | Quarterly |
| (g) | Risk Management & Compliance Committee | Quarterly |

22. The Board has set up an effective Internal Audit Department, whose scope and authority is defined in the duly approved Internal Audit Charter.
23. The Chief Executive Officer, Chief Financial Officer, Compliance Officer and the Head of Internal Audit possess such qualification and experience as is required under the Code.

The Appointed Actuary of the Company also meets the conditions as laid down in the said Code. Moreover, the person heading the underwriting, claims, reinsurance, risk management and grievance functions / departments possess qualification and experience of direct relevance to their respective functions, as required under Section 12 of the Insurance Ordinance, 2000 (Ordinance No. XXXIX of 2000):

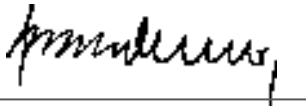
The Appointed Actuary of the Company also meets the conditions as laid down in the said Code. Moreover, the person heading the underwriting, claims, reinsurance, risk management and grievance functions / departments possess qualification and experience of direct relevance to their respective functions, as required under Section 12 of the Insurance Ordinance, 2000 (Ordinance No. XXXIX of 2000):

| Name of the Person | Designation |
|------------------------------|---|
| Mr. Javed Ahmed | Managing Director & Chief Executive Officer |
| Mr. Omer Farooq | Chief Financial Officer |
| Mr. Najam-ul-Hassan Janjua | Company Secretary |
| Mr. Zahid Barki | Compliance Officer - Group Head, Risk Management, Compliance & Quality Assurance (covers Risk Management, Compliance and Grievance responsibilities). |
| Mr. Shan Rabbani | Group Head-Digitalization, Actuarial & Strategy. |
| Mr. Adeel Ahmed Khan | Head of Internal Audit |
| Mr. Junaid Ahmed | Head of Sales Compliance, Investigation & Litigation |
| Mr. Muhammad Faizan Farooque | Head of Reinsurance |
| Mr. Raja Naveed | Head of Underwriting |

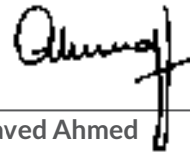
24. The statutory auditors of the Company have been appointed from the panel of auditors approved by the Commission in terms of Section 48 of the Insurance Ordinance, 2000 (Ordinance no. xxxix of 2000). The statutory auditors have confirmed that they have been given a satisfactory rating under the quality control review program of the Institute of Chartered Accountants of Pakistan (ICAP) and registered with the Audit Oversight Board of Pakistan, that they and all their partners are in compliance with International Federation of Accountants (IFAC) guidelines on Code of Ethics as adopted by the ICAP, and that they, and the partners of the firm involved in the audit are not a close relative (spouse, parent, dependent and non-dependent children) of the Chief Executive Officer, Chief Financial Officer, Head of Internal Audit, Company Secretary or Director of the Company.
25. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the Companies Act, 2017, the Regulations, or any other regulatory requirement and the auditors have confirmed that they have observed IFAC guidelines in this regard.
26. The Appointed Actuary of the Company has confirmed that neither he nor his spouse and minor children hold shares of the Company.
27. The Board ensures that the Appointed Actuary complies with the requirements set for him in the Code.
28. The Board ensures that the investment policy of the Company has been drawn up in accordance with the provisions of the Code.
29. The Board ensures that the risk management system of the Company is in place as per the requirements of the Code.
30. The Board has set up a risk management function / department, which carries out its tasks as covered under the Code.

31. The Board ensures that as part of the risk management system, the Company gets rated from JCR-VIS, which is being used by its risk management function / department and the respective committee as a risk monitoring tool. The Insurer Financial Strength (IFS) rating assigned by the said rating agency, as per their latest notification, is AA+ (Double A plus) with stable outlook.
32. The Board has set up a grievance department / function, which complies with the requirements of the Code.
33. The Company has not obtained any exemptions from the Securities & Exchange Commission of Pakistan in respect of any of the requirements of the Code.
34. We confirm that all requirements of regulation nos. 3, 6, 7, 8, 27, 32, 33 and 36 of the Regulations, and all other material principles contained in the Code have been complied with.

On behalf of the Board of Directors



Kamal A. Chinoy
Chairman



Javed Ahmed
Managing Director & CEO

Date: February 23, 2023

Profile of Shariah Advisor

Mufti Zeeshan Abdul Aziz Shariah Advisor - Jubilee Family Takaful

Mufti Zeeshan Abdul Aziz is a recognised Shariah Scholar and researcher having strong comprehension of all aspects of Islamic Law and specialised in Islamic Jurisprudence and Islamic Finance from Jamia Dar Ul Uloom Karachi, Pakistan, having Takhassus Fil Ifta (Specialisation in Islamic Jurisprudence) with majoring in Islamic Banking & Finance.

He is serving as the Shariah Advisor of “Jubilee Family Takaful” since its commencement and looking after the transactions, day-to-day Shariah matters and services provided by Jubilee Family Takaful. His specialties include Shariah Compliant investments, development of Family takaful individual & group products, policies, manuals and drafting of all its Shariah related documents. Mufti Zeeshan is also involved in delivering detailed trainings to the management of all levels, marketing, and distribution force of Jubilee Family Takaful on Takaful, its Shariah related issues and requirements in the light of Takaful Rules 2012.

He has been associated with several Islamic Financial Institutions and Halal Certification bodies within Pakistan and abroad. Mufti Zeeshan is also the Shariah Board Member of Sindh Bank-Islamic Banking Division, Jubilee General Takaful, NIT Islamic Investment Funds and Shariah Review Bureau, Bahrain and has been frequently debating and speaker on Shariah & technical aspects related to Islamic Finance nationally and internationally as well.

Mufti Zeeshan is also managing Al-Hikmah Shariah Advisory Services (Pvt) Ltd, a Firm licensed by SECP as a registered Shariah Advisor, specialized in Shariah related services for the Islamic Financial Industry. He is also looking after International Halal Certification Pvt Ltd in several countries and has performed around 800 Halal Certification audits of different food, beverages, cosmetics, and pharmaceuticals companies in different parts of the world.

Shariah Advisor's Report to the Board of Directors

For the year ended 31 December 2022

الحمد لله رب العالمين و الصلوة و السلام على سيد الأنبياء و المرسلين و بعد

I have reviewed the accompanying financial statements, Takaful products including all related documents, as well as, the Participant Takaful Fund Policy, Investment Policy, Re-Takaful arrangements and the related transactions of Jubilee Life Insurance - Window Takaful Operations (hereafter referred to as "Takaful Operator") for the year ended 31st December 2022.

I acknowledge that as Shariah Advisor of Jubilee Life Insurance - Window Takaful Operations, it is my responsibility to approve the above mentioned documents and ensure that the financial arrangements, Re-Takaful arrangements, contracts and transactions entered into by the Takaful Operator with its participants and stakeholders are in compliance with the requirements of Shariah rules and principles.

It is the responsibility of the Takaful Operator to ensure that the rules, principles and guidelines set by the Shariah Advisor and Takaful Rules 2012 are complied with, and that all investments done, products and services being offered are duly approved by the Shariah Advisor.

The primary objective of Shariah Advisor's report is to inform about the Takaful Operator's compliance with Shariah Guidelines, including the transactions undertaken by the Takaful Operator during the year ended 31 December 2022 and to express his opinion on the transactions and operational aspects of Window Takaful Operations.

Progress of the Year:

During the year under review; Jubilee Life - Window Takaful Operations has achieved significant successes, details of which are as follow:

1. Alhamdulillah, Jubilee Life - Window Takaful Operations has maintained its position as the market leader in the Family Takaful Industry of the country, in terms of new business.
2. Jubilee Life - Window Takaful Operator opened number of dedicated Takaful branches across the country in strategic locations and also the additional distribution channels for Takaful business growth.
3. Significant success was achieved in continuous development of DSF & Banca-Takaful business across the country despite the challenging situation due to COVID pandemic.
4. Under the guidance of the undersigned, Jubilee Life - Window Takaful Operations has developed & launched different Family Takaful Products, for its DSF & Banca-Takaful segment, focusing on savings and investment-based plans.
5. All the distribution channels of Jubilee Life - Window Takaful Operations have performed well and underwritten significant business in Takaful.

Shariah Certification:

In my opinion and to the best of my understanding based on the provided information and explanations:

- i. transactions undertaken by the Takaful Operator for the period ended 31 December 2022 were in accordance with the guidelines issued by Shariah Advisor, as well as the requirements of Takaful Rules 2012;

- ii. the investments have been made from the Participant Takaful Fund (PTF), Participant Investment Fund (PIF) and Operator's Fund, into Shariah Compliant avenues only, including Islamic Banks, Sukuks and Shariah Compliant Equities, with prior Shariah approval. Further all bank accounts related to Window Takaful Operations have been opened in Islamic Banking Institutions (IBIs) or Islamic Branches/Windows of conventional banks with prior Shariah approval;
- iii. segregation of Window Takaful Operations is the essential part of valid Takaful contracts. I am pleased to state that Jubilee Life - Window Takaful Operations has realized its criticality and Alhamdulillah, all the Takaful Funds, Investments, Bank Accounts, Systems and other related issues are kept completely separate from its conventional insurance business, as per requirement of Shariah and Takaful Rules 2012.
- iv. during the year, an amount of Rs. 15,270,870/- has been realized as charity through dividend-income purification process, out of which of which Rs. 5,031,506/- charity amount is still payable which shall be disbursed subsequently.
- v. the transactions and activities of Jubilee Life Insurance - Window Takaful Operations are in accordance with the Shariah principles, while considering the accompanying financial statements of the Participants' Takaful Fund (Waqf Fund), Participants' Investment Fund, and the Operator's Sub Fund (OSF).

While concluding; I state that the Shariah principles were followed in every aspect of practical implementation of Jubilee Life - Window Takaful Operations during the year. I am grateful to the Board of Directors of Jubilee Life, Management and all relevant departments who cooperated with the Shariah Compliance function and provided every possible support to ensure Shariah Compliance in our Takaful practices.

"And Allah Knows Best"



Date: 15th February, 2023

Mufti Zeeshan Abdul Aziz
Shariah Advisor

Independent Assurance Report

on the Statement of Management's Assessment of Compliance with the Shariah Principles

To the Board of Directors of Jubilee Life Insurance Company Limited

We were engaged by the Board of Directors of Jubilee Life Insurance Company Limited (the Company) to report on the management's assessment of compliance of the Window Takaful Operations (Takaful Operations) of the Company, as set out in the annexed statement prepared by the management for the year ended December 31, 2022, with the Takaful Rules, 2012, in the form of an independent reasonable assurance conclusion about whether the annexed statement reflects the status of compliance of the Takaful Operations with the Takaful Rules, 2012, in all material respects. This engagement was conducted by a multidisciplinary team including assurance practitioners and independent Shariah scholars.

Applicable Criteria

The criteria for the assurance engagement against which the annexed statement has been assessed comprises of the Takaful Rules, 2012, issued by the Securities and Exchange Commission of Pakistan (SECP).

Management's Responsibility for Shariah Compliance

The management of the Company is responsible for preparation of the annexed statement that is free from material misstatement.

This responsibility includes designing, implementing and maintaining internal controls relevant to the preparation of the annexed statement that is free from material misstatement, whether due to fraud or error. It also includes ensuring the overall compliance of the Takaful Operations with the Takaful Rules, 2012.

Our Independence and Quality Control

We have complied with the independence and other ethical requirements of the Code of Ethics for Chartered Accountants issued by the Institute of Chartered Accountants of Pakistan, which is founded on fundamental principles of integrity, objectivity, professional competence and due care, confidentiality and professional behavior.

The firm applies International Standards on Quality Control 1 "Quality Control for Firms that Perform Audits and Reviews of Historical Financial Information, And Other Assurance and Related Services Engagements" and accordingly maintains a comprehensive system of quality control including documented policies and procedures regarding compliance with ethical requirements, professional standards and applicable legal and regulatory requirements.

Our responsibility and summary of the work performed

Our responsibility is to examine the annexed statement and to report thereon in the form of an independent reasonable assurance conclusion based on the evidence obtained. We conducted our engagement in accordance with International Standard on Assurance Engagements (ISAE) 3000, "Assurance Engagements other than Audits or Reviews of Historical Financial Information" issued by the International Auditing and Assurance Standards Board. That Standard requires that we plan and perform our procedures to obtain reasonable assurance about whether the annexed statements reflect the status of compliance of the Takaful Operations with the Takaful Rules, 2012, in all material respects.

The procedures selected depend on our judgment, including the assessment of the risks of material non-compliances with the Takaful Rules, 2012, whether due to fraud or error. In making those risk assessments, we have considered internal control relevant to the Takaful Operations' compliance with the Takaful Rules, 2012, in order to design assurance procedures that are appropriate in the circumstances, but not for the purposes of expressing a conclusion as to the effectiveness of the Company's internal control over the Takaful Operations' compliance with the Takaful Rules, 2012.

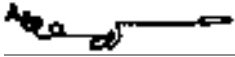
A system of internal control, because of its nature, may not prevent or detect all instances of non-compliance with Takaful Rules, 2012, and consequently cannot provide absolute assurance that the objective of compliance with Takaful Rules, 2012, will be met. Also, projection of any evaluation of effectiveness to future periods is subject to the risk that the controls may become inadequate or fail.

In this connection, we have designed and performed necessary verification procedures on various financial arrangements, contracts, classes of transactions and related policies and procedures based on judgemental and systematic samples with regard to the compliance with the Takaful Rules, 2012 and Shariah guidelines issued by the Shariah Advisor of the Company. In performing our audit procedures necessary guidance on Shariah matters was provided by independent Shariah scholars.

We believe that the evidences we have obtained through performing our procedures were sufficient and appropriate to provide a basis for our conclusion.

Conclusion

In our opinion, the annexed statement of compliance, presents fairly, in all material respects, the status of Company's compliance with the Takaful Rules, 2012, for the year ended December 31, 2022.



A.F. Ferguson & Co.
Chartered Accountants
Engagement Partner: **Farrukh Rehman**
Dated: February 28, 2023

Karachi

Statement of Compliance

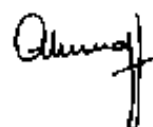
with the Shariah Principles

The financial arrangements, contracts, and transactions entered into by Jubilee Life Insurance Company Limited – Window Takaful Operations (the Company) for the year ended December 31, 2022 are in compliance with the Takaful Rules, 2012.

Further, we confirm that:

- i. The Company has developed and implemented all policies and procedures in accordance with the Takaful Rules, 2012 and rulings of the Shariah Advisor along with a comprehensive mechanism to ensure compliance with such rulings and Takaful Rules, 2012 in their overall operations with zero tolerance.
- ii. The governance arrangements including the reporting of events and status to those charged with relevant responsibilities, such as the Audit Committee/ Shariah Advisor and the Board of Directors have been implemented.
- iii. The Company has imparted trainings / orientations and ensured availability of all manuals / agreements approved by Shariah Advisor/ Board of Directors to maintain the adequate level of awareness, capacity and sensitization of the staff, management.
- iv. All the products and policies have been approved by Shariah Advisor and the financial arrangements including investments made, policies, contracts, and transactions, entered into by Window Takaful Operations are in accordance with the polices approved by Shariah Advisor.
- v. The assets and liabilities of Window Takaful Operations (Participant Takaful Fund and Operator's Sub Fund) are segregated from its other assets and liabilities, at all times in accordance with the provisions of the Takaful Rules, 2012.

This has been duly confirmed by the Shariah Advisor of the Company.



Javed Ahmed
Managing Director &
Chief Executive Officer

Karachi: February 16, 2023

Independent Auditor's Report

To the members of Jubilee Life Insurance Company Limited

Report on the Audit of the Financial Statements

Opinion

We have audited the annexed financial statements of Jubilee Life Insurance Company Limited (the Company), which comprise the statement of financial position as at December 31, 2022, and the profit and loss account, the statement of comprehensive income, the statement of changes in equity, cashflow statement for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information, and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of the audit.

In our opinion and to the best of our information and according to the explanations given to us, the statement of financial position, the profit and loss account, the statement of comprehensive income, the statement of changes in equity and the cashflow statement together with the notes forming part thereof conform with the accounting and reporting standards as applicable in Pakistan and give the information required by the Insurance Ordinance, 2000 and the Companies Act, 2017 (XIX of 2017), in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at December 31, 2022 and of the profit and other comprehensive income, the changes in equity and its cash flows for the year then ended.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) as applicable in Pakistan. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants as adopted by the Institute of Chartered Accountants of Pakistan (the Code) and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Emphasis of matter

We draw attention to note 28.1.2 to the accompanying financial statements which describes the chargeability of sales tax on premium by provincial revenue authorities.

Our opinion is not modified in respect of the above matter.

Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Following are the Key audit matters:

| S. No. | Key audit matters | How the matter was addressed in our audit |
|--------|--|---|
| (i) | <p>Allocation of units in respect of unit-linked policies</p> <p>(Refer note 19.3 to the financial statements)</p> <p>As at December 31, 2022, the Company has investment component of unit-linked policies amounting to Rs. 149.84 billion. These policies are issued under Individual Life Unit Linked fund and Individual Family Takaful fund. The Company uses forward pricing mechanism under which units are allocated based on unit price prevailing on the day of issuance of the policy.</p> <p>There are two main variables used in the calculation of unit price i.e. net asset value of the fund and total number of units in the fund. The NAV is calculated through valuation of investment portfolio of respective funds at fair value and deducting the investment charges and other charges. The NAV is divided by the total number of units in-force on the valuation date to arrive at the unit price. The computation of units, which mainly includes allocated premium, deduction on account of withdrawal, cancellation, surrender and risk and other charges, is carried out through the core insurance application.</p> <p>Due to complex process involved in computation of units, significance of the investment component of unit-linked policies, we have considered this as a higher risk area and have therefore identified allocation of units in respect of unit-linked policies as a key audit matter.</p> | <p>Our audit procedures, amongst others, included:</p> <ul style="list-style-type: none"> • Obtained understanding of pricing mechanism used in calculation of unit price. • Tested compliance of the pricing mechanism with the Unit Linked Products and Fund Rules, 2015. • Tested on sample basis that correct net asset value of sub funds was used in the calculation. • Tested on sample basis movement in units in each sub fund which comprise of addition to units on premium allocation, deduction of unit due to withdrawal, cancellation and surrender of policies. Moreover, units are deducted on account of mortality charges, administrative charges and other policy charges. • Recomputed investment management charges deducted from the investment income based on the rates approved by Securities & Exchange Commission of Pakistan. |
| (ii) | <p>Incurred But Not Reported (IBNR) claims</p> <p>Refer note 19.2 to the financial statements)</p> <p>The Company's valuation of IBNR claims, amounting to Rs. 1.62 billion as at December 31, 2022, involves complex judgments about future events affecting the business. Actuarial assumptions used in the valuation of these liabilities with respect to interest rates, mortality, morbidity, lapse in coverage, longevity, expenses and future policyholder behavior may result in material impacts on the valuation of IBNR claims.</p> | <p>Our procedures, amongst other, included:</p> <ul style="list-style-type: none"> • Obtained understanding of the actuarial assumptions and methodologies used for estimating the IBNR claims at December 31, 2022. • Inquired about the consistency of the methods used for calculation of the IBNR claims and assumptions for the valuation parameters at December 31, 2022 to establish whether these had been subject to any arbitrary discontinuities from those used at December 31, 2021. |

S. No. Key audit matters

Further, policyholder data is a key input into the valuation process. The valuation of IBNR claims is, therefore, conditional upon the accuracy and completeness of the data used.

Due to the materiality of the amount of IBNR claims and the complex process for determining the underlying assumptions and judgments, the measurement of IBNR claims was of significance in the context of our audit and hence considered to be a key audit matter.

(iii) Investments

(Refer notes 9 to 13 to the financial statements)

As at December 31, 2022, the Company has investments classified as “Available-for-sale”, “Fair value through profit and loss”, and “Held to maturity” amounting to Rs. 173.08 billion which in aggregate represent 92.14% of the total assets of the Company.

Investments are carried at amortized cost or fair value in accordance with the Company’s accounting policy relating to their recognition. Provision against investment is made based on impairment policy of the Company which includes both objective and subjective factors.

The existence and valuation of investment is significant to the financial statements and a higher risk area for the audit and hence we have considered this to be a key audit matter.

How the matter was addressed in our audit

- Reviewed the report submitted by the Appointed Actuary to the Board of Directors of the Company expressing his satisfaction over the valuation of IBNR claims.
- Tested the accuracy and completeness of the underlying data utilized for the purposes of measurement by reference to its source.
- Engaged an independent actuarial expert to assess whether the reserving methodology for IBNR claims, used with respect to all statutory funds maintained by the Company was in line with the Minimum Valuation Basis given in Annexure V to Rule 23 of the Insurance Rules, 2017 and was further in accordance with generally accepted actuarial principles.
- Assessed the relevant disclosures made in the financial statements to determine whether these complied with the accounting and reporting standards as applicable in Pakistan.

Our audit procedures, amongst others, included:

- Tested the design, implementation and operating effectiveness of key controls over the valuation process, including the Company’s review and approval of the estimates and assumptions used for the valuation.
- Tested, on a sample basis, specific purchases and sale transactions recorded during the year by reference to its source.
- Obtained independent confirmations for verifying the existence of the investment portfolio as at December 31, 2022 and reconciled it with the books and records of the Company. Where such confirmations were not available, alternate audit procedures were performed.
- Tested the valuation of investments by agreeing the prices to supporting documents and externally quoted market prices.
- Assessed the appropriateness of impairment in the value of available for sale securities in accordance with the requirements of accounting and reporting standards.
- Assessed the relevant disclosures made in the financial statements to determine whether these complied with the accounting and reporting standards as applicable in Pakistan.

Information Other than the Financial Statements and Auditor's Report Thereon

Management is responsible for the other information. The other information comprises the information included in the annual report, but does not include the financial statements and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of Management and Board of Directors for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the accounting and reporting standards as applicable in Pakistan and the requirements of Insurance Ordinance, 2000 and Companies Act, 2017 (XIX of 2017) and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Board of directors are responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs as applicable in Pakistan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs as applicable in Pakistan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the board of directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the board of directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the board of directors, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Report on Other Legal and Regulatory Requirements

Based on our audit, we further report that in our opinion:

- proper books of account have been kept by the Company as required by the Insurance Ordinance, 2000 and the Companies Act, 2017 (XIX of 2017);
- the statement of financial position, the profit and loss account, the statement of comprehensive income, the statement of changes in equity and the cashflow statement together with the notes thereon have been drawn up in conformity with the Insurance Ordinance, 2000, the Companies Act, 2017 (XIX of 2017), and are in agreement with the books of account;
- the apportionment of assets, liabilities, revenue and expenses between two or more funds has been performed in accordance with the advice of the appointed actuary;
- investments made, expenditure incurred and guarantees extended during the year were for the purpose of the Company's business; and
- zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980), was deducted by the Company and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

The engagement partner on the audit resulting in this independent auditor's report is Farrukh Rehman.

A. F. Ferguson & Co.
Chartered Accountants
Karachi



Karachi

Date: February 28, 2023

UDIN: AR2022100592lr94nWlm

RESPONSIVE
RESPONSIBLE
REASSURING

Financial Statements



Statement of Financial Position

As At December 31, 2022

| | Note | 2022 | 2021 |
|---|------|--------------------|--------------------|
| ----- (Rupees in '000) ----- | | | |
| Assets | | | |
| Property and equipment | 5 | 3,676,374 | 3,786,877 |
| Intangible assets | 6 | 134,655 | 182,501 |
| Right-of-use assets | 7 | 843,430 | 821,407 |
| Investment in associate | 8 | 218,341 | 174,198 |
| Investments | | | |
| Equity securities | 9 | 28,612,669 | 64,574,650 |
| Government securities | 10 | 122,481,558 | 80,728,147 |
| Debt securities | 11 | 7,639,519 | 6,899,809 |
| Term deposits | 12 | 7,900,000 | 21,350,000 |
| Open-ended mutual funds | 13 | 6,451,075 | 4,425,295 |
| Insurance / reinsurance receivables | 14 | 2,199,923 | 1,868,797 |
| Derivative financial instrument | 15 | 58,909 | 43,326 |
| Other loans and receivables | 16 | 2,801,532 | 2,162,412 |
| Taxation - payments less provision | | 453,790 | 348,763 |
| Retirement benefit prepayment | 21 | 82,621 | - |
| Prepayments | | 128,813 | 106,017 |
| Cash & Bank | 17 | 4,169,423 | 3,079,725 |
| Total Assets | | 187,852,632 | 190,551,924 |
| Equity and Liabilities | | | |
| Capital and reserves attributable to the Company's equity holders | | | |
| Issued, subscribed, paid-up share capital and reserves | | | |
| Share capital | 18 | 872,638 | 872,638 |
| Money ceded to waqf fund | | 500 | 500 |
| Loss on revaluation of available-for-sale investments | | (120,452) | (82,209) |
| Retained earnings arising from business other than participating business attributable to shareholders (Ledger account D) | | 4,561,362 | 4,302,134 |
| Unappropriated profit | | 8,627,409 | 7,975,569 |
| Total Equity | | 13,941,457 | 13,068,632 |
| Liabilities | | | |
| Insurance liabilities | 19 | 163,708,769 | 168,762,520 |
| Retirement benefit obligation | 21 | - | 10,674 |
| Borrowing | 22 | 625,000 | 875,000 |
| Lease liabilities | 23 | 1,035,546 | 1,041,893 |
| Premium received in advance | | 1,553,379 | 1,091,677 |
| Insurance / reinsurance payables | 24 | 31,217 | 2,145 |
| Other creditors and accruals | 25 | 4,565,109 | 4,110,711 |
| Deferred tax | 26 | 1,646,061 | 1,361,762 |
| Financial charges payable | | 14,237 | 11,423 |
| Unpaid dividend | 27 | 693,167 | 161,424 |
| Unclaimed dividend | | 38,690 | 54,063 |
| Total Liabilities | | 173,911,175 | 177,483,292 |
| Contingencies and commitments | 28 | | |
| Total Equity and Liabilities | | 187,852,632 | 190,551,924 |

The annexed notes 1 to 53 form an integral part of these financial statements.


Kamal A. Chinoy
Chairman


Aryn Currimbhoy
Director


Shahid Ghaffar
Director


Javed Ahmed
Managing Director &
Chief Executive Officer


Omer Farooq
Chief Financial Officer

Profit and Loss Account

For the year ended December 31, 2022

| | | 2022 | 2021 |
|---|------|------------------------------|-------------|
| | Note | ----- (Rupees in '000) ----- | |
| Premium / contribution revenue | | 47,343,377 | 49,355,599 |
| Premium / contribution ceded to reinsurers | | (1,772,225) | (1,775,462) |
| Net premium / contribution revenue | 29 | 45,571,152 | 47,580,137 |
| Fee income | | 56,783 | 48,098 |
| Investment income | 30 | 19,080,221 | 12,274,759 |
| Net realised fair value (losses) / gains on financial assets | 31 | (3,168,318) | 953,983 |
| Net fair value losses on financial assets at fair value through profit or loss | 32 | (11,568,368) | (9,263,388) |
| Other income | 33 | 318,228 | 194,241 |
| | | 4,718,546 | 4,207,693 |
| Net Income | | 50,289,698 | 51,787,830 |
| Insurance benefits | | 44,497,032 | 41,634,063 |
| Recoveries from reinsurers | | (1,569,062) | (1,791,386) |
| Claims related expenses | | 5,823 | 6,095 |
| Net Insurance Benefits | 34 | 42,933,793 | 39,848,772 |
| Net change in insurance liabilities (other than outstanding claims) | | (7,100,579) | (1,542,840) |
| Acquisition expenses | 35 | 6,642,263 | 6,921,582 |
| Marketing and administration expenses | 36 | 4,352,041 | 3,827,791 |
| Other expenses | 37 | 44,223 | 61,407 |
| Total Expenses | | 3,937,948 | 9,267,940 |
| Realised gain / (loss) on derivative financial instrument | | 30,692 | (10,968) |
| Unrealised gain on derivative financial instrument | | 21,584 | 40,273 |
| Finance cost | 38 | (183,198) | (174,282) |
| | | (130,922) | (144,977) |
| Results of operating activities | | 3,287,035 | 2,526,141 |
| Share of profit of associate | 8 | 13,919 | 14,097 |
| Profit before tax (refer note below) | | 3,300,954 | 2,540,238 |
| Income tax expense | 39 | (1,228,903) | (747,131) |
| Profit after tax for the year | | 2,072,051 | 1,793,107 |
| Earnings per share - Rupees | 40 | 23.74 | 20.55 |

The annexed notes 1 to 53 form an integral part of these financial statements.

Note:

Profit before tax is inclusive of the amount of the profit before tax of the Shareholders' Fund, the Surplus Transfer from the Revenue Account of the Statutory Funds to the Shareholders' Fund based on the advice of the Appointed Actuary, and the undistributed surplus in the Revenue Account of the Statutory Funds which also includes the solvency margins maintained in accordance with the Insurance Rules, 2017. For details of the Surplus Transfer from the Revenue Account of the Statutory Funds to the Shareholders' Fund aggregating to Rs. 2,600 million (2021:Rs. 2,380 million), please refer to note 44.1, relating to Segmental Information - Revenue Account by Statutory Fund.


Kamal A. Chinoy
Chairman


Aryn Currimbhoy
Director


Shahid Ghaffar
Director


Javed Ahmed
Managing Director &
Chief Executive Officer


Omer Farooq
Chief Financial Officer

Statement of Comprehensive Income

For the year ended December 31, 2022

| | | 2022 | 2021 |
|--|------|------------------------------|-----------|
| | Note | ----- (Rupees in '000) ----- | |
| Profit after tax for the year - as per Profit and Loss Account | | 2,072,051 | 1,793,107 |
| Other comprehensive income / (loss): | | | |
| Items that may be classified to profit and loss account in subsequent period: | | | |
| Currency translation differences (related to net investment in foreign associate) | 8 | 34,241 | 14,187 |
| Related deferred tax on currency translation differences | | (12,521) | (4,114) |
| Change in unrealised losses on available-for-sale financial assets | | 117,729 | (131,624) |
| Reclassification adjustment relating to available-for-sale Investment sold during the year | | (181,484) | (93,155) |
| | | (63,755) | (224,779) |
| Related deferred tax | | 25,512 | 65,186 |
| Change in unrealised losses on available-for-sale financial assets - net | | (38,243) | (159,593) |
| | | (16,523) | (149,520) |
| Items that will not be classified to profit and loss account in subsequent period: | | | |
| Actuarial gain / (loss) on retirement benefit schemes | 21 | 82,621 | (7,309) |
| Other comprehensive income / (loss) for the year | | 66,098 | (156,829) |
| Total comprehensive income for the year | | 2,138,149 | 1,636,278 |

The annexed notes 1 to 53 form an integral part of these financial statements.


Kamal A. Chinoy
Chairman


Aryn Currimbhoy
Director


Shahid Ghaffar
Director


Javed Ahmed
Managing Director &
Chief Executive Officer


Omer Farooq
Chief Financial Officer

Cash Flow Statement

For the year ended December 31, 2022

| | 2022 | 2021 |
|--|------------------------------|--------------------|
| Note | ----- (Rupees in '000) ----- | |
| Operating Cash flows | | |
| (a) Underwriting activities | | |
| Insurance premium / contribution received | 47,610,586 | 49,001,935 |
| Reinsurance premium / contribution paid | (1,823,776) | (1,859,915) |
| Claims paid | (17,046,735) | (16,470,291) |
| Surrenders paid | (25,561,303) | (23,413,909) |
| Reinsurance and other recoveries received | 1,584,441 | 2,309,203 |
| Commission paid | (4,277,902) | (4,646,763) |
| Commission received | 80,623 | 71,361 |
| Marketing and administrative expenses paid | (2,216,016) | (2,063,725) |
| Other acquisition cost paid | (3,658,737) | (3,601,414) |
| Net cash outflow from underwriting activities | (5,308,819) | (673,518) |
| (b) Other operating activities | | |
| Income tax paid | (1,036,641) | (634,786) |
| Other operating payments | (288,963) | (766,327) |
| Other operating receipts | 413,584 | 778,176 |
| Unsecured advances paid to employees | (272,839) | (356,913) |
| Recovery of unsecured advances to employees | 267,036 | 330,782 |
| Net cash outflow from other operating activities | (917,823) | (649,068) |
| Total cash outflow from all operating activities | (6,226,642) | (1,322,586) |
| Investment activities | | |
| Profit / return received | 6,328,064 | 5,453,483 |
| Dividend received | 3,076,584 | 4,168,906 |
| Payment for investments | (446,722,198) | (383,337,309) |
| Proceeds from disposal of investments | 432,932,719 | 384,094,397 |
| Fixed capital expenditure | (417,660) | (639,634) |
| Proceeds from sale of property and equipment | 79,069 | 71,219 |
| Total cash (outflow) / Inflow from investing activities | (4,723,422) | 9,811,062 |
| Financing activities | | |
| Dividends paid | (748,954) | (1,283,421) |
| Financial charges paid | (106,094) | (87,797) |
| Repayment of borrowing | (250,000) | (250,000) |
| Payments against lease liabilities | (305,190) | (280,793) |
| Total cash outflow from financing activities | (1,410,238) | (1,902,011) |
| Net cash (outflow) / inflow from all activities | (12,360,302) | 6,586,465 |
| Cash and cash equivalents at beginning of the year | 24,429,725 | 17,843,260 |
| Cash and cash equivalents at the end of the year | 12,069,423 | 24,429,725 |

17

Cash Flow Statement

For the year ended December 31, 2022

| | 2022 | 2021 |
|--|------------------------------|-------------|
| | ----- (Rupees in '000) ----- | |
| Reconciliation to Profit and Loss Account | | |
| Operating cash flows | (6,226,642) | (1,322,586) |
| Depreciation expense | (613,868) | (607,201) |
| Amortisation expense | (110,177) | (118,133) |
| Share of profit of associate | 13,919 | 14,097 |
| Profit on disposal of property and equipment | 27,370 | 34,399 |
| Increase / (decrease) in assets other than cash | 667,633 | (327,895) |
| Decrease / (increase) in liabilities | 3,821,963 | (30,381) |
| (Loss) / gain on sale of investments | (3,168,320) | 953,983 |
| Revaluation loss on investments | (10,942,109) | (8,956,982) |
| Investment income | 18,785,482 | 12,328,088 |
| Financial charges | (109,022) | (86,598) |
| Finance cost on lease liabilities | (74,178) | (87,684) |
| Profit after tax for the year | 2,072,051 | 1,793,107 |

The annexed notes 1 to 53 form an integral part of these financial statements.


Kamal A. Chinoy
Chairman


Aryn Currimbhoy
Director


Shahid Ghaffar
Director


Javed Ahmed
Managing Director &
Chief Executive Officer


Omer Farooq
Chief Financial Officer

Statement of Changes in Equity

For the year ended December 31, 2022

| | Attributable to equity holders of the Company | | | | | Total |
|--|---|-----------------------|--------------------------|--|---|--------------------|
| | Share capital | Unappropriated profit | Money ceded to waqf fund | (Loss) / gain on revaluation of available-for-sale investments | Retained earnings arising from business other than participating business attributable to shareholders (Ledger Account D) - net of tax* | |
| ------(Rupees in '000)----- | | | | | | |
| Balance as at January 01, 2021 | 872,638 | 7,841,319 | 500 | 77,384 | 4,080,365 | 12,872,206 |
| Total comprehensive income / (loss) for the year | | | | | | |
| Profit for the year after tax | - | 1,793,107 | - | - | - | 1,793,107 |
| Other comprehensive income / (loss) - net of tax | - | 2,764 | - | (159,593) | - | (156,829) |
| | - | 1,795,871 | - | (159,593) | - | 1,636,278 |
| Transactions with the owners recorded directly in equity | | | | | | |
| Final cash dividend for the year ended December 31, 2020 @ 135% (Rs. 13.50 per share) | - | (1,178,061) | - | - | - | (1,178,061) |
| Interim cash dividend for the year ended December 31, 2021 @ 30% (Rs. 3.00 per share) | - | (261,791) | - | - | - | (261,791) |
| | - | (1,439,852) | - | - | - | (1,439,852) |
| Other transfer within equity | | | | | | |
| Surplus for the year retained in statutory funds | - | (221,769) | - | - | 221,769 | - |
| Balance as at December 31, 2021 | 872,638 | 7,975,569 | 500 | (82,209) | 4,302,134 | 13,068,632 |
| Total comprehensive income / (loss) for the year | | | | | | |
| Profit for the year after tax | - | 2,072,051 | - | - | - | 2,072,051 |
| Other comprehensive Income / (loss) - net of tax | - | 104,341 | - | (38,243) | - | 66,098 |
| | - | 2,176,392 | - | (38,243) | - | 2,138,149 |
| Transactions with the owners recorded directly in equity | | | | | | |
| Final cash dividend for the year ended December 31, 2021 @ 115% (Rs. 11.50 per share) | - | (1,003,533) | - | - | - | (1,003,533) |
| Interim cash dividend for the half year ended June 30, 2022 @ 30% (Rs. 3.00 per share) | - | (261,791) | - | - | - | (261,791) |
| | - | (1,265,324) | - | - | - | (1,265,324) |
| Other transfer within equity | | | | | | |
| Surplus for the year retained in statutory funds | - | (259,228) | - | - | 259,228 | - |
| Balance as at December 31, 2022 | 872,638 | 8,627,409 | 500 | (120,452) | 4,561,362 | 13,941,457 |

* This includes balances maintained in accordance with the requirements of Section 35 of the Insurance Ordinance, 2000 read with Rule 14 of the Insurance Rules, 2017 to meet solvency margins, which are mandatorily maintained for carrying on of the life insurance business. This also includes retained earnings of Operator-Sub-Funds (OSF) amounting to Rs. 349.80 million (2021: Rs. 430.90 million)

The annexed notes 1 to 53 form an integral part of these financial statements.


Kamal A. Chinoy
Chairman


Amyn Currimbhoy
Director


Shahid Ghaffar
Director


Javed Ahmed
Managing Director &
Chief Executive Officer


Omer Farooq
Chief Financial Officer

Notes to and forming part of the Financial Statements

For the year ended December 31, 2022

1 LEGAL STATUS AND NATURE OF BUSINESS

1.1 Jubilee Life Insurance Company Limited (the Company) was incorporated in Pakistan on June 29, 1995 as a public limited Company under the Companies Ordinance, 1984 (now Companies Act, 2017). Its shares are quoted on the Pakistan Stock Exchange. The Company started its business on June 20, 1996. The addresses of its registered and principal office are 26 - D, 3rd Floor, Kashmir Plaza, Jinnah Avenue, Blue Area, Islamabad and Jubilee Life Insurance Building, 74/1-A, Lalazar, M.T. Khan Road, Karachi, respectively.

The Company is engaged in life insurance, carrying on non-participating business. In accordance with the requirements of the Insurance Ordinance, 2000 the Company has established a shareholders' fund and following statutory funds in respect of each class of its life insurance business:

- Individual Life Unit Linked
- Conventional Business
- Accident & Health
- Overseas Group Life and Health Business
- Individual Family Takaful (note 1.2)
- Group Family Takaful (note 1.2)
- Accident & Health Family Takaful (note 1.2)

1.2 The Company was issued the Certificate of authorization for commencement of Window Takaful Operations under Rule 6 of the Takaful Rules, 2012 by the Securities and Exchange Commission of Pakistan (SECP) vide Authorization Reference no. 7 dated June 17, 2015. The Company launched the Window Takaful Operations on July 13, 2015.

1.3 The Company is a subsidiary of Aga Khan Fund For Economic Development, S.A., Switzerland.

2 BASIS OF PREPARATION

2.1 Statement of Compliance

These financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan. The accounting and reporting standards comprise of:

- International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) as are notified under the Companies Act, 2017; and
- Provisions of and directives issued under the Companies Act, 2017 and Insurance Ordinance, 2000, Insurance Rules 2017, Insurance Accounting Regulations, 2017 and the Takaful Rules, 2012.

In case requirements differ, the provisions or directives of the Companies Act, 2017, the Insurance Ordinance, 2000, Insurance Rules, 2017, Insurance Accounting Regulations, 2017 and the Takaful Rules, 2012, have been followed.

As required by Circular 15 of 2019 dated November 18, 2019 issued by the Securities & Exchange Commission of Pakistan (the Commission), the Company has prepared and annexed to these financial statements, a standalone set of financial statements for Window Takaful Operations of the Company, as if these are carried out by a standalone Takaful Operator.

2.2 Basis of measurement

These financial statements have been prepared under the historical cost convention except for valuation of certain investments at their market value.

The preparation of financial statements in conformity with the accounting and reporting standards as applicable in Pakistan requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates. Estimates and underlying assumption are reviewed on an ongoing basis.

Revisions to accounting estimates, if any, are recognised in the period in which the estimate is revised and in any future periods affected.

Judgements made by management in the application of accounting and reporting standards as applicable in Pakistan that have a significant effect on the financial statements and estimates with a significant risk of material adjustment in the next year are discussed in note 4 to the financial statements.

2.3 Functional and presentation currency

These financial statements have been presented in Pak Rupee, which is the Company's functional and presentation currency. Amounts presented have been rounded off to the nearest thousand.

2.4 Standards, interpretations of and amendments to existing accounting standards that have become effective during the year

There are certain amendments and interpretations to the accounting and reporting standards which are mandatory for accounting periods which began on January 01, 2022. However, these do not have any significant impact on the Company's financial statements.

2.5 Standards, interpretations and amendments to accounting and reporting standards as applicable in Pakistan that are not yet effective

The following standards, amendments and interpretations of the accounting and reporting standards as applicable in Pakistan will be effective for accounting periods beginning on or after January 01, 2023:

| Standards, amendments or interpretations | Effective Date (period beginning on or after) |
|---|--|
| IFRS 9 - Financial Instruments | January 01, 2023* |
| IFRS 17 - Insurance contracts | January 01, 2023** |

* The management has opted temporary exemption from the application of IFRS 9 as allowed by the International Accounting Standards Board (IASB) for entities whose activities are predominantly connected with insurance. Further details relating to temporary exemption from the application of IFRS 9 is given in note 2.7 to these financial statements.

** IFRS 17 - 'Insurance contracts' has been issued by the IASB to be effective for annual periods beginning on or after January 01, 2023 but is yet to be notified by the Securities and Exchange Commission of Pakistan.

The management is in the process of assessing the impacts of above amendments on the financial statements of the Company.

There are certain other new and amended standards, interpretations and amendments that are mandatory for the Company's accounting periods beginning on or after January 01, 2023 but are considered not to be relevant or will not have any significant effect on the Company's operations and are therefore not stated in these financial statements.

2.6 Standards, interpretations and amendments to accounting standards that are effective but not relevant

There are certain other amendments in standards and interpretations that are mandatory for the Company's accounting periods beginning on or after January 1, 2021 but are considered not to be relevant or will not have any significant effect on the Company's operations and are therefore not stated in these financial statements.

2.7 Temporary exemption from application of IFRS 9

IFRS 9 'Financial Instruments' and amendment (effective for period ending on or after June 30, 2019) replaces the existing guidance in IAS 39 Financial Instruments: Recognition and Measurement. IFRS 9 includes revised guidance on the classification and measurement of financial instruments, a new expected credit loss model for calculating impairment on financial assets and new general hedge accounting requirements. It has also carried forward the guidance on recognition and derecognition of financial instruments from IAS 39.

Further, IFRS 4 provides two alternative options in relation to application of IFRS 9 for entities issuing contracts within the scope of IFRS 4, notably a temporary exemption and an overlay approach. The temporary exemption enables eligible entities to defer the implementation date of IFRS 9. The overlay approach allows an entity applying IFRS 9 from the effective date to remove from the profit and loss account the effects of some of the accounting mismatches that may occur from applying IFRS 9 before IFRS 17 is applied. The Company has adopted the temporary exemption which allows the Company to defer the application of IFRS 9.

For the companies adopting the temporary exemption, the IFRS 4 requires certain disclosures which have been disclosed as follows:

Financial assets classified as "held to maturity" meeting SPPI criteria

| | 2022 | 2021 | Change during the year |
|--|------------------------------|-------|------------------------|
| | ----- (Rupees in '000) ----- | | |
| Pakistan Investment Bonds - held to maturity | 5,217,001 | 9,757 | 5,207,244 |

Except for above, all financial assets are measured either at fair value through profit and loss or available-for-sale.

3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

3.1 The significant accounting policies and methods of computation adopted in the preparation of these financial statement are same as those applied in the preparation of the annual financial statements of the Company for the year ended December 31, 2021.

3.2 Property and equipment

Tangible assets are stated at cost less accumulated depreciation and impairment losses, if any, except for capital work in progress which is stated at cost. Assets having cost exceeding the minimum threshold as determined by the management are capitalised. All other assets are charged in the year of acquisition. Cost includes expenditure that is directly attributable to the acquisition of the asset.

Subsequent costs

Subsequent costs are included in the assets' carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. All other expenses are charged to profit and loss account during the year in which they are incurred.

Borrowing costs

Borrowing costs which are directly attributable to the acquisition, construction or production of a qualifying asset are capitalised as part of the cost of that asset. All other borrowing costs are charged to profit and loss account.

Depreciation

Depreciation is charged to profit and loss account using the straight line method at the rates specified in note 5 on all assets available for use at the end of each month. When parts of an item of asset have different useful lives, they are accounted for as separate property and equipment items.

Depreciation on additions is charged from the month in which the asset is available for use while no depreciation is charged in the month of disposal.

The assets' residual value and useful lives are reviewed at each balance sheet date and adjusted, if appropriate.

Impairment

The carrying value of operating assets are reviewed for impairment when events or changes in circumstances indicate that the carrying value may not be recoverable. If any such indication exists and where the carrying values exceed the estimated recoverable amount, the assets are written down to their recoverable amount.

Gains and losses on disposal

An item of tangible assets is derecognised upon disposal or where no future economic benefits are expected to be realised from its use or disposal. Gains or losses on disposal of an item of tangible assets are recognised in the profit and loss account.

Capital work in progress

Capital work in progress is stated at cost and consists of expenditure incurred and advances made in respect of assets in the course of their construction and installation. Transfers are made to relevant asset category as and when assets are available for intended use.

3.2.1 Lease liability and Right-of-use asset

Leases are recognised as right-of-use assets with corresponding lease liabilities at the date on which leased assets are available for use by the Company except for leases of short term or low value.

At inception of a contract, the Company assesses whether a contract is, or contains, a lease based on whether the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. Lease terms are negotiated on an individual basis and contain different terms and conditions.

In determining the lease term, management considers all facts and circumstances that create an economic incentive to exercise an extension option or not exercise a termination option. Extension options (or periods after termination options) are only included in the lease term if the lease is reasonably certain to be extended (or not terminated).

The lease liability is initially measured at the present value of the lease payments over the period of lease term and that are not paid at the commencement date, discounted using interest rate implicit in the lease or the Company's incremental borrowing rate.

Lease payments include fixed payments less any lease incentive receivable, variable lease payment that are based on an index or a rate which are initially measured using the index or rate as at the commencement date, amounts expected to be payable by the Company under residual value guarantees, the exercise price of a purchase option if the Company is reasonably certain to exercise that option and payments of penalties for terminating the lease if the lease term reflects the lessee exercising that option. The extension and termination options are incorporated in determination of lease term only when the Company is reasonably certain to exercise these options.

The lease liability is subsequently measured at amortised cost using the effective interest rate method. The lease liability is also remeasured to reflect any reassessment or lease modification, or to reflect revised in-substance fixed lease payment.

The lease liability is remeasured when the Company reassesses the reasonable certainty of exercising the extension or termination option upon occurrence of either a significant event or a significant change in circumstances, or when there is a change in assessment of an option to purchase underlying asset, or when there is a change in amount expected to be payable under a residual value guarantee, or when there is a change in future lease payments resulting from a change in an index or rate used to determine those payment. The corresponding adjustment is made to the carrying amount of the right-of-use asset or is recorded in the statement of profit or loss and other comprehensive income if the carrying amount of right-of-use asset has been reduced to zero.

When there is a change in scope of a lease, or the consideration for a lease, that was not part of the original terms and conditions of the lease, it is accounted for as a lease modification. The lease modification is accounted for as a separate lease if modification increases the scope of lease by adding the right to use one or more underlying assets and the consideration for lease increases by an amount that is commensurate with the stand-alone price for the increase in scope adjusted to reflect the circumstances of the particular contracts, if any. When the lease modification is not accounted for as a separate lease, the lease liability is remeasured and corresponding adjustment is made to right-of-use asset.

The right-of-use asset is initially measured at an amount equal to the initial measurement of lease liability adjusted for any lease payments made at or before the commencement date, plus any initial direct costs incurred and an estimate of the costs to be incurred to dismantle and remove the underlying asset or to restore the underlying asset or the site on which the asset is located.

The right-of-use asset is subsequently measured at cost model. The right-of-use asset is depreciated on a straight line method over the lease term as this method most closely reflects the expected pattern of consumption of future economic benefits. The right-of-use asset is reduced by impairment losses, if any, and adjusted for certain remeasurements of the lease liability.

The Company has elected to apply the practical expedient of not to recognise right-of-use assets and lease liabilities for short term leases that have a lease term of twelve months or less and leases of low-value assets. The lease payments associated with these leases are recognised as an expense on a straight line basis over the lease term.

3.3 Intangible assets

These represent assets with finite lives and are stated at cost less accumulated amortisation and impairment losses, if any. Amortisation is charged over the estimated useful life of the asset applying the straight line method at the rates specified in note 6 to the financial statements.

Software development costs are only capitalised to the extent that future economic benefits are expected to be derived by the Company.

3.4 Types of Insurance / Window Takaful Operations

a) Individual life unit linked

Individual life contracts are mainly regular premium unit linked policies, where policy value is determined as per the underlying assets' value. Various types of riders (Accidental Death, Family Income Benefit, etc.) are also sold along with the basic policies. Some of these riders are charged through deductions from policyholders' fund value, while others are conventional i.e. additional premium is charged against them. Policies are sold to a wide cross-section of population with different income levels. The risk underwritten is mainly death and sometimes disability, health, cancer and/or critical illness. This business is written through two distribution channels, namely, the direct sales force and bancassurance.

Individual life single premium policies are also issued and their value is determined as per underlying assets' value of the fund.

b) Conventional business

i) Individual life conventional business

Individual life conventional contracts are mainly protection policies sold to a wide cross-section of population with different income levels. The risk underwritten is mainly death, cancer and sometimes critical illness. This business is written through direct sales force and bancassurance.

ii) Group life business

Group life contracts are mainly issued to employers to insure their commitments to their employees as required under The West Pakistan Industrial and Commercial Employment (Standing Orders) Ordinance, 1968. The Company also writes business for consumer banking related schemes and micro-insurance schemes. The risk underwritten is mainly death and sometimes disability. This business is written through direct sales force and bancassurance.

iii) Traditional business

Individual life traditional contracts are mainly regular premium protection and savings policies where policy maturity value is fixed at the inception of the policy. The surrender values are pre-determined as well. The surrender and maturity values are guaranteed throughout the term of the policy. Various types of riders (Accidental Death, etc.) are also sold along with the basic policies. The risk underwritten is mainly death. This business is written through two distribution channels, namely, the direct sales force and bancassurance.

c) Accident & health business

i) Individual accident & health business

Individual accident and health contracts are mainly protection policies sold to a wide cross-section of population with different income levels. The risk underwritten is medical expenses related to outpatient services and hospitalisation. This business is written through direct sales force and bancassurance.

ii) Group health business

Group health contracts are mainly issued to employers to insure their commitments to their employees. The Company also writes business for micro-insurance schemes. The risk underwritten is medical expenses related to outpatient services and hospitalisation. This business is written through direct sales force.

d) Overseas group life and health business

The Company has been operating a statutory fund for its overseas life and health insurance business. The risk underwritten under life policy is mainly death and sometimes disability while the risk underwritten under health policy is medical expenses related to hospitalisation and outpatient.

e) Family Takaful Contracts

The Company offers Family Takaful Contracts. Family Takaful Contract is an arrangement which rests on key Shariah principles of mutual cooperation, solidarity and well being of a community, and is based on the principles of Wakala Waqf Model. Under a Takaful arrangement, individuals come together and contribute towards the common objective of protecting each other against financial losses by sharing the risk on the basis of mutual assistance.

The obligation of Waqf for Waqf participants' liabilities is limited to the amount available in the Waqf fund. In case there is a deficit in the Waqf Fund, the Window Takaful Operator shall grant an interest free loan (Qard-e-Hasna) to make good the deficit. The loan shall be repayable from the future surpluses generated in the Waqf Fund, without any excess of the actual amount given to it. Repayment of Qard-e-Hasna shall receive priority over surplus distribution to Participants from the Waqf Fund.

i) Individual Family Takaful Contracts Unit - Linked

The Company offers Unit Linked Takaful Plans which provide Shariah Compliant financial protection and investment vehicle to individual participants. These plans carry cash value and offer investment choices to the participants to direct their investment related contributions based on their risk / return objectives. The investment risk is borne by the participants. This business is written through two distribution channels, namely, the direct sales force and bancassurance.

Individual life single contribution memberships are also issued and their value is determined as per underlying assets' value of the fund.

ii) Group Family Takaful

- Individual Life Takaful business

The Individual Family Takaful contracts are issued typically on yearly renewable term basis and are mainly protection policies sold to a wide cross-section of population with different income levels. The risk underwritten is mainly death, cancer and sometimes critical illness. This business is written through direct sales force and bancassurance.

- Group life business

Group Family Takaful contracts are mainly issued to employers to insure their commitments to their employees as required under The West Pakistan Industrial and Commercial Employment (Standing Orders) Ordinance, 1968. The Company offers group term life and group credit plans to its participants. The Company also writes business for consumer banking related schemes and micro-insurance schemes. The risk underwritten is mainly death and sometimes disability. This business is written through direct sales force and bancassurance.

iii) Accident & Health Family Takaful

- Individual accident & health business

Individual Accident and Health Family Takaful contracts are mainly protection policies sold to a wide cross-section of population with different income levels. The risk underwritten is medical expenses related to outpatient services and hospitalisation. This business is written through direct sales force and bancassurance.

- Group health business

Group Accident & Health Family contracts are mainly issued to employers to insure their commitments to their employees. The Company also writes business for micro-insurance schemes. The risk underwritten is medical expenses related to outpatient services and hospitalisation to its participants. This business is written through direct sales force.

3.5 Recognition of Policyholders' liabilities / Technical Reserves

a) Individual life unit linked

Policyholders' liabilities constitute the fund value of unit linked contracts as well as non-unit reserves of these linked contracts. Non-linked reserves constitute liability kept to account for risks such as death, disability, critical illness, etc., Incurred But Not Reported (IBNR) claims and non-linked riders (Accidental Death and Disability, Waiver of Premium, etc.).

Reserves for risks such as death, disability, etc. are kept on the basis of risk charges deducted for these risks.

- Incurred But Not Reported (IBNR) claims

For IBNR, the Company uses statistical methods to incorporate assumptions made in order to estimate the ultimate cost of claims. The claims experience for this line of business has not developed sufficiently to attach full credibility to the experience. Hence, IBNR reserves are being kept as a percentage of risk charges. A lag study has been conducted at various points of time to attach greater credibility to the experience in order to determine the amount of IBNR claims.

The method involves the analysis of historical claims and the lags are estimated based on this historical pattern. Actual IBNR claims experience at various points of time is compared to the IBNR reserves kept at these time periods, to determine the adequacy of IBNR reserves. This validates the factor that is applied to risk charges in order to arrive at IBNR reserves. Adequate margins are also built-in to compensate for any adverse deviations in claims experience. In view of grossly insufficient claims experience, IBNR reserves for non-linked riders have been held in proportion to the premium earned in the valuation year.

- Unearned premium and premium deficiency reserve

Unearned premium reserve is not applicable to main policies. The rider premium proportionate to the unexpired duration of the period for which the respective premiums have been received are held as unearned premium reserves. Liabilities for claims in course of payment for Family Income Benefit rider and Waiver of Premium rider are held in accordance with the advice of the appointed actuary.

The Premium Deficiency Reserve (PDR) is not applicable to these policies. For riders, there is no need to hold a PDR since these maintain very reasonable claim ratios.

b) Conventional business

i) Individual life conventional

Policyholders' liabilities constitute the reserves for base plans, riders attached to the base plans and reserves for IBNR claims.

For base plans, policyholders' liabilities are determined as per the minimum criteria given in Insurance Rules, 2017. Discount rate used in this calculation is 3.75% and the mortality rates assumed are those according to SLIC (2001-2005) table. For critical illness policies, the future incidence of critical illness is according to a percentage of reinsurer's risk premium rates for this coverage.

- Incurred But Not Reported (IBNR) claims

IBNR reserves for riders are held as a percentage of rider premium earned in the valuation year in view of grossly insufficient claims experience.

- Unearned premium and premium deficiency reserve

Unearned Premium Reserves (UPR) methodology is applied to rider premium to arrive at riders' reserves. The rider premium proportionate to the unexpired duration of the period for which the respective premiums have been received are held as unearned premium reserves.

Tests are conducted periodically on the basis of gross premium valuation to confirm the adequacy of reserves kept on modified net premium basis. For riders, there is no requirement to hold premium deficiency reserves since these maintain very reasonable claims ratios.

ii) Group life business

Policyholders' liabilities comprise of Unearned Premium Reserves (UPR), reserves for Incurred But Not Reported (IBNR) claims and pay-continuation reserves.

- Incurred But Not Reported (IBNR) claims

For purpose of estimation, the business has been split into two categories, namely, normal and other than normal schemes (including consumer banking schemes and micro-insurance). IBNR reserves are calculated on separate basis for these two categories. IBNR is based upon reported claims for normal schemes and on earned premium for other than normal schemes due to lack of fully credible experience. For IBNR reserves based on reported claims, the Company uses the chain-ladder method (a statistical technique) to estimate the ultimate cost of claims.

- Unearned premium and premium deficiency reserve

Gross premium proportionate to the unexpired duration of the period for which the respective premiums have been billed are held as unearned premium reserves.

The unearned premium reserve can deem to become insufficient if either there is gross deterioration in mortality, there is an occurrence of a catastrophic event, or there is a reduction in asset value on potential encashment of assets. No requirement for holding premium deficiency reserve was found since the Company has a good combined ratio and it is unlikely that there will be a sudden, significant worsening of mortality due to good dispersion of risk across various geographical and income stratas. Also, the Company holds a catastrophe reinsurance cover which reduces its exposure to large number of claims arising from any one incident.

- Liabilities for claims in course of payment (pay continuation reserves) are held in accordance with the advice of the appointed actuary.

c) Accident & health business

Policyholder's liability comprises of Unearned Premium Reserves (UPR) and reserves for Incurred But Not Reported (IBNR) claims.

- Incurred But Not Reported (IBNR) claims

For purposes of estimation, the business has been split into two categories, namely, non-micro non-outpatient and other (includes non-micro-insurance schemes' outpatient components and micro-insurance schemes). IBNR reserve is calculated on separate basis for these two categories. IBNR is based upon reported claims for the non-micro-insurance non-outpatient category and on earned premium for the other category due to lack of fully credible experience.

For IBNR reserves based on reported claims, the Company uses the chain-ladder method (a statistical technique) to estimate the ultimate cost of claims.

- Unearned premium and premium deficiency reserve

Gross premium proportionate to the unexpired duration of the period for which the respective premiums have been billed are held as unearned premium reserves.

The unearned premium reserve can deem to become insufficient if either there is sudden worsening of morbidity or inflationary increase in claims. No requirement for holding premium deficiency reserve was found at present since the portfolio has a combined ratio of less than 100% and the average claims have been low in spite of overall inflation.

d) Overseas group life and health fund

Policy holder liability comprises of Unearned Premium Reserves (UPR) and reserves for Incurred But Not Reported (IBNR) claims.

- Incurred But Not Reported (IBNR) claims

This reserve has been set as Nil as at the valuation date in view of the reinsurance arrangements in place.

- Unearned premium and premium deficiency reserve

Gross premium proportionate to the unexpired duration of the period for which the respective premiums have been billed are held as unearned premium reserves.

The unearned premium reserve can deem to become insufficient if either there is gross deterioration in mortality, sudden worsening of morbidity, occurrence of a catastrophic event, reduction in asset value on potential encashment of assets or inflationary increase in claims. No requirement for holding premium deficiency reserve was found at present since the portfolio has a good combined ratio and the average claims have been low in spite of overall inflation.

e) Reserve for claims - Incurred but not reported (IBNR) - Takaful Contracts

The liability for claims - IBNR, is determined by the Appointed Actuary and is included in the technical reserves. The IBNR is expressed on the basis of past claims reporting pattern as a percentage of earned contribution.

f) Reserve for unearned contribution - Takaful Contracts

The unearned portion of gross contribution, net off wakala fee, is set aside as a reserve and included in the technical reserves. Such reserve is calculated as a portion of the gross contribution of each policy, determined according to the ratio of the unexpired period of the policy and the total period, both measured to the nearest day.

g) Contribution Deficiency Reserve - Takaful Contracts

The Company maintains a provision in respect of contribution deficiency for the class of business where the unearned contribution reserve is not adequate to meet the expected future liability, after retakaful claims and other supplementary expenses expected to be incurred after the balance sheet date in respect of the unexpired policies in that class of business at the balance sheet date. Provision for contribution deficiency reserve is made as per the advice of the appointed actuary.

h) Technical Reserves

Technical reserves are stated at a value determined by the appointed actuary through an actuarial valuation carried out as at each balance sheet date, in accordance with Section 50 of the Insurance Ordinance, 2000.

3.6 Reinsurance / Retakaful contracts held

3.6.1 Conventional

Reinsurance premiums

Reinsurance premium is recognised at the same time when the premium income is recognised. It is measured in line with the terms and conditions of the reinsurance treaties.

Recoveries from reinsurers

Claim recoveries from reinsurers are recognised at the same time as the claims are intimated in line with the terms and conditions of the reinsurance arrangements.

Experience refund of premium

Experience refund receivable from reinsurers is included in the reinsurance recoveries of claims.

Individual life unit linked and conventional policies are reinsured under an individual life reinsurance agreement whereas group life policies are reinsured under a group life reinsurance agreement.

All receivables (reinsurer's share in claims, inward commission and experience refund) and payables (reinsurance premium) under reinsurance agreements are recognised net in the Company's financial statements, under the circumstances only that there is a clear legal right of off-set of the amounts. Furthermore, credit is taken on account of reinsurer's share in policyholders' liabilities as advised by the appointed actuary.

3.6.2 Takaful

Retakaful Contribution

These contracts are entered into by the Company with the retakaful operator under which the retakaful operator cedes the Takaful risk assumed during normal course of its business, and according to which the Waqf is compensated for losses on contracts issued by it.

Retakaful contribution is recorded at the time the retakaful is ceded.

Retakaful liabilities represent balances due to retakaful companies. Amounts payable are calculated in a manner consistent with the associated retakaful treaties.

Retakaful Expenses

Retakaful expenses are recognised as a liability.

Retakaful assets represent balances due from retakaful operator. Recoverable amounts are estimated in a manner consistent with the associated retakaful treaties.

Retakaful assets are offset against related Retakaful liabilities under the circumstances only that there is a clear legal right of off-set of the amounts.. Income or expenses from retakaful contract are not offset against expenses or income from related Retakaful contracts as required by the Insurance Ordinance, 2000. Retakaful assets and liabilities are derecognised when the contractual rights are extinguished or expired.

3.7 Receivables and payables related to insurance contracts

Receivables and payables are recognised when due. These include amounts due to and from agents and policyholders.

3.8 Operating Segments

Operating segments are reported in a manner consistent with that provided to the chief operating decision-maker. The chief operating decision-maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Chief Executive Officer.

The Company has seven operating segments for reporting purposes namely; Individual life unit linked, Conventional business, Accident & Health, Overseas Group Life & Health, Individual Family Takaful, Group Family Takaful and Accident & Health Family Takaful. The details of all operating segments are described in note 44 to these financial statements.

3.9 Cash and cash equivalents

For the purpose of cash flow statement, cash and cash equivalents include the following:

- Cash at bank in current and saving accounts
- Cash and stamps in hand
- Term deposits receipts with original maturity upto three months
- Certificate of Islamic Investment with original maturity upto three months

3.10 Revenue recognition

3.10.1 Premiums

First year, renewal and single premium are recognised once resulted policies are issued / renewed against receipt and realisation of premium except for Group life, Accident & Health and Overseas group life and health business.

Premium for group life, accident & health and overseas group life and health business are recognised as and when due. The Company continues to provide the cover even if the premium is received after the grace period.

3.10.2 Contributions

a) Individual Life Family Takaful

First year, renewal and single contributions are recognised once the related policies are issued / renewed against receipt of contribution.

b) Group Family Takaful

Group Family contributions are recognised as and when due. In respect of these policies, the Company will continue to provide cover even if the contribution is received after grace period.

c) Accident & Health Family Takaful

Accident & Health Family Takaful contributions are recognised as and when due. In respect of these policies, the Company will continue to provide cover even if the contribution is received after grace period.

3.10.3 Reinsurance Commission

Commission from reinsurers is recognised as revenue in accordance with the pattern of recognition of the reinsurance premium to which it relates. Commission, if any, under the terms of reinsurance arrangements is recognised when the Company's right to receive the same is established.

3.10.4 Experience refund of premium

Experience refund of premium payable to policyholders except for individual life unit linked is included in insurance liabilities.

3.10.5 Other revenue recognition

Mark-up / Interest

- Mark-up / interest income on bank deposits and government securities is recognised on time proportion basis, using effective yield method.
- Interest / mark-up on fixed income securities is recognised on time proportion basis using effective yield method.

Dividends

Dividend income is recognised when Company's right to receive dividend is established.

3.11 Investments

Classification

The Company has classified its investment portfolio except for investment in associate into 'held-to-maturity', 'at fair value through profit or loss', and 'available-for-sale' categories as follows:

- Held-to-maturity – These are securities with fixed or determinable payments and fixed maturity that are held with the intention and ability to hold till maturity.
- At fair value through profit or loss - this category relates to all investments of unit linked funds of the Individual Life Unit Linked and Individual Family Takaful Fund which have been reclassified by the Company under this category, to eliminate the accounting mismatch arising from the measurement of assets and liabilities.
- Available-for-sale – These are investments that do not fall under the Held-to-maturity and at fair value through profit or loss categories.

Initial recognition

All investments are initially recognised at cost, being the fair value of the consideration given, including transaction costs associated with the investments, except for Fair Value through Profit or Loss category, wherein the transaction costs are charged to the profit and loss account.

All regular way purchases / sales of investment are recognised on the trade date, i.e., the date the Company commits to purchase / sell the investments. Regular way purchases or sales of investment require delivery of securities within the time frame generally established by regulation or convention in the market place.

Subsequent measurement

Investments classified as held-to-maturity are subsequently measured at amortised cost, taking into account any discount or premium on acquisition, using the effective interest rate method.

Investments classified as 'at fair value through profit or loss' are subsequently measured at their market values, with any gain or loss being recorded in the Profit and Loss Account.

Investments classified as 'available-for-sale' are subsequently measured at their market values, with any gain or loss recorded in the Statement of Comprehensive Income. Cumulative gains and losses on mark to market of available-for-sale investments are reclassified to profit and loss account on disposal of investments. When the decline in value of an equity security is significant or prolonged, the cumulative loss (measured as the difference between the acquisition cost and current fair value, less any impairment loss on that financial asset previously recognised in the profit and loss account) that had been recognised in other comprehensive income shall be reclassified from equity to the profit and loss account even though the financial asset has not been derecognised.

Investment in an associate - equity method

Associates are those entities in which the company has significant influence, but does not have control, over the financial and operating policies. These financial statements include the Company's share of total recognised gains and losses of associates on the equity accounting basis, from the date significant influence commences until the date that significant influence ceases. The Company's share of the associates profit or loss is recognised in the profit and loss account. Distributions received from an associate reduce the carrying amount of the investment. When the Company's share of losses exceeds its interest in an associate, the investment's carrying amount is reduced to nil and recognition of further losses is discontinued except to the extent that the company has incurred legal or constructive obligation.

Fair / market value measurements

For investments in Government securities, fair / market value is determined by reference to quotations obtained from Reuters page (PKRV) / (PKFRV) / (PKISRV) where applicable. For investments in quoted marketable securities, other than Term Finance Certificates / Corporate Sukuks, fair / market value is determined by reference to Stock Exchange quoted market price at the close of business on balance sheet date. The fair market value of Term Finance Certificates / Corporate Sukuks and investment in Mutual Fund is as per the rates issued by the Mutual Funds Association of Pakistan (MUFAP).

3.12 Off-setting of financial assets and financial liabilities

Financial assets and liabilities are offset and the net amount is reported in the financial statements only when there is a legally enforceable right to set-off the recognised amount and the Company intends either to settle on a net basis or to realise the assets and settle the liabilities simultaneously.

3.13 Provisions

Provisions are recognized when the Company has a legal or constructive obligation as a result of a past event, and it is probable that outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of obligation. The nature of provision is not stated in the financial statements where such is expected to seriously prejudice company's position, as allowed under the applicable accounting framework.

3.14 Taxation

Income tax expense comprises current and deferred tax. Income tax expense is recognised in the profit and loss account, except to the extent that it relates to the items recognised directly in equity or other comprehensive income, in which case it is recognised in equity or other comprehensive income.

Current

Provision for current taxation is based on taxable income for the year determined in accordance with the prevailing laws for taxation on income. Charge for the current tax includes adjustments, where considered necessary, relating to prior years.

Deferred

Deferred tax is recognised using the balance sheet liability method on all temporary differences arising between the carrying amounts of assets and liabilities for financial reporting purposes and amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amounts of assets and liabilities using the tax rates enacted or substantively enacted at the balance sheet date. A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available and the credits can be utilised. Deferred tax asset is reduced to the extent that it is no longer probable that the related tax benefits will be realised.

3.15 Staff retirement benefits

3.15.1 Defined benefit plan

The Company operates an approved funded gratuity scheme for all permanent employees who have completed minimum qualifying eligible service of 5 years. Contribution to the fund is made and expense is recognised on the basis of actuarial valuation carried out as at each year end using the projected unit credit method.

The measurement differences representing actuarial gains and losses, the difference between actual investment returns and the return implied by the net interest cost / income are recognised immediately with a charge or credit to Other Comprehensive Income (OCI).

The Company faces the following risks on account of defined benefit plan:

Final salary risk - The risk that the final salary at the time of cessation of service is greater than what the Company has assumed. Since the benefit is calculated on the final salary, the benefit amount would also increase proportionately.

Discount rate fluctuation - The plan liabilities are calculated using a discount rate set with reference to market yields on government bonds. A decrease in market yields on government bonds will increase plan liabilities, although this will be partially offset by an increase in the value of the current plans' bond holdings.

Investment risks - The risk of the investment underperforming and not being sufficient to meet the liabilities. This risk is mitigated by closely monitoring the performance of investment.

Risk of insufficiency of assets - This is managed by making regular contribution to the Fund as advised by the actuary.

3.15.2 Defined contribution plan

The Company operates an approved contributory provident fund for all its permanent employees. Equal monthly contributions are made by both the Company and the employees to the fund at the rate of 10% of basic salary. Contributions made by the Company are recognised as expense.

3.15.3 Accumulated compensated absences

The Company makes provision in the financial statements for its liabilities towards vested and non vested compensated absences accumulated by its employees on the basis of anticipated utilisation of such leaves based on past trends.

3.16 Impairment of assets

The carrying amount of assets are reviewed at each balance sheet date to determine whether there is any indication of impairment of any asset or group of assets. If such indication exists, the recoverable amount of the asset is estimated. An impairment loss is recognised whenever the carrying amount of an asset exceeds its recoverable amount. Impairment losses are recognised in profit and loss account.

3.17 Others

3.17.1 Acquisition cost

These are costs incurred in acquiring insurance policies / takaful contracts, maintaining such policies / takaful contracts, and include without limitation, all forms of remuneration paid to insurance / takaful agents.

Commission and other expenses are recognised as expense in the earlier of the financial year in which they are paid and financial year in which they become due and payable, except that commission and other expenses which are directly referable to the acquisition or renewal of specific contracts are recognised not later than the period in which the premium to which they refer is recognised as revenue.

3.17.2 Insurance Benefits

Insurance Benefits are recognised on the date the insured event is intimated except for individual life unit linked where insurance benefits are recognised earlier of the date the policy cease to participate in the earnings of the fund and the date insured event is intimated.

Surrenders of individual life unit linked are recognised after these have been approved in accordance with the Company's policy.

Liability for outstanding insurance benefits is recognised in respect of all insurance benefits intimated up to the balance sheet date. Insurance liability includes amounts in relation to unpaid reported claims.

Liability for claims "Incurred But Not Reported" (IBNR) is included in policyholders' liabilities.

3.17.3 Statutory funds

The Company maintains statutory funds in respect of each class of life insurance business. Assets, liabilities, revenues and expenses of the Company are referable to respective statutory funds, however, where these are not referable to statutory funds, these are allocated to the shareholders' fund.

Apportionment of assets, liabilities, revenues and expenses, wherever required, between funds are made on a fair and equitable basis in accordance with the written advice of the appointed actuary.

3.17.4 Takaful Operator's Fee

The shareholders of the Company manage the Window Takaful operations for the participants. Accordingly, the Company is entitled to Takaful Operator's Fee for the management of Window Takaful Operations under the Waqf Fund, to meet its general and administrative expenses. The Takaful Operator's fee, termed Wakala Fee, is recognised upfront.

3.17.5 Foreign currencies

Monetary assets and liabilities in foreign currencies are translated at the rates of exchange prevailing at the balance sheet date. Foreign currency transactions are recorded using the rates of exchange prevailing at the date of transaction. Exchange gains and losses on translation are included in profit and loss account.

The assets and liabilities of foreign operations are translated into Pakistani rupees at exchange rates prevailing at the reporting date. The income and expense of foreign operations (associate) are translated at average rate of exchange for the year. Translation gains and losses arising on the translation of net investment in foreign associate are recognised in Other Comprehensive Income under "Currency Translation Reserve". The accumulated translation gains recognised in other comprehensive income are transferred to profit and loss account on disposal of investment.

3.17.6 Financial assets and liabilities

All financial assets and liabilities are initially measured at fair value. These financial assets and liabilities are subsequently measured at fair / market value or amortised cost as the case may be.

3.17.7 Borrowings

Borrowings are recognised initially at fair value, net of transaction costs incurred. Borrowings are subsequently carried at amortised cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognised in the profit and loss account over the period of the borrowings using the effective interest method.

3.17.8 Derivative Financial Instruments

Derivatives that do not qualify for hedge accounting are recognised in the statement of financial position at estimated fair value with corresponding effect in the profit and loss account. Derivative financial instruments are carried as assets when fair value is positive, and as liabilities when fair value is negative.

3.17.9 Earnings per share

Basic earnings per share is calculated by dividing profit or loss attributable to ordinary shareholders of the Company (the numerator) by the weighted average number of ordinary shares outstanding (the denominator) during the period.

3.17.10 Contingent Liabilities

Contingent liabilities are disclosed when the Company has a possible obligation as a result of past events, whose existence will be confirmed only by the occurrence or non-occurrence, of one or more uncertain future events, not wholly within the control of the Company; or the Company has a present legal or constructive obligation that arises from past events, but it is not probable that an outflow of resources embodying economic benefits will be required to settle the obligation, or the amount of the obligation cannot be measured with sufficient reliability.

3.17.11 Dividend and appropriation to reserves

Dividend and appropriation to reserves except appropriations required by the law are recognised in the year in which these are approved.

4 FINANCIAL RISK MANAGEMENT / ACCOUNTING ESTIMATES AND JUDGEMENTS

The financial risk management objectives and policies are consistent with those disclosed in the financial statements of the Company for the year ended December 31, 2022. In preparing these financial statement, the management has made judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates. The significant judgements made by management in applying the Company's accounting policies and the key sources of estimation uncertainty are the same as those that applied to the financial statements for the year ended December 31, 2021.

4.1 Policyholders' liabilities / technical reserves

4.1.1 Valuation discount rate

The valuation of policyholders' liabilities has been based on a discount rate of 3.75%, which is in line with the requirements under the repealed Insurance Act, 1938 and is considerably lower than the actual investment return the Company is managing on its conventional portfolio. The difference each year between the above and the actual investment return is intended to be available to the Company for meeting administration expenses and provide margins for adverse deviation.

4.1.2 Mortality assumption

For the purpose of valuing the insurance contracts, the mortality assumption used is based on SLIC (2001-2005) table. SECP vide its circular 17/2013 dated September 13, 2013 has stipulated that SLIC (2001 - 05) Individual Life Ultimate Mortality Table published by Pakistan Society of Actuaries (PSOA) be used as the minimum valuation basis prescribed under SECP's notification S.R.O 16(1)/2012. Moreover, for morbidity plans, similar rates are used as charged by reinsurer.

4.1.3 Claims

The calculation of Incurred But Not Reported Claims Reserve for both Group Life under Conventional Business and Accident and Health lines has been based on the assumption that the claims lag pattern would follow the trend experienced over the past 3 years.

The reserving basis has been formulated on the recent claims lag pattern and experience of the Company for each line of business separately. Appropriate margins have been added to ensure that the reserve set aside is resilient to changes in the experience.

4.1.4 Surrenders

For the purpose of valuation of conventional business, no provision has been made for lapses and surrenders. This gives prudence to the value placed on the liability by not taking any credits for the profits made on surrenders.

4.2 Income taxes

In making the estimates for income taxes currently payable by the Company, the management looks at the current income tax law and the decisions of appellate authorities on disputed issues in the past.

4.3 Impairment in respect of listed securities

The Company determines that listed available-for-sale securities are impaired when there has been a significant or prolonged decline in fair value below its cost. In making this judgment, the Company evaluates, among other factors, volatility in the share prices in normal course. In addition, impairment may be appropriate when there is evidence of deterioration in financial health of the investee, industry or sector performance.

4.4 Staff retirement benefits

The present value of these obligations depends on a number of factors that are determined on actuarial basis using a number of assumptions. Any changes in these assumptions will impact the carrying amount of these obligations. The present values of these obligations and the underlying assumptions are disclosed in notes 3.15 and 21.

5 PROPERTY AND EQUIPMENT

| | Note | 2022 | 2021 |
|--------------------------|------|------------------------------|-----------|
| | | ----- (Rupees in '000) ----- | |
| Operating assets | 5.1 | 969,711 | 1,098,560 |
| Capital work in progress | 5.2 | 2,706,663 | 2,688,317 |
| | | 3,676,374 | 3,786,877 |

5.1 Operating assets

| | 2022 | | | | | | | | | | | |
|------------------------------|------------------|----------------|----------------|-------------------|------------------|----------------|----------------|-------------------|----------------|-------|--------------------------------------|---------------------|
| | Cost | | | Depreciation | | | | | | | Written down value as at December 31 | Depreciation rate % |
| | As at January 01 | Additions | Disposals | As at December 31 | As at January 01 | For the year | Disposals | As at December 31 | | | | |
| ----- (Rupees in '000) ----- | | | | | | | | | | | | |
| Leasehold improvements | 490,169 | 26,001 | 1,344 | 514,826 | 338,784 | 58,300 | 1,344 | 395,740 | 119,086 | 20 | | |
| Furniture and fixtures | 284,812 | 16,766 | 7,077 | 294,501 | 241,917 | 23,674 | 6,858 | 258,733 | 35,768 | 20 | | |
| Office equipment | 253,083 | 28,652 | 4,373 | 277,362 | 187,817 | 31,244 | 4,031 | 215,030 | 62,332 | 20-33 | | |
| Computer equipment | 645,769 | 76,441 | 11,927 | 710,283 | 416,786 | 112,935 | 11,741 | 517,980 | 192,303 | 30 | | |
| Vehicles | 1,078,321 | 192,099 | 151,041 | 1,119,379 | 468,290 | 190,955 | 100,088 | 559,157 | 560,222 | 20 | | |
| | 2,752,154 | 339,959 | 175,762 | 2,916,351 | 1,653,594 | 417,108 | 124,062 | 1,946,640 | 969,711 | | | |

| | 2021 | | | | | | | | | | | |
|------------------------------|------------------|----------------|----------------|-------------------|------------------|----------------|----------------|-------------------|------------------|-------|--------------------------------------|---------------------|
| | Cost | | | Depreciation | | | | | | | Written down value as at December 31 | Depreciation rate % |
| | As at January 01 | Additions | Disposals | As at December 31 | As at January 01 | For the year | Disposals | As at December 31 | | | | |
| ----- (Rupees in '000) ----- | | | | | | | | | | | | |
| Leasehold improvements | 439,116 | 71,922 | 20,869 | 490,169 | 302,565 | 57,088 | 20,869 | 338,784 | 151,385 | 20 | | |
| Furniture and fixtures | 268,601 | 27,261 | 11,050 | 284,812 | 218,293 | 34,458 | 10,834 | 241,917 | 42,895 | 20 | | |
| Office equipment | 239,106 | 26,544 | 12,567 | 253,083 | 170,550 | 29,373 | 12,106 | 187,817 | 65,266 | 20-33 | | |
| Computer equipment | 495,057 | 218,024 | 67,312 | 645,769 | 394,582 | 89,096 | 66,892 | 416,786 | 228,983 | 30 | | |
| Vehicles | 936,098 | 253,327 | 111,104 | 1,078,321 | 369,010 | 174,661 | 75,381 | 468,290 | 610,031 | 20 | | |
| | 2,377,978 | 597,078 | 222,902 | 2,752,154 | 1,455,000 | 384,676 | 186,082 | 1,653,594 | 1,098,560 | | | |

The tangible assets (note 5.1) include items costing Rs. 992.93 million (2021: Rs. 845.49 million) which are fully depreciated as of December 31, 2022 but are still in active use.

The tangible assets (note 5.1) include items costing Rs. 0.93 million (2021: Rs. 0.93 million) are placed in the third parties locations.

5.1.1 Disposal of fixed assets during the year 2022 made to chief executive or a director or an executive or a shareholder holding not less than ten percent of the voting shares of the Company or any related party, irrespective of the value, and in the case of any other person having cost or net book value (NBV) of Rs. 1,000,000 or Rs. 250,000 respectively and above are as follows:

| | Cost | Net book value | Sale proceeds | Gain / (Loss) | Mode of disposal | Particulars of buyers |
|------------------------------|-------|----------------|---------------|---------------|------------------|---|
| ----- (Rupees in '000) ----- | | | | | | |
| Vehicles | 1,863 | 279 | 279 | - | Company Policy | Mr. Farhan Akhtar Faridi ,B-2/3, Maymar Heights, Block 14, Gulshan-E-Iqbal, Near Mahriq Centre, Karachi |
| | 5,608 | 1,318 | 1,963 | 645 | Company Policy | Mr. Farhan Akhtar Faridi ,B-2/3, Maymar Heights, Block 14, Gulshan-E-Iqbal, Near Mahriq Centre, Karachi |
| | 1,511 | 248 | - | (248) | Company Policy | Mr. Zahid Barki, Banglow No. 27/2, Street 19, Khayaban-e-Tanzeem, DHA, Phase 5 Karachi |
| | 1,750 | 411 | 437 | 26 | Company Policy | Mr. Muhammad Faizan Farooq, Flat # 304, 3rd Floor, Block Bxl, Karachi Center, University Road, Karachi |
| | 2,554 | 383 | 383 | - | Company Policy | Mr. Muhammad Junaid Ahmed , House # 28, Street # 4, Sector 3, Hbchs, Naval Colony, |
| | 7,500 | 1,869 | 2,000 | 131 | Company Policy | Mr. Shan Rabbani , Creek Vistas, Apartment J 702 DHA Phase 8 Karachi |
| | 4,592 | 2,055 | 2,296 | 241 | Company Policy | Mr. Syed Rizwan Aziez, Flat # 4-A Block 90, Mohalla Askari 5 Malir Cantt, Tehsil Malir, Zilla Karachi Malir |
| | 3,000 | 790 | 800 | 10 | Company Policy | Mr. Syed Usman Qaiser, Flat 202 Sana Arcade 3rd Avenue Block 5 Clifton Karachi |
| | 3,000 | 450 | 450 | - | Company Policy | Mr. Saqib Hayat Mirza, House No. A-157, Block-15, Gulistan-E-Johar, Karachi |
| | 2,554 | 455 | 207 | (248) | Company Policy | Mr. Akber Sultan, 4-A Lobo Platinum Society Street Garden West , Karachi |
| | 2,250 | 338 | 338 | - | Company Policy | Mr. Ameer Ahmed Khuhro , Khuhra House , Near Ameet Clinic, Kousar Mill Road, Hydri Muhalla, Larkana |
| | 2,250 | 401 | 413 | 12 | Company Policy | Mr. Farhan Umar , D-29, Block 9 Gulshan-E-Iqbal Karachi |
| | 1,788 | 268 | 268 | - | Company Policy | Mr. Hasan Raza , House No. 225 Street 8 Askari 10 Pindi |
| | 1,500 | 225 | 225 | - | Company Policy | Mr. Irfan Ahmed , House # 17, Street # 37, Sitara Colony # 1, Chungi Amar Sadhu-Lahore |
| | 1,500 | 820 | 900 | 80 | Company Policy | Mr. Jameel Ahmed, Flat No.4 2nd Floor Cc-75 Defence View Phase 1 Karachi |
| | 1,750 | 560 | 700 | 140 | Company Policy | Mr. Kashif Shahzad,P-323, Chak # 224, Rb, Fatah Dinwali, Ahata Mian Noor Ullah, Near Pind Wali Masjid. Faisalabad |
| | 2,250 | 338 | 338 | - | Company Policy | Mr. Khawaja Nisar Iqbal ,Ward # 9, Opposite Army Mosque Centre Plate Four Field, Muzaffarabad Azad Kashmir |
| | 2,000 | 1,490 | 1,801 | 311 | Company Policy | Mr. Mohammed Umair, E-23, Block F, North Nazimabad, Karachi |
| | 1,890 | 1,542 | 1,827 | 285 | Company Policy | Mr. Mohammed Hunain,Flat No. 101, Gold Apartments, Soldier Bazar No. 3 Karachi |

| | Cost | Net book value | Sale proceeds | Gain / (Loss) | Mode of disposal | Particulars of buyers |
|--------------------------|------------------------------|----------------|---------------|---------------|------------------|---|
| | ----- (Rupees in '000) ----- | | | | | |
| | 2,000 | 300 | 300 | - | Company Policy | Mr. Muhammad Ashraf, House # 129, Block A, Pak Arab, Housing Scheme Lahore |
| | 3,499 | 1,665 | 2,032 | 367 | Company Policy | Mr. Muhammad Faizan , House # 402 Ff, DHA Phase IV. Lahore Cantt |
| | 4,000 | 2,413 | 2,830 | 417 | Company Policy | Mr. Muhammad Menhas, H #224, Lane # 8, Askeri 10, Pindi |
| | 1,750 | 362 | 379 | 17 | Company Policy | Mr. Muhammad Musharraf ,House # 2174, Mohallah Nawab Deendar, Illaqa Jatan I/S Yakatoot, Peshawar |
| | 1,318 | 608 | 667 | 59 | Company Policy | Mr. Muhammad Mustafa Lakha, Flat # A-54, New Dhoraji Colony, Block # 4 Gulshan-E-Iqbal, Karachi |
| | 6,000 | 2,260 | 1,523 | (737) | Company Policy | Mr. Nadym Chandna ,175/1, Khayaban e Hilal, DHA - 6 Karachi |
| | 3,000 | 2,100 | 2,900 | 800 | Company Policy | Mr. Rab Nawaz Ghumro, C-112, Phase II, Gulshan-e-Hadeed, Bin Qasim, Karachi |
| | 3,500 | 3,302 | 4,004 | 702 | Company Policy | Mr. Shahid Masood, House No. A-114, Block "B", Kazimabad, Model Colony, Karachi |
| | 2,250 | 338 | 338 | - | Company Policy | Mr. Tahir Mahmood Sani ,H # 18, St # 23, Korang Town , Multan |
| | 78,427 | 27,588 | 30,598 | 3,010 | | |
| Office equipments | 70 | 27 | 4 | (23) | Trade In | Mr. Muhammad Faizan , House # 402 Ff, DHA Phase IV. Lahore Cantt |
| | 70 | 27 | 4 | (23) | | |

5.1.2 Disposal of fixed assets during the year 2022 having net book value (NBV) of Rs. 50,000 and above (excluding those disclosed in 5.1.1) are as follows:

| | Cost | Net book value | Sale proceeds | Gain / (Loss) | Mode of disposal | Particulars of buyers |
|----------|------------------------------|----------------|---------------|---------------|------------------|---|
| | ----- (Rupees in '000) ----- | | | | | |
| Vehicles | 2,000 | 1,467 | 2,213 | 746 | Company Policy | Mr. Naveed Akhtar Kayani, BLOCK 3 51, B FLAT 9, G-9/2, Rawalpindi |
| | 1,124 | 169 | 169 | - | Company Policy | Mr. Aamir Ali , R-466 Block -14 Nazirabad Fb Area Karachi |
| | 1,500 | 778 | 825 | 47 | Company Policy | Mr. Amjad Ali Ghumro, Village Ghumro, P.O. Box Bagarji, District Sukkur |
| | 1,691 | 733 | 1,099 | 366 | Company Policy | Mr. Basit Azhar, 86.A-2, Khuda Bux, Street Toheed Park Gulshan-E-Ravi Lahore |
| | 2,000 | 1,490 | 1,785 | 295 | Company Policy | Mr. Furqan Javed House 69/III, Lane 14, Khy e Badar, DHA, Phase 7, Karachi |
| | 1,500 | 225 | 225 | - | Company Policy | Mr. Habib Ahmed , 148/B, Tajpura Scheme, Moghalpura, Lahore |
| | 1,500 | 225 | 225 | - | Company Policy | Mr. Imran Hameed ,A-472, Sector 11-A, Power House Chowrangi, North , Karachi, Pakistani |

| Cost | Net book value | Sale proceeds | Gain / (Loss) | Mode of disposal | Particulars of buyers |
|------------------------------|----------------|---------------|---------------|------------------|---|
| ----- (Rupees in '000) ----- | | | | | |
| 2,000 | 1,235 | 1,737 | 502 | Company Policy | Mr. Imtiaz Hussain, Chabba Purana Po Phularam, Tehsil Bhalwal Dist Sargodha |
| 2,401 | 1,520 | 2,118 | 598 | Company Policy | Mr. Javed Ahmed, Tariq Bin Ziad Colony, Street # 2, W-Block, Tehsil & Distt. Sahiwal |
| 1,500 | 714 | 775 | 61 | Company Policy | Mr. Kamran Atta Rehmat Ullah, House # 10, Street # 3, Kot Lak Pat, Peeco Road, Lahore |
| 1,750 | 379 | 911 | 532 | Company Policy | Mr. Maqsood Ahmed, House # 02, Street # Rwp -34 New Abadi, Kohala Main, Chakari Road, Pindi |
| 1,500 | 331 | 350 | 19 | Company Policy | Mr. Masood Ahmed Khan, A-446, Ground Floor, Block-15 Gulistan-E-Johar Chorangi, Karachi |
| 1,691 | 805 | 1,184 | 379 | Company Policy | Mr. Muhammad Abbas, House # 03, Street # 81b, Allama Iqbal Road, Lahore |
| 1,500 | 310 | 325 | 15 | Company Policy | Mr. Muhammad Saleh Ansari Urf Sajid , Dhong Muhalla, Panu Aqil Sindh |
| 1,391 | 347 | 464 | 117 | Company Policy | Mr. Muhammad Shakil Hussain Butt, Villege & Post Office, Afzal Pur, Distt & Teh, Mirpur Ajk |
| 1,500 | 225 | 225 | - | Company Policy | Mr. Muhammad Shuja , House # 12, Street 8e Habib Ullah Road Lahore |
| 1,750 | 312 | 350 | 38 | Company Policy | Mr. Muneer Ahmed , House No: A-157, 1st Floor, Block 13/A, Railway Housing Society, Gulshan E Iqbal Karachi |
| 2,250 | 1,103 | 1,574 | 471 | Company Policy | Mr. Naeem Ashraf, Nai Abadi Shah Shaheed Atto Kay Awan Batta Pur Lahore |
| 2,500 | 1,862 | 2,375 | 513 | Company Policy | Mr. Nauman Azhar, House # 409, Block G Statelife Housing Society Phase 1 Faisalabad |
| 1,500 | 310 | 500 | 190 | Company Policy | Mr. Naveed Ahmed , Canal Colony, Jail Road, Sargodha |
| 2,000 | 1,802 | 2,170 | 368 | Company Policy | Mr. Raheel Shoukat, House # 489, Gali Pipe , Disposal Road Wahdat Colony, Gujranwala |
| 2,500 | 1,437 | 2,329 | 892 | Company Policy | Mr. Ram Kumar Lalwani, Flat # 09, Meet Palace, Phase 1, Qasimabad Hyderabad |
| 1,598 | 1,077 | 1,291 | 214 | Company Policy | Ms. Sadia Ijaz , A-364, Gulshan-E-Iqbal, Block-1, Karachi |
| 1,500 | 225 | 387 | 162 | Company Policy | Mr. Sanjai Kumar, House # Y - 56, Thana Road, Khatan Abad, Mohala Ward 16, Khipro Sindh |
| 1,391 | 209 | 209 | - | Company Policy | Mr. Shabbir Hussain, House # 792, Sector 1-D, Orangi Town, Karachi. |
| 1,750 | 386 | 496 | 110 | Company Policy | Mr. Sheikh Shahid Hussain , House No. 254, Ward No 18 Muhallah Qaiderabad, Multan |
| 1,500 | 565 | 750 | 185 | Company Policy | Mr. Yousaf Tashfeen, Vill Mahay Kalan, P/O & Tehsil, Sarai Alamgir, Jhelum |
| 46,787 | 20,241 | 27,061 | 6,820 | | |

Net Book above Rs. 50,000.

| Furniture and fixtures | | | | |
|------------------------|------------|-----------|-----------|-------------|
| | 180 | 84 | 14 | (70) |
| | 180 | 84 | 14 | (70) |

Net Book Value less than 50,000.

| | Cost | Net book value | Sale proceeds | Gain / (Loss) |
|--------------------------------|---------------|----------------|---------------|---------------|
| ----- (Rupees in '000) ----- | | | | |
| Vehicles | 21,522 | - | 15,916 | 15,916 |
| Office equipments | 3,798 | 1 | 495 | 494 |
| Computer equipments | 11,706 | 71 | 42 | (29) |
| Lease hold improvements | 1,344 | - | 104 | 104 |
| Furniture and fixtures | 6,667 | 24 | 765 | 741 |
| | 45,037 | 96 | 17,322 | 17,226 |

Insurance Claims received / receivable from Related party:

| | Cost | Net book value | Sale proceeds | Gain / (Loss) | | |
|--------------------------------|--------------|----------------|---------------|---------------|-----------------|---|
| ----- (Rupees in '000) ----- | | | | | | |
| Vehicles | 4,308 | 3,128 | 3,531 | 403 | Insurance Claim | Jubilee General Insurance Company Limited |
| Computer equipment | 221 | 113 | 113 | - | Insurance Claim | Jubilee General Insurance Company Limited |
| Office equipment | 505 | 313 | 352 | 39 | Insurance Claim | Jubilee General Insurance Company Limited |
| Furniture & Fixture | 230 | 111 | 80 | (31) | Insurance Claim | Jubilee General Insurance Company Limited |
| | 5,264 | 3,665 | 4,076 | 411 | | |

5.2 Capital Work-In-Progress

| | 2022 | 2021 |
|------------------------|------------------------------|------------------|
| | ----- (Rupees in '000) ----- | |
| Opening balance | 2,688,317 | 2,686,348 |
| Additions | | |
| Others | 88,549 | 116,774 |
| Transfer to asset | (70,203) | (114,805) |
| Closing balance | 2,706,663 | <u>2,688,317</u> |

Note

5.2.1

5.2.1 This includes cost of land purchased for construction of Head Office building, related acquisition and other costs in respect of construction of the Company's Head Office building amounting to Rs. 2,655 million (2021: Rs. 2,655 million) including borrowing costs capitalised in accordance with IAS 23, "Borrowing Costs". As discussed in detail in note 22.1 to the financial statements, the Company had obtained a long-term loan amounting to Rs. 1,500 million to finance this acquisition and hence, as per IAS 23, borrowing costs aggregating to Rs. 266 million (2021: Rs. 266 million) have so far been capitalised. In 2020, the Company temporarily suspended the construction of Head Office building and accordingly in line with the requirements of IAS 23, borrowing cost in respect of loan obtained to purchase the plot has been charged to profit and loss account.

6 INTANGIBLE ASSETS

| | Cost | | | Amortisation | | | | Written down value as at December 31 | Amortisation Periods |
|--------------------------------|------------------|---------------|-----------|-------------------|------------------|----------------|-----------|--------------------------------------|----------------------|
| | As at January 01 | Additions | Disposals | As at December 31 | As at January 01 | For the year | Disposals | | |
| ----- (Rupees in '000) ----- | | | | | | | | | |
| Computer softwares & licences | 798,922 | 62,367 | - | 861,289 | 616,421 | 110,213 | - | 726,634 | 134,655 |
| As At December 31, 2022 | 798,922 | 62,367 | - | 861,289 | 616,421 | 110,213 | - | 726,634 | 134,655 |
| As At December 31, 2021 | 802,844 | 42,650 | 46,572 | 798,922 | 544,796 | 118,197 | 46,572 | 616,421 | 182,501 |

6.1 The intangible assets include items costing Rs. 459.93 million which are fully amortised as of December 31, 2022 (2021: Rs. 280.13 million) but are still in active use.

7 RIGHT-OF-USE ASSETS

| | 2022 | 2021 |
|------------------------------|----------------|----------------|
| ----- (Rupees in '000) ----- | | |
| Opening balances | 821,407 | 798,200 |
| Additions | 331,991 | 396,459 |
| Deletion | (107,531) | (145,590) |
| Depreciation | (202,437) | (227,662) |
| Closing balances | 843,430 | 821,407 |

7.1 This represents Right-of-use assets related to rental properties.

8 INVESTMENT IN AN ASSOCIATE

8.1 Particulars of investment in an associate - unquoted

| Name of associate | 2022 | 2021 | Face value per share (KGS) | Percentage of holding | Main area of Operation | Nature of Activities | 2022 | 2021 |
|--|-------------------|------------|----------------------------|-----------------------|------------------------|----------------------|------------------------------|---------|
| | Number of shares | | | | | | ----- (Rupees in '000) ----- | |
| Jubilee Kyrgyzstan Insurance Company - CJSC (Incorporated outside Pakistan) | 29,250,000 | 29,250,000 | 1 | 19.5 | Kyrgyzstan | Insurance | 218,341 | 174,198 |

In 2014, the Company invested Rs. 43.88 million to acquire a 19.5% holding in Jubilee Kyrgyzstan Insurance Company (JKIC), a Closed Joint Stock Company (CJSC), incorporated in the Republic of Kyrgyzstan. In 2016, the Company made additional investment of Rs. 29.187 million to subscribe to 19,143,309 right shares after obtaining necessary approvals from the members of the Company, and the State Bank of Pakistan.

JUBILEE LIFE INSURANCE

| | 2022 | 2021 |
|--|------------------------------|----------------|
| | ----- (Rupees in '000) ----- | |
| 8.2 Movement of investment in associate | | |
| Balance as at January 1 | 174,198 | 147,877 |
| Share in profit for the year | 13,919 | 14,097 |
| Dividend received | (4,017) | (1,963) |
| | 184,100 | 160,011 |
| Exchange gain | 34,241 | 14,187 |
| Balance as at December 31 | <u>218,341</u> | <u>174,198</u> |

8.3 The following information has been summarised based on the financial statements of Jubilee Kyrgyzstan Insurance Company (JKIC) as at December 31, 2022. The functional and presentation currency of JKIC is Kyrgyz Som. All assets and liabilities for each statement of financial position presented have been translated at the closing rate at the date of financial statements and all income and expenses for each statement presenting profit and loss (i.e. including comparatives) have been translated at average rate.

| | Country of Incorporation | Assets | Liabilities | Revenues | Total Comprehensive Income | % Interest held |
|--------------------------------------|-----------------------------|------------------|----------------|----------------|----------------------------------|--------------------|
| Jubilee Kyrgyzstan Insurance Company | Kyrgyzstan | 1,573,077 | 457,026 | 171,441 | 71,380 | 19.50% |
| December 31, 2022 | | <u>1,573,077</u> | <u>457,026</u> | <u>171,441</u> | <u>71,380</u> | <u>19.50%</u> |
| Jubilee Kyrgyzstan Insurance Company | Kyrgyzstan | 1,193,576 | 346,349 | 122,442 | 72,289 | 19.50% |
| December 31, 2021 | | <u>1,193,576</u> | <u>346,349</u> | <u>122,442</u> | <u>72,289</u> | <u>19.50%</u> |

| | | 2022 | 2021 |
|--|------|------------------------------|-------------------|
| | Note | ----- (Rupees in '000) ----- | |
| 9 INVESTMENT IN EQUITY SECURITIES | | | |
| At fair value through profit or loss | 9.1 | 28,442,269 | 63,794,452 |
| Available-for-sale | 9.2 | 170,400 | 780,198 |
| | | <u>28,612,669</u> | <u>64,574,650</u> |

9.1 At fair value through profit or loss

| | 2022 | | | 2021 | | |
|------------------------|------------------------------|---------------------------|-------------------|------------------------------|---------------------------|-------------------|
| | Cost | Impairment / provision | Carrying value | Cost | Impairment / provision | Carrying value |
| | ----- (Rupees in '000) ----- | | | ----- (Rupees in '000) ----- | | |
| Related parties | | | | | | |
| Listed shares | 4,550,502 | - | 1,997,654 | 4,550,502 | - | 3,655,522 |
| Others | | | | | | |
| Listed shares | 38,194,620 | - | 26,444,615 | 69,691,928 | - | 60,138,930 |
| | <u>42,745,122</u> | <u>-</u> | <u>28,442,269</u> | <u>74,242,430</u> | <u>-</u> | <u>63,794,452</u> |

9.2 Available-for-sale

| | 2022 | | | 2021 | | |
|------------------------|-----------------------------|------------------------|----------------|-----------------------------|------------------------|----------------|
| | Cost | Impairment / provision | Carrying value | Cost | Impairment / provision | Carrying value |
| | ------(Rupees in '000)----- | | | ------(Rupees in '000)----- | | |
| Related parties | | | | | | |
| Listed shares | 275,826 | (129,741) | 146,651 | 275,826 | - | 262,029 |
| Others | | | | | | |
| Listed shares | 50,089 | (26,340) | 23,749 | 674,830 | (82,730) | 518,169 |
| | 325,915 | (156,081) | 170,400 | 950,656 | (82,730) | 780,198 |

| | 2022 | 2021 |
|------|-----------------------------|------|
| Note | ------(Rupees in '000)----- | |

10 INVESTMENT IN GOVERNMENT SECURITIES

| | | | |
|--------------------------------------|-------------|--------------------|-------------------|
| Held to maturity | 10.1 / 10.4 | 5,439,584 | 9,986 |
| At fair value through profit or loss | 10.2 / 10.5 | 95,633,918 | 60,023,105 |
| Available-for-sale | 10.3 / 10.6 | 21,408,056 | 20,695,056 |
| | | 122,481,558 | 80,728,147 |

10.1 Held to maturity

| | 2022 | | | | |
|------------------------------------|-----------------------------|---------------------|------------------|---------------------|------------------|
| | Maturity Year | Effective Yield (%) | Amortised Cost | Principal Repayment | Carrying Value |
| | ------(Rupees in '000)----- | | | | |
| 5 Years Pakistan Investment Bonds | 2027 | 13.35% | 3,248,140 | 4,000,000 | 3,248,140 |
| 5 Years Pakistan Investment Bonds | 2027 | 13.37% | 1,622,940 | 2,000,000 | 1,622,940 |
| 10 Years Pakistan Investment Bonds | 2030 | 13.30% | 558,512 | 750,000 | 558,512 |
| 20 Years Pakistan Investment Bonds | 2024 | 10.07% | 9,992 | 10,000 | 9,992 |
| | | | 5,439,584 | 6,760,000 | 5,439,584 |

10.2 At fair value through profit or loss

| | | | | | |
|-----------------------------------|------|--------|-------------------|--------------------|-------------------|
| 3 Years Pakistan Investment Bonds | 2023 | 17.00% | 10,382,708 | 10,500,000 | 9,886,076 |
| 5 Years Pakistan Investment Bonds | 2027 | 14.60% | 18,023,852 | 22,000,000 | 17,107,508 |
| 12 Months Treasury Bills | 2023 | 16.99% | 8,432,063 | 9,200,000 | 8,338,126 |
| 12 Months Treasury Bills | 2023 | 17.00% | 22,753,145 | 25,430,000 | 22,463,224 |
| 12 Months Treasury Bills | 2023 | 17.00% | 8,793,710 | 9,650,000 | 8,694,534 |
| 3 Months Treasury Bills | 2023 | 15.02% | 10,447,957 | 10,500,000 | 10,448,403 |
| 3 Months Treasury Bills | 2023 | 15.48% | 1,593,087 | 1,620,000 | 1,592,977 |
| 3 Months Treasury Bills | 2023 | 16.15% | 6,122,856 | 6,315,000 | 6,130,495 |
| 5 Years GoP Ijara Sukuk | 2026 | 13.15% | 1,010,184 | 990,000 | 937,827 |
| 5 Years GoP Ijara Sukuk | 2027 | 15.81% | 1,406,000 | 1,406,000 | 1,400,095 |
| 5 Years GoP Ijara Sukuk | 2027 | 13.05% | 2,783,543 | 2,825,000 | 2,772,738 |
| 5 Years GoP Ijara Sukuk | 2025 | 16.24% | 4,624,815 | 4,767,000 | 4,602,539 |
| 5 Years GoP Ijara Sukuk | 2025 | 15.84% | 515,474 | 515,000 | 512,631 |
| 5 Years GoP Ijara Sukuk | 2025 | 16.98% | 512,249 | 512,690 | 510,332 |
| 5 Years GoP Ijara Sukuk | 2025 | 15.51% | 236,992 | 236,650 | 236,413 |
| | | | 97,638,635 | 106,467,340 | 95,633,918 |

10.3 Available-for-sale

| | | 2022 | | | |
|------------------------------------|---------------|---------------------|-------------------|---------------------|-------------------|
| | Maturity Year | Effective Yield (%) | Amortised Cost | Principal Repayment | Carrying Value |
| ----- (Rupees in '000) ----- | | | | | |
| 20 Years Pakistan Investment Bonds | 2024 | 16.71% | 82,051 | 86,000 | 78,845 |
| 12 Months Treasury Bills | 2023 | 16.99% | 733,223 | 800,000 | 725,055 |
| 12 Months Treasury Bills | 2023 | 17.00% | 2,141,473 | 2,350,000 | 2,117,319 |
| 12 Months Treasury Bills | 2023 | 17.00% | 5,722,757 | 6,350,000 | 5,654,726 |
| 12 Months Treasury Bills | 2023 | 17.00% | 6,363,882 | 7,170,000 | 6,288,172 |
| 3 Months Treasury Bills | 2023 | 16.15% | 3,573,364 | 3,685,000 | 3,577,335 |
| 5 Years GoP Ijara Sukuk | 2025 | 16.98% | 737,987 | 737,310 | 733,918 |
| 5 Years GoP Ijara Sukuk | 2025 | 15.51% | 398,284 | 398,350 | 397,952 |
| 5 Years GoP Ijara Sukuk | 2026 | 13.15% | 10,204 | 10,000 | 9,473 |
| 5 Years GoP Ijara Sukuk | 2027 | 15.81% | 93,948 | 94,000 | 93,605 |
| 5 Years GoP Ijara Sukuk | 2027 | 13.05% | 172,432 | 175,000 | 171,763 |
| 5 Years GoP Ijara Sukuk | 2025 | 16.24% | 1,481,784 | 1,528,000 | 1,475,284 |
| 5 Years GoP Ijara Sukuk | 2025 | 15.84% | 85,078 | 85,000 | 84,609 |
| | | | 21,596,467 | 23,468,660 | 21,408,056 |

10.4 Held to maturity

| | | 2021 | | | |
|------------------------------------|---------------|---------------------|----------------|---------------------|----------------|
| | Maturity Year | Effective Yield (%) | Amortised Cost | Principal Repayment | Carrying Value |
| ----- (Rupees in '000) ----- | | | | | |
| 20 Years Pakistan Investment Bonds | 2024 | 10.07% | 9,986 | 10,000 | 9,986 |
| | | | 9,986 | 10,000 | 9,986 |

10.5 At fair value through profit or loss

| | | | | | |
|-----------------------------------|------|--------|-------------------|-------------------|-------------------|
| 5 Years Pakistan Investment Bonds | 2024 | 11.40% | 485,132 | 500,000 | 478,169 |
| 3 Years Pakistan Investment Bonds | 2022 | 11.33% | 7,524,643 | 7,500,000 | 7,380,908 |
| 3 Years Pakistan Investment Bonds | 2023 | 11.36% | 11,189,747 | 11,500,000 | 10,766,680 |
| 3 Years Pakistan Investment Bonds | 2023 | 11.87% | 13,991,194 | 14,000,000 | 13,993,000 |
| 6 Months Treasury Bills | 2022 | 10.13% | 12,996,884 | 13,080,400 | 12,983,134 |
| 6 Months Treasury Bills | 2022 | 10.23% | 1,864,554 | 1,885,000 | 1,856,380 |
| 6 Months Treasury Bills | 2022 | 10.28% | 1,242,369 | 1,260,000 | 1,235,981 |
| 6 Months Treasury Bills | 2022 | 10.18% | 3,953,596 | 4,000,000 | 3,954,776 |
| 6 Months Treasury Bills | 2022 | 10.07% | 303,991 | 305,000 | 303,911 |
| 3 Months Treasury Bills | 2022 | 10.07% | 607,856 | 610,000 | 607,821 |
| 5 Years GoP Ijara Sukuk | 2025 | 8.76% | 5,030,724 | 5,162,000 | 4,980,814 |
| 5 Years GoP Ijara Sukuk | 2025 | 11.21% | 656,558 | 652,690 | 653,865 |
| 5 Years GoP Ijara Sukuk | 2025 | 10.01% | 602,760 | 600,000 | 601,080 |
| 5 Years GoP Ijara Sukuk | 2026 | 8.86% | 228,046 | 228,000 | 226,586 |
| | | | 60,678,054 | 61,283,090 | 60,023,105 |

10.6 Available-for-sale

| | | | | | |
|------------------------------------|------|--------|-------------------|-------------------|-------------------|
| 20 Years Pakistan Investment Bonds | 2024 | 11.38% | 79,729 | 86,000 | 83,516 |
| 6 Months Treasury Bills | 2022 | 10.13% | 9,017,444 | 9,069,600 | 9,002,158 |
| 6 Months Treasury Bills | 2022 | 10.18% | 1,190,361 | 1,200,000 | 1,186,433 |
| 6 Months Treasury Bills | 2022 | 10.23% | 1,150,491 | 1,165,000 | 1,147,312 |
| 6 Months Treasury Bills | 2022 | 10.07% | 2,747,348 | 2,755,000 | 2,745,159 |
| 6 Months Treasury Bills | 2022 | 10.28% | 728,893 | 740,000 | 725,893 |
| 3 Months Treasury Bills | 2022 | 10.13% | 2,977,557 | 3,000,000 | 2,977,692 |
| 3 Months Treasury Bills | 2022 | 10.07% | 478,312 | 480,000 | 478,285 |
| 5 Years GoP Ijara Sukuk | 2025 | 11.21% | 598,757 | 597,310 | 598,385 |
| 5 Years GoP Ijara Sukuk | 2025 | 7.19% | 636,614 | 635,000 | 635,127 |
| 5 Years GoP Ijara Sukuk | 2025 | 8.76% | 1,103,902 | 1,133,000 | 1,093,232 |
| 5 Years GoP Ijara Sukuk | 2026 | 8.86% | 22,004 | 22,000 | 21,864 |
| | | | 20,731,412 | 20,882,910 | 20,695,056 |

| 11 INVESTMENT IN DEBT SECURITIES | Note | 2022 | 2021 |
|--------------------------------------|------|------------------|-----------|
| | | (Rupees in '000) | |
| At fair value through profit or loss | 11.1 | 7,050,456 | 6,316,257 |
| Available-for-sale | 11.2 | 589,063 | 583,552 |
| | | 7,639,519 | 6,899,809 |

11.1 At fair value through profit or loss

| Note | 2022 | | | 2021 | | | |
|------------------|------------------|------------------------|----------------|------------------|------------------------|----------------|-----------|
| | Cost | Impairment / provision | Carrying value | Cost | Impairment / provision | Carrying value | |
| | (Rupees in '000) | | | (Rupees in '000) | | | |
| Term Finance | | | | | | | |
| Certificates | 11.1.1 | 5,255,069 | - | 5,232,613 | 4,380,280 | - | 4,367,065 |
| Corporate Sukuks | 11.1.2 | 1,819,250 | - | 1,817,843 | 1,921,819 | - | 1,949,192 |
| | | 7,074,319 | - | 7,050,456 | 6,302,099 | - | 6,316,257 |

| 2022 | | | | | 2021 | | | | |
|---------------------|------------------|-------------|------------|------------------------------|---------------------|------------------|-------------|------------|------------------------------|
| No. of Certificates | Date of Maturity | Profit Rate | Face Value | Carrying value Rupees in 000 | No. of Certificates | Date of Maturity | Profit Rate | Face Value | Carrying value Rupees in 000 |
| (Rupees in '000) | | | | | | | | | |

11.1.1 Term Finance Certificates

| | | | | | | | | | | |
|---------------------------------|---------|-----------|--------|---------|------------------|---------|-----------|--------|-------|------------------|
| - United Bank Limited Tier I | 380,000 | Perpetual | 17.31% | 5,000 | 1,900,000 | 400,000 | Perpetual | 9.89% | 5,000 | 2,000,000 |
| - Soneri Bank Limited Tier I | 140,000 | Perpetual | 18.97% | 5,000 | 700,000 | 140,000 | Perpetual | 13.50% | 5,000 | 700,000 |
| - Bank Al Habib Limited Tier II | 120,000 | 6-Dec-28 | 17.97% | 5,000 | 599,040 | 120,000 | 6-Dec-28 | 12.50% | 5,000 | 621,603 |
| - Bank Al Habib Limited Tier I | 116,200 | Perpetual | 18.51% | 5,000 | 581,000 | 116,200 | Perpetual | 12.87% | 5,000 | 581,000 |
| - Bank Alfalah Limited Tier II | 100,000 | 15-Jan-24 | 9.03% | 5,000 | 462,573 | 100,000 | 15-Jan-24 | 9.03% | 5,000 | 464,462 |
| - Bank of Punjab | 3,900 | Perpetual | 19.01% | 100,000 | 390,000 | - | - | - | - | - |
| - Bank Al Habib Limited Tier I | 50,000 | Perpetual | 17.48% | 5,000 | 250,000 | - | - | - | - | - |
| - Bank Alfalah Limited Tier I | 50,000 | Perpetual | 19.02% | 5,000 | 250,000 | - | - | - | - | - |
| - Soneri Bank Limited Tier II | 20,000 | 26-Dec-32 | 18.77% | 5,000 | 100,000 | - | - | - | - | - |
| | | | | | 5,232,613 | | | | | 4,367,065 |

11.1.2 Corporate Sukuks

| | | | | | | | | | | |
|--|---------|-----------|--------|-----------|------------------|---------|-----------|--------|-----------|------------------|
| - K-Electric Limited Sukuk II | 237,000 | 3-Aug-27 | 17.47% | 5,000 | 1,144,195 | 237,000 | 3-Aug-27 | 10.02% | 5,000 | 1,208,700 |
| - Neelum Jhelum Hydropower Company (Pvt) Limited | 10,000 | 29-Jun-26 | 18.80% | 100,000 | 393,063 | 10,000 | 29-Jun-26 | 12.80% | 100,000 | 577,445 |
| - Lucky Electric Power Company Limited | 230 | 9-Jan-23 | 17.07% | 1,000,000 | 230,000 | - | - | - | - | - |
| - The Hub Power Company Limited | 1,000 | 22-Aug-23 | 17.60% | 100,000 | 50,585 | 1,000 | 22-Aug-23 | 10.70% | 100,000 | 103,615 |
| - Hascol Petroleum Limited | 46,000 | - | - | 5,000 | - | 46,000 | - | - | 5,000 | - |
| - Note: 11.1.2.1 | | | | | | | | | | |
| - Dubai Islamic Bank Pakistan Limited - Sukuk | - | - | - | - | - | 25 | 14-Jul-27 | 8.16% | 1,000,000 | 25,838 |
| - International Brands Limited - Sukuk | - | - | - | - | - | 1,400 | 5-May-22 | 11.26% | 100,000 | 23,504 |
| - K-Electric Limited | - | - | - | - | - | 20,000 | 17-Jun-22 | 11.81% | 5,000 | 10,090 |
| | | | | | 1,817,843 | | | | | 1,949,192 |

11.1.2.1 Hascol Petroleum Limited (HPL) defaulted on payment of profit and principal instalment due on January 7, 2021 in respect of its 6 years' secured Sukuk issued on January 7, 2016 (Hascol - Sukuk). Accordingly, VIS Credit Rating Company Limited downgraded its rating to 'D' (Defaulted Obligation) on March 30, 2021 and Mutual Fund Association of Pakistan (MUFAP) marked the Hascol - Sukuk as non-performing asset on April 01, 2021.

The Company, consequently, suspended accrual of further profit and made provision against accrued profit, principal instalment due but not received and remaining carrying value of Hascol - Sukuk.

The Company along with other Sukuk holders is in negotiation with the Trustees of the Hascol - Sukuk for settlement of the amounts due.

11.2 Available-for-sale

| Note | 2022 | | | 2021 | | |
|---------------------------|------------------|------------------------|----------------|------------------|------------------------|----------------|
| | Cost | Impairment / provision | Carrying value | Cost | Impairment / provision | Carrying value |
| | (Rupees in '000) | | | (Rupees in '000) | | |
| Term Finance Certificates | 506,250 | - | 506,301 | 514,583 | - | 514,729 |
| Corporate Sukuks | 81,750 | - | 82,762 | 67,583 | - | 68,823 |
| | 588,000 | - | 589,063 | 582,166 | - | 583,552 |

11.2.1 Term Finance Certificates

| | 2022 | | | | | 2021 | | | | |
|-------------------------------|---------------------|------------------|-------------|------------|------------------------------|---------------------|------------------|-------------|------------|------------------------------|
| | No. of Certificates | Date of Maturity | Profit Rate | Face Value | Carrying value Rupees in 000 | No. of Certificates | Date of Maturity | Profit Rate | Face Value | Carrying value Rupees in 000 |
| - Bank Alfalah Limited Tier I | 100,000 | Perpetual | 17.62% | 5,000 | 500,000 | 100,000 | Perpetual | 9.63% | 5,000 | 500,000 |
| - Kashf Foundation | 25 | 30-Sep-23 | 19.31% | 1,000,000 | 6,301 | 25 | 30-Sep-23 | 12.62% | 1,000,000 | 14,729 |
| | | | | | 506,301 | | | | | 514,729 |

11.2.2 Corporate Sukuks

| | 2022 | | | | | 2021 | | | | |
|--|---------------------|------------------|-------------|------------|------------------------------|---------------------|------------------|-------------|------------|------------------------------|
| | No. of Certificates | Date of Maturity | Profit Rate | Face Value | Carrying value Rupees in 000 | No. of Certificates | Date of Maturity | Profit Rate | Face Value | Carrying value Rupees in 000 |
| - K-Electric Limited Sukkuk II | 13,000 | 3-Aug-27 | 17.47% | 5,000 | 62,762 | 13,000 | 3-Aug-27 | 10.02% | 5,000 | 66,300 |
| - Lucky Electric Power Company Limited | 20 | 9-Jan-23 | 17.07% | 1,000,000 | 20,000 | - | - | - | - | - |
| - K-Electric Limited | - | - | - | - | - | 5,000 | 17-Jun-22 | 11.81% | 5,000 | 2,523 |
| | | | | | 82,762 | | | | | 68,823 |

12 INVESTMENT IN TERM DEPOSITS

| Note | 2022 | 2021 |
|------------------------------------|------------------|------------|
| Deposits maturing within 12 months | 7,900,000 | 21,350,000 |

12.1 The rates of return on these term deposit receipts ranges from 14.50% to 15.70% per annum (2021: 10.50% to 13.00% per annum) and will mature between January 23, 2023 and February 02, 2023.

13 INVESTMENT IN OPEN-ENDED MUTUAL FUNDS

| Note | 2022 | 2021 |
|--------------------------------------|------------------|-----------|
| At fair value through profit or loss | 6,186,995 | 4,269,835 |
| Available-for-sale | 264,080 | 155,460 |
| | 6,451,075 | 4,425,295 |

13.1 At fair value through profit or loss

| | 2022 | | | 2021 | | |
|-----------------|------------------|------------------------|------------------|------------------|------------------------|------------------|
| | Cost | Impairment / provision | Carrying value | Cost | Impairment / provision | Carrying value |
| | (Rupees in '000) | | | (Rupees in '000) | | |
| Related Parties | 408,729 | - | 437,860 | 100,000 | - | 102,132 |
| Others | 5,799,956 | - | 5,749,135 | 4,153,075 | - | 4,167,703 |
| | 6,208,685 | - | 6,186,995 | 4,253,075 | - | 4,269,835 |

13.1.1 The Company, during the year has further purchased 3,006,785.34 units (2021: 954,532.74 units) of HBL Islamic Income Fund under the management of HBL Asset Management Limited, a related party, amounting to Rs. 308.73 million (2021: Rs. 100 million) on the basis of approval taken from shareholders in their meeting held on March 30, 2021.

13.2 Available-for-sale

| Note | 2022 | | | 2021 | | |
|----------------------------|------------------------------|------------------------|----------------|------------------------------|------------------------|----------------|
| | Cost | Impairment / provision | Carrying value | Cost | Impairment / provision | Carrying value |
| | ----- (Rupees in '000) ----- | | | ----- (Rupees in '000) ----- | | |
| Other than Related Parties | 257,000 | - | 264,080 | 149,274 | - | 155,460 |
| | 257,000 | - | 264,080 | 149,274 | - | 155,460 |

14 INSURANCE / REINSURANCE RECEIVABLES

| Note | 2022 | 2021 |
|---|------------------------------|-----------|
| | ----- (Rupees in '000) ----- | |
| Due from insurance contract holders | 1,766,025 | 1,418,930 |
| Less: provision for impairment of receivables from Insurance contract holders | (131,081) | (130,491) |
| | 1,634,944 | 1,288,439 |
| Due from reinsurers / retakaful | 564,979 | 580,358 |
| | 2,199,923 | 1,868,797 |

15 DERIVATIVE FINANCIAL INSTRUMENT

| | | | |
|--|------|---------------|--------|
| Unrealised gain on derivative financial instrument | 15.1 | 58,909 | 43,326 |
|--|------|---------------|--------|

15.1 The Company has entered into an interest rate swap arrangement whereby the Company has converted the PKR floating rate liability as discussed in note 22.1 into fixed rate liability.

16 OTHER LOANS AND RECEIVABLES

| Note | 2022 | 2021 |
|----------------------------------|------------------------------|-----------|
| | ----- (Rupees in '000) ----- | |
| Investment income accrued | 1,309,704 | 866,476 |
| Advance against Pre-IPO of Sukuk | 499,000 | 499,000 |
| Security deposits | 268,896 | 223,790 |
| Advances to suppliers | 89,465 | 96,759 |
| Unsecured advances to employees | 61,321 | 55,518 |
| Other receivables | 573,146 | 420,869 |
| | 2,801,532 | 2,162,412 |

16.1 This represents Pre-IPO subscription of Meezan Bank Limited Sukuk which carries rental at the rate of 6 Months KIBOR + 0.35%. The subscription is subsequently completed in January 2023.

16.2 The Company has, at the request of corporate clients arranged performance guarantees from a bank for Rs. 102.56 million (2021: Rs. 112.67 million), which is secured against bank deposits held with the bank.

| | | 2022 | 2021 |
|-----------|---|------------------------------|-----------|
| | | ----- (Rupees in '000) ----- | |
| 17 | CASH & BANK | | |
| | | Note | |
| | Cash and stamps in hand | | |
| | - Cash in hand | 36,793 | 30,064 |
| | - Policy & revenue stamps and bond papers | 16,625 | 14,617 |
| | | 53,418 | 44,681 |
| | Cash at bank | | |
| | - In Current accounts | 190,410 | 177,080 |
| | - In Savings accounts | 3,925,595 | 2,857,964 |
| | | 4,116,005 | 3,035,044 |
| | | 4,169,423 | 3,079,725 |

17.1 These carry mark-up ranging from 2.46% to 14.51% (2021: 2.25% to 10.50%) per annum.

Cash and cash equivalents include the following for the purposes of the cash flow statement

| | | |
|--|------------|------------|
| Cash and bank | 4,169,423 | 3,079,725 |
| Term deposits receipt with original maturity of three months or less | 7,900,000 | 21,350,000 |
| | 12,069,423 | 24,429,725 |

18 SHARE CAPITAL

18.1 Authorized Capital

| 2022 | 2021 | | 2022 | 2021 |
|-------------------------|---------|-------------------------------|------------------------------|-----------|
| (No. of shares in '000) | | | ----- (Rupees in '000) ----- | |
| 200,000 | 200,000 | Ordinary Shares of Rs.10 each | 2,000,000 | 2,000,000 |

18.2 Issued, subscribed and paid-up share capital

| 2022 | 2021 | | 2022 | 2021 |
|-------------------------|--------|---|------------------------------|---------|
| (No. of shares in '000) | | | ----- (Rupees in '000) ----- | |
| 62,712 | 62,712 | Ordinary Shares of Rs.10 each fully paid in cash | 627,120 | 627,120 |
| 24,552 | 24,552 | Ordinary Shares of Rs.10 each issued as fully paid bonus shares | 245,518 | 245,518 |
| 87,264 | 87,264 | | 872,638 | 872,638 |

As at December 31, 2022 Aga Khan Fund for Economic Development S.A., Switzerland and its nominees held 50,504,339 ordinary shares (2021: 50,504,339 ordinary shares) of Rs.10 each.

| | | 2022 | 2021 |
|-----------|---|------------------------------|-------------|
| | | ----- (Rupees in '000) ----- | |
| 19 | INSURANCE LIABILITES | | |
| | | Note | |
| | Reported outstanding claims (including claims in payment)" | 19.1 | 9,288,860 |
| | Incurred but not reported claims | 19.2 | 1,620,839 |
| | Investment component of unit-linked and account value policies | 19.3 | 149,837,964 |
| | Liabilities under individual conventional insurance contracts | 19.4 | 188,430 |
| | Liabilities under group insurance contracts (other than investment linked)" | 19.5 | 1,839,076 |
| | Participant Takaful Fund balance | 19.6 | 498,865 |
| | Other Insurance liabilities | 19.7 | 434,735 |
| | | | 163,708,769 |
| | | | 168,762,520 |

| | 2022 | 2021 |
|---|------------------------------|-------------|
| | ----- (Rupees in '000) ----- | |
| 19.1 Reported outstanding claims (including claims in payment) | | |
| Gross of reinsurance | | |
| Payable within one year | 8,878,467 | 6,807,088 |
| Payable over a period of time exceeding one year | 410,393 | 424,929 |
| | 9,288,860 | 7,232,017 |
| 19.2 Incurred but not reported claims | | |
| Gross of reinsurance | 1,909,264 | 1,912,767 |
| Reinsurance recoveries | (288,425) | (311,947) |
| Net of reinsurance | 1,620,839 | 1,600,820 |
| 19.3 Investment component of unit-linked policies | 149,837,964 | 157,730,196 |
| 19.4 Liabilities under individual conventional insurance contracts | | |
| Gross of reinsurance | 227,025 | 60,013 |
| Reinsurance credit | (38,595) | (10,202) |
| Net of reinsurance | 188,430 | 49,811 |
| 19.5 Liabilities under group insurance contracts | | |
| Gross of reinsurance | 2,162,622 | 1,814,894 |
| Reinsurance credit | (323,546) | (363,631) |
| Net of reinsurance | 1,839,076 | 1,451,263 |

19.6 This comprises of surplus of Individual Family Takaful - Participant Takaful Fund, which relates exclusively to participants of the Individual Family Takaful Fund and is not available for distribution to shareholders. Under the Waqf Deed of Individual Family Takaful Fund read with Rule 21 of Takaful Rules, 2012, the surplus arising in the Participants Sub Fund can only be distributed to the Participants of that Fund based on approval of the Appointed Actuary. The surplus has been classified under insurance liabilities as clarified by SECP.

The Company has distributed Rs. 144.26 million out of surplus for the year 2021 (2021: Rs. 317.67 million out of surplus for the year 2020 and earlier) to the Participants of the Individual Family Takaful Fund in line with the mechanism approved by Appointed Actuary and Shariah Advisor of the Company as required under Clause 6 of Waqf (PTF) Policies.

| | 2022 | 2021 |
|---|------------------------------|----------|
| | ----- (Rupees in '000) ----- | |
| 19.7 Other Insurance liabilities | | |
| Gross of reinsurance | 484,237 | 508,899 |
| Reinsurance credit | (49,502) | (52,628) |
| Net of reinsurance | 434,735 | 456,271 |

20 UNCLAIMED INSURANCE BENEFIT

Circular 11 of 2014 dated May 19, 2014 issued by the Securities and Exchange Commission of Pakistan (SECP) has established requirement for all insurers to disclose age wise break up of unclaimed insurance benefits in accordance with format prescribed in the annexure to the said circular.

The unclaimed benefits are described in the circular as the amounts which have become payable in accordance with the terms and conditions of an insurance policy but have not been claimed by the policyholders or their beneficiaries. Age-wise break-up of such unclaimed amounts is as follows:

| | 2022 | | | | | |
|-----------------------------|------------------------------|------------------|----------------|-----------------|-----------------|------------------|
| | Total Amount | 1 to 6 months | 7 to 12 months | 13 to 24 months | 25 to 36 months | Beyond 36 months |
| | ----- (Rupees in '000) ----- | | | | | |
| Unclaimed maturity benefits | 4,357,269 | 2,475,442 | 796,224 | 701,182 | 237,399 | 147,022 |
| Claims not encashed | 603,011 | - | 197,909 | 161,518 | 106,054 | 137,530 |
| Total | 4,960,280 | 2,475,442 | 994,133 | 862,700 | 343,453 | 284,552 |
| | ----- (Rupees in '000) ----- | | | | | |
| | 2021 | | | | | |
| | Total Amount | 1 to 6 months | 7 to 12 months | 13 to 24 months | 25 to 36 months | Beyond 36 months |
| | ----- (Rupees in '000) ----- | | | | | |
| Unclaimed maturity benefits | 3,313,100 | 2,146,108 | 515,319 | 428,477 | 174,764 | 48,432 |
| Claims not encashed | 41,705 | 15,700 | 9,396 | 8,015 | 1,118 | 7,476 |
| Total | 3,354,805 | 2,161,808 | 524,715 | 436,492 | 175,882 | 55,908 |

21 RETIREMENT BENEFIT PREPAYMENT / (OBLIGATION)

As stated in note 3.15, the Company operates an approved funded gratuity scheme for all permanent employees who have completed minimum qualifying eligible service of 5 years.

Plan assets held in trust are governed by local regulations which mainly include Trust Act, 1882, the Companies Act, 2017, Income Tax Rules, 2002 and Rules under the Trust Deed of the plan. Responsibility for governance of the plans, including investment decisions and contribution schedules, lies with the Board of Trustees. The Company appoints the trustees and all trustees are employees of the Company.

The latest actuarial valuation of the scheme as at December 31, 2022 was carried out using the Projected Unit Credit Method. The results of actuarial valuation are as follows:

| | Gratuity Fund | |
|--|------------------------------|-----------|
| | 2022 | 2021 |
| | ----- (Rupees in '000) ----- | |
| Balance Sheet Reconciliation | | |
| Fair value of plan assets | 846,571 | 716,350 |
| Present value of defined benefit obligations | (763,950) | (727,024) |
| Recognised asset / (liability) | 82,621 | (10,674) |
| Movement in the fair value of plan assets | | |
| Fair value as at January 01 | 716,350 | 605,366 |
| Expected return on plan assets | 86,512 | 64,197 |
| Actuarial gain | 5,155 | 5,507 |
| Employer contributions | 92,018 | 57,501 |
| Benefits paid / payable | (53,464) | (16,221) |
| Fair value as at December 31 | 846,571 | 716,350 |
| Movement in the defined benefit obligations | | |
| Obligation as at January 01 | 727,024 | 594,477 |
| Current service cost | 82,752 | 73,071 |
| Past service cost | 2,337 | 2,778 |
| Interest cost | 82,284 | 60,103 |
| Actuarial (gain) / loss | (76,983) | 12,816 |
| Benefits paid / payable | (53,464) | (16,221) |
| Obligations as at December 31 | 763,950 | 727,024 |
| Cost recognised in profit and loss | | |
| Current service cost | 82,752 | 73,071 |
| Past service cost | 2,337 | 2,778 |
| Interest cost | 82,284 | 60,103 |
| Expected return on plan assets | (86,512) | (64,197) |
| | 80,861 | 71,755 |

| | | Gratuity Fund | |
|--|--|------------------------------|---------|
| | | 2022 | 2021 |
| | | ----- (Rupees in '000) ----- | |
| Remeasurements recognised in other comprehensive income (OCI) | | | |
| (Gain) / loss on obligation | | | |
| - Financial / demographic assumptions | | (12,141) | 1,550 |
| - Experience adjustment | | (64,842) | 11,266 |
| | | (76,983) | 12,816 |
| Return on plan assets, excluding interest income | | (5,155) | (5,507) |
| Total remeasurement gains recognised in OCI | | (82,138) | 7,309 |
| Principal actuarial assumptions used are as follows: | | | |
| Discount rate & expected return on plan assets | | 14.50% | 11.75% |
| Future salary increases | | 14.50% | 11.75% |

Expected mortality was based on SLIC (2001 - 2005) mortality table.

The Company's contribution to the fund in 2023 is expected amounting to Rs. 59.22 million (2022: Rs. 78.41 million).

| Comparison for five years: | 2022 | 2021 | 2020 | 2019 | 2018 |
|--|------------------------------|-------------|-------------|-------------|-------------|
| | ----- (Rupees in '000) ----- | | | | |
| As at December 31 | | | | | |
| Fair value of plan assets | 846,571 | 716,350 | 605,366 | 517,406 | 436,424 |
| Present value of defined benefit obligations | (763,950) | (727,024) | (594,477) | (498,476) | (437,266) |
| Surplus / (deficit) | 82,621 | (10,674) | 10,889 | 18,930 | (842) |

Experience adjustments

| | | | | | |
|---|-------------|----|----|-----|----|
| Gain / (loss) on plan assets (as percentage of plan assets) | 1% | 1% | 0% | -1% | 3% |
| Gain / (loss) on obligations (as percentage of plan obligations) | -10% | 2% | 4% | 5% | 4% |

Sensitivity analysis for actuarial assumptions

| | Impact on defined benefit obligation | | |
|------------------------------|---|-------------------------------|-------------------------------|
| | Change in assumption | Increase in assumption | Decrease in assumption |
| | ----- (Rupees in '000) ----- | | |
| Discount rate at December 31 | + / - 1% | 709,980 | 824,994 |
| Future salary increases | + / - 1% | 825,808 | 708,287 |

If longevity increases by 1 year, the resultant increase in obligation is insignificant.

The above sensitivity analysis are based on a change in an assumption while holding all other assumptions constant. In practice, this is unlikely to occur, and changes in some of the assumptions may be correlated. When calculating the sensitivity of the defined benefit obligation to significant actuarial assumptions the same method (present value of the defined benefit obligation calculated with the projected unit credit method at the end of the reporting period) has been applied as when calculating the gratuity liability recognised within the statement of financial position.

Plan assets comprise of the following:

| | 2022 | | 2021 | |
|-----------------------------|------------------|-------------|------------------|-------------|
| | (Rupees in '000) | % | (Rupees in '000) | % |
| Debts | 777,506 | 92% | 649,899 | 91% |
| Defence Saving Certificates | 51,711 | 6% | 45,760 | 6% |
| Others | 17,354 | 2% | 20,691 | 3% |
| | 846,571 | 100% | 716,350 | 100% |

Assets and liabilities of Defined Benefit Plan

| | 2022 | 2021 |
|-------------------------------|------------------------------|----------------|
| | ----- (Rupees in '000) ----- | |
| Assets | | |
| Investments | 831,919 | 695,659 |
| Balance with banks | 173 | 5,400 |
| Accrued interest | 16,022 | 16,003 |
| | 848,114 | 717,062 |
| Liabilities | | |
| Payable to outgoing employees | 1,543 | 711 |
| | 1,543 | 711 |

The expected return on plan assets was determined by considering the expected returns available on the assets underlying the current investment policy. Expected yields on fixed interest investments are based on gross redemption yields as at the balance sheet date.

The actuary conducts valuations for calculating contribution rates and the Company contributes to the fund according to the actuary's advice. Expense of the defined benefit plan is calculated by the actuary.

| | 2022 | 2021 |
|---|------------------------------|---------|
| | ----- (Years) ----- | |
| Maturity profile of the defined benefit obligation | | |
| Weighted average duration of the defined benefit obligation | 8.0 | 9.5 |
| Distribution of timing of benefit payments | ----- (Rupees in '000) ----- | |
| One year | 47,303 | 23,719 |
| Two years to five years | 286,286 | 186,134 |
| Six years to ten years | 1,034,476 | 887,945 |

21.1 Defined Contribution Plan

The Company's contributions towards the provident fund for the year ended December 31, 2022 amounted to Rs. 92.75 million (2021: Rs. 90.06 million).

22 BORROWING

| | Note | 2022 | 2021 |
|---------------------|------|------------------------------|---------|
| | | ----- (Rupees in '000) ----- | |
| Bank Loan | 22.1 | 625,000 | 875,000 |
| Current portion | | 250,000 | 250,000 |
| Non-current portion | | 375,000 | 625,000 |

22.1 In May 2017, the Company obtained a long term finance from Habib Bank Limited (HBL), a related party, against a Term Finance Agreement on mark-up basis, to finance the acquisition of immovable property for the purpose of construction of the Company's Head Office building thereon. The Term finance agreement is for a period of 8 years maturing on May 9, 2025, with a 2 years' grace period for repayment of principal, payable in 12 equal semi-annual instalments commencing after the expiry of grace period. The first instalment was paid on November 11, 2019. The Term Finance carries mark-up at the rate of 3 Months KIBOR + 0.9% and is payable quarterly from the effective date of the drawdown, i.e. May 11, 2017. The facility is secured by way of first equitable mortgage in favour of HBL, by deposit of title deeds in respect of the property in favour of the Bank, up to the amount of Rs. 2,000 million. The Company has also executed an interest rate swap with HBL, to hedge the Company's PKR floating rate liability on the notional amount of Rs.1,500 million.

| | | 2022 | 2021 |
|---------------------------------|------|------------------------------|-----------|
| | Note | ----- (Rupees in '000) ----- | |
| 23 LEASE LIABILITIES | | | |
| Lease liabilities under IFRS 16 | 23.1 | 1,035,546 | 1,041,893 |
| Current portion | | 56,303 | 199,931 |
| Non-current portion | | 979,243 | 841,962 |

23.1 Finance cost on lease liabilities for the year ended December 31, 2022 was Rs. 74.18 million (2021: Rs.87.68 million). Total cash outflow for leases was Rs. 305.19 million (2021: Rs. 280.79 million).

23.2 The lease liabilities are discounted using incremental rate of borrowing ranges from 9.30% to 17.97%.

| | 2022 | | | 2021 | | |
|--|--|---------------------------------|-----------------------|--|---------------------------------|-----------------------|
| | Present Value of Minimum Lease Payment | Financial Charge for the future | Minimum Lease Payment | Present Value of Minimum Lease Payment | Financial Charge for the future | Minimum Lease Payment |
| | ----- (Rupees in '000) ----- | | | ----- (Rupees in '000) ----- | | |
| Not Later than one year | 56,303 | 248,241 | 304,544 | 199,931 | 66,260 | 266,191 |
| Later than one year but not later than Five year | 799,593 | 137,232 | 936,825 | 724,158 | 78,377 | 802,535 |
| Later than five years | 179,650 | 132,853 | 312,503 | 117,804 | 52,358 | 170,163 |
| | 1,035,546 | 518,326 | 1,553,872 | 1,041,893 | 196,995 | 1,238,889 |

| | 2022 | 2021 |
|--|------------------------------|-----------|
| | ----- (Rupees in '000) ----- | |
| 24 INSURANCE / REINSURANCE PAYABLES | | |
| Due to other insurers / reinsurers | 31,217 | 2,145 |
| 25 OTHER CREDITORS AND ACCRUALS | | |
| Accrued expenses | 1,540,911 | 1,441,943 |
| Agents commission payable | 1,169,004 | 1,065,371 |
| Payable against purchase of securities | 8,455 | 273,375 |
| Withholding tax payable | 78,740 | 74,914 |
| Payable to suppliers | 104,786 | 39,939 |
| Other liabilities | 1,663,213 | 1,215,169 |
| | 4,565,109 | 4,110,711 |

26 DEFERRED TAXATION

| | 2022 | 2021 |
|--|------------------------------|--------------------|
| | ----- (Rupees in '000) ----- | |
| Deferred debits arising in respect of: | | |
| Fixed assets | 83,549 | 50,272 |
| Unrealised loss on available-for-sale securities | 59,301 | 33,789 |
| Lease liabilities (Right-of-use assets) | 341,716 | 302,149 |
| Others | 458,700 | 287,101 |
| | 943,266 | 673,311 |
| Deferred credits arising in respect of: | | |
| On investment in associate | (47,940) | (29,328) |
| Derivative financial instrument | (19,441) | (12,565) |
| Right-of-use assets | (278,317) | (238,208) |
| On retained balance of Ledger Account D | (2,243,629) | (1,754,972) |
| | (2,589,327) | (2,035,073) |
| | (1,646,061) | (1,361,762) |

| | Balance as at January 1, 2022 | Recognized in Profit and Loss Account | Recognized in Other Comprehensive Income | Balance as at December 31, 2022 |
|--|-------------------------------------|---|---|---------------------------------------|
| | ----- (Rupees in '000) ----- | | | |
| Deferred debits arising in respect of: | | | | |
| Fixed assets | 50,272 | 33,277 | - | 83,549 |
| Unrealised gain / (loss) on Available-for-sale securities | 33,789 | - | 25,512 | 59,301 |
| Lease liability (Right-of-use assets) | 302,149 | 39,567 | - | 341,716 |
| Others | 287,101 | 171,599 | - | 458,700 |
| Deferred credits arising in respect of: | | | | |
| On investment in associate | (29,328) | (6,091) | (12,521) | (47,940) |
| Derivative financial instrument | (12,565) | (6,876) | - | (19,441) |
| Right-of-use assets | (238,208) | (40,109) | - | (278,317) |
| On retained balance of Ledger Account D | (1,754,972) | (488,657) | - | (2,243,629) |
| Net deferred Tax (liabilities) / assets | (1,361,762) | (297,290) | 12,991 | (1,646,061) |

| | Balance as at January 1, 2021 | Recognized in Profit and Loss Account | Recognized in Other Comprehensive Income | Balance as at December 31, 2021 |
|--|-------------------------------------|---|---|---------------------------------------|
| | ----- (Rupees in '000) ----- | | | |
| Deferred debits arising in respect of: | | | | |
| Fixed assets | 45,528 | 4,744 | - | 50,272 |
| Unrealised gain / (loss) on Available-for-sale securities | (31,397) | - | 65,186 | 33,789 |
| Lease liability (Right-of-use assets) | 282,686 | 19,463 | - | 302,149 |
| Others | 179,638 | 107,463 | - | 287,101 |
| Deferred credits arising in respect of: | | | | |
| On investment in associate | (21,695) | (3,519) | (4,114) | (29,328) |
| Derivative financial instrument | (1,462) | (11,103) | - | (12,565) |
| Unrealised gain / (loss) on Available-for-sale securities | - | - | - | - |
| Right-of-use assets | (229,261) | (8,947) | - | (238,208) |
| On retained balance of Ledger Account D | (1,664,388) | (90,584) | - | (1,754,972) |
| Net Deferred Tax (liabilities) / assets | (1,440,351) | 17,517 | 61,072 | (1,361,762) |

27 UNPAID DIVIDEND

This represents final and interim dividend declared in the year 2022 awaiting remittance with permission of the State Bank of Pakistan.

28 CONTINGENCIES AND COMMITMENTS

28.1 Contingencies

28.1.1 Income tax assessments

The income tax assessments for the tax years 2012 through 2019, in respect of which assessment orders u/s 122(5A) of the Income Tax Ordinance, 2001 (the Ordinance) were issued, determining demands of Rs. 39 million, Rs. 27 million, Rs. 108.72 million, Rs. 112.74 million, Rs. 79.8 million, Rs. 76 million, Rs. 3.1 billion and Rs.1.9 billion respectively are pending at the second stage of appeal before the Appellate Tribunal Inland Revenue (ATIR), on account of appeals filed either by the Company for addbacks / disallowances maintained by the Commissioner Inland Revenue - Appeals (CIR-A), or by the tax department, for the decisions in favor of the Company.

The main issue in tax years 2012 to 2016 was the taxation of dividend income at corporate tax rates on account of one basket income rule, despite the fact that this was only made part of the law by virtue of an amendment through the Finance Act, 2016, to Rule 6B of the Fourth Schedule to the Ordinance. The subsequent amendment in the law substantiated the Company's contention that prior to July 1, 2016, these heads of income were taxable at the lower rates prescribed for them, and the CIR-A, in the orders, decided this issue in favor of the Company. The tax department has thereafter filed appeal before the ATIR, which are pending.

The other addbacks to income in these assessments included difference between assumed market value of motor vehicles and the sale value recovered from employees in respect of motor vehicles sold under the Company car policy, disallowances of provision for doubtful debts in the Statutory Funds, disallowance of provision for impairment in investments held by the Statutory Funds and write off of certain uncollectible receivables in the Statutory Funds. Non-adjustment of determined refunds of TY 2004 & TY 2013 against the tax liability of TY 2015 and 2016 was another issue, and in TY 2016, there was also a disallowance of money ceded to Waqf Fund upon the launch of Window Takaful Operations and disallowance of provision for WWF for the TY-2014.

The CIR-A, vide the order, remanded back for re-examination the issue of unrealized loss on investments, fair market value of vehicles sold to employees under the Company car policy, provision of doubtful debts and disallowing the adjustment of determined refund, but confirmed the disallowances of write off of certain uncollectible receivable in the Statutory Funds and disallowance of provision for WWF. The Company has filed an appeal before the ATIR against the appellate orders.

The Additional Commissioner Inland Revenue (ADCIR) conducted the remanded back proceedings and passed the set aside order in August 2018 in favor of the Company on the issue of taxation of dividend income and provision for impairment in values of shares. However, the ADCIR decided the matter of disallowance of provision of doubtful debts and fair market value of vehicles sold to employees under the Company car policy against the company. The Company has challenged the disallowance additions to income by way of filing an appeal before the CIR-A, which is pending.

On December 06, 2021, the tax authorities passed an assessment order u/s 122(5A) for the TY 2021 raising demands of Rs.1.2 billion by adding back the heads of unrealized loss on investments to the extent of surplus retained and provision of doubtful debt in the statutory Fund. The Company has filed appeal against these additions before the CIR-A, which is pending.

No provision has been made in these financial statements, as the Company is confident based on the advice of its tax consultants that the final outcome will be in its favour.

28.1.2 Contingent liability - Provincial Sales Tax on life and health insurance

During 2019, the Company, along with other life insurance industry players filed petitions in the Hon'ble High Courts of Lahore (Hon'ble LHC) and Sindh (Hon'ble SHC), challenging the levy of Punjab Sales Tax (PST) and Sindh Sales Tax (SST) on life and health insurance in the Punjab, and on life insurance in the province of Sindh, health insurance having been granted exemption till 30 June 2023. The petitions were filed on the strength of legal advice that:

- Substantiating the Company's view that insurance is not a service, but in fact, in sum and substance, a contingent contract under which payment is made on the occurrence of an event, specified in the terms of contract or policy, and is thus a financial arrangement. Superior courts in foreign jurisdictions have held that insurance is not a service;
- A question of constitutionality arose on the levy of provincial sales tax on life insurance, which in their view, was a Federal subject, since the Federation has retained a legislative mandate over all laws relating to insurance under Entry 29 of the said List, therefore, only the Federation is entitled to levy any tax in relation to insurance business; and
- Without prejudice to the main contentions as stated above, even otherwise, the legal advisors had expressed a further illegality and critical flaw in the context of the manner in which the entire premium payment, i.e. Gross Written Premium (GWP) in case of individual life policy holders was being charged to the levy of provincial sales tax; given that there are two distinct elements of GWP (i) the amount allocated towards the policy holders' investment, which belongs to them and (ii) the difference between the GWP charged and the investment amount allocated. Thus, the legal advisors had expressed the view that if the entire GWP was subjected to the provincial sales tax, then this was akin to a direct tax on policy holders, in the nature of income tax, wealth tax, or capital value tax, all of which fall exclusively within the domain of Federal Legislature.

The Hon'ble LHC has directed that no final order shall be passed in pursuance of the impugned show cause notice by Punjab Revenue Authority (PRA) until the next date of hearing. The Hon'ble SHC, in its interim order, directed that the request of the petitioners, seeking exemption in terms of Section 10 of the SST Act, 2011, be considered by the Sindh Revenue Board (SRB) in accordance with the law. Both the petitions are pending adjudication.

In the year of 2020, the SRB, PRA and Balochistan Revenue Authority (BRA) invited the Insurance Association of Pakistan (IAP) and insurance industry to hold a dialogue for an amicable settlement of the matter. The Company, along with the IAP and other insurance companies participated in the meeting convened by Chairman SRB and will continue its administrative efforts to convince the provincial revenue authorities about the merits of the case. Further meetings are being held.

With effect from April 2, 2020 until June 30, 2020, with the intention to provide relief to affected industries from the COVID 19 impact, the PRA, through Notification No. SO (TAX) 1-110 / 2020 (COVID-19), reduced the PST rate from 16% to zero percent without input tax adjustment for life and health insurance. It may be mentioned that w.e.f. July 1, 2020, such relief has been retained only to the extent of individual health insurance i.e. zero percent rate without input tax adjustment, whilst life insurance, and corporate health insurance, have been made taxable at the full rate of 16%.

In Sindh, on June 22, 2020, the SRB through Notification No. SRB-3-4/13/2020, has made taxable, life insurance w.e.f. July 1, 2020 at the full rate, and issued a conditional exemption for the financial year 2019-20, from the levy of SST, subject to the person providing or rendering life insurance services commences e-depositing with the SRB, the amount of SST due on such services for the tax periods from July 1, 2020 onward. The exemption to health insurance has been extended by the SRB up to June 30, 2023, through notification no. SRB 3-4/19/2022 dated June 29, 2022. On June 29, 2020 SRB through another notification No. SRB-3-4/18/2020 has amended the responsibility of withholding agent rules requiring Clients to also withheld SST on Services of Life and Health Insurance. The Company with other life insurance companies, have filed another petition at the Hon'ble SHC. The Hon'ble SHC has directed that no coercive measure will be taken until the next date of hearing. Further, The Hon'ble SHC through its interim order dated December 08, 2020 impleaded that the Federal Government be also added as one of the Respondents.

Through the Khyber Pakhtunkhwa Finance Act, 2021, the exemption in respect of sales tax on services on life and health insurance in the province of Khyber Pakhtunkhwa (KPK) has been withdrawn from July 01, 2021. As a consequence, life insurance was taxable at the rate 15% while health insurance was taxable at a reduced rate of 1%. (Through the notification no. BO (Rev-II)/FD/3-2/2022 dated August 10, 2022 KPK exempted sales tax on services on health insurance.)

The matter has been taken up by the IAP with Khyber Pakhtunkhwa Revenue Authority explaining that 'Insurance' is a Federal subject, hence law in respect of insurance should not be made by the province. Moreover, Life insurance industry has been granted interim reliefs by the Honorable High Court of Sindh and Lahore whereby the provincial tax authorities of Sindh and Punjab have been restrained and no sales tax on services has so far been paid on life and health insurance in either province.

On December 15, 2021 the Hon'ble Lahore Court (Hon'ble LHC) vide its Order disposed of the Show cause notice earlier issued by the PRA on dated October 02, 2019 with the direction to Additional Commissioner PRA, with the directions to petitioners to file a reply with PRA within prescribed time. The Additional Commissioner was directed not to pass any final order till such replies were filed and further directed to address all preliminary objections of the insurance companies including objections relating to trans provincial transactions.

In view of the opinion of the legal advisors, and pending the adjudication of the petitions filed, the Company has neither billed its customers, nor recognized the contingent liability for PST, SST, and KPKST, which, calculated on the basis of risk premium and excluding the investment amount allocated to unit linked policies as per the opinion of the legal advisors, aggregated to Rs. 3,458.95 million (2021: Rs. 2,603.81 million). In Balochistan province, given that the Company has limited operations in that province, the amount of contingent sales tax liability for BSTS, calculated on the similar basis as PST, SST and KPKST, is immaterial. The management contends that should the administrative efforts fail, the amount will be charged to the policyholders.

28.1.3 Contingent liability - Sindh Sales Tax on reinsurance services

The Company has received a show cause notice from SRB stating sales tax to be paid on reinsurance services and commission received on the reinsurance services obtained by the Company for tax period from January 2012 to December 2015. Such sales tax exposure amounts to Rs. 483.17 million. The Company has filed a petition before the Hon'ble High Court of Sindh. The Court granted a stay order in favour of the Company restraining SRB from passing any adverse order till the date of the next hearing. The management is confident based on the advice of its legal counsel that there will be no financial loss to the Company in this regard.

| | 2022 | 2021 |
|---|------------------------------|-------------|
| | ----- (Rupees in '000) ----- | |
| 28.2 Commitments | | |
| 28.2.1 Commitments for the acquisition of operating fixed assets | | |
| Not later than one year | 150,201 | 150,254 |
| 29 NET PREMIUM / CONTRIBUTION REVENUE | | |
| Gross Premium / Contribution | | |
| Regular Premium / Contribution Individual Policies* | | |
| First year | 6,833,322 | 6,910,367 |
| Second year renewal | 4,806,579 | 4,481,489 |
| Subsequent year renewal | 23,222,332 | 26,310,231 |
| Total Regular Premium / Contribution Individual Policies | 34,862,233 | 37,702,087 |
| Single premium / contribution individual policies | 505,365 | 733,929 |
| Group policies without cash values | 12,269,915 | 10,998,728 |
| Less: Experience refund | (294,136) | (79,145) |
| Total Gross Premium / Contribution | 47,343,377 | 49,355,599 |
| Less: Reinsurance Premium / Contribution ceded | | |
| On individual life first year business | (74,447) | (62,186) |
| On individual life second year business | (51,942) | (49,805) |
| On individual life renewal business | (308,534) | (292,834) |
| On single premium / contribution individual policies | (116) | (100) |
| On group policies | (1,421,313) | (1,430,615) |
| Less: Experience refund from reinsurers | 3,504 | (11,283) |
| Less: Reinsurance commission on risk premium / contribution | 80,623 | 71,361 |
| | (1,772,225) | (1,775,462) |
| Net Premium / Contribution | 45,571,152 | 47,580,137 |

* Individual policies are those underwritten on an individual basis, and include joint life policies underwritten as such.

JUBILEE LIFE INSURANCE

| | | 2022 | 2021 |
|-----------|--|------------------------------|-------------------|
| | | ----- (Rupees in '000) ----- | |
| 30 | INVESTMENT INCOME | | |
| | Income from equity securities | | |
| | Fair value through profit or loss | | |
| | - Dividend income | 3,037,801 | 3,753,062 |
| | Available-for-sale | | |
| | - Dividend income | 17,992 | 74,170 |
| | | 3,055,793 | 3,827,232 |
| | Income from Mutual Funds | | |
| | Fair value through profit or loss | | |
| | - Dividend income | 20,790 | 5,948 |
| | Available-for-sale | | |
| | - Dividend income | - | 2,139 |
| | | 20,790 | 8,087 |
| | Income from debt securities | | |
| | Held to maturity | | |
| | - Return on debt securities | 296,057 | 560 |
| | Fair value through profit or loss | | |
| | - Return on debt securities | 11,440,236 | 6,240,602 |
| | Available-for-sale | | |
| | - Return on debt securities | 2,827,196 | 1,499,798 |
| | | 14,563,489 | 7,740,960 |
| | Income from term deposits | | |
| | - Return on term deposits | 1,440,149 | 698,480 |
| | | 19,080,221 | 12,274,759 |

30.1 Dividend income is net of charity amount due to purification of non shariah compliant dividend income amounting to Rs. 15.12 million (2021: Rs. 17.48 million).

31 NET REALISED FAIR VALUE GAINS / (LOSSES) ON FINANCIAL ASSETS
At fair value through profit or loss

| | | |
|---------------------------|--------------------|--------------------|
| Realised gains on: | | |
| - Equity securities | 392,166 | 2,808,049 |
| - Mutual Funds | 263,938 | 117,706 |
| - Debt securities | 221,769 | 114,774 |
| | 877,873 | 3,040,529 |
| Realised losses on: | | |
| - Equity securities | (3,630,459) | (1,611,867) |
| - Mutual Funds | (2,128) | (18,212) |
| - Debt securities | (85,246) | (233,831) |
| | (3,717,833) | (1,863,910) |
| Available-for-sale | | |
| Realised gains on: | | |
| - Equity securities | 14,924 | 128,222 |
| - Mutual Funds | 14,542 | 9,398 |
| - Debt securities | 2,812 | 17,988 |
| | 32,278 | 155,608 |

| | 2022 | 2021 |
|--|------------------------------|-------------|
| | ----- (Rupees in '000) ----- | |
| Available-for-sale | | |
| Realised losses on: | | |
| - Equity securities | (286,386) | (354,966) |
| - Debt securities | (74,250) | (23,278) |
| | (360,636) | (378,244) |
| | (3,168,318) | 953,983 |
| 32 NET FAIR VALUE LOSSES ON FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS | | |
| Net unrealised losses on investments at fair value through profit or loss | (11,435,435) | (9,322,677) |
| (Less) / Add : Impairment / reversal in value of available-for-sale securities | (73,351) | 243,650 |
| Less: Investment related expenses | (59,582) | (184,361) |
| | (11,568,368) | (9,263,388) |
| 33 OTHER INCOME | | |
| Return on bank balances | 271,938 | 163,873 |
| Gain on sale of fixed assets | 27,370 | 34,399 |
| Foreign exchange gain / (loss) | 13,959 | (8,812) |
| Miscellaneous income | 4,961 | 4,781 |
| | 318,228 | 194,241 |
| 34 NET INSURANCE BENEFITS | | |
| Gross Claims | | |
| Claims under individual policies | | |
| by death | 2,419,804 | 2,897,151 |
| by insured event other than death | 89,000 | 52,387 |
| by maturity | 7,179,271 | 5,765,270 |
| by surrender | 23,226,057 | 20,672,558 |
| by partial withdrawal | 2,333,900 | 2,644,972 |
| Total gross individual policy claims | 35,248,032 | 32,032,338 |
| Claims under group policies | | |
| by death | 2,860,328 | 3,322,051 |
| by insured event other than death | 6,388,672 | 6,279,674 |
| Total gross policy claims | 9,249,000 | 9,601,725 |
| Total Gross Claims | 44,497,032 | 41,634,063 |
| Less: Reinsurance recoveries | | |
| On individual life claims | (436,605) | (401,517) |
| On group life claims | (1,132,457) | (1,389,869) |
| | (1,569,062) | (1,791,386) |
| Claim related expenses | 5,823 | 6,095 |
| Net Insurance benefit expense | 42,933,793 | 39,848,772 |

34.1 Claim Development

The table below illustrates claim development pattern for last five years (including current year) where more than 10% of claims are normally reported after the end of the year in which the claim event occurred. The pattern is shown separately for group and individual business (excluding those disclosed in notes 34.1.5 to 34.1.7).

| | Note | 2022 (Rupees in '000) |
|------------------------------------|--------|--------------------------|
| Reported outstanding claims | | |
| Individual Life Unit Linked | 34.1.1 | 5,686,037 |
| Conventional Business | 34.1.2 | 799,913 |
| Accident & Health | 34.1.5 | 927,749 |
| Overseas | 34.1.6 | 82,270 |
| Individual Family Takaful | 34.1.3 | 616,187 |
| Group Family Takaful | 34.1.4 | 90,314 |
| Accident & Health Family Takaful | 34.1.7 | 170,925 |
| Other reserves | | 915,465 |
| | 19.1 | 9,288,860 |

34.1.1 Individual Life Unit Linked

| Accident year | 2018 | 2019 | 2020 | 2021 | 2022 |
|---|-------------|-------------|-------------|-------------|------------------|
| Estimate of ultimate claims costs: | | | | | |
| At end of accident year | 994,081 | 1,150,676 | 1,415,351 | 1,534,788 | 1,188,464 |
| One year later | 1,310,862 | 1,476,258 | 1,917,562 | 1,985,866 | - |
| Two years later | 1,343,087 | 1,517,062 | 1,978,845 | - | - |
| Three years later | 1,357,716 | 1,537,299 | - | - | - |
| Four years later | 1,365,978 | - | - | - | - |
| Current estimate of cumulative claims | 1,365,978 | 1,537,299 | 1,978,845 | 1,985,866 | 1,188,464 |
| Less: Cumulative payments to date | (1,365,978) | (1,537,049) | (1,973,795) | (1,965,002) | (867,985) |
| | - | 250 | 5,050 | 20,864 | 320,479 |
| Sum of 2018 to 2022 outstanding claims | | | | | 346,643 |
| Claims prior to 2018 | | | | | 5,339,394 |
| Liability recognised in the statement of financial position | | | | | 5,686,037 |

34.1.2 Conventional Business

| Accident year | 2018 | 2019 | 2020 | 2021 | 2022 |
|---|-------------|-------------|-------------|-------------|--------------------|
| Estimate of ultimate claims costs: | | | | | |
| At end of accident year | 1,362,131 | 1,654,382 | 2,262,967 | 2,529,761 | 2,168,810 |
| One year later | 1,587,907 | 1,941,892 | 2,839,361 | 3,058,712 | - |
| Two years later | 1,598,800 | 1,956,808 | 2,905,203 | - | - |
| Three years later | 1,600,228 | 1,958,954 | - | - | - |
| Four years later | 1,600,228 | - | - | - | - |
| Current estimate of cumulative claims | 1,600,228 | 1,958,954 | 2,905,203 | 3,058,712 | 2,168,810 |
| Less: Cumulative payments to date | (1,573,300) | (1,929,651) | (2,824,324) | (2,942,746) | (1,663,886) |
| | 26,928 | 29,303 | 80,879 | 115,966 | 504,924 |
| Sum of 2018 to 2022 outstanding claims | | | | | 757,999 |
| Claims prior to 2018 | | | | | 41,914 |
| Liability recognised in the statement of financial position | | | | | 799,913 |

34.1.3 Individual Family Takaful

| Accident year | 2018 | 2019 | 2020 | 2021 | 2022 |
|---|-----------|-----------|-----------|-----------|-----------|
| Estimate of ultimate claims costs: | | | | | |
| At end of accident year | 94,765 | 136,124 | 322,318 | 456,884 | 294,249 |
| One year later | 124,241 | 193,351 | 407,384 | 590,610 | - |
| Two years later | 125,616 | 203,080 | 418,847 | - | - |
| Three years later | 127,524 | 204,125 | - | - | - |
| Four years later | 129,903 | - | - | - | - |
| Current estimate of cumulative claims | 129,903 | 204,125 | 418,847 | 590,610 | 294,249 |
| Less: Cumulative payments to date | (127,903) | (204,045) | (418,847) | (565,093) | (222,936) |
| | 2,000 | 80 | - | 25,517 | 71,313 |
| Sum of 2018 to 2022 outstanding claims | | | | | 98,910 |
| Claims prior to 2018 | | | | | 517,277 |
| Liability recognised in the statement of financial position | | | | | 616,187 |

34.1.4 Group Family Takaful

| Accident year | 2018 | 2019 | 2020 | 2021 | 2022 |
|---|----------|----------|-----------|-----------|-----------|
| Estimate of ultimate claims costs: | | | | | |
| At end of accident year | 76,421 | 42,776 | 151,360 | 294,547 | 201,905 |
| One year later | 84,717 | 51,695 | 198,421 | 322,499 | - |
| Two years later | 84,721 | 53,519 | 200,047 | - | - |
| Three years later | 85,940 | 53,519 | - | - | - |
| Four years later | 85,940 | - | - | - | - |
| Current estimate of cumulative claims | 85,940 | 53,519 | 200,047 | 322,499 | 201,905 |
| Less: Cumulative payments to date | (84,440) | (47,782) | (195,174) | (307,524) | (144,027) |
| | 1,500 | 5,737 | 4,873 | 14,975 | 57,878 |
| Sum of 2018 to 2022 outstanding claims | | | | | 84,963 |
| Claims prior to 2018 | | | | | 5,351 |
| Liability recognised in the statement of financial position | | | | | 90,314 |

34.1.5 For Accident and Health business, claims experience over the past 5 years indicates that claims reported after the end of the year in which the claim event occurred were less than 10% threshold therefore, the claim development table for Accident & Health business is not disclosed.

34.1.6 In Overseas business, as the policy is issued to a single policy holder group which does not reflect claim development as a whole, nor would it reflect a purposeful analysis, hence the same has not been disclosed.

34.1.7 For Accident and Health Takaful business, claims experience over the past 5 years indicates that claims reported after the end of the year in which the claim event occurred were less than 10% threshold therefore, the claim development table for Accident and Health Takaful business is not disclosed.

35 ACQUISITION EXPENSES

| | 2022 | 2021 |
|---|------------------------------|-----------|
| | ----- (Rupees in '000) ----- | |
| Remuneration to insurance intermediaries on individual policies: | | |
| Commission to agents on first year premiums / contributions | 1,659,489 | 1,835,594 |
| Commission to agents on second year premiums / contributions | 197,429 | 172,446 |
| Commission to agents on subsequent renewal premiums / contributions | 104,006 | 395,341 |
| Commission to agents on single premiums / contributions | 8,766 | 12,754 |
| Overriding commission to supervisors | 506,340 | 478,435 |
| Salaries, allowances and other benefits | 813,192 | 898,047 |
| Other benefits to insurance intermediaries | 552,017 | 282,855 |
| Remuneration to insurance intermediaries on group policies: | | |
| Commission | 540,296 | 402,009 |
| Other benefits to insurance intermediaries | 116,199 | 127,948 |
| Other acquisition costs | | |
| Employee benefit costs | 1,267,844 | 1,426,566 |
| Travelling expenses | 42,815 | 39,049 |
| Printing and stationery | 31,373 | 34,395 |
| Depreciation | 185,660 | 186,727 |
| Depreciation - Right-of-use assets | 86,626 | 103,824 |
| Rent, rates and taxes | 11,225 | 5,527 |
| Legal and professional charges | 26,019 | 14,000 |
| Utilities | 90,817 | 66,691 |
| Entertainment | 54,802 | 42,204 |
| Motor vehicle & conveyance | 94,838 | 124,703 |
| Repair & maintenance | 72,128 | 71,957 |
| Training expenses | 143 | 125 |
| Postages, telegrams and telephones | 32,357 | 61,632 |
| Staff welfare | 33,339 | 32,771 |
| General insurance | 18,936 | 15,249 |
| Policy stamps | 76,232 | 77,099 |
| Initial medical fees | 9,491 | 8,918 |
| Miscellaneous expenses | 9,884 | 4,716 |
| | 6,642,263 | 6,921,582 |

36 MARKETING AND ADMINISTRATION EXPENSES

Note ----- (Rupees in '000) -----

| | 2022 | 2021 |
|--|---|------------------|
| Employee benefit cost | 1,679,591 | 1,466,615 |
| Traveling expenses | 53,789 | 29,983 |
| Advertisements & sales promotion | 749,998 | 611,668 |
| Printing and stationery | 123,630 | 95,572 |
| Depreciation | 228,470 | 195,951 |
| Depreciation - Right-of-use assets | 113,111 | 120,698 |
| Amortisation | 110,177 | 118,133 |
| Rent, rates and taxes | 402,359 | 371,896 |
| Legal and professional charges | 39,898 | 35,518 |
| Utilities | 102,374 | 60,535 |
| Entertainment | 11,233 | 8,464 |
| Vehicle running expenses | 26,812 | 29,563 |
| Office repairs and maintenance | 402,536 | 359,272 |
| Appointed actuary fees | 15,677 | 17,855 |
| Bank charges | 20,343 | 17,957 |
| Postages, telegrams and telephone | 142,375 | 115,384 |
| Staff welfare | 32,108 | 25,235 |
| General insurance | 20,784 | 14,325 |
| Training expenses | 16,503 | 12,996 |
| Annual Supervision fees to SECP | 50,000 | 50,000 |
| Bad and doubtful debts | 590 | 57,935 |
| Director Fee | 8,400 | 8,500 |
| Miscellaneous expenses | 1,283 | 3,736 |
| | 4,352,041 | 3,827,791 |
| 36.1 Employee benefit cost | | |
| Salaries, allowance and other benefits | 1,570,199 | 1,370,471 |
| Charges for post employment benefit | 109,392 | 96,144 |
| | 1,679,591 | 1,466,615 |
| 36.2 | Administration expenses are net of common costs amounting to Rs. 64.15 million (2021: Rs. 52.69 million) shared with Jubilee General Insurance Company Limited, an associated undertaking, on account of joint operating activities for Accident & Health Business. | |

37 OTHER EXPENSES

----- (Rupees in '000) -----

| | 2022 | 2021 |
|--|---------------|---------------|
| Auditors' remuneration - note 37.1 | 16,376 | 46,257 |
| Donations - note 37.2 | 27,699 | 15,000 |
| Subscriptions | 148 | 150 |
| | 44,223 | 61,407 |
| 37.1 Auditors' remuneration | | |
| Audit fee | 3,025 | 2,750 |
| Half yearly review | 551 | 501 |
| Shariah Compliance Audit - Window Takaful Operations | 749 | 681 |
| Taxation services | 4,385 | 2,423 |
| Fee for the audit of provident and gratuity funds | 185 | 185 |
| Certification charges & other professional services | 5,370 | 33,697 |
| Out-of-pocket expenses | 948 | 1,090 |
| Sindh Sales Tax on services | 1,163 | 4,930 |
| | 16,376 | 46,257 |

JUBILEE LIFE INSURANCE

| | 2022 | 2021 |
|---------------------------------------|------------------------------|---------------|
| | ----- (Rupees in '000) ----- | |
| 37.2 Details of Donations | | |
| Dr. Jamil Jalibi Foundation | - | 10,000 |
| Patient Behbud Society of AKUH | 5,500 | 5,000 |
| Flood relief activities - note 37.2.1 | 22,199 | - |
| | 27,699 | 15,000 |

37.2.1 This represents activities conducted by the Company in respect of distribution of flood relief tents to the flood affectees.

37.2.2 None of the directors and any of their spouses had any interest in the above donee.

| | 2022 | 2021 |
|-------------------------------------|------------------------------|----------------|
| | ----- (Rupees in '000) ----- | |
| 38 FINANCE COST | | |
| Mark up on borrowing | 109,022 | 86,598 |
| Interest expense on lease liability | 74,176 | 87,684 |
| | 183,198 | 174,282 |

| | 2022 | 2021 |
|------------------------------|------------------------------|----------------|
| | ----- (Rupees in '000) ----- | |
| 39 INCOME TAX EXPENSE | | |
| For the year | | |
| Current | 873,006 | 764,648 |
| Deferred | 297,288 | (17,517) |
| | 1,170,294 | 747,131 |
| For prior year | 58,609 | - |
| | 1,228,903 | 747,131 |

39.1 Relationship between tax expense and accounting profit

| | | |
|--|------------------|----------------|
| Profit before tax | 3,300,954 | 2,540,238 |
| Tax at the applicable rate of 29% | 957,277 | 736,669 |
| Effect of Super tax on current year profit | 105,819 | - |
| Effect of prior year charge | 58,609 | 11,350 |
| Effect of change in tax rate | 204,119 | - |
| Others | (96,921) | (888) |
| Tax expense for the year | 1,228,903 | 747,131 |

40 EARNINGS PER SHARE

There is no dilutive effect on the basic earnings per share of the Company, which is based on:

| | 2022 | 2021 |
|---|------------------------------|------------------|
| | ----- (Rupees in '000) ----- | |
| Profit (after tax) for the year | 2,072,051 | 1,793,107 |
| | (Number of shares in '000) | |
| Weighted average number of ordinary shares outstanding as at year end | 87,264 | 87,264 |
| | ----- (Rupees) ----- | |
| Basic earnings per share | 23.74 | 20.55 |

41 REMUNERATION OF DIRECTORS AND EXECUTIVES

| | Chief Executive | | Directors | | Executives | |
|---|-----------------|---------------|--------------|--------------|------------------|----------------|
| | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 |
| ----- (Rupees in '000) ----- | | | | | | |
| Managerial remuneration | 41,591 | 38,992 | - | - | 410,209 | 391,271 |
| Fees | - | - | 8,400 | 8,500 | - | - |
| Leave encashment | - | - | - | - | 19,654 | 15,083 |
| Bonus | 28,819 | 26,684 | - | - | 169,288 | 167,944 |
| Charge for defined benefit plan | 3,584 | 3,112 | - | - | 33,812 | 29,845 |
| Contribution to defined contribution plan | 4,211 | 3,899 | - | - | 39,730 | 37,396 |
| House rent allowance | 16,636 | 15,597 | - | - | 184,594 | 176,072 |
| Utilities | 4,159 | 3,899 | - | - | 41,021 | 39,127 |
| Medical | 953 | 616 | - | - | 24,959 | 22,065 |
| Commission | - | - | - | - | 61,296 | 44,081 |
| Others | 780 | - | - | - | 41,204 | 37,463 |
| Total | 100,733 | 92,799 | 8,400 | 8,500 | 1,025,767 | 960,347 |
| Number of Persons | 1 | 1 | 6 | 6 | 130 | 127 |

The Chairman of the Board and the Chief Executive Officer are provided with the Company maintained cars, whereas the executives are provided with cars in accordance with the Company policy.

42 NUMBER OF EMPLOYEES

| | 2022 | 2021 |
|---|-----------------------|-------|
| | (Numbers) | |
| Number of employees as at December 31 | 1,984 | 2,197 |
| Average number of employees as at December 31 | 2,074 | 2,263 |

43 RELATED PARTY TRANSACTIONS

The Company is controlled by Aga Khan Fund for Economic Development, S.A Switzerland, which owns 57.87% (2021: 57.87%) of the Company's shares. Associated undertakings comprise Habib Bank Limited, Jubilee General Insurance Company Limited and Jubilee Kyrgyzstan Insurance Company (CJSC), Kyrgyzstan, being under the common control of the parent Company.

The related parties comprise related group companies, local associated companies, directors of the Company, key management employees and staff retirement funds.

The details of transactions with related parties, other than those which have been specifically disclosed elsewhere in the financial statement are as follows:

| Relationship with the Company | Nature of transactions | 2022 | 2021 |
|-------------------------------|---|------------------------------|---------|
| | | ----- (Rupees in '000) ----- | |
| i. Parent Company | Dividend paid | 237,440 | 667,735 |
| | Individual Life policy premium / contribution | 29,288 | 22,800 |

2022

2021

----- (Rupees in '000) -----

| Relationship with the Company | Nature of transactions | 2022 | 2021 |
|-------------------------------|--|--------------------|------------|
| ii. Associated companies | Group insurance premiums / contributions | 1,997,411 | 1,424,975 |
| | Incurred claims against insurance cover | 1,908,616 | 1,384,116 |
| | Payment for premiums / contributions against general insurance | 42,195 | 34,741 |
| | Claims lodged against general insurance | 4,000 | 5,300 |
| | Claims received against general insurance | 3,885 | 5,347 |
| | Purchase of government securities | 124,550,016 | 32,530,808 |
| | Sales of government securities | 69,299,369 | 56,130,503 |
| | Placement of Term Deposit Receipts | 17,000,000 | 15,000,000 |
| | Maturity of Term Deposit Receipts | 17,000,000 | 10,000,000 |
| | Investment in Mutual Fund | 300,000 | 100,000 |
| | Agency commission | 655,564 | 971,665 |
| | Profit received on profit and loss sharing accounts | 331,358 | 162,256 |
| | Profit received on term deposit receipts | 140,771 | 41,288 |
| | Dividend paid | 325,603 | 370,514 |
| | Dividend earned | 264,498 | 155,703 |
| | Finance cost on borrowing | 109,022 | 86,598 |
| | Realised (loss) / gain on derivative financial instrument | 30,692 | (10,968) |
| | Unrealised gain / (loss) on derivative financial instrument | 21,584 | 40,273 |
| | Principal payment against bank loan | 250,000 | 250,000 |
| | Income from claim administration services | 27,169 | 25,158 |
| Bad and doubtful debts | 4,476 | | |
| iii. Staff retirement funds | Expense charged for retirement benefit plans | 88,740 | 159,527 |
| iv. Key management personnel | Salaries and other short-term employee benefits | 495,557 | 443,906 |
| | Post-employment benefits | 37,883 | 33,045 |
| | Consideration received against sale of assets | 9,244 | 5,158 |
| | Individual life policy premiums / contributions | 13,301 | 16,140 |
| | Individual Life surrender / partial withdrawal claims paid | 9,657 | 25,794 |
| | Advances to key management personnel | 31,431 | 21,450 |
| | Recovery against advances from key management personnel | 6,396 | 19,885 |
| | Dividend paid | 2,867 | 3,358 |
| v. Directors | Directors' fee | 8,400 | 8,500 |
| | Dividend paid | 1,221 | 1,334 |
| | Individual Life surrender / partial withdrawal claims paid | 220,000 | - |

| | | 2022 | 2021 |
|-------------------------------|--|-----------------------------|-----------|
| | | ------(Rupees in '000)----- | |
| Relationship with the Company | Balances / Investments | | |
| i. Parent Company | Dividend payable | (659,083) | (161,424) |
| ii. Associated companies | Bank account balance | 3,335,446 | 1,143,518 |
| | Investment in shares - listed equities | 2,144,305 | 3,917,551 |
| | Investment in shares - unlisted equity | 218,341 | 174,198 |
| | Investment in mutual fund | 437,860 | 102,132 |
| | Profit accrued on profit and loss sharing accounts | 28,182 | 13,410 |
| | Profit accrued on term deposit receipts | - | 16,027 |
| | Term Deposit Receipts | - | 5,000,000 |
| | Agency commission payable | (93,940) | (184,022) |
| | Group premium / contribution receivable - net of provision for bad and doubtful debts | 171,461 | 98,707 |
| | Claims lodged and outstanding | (553,959) | (432,025) |
| | Claims receivable against general insurance policies | 214 | 106 |
| | Receivable against common back office operations (Payable) / receivable against claims administration services | (35,690) | 52,942 |
| | Lease liability | (46,451) | (89,758) |
| | Borrowing | (625,000) | (875,000) |
| | Derivative financial instrument receivable | 58,909 | 43,326 |
| | Financial charges payable | (14,238) | (11,423) |
| | Prepaid general insurance premium | 566 | 424 |
| | Deferred grant payable | (1,026) | (931) |
| iii. Staff retirement funds | Retirement benefit prepayment / (obligation) | 83,104 | (10,674) |
| iv. Key management personnel | Advances against salary | 25,035 | 7,644 |

The above transactions are settled in the ordinary course of business. The receivables and payables are mainly unsecured in nature and bear no interest except for long term loan, which is secured, as well as interest bearing.

44 SEGMENTAL INFORMATION

44.1 REVENUE ACCOUNT BY STATUTORY FUND FOR YEAR ENDED DECEMBER 31, 2022

| | Statutory Funds | | | | | | Aggregate | |
|--|-----------------------------|-----------------------|----------------------------|---------------------------------------|---------------------------|----------------------|----------------------------------|--------------------|
| | Individual Life Unit Linked | Conventional Business | Accident & Health Business | Overseas Group Life & Health Business | Individual Family Takaful | Group Family Takaful | Accident & Health Family Takaful | 2022 |
| ----- (Rupees in '000) ----- | | | | | | | | |
| Income | | | | | | | | |
| Premium / Contribution less reinsurances | 24,198,076 | 2,875,028 | 6,777,854 | - | 10,440,396 | 174,086 | 1,105,712 | 45,571,152 |
| Net investment income | 2,443,373 | 399,136 | 654,165 | 13,192 | 691,835 | 38,047 | 77,113 | 4,316,861 |
| Bonus units transferred from sub fund of statutory fund | - | - | - | - | 144,261 | - | - | 144,261 |
| Total Net Income / (loss) | 26,641,449 | 3,274,164 | 7,432,019 | 13,192 | 11,276,492 | 212,133 | 1,182,825 | 50,032,274 |
| Insurance benefits and expenditures | | | | | | | | |
| Insurance benefits, including bonuses | 29,901,189 | 1,937,626 | 5,331,631 | - | 4,753,377 | 100,087 | 909,883 | 42,933,793 |
| Management expenses less recoveries | 5,358,691 | 511,285 | 1,124,226 | 4,476 | 3,304,451 | 55,236 | 120,640 | 10,479,005 |
| Total Insurance benefits and Expenditures | 35,259,880 | 2,448,911 | 6,455,857 | 4,476 | 8,057,828 | 155,323 | 1,030,523 | 53,412,798 |
| Excess / (deficit) of Income over Insurance benefits and Expenditures | (8,618,431) | 825,253 | 976,162 | 8,716 | 3,218,664 | 56,810 | 152,302 | (3,380,524) |
| Bonus units transferred to sub fund of statutory fund* | - | - | - | - | (144,261) | - | - | (144,261) |
| Net change in insurance liabilities (other than outstanding claims) | (10,999,755) | 369,061 | 200,383 | - | 3,266,841 | 28,897 | 33,994 | (7,100,579) |
| Surplus / (deficit) before tax | 2,381,324 | 456,192 | 775,779 | 8,716 | (192,438) | 27,913 | 118,308 | 3,575,794 |
| Taxes chargeable to statutory funds | | | | | | | | |
| Current | (230,710) | - | (6) | - | (31,065) | - | - | (261,781) |
| Surplus / (deficit) after tax | 2,150,614 | 456,192 | 775,773 | 8,716 | (223,503) | 27,913 | 118,308 | 3,314,013 |
| Movement in policyholder liabilities | (10,999,755) | 369,061 | 200,383 | - | 3,266,841 | 28,897 | 33,994 | (7,100,579) |
| Transfer (to) and from Shareholders' Fund | | | | | | | | |
| Surplus appropriated to Shareholders' Fund | (2,265,000) | (90,000) | (245,000) | - | - | - | - | (2,600,000) |
| Capital contributions from Shareholders' Fund | - | - | - | 4,000 | 350,000 | - | - | 354,000 |
| Capital returned to Shareholders' fund | - | (250,000) | - | - | - | - | - | (250,000) |
| Qard-e-Hasna paid from Operators' Sub Fund to PTF | - | - | - | - | - | - | - | - |
| Qard-e-Hasna received by PTF from Operators' Sub Fund | - | - | - | - | - | - | - | - |
| Net transfers (to) / from Shareholders' Fund | (2,265,000) | (340,000) | (245,000) | 4,000 | 350,000 | - | - | (2,496,000) |
| Balance of Statutory Fund as at January 01, 2022 | 136,110,885 | 1,719,934 | 3,818,581 | 72,739 | 26,514,077 | 188,475 | 508,398 | 168,933,089 |
| Balance of Statutory Fund as at December 31, 2022 | 124,996,744 | 2,205,187 | 4,549,737 | 85,455 | 29,907,415 | 245,285 | 660,700 | 162,650,523 |

* The corresponding impact is already included in Net change in Insurance liabilities (Net of outstanding claims)

FOR YEAR ENDED DECEMBER 31, 2021

| | Statutory Funds | | | | | | Aggregate | |
|--|-----------------------------|-----------------------|----------------------------|---------------------------------------|---------------------------|----------------------|----------------------------------|--------------------|
| | Individual Life Unit Linked | Conventional Business | Accident & Health Business | Overseas Group Life & Health Business | Individual Family Takaful | Group Family Takaful | Accident & Health Family Takaful | 2021 |
| ----- (Rupees in '000) ----- | | | | | | | | |
| Income | | | | | | | | |
| Premium / Contribution less reinsurances | 26,664,303 | 2,252,472 | 6,167,096 | (14,658) | 11,210,886 | 166,768 | 1,133,270 | 47,580,137 |
| Net investment income | 3,252,137 | 174,817 | 359,079 | 7,304 | 419,581 | 14,845 | 29,654 | 4,257,417 |
| Bonus units transferred from sub fund of statutory fund | - | - | - | - | 317,666 | - | - | 317,666 |
| Total Net income | 29,916,440 | 2,427,289 | 6,526,175 | (7,354) | 11,948,133 | 181,613 | 1,162,924 | 52,155,220 |
| Insurance benefits and expenditures | | | | | | | | |
| Insurance benefits, including bonuses | 27,340,371 | 2,006,574 | 5,079,929 | 1,629 | 4,140,367 | 205,480 | 1,074,422 | 39,848,772 |
| Management expenses less recoveries | 5,593,001 | 384,645 | 919,527 | 18,273 | 3,320,266 | 48,926 | 79,377 | 10,364,015 |
| Total Insurance benefits and Expenditures | 32,933,372 | 2,391,219 | 5,999,456 | 19,902 | 7,460,633 | 254,406 | 1,153,799 | 50,212,787 |
| Excess / (deficit) of Income over Insurance benefits and Expenditures | (3,016,932) | 36,070 | 526,719 | (27,256) | 4,487,500 | (72,793) | 9,125 | 1,942,433 |
| Bonus units transferred to sub fund of statutory fund* | - | - | - | - | (317,666) | - | - | (317,666) |
| Net change in insurance liabilities (other than outstanding claims) | (5,572,555) | 218,479 | 127,145 | - | 3,861,854 | (85,657) | (92,106) | (1,542,840) |
| Surplus / (deficit) before tax | 2,555,623 | (182,409) | 399,574 | (27,256) | 307,980 | 12,864 | 101,231 | 3,167,607 |
| Taxes chargeable to statutory funds | | | | | | | | |
| Current - Tax on Dividend under FTR | (576,253) | - | (218) | - | (68,235) | - | - | (644,706) |
| Surplus / (deficit) after tax | 1,979,370 | (182,409) | 399,356 | (27,256) | 239,745 | 12,864 | 101,231 | 2,522,901 |
| Movement in policyholder liabilities | (5,572,555) | 218,479 | 127,145 | - | 3,861,854 | (85,657) | (92,106) | (1,542,840) |
| Transfer (to) and from Shareholders' Fund | | | | | | | | |
| Surplus appropriated to Shareholders' Fund | (2,155,000) | - | (140,000) | (40,000) | (45,000) | - | - | (2,380,000) |
| Capital contributions from Shareholders' Fund | - | - | - | - | - | 125,000 | 160,000 | 285,000 |
| Capital returned to Shareholders' fund | - | (100,000) | - | (50,000) | (125,000) | - | - | (275,000) |
| Qard-e-Hasna paid from Operators' Sub Fund to PTF | - | - | - | - | - | (130,000) | (225,000) | (355,000) |
| Qard-e-Hasna received by PTF from Operators' Sub Fund | - | - | - | - | - | 130,000 | 225,000 | 355,000 |
| Net transfer to Shareholders' Fund | (2,155,000) | (100,000) | (140,000) | (90,000) | (170,000) | 125,000 | 160,000 | (2,370,000) |
| Balance of Statutory Fund as at January 01, 2021 | 141,859,070 | 1,783,864 | 3,432,080 | 189,995 | 22,582,478 | 136,268 | 339,273 | 170,323,028 |
| Balance of Statutory Fund as at December 31, 2021 | 136,110,885 | 1,719,934 | 3,818,581 | 72,739 | 26,514,077 | 188,475 | 508,398 | 168,933,089 |

* The corresponding impact is already included in Net change in Insurance liabilities (Net of outstanding claims)

44.2 SEGMENTAL RESULTS BY CHANNELS OF BUSINESS FOR YEAR ENDED DECEMBER 31, 2022

| | Individual Life Unit Linked | | | Accident & Health Business | Individual Family Takaful | | | Non Reportable Segments | 2022 |
|---|-----------------------------|-------------------|-------------------|----------------------------|---------------------------|------------------|-------------------|-------------------------|--------------------|
| | DSF | Banca | Total | | DSF | Banca | Total | | |
| Income | (Rupees in '000) | | | | | | | | |
| Gross premium / contribution | | | | | | | | | |
| - First Year Individual Regular Premium / Contribution | 826,578 | 3,056,645 | 3,883,223 | 18,425 | 992,065 | 1,705,037 | 2,697,102 | 234,572 | 6,833,322 |
| - Individual Renewal Premium / Contribution | 3,070,143 | 17,145,208 | 20,215,351 | 17,424 | 2,592,819 | 5,136,368 | 7,729,187 | 66,949 | 28,028,911 |
| - Individual Single Premium / Contribution | 314,615 | 48,614 | 363,229 | - | 122,307 | 19,727 | 142,034 | 102 | 505,365 |
| - Group Premium / Contribution | - | - | - | 6,885,148 | - | - | - | 5,090,631 | 11,975,779 |
| Total Gross Premium / Contribution | 4,211,336 | 20,250,467 | 24,461,803 | 6,920,997 | 3,707,191 | 6,861,132 | 10,568,323 | 5,392,254 | 47,343,377 |
| Reinsurance premium / Retakaful contribution ceded | | | | | | | | | |
| - Individual | (110,246) | (153,489) | (263,735) | - | (59,846) | (68,079) | (127,925) | - | (391,660) |
| - Group | - | - | - | (143,144) | - | - | - | (1,237,421) | (1,380,565) |
| Total Reinsurance Premium / Retakaful contribution ceded | (110,246) | (153,489) | (263,735) | (143,144) | (59,846) | (68,079) | (127,925) | (1,237,421) | (1,772,225) |
| Net Premium Revenues / Retakaful | 4,101,090 | 20,096,978 | 24,198,068 | 6,777,853 | 3,647,345 | 6,793,053 | 10,440,398 | 4,154,833 | 45,571,152 |
| Bonus unit transferred from sub fund of statutory fund | - | - | - | - | 51,184 | 93,076 | 144,260 | - | 144,260 |
| Net Investment Income * | 1,129,497 | 1,313,876 | 2,443,373 | 654,165 | 182,316 | 509,520 | 691,836 | 527,488 | 4,316,862 |
| Total Net Income | 5,230,587 | 21,410,854 | 26,641,441 | 7,432,018 | 3,880,845 | 7,395,649 | 11,276,494 | 4,682,321 | 50,032,274 |

* Investment Income is gross of "Tax on Dividend under FTR"

44.2.1 During the year 2018, when the new format of the financial statements prescribed under the Insurance Accounting Regulations, 2017 read with the Insurance Rules, 2017 became effective, the Company had sought the clarification of the Securities & Exchange Commission of Pakistan (SECP) with regard to the segment wise and channel of business wise disclosure of revenue account, for those lines of business where the Gross Written Premium (GWP), of that particular line of business was 10% or more of the aggregate GWP. The management of the Company is of the view that the segmental revenue account by statutory funds as already being disclosed was sufficient for the purpose of segmental information, further disclosure by channels of business was not necessary, and had sought the clarification of the SECP. Detailed deliberations explaining the Company's viewpoint were further exchanged through letters, discussions and videocon session with the SECP, wherein the Company presented a proposal for an alternate disclosure in the financial statements, and suggested that the prescribed disclosure may be made part of the reporting process to the SECP.

The SECP, vide their letter no. ID/MDPR/MISC/2020/703 dated January 29, 2020 have informed that they have considered the Company's proposal on the subject and agree that necessary changes in the accounting formats prescribed in the Insurance Rules, 2017 shall be initiated by them. Accordingly, the Company has presented these financial statements, the disclosure in note 44.2 above, in accordance with the alternate proposal accepted by the SECP after the deliberations.

44.2 SEGMENTAL RESULTS BY CHANNELS OF BUSINESS FOR YEAR ENDED DECEMBER 31, 2021

| | Individual Life Unit Linked | | | Accident & Health Business | Individual Family Takaful | | | Non Reportable Segments | 2021 |
|---|-----------------------------|-------------------|-------------------|----------------------------|---------------------------|------------------|-------------------|-------------------------|--------------------|
| | DSF | Banca | Total | | DSF | Banca | Total | | |
| Income | (Rupees in '000) | | | | | | | | |
| Gross premium / contribution | | | | | | | | | |
| - First Year Individual Regular Premium / Contribution | 795,056 | 2,771,918 | 3,566,974 | 30,487 | 1,500,889 | 1,669,370 | 3,170,259 | 142,647 | 6,910,367 |
| - Individual Renewal Premium / Contribution | 3,414,584 | 19,599,243 | 23,013,827 | 17,609 | 2,453,671 | 5,303,246 | 7,756,917 | 3,367 | 30,791,720 |
| - Individual Single Premium / Contribution | 262,075 | 80,204 | 342,279 | - | 350,124 | 41,520 | 391,644 | 6 | 733,929 |
| - Group Premium / Contribution | - | - | - | 6,231,607 | - | - | - | 4,687,976 | 10,919,583 |
| Total Gross Premium / Contribution | 4,471,715 | 22,451,365 | 26,923,080 | 6,279,703 | 4,304,684 | 7,014,136 | 11,318,820 | 4,833,996 | 49,355,599 |
| Reinsurance premium / Retakaful contribution ceded | | | | | | | | | |
| - Individual | (104,748) | (154,029) | (258,777) | - | (47,427) | (60,507) | (107,934) | - | (366,711) |
| - Group | - | - | - | (112,607) | - | - | - | (1,296,144) | (1,408,751) |
| Total Reinsurance Premium / Retakaful contribution ceded | (104,748) | (154,029) | (258,777) | (112,607) | (47,427) | (60,507) | (107,934) | (1,296,144) | (1,775,462) |
| Net Premium Revenues / Retakaful | 4,366,967 | 22,297,336 | 26,664,303 | 6,167,096 | 4,257,257 | 6,953,629 | 11,210,886 | 3,537,852 | 47,580,137 |
| Bonus unit transferred from sub fund of statutory fund | - | - | - | - | 102,324 | 215,342 | 317,666 | - | 317,666 |
| Net Investment Income * | 645,425 | 2,606,712 | 3,252,137 | 359,079 | 123,354 | 296,227 | 419,581 | 226,620 | 4,257,417 |
| Total Net Income | 5,012,392 | 24,904,048 | 29,916,440 | 6,526,175 | 4,482,935 | 7,465,198 | 11,948,133 | 3,764,472 | 52,155,220 |

* Investment Income is gross of "Tax on Dividend under FTR"

44.3 Segmental Statement of Financial Position As at December 31, 2022

| | Statutory Funds | Shareholders Fund | Total |
|-------------------------------------|--------------------|----------------------|--------------------|
| ------(Rupees in '000)----- | | | |
| Property and equipment | - | 3,676,374 | 3,676,374 |
| Intangible assets | - | 134,655 | 134,655 |
| Right-of-use assets | - | 843,430 | 843,430 |
| Investments in an associate | - | 218,341 | 218,341 |
| Investments | | | |
| Equity securities | 28,530,882 | 81,787 | 28,612,669 |
| Government securities | 116,320,610 | 6,160,948 | 122,481,558 |
| Debt Securities | 7,639,519 | - | 7,639,519 |
| Term deposits | 7,900,000 | - | 7,900,000 |
| Open-ended mutual funds | 6,451,075 | - | 6,451,075 |
| Insurance / reinsurance receivables | 2,199,923 | - | 2,199,923 |
| Derivative financial instrument | - | 58,909 | 58,909 |
| Other loans and receivables | 2,627,435 | 174,097 | 2,801,532 |
| Taxation - payments less provision | - | 453,790 | 453,790 |
| Retirement benefit prepayment | - | 82,621 | 82,621 |
| Prepayments | 23,837 | 104,975 | 128,812 |
| Cash and Bank | 4,016,720 | 152,703 | 4,169,423 |
| Total Assets | 175,710,001 | 12,142,630 | 187,852,631 |
| Liabilities | | | |
| Insurance liabilities | 163,708,769 | - | 163,708,769 |
| Borrowing | - | 625,000 | 625,000 |
| Lease liabilities | - | 1,035,546 | 1,035,546 |
| Premium received in advance | 1,553,379 | - | 1,553,379 |
| Insurance / reinsurance payables | 31,217 | - | 31,217 |
| Other creditors and accruals | 2,783,902 | 1,781,207 | 4,565,109 |
| Financial charges payable | - | 14,237 | 14,237 |
| Deferred taxation | - | 1,646,061 | 1,646,061 |
| Unpaid dividend | - | 693,167 | 693,167 |
| Unclaimed dividend | - | 38,690 | 38,690 |
| Total Liabilities | 168,077,267 | 5,833,908 | 173,911,175 |

**Segmental Statement of Financial Position
As at December 31, 2021**

| | Statutory Funds | Shareholders Fund | Total |
|-------------------------------------|--------------------|----------------------|--------------------|
| ------(Rupees in '000)----- | | | |
| Property and equipment | - | 3,786,877 | 3,786,877 |
| Intangible assets | - | 182,501 | 182,501 |
| Right-of-use assets | - | 821,407 | 821,407 |
| Investment in an associates | - | 174,198 | 174,198 |
| Investments | | | |
| Equity securities | 64,431,316 | 143,334 | 64,574,650 |
| Government securities | 75,498,387 | 5,229,760 | 80,728,147 |
| Debt securities | 6,899,809 | - | 6,899,809 |
| Term deposits | 21,350,000 | - | 21,350,000 |
| Open-ended mutual funds | 4,425,295 | - | 4,425,295 |
| Insurance / reinsurance receivables | 1,868,797 | - | 1,868,797 |
| Derivative financial instrument | - | 43,326 | 43,326 |
| Other loans and receivables | 2,013,309 | 149,103 | 2,162,412 |
| Taxation - payments less provision | - | 348,763 | 348,763 |
| Retirement benefit prepayment | - | - | - |
| Prepayments | 32,046 | 73,971 | 106,017 |
| Cash and Bank | 2,962,344 | 117,381 | 3,079,725 |
| Total Assets | 179,481,303 | 11,070,621 | 190,551,924 |
| Liabilities | | | |
| Insurance liabilities | 168,762,520 | - | 168,762,520 |
| Borrowing | - | 875,000 | 875,000 |
| Lease liabilities | - | 1,041,893 | 1,041,893 |
| Premium received in advance | 1,091,677 | - | 1,091,677 |
| Insurance / reinsurance payables | 2,145 | - | 2,145 |
| Other creditors and accruals | 2,803,579 | 1,307,132 | 4,110,711 |
| Financial charges payable | - | 11,423 | 11,423 |
| Retirement benefit obligation | 6,662 | 4,012 | 10,674 |
| Deferred taxation | - | 1,361,762 | 1,361,762 |
| Unpaid dividend | - | 161,424 | 161,424 |
| Unclaimed dividend | - | 54,063 | 54,063 |
| Total Liabilities | 172,666,583 | 4,816,709 | 177,483,292 |

45 MOVEMENT IN INVESTMENTS

| | Held to maturity | Available-for-sale | At fair value through profit or loss | Total |
|--|-------------------|--------------------|--------------------------------------|--------------------|
| ----- (Rupees in '000) ----- | | | | |
| At beginning of previous year | 14,459,980 | 19,005,575 | 142,155,916 | 175,621,471 |
| Additions | 78,150,000 | 70,463,365 | 312,873,948 | 461,487,313 |
| Disposals (sale and redemptions) | (71,250,000) | (68,149,210) | (314,383,688) | (453,782,898) |
| Amortisation of discount | 6 | 1,098,304 | 1,903,530 | 3,001,840 |
| Fair value net losses | - | (648,246) | (8,100,057) | (8,748,303) |
| Reversal of Impairment / Impairment (losses) | - | 215,102 | - | 215,102 |
| Impairment losses | - | 229,376 | (46,000) | 183,376 |
| At beginning of current year | 21,359,986 | 22,214,266 | 134,403,649 | 177,977,901 |
| Additions | 87,645,888 | 100,516,247 | 340,778,652 | 528,940,787 |
| Disposals (sale and redemptions) | (95,750,000) | (102,240,108) | (330,607,185) | (528,597,293) |
| Amortisation of discount | 83,710 | 2,406,658 | 7,013,918 | 9,504,286 |
| Fair value net losses | - | (392,113) | (14,275,396) | (14,667,509) |
| Reversal of Impairment / Impairment (losses) | - | (73,351) | - | (73,351) |
| At end of current year | 13,339,584 | 22,431,599 | 137,313,638 | 173,084,821 |

46 MANAGEMENT OF INSURANCE RISK AND FINANCIAL RISK

46.1 Insurance Risk

46.1.1 Individual life unit linked

The risk underwritten is mainly death and sometimes disability and / or critical illness. The risk of death and disability will vary from region to region. The Company may get exposed to poor risks due to unexpected experience in terms of claim severity or frequency. This can be a result of anti-selection, fraudulent claims, a catastrophe or poor persistency. The Company may also face the risk of poor investment return, inflation of business expenses and liquidity issues on monies invested in the fund. The Company faces the risk of under-pricing particularly due to the fact that these contracts are long term. Additionally, the risk of poor persistency may result in the Company being unable to recover expenses incurred at policy acquisition.

The Company manages these risks through its underwriting, reinsurance, claims handling policy and other related controls. The Company has a well defined medical under-writing policy and avoids selling policies to high risk individuals. This puts a check on anti-selection. Profit testing is conducted on an annual basis to ensure reasonableness of premiums charged. Reinsurance contracts have been purchased by the Company to limit the maximum exposure on any one policyholder. The Company has a good spread of business throughout the country thereby ensuring diversification of geographical risks. To avoid poor persistency the Company applies quality controls on the standard of service provided to policyholders and has placed checks to curb mis-selling and improvement in standard of service provided to the policyholders. For this, a regular branch wise monitoring of lapsation rates is conducted. On the claims handling side, the Company has procedures in place to ensure that payment of any fraudulent claims is avoided. For this, Claims Committee with variable materiality limits review all claims for verification and specific and detailed investigation of all apparently doubtful claims (particularly of high amounts) is conducted. The Company maintains adequate liquidity in each unit fund to cater for potentially sudden and high cash requirement. The Company reserves the right to review the charges deductible under the contracts, thus limiting the risk of under-pricing.

a) Frequency and severity of claims

Concentration of risk is not a factor of concern due to spread of risks across various parts of the country.

However, undue concentration by amounts could have an impact on the severity of benefit payments on a portfolio basis.

The Company charges for mortality risk on a monthly basis for all insurance contracts without a fixed term. It has the right to alter these charges based on its mortality experience and hence minimises its exposure to mortality risk. Delays in implementing increases in charges and market or regulatory restraints over the extent of the increases may reduce its mitigating effect. The Company manages these risks through its underwriting strategy and reinsurance arrangements.

The table below presents the concentration of insured benefits across five bands of insured benefits per individual life assured. The benefit insured figures are shown gross and net of the reinsurance contracts described above. At year-end, none of these insurance contracts had triggered a recovery under the reinsurance held by the Company.

The amounts presented are showing total exposure of the Company including exposure in respect of riders attached to the main policies.

Benefits assured per life

| Rupees | Assured at the end of 2022 Total benefits assured | | | |
|-----------------------|--|-------------|--------------------|-------------|
| | Before reinsurance | | After reinsurance | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | 63,480,209 | 21.46% | 62,372,773 | 29.27% |
| 500,001 - 1,000,000 | 70,913,307 | 23.97% | 66,069,845 | 31.00% |
| 1,000,001 - 1,500,000 | 41,487,892 | 14.02% | 32,894,495 | 15.44% |
| 1,500,001 - 2,000,000 | 25,558,181 | 8.64% | 16,503,643 | 7.74% |
| More than 2,000,000 | 94,405,898 | 31.91% | 35,257,688 | 16.55% |
| Total | 295,845,487 | 100% | 213,098,444 | 100% |

| Rupees | Assured at the end of 2021 Total benefits assured | | | |
|-----------------------|--|-------------|--------------------|-------------|
| | Before reinsurance | | After reinsurance | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | 70,667,671 | 21.39% | 69,376,140 | 28.63% |
| 500,001 - 1,000,000 | 80,947,844 | 24.50% | 75,328,293 | 31.10% |
| 1,000,001 - 1,500,000 | 47,680,242 | 14.43% | 37,591,172 | 15.51% |
| 1,500,001 - 2,000,000 | 30,346,016 | 9.18% | 19,726,277 | 8.14% |
| More than 2,000,000 | 100,763,069 | 30.50% | 40,269,208 | 16.62% |
| Total | 330,404,842 | 100% | 242,291,090 | 100% |

b) Source of uncertainty in the estimate of future benefits payments and premium receipts

Uncertainty in the estimation of future benefit payments and premium receipts for long-term unit linked insurance contracts arises from the unpredictability of long-term changes in overall levels of mortality and variability in policyholder's behaviour.

Factors impacting future benefit payments and premium receipts are as follows:

- Mortality: The Company assumes the expected mortality at 80% of LIC (94-96) since the current experience for this line of business is not credible.
- Persistency: The Company conducts a periodic analysis on recent and historic experience and persistency is calculated by applying statistical methods. Persistency rates vary by products and more importantly the sales distribution channel. An allowance is then made for any trend in the data to arrive at best estimate of future persistency rates for each sales distribution channel.

c) Process used to decide on assumptions

For long-term unit linked insurance contracts, assumptions are made in two stages. At inception of the contract, the Company determines assumptions on future mortality, persistency, administrative expenses and investment returns. At regular intervals, profit testing is conducted on main policies. Assumptions used for profit testing of the main policies are as follows:

- Mortality: The expected mortality is assumed at 80% of LIC (94-96) since the current experience for this line of business is not credible.
- Persistency: A periodic analysis of the Company's recent and historic experience is performed and persistency is calculated by applying statistical methods. Persistency rates vary by products and more importantly the sales distribution channel. An allowance is then made for any trend in the data to arrive at best estimate of future persistency rates for each sales distribution channel.
- Expense levels and inflation: A periodic study is conducted on the Company's current business expenses and future projections to calculate per policy expenses. Expense inflation is assumed in line with assumed investment return.
- Investment returns: The investment returns are based on the historic performance of the fund.

d) Changes in assumptions

The valuation as at December 31, 2022 contains changes in reserving basis. Reserving basis have been revised which has resulted in a decrease in net reserves of Rs. 8.26 million with a corresponding increase in total profit or loss.

e) Sensitivity analysis

The table below indicates the level of the respective variable that will trigger an adjustment and then indicates the liability adjustment required as a result of a further deterioration in the variable:

| Variables | Trigger Level | Change in variable | Increase in liability 2022 | Increase in liability 2021 |
|--|---------------|--------------------|-----------------------------|----------------------------|
| | | | ------(Rupees in '000)----- | |
| Worsening of Mortality rates for risk policies | 292% | +10% p.a. | 133,200 | 130,900 |
| Worsening of persistency rates for long term individual policies * | - | - | - | - |
| Increase in expense levels and inflation | 212% | +10% p.a. | 86,100 | 95,600 |
| Decrease in investment returns * | - | - | - | - |

* Due to sufficient margins, liability adequacy test does not trigger at any value.

The above analyses are based on a change in an assumption while holding all other assumptions constant. In practice, this is unlikely to occur, and changes in some of the assumptions may be correlated – for example, change in interest rate and change in market values; and change in lapses and future mortality.

46.1.2 Conventional business

46.1.2.1 Individual life conventional business

The risk underwritten, i.e. the risk of death and critical illness will vary from region to region. The Company may be exposed to the risk of unexpected claim severity or frequency. This can be as a result of anti-selection and fraudulent claims. The Company also faces a risk of under-pricing due to long-term nature of the contract.

The Company manages these risks through its underwriting, reinsurance, claims handling policy and other related controls. The Company has a well defined medical under-writing policy and avoids selling policies to high risk individuals, while critical illness policies are rarely offered with effective screening of pre-existing conditions. This puts a check on anti-selection. Profit testing is conducted on an annual basis to ensure adequacy of premiums charged. Reinsurance contracts have been purchased by the Company to limit the maximum exposure of any policyholder. The Company has a good spread of business throughout the country thereby ensuring diversification of geographical risks. On the claims handling side, the Company ensures that payment of any fraudulent claims is avoided. For this, a claims committee reviews all large claims for verification and conducts detailed investigation of all apparently doubtful claims.

a) Frequency and severity of claims

The Company measures concentration of risk in terms of exposure by geographical area and by its exposure to catastrophic events. Concentration of risk arising from geographical area is not a factor of concern due to spread of risks across various parts of the country. To mitigate risk accumulation resulting from catastrophic events, the Company maintains a catastrophe excess of loss reinsurance cover which ensures that the Company's liability in respect of catastrophic events remains within reasonable limits.

The table below presents the concentration of insured benefits across five bands of insured benefits per individual life assured. The benefit insured figures are shown gross and net of the reinsurance contracts described above. At year-end, none of these insurance contracts had triggered a recovery under the reinsurance held by the Company.

The amounts presented are showing total exposure of the Company including exposure in respect of riders attached to the main policies.

Benefits assured per life

| Rupees | Assured at the end of 2022 Total benefits assured | | | |
|-----------------------|--|---------------|-------------------|---------------|
| | Before reinsurance | | After reinsurance | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | 881,218 | 13.79% | 866,337 | 16.36% |
| 500,001 - 1,000,000 | 1,427,118 | 22.33% | 1,409,300 | 26.62% |
| 1,000,001 - 1,500,000 | 1,160,000 | 18.15% | 1,141,997 | 21.57% |
| 1,500,001 - 2,000,000 | 514,008 | 8.03% | 469,035 | 8.86% |
| More than 2,000,000 | 2,410,026 | 37.70% | 1,407,632 | 26.59% |
| Total | 6,392,370 | 100% | 5,294,301 | 100% |

| Rupees | Assured at the end of 2021 Total benefits assured | | | |
|-----------------------|--|-------------|-------------------|-------------|
| | Before reinsurance | | After reinsurance | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | 608,332 | 19.35% | 483,636 | 19.19% |
| 500,001 - 1,000,000 | 596,829 | 18.98% | 583,497 | 23.16% |
| 1,000,001 - 1,500,000 | 480,289 | 15.27% | 464,755 | 18.44% |
| 1,500,001 - 2,000,000 | 209,829 | 6.67% | 193,997 | 7.70% |
| More than 2,000,000 | 1,249,325 | 39.73% | 794,038 | 31.51% |
| Total | 3,144,604 | 100% | 2,519,923 | 100% |

b) Sources of uncertainty in the estimation of future benefit payments and premium receipts

Uncertainty in the estimation of future benefit payments and premium receipts for long-term conventional insurance contracts arises from the unpredictability of long-term changes in overall levels of mortality and critical illness incidence rates.

Mortality rates are assumed as EFU (61-66). Critical Illness (CI) incidence rates are taken as a percentage of reinsurer's risk premium rate.

c) Process used to decide on assumptions

For long-term conventional insurance contracts, the Company determines assumptions on future mortality and morbidity. At regular intervals, tests are conducted on main policies.

Assumptions used to profit test the main policies are as follows:

Mortality rates are assumed as EFU (61-66). Critical Illness (CI) incidence rates are taken as a percentage of reinsurer's risk premium rate.

d) Changes in assumptions

The valuation as at December 31, 2022 contains no changes in reserving basis.

e) Sensitivity analysis

The overall liability for this business stands at less than 2% of the total policyholder liability held in the fund. Due to its immateriality, sensitivity analysis has not been conducted.

46.1.2.2 Group Life

The main risk written by the Company is mortality. The Company may be exposed to the risk of unexpected claim severity or frequency. This can be a result of writing business with higher than expected mortality (such as mining or other hazardous industries), writing high cover amounts without adequate underwriting, difficulty of verification of claims, fraudulent claims or a catastrophe. The Company also faces risk such as that of underpricing to acquire business in a competitive environment and of non-receipt of premium in due time. There also exists a potential risk of asset liability term mismatch due to liabilities being very short term in nature.

The Company manages these risks through underwriting, reinsurance, effective claims handling and other related controls. The Company has a well defined medical underwriting policy and avoids writing business for groups with overly hazardous exposure. Pricing is done in line with the actual experience of the Company. The premium charged takes into account the actual experience of the client and the nature of mortality exposure the group faces. The rates are certified by the appointed actuary for large groups. The Company also maintains an MIS to track the adequacy of the premium charged. Reinsurance contracts have been purchased by the Company to limit the maximum exposure of any life. The Company also has a catastrophe excess of loss cover with respect to group life. The intent of the cover is to limit the liability of the Company in a single happening that results in multiple claims. At the same time, due caution is applied in writing business in areas of high probability of terrorism. The Company ensures writing business with good geographical spread and tries to maintain a controlled exposure to large groups which generally have poor exposure. Writing business of known hazardous groups is also avoided. On the claims handling side, the Company ensures that payment of any fraudulent claims is avoided. For this, a claims committee reviews all large claims for verification. Strict monitoring is in place at the Board of Directors level in order to keep the outstanding balances of premium at a minimum, especially the ones that are due for more than 90 days. The bulk of the assets held against liabilities of this line of business have a short duration, thus mitigating the risk of asset value deterioration.

a) Frequency and severity of claims

The Company measures concentration of risk by its exposure to catastrophic events. Concentration of risk arising from geographical area is not a factor of concern due to spread of risks across various parts of the country. To mitigate risk accumulation resulting from catastrophic events, the Company maintains a catastrophe excess of loss reinsurance cover which ensures that the Company's liability in respect of catastrophic events remains within reasonable limits.

The following table presents the concentration of insured benefits across five bands of insured benefits per individual life assured. The benefit insured figures are shown gross and net of the reinsurance contracts described above. At year-end, none of these insurance contracts had triggered a recovery under the reinsurance held by the Company.

The amounts presented are showing total exposure of the Company including exposure in respect of riders attached to the main policies.

Benefits assured per life

| Rupees | Assured at the end of 2022 Total benefits assured | | | |
|-----------------------|--|-------------|--------------------|-------------|
| | Before reinsurance | | After reinsurance | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | 263,494,201 | 17.15% | 131,709,802 | 16.04% |
| 500,001 - 1,000,000 | 185,853,021 | 12.10% | 92,346,322 | 11.26% |
| 1,000,001 - 1,500,000 | 129,560,434 | 8.43% | 64,292,346 | 7.84% |
| 1,500,001 - 2,000,000 | 63,389,218 | 4.13% | 30,979,130 | 3.78% |
| More than 2,000,000 | 893,999,495 | 58.19% | 501,092,800 | 61.08% |
| Total | 1,536,296,369 | 100% | 820,420,400 | 100% |

| Rupees | Assured at the end of 2021 Total benefits assured | | | |
|-----------------------|--|-------------|--------------------|-------------|
| | Before reinsurance | | After reinsurance | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | 315,903,984 | 18.21% | 157,890,166 | 22.98% |
| 500,001 - 1,000,000 | 200,524,418 | 11.56% | 99,312,936 | 14.46% |
| 1,000,001 - 1,500,000 | 164,705,862 | 9.49% | 81,604,961 | 11.88% |
| 1,500,001 - 2,000,000 | 69,339,832 | 4.00% | 33,250,554 | 4.84% |
| More than 2,000,000 | 984,234,908 | 56.74% | 314,912,958 | 45.84% |
| Total | 1,734,709,004 | 100% | 686,971,575 | 100% |

b) Sources of uncertainty in the estimation of future benefits payments and premium receipts"

Other than conducting a liability adequacy for Unexpired Risk Reserves (URR), there is no need to estimate mortality for future years because of the short duration of the contracts.

c) Process used to decide on assumptions

An investigation into group's experience over the last ten years was performed, and statistical methods are used to adjust the rates to a best estimate of mortality. For this purpose, the crude rates were adjusted to reflect the slope in mortality as per India's mortality table of LIC (94-96). Where data is sufficient to be statistically credible, the statistics generated by the data is assigned appropriate credibility factors to account for the group's experience.

d) Changes in assumptions

The valuation as at December 31, 2022 contains no changes in reserving basis.

e) Sensitivity analysis

The table below shows the level of respective variation in liabilities for change in each assumption while holding all other assumptions constant.

| Variables | Change in variable | Increase in liability 2022 | Increase in liability 2021 |
|--|--------------------|-----------------------------|----------------------------|
| | | ------(Rupees in '000)----- | |
| Worsening of mortality rates for risk policies | +10% p.a. | 8,278 | 10,279 |
| Increase in reporting lag | +10% p.a. | 8,278 | 10,279 |

46.1.2.3 Accident & Health

The main risk written by the Company is morbidity. The Company may be exposed to the risk of unexpected claim severity or frequency. This can be a result of high exposure in a particular geographical area (Micro-Insurance in Northern Areas), medical expense inflation, fraudulent claims and catastrophic event. The Company potentially faces the risk of lack of adequate claims control (such as for very large groups). The Company also faces a risk of under-pricing to acquire business in a competitive environment and of non-receipt of premium in due time.

The Company manages these risks through its underwriting, reinsurance, claims handling policy and other related controls. The Company has a well defined medical under-writing policy and avoids writing business for groups with potentially high health related risk exposure such as Government Schemes. Any pre-existing conditions are screened at this stage. Pricing is done as per actual experience of the Company's portfolio. The premium charged takes into account the actual experience of the client and an MIS is maintained to track the adequacy of the premium charged. The Company has pre-determined charges for certain illnesses with its panel hospitals, and to keep a check on medical inflation, it continues to negotiate these rates.

The portfolio has a spread across various geographical regions. On the claims handling side, the Company ensures that payment of any fraudulent claims is avoided. For this, the claims are reviewed and managed by technical staff and doctors while an on-site monitoring and checking is performed. Strict monitoring is in place at the Board of Directors level in order to keep the outstanding balances of premium at a minimum, especially the ones that are due for more than 90 days.

a) Frequency and severity of claims

Company measures risk accumulation in terms of potentially high exposure concentration in a particular geographical area (such as micro insurance policy in Northern Areas).

The table below presents the concentration of insured benefits across five bands of insured benefits per individual life assured. The benefit insured figures are shown gross and net of the reinsurance contracts described above.

The amounts presented are showing total exposure of the Company including exposure in respect of riders attached to the main policies.

Benefits assured per life

| Rupees | Assured at the end of 2022 | | | |
|-----------------------|----------------------------|-------------|--------------------|-------------|
| | Total benefits assured | | | |
| | Before reinsurance | | After reinsurance | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | 283,769,408 | 66.88% | 281,269,320 | 67.35% |
| 500,001 - 1,000,000 | 104,991,709 | 24.74% | 101,495,452 | 24.31% |
| 1,000,001 - 1,500,000 | 25,882,943 | 6.10% | 25,225,814 | 6.04% |
| 1,500,001 - 2,000,000 | 3,385,239 | 0.80% | 3,341,416 | 0.80% |
| More than 2,000,000 | 6,275,561 | 1.48% | 6,256,470 | 1.50% |
| Total | 424,304,860 | 100% | 417,588,472 | 100% |

| Rupees | Assured at the end of 2021 Total benefits assured | | | |
|-----------------------|--|----------------|--------------------|----------------|
| | Before reinsurance | | After reinsurance | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | 260,218,340 | 68.55% | 257,838,814 | 68.92% |
| 500,001 - 1,000,000 | 90,994,880 | 23.97% | 88,205,011 | 23.57% |
| 1,000,001 - 1,500,000 | 22,128,449 | 5.83% | 21,908,157 | 5.85% |
| 1,500,001 - 2,000,000 | 4,135,875 | 1.09% | 4,124,852 | 1.10% |
| More than 2,000,000 | 2,112,308 | 0.56% | 2,107,808 | 0.56% |
| Total | 379,589,852 | 100.00% | 374,184,642 | 100.00% |

b) Sources of uncertainty in the estimation of future benefit payments and premium receipts

Other than conducting a liability adequacy for Unexpired Risk Reserves (URR), there is no need to estimate morbidity for future years because of the short duration of the contracts.

c) Process used to decide on assumptions

An investigation into group's experience is performed periodically, and statistical methods are used to adjust the rates to a best estimate of morbidity. For this purpose, the experience is adjusted as per the international experience studies such as HIPE. Where data is sufficient to be statistically credible, the statistics generated by the data are assigned appropriate credibility factors to account for the group's experience.

d) Changes in assumptions

The valuation as at December 31, 2022 contains changes in reserving basis. The change in actuarial assumption have increased reserves by Rs 9.5 million in amounts with corresponding impact on profits.

e) Sensitivity analysis

The table below shows the level of respective variation in liabilities for change in each assumption while holding all other assumptions constant.

| Variables | Change in variable | Increase in liability 2022 | Increase in liability 2021 |
|--|--------------------|-----------------------------|----------------------------|
| | | ------(Rupees in '000)----- | |
| Worsening of morbidity rates for risk policies | +10% p.a. | 46,000 | 48,400 |
| Increase in reporting lag | +10% p.a. | 46,000 | 48,400 |

46.1.2.4 Overseas group life and health business

a) Frequency and severity of claims

The Company measures concentration of risk in terms of its exposure to catastrophic events. As the portfolio for this line of business is relatively small, concentration of risk arising from geographical area is a source of concern. To mitigate this risk Company maintains reinsurance which ensures that the Company's liability in respect of concentration of risk remains within reasonable limits.

The following table presents the concentration of insured benefits across five bands of insured benefits per individual life assured. The benefit insured figures are shown gross of the reinsurance contracts described above. Since the Company maintained a 100% reinsurance, benefits insured net of the reinsurance contracts are practically Nil.

The amounts presented are showing total exposure of the Company including exposure in respect of riders attached to the main policies.

Benefits assured per life

| Rupees | Assured at the end of 2022 Total benefits assured | | | |
|-----------------------|--|-------|-------------------|-------|
| | Before reinsurance | | After reinsurance | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | - | 0.00% | - | 0.00% |
| 500,001 - 1,000,000 | - | 0.00% | - | 0.00% |
| 1,000,001 - 1,500,000 | - | 0.00% | - | 0.00% |
| 1,500,001 - 2,000,000 | - | 0.00% | - | 0.00% |
| More than 2,000,000 | - | 0.00% | - | 0.00% |
| Total | - | - | - | - |

| Rupees | Assured at the end of 2021 Total benefits assured | | | |
|-----------------------|--|-------|-------------------|-------|
| | Before reinsurance | | After reinsurance | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | - | 0.00% | - | 0.00% |
| 500,001 - 1,000,000 | - | 0.00% | - | 0.00% |
| 1,000,001 - 1,500,000 | - | 0.00% | - | 0.00% |
| 1,500,001 - 2,000,000 | - | 0.00% | - | 0.00% |
| More than 2,000,000 | - | 0.00% | - | 0.00% |
| Total | - | - | - | - |

46.1.2.5 MANAGEMENT OF TAKAFUL RISK AND FINANCIAL RISK

The Company is responsible for managing contracts that result in the transfer of Takaful and Financial Risk from the Participant to the respective PTF. This section summarizes the risks and the way the Company manages them, as part of the Company's Window Takaful Operations.

Takaful Risk

The PTF issues Takaful contracts that are classified in the following segments:

- Individual Family Takaful
- Group Family Takaful
- Accident and Health Family Takaful

Individual Family Takaful

The risk covered is mainly death and sometimes disability and / or critical illness. The risk of death and disability will vary from region to region. The PTF may get exposed to poor risks due to unexpected experience in terms of claim severity or frequency. This can be a result of anti-selection, fraudulent claims, a catastrophe or poor persistency. The PTF may also face the risk of poor investment return, and liquidity issues on monies invested in the fund.

The PTF faces the risk of inadequacy of the Mortality Charge (Takaful Contribution) particularly due to the fact that these contracts are long term. Additionally, the risk of poor persistency can lead to an impact on the size of the PTF. A larger PTF may allow for a greater degree of cross subsidization of Mortality Risk, increasing the probability of convergence between actual and expected Mortality experience.

The Company manages these risks through its underwriting, retakaful, claims handling policy and other related controls. The Company has a well defined medical under-writing policy and avoids issuing cover to high risk individuals. This puts a check on anti-selection. Profit testing is conducted on an annual basis to ensure reasonableness of Takaful Contributions charged for risk underwritten by the PTF. Retakaful contracts have been purchased by the Company to limit the maximum exposure on any one participant.

The Company has a good spread of business throughout the country thereby ensuring diversification of geographical risks. To avoid poor persistency, the Company applies quality controls on the standard of service provided to Participants of the PTF and has placed checks to curb mis-selling and improvement in the standard of customer service. For this, a regular branch wise monitoring of lapsation rates is conducted.

On the claims handling side, the Company has procedures in place to ensure that payment of any fraudulent claims is avoided. For this, a Claims Committee with variable materiality limits review all claims for verification and specific and detailed investigation of all apparently doubtful claims (particularly of high amounts) is conducted. The Company maintains adequate liquidity in assets underlying the PTF to accommodate claims from Participants. The Company reserves the right to review the Takaful Contributions deductible under the contracts, thus limiting the risk of under-pricing.

a) Frequency and severity of claims

The Company has not had a concern from the concentration of risk because of the ability to spread risks across various parts of the country. The Company issues Takaful Contracts through a large network of its own branches and branches belonging to partner banks in Bancassurance. This ascertains a spread of geographical risk. However, a risk of concentration of risk on any one Participant of the PTF still exists. The Company caters to this risk by entering into suitable Retakaful arrangements.

The Company charges for mortality risk (credited to the PTF) on a monthly basis for all Takaful contracts without a fixed term. It has the right to alter these charges (on behalf of the PTF) based on the PTF's mortality experience. This minimises the PTF's exposure to mortality risk. Delays in implementing increases in charges and market or regulatory restraints over the extent of the increases may reduce this mitigating effect. The Company manages these risks through the underwriting strategy and retakaful arrangements used for the PTF.

The table below presents the concentration of covered benefits across five bands of benefits covered per Participant. The benefit covered figures are shown gross and net of the retakaful contracts described above.

The amounts presented are showing total exposure of the PTF including exposure in respect of riders attached to the main policies.

Benefits covered participants

| Rupees | Assured at the end of 2022 Total benefits covered | | | |
|-----------------------|--|-------------|--------------------|-------------|
| | Before retakaful | | After retakaful | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | 22,467,316 | 15.37% | 22,178,161 | 22.16% |
| 500,001 - 1,000,000 | 29,602,574 | 20.25% | 28,181,943 | 28.15% |
| 1,000,001 - 1,500,000 | 21,432,705 | 14.66% | 17,714,339 | 17.70% |
| 1,500,001 - 2,000,000 | 14,519,540 | 9.93% | 9,321,508 | 9.31% |
| More than 2,000,000 | 58,177,847 | 39.79% | 22,702,538 | 22.68% |
| Total | 146,199,982 | 100% | 100,098,489 | 100% |

| Rupees | Assured at the end of 2021 Total benefits covered | | | |
|-----------------------|--|-------------|--------------------|-------------|
| | Before retakaful | | After retakaful | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | 22,846,710 | 15.26% | 22,669,452 | 22.05% |
| 500,001 - 1,000,000 | 30,359,567 | 20.28% | 29,404,176 | 28.58% |
| 1,000,001 - 1,500,000 | 20,015,570 | 13.37% | 16,608,189 | 16.14% |
| 1,500,001 - 2,000,000 | 14,931,511 | 9.98% | 10,218,255 | 9.93% |
| More than 2,000,000 | 61,528,691 | 41.11% | 23,972,977 | 23.30% |
| Total | 149,682,049 | 100% | 102,873,049 | 100% |

b) Source of uncertainty in the estimate of future benefits payments and contributions receipts

Uncertainty in the estimation of future benefit payments and contribution receipts for long-term unit linked takaful contracts arises from the unpredictability of long-term changes in overall levels of mortality and variability in participant's behaviour.

Factors impacting future benefit payments and contribution receipts are as follows:

- Mortality: The Company assumes the expected mortality at 80% of LIC (94-96) since the current claims experience for this line of business is too limited to be credible.
- Persistency: The Company conducts a periodic analysis on recent and historic experience and persistency is calculated by applying statistical methods. Persistency rates vary by products and more importantly the sales distribution channel. An allowance is then made for any trend in the data to arrive at best estimate of future persistency rates for each sales distribution channel.

c) Process used to decide on assumptions

For long-term unit linked takaful contracts, assumptions are made in two stages. At inception of the contract, the Company determines assumptions on future mortality, persistency, administrative expenses and investment returns. At regular intervals, profit testing is conducted on flagship products. Assumptions used for profit testing of the flagship products are as follows:

- Mortality: The expected mortality is assumed at 80% of LIC (94-96) since the current claims experience for this line of business is too limited to be credible.
- Persistency: A periodic analysis of the Company's recent and historic experience is performed and persistency is calculated by applying statistical methods. Persistency rates vary by products and more importantly the sales distribution channel. An allowance is then made for any trend in the data to arrive at best estimate of future persistency rates for each sales distribution channel.
- Expense levels and inflation: A periodic study is conducted on the Company's current business expenses and future projections to calculate per policy expenses. Expense inflation is assumed in line with assumed investment return.
- Investment returns: The investment returns are based on anticipated future performance of the fund.

d) Changes in assumptions

The valuation as at December 31, 2022 includes a change in reserving basis. Reserving basis have been revised for Participant Takaful Fund which has resulted in an increase in net reserves of Rs. 9.85 million with a corresponding decrease in total profit. Similarly, basis have been revised for Operator's Fund which has resulted in an increase in net reserves of Rs. 1.55 million with a corresponding decrease in total profit. Overall, total profit has decreased by Rs. 11.40 million in IL takaful due to change of reserving basis.

e) Sensitivity analysis

The experience of the fund is not adequate enough to perform sensitivity analysis.

Group Family Takaful

The main exposure of the PTF is to mortality risk. The PTF may be exposed to the risk of unexpected claim severity or frequency. This can be a result of writing business with higher than expected mortality (such as mining or other hazardous industries), writing high cover amounts without adequate underwriting, difficulty of verification of claims, fraudulent claims or a catastrophe. The PTF also faces risk such as that of underpricing to acquire business in a competitive environment and of non-receipt of takaful contributions due to policy lapsations. There also exists a potential risk of asset liability term mismatch due to liabilities being very short term in nature.

The Company manages these risks through underwriting, retakaful, effective claims handling and other related controls. The Company has a well defined medical under-writing policy and avoids writing business for groups with overly hazardous exposure. Pricing is done in line with the actual experience of the PTF. The premium charged takes into account the actual experience of the client and the nature of mortality exposure the group faces. The rates are certified by the appointed actuary for large groups. The Company also maintains an MIS to track the adequacy of the takaful contribution charged. Retakaful contracts have been purchased by the Company to limit the maximum mortality exposure of the PTF. The Company is also contemplating a catastrophe excess of loss cover for the Group Family Takaful Business. The intent of the cover is to limit the liability of the PTF in a single happening that results in multiple claims. At the same time, due caution is applied in writing business in areas of high probability of terrorism. The Company ensures writing business with good geographical spread and tries to maintain a controlled exposure to large groups which generally have poor exposure. Writing business of known hazardous groups is also avoided. On the claims handling side, the Company ensures that payment of any fraudulent claims is avoided. For this, a claims committee reviews all large claims for verification. Strict monitoring is in place at the Board of Directors level in order to keep the outstanding balances of premium at a minimum, especially the ones that are due for more than 90 days.

a) Frequency and severity of claims

The Company measures concentration of risk by the PTF's exposure to catastrophic events. Concentration of risk arising from geographical area is not a factor of concern due to spread of risks across various parts of the country. To mitigate risk accumulation resulting from catastrophic events, the Company is considering a catastrophe excess of loss retakaful cover which ensures that the PTF's liability in respect of catastrophic events remains within reasonable limits.

The following table presents the concentration of covered benefits across five bands of covered benefits per individual life covered. The benefit covered figures are shown gross and net of the retakaful contracts described above.

The amounts presented are showing total exposure of the PTF including exposure in respect of riders attached to the main policies.

Benefits covered per participants

| Rupees | Assured at the end of 2022 Total benefits covered | | | |
|-----------------------|--|-------------|-------------------|-------------|
| | Before retakaful | | After retakaful | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | 26,191,532 | 12.38% | 13,095,766 | 16.26% |
| 500,001 - 1,000,000 | 35,466,166 | 16.77% | 17,733,458 | 22.01% |
| 1,000,001 - 1,500,000 | 19,231,929 | 9.09% | 9,615,965 | 11.93% |
| 1,500,001 - 2,000,000 | 15,703,042 | 7.42% | 7,851,521 | 9.74% |
| More than 2,000,000 | 114,908,541 | 54.34% | 32,273,670 | 40.06% |
| Total | 211,501,210 | 100% | 80,570,380 | 100% |

| Rupees | Assured at the end of 2021 Total benefits covered | | | |
|-----------------------|--|-------------|-------------------|-------------|
| | Before retakaful | | After retakaful | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | 24,211,762 | 9.88% | 12,105,881 | 13.15% |
| 500,001 - 1,000,000 | 31,839,146 | 12.99% | 15,919,573 | 17.29% |
| 1,000,001 - 1,500,000 | 31,789,843 | 12.97% | 15,894,921 | 17.27% |
| 1,500,001 - 2,000,000 | 19,378,221 | 7.90% | 9,689,110 | 10.52% |
| More than 2,000,000 | 137,943,201 | 56.26% | 38,451,572 | 41.77% |
| Total | 245,162,173 | 100% | 92,061,057 | 100% |

b) Sources of uncertainty in the estimation of future benefits payments and contribution receipts

Other than conducting a liability adequacy for Unexpired Risk Reserves (URR), there is no need to estimate mortality for future years because of the short duration of the contracts.

c) Process used to decide on assumptions

An investigation into group's experience over the last ten years was performed, and statistical methods are used to adjust the rates to a best estimate of mortality. For this purpose, the crude rates were adjusted to reflect the slope in mortality as per India's mortality table of LIC (94-96). Where data is sufficient to be statistically credible, the statistics generated by the data is assigned appropriate credibility factors to account for the group's experience.

d) Changes in assumptions

The valuation as at December 31, 2022 contains no changes in reserving basis.

e) Sensitivity analysis

The table below shows the level of respective variation in liabilities for change in each assumption while holding all other assumptions constant.

| Variables | Change in variable | Increase in liability 2022 | Increase in liability 2021 |
|--|--------------------|-----------------------------|----------------------------|
| | | ------(Rupees in '000)----- | |
| Worsening of morbidity rates for risk policies | +10% p.a. | 5,128 | 4,347 |
| Increase in reporting lag | +10% p.a. | 5,128 | 4,347 |

Accident & Health Family Takaful

The main risk exposure of the PTF is morbidity. The PTF may be exposed to the risk of unexpected claim severity or frequency. This can be a result of high exposure in a particular geographical area, medical expense inflation, fraudulent claims and catastrophic event. The PTF potentially faces the risk of lack of adequate claims control (such as for very large groups). The PTF also faces a risk from under-pricing to acquire business in a competitive environment and of non-receipt of contribution in due time.

The Company manages these risks through its underwriting, claims handling policy and other related controls. The Company has a well defined medical under-writing policy and avoids writing business for groups with potentially high health related risk exposure such as Government Schemes. Any pre-existing conditions are screened at this stage. Pricing is done as per actual experience of the risks already covered by the PTF. The takaful contribution charged takes into account the actual experience of the client and an MIS is maintained to track the adequacy of the takaful contribution charged. The Company has pre-determined charges for certain illnesses with its panel hospitals, and to keep a check on medical inflation, it continues to negotiate these rates. The portfolio will be diversified to spread across various geographical regions. On the claims handling side, the Company ensures that payment of any fraudulent claims is avoided. For this, the claims are reviewed and managed by technical staff and doctors while an on-site monitoring and checking is performed. Strict monitoring is in place at the Board of Directors level in order to keep the outstanding balances of premium at a minimum, especially the ones that are due for more than 90 days.

a) Frequency and severity of claims

Company measures risk accumulation in the PTF in terms of potentially high exposure concentration in a particular geographical area.

The table below presents the concentration of covered benefits across five bands of benefits covered per individual life covered. The benefit covered figures are shown gross and net of the retakaful contracts described above.

The amounts presented are showing total exposure of the PTF including exposure in respect of riders attached to the main policies.

Benefits Covered per participant

| Rupees | Assured at the end of 2022 Total benefits covered | | | |
|-----------------------|--|-------------|-------------------|-------------|
| | Before retakaful | | After retakaful | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | 31,880,794 | 67.16% | 31,880,794 | 67.16% |
| 500,001 - 1,000,000 | 14,143,382 | 29.79% | 14,143,382 | 29.79% |
| 1,000,001 - 1,500,000 | 1,275,925 | 2.69% | 1,275,925 | 2.69% |
| 1,500,001 - 2,000,000 | 41,688 | 0.09% | 41,688 | 0.09% |
| More than 2,000,000 | 131,091 | 0.27% | 131,091 | 0.27% |
| Total | 47,472,880 | 100% | 47,472,880 | 100% |

Benefits Covered per participant

| Rupees | Assured at the end of 2021 Total benefits covered | | | |
|-----------------------|--|-------------|-------------------|-------------|
| | Before retakaful | | After retakaful | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | 28,110,134 | 46.58% | 28,110,134 | 46.58% |
| 500,001 - 1,000,000 | 26,198,325 | 43.41% | 26,198,325 | 43.41% |
| 1,000,001 - 1,500,000 | 5,837,297 | 9.67% | 5,837,297 | 9.67% |
| 1,500,001 - 2,000,000 | 49,479 | 0.08% | 49,479 | 0.08% |
| More than 2,000,000 | 150,492 | 0.26% | 150,492 | 0.26% |
| Total | 60,345,727 | 100% | 60,345,727 | 100% |

b) Sources of uncertainty in the estimation of future benefits payments and contribution receipts

Other than conducting a liability adequacy for Unexpired Risk Reserves (URR), there is no need to estimate morbidity for future years because of the short duration of the contracts.

c) Process used to decide on assumptions

An investigation into group's experience is performed periodically, and statistical methods are used to adjust the rates to a best estimate of morbidity. For this purpose, the experience is adjusted as per the international experience studies such as HIPE. Where data is sufficient to be statistically credible, the statistics generated by the data are assigned appropriate credibility factors to account for the group's experience.

d) Changes in assumptions

The valuation as at December 31, 2022 contains changes in reserving basis. The change in actuarial assumption have decreased reserves by Rs 5.5 million in amounts with corresponding impact on profits.

e) Sensitivity analysis

The table below shows the level of respective variation in liabilities for change in each assumption while holding all other assumptions constant.

| Variables | Change in variable | Increase in liability 2022 | Increase in liability 2021 |
|--|--------------------|-----------------------------|----------------------------|
| | | ------(Rupees in '000)----- | |
| Worsening of morbidity rates for risk policies | +10% p.a. | 5,100 | 8,000 |
| Increase in reporting lag | +10% p.a. | 5,100 | 8,000 |

46.2 Financial risk

Liquidity risk

Liquidity risk is the risk that the Company will be unable to meet its funding requirements. To guard against the risk, the Company has diversified funding sources and assets are managed with liquidity in mind, maintaining a healthy balance of cash and cash equivalents and readily marketable securities. The maturity profile is monitored to ensure that adequate liquidity is maintained.

Interest rate risk

The Company invests in securities and has deposits that are subject to interest rate risk. Interest rate risk to the Company is the risk of changes in market interest rates reducing the overall return on its interest bearing securities. The Company limits interest rate risk by monitoring changes in interest rates in the currencies in which its cash and investments are denominated. The Company's interest rate sensitivity and liquidity positions based on maturities is given in note 46.2.1.

46.2.1 MATURITY PROFILE

Maturity profile of financial assets and liabilities for 2022 is given below:

| | Interest / Mark up bearing | | | Non-interest / Non-mark up bearing | | | Total |
|--|----------------------------|-------------------------|--------------------|------------------------------------|-------------------------|----------------------|--------------------|
| | Maturity upto one year | Maturity after one year | Sub-total | Maturity upto one year | Maturity after one year | Sub-total | |
| ------(Rupees in '000)----- | | | | | | | |
| FINANCIAL ASSETS | | | | | | | |
| Investment in an associate Investments | - | - | - | - | 218,341 | 218,341 | 218,341 |
| - Listed Equities | - | - | - | 28,612,669 | - | 28,612,669 | 28,612,669 |
| - Government Securities | 85,916,441 | 36,565,117 | 122,481,558 | - | - | - | 122,481,558 |
| - Debt Securities | 306,886 | 7,332,633 | 7,639,519 | - | - | - | 7,639,519 |
| - Term Deposits | 7,900,000 | - | 7,900,000 | - | - | - | 7,900,000 |
| - Open Ended Mutual Fund | - | - | - | 6,451,075 | - | 6,451,075 | 6,451,075 |
| Insurance / reinsurance receivables | - | - | - | 2,199,923 | - | 2,199,923 | 2,199,923 |
| Derivative financial instrument | - | - | - | - | 58,909 | 58,909 | 58,909 |
| Other loans and receivables | - | - | - | 2,801,532 | - | 2,801,532 | 2,801,532 |
| Cash & Bank | 3,925,595 | - | 3,925,595 | 243,828 | - | 243,828 | 4,169,423 |
| As at December 31, 2022 | 98,048,922 | 43,897,750 | 141,946,672 | 40,309,027 | 277,250 | 40,586,277 | 182,532,949 |
| FINANCIAL LIABILITIES | | | | | | | |
| Insurance liabilities | - | - | - | 163,708,769 | - | 163,708,769 | 163,708,769 |
| Borrowing | 250,000 | 375,000 | 625,000 | - | - | - | 625,000 |
| Premium received in advance | - | - | - | 1,553,379 | - | 1,553,379 | 1,553,379 |
| Insurance / reinsurance payables | - | - | - | 31,217 | - | 31,217 | 31,217 |
| Other creditors and accruals | - | - | - | 4,565,109 | - | 4,565,109 | 4,565,109 |
| Financial charges payable | - | - | - | 14,237 | - | 14,237 | 14,237 |
| Lease liabilities | 56,303 | 979,243 | 1,035,546 | - | - | - | 1,035,546 |
| Unpaid dividend | - | - | - | 693,167 | 693,167 | 693,167 | |
| Unclaimed dividend | - | - | - | 38,690 | - | 38,690 | 38,690 |
| As at December 31, 2022 | 306,303 | 1,354,243 | 1,660,546 | 170,604,568 | - | 170,604,568 | 172,265,114 |
| Off Balance Sheet Financial Instruments | | | | | | | |
| As at December 31, 2022 | 97,742,619 | 42,543,507 | 140,286,126 | (130,295,541) | 277,250 | (130,018,291) | 10,267,835 |

Maturity profile of financial assets and liabilities for 2021:

| | Interest / Mark up bearing | | | Non-interest / Non-mark up bearing | | | Total |
|--|----------------------------|-------------------------|--------------------|------------------------------------|-------------------------|----------------------|--------------------|
| | Maturity upto one year | Maturity after one year | Sub-total | Maturity upto one year | Maturity after one year | Sub-total | |
| ------(Rupees in '000)----- | | | | | | | |
| FINANCIAL ASSETS | | | | | | | |
| Investment in an associate Investments | - | - | - | - | 174,198 | 174,198 | 174,198 |
| - Listed Equities | - | - | - | 64,574,650 | - | 64,574,650 | 64,574,650 |
| - Government Securities | 46,585,843 | 34,142,304 | 80,728,147 | - | - | - | 80,728,147 |
| - Debt Securities | 36,116 | 6,863,693 | 6,899,809 | - | - | - | 6,899,809 |
| - Term Deposits | 21,350,000 | - | 21,350,000 | - | - | - | 21,350,000 |
| - Open Ended Mutual Fund Insurance / reinsurance receivables | - | - | - | 4,425,295 | - | 4,425,295 | 4,425,295 |
| Derivative financial instrument | - | - | - | 1,868,797 | - | 1,868,797 | 1,868,797 |
| Other loans and receivables | - | - | - | - | 43,326 | 43,326 | 43,326 |
| Cash & Bank | 2,857,964 | - | 2,857,964 | 2,162,412 | - | 2,162,412 | 2,162,412 |
| As at December 31, 2021 | 70,829,923 | 41,005,997 | 111,835,920 | 73,252,915 | 217,524 | 73,470,439 | 185,306,359 |
| FINANCIAL LIABILITIES | | | | | | | |
| Insurance liabilities | - | - | - | 168,762,520 | - | 168,762,520 | 168,762,520 |
| Borrowings | 250,000 | 625,000 | 875,000 | - | - | - | 875,000 |
| Premium received in advance | - | - | - | 1,091,677 | - | 1,091,677 | 1,091,677 |
| Insurance / reinsurance payables | - | - | - | 2,145 | - | 2,145 | 2,145 |
| Other creditors and accruals | - | - | - | 4,110,711 | - | 4,110,711 | 4,110,711 |
| Financial charges payable | - | - | - | 11,423 | - | 11,423 | 11,423 |
| Lease liabilities | 199,931 | 841,962 | 1,041,893 | - | - | - | 1,041,893 |
| Unpaid dividend | - | - | - | 161,424 | - | 161,424 | 161,424 |
| Dividend payable | - | - | - | 54,063 | - | 54,063 | 54,063 |
| As at December 31, 2021 | 449,931 | 1,466,962 | 1,916,893 | 174,193,963 | - | 174,193,963 | 176,110,856 |
| Off Balance Sheet Financial Instruments | - | - | - | - | - | - | - |
| As at December 31, 2021 | 70,379,992 | 39,539,035 | 109,919,027 | (100,941,048) | 217,524 | (100,723,524) | 9,195,503 |

a) Sensitivity analysis - interest rate risk

The sensitivity analysis for interest rate risk illustrates how changes in the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates at the reporting date.

Debt securities held to maturity are accounted for at amortised cost and their carrying amounts are not sensitive to changes in the level of interest rates.

Management monitors the sensitivity of reported interest rate movements periodically by assessing the expected changes in the different portfolios due to parallel movements of 100 basis points in all yield curves.

An increase in 100 basis points in interest yields would result in a loss of Rs. 1,256 million (2021: Rs. 826 million).

A decrease in 100 basis points in interest yields would result in a gain of Rs. 1,408 million (2021: Rs. 974 million).

b) Sensitivity analysis - currency risk

Except for business underwritten in Overseas group life and health fund, the Company primarily underwrites insurance contracts in Pak Rupees and invests in assets denominated in the same currency, which eliminates the foreign currency exchange rate risk for these operations.

46.3 Foreign Currency Risk

As at balance sheet date, there are no material financial instruments denominated in foreign currency. Therefore, the Company is not materially exposed to risk from foreign currency exchange rate fluctuation.

46.4 Market Risk

Market risk is the risk that the value of a financial instrument will fluctuate as a result of changes in market prices, whether those changes are caused by factors specific to the individual security, or its issuer, or factors affecting all securities traded in the market.

The Company is exposed to market risk with respect to its investments.

The Company limits market risk by maintaining a diversified portfolio and by continuous monitoring of developments in Government securities, equity and term finance certificates in the market. In addition, the Company actively monitors the key factors that affect the underlying value of these securities.

Sensitivity analysis - equity risk

Equity risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk) whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instrument traded in the market.

In case of 5% increase / decrease in KSE 100 index on December 31, 2022, with all other variables held constant, assets for the year would increase / (decrease) by Rs. 1,430 million (2021: Rs. 3,229 million) as a result of gains / (losses) on equity securities with the impact on profit before tax and other comprehensive income / (loss) of Rs. 1,422 million and Rs. 8 million (2021: Rs. 3,190 million and Rs. 39 million) respectively.

The analysis is based on the assumption that equity index had increased / decreased by 5% with all other variables held constant and all the Fund's equity instruments moved according to the historical correlation with the index. This represents management's best estimate of a reasonable possible shift in the PSX 100 index, having regard to the historical volatility of the index. The composition of the Fund's investment portfolio and the correlation thereof to the PSX 100 index, is expected to change over time. Accordingly, the sensitivity analysis prepared as of December 31, 2022 is not necessarily indicative of the effect on the Fund's net assets of future movements in the level of the PSX 100 index.

47 CREDIT RISK AND CONCENTRATION OF CREDIT RISK

Credit risk is the risk, which arises with the possibility that one party to a financial instrument will fail to discharge its obligation and cause the other party to incur a financial loss.

Concentration of credit risk arises when a number of counterparties have similar types of business activities. As a result, any change in economic, political or other conditions would affect their ability to meet contractual obligations in a similar manner.

Major credit risk is in premiums receivable, reinsurance receivables, bank balances and investments. The management monitors exposure to credit risk through regular review of credit exposure and assessing credit worthiness of counter parties.

| | AAA | AA+ | AA | AA- | A+ | A | A- | BBB+ | BBB | BBB- | Not Rated | Total |
|---------------------------------|-------------------|------------------|------------------|------------------|----------------|----------------|---------------|------|-----|------|--------------------|--------------------|
| ------(Rupees in '000)----- | | | | | | | | | | | | |
| December 31, 2022 | | | | | | | | | | | | |
| Government securities | - | - | - | - | - | - | - | - | - | - | 122,481,558 | 122,481,558 |
| Debt securities | 855,636 | 3,157,542 | 1,430,040 | 1,140,000 | 350,000 | 706,301 | - | - | - | - | - | 7,639,519 |
| Term Deposits | 2,000,000 | 3,900,000 | - | 1,500,000 | 500,000 | - | - | - | - | - | - | 7,900,000 |
| Premium due but unpaid | - | - | - | - | - | - | - | - | - | - | 1,634,945 | 1,634,945 |
| Reinsurance receivable | - | - | - | 261,754 | 646 | 250,793 | 51,785 | - | - | - | - | 564,978 |
| Derivative financial instrument | - | - | - | - | - | - | - | - | - | - | 58,909 | 58,909 |
| Accrued Interest | 100,280 | 112,490 | 11,281 | 73,058 | 28,995 | 9,099 | - | - | - | - | 955,530 | 1,290,733 |
| Others Loans and receivables | - | - | - | - | - | - | - | - | - | - | 1,510,799 | 1,510,799 |
| Bank balances | 3,886,725 | 86,459 | 34,697 | 20,471 | 78,593 | 1,009 | - | - | - | - | 8,052 | 4,116,006 |
| | 6,842,641 | 7,256,491 | 1,476,018 | 2,995,283 | 958,234 | 967,202 | 51,785 | - | - | - | 126,649,793 | 147,197,447 |
| December 31, 2021 | | | | | | | | | | | | |
| Government securities | - | - | - | - | - | - | - | - | - | - | 80,728,147 | 80,728,147 |
| Debt securities | 856,123 | 3,391,227 | 1,226,107 | 525,838 | 185,785 | 714,729 | - | - | - | - | - | 6,899,809 |
| Term Deposits | 15,000,000 | 3,000,000 | 1,350,000 | 1,500,000 | 500,000 | - | - | - | - | - | - | 21,350,000 |
| Premium due but unpaid | - | - | - | - | - | - | - | - | - | - | 1,288,439 | 1,288,439 |
| Reinsurance receivable | - | - | - | 379,881 | 3,596 | 174,873 | 22,008 | - | - | - | - | 580,358 |
| Derivative financial instrument | - | - | - | - | - | - | - | - | - | - | 43,326 | 43,326 |
| Accrued Interest | 90,383 | 71,357 | 6,358 | 20,589 | 739 | 6,489 | - | - | - | - | 670,561 | 866,476 |
| Loans and receivables | - | - | - | - | - | - | - | - | - | - | 1,295,936 | 1,295,936 |
| Bank balances | 2,813,108 | 29,079 | 136,472 | 42,829 | 10,680 | 1,679 | - | - | - | - | 1,197 | 3,035,044 |
| | 18,759,614 | 6,491,663 | 2,718,937 | 2,469,137 | 700,800 | 897,770 | 22,008 | - | - | - | 84,027,606 | 116,087,535 |

Due to the nature of its business the Company is not exposed to concentration of credit risk.

| | 2022 | 2021 |
|---|--------------------|------------|
| ------(Rupees in '000)----- | | |
| The carrying values of financial assets which are neither past due nor impaired are as under: | | |
| Cash and bank deposits | 4,169,423 | 3,079,725 |
| Government securities | 122,481,558 | 80,728,147 |
| Term Deposits | 7,900,000 | 21,350,000 |
| Debt securities | 7,639,519 | 6,899,809 |
| Unsecured advances to employees | 61,321 | 55,518 |
| Premiums / Contributions due but unpaid | 898,885 | 778,248 |
| Investment income accrued | 1,309,704 | 866,476 |
| Sundry receivables | 1,430,507 | 1,240,418 |
| The carrying values of financial assets which are past due but not impaired are as under: | | |
| Premiums / Contributions due but unpaid | 338,796 | 258,718 |
| The carrying values of financial assets which are past due and impaired are as under: | | |
| Premiums / Contributions due but unpaid | 397,263 | 251,473 |

47.1 REINSURANCE RISK

In order to minimise the financial exposure arising from large claims, the Company, in the normal course of business, enters into agreement with other reinsurers.

Reinsurance ceded does not relieve the Company from its obligation to policy holders and as a result the Company remains liable for the portion of outstanding claims reinsured to the extent that reinsurer fails to meet the obligation under the reinsurance agreements.

In order to manage this risk, the Company obtains reinsurance cover only from companies with sound financial health.

48 CAPITAL MANAGEMENT

The Company's goals and objectives when managing capital are:

- to comply with the minimum paid-up capital requirements as prescribed by SECP;
- to safeguard the Company's ability to continue as a going concern so that it can continue to provide returns for shareholders and benefits for the other stakeholders;
- to provide an adequate return to shareholders by pricing insurance contracts commensurately with the level of risk;
- maintain strong ratings and to protect the Company against unexpected events / losses; and
- to ensure a strong capital base so as to maintain investor, creditor and market confidence and to sustain future development of the business.

As prescribed by SECP, the Company is required to maintain the minimum capital and to comply with the solvency requirements both for Shareholders' and Statutory Funds in accordance with the Insurance Ordinance, 2000 and the Insurance Rules, 2017 (previously the SEC (Insurance) Rules, 2002 as amended by S.R.O. 16 (1)/2012 dated January 9, 2012), with which the Company is in compliance.

49 FAIR VALUE OF FINANCIAL INSTRUMENTS

As At December 31, 2022

| | Through profit or loss | Available -for-sale | Held-to- maturity | Loans and receivables | Other financial asset/ liabilities | Total | Level 1 | Level 2 | Level 3 | Total |
|--|---------------------------|------------------------|----------------------|--------------------------|---|-------------|------------|------------|---------|------------|
| ----- (Rupees in '000) ----- | | | | | | | | | | |
| Financial assets measured at fair value | | | | | | | | | | |
| - Listed equity securities | 28,442,269 | 170,400 | - | - | - | 28,612,669 | 28,612,669 | - | - | 28,612,669 |
| - Government securities | | | | | | | | | | |
| Market treasury bills | 57,667,759 | 18,362,607 | - | - | - | 76,030,366 | - | 76,030,366 | - | 76,030,366 |
| Pakistan investment bonds | 26,993,584 | 78,845 | - | - | - | 27,072,429 | - | 27,072,429 | - | 27,072,429 |
| GOP - Ijarah Sukuks | 10,972,575 | 2,966,604 | - | - | - | 13,939,179 | - | 13,939,179 | - | 13,939,179 |
| - Debt securities | | | | | | | | | | |
| Term Finance Certificates | 5,232,613 | 506,301 | - | - | - | 5,738,914 | - | 5,738,914 | - | 5,738,914 |
| Ijarah Sukuks | 1,817,843 | 82,762 | - | - | - | 1,900,605 | - | 1,900,605 | - | 1,900,605 |
| - Mutual Funds | 6,186,995 | 264,080 | - | - | - | 6,451,075 | 6,451,075 | - | - | 6,451,075 |
| - Derivative financial instrument | 58,909 | - | - | - | - | 58,909 | - | 58,909 | - | 58,909 |
| Financial assets not measured at fair value | | | | | | | | | | |
| - Shares of unlisted associate | - | - | - | - | 218,341 | 218,341 | | | | |
| - Government securities | | | | | | | | | | |
| Pakistan Investment Bonds | - | - | 5,439,584 | - | - | 5,439,584 | - | 5,217,001 | - | 5,217,001 |
| - Term deposits | - | - | 7,900,000 | - | - | 7,900,000 | | | | |
| - Other loans and receivables | - | - | - | 2,801,532 | - | 2,801,532 | | | | |
| - Insurance / reinsurance receivables | - | - | - | 2,199,923 | - | 2,199,923 | | | | |
| - Cash and bank balances | - | - | - | 4,169,423 | - | 4,169,423 | | | | |
| | 137,372,547 | 22,431,599 | 13,339,584 | 9,170,878 | 218,341 | 182,532,949 | | | | |

As At December 31, 2022

| | Through profit or loss | Available -for-sale | Held-to- maturity | Loans and receivables | Other financial asset/ liabilities | Total | Level 1 | Level 2 | Level 3 | Total |
|---|---------------------------|------------------------|----------------------|--------------------------|---|-------------|---------|---------|---------|-------|
| ----- (Rupees in '000) ----- | | | | | | | | | | |
| Financial liabilities not measured at fair value | | | | | | | | | | |
| - Insurance Liabilities | - | - | - | - | 163,708,769 | 163,708,769 | | | | |
| - Borrowing | - | - | - | - | 625,000 | 625,000 | | | | |
| - Lease liabilities | - | - | - | - | 1,035,546 | 1,035,546 | | | | |
| - Premiums / Contributions received in advance | - | - | - | - | 1,553,379 | 1,553,379 | | | | |
| - Insurance / reinsurance payables | - | - | - | - | 31,217 | 31,217 | | | | |
| - Other creditors and accruals | - | - | - | - | 4,565,109 | 4,565,109 | | | | |
| - Financial charges payable | - | - | - | - | 14,237 | 14,237 | | | | |
| - Unpaid dividend | - | - | - | - | 693,167 | 693,167 | | | | |
| - Unclaimed dividend | - | 38,690 | 38,690 | - | - | - | | | | |
| | - | - | - | - | 172,265,114 | 172,265,114 | | | | |

FAIR VALUE OF FINANCIAL INSTRUMENTS

As At December 31, 2021

| | Through profit or loss | Available -for-sale | Held-to- maturity | Loans and receivables | Other financial asset/ liabilities | Total | Level 1 | Level 2 | Level 3 | Total |
|---|---------------------------|------------------------|----------------------|--------------------------|---|--------------------|------------|------------|---------|------------|
| ----- (Rupees in '000) ----- | | | | | | | | | | |
| Financial assets measured at fair value | | | | | | | | | | |
| - Listed equity securities | 63,794,452 | 780,198 | - | - | - | 64,574,650 | 64,574,650 | - | - | 64,574,650 |
| - Government securities | | | | | | | | | | |
| Market treasury bills | 20,942,003 | 18,262,932 | - | - | - | 39,204,935 | - | 39,204,935 | - | 39,204,935 |
| Pakistan investment bonds | 32,618,757 | 83,516 | - | - | - | 32,702,273 | - | 32,702,273 | - | 32,702,273 |
| GOP - Ijarah Sukuks | 6,462,345 | 2,348,608 | - | - | - | 8,810,953 | - | 8,810,953 | - | 8,810,953 |
| - Debt securities | | | | | | | | | | |
| Term Finance Certificates | 4,367,065 | 514,729 | - | - | - | 4,881,794 | - | 4,881,794 | - | 4,881,794 |
| Ijarah Sukuks | 1,949,192 | 68,823 | - | - | - | 2,018,015 | - | 2,018,015 | - | 2,018,015 |
| - Mutual Funds | 4,269,835 | 155,460 | - | - | - | 4,425,295 | 4,425,295 | - | - | 4,425,295 |
| - Derivative financial instrument | 43,326 | - | - | - | - | 43,326 | - | 43,326 | - | 43,326 |
| | | | | | | | | | | |
| Financial assets not measured at fair value | | | | | | | | | | |
| - Shares of unlisted associate | - | - | - | - | 174,198 | 174,198 | | | | |
| - Government securities | | | | | | | | | | |
| Pakistan Investment Bonds | - | - | 9,986 | - | - | 9,986 | - | 9,757 | - | 9,757 |
| - Term deposits | - | - | 21,350,000 | - | - | 21,350,000 | | | | |
| - Other loans and receivables | - | - | - | 2,162,412 | - | 2,162,412 | | | | |
| - Insurance / reinsurance receivables | - | - | - | 1,868,797 | - | 1,868,797 | | | | |
| - Cash and bank balances | - | - | - | 3,079,725 | - | 3,079,725 | | | | |
| | 134,446,975 | 22,214,266 | 21,359,986 | 7,110,934 | 174,198 | 185,306,359 | | | | |
| Financial liabilities not measured at fair value | | | | | | | | | | |
| - Insurance Liabilities | - | - | - | - | 168,762,520 | 168,762,520 | | | | |
| - Borrowing | - | - | - | - | 875,000 | 875,000 | | | | |
| - Lease liabilities | - | - | - | - | 1,041,893 | 1,041,893 | | | | |
| - Premiums / Contributions received in advance | - | - | - | - | 1,091,677 | 1,091,677 | | | | |
| - Insurance / reinsurance payables | - | - | - | - | 2,145 | 2,145 | | | | |
| - Other creditors and accruals | - | - | - | - | 4,110,711 | 4,110,711 | | | | |
| - Financial charges payable | - | - | - | - | 11,423 | 11,423 | | | | |
| - Unpaid dividend | - | - | - | - | 161,424 | 161,424 | | | | |
| - Dividend payable | - | - | - | - | 54,063 | 54,063 | | | | |
| | - | - | - | - | 176,110,856 | 176,110,856 | | | | |

50 STATEMENT OF SOLVENCY

| | 2022 | | | | | | | |
|-------------------------------------|--------------------|-----------------------------|-----------------------|----------------------------|---------------------------------------|---------------------------|----------------------|----------------------------------|
| | Shareholders' fund | Individual Life Unit Linked | Conventional Business | Accident & Health Business | Overseas Group Life & Health Business | Individual Family Takaful | Group Family Takaful | Accident & Health Family takaful |
| ----- (Rupees in '000) ----- | | | | | | | | |
| Assets | | | | | | | | |
| Property and equipment | 3,676,376 | - | - | - | - | - | - | - |
| Intangible assets | 134,655 | - | - | - | - | - | - | - |
| Right-of-use assets | 843,429 | - | - | - | - | - | - | - |
| Investments in associates | 218,341 | - | - | - | - | - | - | - |
| Investments | | | | | | | | |
| Equity securities | 81,787 | 22,643,532 | - | - | - | 5,887,350 | - | - |
| Government securities | 6,160,947 | 96,858,532 | 3,218,846 | 5,153,871 | 75,693 | 10,177,351 | 234,019 | 602,298 |
| Debt securities | - | 6,447,431 | - | 6,301 | - | 1,165,787 | - | 20,000 |
| Term deposits | - | 1,721,000 | - | - | - | 6,112,500 | 50,500 | 16,000 |
| Open ended mutual fund | - | 563,631 | - | - | - | 5,826,571 | - | 60,872 |
| Insurance / reinsurance receivables | - | 146,883 | 647,245 | 1,051,071 | 83,803 | 5,679 | 86,495 | 178,747 |
| Derivative Financial Instrument | 58,909 | - | - | - | - | - | - | - |
| Other loans and receivables | 174,097 | 1,399,074 | 44,827 | 286,740 | - | 858,566 | 16,628 | 21,600 |
| Taxation - payments less provision | 453,790 | - | - | - | - | - | - | - |
| Deferred Taxation | 551,464 | - | - | - | - | - | - | - |
| Retirement benefit prepayments | 82,621 | - | - | - | - | - | - | - |
| Prepayments | 104,975 | 8,464 | 2,354 | 2,830 | - | 10,189 | - | - |
| Cash & Bank | 152,703 | 2,521,613 | 142,284 | 22,357 | 8,229 | 1,256,632 | 9,411 | 56,194 |
| Total Assets (A) | 12,694,094 | 132,310,160 | 4,055,556 | 6,523,170 | 167,725 | 31,300,625 | 397,053 | 955,711 |

Inadmissible assets as per following clauses of section 32(2) of the Insurance Ordinance, 2000

| | | | | | | | | |
|--|----------------------|--------------------|------------------|------------------|---------------|-------------------|----------------|----------------|
| (a) Interfund balances | - | 43,543 | 3,627 | - | - | 522 | 9,136 | - |
| (b) Excess of prescribed limit | - | - | - | - | - | - | - | - |
| (d) Unsecured advances to employees | 61,321 | - | - | - | - | - | - | - |
| (g) Balances with related parties | 91,520 | 15 | 88,422 | 13,570 | 82,270 | - | - | - |
| (h) Premium more than 90 days | - | - | 53,928 | 125,367 | - | - | 51,140 | 84,557 |
| (i) Intangible assets | 134,655 | - | - | - | - | - | - | - |
| (j) Deferred tax asset | 551,464 | - | - | - | - | - | - | - |
| (l) Lien against Bank Guarantee | - | - | - | 100,000 | - | - | - | - |
| (l) CWIP - Land | 2,305,024 | - | - | - | - | - | - | - |
| (w) Associate company | 218,341 | - | - | - | - | - | 726 | - |
| (t) Retirement benefits receivable | 82,621 | - | - | - | - | - | - | - |
| (U)-(i) Tangible assets | 1,371,352 | - | - | - | - | - | - | - |
| (U)-(i) Rights-of-use assets | 843,429 | - | - | - | - | - | - | - |
| Total of In-admissible assets (B) | 5,659,727 | 43,558 | 145,977 | 238,937 | 82,270 | 522 | 61,002 | 84,557 |
| Total Admissible Assets (C=A-B) | C/f 7,034,367 | 132,266,602 | 3,909,579 | 6,284,233 | 85,455 | 31,300,103 | 336,051 | 871,154 |

2022

| | | Shareholders' fund | Individual Life Unit Linked | Conventional Business | Accident & Health Business | Overseas Group Life & Health Business | Individual Family Takaful | Group Family Takaful | Accident & Health Family takaful |
|--|------------|--------------------|-----------------------------|-----------------------|----------------------------|---------------------------------------|---------------------------|----------------------|----------------------------------|
| ----- (Rupees in '000) ----- | | | | | | | | | |
| Total Admissible Assets (C=A-B) | B/f | 7,034,367 | 132,266,602 | 3,909,579 | 6,284,233 | 85,455 | 31,300,103 | 336,051 | 871,154 |
| Total Liabilities | | | | | | | | | |
| Insurance liabilities net of reinsurance recoveries | | - | 5,301,099 | 1,515,107 | 1,273,370 | 82,270 | 234,885 | 112,731 | 171,518 |
| Staff retirement benefits | | - | - | - | - | - | - | - | - |
| Borrowing | | 625,000 | - | - | - | - | - | - | - |
| Lease liabilities | | 1,035,546 | - | - | - | - | - | - | - |
| Premium received in advance | | - | 594,276 | 161,249 | 511,033 | - | 206,616 | 5,161 | 75,044 |
| Insurance / reinsurance payables | | - | 29,056 | 2,161 | - | - | - | - | - |
| Other creditors and accruals | | 1,781,207 | 1,388,985 | 171,853 | 189,030 | - | 951,709 | 33,876 | 48,449 |
| Deferred taxation | | - | - | - | - | - | - | - | - |
| Financial charges payable | | 14,238 | - | - | - | - | - | - | - |
| Unpaid dividend | | 693,167 | - | - | - | - | - | - | - |
| Unclaimed dividend | | 38,690 | - | - | - | - | - | - | - |
| Total Liabilities (D) | | 4,187,848 | 7,313,416 | 1,850,370 | 1,973,433 | 82,270 | 1,393,210 | 151,768 | 295,011 |
| Total Net Admissible Assets (E=C-D) | | 2,846,519 | 124,953,186 | 2,059,209 | 4,310,800 | 3,185 | 29,906,893 | 184,283 | 576,143 |
| Minimum Solvency Requirement | | | | | | | | | |
| Shareholder's Fund | | 165,000 | - | - | - | - | - | - | - |
| Policyholders Liability | | - | 122,559,158 | 1,169,104 | 1,964,569 | - | 28,552,831 | 77,042 | 196,221 |
| Solvency Margin | | - | 1,366,737 | 496,437 | 1,338,332 | - | 354,086 | 60,639 | 211,199 |
| | | 165,000 | 123,925,895 | 1,665,541 | 3,302,901 | - | 28,906,917 | 137,681 | 407,420 |
| Excess in Net Admissible Assets over Minimum Requirements | | 2,681,519 | 1,027,291 | 393,668 | 1,007,899 | 3,185 | 999,976 | 46,602 | 168,723 |

Basis of preparation:

The Insurance Accounting Regulations, 2017 have retained the Statutory Fund wise accounting for regulatory returns. The above Statement of Solvency has been prepared in accordance with the requirements of Section 32 of the Insurance Ordinance, 2000, and the format prescribed in regulatory returns for solvency statement. Further, Solvency Margins have been calculated as per Annexure III read with Rule 14 of the Insurance Rules, 2017.

51 SUBSEQUENT EVENTS - NON ADJUSTING

The Board of Directors, in their meeting held on February 23, 2023 proposed a final cash dividend of Rs. 10 per share (2021: Rs. 11.50 per share) for the year ended December 31, 2022 amounting to Rs. 872.64 million (2021: Rs.1,003.53 million), and a transfer of Rs. 130.90 million (2021: Nil) from unappropriated profit to reserve for issue of bonus shares, for the issuance of 15 bonus share for every 100 shares held, subject to approval of the members at the forthcoming Annual General Meeting.

Interim dividend declared and already paid in respect of half year ended June 30, 2022 was Rs. 3.00 per share (2021: Rs.3.00 per share) amounting to Rs. 261.79 million (2021: Rs. 261.79 million).

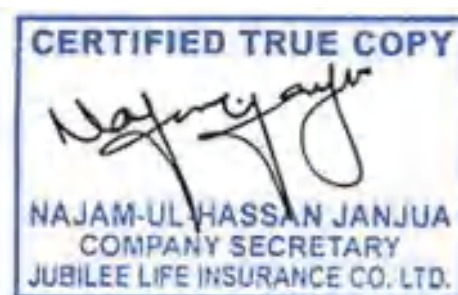
These financial statements do not recognise the proposed final cash dividend and transfer from unappropriated profit to reserve for issue of bonus shares which will be recognised in the financial statements for the year ending December 31, 2023.

52 DATE OF AUTHORISATION FOR ISSUE

These financial statements were authorised for issue on February 23, 2023 by the Board of Directors of the Company.

53 GENERAL

Figures in the financial statement have been rounded off to the nearest thousand of rupees, unless otherwise stated.




Kamal A. Chinoy
Chairman


Aryn Currimbhoy
Director


Shahid Ghaffar
Director


Javed Ahmed
Managing Director &
Chief Executive Officer


Omer Farooq
Chief Financial Officer

Statement of Directors

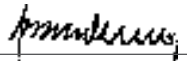
As per the requirement of section 46(6) and section 52(2)(c) of the Insurance Ordinance, 2000

Section 46(6)

- a) In our opinion, the annual audited financial statements of Jubilee Life Insurance Company Limited for the year ended December 31, 2022, set out in the forms attached to the statements have been drawn up in accordance with the Ordinance and any rules made there under;
- b) Jubilee Life Insurance Company Limited has at all the times in the year complied with the provisions of the Ordinance and the rules made there under relating to paid-up capital, solvency and reinsurance / retakaful arrangements; and
- c) As at December 31, 2022, Jubilee Life Insurance Company Limited continues to be in compliance with the provisions of the Ordinance and the rules made there under relating to paid-up capital, solvency and reinsurance / retakaful arrangements.

Section 52(2)(c)

- d) In our opinion, each statutory fund of Jubilee Life Insurance Company Limited complies with the solvency requirements of the Insurance Ordinance, 2000, and the Insurance Rules, 2017.


Kamal A. Chinoy
Chairman


Aryn Currimbhoy
Director


Shahid Ghaffar
Director


Javed Ahmed
Managing Director &
Chief Executive Officer

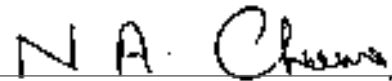
Karachi, February 23, 2023

Statement by the Appointed Actuary

Required Under Section 52(2)(a) & (b) of the Insurance Ordinance, 2000

In my opinion:

- (a) The policyholder liabilities / technical liabilities in the balance sheet of Jubilee Life Insurance Company Limited as at 31.12.2022 have been determined in accordance with the provisions of the Insurance Ordinance, 2000; and
- (b) Each statutory fund of the Jubilee Life Insurance Company Limited complies with the solvency requirements of the Insurance Ordinance, 2000.

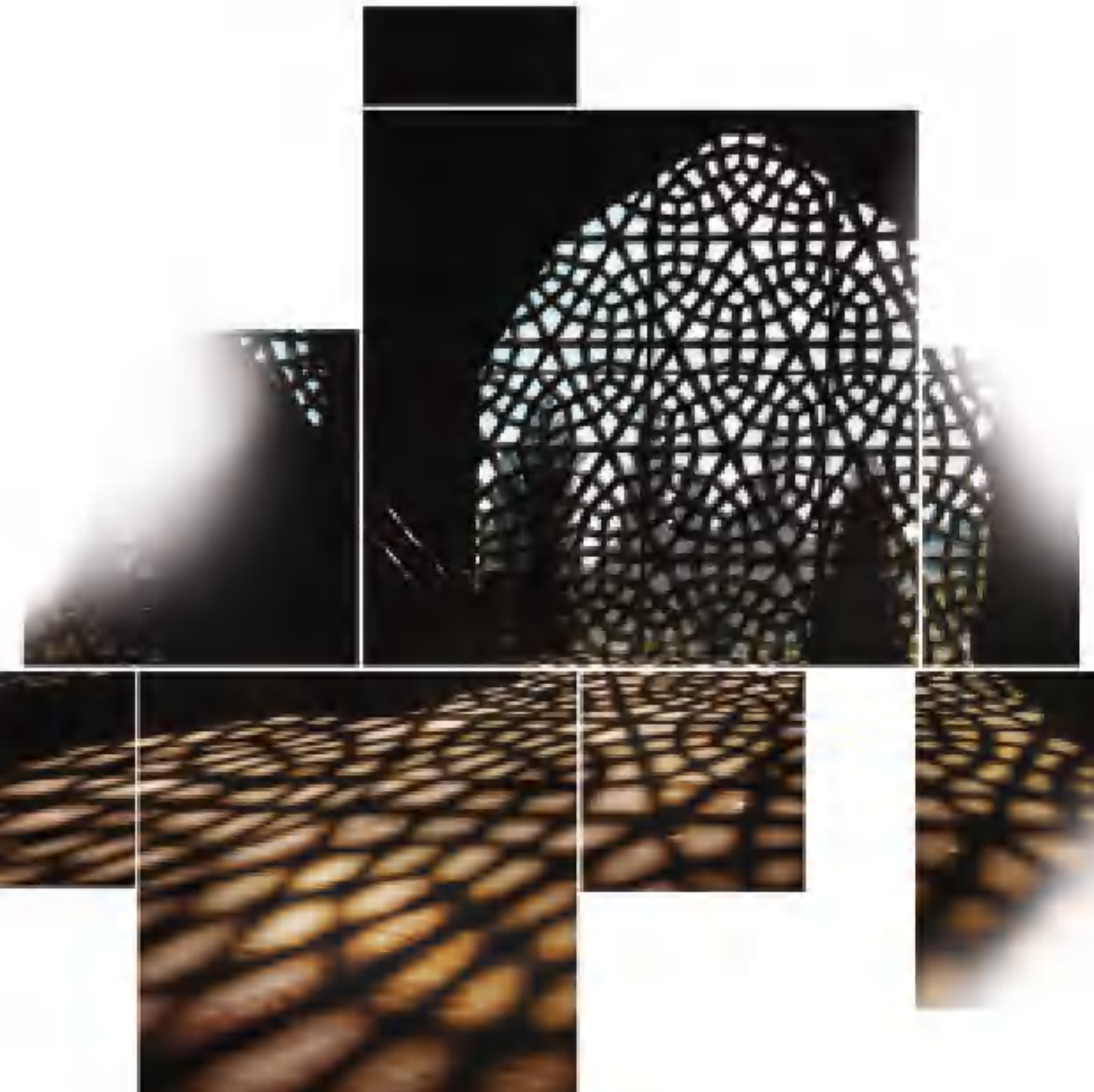


Nauman A. Cheema

Appointed Actuary of the Company
Fellow of the Society of Actuaries (USA)
Fellow of the Pakistan Society of Actuaries

Date: January 30, 2023

Window Takaful Operation - Financial Report



Statement of Financial Position - Window Takaful Operations (Un-audited)

As At December 31, 2022

| Note | 2022 | | | 2021 |
|---|------------------------|------------------------|-------------------|-------------------|
| | Operator's Sub Fund | Participants' Funds | Total | Total |
| ------(Rupees in '000)----- | | | | |
| Assets | | | | |
| Investments | | | | |
| Equity securities | 5 | 23,749 | 5,863,601 | 10,208,855 |
| Government securities | 6 | 1,596,172 | 9,417,496 | 7,166,933 |
| Debt securities | 7 | 62,762 | 1,123,025 | 1,136,185 |
| Certificates of investment | 8 | 92,000 | 6,087,000 | 5,235,000 |
| Open-ended mutual funds | 9 | 101,673 | 5,785,770 | 2,990,227 |
| Takaful / retakaful receivables | | - | 270,921 | 286,611 |
| Other loans and receivables | | 134,410 | 764,831 | 630,012 |
| Retirement benefit prepayment | | - | - | - |
| Prepayments | | 10,189 | - | 17,290 |
| Cash & Bank | 11 | 125,644 | 1,196,593 | 1,050,650 |
| Total Assets | | 2,146,599 | 30,509,237 | 28,721,763 |
| Equity and Liabilities | | | | |
| Money ceded to waqf fund | | - | 500 | 500 |
| Capital contributed from Shareholder Fund | | 969,000 | - | 619,000 |
| Qard-e-Hasna contributed by the Window takaful operator | | (664,500) | 664,500 | - |
| (Loss) / gains on revaluation of available-for-sale investments | | (2,288) | - | (6,190) |
| Retained earnings arising from business other than participating business attributable to shareholders (Ledger account D) | | 349,800 | - | 430,907 |
| Total Equity | | 652,012 | 665,000 | 1,044,217 |
| Liabilities | | | | |
| Takaful liabilities | 12 | 146,844 | 29,697,249 | 26,409,801 |
| Retirement benefit obligation | | - | - | 826 |
| Contribution received in advance | | 206,614 | 80,207 | 118,277 |
| Takaful / retakaful payables | | - | - | - |
| Other creditors and accruals | | 969,693 | 66,781 | 977,131 |
| Deferred tax | | 171,436 | - | 171,511 |
| Total Liabilities | | 1,494,587 | 29,844,237 | 27,677,546 |
| Contingencies and commitments | | | | |
| Total Equity and Liabilities | | 2,146,599 | 30,509,237 | 28,721,763 |

The annexed notes 1 to 32 form an integral part of these financial statements.



Kamal A. Chinoy
Chairman



Aryn Currimbhoy
Director



Shahid Ghaffar
Director



Javed Ahmed
Managing Director &
Chief Executive Officer



Omer Farooq
Chief Financial Officer

Profit and Loss Account - Window Takaful Operations (Un-audited)

For the year ended December 31, 2022

| Note | | | | | Aggregate | |
|---|---------------------|------------------|--------------------|------------------|-------------------|-------------------|
| | Operator's Sub Fund | | Policyholder Funds | | 2022 | 2021 |
| | 2022 | 2021 | 2022 | 2021 | | |
| ------(Rupees in '000)----- | | | | | | |
| Contribution revenue | 1,997,518 | 2,646,326 | 10,048,600 | 10,119,967 | 12,046,118 | 12,766,293 |
| Contribution ceded to retakaful | - | - | (325,917) | (255,369) | (325,917) | (255,369) |
| Net contribution revenue | 1,997,518 | 2,646,326 | 9,722,683 | 9,864,598 | 11,720,201 | 12,510,924 |
| Fee income | - | - | 863 | 82 | 863 | 82 |
| Takaful Operator's Fee | 1,236,461 | 1,082,976 | (1,236,461) | (1,082,976) | - | - |
| Mudarib fee | 84,242 | 36,279 | (84,242) | (36,279) | - | - |
| Investment income | 187,791 | 94,703 | 2,578,124 | 1,225,352 | 2,765,915 | 1,320,055 |
| Net realised fair value gains on financial assets | 2,500 | 14,005 | (239,755) | 449,384 | (237,255) | 463,389 |
| Net fair value losses on financial assets at fair value through profit or loss | (26,339) | (31) | (1,771,525) | (1,401,332) | (1,797,864) | (1,401,363) |
| Other income | 24,214 | 17,537 | 14,233 | 9,553 | 38,447 | 27,090 |
| | 1,508,869 | 1,245,469 | (738,763) | (836,216) | 770,106 | 409,253 |
| Net income | 3,506,387 | 3,891,795 | 8,983,920 | 9,028,382 | 12,490,307 | 12,920,177 |
| Takaful benefits | 124,372 | 47,265 | 5,873,901 | 5,666,586 | 5,998,273 | 5,713,851 |
| Recoveries from retakaful | - | - | (235,847) | (294,183) | (235,847) | (294,183) |
| Claims related expenses | - | - | 921 | 601 | 921 | 601 |
| Net Takaful Benefits | 124,372 | 47,265 | 5,638,975 | 5,373,004 | 5,763,347 | 5,420,269 |
| Net change in takaful liabilities (other than outstanding claims) | (4,636) | 39,269 | 3,334,368 | 3,644,822 | 3,329,732 | 3,684,091 |
| Acquisition expenses | 2,338,635 | 2,370,618 | 2,970 | 2,884 | 2,341,605 | 2,373,502 |
| Marketing and administration expenses | 1,096,217 | 1,012,488 | 7,607 | 7,672 | 1,103,824 | 1,020,160 |
| Other expenses | 4,704 | 13,163 | - | - | 4,704 | 13,163 |
| Total Expenses | 3,434,920 | 3,435,538 | 3,344,945 | 3,655,378 | 6,779,865 | 7,090,916 |
| Finance cost | (30,198) | (41,179) | - | - | (30,198) | (41,179) |
| (Loss) / profit before tax | (83,103) | 367,813 | - | - | (83,103) | 367,813 |
| Income tax credit / (expense) | 1,996 | (92,057) | - | - | 1,996 | (92,057) |
| (Loss) / profit after tax for the year | (81,107) | 275,756 | - | - | (81,107) | 275,756 |

The annexed notes 1 to 32 form an integral part of these financial statements.


Kamal A. Chinoy
Chairman


Aryn Currimbhoy
Director


Shahid Ghaffar
Director


Javed Ahmed
Managing Director &
Chief Executive Officer


Omer Farooq
Chief Financial Officer

Statement of Comprehensive Income - Window Takaful Operations (Un-audited)

For the year ended December 31, 2022

| | Operator's Sub Fund | | Participants' Funds | | Aggregate | |
|---|---------------------|----------|---------------------|------|-----------------|----------|
| | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 |
| | (Rupees in '000) | | | | | |
| (Loss) / profit after tax for the year - as per Profit and Loss Account | (81,107) | 275,756 | - | - | (81,107) | 275,756 |
| Other comprehensive income / (loss): | | | | | | |
| Items that may be classified to profit and loss account in subsequent period: | | | | | | |
| Change in unrealised gains / (losses) on available-for-sale financial assets | 11,076 | (7,541) | - | - | 11,076 | (7,541) |
| Reclassification adjustment relating to available-for-sale investments sold during the period | (5,252) | (5,867) | - | - | (5,252) | (5,867) |
| | 5,824 | (13,408) | - | - | 5,824 | (13,408) |
| Related deferred tax | (1,922) | 3,888 | - | - | (1,922) | 3,888 |
| Change in unrealised gains / (losses) on available-for-sale financial assets - net | 3,902 | (9,520) | - | - | 3,902 | (9,520) |
| Items that will not be classified to profit and loss account in subsequent period: | | | | | | |
| Actuarial loss on retirement benefit schemes | - | (565) | - | - | - | (565) |
| Other comprehensive income / (loss) for the year | 3,902 | (10,085) | - | - | 3,902 | (10,085) |
| Total comprehensive (loss) / income for the year | (77,205) | 265,671 | - | - | (77,205) | 265,671 |

The annexed notes 1 to 32 form an integral part of these financial statements.


Kamal A. Chinoy
Chairman


Aryn Currimbhoy
Director


Shahid Ghaffar
Director


Javed Ahmed
Managing Director &
Chief Executive Officer


Omer Farooq
Chief Financial Officer

Cash Flow Statement - Window Takaful Operations (Un-audited)

For the year ended December 31, 2022

| | 2022 | 2021 |
|--|--------------------|------------------------------|
| | Note | ----- (Rupees in '000) ----- |
| Operating Cash flows | | |
| (a) Takaful activities | | |
| Takaful contribution received | 12,127,957 | 12,701,226 |
| Retakaful contribution paid | (340,191) | (283,059) |
| Claims paid | (1,552,859) | (1,895,174) |
| Surrenders paid | (4,341,775) | (3,705,585) |
| Retakaful and other recoveries received | 338,242 | 211,343 |
| Hadia paid | (1,448,071) | (1,759,631) |
| Hadia received | 14,274 | 14,976 |
| Marketing and administrative expenses paid | (340,385) | (413,447) |
| Other acquisition cost paid | (1,302,623) | (1,147,361) |
| Net cash inflow from underwriting activities | 3,154,569 | 3,723,288 |
| (b) Other operating activities | | |
| Other operating payments | (71,175) | (509,850) |
| Other operating receipts | 618 | 1,192 |
| Inter-fund transactions | (273,354) | (320,165) |
| Net cash outflow from other operating activities | (343,911) | (828,823) |
| Total cash inflow in all operating activities | 2,810,658 | 2,894,465 |
| Investment activities | | |
| Profit / return received | 2,089,173 | 1,045,570 |
| Dividend received | 431,173 | 434,693 |
| Payment for investments | (17,740,696) | (27,179,390) |
| Proceed from sale of investments | 13,275,279 | 26,137,919 |
| Total cash (outflow) / inflow from investing activities | (1,945,071) | 438,792 |
| Financing activities | | |
| Surplus appropriated to shareholders' fund | - | (45,000) |
| Capital contributed from shareholders' fund | 350,000 | 285,000 |
| Capital returned to shareholders' fund | - | (125,000) |
| Total cash inflow in financing activities | 350,000 | 115,000 |
| Net cash inflow from all activities | 1,215,587 | 3,448,257 |
| Cash and cash equivalents at beginning of the year | 6,285,650 | 2,837,393 |
| Cash and cash equivalents at the end of the year | 7,501,237 | 6,285,650 |
| Reconciliation to Profit and Loss Account | | |
| Operating cash flows | 2,810,658 | 2,894,465 |
| Depreciation expense | (220,088) | (261,111) |
| Amortisation expense | (23,553) | (29,275) |
| (Decrease) / Increase in assets other than cash | (13,690) | 553,604 |
| Increase in liabilities | (3,381,425) | (3,283,066) |
| (Loss) / Gain on sale of investments | (237,255) | 463,389 |
| Revaluation losses on investments | (1,761,938) | (1,349,568) |
| Investment income | 2,776,382 | 1,328,497 |
| Finance cost on lease liabilities | (30,198) | (41,179) |
| (Loss) / profit after tax for the year | (81,107) | 275,756 |

The annexed notes 1 to 32 form an integral part of these financial statements.


Kamal A. Chinoy
Chairman


Aryn Currimbhoy
Director


Shahid Ghaffar
Director


Javed Ahmed
Managing Director &
Chief Executive Officer


Omer Farooq
Chief Financial Officer

Statement of Changes in Equity - Window Takaful Operations (Un-audited)

For the year ended December 31, 2022

| | Money ceded to waqf fund | Capital Contributed from Shareholder Fund | (Loss) / gain on revaluation of available-for- sale investments | Retained earnings arising from business other than participating business attributable to shareholders (Ledger Account D) - net of tax* | Total |
|--|-----------------------------|--|---|---|------------------|
| ------(Rupees in '000)----- | | | | | |
| Balance as at January 01, 2021 | 500 | 459,000 | 3,330 | 200,716 | 663,546 |
| Total comprehensive income / (loss) for the year | | | | | |
| Profit for the year after tax | - | - | - | 275,756 | 275,756 |
| Other comprehensive loss - net of tax | - | - | (9,520) | (565) | (10,085) |
| | - | - | (9,520) | 275,191 | 265,671 |
| Transactions with owner directly recorded in equity | | | | | |
| Surplus transferred to shareholder fund | - | - | - | (45,000) | (45,000) |
| Capital Contributions from Shareholder's fund | - | 285,000 | - | - | 285,000 |
| Capital returned to shareholder's fund | - | (125,000) | - | - | (125,000) |
| Balance as at December 31, 2021 | 500 | 619,000 | (6,190) | 430,907 | 1,044,217 |
| Balance as at January 01, 2022 | 500 | 619,000 | (6,190) | 430,907 | 1,044,217 |
| Total comprehensive income / (loss) for the year | | | | | |
| Profit for the year after tax | - | - | - | (81,107) | (81,107) |
| Other comprehensive loss - net of tax | - | - | 3,902 | - | 3,902 |
| | - | - | 3,902 | (81,107) | (77,205) |
| Transactions with owner directly recorded in equity | | | | | |
| Surplus transferred to shareholder fund | - | - | - | - | - |
| Capital contributions from shareholder's fund | - | 350,000 | - | - | 350,000 |
| Capital returned to shareholder's fund | - | - | - | - | - |
| Balance as at December 31, 2022 | 500 | 969,000 | (2,288) | 349,800 | 1,317,012 |

* This includes balances maintained in accordance with the requirements of Section 35 of the Insurance Ordinance, 2000 read with Rule 14 of the Insurance Rules, 2017 to meet solvency margins, which are mandatorily maintained for carrying on of the life insurance business.

The annexed notes 1 to 32 form an integral part of these financial statements.


Kamal A. Chinoy
Chairman


Aryn Currimbhoy
Director


Shahid Ghaffar
Director


Javed Ahmed
Managing Director &
Chief Executive Officer


Omer Farooq
Chief Financial Officer

Notes to and forming part of the Financial Statements - Window Takaful Operations (Un-audited)

For the year ended December 31, 2022

1 LEGAL STATUS AND NATURE OF BUSINESS

- 1.1** Jubilee Life Insurance Company Limited (the Company) was incorporated in Pakistan on June 29, 1995 as a public limited Company under the Companies Ordinance, 1984 (now Companies Act, 2017). Its shares are quoted on the Pakistan Stock Exchange. The Company started its business on June 20, 1996. The addresses of its registered and principal office are 26 - D, 3rd Floor, Kashmir Plaza, Jinnah Avenue, Blue Area, Islamabad and Jubilee Life Insurance Building, 74/1-A, Lalazar, M.T. Khan Road, Karachi, respectively.
- 1.2** The Company was issued the Certificate of authorization for commencement of Window Takaful Operations under Rule 6 of the Takaful Rules, 2012 by the Securities and Exchange Commission of Pakistan (SECP) vide Authorization Reference no. 7 dated June 17, 2015. The Company launched the Window Takaful Operations on July 13, 2015.
- 1.3** The Company is a subsidiary of Aga Khan Fund For Economic Development, S.A., Switzerland.

2 BASIS OF PREPARATION

2.1 Statement of Compliance

These financial statements for Window Takaful Operations of the Company have been prepared to comply with the requirement of Securities and Exchange Commission of Pakistan (SECP) vide its Circular No. 15 of 2019 dated November 18, 2019 in which Life Insurers carrying out Window Takaful Operations are required to prepare separately, the financial statements for Family Takaful Operations as if these are carried out by a standalone Takaful Operator.

These financial statements of the Window Takaful Operations have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan. The accounting and reporting standards comprise of:

- International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) as are notified under the Companies Act, 2017; and
- Provisions of and directives issued under the Companies Act, 2017 and Insurance Ordinance, 2000, Insurance Rules 2017 and Insurance Accounting Regulations, 2017 and the Takaful Rules, 2012.

In case requirements differ, the provisions or directives of the Companies Act, 2017, the Insurance Ordinance, 2000, the Insurance Rules, 2017, the Insurance Accounting Regulations, 2017 and the Takaful Rules, 2012, have been followed.

2.2 Basis of measurement

These financial statements have been prepared under the historical cost convention except for valuation of certain investments at their market value.

The preparation of financial statements in conformity with the accounting and reporting standards as applicable in Pakistan requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates. Estimates and underlying assumption are reviewed on an ongoing basis.

Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

Judgements made by management in the application of accounting and reporting standards as applicable in Pakistan that have a significant effect on the financial statements and estimates with a significant risk of material adjustment in the next year are discussed in note 4 to the financial statements.

2.3 Functional and presentation currency

These financial statements have been presented in Pak Rupee, which is the Company's functional and presentation currency. Amounts presented have been rounded off to the nearest thousand.

2.4 Standards, interpretations of and amendments to existing accounting standards that have become effective during the year

There are certain amendments and interpretations to the accounting and reporting standards which are mandatory for accounting periods which began on January 1, 2022. However, these do not have any significant impact on the Company's financial statements.

2.5 Standards, interpretations and amendments to accounting and reporting standards as applicable in Pakistan that are not yet effective

The following standards, amendments and interpretations of the accounting and reporting standards as applicable in Pakistan will be effective for accounting periods beginning on or after January 1, 2023:

| Standards, amendments or interpretations | Effective Date |
|--|--------------------|
| IFRS 9 - Financial Instruments | January 01, 2023* |
| IFRS 17 - Insurance contracts | January 01, 2023** |

* The management has opted temporary exemption from the application of IFRS 9 as allowed by the International Accounting Standards Board (IASB) for entities whose activities are predominantly connected with insurance.

** IFRS 17 - 'Insurance contracts' has been notified by the IASB to be effective for annual periods beginning on or after January 1, 2023 but is yet to be notified by the Securities and Exchange Commission of Pakistan.

The management is in the process of assessing the impacts of above amendments on the financial statements of the Company.

2.6 Standards, interpretations and amendments to accounting standards that are effective but not relevant

There are certain other new and amended standards, interpretations and amendments that are mandatory for the Company's accounting periods beginning on or after January 1, 2023 but are considered not to be relevant or will not have any significant effect on the Company's operations and are therefore not stated in these financial statements.

3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

3.1 The significant accounting policies and methods of computation adopted in the preparation of this financial statement are same as those applied in the preparation of the annual financial statements of the Company for the year ended December 31, 2021.

3.2 Types of Window Takaful Operations

a) Family Takaful Contracts

The Company offers Family Takaful Contracts. Family Takaful Contract is an arrangement which rests on key Shariah principles of mutual cooperation, solidarity and well being of a community, and is based on the principles of Wakala Waqf Model. Under a Takaful arrangement, individuals come together and contribute towards the common objective of protecting each other against financial losses by sharing the risk on the basis of mutual assistance.

The obligation of Waqf for Waqf participants' liabilities is limited to the amount available in the Waqf fund. In case there is a deficit in the Waqf Fund, the Window Takaful Operator shall grant an interest free loan (Qard-e-Hasna) to make good the deficit. The loan shall be repayable from the future surpluses generated in the Waqf Fund, without any excess of the actual amount given to it. Repayment of Qard-e-Hasna shall receive priority over surplus distribution to Participants from the Waqf Fund.

i) Individual Family Takaful Contracts Unit - Linked

The Company offers Unit Linked Takaful Plans which provide Shariah Compliant financial protection and investment vehicle to individual participants. These plans carry cash value and offer investment choices to the participants to direct their investment related contributions based on their risk / return objectives. The investment risk is borne by the participants. This business is written through two distribution channels, namely, the direct sales force and bancassurance.

Individual life single contribution memberships are also issued and their value is determined as per underlying assets' value of the fund.

ii) **Group Family Takaful**

- **Individual Life Takaful business**

The Individual Family Takaful contracts are issued typically on yearly renewable term basis and are mainly protection policies sold to a wide cross-section of population with different income levels. The risk underwritten is mainly death, cancer and sometimes critical illness. This business is written through direct sales force and bancassurance.

- **Group life business**

Group Family Takaful contracts are mainly issued to employers to insure their commitments to their employees as required under The West Pakistan Industrial and Commercial Employment (Standing Orders) Ordinance, 1968. The Company offers group term life and group credit plans to its participants. The Company also writes business for consumer banking related schemes and micro-insurance schemes. The risk underwritten is mainly death and sometimes disability. This business is written through direct sales force and bancassurance.

iii) **Accident & Health Family Takaful**

- **Individual accident & health business**

Individual Accident and Health Family Takaful contracts are mainly protection policies sold to a wide cross-section of population with different income levels. The risk underwritten is medical expenses related to outpatient services and hospitalisation. This business is written through direct sales force and bancassurance.

- **Group health business**

Group Accident & Health Family contracts are mainly issued to employers to insure their commitments to their employees. The Company also writes business for micro-insurance schemes. The risk underwritten is medical expenses related to outpatient services and hospitalisation to its participants. This business is written through direct sales force.

The Accident & Health Family Takaful contracts are mainly issued to employers to insure their commitments to employees. The Company offers medical expenses related to out patient services and hospitalisation to its participants.

3.3 **Recognition of Policyholders' liabilities / Technical Reserves**

a) **Reserve for claims - Incurred but not reported (IBNR) - Takaful Contracts**

The liability for claims - IBNR, is determined by the Appointed Actuary and is included in the technical reserves. The IBNR is expressed on the basis of past claims reporting pattern as a percentage of earned contribution.

b) **Reserve for unearned contribution - Takaful Contracts**

The unearned portion of gross contribution, net off wakala fee, is set aside as a reserve and included in the technical reserves. Such reserve is calculated as a portion of the gross contribution of each policy, determined according to the ratio of the unexpired period of the policy and the total period, both measured to the nearest day.

c) **Contribution Deficiency Reserve - Takaful Contracts**

The Company maintains a provision in respect of contribution deficiency for the class of business where the unearned contribution reserve is not adequate to meet the expected future liability, after retakaful claims and other supplementary expenses expected to be incurred after the balance sheet date in respect of the unexpired policies in that class of business at the balance sheet date. Provision for contribution deficiency reserve is made as per the advice of the appointed actuary.

d) **Technical Reserves**

Technical reserves are stated at a value determined by the appointed actuary through an actuarial valuation carried out as at each balance sheet date, in accordance with Section 50 of the Insurance Ordinance, 2000.

3.4 Retakaful contracts held

Retakaful Contribution

These contracts are entered into by the Company with the retakaful operator under which the retakaful operator cedes the Takaful risk assumed during normal course of its business, and according to which the Waqf is compensated for losses on contracts issued by it.

Retakaful contribution is recorded at the time the retakaful is ceded.

Retakaful liabilities represent balances due to retakaful companies. Amounts payable are calculated in a manner consistent with the associated retakaful treaties.

Retakaful Expenses

Retakaful expenses are recognised as a liability.

Retakaful assets represent balances due from retakaful operator. Recoverable amounts are estimated in a manner consistent with the associated retakaful treaties.

Retakaful assets are offset against related Retakaful liabilities under the circumstances only that there is a clear legal right of off-set of the amounts. Income or expenses from retakaful contract are not offset against expenses or income from related Retakaful contracts as required by the Insurance Ordinance, 2000. Retakaful assets and liabilities are derecognised when the contractual rights are extinguished or expired.

3.5 Receivables and payables related to takaful contracts

Receivables and payables are recognised when due. These include amounts due to and from agents and policyholders.

3.6 Operating Segments

Operating segments are reported in a manner consistent with that provided to the chief operating decision-maker. The chief operating decision-maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Chief Executive Officer.

The Window Takaful has three primary business segments for reporting purposes - the Individual Family Takaful, Group Family Takaful, and Accident & Health Family Takaful.

- a) The Individual Family Takaful segment provides family takaful coverage to individuals under unit based policies issued by the PTF.
- b) The Group Family Takaful segment provides family takaful coverage to members of business enterprises, corporate entities, and common interest groups under Group Family Takaful schemes issued by the PTF.
- c) The Accident & Health Family Takaful segment provides accident coverage and inpatient / outpatient health coverage to members of business enterprises and corporate entities under Accident & Health Family Takaful schemes issued by the PTF.

3.7 Cash and cash equivalents

For the purpose of cash flow statement, cash and cash equivalents include the following:

- Cash at bank in current and saving accounts
- Cash and stamps in hand
- Certificate of Islamic Investment with original maturity upto three months

3.8 Revenue recognition

3.8.1 Contributions

a) Individual Life Family Takaful

First year, renewal and single contributions are recognized once the related policies are issued / renewed against receipt of contribution.

b) Group Family Takaful

Group Family contributions are recognized as and when due. In respect of these policies, the Company will continue to provide cover even if the contribution is received after grace period.

c) Accident & Health Family Takaful

Accident & Health Family Takaful contributions are recognized as and when due. In respect of these policies, the Company will continue to provide cover even if the contribution is received after grace period.

3.8.2 Retakaful Commission

Commission from reinsurers is recognized as revenue in accordance with the pattern of recognition of the retakaful contribution to which it relates. Commission, if any, under the terms of retakaful arrangements is recognised when the Company's right to receive the same is established.

3.8.3 Other revenue recognition

Profits

- Profits on bank deposits and government securities is recognised on time proportion basis, using effective yield method.
- Profits on fixed income securities is recognised on time proportion basis using effective yield method.

Dividends

Dividend income is recognised when Company's right to receive dividend is established.

3.9 Investments

Classification

The Company has classified its investment portfolio into 'at fair value through profit or loss', and 'available-for-sale' categories as follows:

- At fair value through profit or loss - this category relates to all investments of unit linked funds of the Individual Family Takaful Fund which have been reclassified by the Company under this category, to eliminate the accounting mismatch arising from the measurement of assets and liabilities.
- Available-for-sale – These are investments that do not fall under the Held-to-maturity and at fair value through profit or loss categories.

Initial recognition

All investments are initially recognised at cost, being the fair value of the consideration given, including transaction costs associated with the investments, except for Fair Value through Profit or Loss category, wherein the transaction costs are charged to the profit and loss account.

All regular way purchases / sales of investment are recognised on the trade date, i.e., the date the Company commits to purchase / sell the investments. Regular way purchases or sales of investment require delivery of securities within the time frame generally established by regulation or convention in the market place.

Subsequent measurement

Investments classified as 'at fair value through profit or loss' are subsequently measured at their market values, with any gain or loss being recorded in the Profit and Loss Account.

Investments classified as 'available-for-sale' are subsequently measured at their market values, with any gain or loss recorded in the Statement of Comprehensive Income. Cumulative gains and losses on mark to market of available-for-sale investments are reclassified to profit and loss account on disposal of investments. When the decline in value of an equity security is significant or prolonged, the cumulative loss (measured as the difference between the acquisition cost and current fair value, less any impairment loss on that financial asset previously recognised in the profit and loss account) that had been recognised in other comprehensive income shall be reclassified from equity to the profit and loss account even though the financial asset has not been derecognised.

Fair / market value measurements

For investments in Government securities, fair / market value is determined by reference to quotations obtained from Reuters page (PKRV) / (PKFRV) / (PKISRV) where applicable. For investments in quoted marketable securities, other than Term Finance Certificates / Corporate Sukuks, fair / market value is determined by reference to Stock Exchange quoted market price at the close of business on balance sheet date. The fair market value of Term Finance Certificates / Corporate Sukuks and investment in Mutual Fund is as per the rates issued by the Mutual Funds Association of Pakistan (MUFAP).

3.10 Off-setting of financial assets and financial liabilities

Financial assets and liabilities are offset and the net amount is reported in the financial statements only when there is a legally enforceable right to set-off the recognised amount and the Company intends either to settle on a net basis or to realise the assets and settle the liabilities simultaneously.

3.11 Provisions

Provisions are recognized when the Company has a legal or constructive obligation as a result of a past event, and it is probable that outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of obligation. The nature of provision is not stated in the financial statements where such is expected to materially prejudice company's position, as allowed under the applicable accounting framework.

3.12 Taxation

Income tax expense represent deferred tax which is recognised using the balance sheet liability method on all temporary differences arising between the carrying amounts of assets and liabilities for financial reporting purposes and amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amounts of assets and liabilities using the tax rates enacted or substantively enacted at the balance sheet date. A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available and the credits can be utilised. Deferred tax asset is reduced to the extent that it is no longer probable that the related tax benefits will be realised.

3.13 Others

3.13.1 Acquisition cost

These are costs incurred in acquiring insurance policies / takaful contracts, maintaining such policies / takaful contracts, and include without limitation, all forms of remuneration paid to insurance / takaful agents.

Hadia and other expenses are recognised as expense in the earlier of the financial year in which they are paid and financial year in which they become due and payable, except that commission and other expenses which are directly referable to the acquisition or renewal of specific contracts are recognised not later than the period in which the contribution to which they refer is recognised as revenue.

3.13.2 Takaful Benefits

Takaful Benefits are recognised on the date the insured event is intimated except for individual life unit linked where claim expenses are recognised earlier of the date the policy cease to participate in the earnings of the fund and the date insured event is intimated.

Surrenders of individual life unit linked are recognised after these have been approved in accordance with the Company's policy.

Liability for outstanding claims is recognised in respect of all claims intimated up to the balance sheet date. Claims liability includes amounts in relation to unpaid reported claims.

Liability for claims "Incurred But Not Reported" (IBNR) is included in participant' liabilities.

3.13.3 Statutory funds

The Company maintains statutory funds in respect of each class of life insurance business. Assets, liabilities, revenues and expenses of the Company are referable to respective statutory funds, however, where these are not referable to statutory funds, these are allocated to the shareholders' fund.

Apportionment of assets, liabilities, revenues and expenses, wherever required, between funds are made on a fair and equitable basis in accordance with the written advice of the appointed actuary.

3.13.4 Takaful Operator's Fee

The shareholders of the Company manage the Window Takaful operations for the participants. Accordingly, the Company is entitled to Takaful Operator's Fee for the management of Window Takaful Operations under the Waqf Fund, to meet its general and administrative expenses. The Takaful Operator's fee, termed Wakala Fee, is recognised upfront.

3.13.5 Financial assets and liabilities

All financial assets and liabilities are initially measured at fair value. These financial assets and liabilities are subsequently measured at fair / market value or amortised cost as the case may be.

3.13.6 Contingent Liabilities

Contingent liabilities are disclosed when the Company has a possible obligation as a result of past events, whose existence will be confirmed only by the occurrence or non-occurrence, of one or more uncertain future events, not wholly within the control of the Company; or the Company has a present legal or constructive obligation that arises from past events, but it is not probable that an outflow of resources embodying economic benefits will be required to settle the obligation, or the amount of the obligation cannot be measured with sufficient reliability.

4 FINANCIAL RISK MANAGEMENT / ACCOUNTING ESTIMATES AND JUDGEMENTS

The financial risk management objectives and policies are consistent with those disclosed in the financial statements of the Company for the year ended December 31, 2021. In preparing these financial statement, the management has made judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates. The significant judgements made by management in applying the Company's accounting policies and the key sources of estimation uncertainty are the same as those that applied to the financial statements for the year ended December 31, 2021.

4.1 Participants' liabilities / technical reserves

4.1.1 Valuation discount rate

The valuation of participants' liabilities has been based on a discount rate of 3.75%, which is in line with the requirements under the repealed Insurance Act, 1938 and is considerably lower than the actual investment return the Company is managing on its conventional portfolio. The difference each year between the above and the actual investment return is intended to be available to the Company for meeting administration expenses and provide margins for adverse deviation.

4.1.2 Mortality assumption

For the purpose of valuing the insurance contracts, the mortality assumption used is based on SLIC (2001-2005) table. SECP vide its circular 17/2013 dated September 13, 2013 has stipulated that SLIC (2001 - 05) Individual Life Ultimate Mortality Table published by Pakistan Society of Actuaries (PSOA) be used as the minimum valuation basis prescribed under SECP's notification S.R.O 16(1)/2012. Moreover, for morbidity plans, similar rates are used as charged by retakaful operators.

4.1.3 Claims

The calculation of Incurred But Not Reported Claims Reserve for both Group Life under Conventional Business and Accident and Health lines has been based on the assumption that the claims lag pattern would follow the trend experienced over the past 3 years.

The reserving basis has been formulated on the recent claims lag pattern and experience of the Company for each line of business separately. Appropriate margins have been added to ensure that the reserve set aside is resilient to changes in the experience.

4.1.4 Surrenders

For the purpose of valuation of conventional business, no provision has been made for lapses and surrenders. This gives prudence to the value placed on the liability by not taking any credits for the profits made on surrenders.

4.2 Income taxes

In making the estimates for income taxes currently payable by the Company, the management looks at the current income tax law and the decisions of appellate authorities on disputed issues in the past.

4.3 Impairment in respect of listed securities

The Company determines that listed available-for-sale securities are impaired when there has been a significant or prolonged decline in fair value below its cost. In making this judgment, the Company evaluates, among other factors, volatility in the share prices in normal course. In addition, impairment may be appropriate when there is evidence of deterioration in financial health of the investee, industry or sector performance.

5 INVESTMENTS IN EQUITY SECURITIES

| | Note | 2022 | 2021 |
|--------------------------------------|------|------------------|-------------------|
| At fair value through profit or loss | 5.1 | 5,863,601 | 10,166,850 |
| Available-for-sale | 5.2 | 23,749 | 42,005 |
| | | 5,887,350 | 10,208,855 |

5.1 At fair value through profit or loss

| | 2022 | | | 2021 | | |
|-----------------------------|-----------------------------|------------------------|------------------|-----------------------------|------------------------|-------------------|
| | Cost | Impairment / provision | Carrying value | Cost | Impairment / provision | Carrying value |
| | ------(Rupees in '000)----- | | | ------(Rupees in '000)----- | | |
| Others than related parties | 8,248,240 | - | 5,863,601 | 11,591,422 | - | 10,166,850 |
| | 8,248,240 | - | 5,863,601 | 11,591,422 | - | 10,166,850 |

5.2 Available-for-sale

| | 2022 | | | 2021 | | |
|-----------------------------|-----------------------------|------------------------|----------------|-----------------------------|------------------------|----------------|
| | Cost | Impairment / provision | Carrying value | Cost | Impairment / provision | Carrying value |
| | ------(Rupees in '000)----- | | | ------(Rupees in '000)----- | | |
| Others than related parties | 50,090 | (26,341) | 23,749 | 50,090 | - | 42,005 |
| | 50,090 | (26,341) | 23,749 | 50,090 | - | 42,005 |

6 INVESTMENT IN GOVERNMENT SECURITIES

| | Note | 2022 | 2021 |
|--------------------------------------|-----------|-------------------|------------------|
| At fair value through profit or loss | 6.1 \ 6.3 | 8,047,065 | 4,818,325 |
| Available-for-sale | 6.2 \ 6.4 | 2,966,604 | 2,348,608 |
| | | 11,013,669 | 7,166,933 |

6.1 At fair value through profit or loss

| | 2022 | | | | |
|--------------------------|-----------------------------|---------------------|------------------|---------------------|------------------|
| | Maturity Year | Effective Yield (%) | Amortised Cost | Principal Repayment | Carrying Value |
| | ------(Rupees in '000)----- | | | | |
| 05 Years GoP Ijara Sukuk | 2026 | 13.15% | 857,126 | 840,000 | 795,732 |
| 05 Years GoP Ijara Sukuk | 2027 | 15.81% | 906,000 | 906,000 | 902,195 |
| 05 Years GoP Ijara Sukuk | 2027 | 13.05% | 1,946,017 | 1,975,000 | 1,938,463 |
| 05 Years GoP Ijara Sukuk | 2025 | 16.24% | 3,266,572 | 3,367,000 | 3,250,839 |
| 05 Years GoP Ijara Sukuk | 2025 | 15.84% | 415,382 | 415,000 | 413,091 |
| 05 Years GoP Ijara Sukuk | 2025 | 16.98% | 512,249 | 512,690 | 510,332 |
| 05 Years GoP Ijara Sukuk | 2025 | 15.51% | 236,992 | 236,650 | 236,413 |
| | | | 8,140,338 | 8,252,340 | 8,047,065 |

6.2 Available-for-sale

| | | 2022 | | | |
|------------------------------|---------------|---------------------|------------------|---------------------|------------------|
| | Maturity Year | Effective Yield (%) | Amortised Cost | Principal Repayment | Carrying Value |
| ----- (Rupees in '000) ----- | | | | | |
| 5 Years GoP Ijara Sukuk | 2025 | 16.98% | 737,987 | 737,310 | 733,918 |
| 5 Years GoP Ijara Sukuk | 2025 | 15.51% | 398,284 | 398,350 | 397,952 |
| 5 Years GoP Ijara Sukuk | 2026 | 13.15% | 10,204 | 10,000 | 9,473 |
| 5 Years GoP Ijara Sukuk | 2027 | 15.81% | 93,948 | 94,000 | 93,605 |
| 5 Years GoP Ijara Sukuk | 2027 | 13.05% | 172,432 | 175,000 | 171,763 |
| 5 Years GoP Ijara Sukuk | 2025 | 16.24% | 1,481,784 | 1,528,000 | 1,475,284 |
| 5 Years GoP Ijara Sukuk | 2025 | 15.84% | 85,078 | 85,000 | 84,609 |
| | | | 2,979,717 | 3,027,660 | 2,966,604 |

6.3 At fair value through profit or loss

| | | 2021 | | | |
|------------------------------|---------------|---------------------|------------------|---------------------|------------------|
| | Maturity Year | Effective Yield (%) | Amortised Cost | Principal Repayment | Carrying Value |
| ----- (Rupees in '000) ----- | | | | | |
| 05 Years GoP Ijara Sukuk | 2025 | 8.76% | 3,471,204 | 3,562,000 | 3,436,974 |
| 05 Years GoP Ijara Sukuk | 2025 | 11.21% | 656,558 | 652,690 | 653,865 |
| 05 Years GoP Ijara Sukuk | 2025 | 10.01% | 502,300 | 500,000 | 500,900 |
| 05 Years GoP Ijara Sukuk | 2026 | 8.86% | 228,046 | 228,000 | 226,586 |
| | | | 4,858,108 | 4,942,690 | 4,818,325 |

6.4 Available-for-sale

| | | 2021 | | | |
|------------------------------|---------------|---------------------|------------------|---------------------|------------------|
| | Maturity Year | Effective Yield (%) | Amortised Cost | Principal Repayment | Carrying Value |
| ----- (Rupees in '000) ----- | | | | | |
| 05 Years GoP Ijara Sukuk | 2025 | 11.21% | 598,757 | 597,310 | 598,385 |
| 05 Years GoP Ijara Sukuk | 2025 | 7.19% | 636,614 | 635,000 | 635,127 |
| 05 Years GoP Ijara Sukuk | 2025 | 8.76% | 1,103,902 | 1,133,000 | 1,093,232 |
| 05 Years GoP Ijara Sukuk | 2026 | 8.86% | 22,004 | 22,000 | 21,864 |
| | | | 2,361,277 | 2,387,310 | 2,348,608 |

| | 2022 | 2021 |
|------|------------------------------|------|
| Note | ----- (Rupees in '000) ----- | |

7 INVESTMENTS IN DEBT SECURITIES

| | | | |
|--------------------------------------|-----|------------------|------------------|
| At fair value through profit or loss | 7.1 | 1,103,025 | 1,067,363 |
| Available-for-sale | 7.2 | 82,762 | 68,822 |
| | | 1,185,787 | 1,136,185 |

7.1 At fair value through profit or loss

| | | 2022 | | | 2021 | | |
|------------------------------|-------|------------------|------------------------|------------------|-----------|------------------------|----------------|
| Note | | Cost | Impairment / provision | Carrying value | Cost | Impairment / provision | Carrying value |
| ----- (Rupees in '000) ----- | | | | | | | |
| Corporate Sukuks | 7.1.1 | 1,084,375 | - | 1,103,025 | 1,048,143 | - | 1,067,363 |

| | Number of Certificates | | Face Value | Carrying Value | |
|--|-----------------------------|---------|------------|------------------|------------------|
| | 2022 | 2021 | | 2022 | 2021 |
| | ------(Rupees in '000)----- | | | | |
| 7.1.1 Corporate Sukuks | | | | | |
| K-Electric Limited Sukuk II | 150,000 | 160,000 | 5,000 | 724,174 | 770,045 |
| Neelum Jhelum Hydropower Company (Pvt) Limited | 2,500 | 2,500 | 100,000 | 98,266 | 144,361 |
| The Hub Power Company Limited | 1,000 | 1,000 | 100,000 | 50,585 | 103,615 |
| Lucky Electric Power Company Limited | 46,000 | 25 | 5,000 | 230,000 | 25,838 |
| | | | | 1,103,025 | 1,043,859 |

7.2 Available-for-sale

| Note | 2022 | | | 2021 | | |
|------------------|-----------------------------|------------------------|----------------|--------|------------------------|----------------|
| | Cost | Impairment / provision | Carrying value | Cost | Impairment / provision | Carrying value |
| | ------(Rupees in '000)----- | | | | | |
| Corporate Sukuks | 81,750 | - | 82,762 | 67,583 | - | 68,822 |

| | Number of Certificates | | Face Value | Carrying Value | |
|--|-----------------------------|--------|------------|----------------|---------------|
| | 2022 | 2021 | | 2022 | 2021 |
| | ------(Rupees in '000)----- | | | | |
| 7.2.1 Corporate Sukuks | | | | | |
| - K-Electric Limited - Sukuk | 13,000 | 18,000 | 5,000 | 62,762 | 68,822 |
| - Lucky Electric Power Company Limited | 4,000 | - | 5,000 | 20,000 | - |
| | | | | 82,762 | 68,822 |

8 CERTIFICATES OF INVESTMENT

| | | 2022 | 2021 |
|--|------|-----------------------------|-----------|
| | Note | ------(Rupees in '000)----- | |
| Certificates maturing within 12 months | 8.1 | 6,179,000 | 5,235,000 |

8.1 The rates of return on these certificates of investment ranges from 14.5% to 15.7% per annum (2021: 10.50% to 11.30% per annum).

9 INVESTMENTS IN OPEN-ENDED MUTUAL FUNDS

| | | 2022 | 2021 |
|--------------------------------------|------|-----------------------------|------------------|
| | Note | ------(Rupees in '000)----- | |
| At fair value through profit or loss | 9.1 | 5,623,363 | 2,834,767 |
| Available-for-sale | 9.2 | 264,080 | 155,460 |
| | | 5,887,443 | 2,990,227 |

9.1 At fair value through profit or loss

| | 2022 | | | 2021 | | |
|-------------------------------|------------------------------|------------------------|------------------|------------------------------|------------------------|------------------|
| | Cost | Impairment / provision | Carrying value | Cost | Impairment / provision | Carrying value |
| | ----- (Rupees in '000) ----- | | | ----- (Rupees in '000) ----- | | |
| Related Parties | 408,729 | - | 437,860 | 100,000 | - | 102,132 |
| Others than related parties | 5,254,956 | - | 5,185,503 | 2,750,847 | - | 2,732,635 |
| | 5,663,685 | - | 5,623,363 | 2,850,847 | - | 2,834,767 |
| 9.2 Available-for-sale | | | | | | |
| Others than related parties | 257,000 | - | 264,080 | 149,274 | - | 155,460 |
| | 257,000 | - | 264,080 | 149,274 | - | 155,460 |

| | 2022 | 2021 |
|------|------------------------------|------------------------------|
| Note | ----- (Rupees in '000) ----- | ----- (Rupees in '000) ----- |

10 OTHER LOANS AND RECEIVABLES

| | | | |
|---------------------------------------|------|----------------|----------------|
| Advance against Pre-IPO of Sukuk | 10.1 | 429,000 | 429,000 |
| Investment income accrued | | 389,322 | 133,287 |
| Security deposits | | 6,224 | 5,814 |
| Advances to suppliers | | 621 | 362 |
| Investment income due but outstanding | | - | - |
| Other receivables | | 71,624 | 61,266 |
| | | 896,791 | 629,729 |

10.1 This represents Pre-IPO subscription of Meezan Bank Limited Sukuk which carries rental at the rate of 6 Months KIBOR + 0.35%. The subscription is subsequently completed in January 2023.

11 CASH & BANK

Cash and stamps in hand

| | | | |
|---------------------------|--|---------------|---------------|
| - Cash in hand | | 19,595 | 20,128 |
| - Policy & revenue stamps | | 8,295 | 7,188 |
| | | 27,890 | 27,316 |

Cash at bank

| | | | |
|-------------------------------|------|------------------|------------------|
| - In current accounts | | 2 | 31 |
| - In Islamic savings accounts | 11.1 | 1,294,345 | 1,023,303 |
| | | 1,294,347 | 1,023,334 |
| | | 1,322,237 | 1,050,650 |

11.1 These carry profit ranging from 2.54% to 14.91% (2021: 2.25% to 10.50%) per annum.

| | 2022 | 2021 |
|--|------------------------------|------------------------------|
| | ----- (Rupees in '000) ----- | ----- (Rupees in '000) ----- |

Cash and cash equivalents include the following for the purposes of the cash flow statement

| | | |
|---|------------------|------------------|
| Cash and bank | 1,322,237 | 1,050,650 |
| Certificates of investment with original maturity of three months or less | 6,179,000 | 5,235,000 |
| | 7,501,237 | 6,285,650 |

JUBILEE LIFE INSURANCE

| | | 2022 | 2021 |
|-------------|---|------------------------------|-------------------|
| | | ----- (Rupees in '000) ----- | |
| | | Note | |
| 12 | TAKAFUL LIABILITES | | |
| | Reported outstanding claims (including claims in payment) | 12.1 561,449 | 442,337 |
| | Incurred but not reported claims | 12.2 193,268 | 206,034 |
| | Investment component of unit-linked and account value policies | 12.3 28,292,197 | 25,253,332 |
| | Liabilities under group takaful contracts (other than investment linked) | 12.4 170,438 | 121,847 |
| | Participant takaful fund balance | 12.5 498,865 | 242,142 |
| | Other takaful liabilities | 12.6 127,874 | 144,109 |
| | | 29,844,092 | <u>26,409,801</u> |
| 12.1 | Reported outstanding claims (including claims in payment) | | |
| | Gross of retakaful | | |
| | Payable within one year | 526,528 | 419,224 |
| | Payable over a period of time exceeding one year | 34,921 | 23,113 |
| | | 561,449 | <u>442,337</u> |
| 12.2 | Incurred but not reported claims | | |
| | Gross of retakaful | 251,249 | 254,441 |
| | Retakaful recoveries | (57,981) | (48,407) |
| | Net of retakaful | 193,268 | <u>206,034</u> |
| 12.3 | Investment component of unit-linked policies | 28,292,197 | <u>25,253,332</u> |
| 12.4 | Liabilities under group takaful contracts (other than investment linked) | | |
| | Gross of retakaful | 207,725 | 148,945 |
| | Retakaful credit | (37,287) | (27,098) |
| | Net of retakaful | 170,438 | <u>121,847</u> |

12.5 This comprises of surplus of Individual Family Takaful - Participant Takaful Fund, which relates exclusively to participants of the Individual Family Takaful Fund and is not available for distribution to shareholders. Under the Waqf Deed of Individual Family Takaful Fund read with Rule 21 of Takaful Rules, 2012, the surplus arising in the Participants Sub Fund can only be distributed to the Participants of that Fund based on approval of the Appointed Actuary. The surplus has been classified under insurance liabilities as clarified by SECP.

The Company has distributed Rs. 144.261 million out of surplus for the year 2021 (2021: Rs. 317.67 million out of surplus for the years 2017 through 2019) to the Participants of the Individual Family Takaful Fund in line with the mechanism approved by Appointed Actuary and Shariah Advisor of the Company as required under Clause 6 of Waqf (PTF) Policies.

| | | 2022 | 2021 |
|-------------|----------------------------------|------------------------------|----------------|
| | | ----- (Rupees in '000) ----- | |
| 12.6 | Other Takaful liabilities | | |
| | Gross of retakaful | 141,622 | 158,389 |
| | Retakaful credit | (13,748) | (14,280) |
| | Net of retakaful | 127,874 | <u>144,109</u> |

13 CONTINGENCIES AND COMMITMENTS

The contingencies and commitments reported in the main financials of the Company also includes impacts of Window Takaful Operations as at December 31, 2022. Out of the reported amount thereon, an amount of Rs. 1,629.28 million (2021: Rs. 1,332.93 million) pertains to Window Takaful Operations. There were no other material contingencies and commitments as at December 31, 2022.

14 CONTRIBUTION REVENUE

| | 2022 | 2021 |
|---|------------------------------|-------------------|
| | ----- (Rupees in '000) ----- | |
| Gross Contribution | | |
| Regular Contribution Individual Policies* | | |
| First year | 2,700,842 | 3,185,453 |
| Second year renewal | 2,073,650 | 2,132,264 |
| Subsequent year renewal | 5,658,746 | 5,626,190 |
| Total Regular Contribution Individual Policies | <u>10,433,238</u> | <u>10,943,907</u> |
| Single contribution individual policies | 142,135 | 391,650 |
| Group policies without cash values | 1,470,745 | 1,430,736 |
| Total Gross Contribution | <u>12,046,118</u> | <u>12,766,293</u> |
| Less: Retakaful Contribution ceded | | |
| On individual life first year business | (32,521) | (34,022) |
| On individual life second year business | (28,926) | (25,631) |
| On individual life renewal business | (80,611) | (63,158) |
| On single contribution individual policies | (116) | (99) |
| On group policies | (198,017) | (147,435) |
| Less: Retakaful commission on risk contribution | 14,274 | 14,976 |
| | <u>(325,917)</u> | <u>(255,369)</u> |
| Net Contribution | <u>11,720,201</u> | <u>12,510,924</u> |

* Individual policies are those underwritten on an individual basis, and include joint life policies underwritten as such.

15 INVESTMENT INCOME

| | 2022 | 2021 |
|---|------------------------------|------------------|
| | ----- (Rupees in '000) ----- | |
| Income from equity securities | | |
| Fair value through profit or loss | | |
| - Dividend income | 421,836 | 384,454 |
| Available-for-sale | | |
| - Dividend income | 608 | - |
| | <u>422,444</u> | <u>384,454</u> |
| Income from Mutual fund | | |
| Fair value through profit or loss | | |
| - Dividend income | 8,729 | 5,948 |
| Available-for-sale | | |
| - Dividend income | - | 2,139 |
| | <u>8,729</u> | <u>8,087</u> |
| Income from debt securities | | |
| Fair value through profit or loss | | |
| - Return on debt securities | 1,061,910 | 449,474 |
| Available-for-sale | | |
| - Return on debt securities | 347,980 | 169,430 |
| | <u>1,409,891</u> | <u>618,904</u> |
| Income from certificates of investment | | |
| - Return on certificates of investment | 924,851 | 308,610 |
| | <u>2,765,915</u> | <u>1,320,055</u> |

- 15.1** Dividend income is net of charity amount due to purification of non shariah compliant dividend income amounting to Rs. 15.27 million (2021: Rs. 17.48 million).

| | 2022 | 2021 |
|--|------------------------------|--------------------|
| | ----- (Rupees in '000) ----- | |
| 16 NET REALISED FAIR VALUE GAINS ON FINANCIAL ASSETS | | |
| At fair value through profit or loss | | |
| Realised gains on: | | |
| - Equity securities | 54,067 | 521,275 |
| - Mutual Funds | 85,552 | 112,954 |
| - Debt securities | 1,271 | 53,791 |
| | 140,890 | 688,020 |
| Realised losses on: | | |
| - Equity securities | (369,966) | (218,825) |
| - Mutual Funds | - | (18,212) |
| - Debt securities | (7,140) | (4,475) |
| | (377,106) | (241,512) |
| Available-for-sale | | |
| Realised gains on: | | |
| - Mutual Funds | 14,542 | 9,398 |
| - Debt securities | 406 | 10,025 |
| | 14,948 | 19,423 |
| Realised losses on: | | |
| - Debt securities | (15,987) | (2,542) |
| | (237,255) | 463,389 |
| 17 NET FAIR VALUE LOSSES ON FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS | | |
| Net unrealised losses on investments at fair value through profit or loss | (1,763,579) | (1,368,216) |
| Total investment income | | |
| Less: Impairment in value of available-for-sale securities | (26,341) | - |
| Less: Investment related expenses | (7,945) | (33,147) |
| | (1,797,864) | (1,401,363) |
| 18 NET TAKAFUL BENEFITS | | |
| Gross Claims | | |
| Claims under individual policies | | |
| by death | 571,786 | 673,765 |
| by insured event other than death | 1,214 | 1,291 |
| by surrender | 3,858,571 | 3,158,150 |
| by partial withdrawal | 482,138 | 547,435 |
| Total gross individual policy claims | 4,965,121 | 4,380,641 |
| Claims under group policies | | |
| by death | 105,142 | 242,917 |
| by insured event other than death | 928,010 | 1,083,494 |
| Total gross policy claims | 1,033,152 | 1,326,411 |
| Total Gross Claims | 5,998,273 | 5,707,052 |
| Less: Retakaful recoveries | | |
| On individual life claims | (102,775) | (137,782) |
| On group life claims | (133,072) | (156,401) |
| | (235,847) | (294,183) |
| Claim related expenses | 921 | 601 |
| Net Takaful benefit expense | 5,763,347 | 5,413,470 |

18.1 Claim Development

The table below illustrates claim development pattern for last five years (including current year) where more than 10% of claims are normally reported after the end of the year in which the claim event occurred. The pattern is shown separately for group and individual business excluding those disclosed in notes 18.1.3.

| | Note | 2022 (Rupees in '000) |
|------------------------------------|--------|--------------------------|
| Reported outstanding claims | | |
| Individual Family Takaful | 18.1.3 | 94,945 |
| Group Family Takaful | 18.1.3 | 98,647 |
| Accident & Health Family Takaful | 18.1.3 | 139,341 |
| Other Takaful liabilities | | 228,517 |
| | 12.1 | 561,449 |

18.1.1 Individual Family Takaful

| Accident year | 2018 | 2019 | 2020 | 2021 | 2022 |
|---|-----------|-----------|-----------|-----------|-----------|
| Estimate of ultimate claims costs: | | | | | |
| At end of accident year | 94,765 | 136,124 | 322,318 | 456,884 | 294,249 |
| One year later | 124,241 | 193,351 | 407,384 | 590,610 | - |
| Two years later | 125,616 | 203,080 | 418,847 | - | - |
| Three years later | 127,524 | 204,125 | - | - | - |
| Four years later | 129,903 | - | - | - | - |
| Current estimate of cumulative claims | 129,903 | 204,125 | 418,847 | 590,610 | 294,249 |
| Less: Cumulative payments to date | (127,903) | (204,045) | (418,847) | (565,093) | (222,936) |
| | 2,000 | 80 | - | 25,517 | 71,313 |
| Sum of 2018 to 2021 outstanding claims | | | | | 98,910 |
| Claims prior to 2018 | | | | | (3,965) |
| Liability recognised in the statement of financial position | | | | | 94,945 |

18.1.2 Group Family Takaful

| Accident year | 2018 | 2019 | 2020 | 2021 | 2022 |
|---|----------|----------|-----------|-----------|-----------|
| Estimate of ultimate claims costs: | | | | | |
| At end of accident year | 76,421 | 42,776 | 151,360 | 294,547 | 201,905 |
| One year later | 84,717 | 51,695 | 198,421 | 322,499 | - |
| Two years later | 84,721 | 53,519 | 200,047 | - | - |
| Three years later | 85,940 | 53,519 | - | - | - |
| Four years later | 85,940 | - | - | - | - |
| Current estimate of cumulative claims | 85,940 | 53,519 | 200,047 | 322,499 | 201,905 |
| Less: Cumulative payments to date | (84,440) | (47,782) | (195,174) | (307,524) | (144,027) |
| | 1,500 | 5,737 | 4,872 | 14,975 | 57,878 |
| Sum of 2018 to 2021 outstanding claims | | | | | 84,962 |
| Claims prior to 2018 | | | | | 13,685 |
| Liability recognised in the statement of financial position | | | | | 98,647 |

18.1.3 For Accident and Health Takaful business, claims experience over the past 5 years indicates that claims reported after the end of the year in which the claim event occurred were less than 10% threshold therefore, the claim development table for Accident and Health Takaful business is not disclosed.

2022

2021

----- (Rupees in '000) -----

19 ACQUISITION EXPENSES

Remuneration to takaful intermediaries on individual policies:

| | | |
|---|----------------|---------|
| Hadia to agents on first year contributions | 712,321 | 838,793 |
| Hadia to agents on second year contributions | 93,361 | 89,478 |
| Hadia to agents on subsequent renewal contributions | 12,134 | 78,269 |
| Hadia to agents on single contributions | 1,885 | 6,374 |
| Overriding hadia to supervisors | 161,658 | 188,068 |
| Salaries, allowances and other benefits | 184,005 | 190,855 |
| Other benefits to takaful intermediaries | 220,946 | 123,994 |

Remuneration to takaful intermediaries on group policies:

| | | |
|--|---------------|--------|
| Hadia | 72,708 | 44,204 |
| Other benefits to takaful intermediaries | 17,690 | 15,334 |

Other acquisition costs

| | | |
|------------------------------------|----------------|---------|
| Employee benefit costs | 483,931 | 432,471 |
| Travelling expenses | 12,492 | 4,307 |
| Printing and stationery | 15,441 | 8,553 |
| Depreciation | 99,750 | 123,257 |
| Depreciation - Right-of-use assets | 34,303 | 52,045 |
| Rent, rates and taxes | 4,504 | 2,013 |
| Legal and professional charges | 6,476 | 346 |
| Utilities | 42,406 | 19,839 |
| Entertainment | 1,916 | 5,399 |
| Vehicle running expenses | 49,561 | 57,723 |
| Office repairs and maintenance | 37,804 | 26,011 |
| Training expenses | 112 | 58 |
| Postages, telegrams and telephones | 14,631 | 9,200 |
| Staff welfare | 18,316 | 13,978 |
| General insurance | 10,316 | 6,608 |
| Policy stamps | 29,633 | 33,035 |
| Initial medical fees | 2,802 | 2,815 |
| Miscellaneous expenses | 503 | 475 |

2,341,605**2,373,502**

| | Note | 2022 | 2021 |
|--|------|------------------------------|------------------|
| | | ----- (Rupees in '000) ----- | |
| 20 | | | |
| MARKETING AND ADMINISTRATION EXPENSES | | | |
| Employee benefit cost | 20.1 | 428,424 | 384,770 |
| Traveling expenses | | 15,416 | 9,960 |
| Advertisements & sales promotion | | 269,710 | 273,034 |
| Printing and stationery | | 45,964 | 36,180 |
| Depreciation | | 52,551 | 48,500 |
| Depreciation - Right-of-use assets | | 33,484 | 37,308 |
| Amortisation | | 23,553 | 29,275 |
| Legal and professional charges | | 8,662 | 5,125 |
| Utilities | | 27,859 | 16,151 |
| Entertainment | | 4,202 | 3,564 |
| Vehicle running expenses | | 8,028 | 9,948 |
| Office repairs and maintenance | | 91,811 | 95,573 |
| Appointed actuary fees | | 5,249 | 3,389 |
| Bank charges | | 6,362 | 6,449 |
| Postages, telegrams and telephone | | 42,889 | 26,126 |
| Staff welfare | | 9,591 | 7,328 |
| General insurance | | 5,980 | 3,936 |
| Training expenses | | 3,938 | 3,299 |
| Annual Supervision fees to SECP | | 12,644 | 12,403 |
| Provision for Bad and doubtful debts | | 7,226 | 7,436 |
| Miscellaneous expenses | | 281 | 406 |
| | | 1,103,824 | 1,020,160 |
| 20.1 | | | |
| Employee benefit cost | | | |
| Salaries, allowance and other benefits | | 400,805 | 359,373 |
| Charges for post employment benefits | | 27,619 | 25,397 |
| | | 428,424 | 384,770 |
| 21 | | | |
| OTHER EXPENSES | | | |
| Auditors' Fees | | 4,670 | 13,128 |
| Subscription | | 34 | 35 |
| | | 4,704 | 13,163 |
| 22 | | | |
| INCOME TAX | | | |
| For the year | | | |
| Deferred Tax Charge / (Credit) | | (1,996) | 92,057 |
| | | (1,996) | 92,057 |

23 RELATED PARTY TRANSACTIONS

The Company is controlled by Aga Khan Fund for Economic Development, S.A Switzerland, which owns 57.87% (2019: 57.87%) of the Company's shares. Associated undertakings comprise Habib Bank Limited, Jubilee General Insurance Company Limited and Jubilee Kyrgyzstan Insurance Company (CJSC), Kyrgyzstan, being under the common control of the parent Company.

The related parties comprise of related group companies, local associated companies, directors of the Company, key management employees, staff retirement funds.

The details of transactions with related parties, other than those which have been specifically disclosed elsewhere in the annual financial statement are as follows:

| | | 2022 | 2021 |
|-------------------------------|---|--------------------------------------|----------|
| | | ------(Rupees in '000)----- | |
| Relationship with the Company | Nature of transactions | | |
| i. Associated companies | Group insurance contributions | 2,648 | 197 |
| | Purchase of government securities | 4,090,993 | 251,207 |
| | Agency hadia | 210,848 | 342,203 |
| | Profit on Islamic saving accounts | 120,315 | 71,375 |
| | Dividend earned | 7,355 | - |
| | Investment in Mutual Funds | 300,000 | 100,000 |
| | ii. Key management personnel | Individual life policy contributions | 110,810 |
| | | | |
| Relationship with the Company | Balances / Investments | | |
| i. Associated companies | Banks account balance | 1,216,914 | 637,575 |
| | Profit accrued on profit and loss sharing account | 11,800 | 7,020 |
| | Investment in Mutual Fund | 437,860 | 102,132 |
| | Agency Hadia payable | (29,489) | (56,386) |
| | Contribution received in advance | 84,025 | - |

The above transactions are settled in the ordinary course of business. The receivables and payables are mainly unsecured in nature and bear no interest.

24 SEGMENTAL INFORMATION

24.1 Revenue Account by Statutory Fund For the year ended December 31, 2022

| | | | | Aggregate |
|--|---------------------------------|----------------------------|--|-------------------|
| | Individual Family Takaful | Group Family Takaful | Accident & Health Family Takaful | 2022 |
| ------(Rupees in '000)----- | | | | |
| Income | | | | |
| Contribution less reinsurances | 10,440,396 | 174,093 | 1,105,712 | 11,720,201 |
| Net investment income | 691,835 | 38,047 | 77,113 | 806,995 |
| Bonus units transferred from sub fund of statutory fund | 144,261 | - | - | 144,261 |
| Total Net income | 11,276,492 | 212,140 | 1,182,825 | 12,671,457 |
| Takaful benefits and expenditures | | | | |
| Takaful benefits, including bonuses | 4,753,377 | 100,087 | 909,883 | 5,763,347 |
| Management expenses | 3,304,451 | 55,244 | 120,640 | 3,480,335 |
| Total Takaful benefits and expenditures | 8,057,828 | 155,331 | 1,030,523 | 9,243,682 |
| Excess / (deficit) of Income over Insurance benefits and Expenditures | | | | |
| | 3,218,664 | 56,809 | 152,302 | 3,427,775 |
| Bonus units transferred to sub fund of statutory fund * | (144,261) | - | - | (144,261) |
| Net change in Takaful liabilities (other than outstanding claims) | | | | |
| | 3,266,865 | 28,873 | 33,994 | 3,329,732 |
| Surplus before tax | | | | |
| | (192,462) | 27,936 | 118,308 | (46,218) |
| Taxes chargeable to statutory funds | | | | |
| Current - Tax on Dividend under FTR | (31,065) | - | - | (31,065) |
| Surplus after tax | | | | |
| | (223,527) | 27,936 | 118,308 | (77,283) |
| Movement in Takaful liabilities | | | | |
| | 3,266,865 | 28,873 | 33,994 | 3,329,732 |
| Transfer (to) and from Shareholders' Fund | | | | |
| Surplus appropriated to Shareholders' Fund | - | - | - | - |
| Capital contributions from Shareholders' Fund | 350,000 | - | - | 350,000 |
| Capital returned to Shareholders' Fund | - | - | - | - |
| Qard-e-Hasna paid from Operators' Sub Fund to PTF | - | - | - | - |
| Qard-e-Hasna received by PTF from Operators' Sub Fund | - | - | - | - |
| Net transfers (to) / from Shareholders' Fund | 350,000 | - | - | 350,000 |
| Balance of Statutory Fund as at January 1, 2021 | | | | |
| | 26,514,077 | 188,475 | 508,398 | 27,210,950 |
| Balance of Statutory Fund as at December 31, 2022 | | | | |
| | 29,907,415 | 245,284 | 660,700 | 30,813,399 |

For the year ended December 31, 2021

| | | | | Aggregate |
|--|---------------------------------|----------------------------|--|-------------------|
| | Individual Family Takaful | Group Family Takaful | Accident & Health Family Takaful | 2020 |
| ------(Rupees in '000)----- | | | | |
| Income | | | | |
| Contribution less reinsurances | 11,210,886 | 166,768 | 1,133,270 | 12,510,924 |
| Net investment income | 419,581 | 14,845 | 29,654 | 464,080 |
| Bonus units transferred from sub fund of statutory fund | 317,666 | - | - | 317,666 |
| Total Net income | 11,948,133 | 181,613 | 1,162,924 | 13,292,670 |
| Takaful benefits and expenditures | | | | |
| Takaful benefits, including bonuses | 4,140,367 | 205,480 | 1,074,422 | 5,420,269 |
| Management expenses | 3,320,266 | 48,926 | 79,377 | 3,448,569 |
| Total Takaful benefits and Expenditures | 7,460,633 | 254,406 | 1,153,799 | 8,868,838 |
| Excess of Income / (deficit) over Takaful benefits and Expenditures | 4,487,500 | (72,793) | 9,125 | 4,423,832 |
| Bonus units transferred to sub fund of statutory fund * | (317,666) | - | - | (317,666) |
| Net change in Takaful liabilities (other than outstanding claims) | 3,861,854 | (85,657) | (92,106) | 3,684,091 |
| Surplus / (Deficit) before tax | 307,980 | 12,864 | 101,231 | 422,075 |
| Taxes chargeable to statutory funds Current - Tax on Dividend under FTR | (68,235) | - | - | (68,235) |
| (Deficit) / Surplus after tax | 239,745 | 12,864 | 101,231 | 353,840 |
| Movement in Takaful liabilities | 3,861,854 | (85,657) | (92,106) | 3,684,091 |
| Transfer (to) and from Shareholders' Fund | | | | |
| * Surplus appropriated to Shareholders' Fund | (45,000) | - | - | (45,000) |
| Capital contributions from Shareholders' Fund | - | 125,000 | 160,000 | 285,000 |
| Capital returned to Shareholders' Fund | (125,000) | - | - | (125,000) |
| Qard-e-Hasna paid from Operators' Sub Fund to PTF | - | 130,000 | 225,000 | 355,000 |
| Qard-e-Hasna received by PTF from Operators' Sub Fund | - | (130,000) | (225,000) | (355,000) |
| Net transfer from Shareholders' Fund | (170,000) | 125,000 | 160,000 | 115,000 |
| Balance of Statutory Fund as at January 1, 2020 | 22,582,478 | 136,268 | 339,273 | 23,058,019 |
| Balance of Statutory Fund as at December 31, 2021 | 26,514,077 | 188,475 | 508,398 | 27,210,950 |

* This corresponding impact is already included in Net change in Insurance liabilities (Net of outstanding claims).

24.2 REVENUE ACCOUNT BY SUB-STATUTORY FUND
For the year ended December 31, 2022

| | Statutory Funds | | | Aggregate | |
|--|---------------------------|----------------------|----------------------------------|-----------|------|
| | Individual Family Takaful | Group Family Takaful | Accident & Health Family Takaful | 2022 | 2021 |

----- (Rupees in '000)-----

24.2.1 Participants' Investment Fund (PIF)

Income

| | | | | | |
|--|------------------|----------|----------|------------------|------------------|
| Allocated Contribution | 7,609,870 | - | - | 7,609,870 | 7,720,088 |
| Bonus Units issued on account of surplus transfer from PTF | 144,261 | - | - | 144,261 | 317,666 |
| Net investment income | 371,341 | - | - | 371,341 | 192,343 |
| Total net income | 8,125,472 | - | - | 8,125,472 | 8,230,097 |

Less: Takaful benefits and Expenditures

| | | | | | |
|----------------------|------------------|----------|----------|------------------|------------------|
| Takaful benefits | 4,380,204 | - | - | 4,380,204 | 3,839,137 |
| Takaful operator fee | 706,258 | - | - | 706,258 | 621,815 |
| Bank charges | 145 | - | - | 145 | 129 |
| Total | 5,086,607 | - | - | 5,086,607 | 4,461,081 |

Excess of income over Takaful benefits and Expenditures

| | | | | | |
|--|-----------|---|---|------------------|-----------|
| | 3,038,865 | - | - | 3,038,865 | 3,769,016 |
|--|-----------|---|---|------------------|-----------|

| | | | | | |
|---|--------------------|----------|----------|--------------------|--------------------|
| Technical reserves at beginning of the year | 25,253,332 | - | - | 25,253,332 | 21,484,316 |
| Technical reserves at end of the year | 28,292,197 | - | - | 28,292,197 | 25,253,332 |
| Movement in technical reserves | (3,038,865) | - | - | (3,038,865) | (3,769,016) |

Surplus / (Deficit)

| | | | | | |
|--|---|---|---|----------|---|
| | - | - | - | - | - |
|--|---|---|---|----------|---|

| | | | | | |
|---------------------------------------|------------------|----------|----------|------------------|------------------|
| Movement in Technical reserves | 3,038,865 | - | - | 3,038,865 | 3,769,016 |
|---------------------------------------|------------------|----------|----------|------------------|------------------|

| | | | | | |
|--|-------------------|----------|----------|-------------------|-------------------|
| Balance of PIF at beginning of the year | 25,253,332 | - | - | 25,253,332 | 21,484,316 |
| Balance of PIF at end of the year | 28,292,197 | - | - | 28,292,197 | 25,253,332 |

| | Statutory Funds | | | Aggregate | |
|--|---------------------------|----------------------|----------------------------------|-----------|------|
| | Individual Family Takaful | Group Family Takaful | Accident & Health Family Takaful | 2022 | 2021 |

----- (Rupees in '000) -----

24.2.2 Participants' Takaful Fund (PTF)

Income

| | | | | | |
|--------------------------------|----------------|----------------|------------------|------------------|------------------|
| Contribution net of re-takaful | 833,008 | 174,093 | 1,105,712 | 2,112,813 | 2,144,510 |
| Net investment income | 124,437 | 31,364 | 54,802 | 210,603 | 90,696 |
| Total net income | 957,445 | 205,457 | 1,160,514 | 2,323,416 | 2,235,206 |

Less: Takaful benefits and Expenditures

| | | | | | |
|---|----------------|----------------|------------------|------------------|------------------|
| Takaful benefits net of re-takaful recoveries | 248,801 | 100,087 | 909,883 | 1,258,771 | 1,533,867 |
| Takaful operator's fee | 271,855 | 56,264 | 202,084 | 530,203 | 461,161 |
| Mudarib fee | 49,775 | 12,546 | 21,921 | 84,242 | 36,279 |
| Bank charges | 39 | 54 | 147 | 240 | 107 |
| Medical examination charges | 1,248 | 1,722 | - | 2,970 | 2,884 |
| Provision for doubtful debts | - | 6,304 | 922 | 7,226 | 7,436 |
| Total | 571,718 | 176,977 | 1,134,957 | 1,883,652 | 2,041,734 |

Excess / (deficit) of Income over Takaful benefits and Expenditures

| | | | | | |
|--|---------|--------|--------|----------------|---------|
| | 385,727 | 28,480 | 25,557 | 439,764 | 193,472 |
|--|---------|--------|--------|----------------|---------|

| | | | | | |
|---|-----------|----------|----------|------------------|-----------|
| Technical reserves at beginning of the year | 198,919 | 60,743 | 155,261 | 414,923 | 420,925 |
| Technical reserves at end of the year | 218,490 | 67,233 | 167,980 | 453,703 | 414,923 |
| Surplus / (deficit) retained in PTF | 366,156 | 21,990 | 12,838 | 400,984 | 199,474 |
| | (385,727) | (28,480) | (25,557) | (439,764) | (193,472) |

Surplus / (deficit) before distribution

| | | | | | |
|--|---|---|---|---|---|
| | - | - | - | - | - |
|--|---|---|---|---|---|

Movement in technical reserves

| | | | | | |
|--|---------|--------|--------|----------------|---------|
| | 385,727 | 28,480 | 25,557 | 439,764 | 193,472 |
|--|---------|--------|--------|----------------|---------|

Transfers from / (to)

| | | | | | |
|---|-----------|---------|---------|------------------|-----------|
| Qard-e-Hasna contributed by Window Takaful Operator | - | - | - | - | 355,000 |
| Distribution of Surplus to the participants | (144,261) | - | - | (144,261) | (317,666) |
| Balance of PTF at beginning of the year | 733,519 | 168,553 | 419,991 | 1,322,063 | 1,091,257 |

Balance of PTF at end of the year

| | | | | | |
|--|----------------|----------------|----------------|------------------|------------------|
| | 974,985 | 197,033 | 445,548 | 1,617,566 | 1,322,063 |
|--|----------------|----------------|----------------|------------------|------------------|

| Statutory Funds | | | Aggregate | |
|---------------------------|----------------------|----------------------------------|-----------|------|
| Individual Family Takaful | Group Family Takaful | Accident & Health Family Takaful | 2022 | 2021 |

----- (Rupees in '000)-----

24.2.3 Operators' Sub Fund (OSF)

Income

| | | | | | |
|---------------------------|------------------|---------------|----------------|-------------------------|------------------|
| Unallocated contributions | 1,997,519 | - | - | 1,997,519 | 2,646,326 |
| Takaful Operator Fee | 978,113 | 56,264 | 202,084 | 1,236,461 | 1,082,976 |
| Mudarib Fee | 49,775 | 12,546 | 21,921 | 84,242 | 36,279 |
| Net investment income | 164,990 | 6,684 | 22,311 | 193,985 | 112,806 |
| | <u>3,190,397</u> | <u>75,494</u> | <u>246,316</u> | <u>3,512,207</u> | <u>3,878,387</u> |

Less: Takaful benefits and Expenditures

| | | | | | |
|---------------------------|-----------|--------|---------|------------------|-----------|
| Takaful benefits | 124,371 | - | - | 124,371 | 47,265 |
| Acquisition expenses | 2,237,547 | 31,696 | 84,477 | 2,353,720 | 2,400,705 |
| Administration expenses | 1,065,474 | 15,463 | 35,096 | 1,116,033 | 1,037,308 |
| Total Management expenses | 3,427,392 | 47,159 | 119,573 | 3,594,124 | 3,485,278 |

Excess of Income over

| | | | | | |
|---|------------------|---------------|----------------|------------------------|----------------|
| Takaful liabilities and expenditures | <u>(236,995)</u> | <u>28,335</u> | <u>126,743</u> | <u>(81,917)</u> | <u>393,109</u> |
|---|------------------|---------------|----------------|------------------------|----------------|

| | | | | | |
|---|--------|-------|---------|---------------|----------|
| Technical reserves at beginning of the year | 55,634 | 9,392 | 19,804 | 84,830 | 45,561 |
| Technical reserves at end of the year | 42,144 | 9,809 | 28,240 | 80,193 | 84,830 |
| Movement in technical reserves | 13,490 | (417) | (8,436) | 4,637 | (39,269) |

| | | | | | |
|-----------------------------|------------------|---------------|----------------|------------------------|----------------|
| Surplus for the year | <u>(223,505)</u> | <u>27,918</u> | <u>118,307</u> | <u>(77,280)</u> | <u>353,840</u> |
|-----------------------------|------------------|---------------|----------------|------------------------|----------------|

| | | | | | |
|---------------------------------------|-----------------|------------|--------------|-----------------------|---------------|
| Movement in technical reserves | <u>(13,490)</u> | <u>417</u> | <u>8,436</u> | <u>(4,637)</u> | <u>39,269</u> |
|---------------------------------------|-----------------|------------|--------------|-----------------------|---------------|

Transfer (to) and from

| | | | | | |
|--|---------|---|---|----------------|-----------|
| Surplus transfer to Shareholders' fund | - | - | - | - | (45,000) |
| Capital Contribution from Shareholders' Fund | 350,000 | - | - | 350,000 | 285,000 |
| Capital returned to Shareholders' fund | - | - | - | - | (125,000) |
| Qard-e-Hasna contributed to the Participants' Takaful Fund | - | - | - | - | (355,000) |

| | | | | | |
|---|---------|--------|--------|----------------|---------|
| Balance of OSF at beginning of the year | 527,226 | 19,922 | 88,407 | 635,555 | 482,446 |
|---|---------|--------|--------|----------------|---------|

| | | | | | |
|--|----------------|---------------|----------------|-----------------------|----------------|
| | <u>640,231</u> | <u>48,257</u> | <u>215,150</u> | <u>903,638</u> | <u>635,555</u> |
|--|----------------|---------------|----------------|-----------------------|----------------|

| Held to maturity | Available-for-sale | At fair value through profit or loss | Total |
|------------------|--------------------|--------------------------------------|-------|
|------------------|--------------------|--------------------------------------|-------|

25 MOVEMENT IN INVESTMENTS

----- (Rupees in '000)-----

| | | | | |
|--------------------------------------|------------------|------------------|-------------------|-------------------|
| At beginning of previous year | 2,805,000 | 2,348,510 | 17,711,807 | 22,865,317 |
|--------------------------------------|------------------|------------------|-------------------|-------------------|

| | | | | |
|----------------------------------|--------------|-------------|--------------|--------------|
| Additions | 25,670,000 | 3,853,597 | 23,305,762 | 52,829,359 |
| Disposals (sale and redemptions) | (23,240,000) | (3,591,816) | (21,226,069) | (48,057,885) |
| Amortisation of discount | - | 4,566 | 14,080 | 18,646 |
| Fair value net gains / (losses) | - | 38 | (918,275) | (918,237) |

| | | | | |
|-------------------------------------|------------------|------------------|-------------------|-------------------|
| At beginning of current year | 5,235,000 | 2,614,895 | 18,887,305 | 26,737,200 |
|-------------------------------------|------------------|------------------|-------------------|-------------------|

| | | | | |
|----------------------------------|--------------|-------------|--------------|--------------|
| Additions | 49,954,000 | 3,457,935 | 14,214,229 | 67,626,164 |
| Disposals (sale and redemptions) | (49,010,000) | (2,724,324) | (10,482,424) | (62,216,748) |
| Amortisation of discount | - | 7,417 | 20,564 | 27,981 |
| Fair value net gains / (losses) | - | 7,613 | (2,002,621) | (1,995,008) |
| Impairment losses | - | (26,341) | - | (26,341) |

| | | | | |
|-------------------------------|------------------|------------------|-------------------|-------------------|
| At end of current year | 6,179,000 | 3,337,195 | 20,637,053 | 30,153,248 |
|-------------------------------|------------------|------------------|-------------------|-------------------|

26 MANAGEMENT OF TAKAFUL RISK AND FINANCIAL RISK

26.1 MANAGEMENT OF TAKAFUL RISK AND FINANCIAL RISK

The Company is responsible for managing contracts that result in the transfer of Takaful and Financial Risk from the Participant to the respective PTF. This section summarizes the risks and the way the Company manages them, as part of the Company's Window Takaful Operations.

Takaful Risk

The PTF issues Takaful contracts that are classified in the following segments:

- Individual Family Takaful
- Group Family Takaful
- Accident and Health Family Takaful

Individual Family Takaful

The risk covered is mainly death and sometimes disability and / or critical illness. The risk of death and disability will vary from region to region. The PTF may get exposed to poor risks due to unexpected experience in terms of claim severity or frequency. This can be a result of anti-selection, fraudulent claims, a catastrophe or poor persistency. The PTF may also face the risk of poor investment return, and liquidity issues on monies invested in the fund.

The PTF faces the risk of inadequacy of the Mortality Charge (Takaful Contribution) particularly due to the fact that these contracts are long term. Additionally, the risk of poor persistency can lead to an impact on the size of the PTF. A larger PTF may allow for a greater degree of cross subsidization of Mortality Risk, increasing the probability of convergence between actual and expected Mortality experience.

The Company manages these risks through its underwriting, retakaful, claims handling policy and other related controls. The Company has a well defined medical under-writing policy and avoids issuing cover to high risk individuals. This puts a check on anti-selection. Profit testing is conducted on an annual basis to ensure reasonableness of Takaful Contributions charged for risk underwritten by the PTF. Retakaful contracts have been purchased by the Company to limit the maximum exposure on any one participant. The Company has a good spread of business throughout the country thereby ensuring diversification of geographical risks. To avoid poor persistency, the Company applies quality controls on the standard of service provided to Participants of the PTF and has placed checks to curb mis-selling and improvement in the standard of customer service. For this, a regular branch wise monitoring of lapsation rates is conducted.

On the claims handling side, the Company has procedures in place to ensure that payment of any fraudulent claims is avoided. For this, a Claims Committee with variable materiality limits review all claims for verification and specific and detailed investigation of all apparently doubtful claims (particularly of high amounts) is conducted. The Company maintains adequate liquidity in assets underlying the PTF to accommodate claims from Participants. The Company reserves the right to review the Takaful Contributions deductible under the contracts, thus limiting the risk of under-pricing.

a) Frequency and severity of claims

The Company has not had a concern from the concentration of risk because of the ability to spread risks across various parts of the country. The Company issues Takaful Contracts through a large network of its own branches and branches belonging to partner banks in Bancassurance. This ascertains a spread of geographical risk. However, a risk of concentration of risk on any one Participant of the PTF still exists. The Company caters to this risk by entering into suitable Retakaful arrangements.

The Company charges for mortality risk (credited to the PTF) on a monthly basis for all Takaful contracts without a fixed term. It has the right to alter these charges (on behalf of the PTF) based on the PTF's mortality experience. This minimises the PTF's exposure to mortality risk. Delays in implementing increases in charges and market or regulatory restraints over the extent of the increases may reduce this mitigating effect. The Company manages these risks through the underwriting strategy and retakaful arrangements used for the PTF.

The table below presents the concentration of covered benefits across five bands of benefits covered per Participant. The benefit covered figures are shown gross and net of the retakaful contracts described above.

The amounts presented are showing total exposure of the PTF including exposure in respect of riders attached to the main policies.

Benefits covered per Participant

| Rupees | Assured at the end of 2022 Total benefits covered | | | |
|-----------------------|--|----------------|--------------------|----------------|
| | Before retakaful | | After retakaful | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | 22,467,316 | 15.37% | 22,178,161 | 22.16% |
| 500,001 - 1,000,000 | 29,602,574 | 20.25% | 28,181,943 | 28.15% |
| 1,000,001 - 1,500,000 | 21,432,705 | 14.66% | 17,714,339 | 17.70% |
| 1,500,001 - 2,000,000 | 14,519,540 | 9.93% | 9,321,508 | 9.31% |
| More than 2,000,000 | 58,177,847 | 39.79% | 22,702,538 | 22.68% |
| Total | 146,199,981 | 100.00% | 100,098,490 | 100.00% |

| Rupees | Assured at the end of 2021 Total benefits covered | | | |
|-----------------------|--|----------------|--------------------|----------------|
| | Before retakaful | | After retakaful | |
| | (Rupees in '000) | % | (Rupees in '000) | % |
| 0 - 500,000 | 22,846,710 | 15.26% | 22,669,452 | 22.04% |
| 500,001 - 1,000,000 | 30,359,567 | 20.28% | 29,404,176 | 28.58% |
| 1,000,001 - 1,500,000 | 20,015,570 | 13.37% | 16,608,189 | 16.14% |
| 1,500,001 - 2,000,000 | 14,931,511 | 9.98% | 10,218,255 | 9.93% |
| More than 2,000,000 | 61,528,691 | 41.11% | 23,972,977 | 23.30% |
| Total | 149,682,049 | 100.00% | 102,873,049 | 100.00% |

b) Source of uncertainty in the estimate of future benefits payments and contributions receipts

Uncertainty in the estimation of future benefit payments and contribution receipts for long-term unit linked takaful contracts arises from the unpredictability of long-term changes in overall levels of mortality and variability in participant's behaviour.

Factors impacting future benefit payments and contribution receipts are as follows:

- Mortality: The Company assumes the expected mortality at 80% of LIC (94-96) since the current claims experience for this line of business is too limited to be credible.
- Persistency: The Company conducts a periodic analysis on recent and historic experience and persistency is calculated by applying statistical methods. Persistency rates vary by products and more importantly the sales distribution channel. An allowance is then made for any trend in the data to arrive at best estimate of future persistency rates for each sales distribution channel.

c) Process used to decide on assumptions

For long-term unit linked takaful contracts, assumptions are made in two stages. At inception of the contract, the Company determines assumptions on future mortality, persistency, administrative expenses and investment returns. At regular intervals, profit testing is conducted on flagship products. Assumptions used for profit testing of the flagship products are as follows:

- Mortality: The expected mortality is assumed at 80% of SLIC (94-96) since the current claims experience for this line of business is too limited to be credible.
- Persistency: A periodic analysis of the Company's recent and historic experience is performed and persistency is calculated by applying statistical methods. Persistency rates vary by products and more importantly the sales distribution channel. An allowance is then made for any trend in the data to arrive at best estimate of future persistency rates for each sales distribution channel.

- Expense levels and inflation: A periodic study is conducted on the Company's current business expenses and future projections to calculate per policy expenses. Expense inflation is assumed in line with assumed investment return.
- Investment returns: The investment returns are based on anticipated future performance of the fund.

d) Change in assumption

The valuation as at December 31, 2022 includes a change in reserving basis. For the Takaful line of business, reserving basis has been changed for adequacy of IBNR reserves pertaining to direct sales and bancassurance agencies in the target range. Apart from IBNR, new reserves have been set up for Unearned Revenue on similar lines as Individual Life Unit linked.

At December 2022, reserving basis have been revised for Participant Takaful Fund which has resulted in an increase in net reserves of Rs. 9.85 million with a corresponding decrease in total profit. Similarly, basis have been revised for Operator's Fund which has resulted in an increase in net reserves of Rs. 1.55 million with a corresponding decrease in total profit. Overall, total profit has decreased by Rs. 11.40 million in IL takaful due to change of reserving basis.

e) Sensitivity analysis

The experience of the fund is not adequate enough to perform sensitivity analysis.

Group Family Takaful

The main exposure of the PTF is to mortality risk. The PTF may be exposed to the risk of unexpected claim severity or frequency. This can be a result of writing business with higher than expected mortality (such as mining or other hazardous industries), writing high cover amounts without adequate underwriting, difficulty of verification of claims, fraudulent claims or a catastrophe. The PTF also faces risk such as that of under-pricing to acquire business in a competitive environment and of non-receipt of takaful contributions due to policy lapsations. There also exists a potential risk of asset liability term mismatch due to liabilities being very short term in nature.

The Company manages these risks through underwriting, retakaful, effective claims handling and other related controls. The Company has a well defined medical under-writing policy and avoids writing business for groups with overly hazardous exposure. Pricing is done in line with the actual experience of the PTF. The premium charged takes into account the actual experience of the client and the nature of mortality exposure the group faces. The rates are certified by the appointed actuary for large groups. The Company also maintains an MIS to track the adequacy of the takaful contribution charged. Retakaful contracts have been purchased by the Company to limit the maximum mortality exposure of the PTF. The Company is also contemplating a catastrophe excess of loss cover for the Group Family Takaful Business. The intent of the cover is to limit the liability of the PTF in a single happening that results in multiple claims. At the same time, due caution is applied in writing business in areas of high probability of terrorism. The Company ensures writing business with good geographical spread and tries to maintain a controlled exposure to large groups which generally have poor exposure. Writing business of known hazardous groups is also avoided. On the claims handling side, the Company ensures that payment of any fraudulent claims is avoided. For this, a claims committee reviews all large claims for verification. Strict monitoring is in place at the Board of Directors level in order to keep the outstanding balances of contribution at a minimum, especially the ones that are due for more than 90 days.

a) Frequency and severity of claims

The Company measures concentration of risk by the PTF's exposure to catastrophic events. Concentration of risk arising from geographical area is not a factor of concern due to spread of risks across various parts of the country. To mitigate risk accumulation resulting from catastrophic events, the Company is considering a catastrophe excess of loss retakaful cover which ensures that the PTF's liability in respect of catastrophic events remains within reasonable limits.

The following table presents the concentration of covered benefits across five bands of covered benefits per individual life covered. The benefit covered figures are shown gross and net of the retakaful contracts described above.

The amounts presented are showing total exposure of the PTF including exposure in respect of riders attached to the main policies.

Benefits covered per Participant

Rupees

0 - 500,000
500,001 - 1,000,000
1,000,001 - 1,500,000
1,500,001 - 2,000,000
More than 2,000,000
Total

**Assured at the end of 2022
Total benefits covered**

| Before retakaful | | After retakaful | |
|--------------------|----------------|-------------------|----------------|
| (Rupees in '000) | % | (Rupees in '000) | % |
| 26,191,532 | 12.38% | 13,095,766 | 16.25% |
| 35,466,166 | 16.77% | 17,733,458 | 22.01% |
| 19,231,929 | 9.09% | 9,615,965 | 11.93% |
| 15,703,042 | 7.42% | 7,851,521 | 9.74% |
| 114,908,541 | 54.33% | 32,273,670 | 40.06% |
| 211,501,210 | 100.00% | 80,570,380 | 100.00% |

**Assured at the end of 2021
Total benefits covered**

Rupees

0 - 500,000
500,001 - 1,000,000
1,000,001 - 1,500,000
1,500,001 - 2,000,000
More than 2,000,000
Total

| Before retakaful | | After retakaful | |
|--------------------|----------------|-------------------|----------------|
| (Rupees in '000) | % | (Rupees in '000) | % |
| 24,211,762 | 9.88% | 12,105,881 | 13.15% |
| 31,839,146 | 12.99% | 15,919,573 | 17.29% |
| 31,789,843 | 12.97% | 15,894,921 | 17.27% |
| 19,378,221 | 7.90% | 9,689,110 | 10.52% |
| 137,943,201 | 56.27% | 38,451,572 | 41.77% |
| 245,162,173 | 100.00% | 92,061,057 | 100.00% |

b) Sources of uncertainty in the estimation of future benefits payments and contribution receipts

Other than conducting a liability adequacy for Unexpired Risk Reserves (URR), there is no need to estimate mortality for future years because of the short duration of the contracts.

c) Process used to decide on assumptions

An investigation into group's experience over the last ten years was performed, and statistical methods are used to adjust the rates to a best estimate of mortality. For this purpose, the crude rates were adjusted to reflect the slope in mortality as per India's mortality table of LIC (94-96). Where data is sufficient to be statistically credible, the statistics generated by the data is assigned appropriate credibility factors to account for the group's experience.

d) Change in assumption

The valuation as at December 31, 2022 contains no changes in reserving basis.

e) Sensitivity analysis

The table below shows the level of respective variation in liabilities for change in each assumption while holding all other assumptions constant.

| Variables | Change in variable | Increase in liability 2022 | Increase in liability 2021 |
|--|--------------------|-----------------------------|----------------------------|
| | | ------(Rupees in '000)----- | |
| Worsening of morbidity rates for risk policies | +10% p.a. | 5,128 | 4,347 |
| Increase in reporting lag | +10% p.a. | 5,128 | 4,347 |

Accident & Health Family Takaful

The main risk exposure of the PTF is morbidity. The PTF may be exposed to the risk of unexpected claim severity or frequency. This can be a result of high exposure in a particular geographical area, medical expense inflation, fraudulent claims and catastrophic event. The PTF potentially faces the risk of lack of adequate claims control (such as for very large groups). The PTF also faces a risk from under-pricing to acquire business in a competitive environment and of non-receipt of contribution in due time.

The Company manages these risks through its underwriting, retakaful, claims handling policy and other related controls. The Company has a well defined medical under-writing policy and avoids writing business for groups with potentially high health related risk exposure such as Government Schemes. Any pre-existing conditions are screened at this stage. Pricing is done as per actual experience of the risks already covered by the PTF. The takaful contribution charged takes into account the actual experience of the client and an MIS is maintained to track the adequacy of the takaful contribution charged. The Company has pre-determined charges for certain illnesses with its panel hospitals, and to keep a check on medical inflation, it continues to negotiate these rates. The portfolio will be diversified to spread across various geographical regions. On the claims handling side, the Company ensures that payment of any fraudulent claims is avoided. For this, the claims are reviewed and managed by technical staff and doctors while an on-site monitoring and checking is performed. Strict monitoring is in place at the Board of Directors level in order to keep the outstanding balances of contribution at a minimum, especially the ones that are due for more than 90 days.

a) Frequency and severity of claims

Company measures risk accumulation in the PTF in terms of potentially high exposure concentration in a particular geographical area.

The table below presents the concentration of covered benefits across five bands of benefits covered per individual life covered. The benefit covered figures are shown gross and net of the retakaful contracts described above.

The amounts presented are showing total exposure of the PTF including exposure in respect of riders attached to the main policies.

Benefits covered per Participant

Rupees

| |
|-----------------------|
| 0 - 500,000 |
| 500,001 - 1,000,000 |
| 1,000,001 - 1,500,000 |
| 1,500,001 - 2,000,000 |
| More than 2,000,000 |
| Total |

Assured at the end of 2022 Total benefits covered

| Before retakaful | | After retakaful | |
|-------------------|----------------|-------------------|----------------|
| (Rupees in '000) | % | (Rupees in '000) | % |
| 31,880,794 | 67.16% | 31,880,794 | 67.16% |
| 14,143,382 | 29.79% | 14,143,382 | 29.79% |
| 1,275,925 | 2.69% | 1,275,925 | 2.69% |
| 41,688 | 0.09% | 41,688 | 0.09% |
| 131,091 | 0.28% | 131,091 | 0.28% |
| 47,472,879 | 100.00% | 47,472,879 | 100.00% |

Assured at the end of 2021 Total benefits covered

| Before retakaful | | After retakaful | |
|-------------------|----------------|-------------------|----------------|
| (Rupees in '000) | % | (Rupees in '000) | % |
| 28,110,134 | 46.58% | 28,110,134 | 46.58% |
| 26,198,325 | 43.41% | 26,198,325 | 43.41% |
| 5,837,297 | 9.67% | 5,837,297 | 9.67% |
| 49,479 | 0.08% | 49,479 | 0.08% |
| 150,492 | 0.25% | 150,492 | 0.25% |
| 60,345,727 | 100.00% | 60,345,727 | 100.00% |

b) Sources of uncertainty in the estimation of future benefits payments and contribution receipts

Other than conducting a liability adequacy for Unexpired Risk Reserves (URR), there is no need to estimate morbidity for future years because of the short duration of the contracts.

c) Process used to decide on assumptions

An investigation into group's experience is performed periodically, and statistical methods are used to adjust the rates to a best estimate of morbidity. For this purpose, the experience is adjusted as per the international experience studies such as HIPE. Where data is sufficient to be statistically credible, the statistics generated by the data are assigned appropriate credibility factors to account for the group's experience.

d) Change in assumption

The valuation as at December 31, 2022 contains changes in reserving basis. The reserving basis has been changed for Outpatient schemes to maintain the adequacy of IBNR within the target range based on earned premium.

The change in actuarial assumption have decreased reserves by Rs. 5.5 million in amounts with corresponding impact on profits.

e) Sensitivity analysis

The table below shows the level of respective variation in liabilities for change in each assumption while holding all other assumptions constant.

| Variables | Change in variable | Increase in liability 2022 | Increase in liability 2021 |
|--|---------------------------|-----------------------------------|-----------------------------------|
| | | ------(Rupees in '000)----- | |
| Worsening of morbidity rates for risk policies | +10% p.a. | 5,100 | 8,000 |
| Increase in reporting lag | +10% p.a. | 5,100 | 8,000 |

26.2 Financial risk

Liquidity risk

Liquidity risk is the risk that the Company will be unable to meet its funding requirements. To guard against the risk, the Company has diversified funding sources and assets are managed with liquidity in mind, maintaining a healthy balance of cash and cash equivalents and readily marketable securities. The maturity profile is monitored to ensure that adequate liquidity is maintained.

Interest rate risk

The Company invests in securities and has deposits that are subject to interest rate risk. Interest rate risk to the Company is the risk of changes in market interest rates reducing the overall return on its interest bearing securities. The Company limits interest rate risk by monitoring changes in interest rates in the currencies in which its cash and investments are denominated. The Company's interest rate sensitivity and liquidity positions based on maturities is given in note 26.2.1.

26.2.1 MATURITY PROFILE

Maturity profile of financial assets and liabilities for 2022 is given below:

| | Interest / Mark up bearing | | | Non-interest / Non-mark up bearing | | | Total |
|----------------------------------|----------------------------|-------------------------|-------------------|------------------------------------|-------------------------|---------------------|-------------------|
| | Maturity upto one year | Maturity after one year | Sub-total | Maturity upto one year | Maturity after one year | Sub-total | |
| ------(Rupees in '000)----- | | | | | | | |
| FINANCIAL ASSETS | | | | | | | |
| Investments | | | | | | | |
| - Listed Equities | - | - | - | 5,887,350 | - | 5,887,350 | 5,887,350 |
| - Government Securities | - | 11,013,668 | 11,013,668 | - | - | - | 11,013,668 |
| - Debt Securities | 300,585 | 885,202 | 1,185,787 | - | - | - | 1,185,787 |
| - Open Ended Mutual Fund | - | - | - | 5,887,443 | - | 5,887,443 | 5,887,443 |
| - Certificates of investment | 6,179,000 | - | 6,179,000 | - | - | - | 6,179,000 |
| Takaful / retakaful receivables | - | - | - | 270,921 | - | 270,921 | 270,921 |
| Other loans and receivables | - | - | - | 899,241 | - | 899,241 | 899,241 |
| Cash & Bank | 1,294,345 | - | 1,294,345 | 27,892 | - | 27,892 | 1,322,237 |
| As at December 31, 2021 | 7,773,930 | 11,898,869 | 19,672,799 | 12,972,848 | - | 12,972,848 | 32,645,647 |
| FINANCIAL LIABILITIES | | | | | | | |
| Takaful liabilities | - | - | - | 29,844,093 | - | 29,844,093 | 29,844,093 |
| Retirement benefit obligations | - | - | - | - | - | - | |
| Contribution received in advance | - | - | - | 286,821 | - | 286,821 | 286,821 |
| Other creditors and accruals | - | - | - | 1,036,474 | - | 1,036,474 | 1,036,474 |
| As at December 31, 2021 | - | - | - | 31,167,388 | - | 31,167,388 | 31,167,388 |
| Off Balance Sheet | | | | | | | |
| Financial Instruments | - | - | - | - | - | - | - |
| As at December 31, 2021 | 7,773,930 | 11,898,869 | 19,672,799 | (18,194,540) | - | (18,194,540) | 1,478,259 |

Maturity profile of financial assets and liabilities for 2021:

| | Interest / Mark up bearing | | | Non-interest / Non-mark up bearing | | | Total |
|----------------------------------|----------------------------|-------------------------|-------------------|------------------------------------|-------------------------|---------------------|-------------------|
| | Maturity upto one year | Maturity after one year | Sub-total | Maturity upto one year | Maturity after one year | Sub-total | |
| ------(Rupees in '000)----- | | | | | | | |
| FINANCIAL ASSETS | | | | | | | |
| Investments | | | | | | | |
| - Listed Equities | - | - | - | 10,208,855 | - | 10,208,855 | 10,208,855 |
| - Government Securities | - | 7,166,933 | 7,166,933 | - | - | - | 7,166,933 |
| - Debt Securities | 31,071 | 1,105,114 | 1,136,185 | - | - | - | 1,136,185 |
| - Open Ended Mutual Fund | - | - | - | 2,990,227 | - | 2,990,227 | 2,990,227 |
| - Certificates of investment | 5,235,000 | - | 5,235,000 | - | - | - | 5,235,000 |
| Takaful / retakaful receivable | - | - | - | 286,611 | - | 286,611 | 286,611 |
| Other loans and receivables | - | - | - | 630,012 | - | 630,012 | 630,012 |
| Cash & Bank | 1,023,303 | - | 1,023,303 | 27,347 | - | 27,347 | 1,050,650 |
| As at December 31, 2020 | 6,289,374 | 8,272,047 | 14,561,421 | 14,143,052 | - | 14,143,052 | 28,704,473 |
| FINANCIAL LIABILITIES | | | | | | | |
| Takaful liabilities | - | - | - | 26,409,801 | - | 26,409,801 | 26,409,801 |
| Retirement benefit obligations | - | - | - | 826 | - | 826 | 826 |
| Contribution received in advance | - | - | - | 118,277 | - | 118,277 | 118,277 |
| Takaful / retakaful payables | - | - | - | - | - | - | - |
| Other creditors and accruals | - | - | - | 977,131 | - | 977,131 | 977,131 |
| As at December 31, 2020 | - | - | - | 27,506,035 | - | 27,506,035 | 27,506,035 |
| Off Balance Sheet | | | | | | | |
| Financial Instruments | - | - | - | - | - | - | - |
| As at December 31, 2020 | 6,289,374 | 8,272,047 | 14,561,421 | (13,362,983) | - | (13,362,983) | 1,198,438 |

a) Sensitivity analysis - interest rate risk

The sensitivity analysis for interest rate risk illustrates how changes in the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates at the reporting date.

Debt securities held to maturity are accounted for at amortised cost and their carrying amounts are not sensitive to changes in the level of interest rates.

Management monitors the sensitivity of reported interest rate movements periodically by assessing the expected changes in the different portfolios due to parallel movements of 100 basis points in all yield curves.

An increase in 100 basis points in interest yields would result in a loss of Rs. 202 million (2021: Rs. 238 million).

A decrease in 100 basis points in interest yields would result in a gain of Rs. 238 million (2021: Rs. 248 million).

b) Sensitivity analysis - currency risk

Except for business underwritten in Overseas group life and health fund, the Company primarily underwrites insurance contracts in Pak Rupees and invests in assets denominated in the same currency, which eliminates the foreign currency exchange rate risk for these operations.

26.3 Foreign Currency Risk

As at balance sheet date, there are no material financial instruments denominated in foreign currency. Therefore, the Company is not materially exposed to risk from foreign currency exchange rate fluctuation.

26.4 MARKET RISK

Market risk is the risk that the value of a financial instrument will fluctuate as a result of changes in market prices, whether those changes are caused by factors specific to the individual security, or its issuer, or factors affecting all securities traded in the market.

The Company is exposed to market risk with respect to its investments.

The Company limits market risk by maintaining a diversified portfolio and by continuous monitoring of developments in Government securities, equity and term finance certificates in the market. In addition, the Company actively monitors the key factors that affect the underlying value of these securities.

Sensitivity analysis - equity risk

Equity risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk) whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instrument traded in the market.

In case of 5% increase / decrease in KSE 100 index on December 31, 2022, with all other variables held constant, net assets for the year would increase / (decrease) by Rs. 294 million (2021: Rs. 510 million) as a result of gains / (losses) on equity securities with the impact on profit before tax and other comprehensive income / (loss) of Rs. 293 million and Rs. 1 million (2021: Rs. 508 million and Rs. 2 million) respectively.

The analysis is based on the assumption that equity index had increased / decreased by 5% with all other variables held constant and all the Fund's equity instruments moved according to the historical correlation with the index. This represents management's best estimate of a reasonable possible shift in the PSX 100 index, having regard to the historical volatility of the index. The composition of the Fund's investment portfolio and the correlation thereof to the PSX 100 index, is expected to change over time. Accordingly, the sensitivity analysis prepared as of December 31, 2022 is not necessarily indicative of the effect on the Fund's net assets of future movements in the level of the PSX 100 index.

27 CREDIT RISK AND CONCENTRATION OF CREDIT RISK

Credit risk is the risk, which arises with the possibility that one party to a financial instrument will fail to discharge its obligation and cause the other party to incur a financial loss.

Concentration of credit risk arises when a number of counterparties have similar types of business activities. As a result, any change in economic, political or other conditions would affect their ability to meet contractual obligations in a similar manner.

Major credit risk is in premiums receivable, reinsurance receivables, bank balances and investments. The management monitors exposure to credit risk through regular review of credit exposure and assessing credit worthiness of counter parties.

| | AAA | AA+ | AA | AA- | A+ | A | A- | BBB+ | BBB | BBB- | Not Rated | Total |
|--|------------------|-------------------|--------------------|----------------|----------|----------|----------|----------|----------|----------|-------------------|-------------------|
| ------(Rupees in '000)----- | | | | | | | | | | | | |
| December 31, 2022 | | | | | | | | | | | | |
| Government securities | - | - | - | - | - | - | - | - | - | - | 11,013,668 | 11,013,668 |
| Debt securities | 98,266 | 1,266,521 | - | - | 250,000 | - | - | - | - | - | - | 1,614,787 |
| Term Deposits | 1,450,000 | 3,200,000 | - | 1,179,000 | 350,000 | - | - | - | - | - | - | 6,179,000 |
| Premium due but unpaid | - | - | - | - | - | - | - | - | - | - | - | - |
| Takaful / retakaful receivables | - | - | - | - | - | - | - | - | - | - | 270,921 | 270,921 |
| Derivative financial instrument | - | - | - | - | - | - | - | - | - | - | - | - |
| Accrued Interest | 48,803 | 34,346 | 18 | 29,239 | 24,226 | - | - | - | - | - | 252,690 | 389,322 |
| Investment income due but outstanding | - | - | - | - | - | - | - | - | - | - | - | - |
| Loans and receivables | - | - | - | - | - | - | - | - | - | - | 899,241 | 899,241 |
| Cash and bank | - | - | - | - | - | - | - | - | - | - | 1,322,237 | 1,322,237 |
| | 1,597,069 | 44,500,867 | 181,208,239 | 624,226 | - | - | - | - | - | - | 13,758,756 | 21,689,175 |

| | AAA | AA+ | AA | AA- | A+ | A | A- | BBB+ | BBB | BBB- | Not Rated | Total |
|--|----------------|------------------|------------------|------------------|----------------|-----------|----------|----------|----------|----------|------------------|-------------------|
| ------(Rupees in '000)----- | | | | | | | | | | | | |
| December 31, 2021 | | | | | | | | | | | | |
| Government securities | - | - | - | - | - | - | - | - | - | - | 7,166,933 | 7,166,933 |
| Debt securities | 144,361 | 942,482 | 23,504 | 25,838 | - | - | - | - | - | - | - | 1,136,185 |
| Term Deposits | - | 2,360,000 | 1,050,000 | 1,325,000 | 500,000 | - | - | - | - | - | - | 5,235,000 |
| Premium due but unpaid | - | - | - | - | - | - | - | - | - | - | - | - |
| Other loans and receivables | - | - | - | - | - | - | - | - | - | - | 286,611 | 286,611 |
| Derivative financial instrument | - | - | - | - | - | - | - | - | - | - | - | - |
| Accrued Interest | 9,216 | 22,187 | 3,415 | 7,103 | 739 | 12 | - | - | - | - | 90,615 | 133,287 |
| Investment income due but outstanding | - | - | - | - | - | - | - | - | - | - | - | - |
| Loans and receivables | - | - | - | - | - | - | - | - | - | - | 630,012 | 630,012 |
| Cash and bank | - | - | - | - | - | - | - | - | - | - | 1,050,650 | 1,050,650 |
| | 153,577 | 3,324,669 | 1,076,918 | 1,357,941 | 500,739 | 12 | - | - | - | - | 9,224,820 | 15,638,677 |

Due to the nature of its business the Company is not exposed to concentration of credit risk.

| | 2022 | 2021 |
|---|------------------------------|-----------|
| | ----- (Rupees in '000) ----- | |
| The carrying values of financial assets which are neither past due nor impaired are as under: | | |
| Cash and bank deposits | 1,322,237 | 1,050,650 |
| Government securities | 11,013,668 | 7,166,933 |
| Certificates of investment | 6,179,000 | 5,235,000 |
| Debt securities | 1,185,787 | 1,136,185 |
| Contributions due but unpaid | 92,890 | 84,474 |
| Investment income due but outstanding | - | - |
| Investment income accrued | 389,321 | 133,287 |
| Sundry receivable | 509,920 | 496,725 |
| The carrying values of financial assets which are past due but not impaired are as under: | | |
| Contributions due but unpaid | 29,757 | 17,058 |
| The carrying values of financial assets which are past due and impaired are as under: | | |
| Contributions due but unpaid | 135,697 | 70,107 |

27.1 RETAKAFUL RISK

In order to minimise the financial exposure arising from large claims, the Company, in the normal course of business, enters into agreement with other retakaful.

Retakaful ceded does not relieve the Company from its obligation to participants and as a result the Company remains liable for the portion of outstanding claims reinsured to the extent that retakaful fails to meet the obligation under the retakaful agreements.

In order to manage this risk, the Company obtains retakaful cover only from companies with sound financial health.

28 FAIR VALUE OF FINANCIAL INSTRUMENTS

As At December 31, 2022

| | Through profit or loss | Available -for-sale | Held-to-maturity | Loans and receivables | Other financial asset/ liabilities | Total | Level 1 | Level 2 | Level 3 | Total |
|---|------------------------------|---------------------|------------------|-----------------------|------------------------------------|-------------------|-----------|------------|---------|-------------------|
| | ----- (Rupees in '000) ----- | | | | | | | | | |
| Financial assets measured at fair value | | | | | | | | | | |
| Listed equity securities | 5,863,601 | 23,749 | - | - | - | 5,887,350 | 5,887,350 | - | - | 5,887,350 |
| Mutual Funds | 5,623,363 | 264,080 | - | - | - | 5,887,443 | 5,887,443 | - | - | 5,887,443 |
| Government securities | | | | | | | | | | |
| - GOP - Ijarah Sukuks | 8,047,065 | 2,966,604 | - | - | - | 11,013,669 | - | 11,013,669 | - | 11,013,669 |
| Debt securities | | | | | | | | | | |
| - Ijarah Sukuks | 1,103,025 | 82,762 | - | - | - | 1,185,787 | - | 1,185,787 | - | 1,185,787 |
| Financial assets not measured at fair value | | | | | | | | | | |
| Certificates of investment | - | - | 6,179,000 | - | - | 6,179,000 | | | | |
| Other loans and receivables | - | - | - | 899,241 | - | 899,241 | | | | |
| Takaful / retakaful receivables | - | - | - | 270,921 | - | 270,921 | | | | |
| Cash and bank balances | - | - | - | 1,322,237 | - | 1,322,237 | | | | |
| | 20,637,054 | 3,337,195 | 6,179,000 | 2,492,399 | - | 32,645,648 | | | | |
| Financial liabilities not measured at fair value | | | | | | | | | | |
| Takaful Liabilities | - | - | - | - | 29,844,093 | 29,844,093 | | | | |
| Retirement benefit obligation | - | - | - | - | - | - | | | | |
| Contributions received in advance | - | - | - | - | 286,821 | 286,821 | | | | |
| Other creditors and accruals | - | - | - | - | 1,036,474 | 1,036,474 | | | | |
| | - | - | - | - | 31,167,388 | 31,167,388 | | | | |

As At December 31, 2021

| | Through profit or loss | Available -for-sale | Held-to- maturity | Loans and receivables | Other financial asset/ liabilities | Total | Level 1 | Level 2 | Level 3 | Total |
|-----------------------------------|---------------------------|------------------------|----------------------|--------------------------|---|-------------------|------------|-----------|---------|------------|
| ----- (Rupees in '000)----- | | | | | | | | | | |
| Financial assets | | | | | | | | | | |
| measured at fair value | | | | | | | | | | |
| Listed equities | 10,166,850 | 42,005 | - | - | - | 10,208,855 | 10,208,855 | - | - | 10,208,855 |
| Mutual Funds | 2,834,767 | 155,460 | - | - | - | 2,990,227 | 2,990,227 | - | - | 2,990,227 |
| Government securities | | | | | | | | | | |
| - GOP Ijarah Sukuks | 4,818,325 | 2,348,608 | - | - | - | 7,166,933 | - | 7,166,933 | - | 7,166,933 |
| Debt securities | | | | | | | | | | |
| - Ijarah Sukuks | 1,067,363 | 68,822 | - | - | - | 1,136,185 | - | 1,136,185 | - | 1,136,185 |
| Financial assets | | | | | | | | | | |
| measured at fair value | | | | | | | | | | |
| Certificates of investment | - | - | 5,235,000 | - | - | 5,235,000 | | | | |
| Other loans and receivables | - | - | - | 630,012 | - | 630,012 | | | | |
| Takaful / retakaful receivables | - | - | - | 286,611 | - | 286,611 | | | | |
| Cash and bank balances | - | - | - | 1,050,650 | - | 1,050,650 | | | | |
| | 18,887,305 | 2,614,895 | 5,235,000 | 1,967,273 | - | 28,704,473 | | | | |
| Financial assets | | | | | | | | | | |
| measured at fair value | | | | | | | | | | |
| Takaful Liabilities | - | - | - | - | 26,409,801 | 26,409,801 | | | | |
| Contributions received in advance | - | - | - | - | 118,277 | 118,277 | | | | |
| Takaful / retakaful Payables | - | - | - | - | - | - | | | | |
| Other creditors and accruals | - | - | - | - | 977,131 | 977,131 | | | | |
| | - | - | - | - | 27,506,035 | 27,506,035 | | | | |

The fair value of financial assets and liabilities not carried at fair value is not significantly different from their carrying values since assets and liabilities are short term in nature.

Fair value is an amount for which an asset could be exchanged, or a liability settled, between knowledgeable willing parties in an arm's length transaction. Consequently, differences may arise between the carrying values and the fair values estimates.

The Company measures fair values using the following fair value hierarchy that reflects the significance of the inputs used in making the measurements:

Level 1: Fair value measurements using quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2: Fair value measurements using inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3: Fair value measurements using inputs for the asset or liability that are not based on observable market data (i.e. unobservable inputs).

29 STATEMENT OF SOLVENCY

| | 2022 | | |
|---|---------------------------------|----------------------------|---|
| | Individual Family Takaful | Group Family Takaful | Accident & Health Family takaful |
| | ----- (Rupees in '000) ----- | | |
| Assets | | | |
| Investments | | | |
| Equity securities | 5,887,350 | - | - |
| Government securities | 10,177,351 | 234,019 | 602,298 |
| Debt securities | 1,165,787 | - | 20,000 |
| Term deposits | 6,112,500 | 50,500 | 16,000 |
| Open ended mutual fund | 5,826,571 | - | 60,872 |
| Takaful / Retakaful receivables | 5,679 | 86,495 | 178,747 |
| Other loans and receivables | 858,566 | 16,628 | 21,600 |
| Prepayments | 10,189 | - | - |
| Cash & Bank | 1,256,632 | 9,411 | 56,194 |
| Total Assets (A) | 31,300,625 | 397,053 | 955,711 |
| Inadmissible assets as per following clauses of section 32(2) of the Insurance Ordinance, 2000 | | | |
| (a) Interfund balances | 522 | 9,136 | - |
| (b) Excess of prescribed limit | - | - | - |
| (h) Contribution more than 90 days | - | 51,140 | 84,557 |
| (w) Associate company | - | 726 | - |
| Total of In-admissible assets (B) | 522 | 61,002 | 84,557 |
| Total Admissible Assets (C=A-B) | 31,300,103 | 336,051 | 871,154 |
| Liabilities | | | |
| Insurance liabilities net of retakaful recoveries | 234,885 | 112,731 | 171,518 |
| Staff retirement benefits | - | - | - |
| Contributions received in advance | 206,616 | 5,161 | 75,044 |
| Other creditors and accruals | 951,709 | 33,876 | 48,449 |
| Total Liabilities (D) | 1,393,210 | 151,768 | 295,011 |
| Total Net Admissible Assets (E=C-D) | 29,906,893 | 184,283 | 576,143 |
| Minimum Solvency Requirement | | | |
| Policyholders Liability | 28,552,831 | 77,042 | 196,221 |
| Solvency Margin | 354,086 | 60,639 | 211,199 |
| | 28,906,917 | 137,681 | 407,420 |
| Excess in Net Admissible Assets over Minimum Requirements | 999,976 | 46,602 | 168,723 |

Basis of preparation:

The Insurance Accounting Regulations, 2017 have retained the Statutory Fund wise accounting for regulatory returns. The above Statement of Solvency has been prepared in accordance with the requirements of Section 32 of the Insurance Ordinance, 2000, and the format prescribed in regulatory returns for solvency statement. Further, Solvency Margins have been calculated as per Annexure III read with Rule 14 of the Insurance Rules, 2017.

30 CORRESPONDING FIGURES

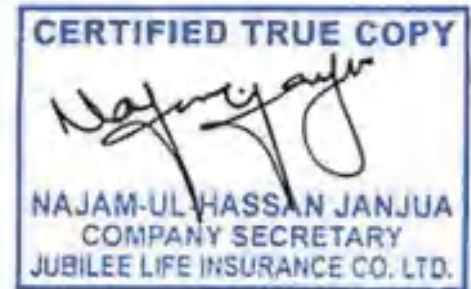
Corresponding figures have been re-arranged, wherever necessary, for the purposes of comparison and better presentation.

31 DATE OF AUTHORISATION FOR ISSUE

These financial statements were authorised for issue on February 23, 2023 by the Board of Directors of the Company.

32 GENERAL

Figures in the financial statement have been rounded off to the nearest thousand of rupees, unless otherwise stated.




 Kamal A. Chinoy
 Chairman


 Aryn Currimbhoy
 Director


 Shahid Ghaffar
 Director


 Javed Ahmed
 Managing Director &
 Chief Executive Officer


 Omer Farooq
 Chief Financial Officer

Shareholders Informations



Shareholder



Pattern of Shareholdings

As of December 31, 2022

| Number of Shareholders | Shareholdings' Slab | | Total Shares Held |
|------------------------|---------------------|-------------|-------------------|
| 249 | 1 | to 100 | 9,543 |
| 242 | 101 | to 500 | 72,809 |
| 421 | 501 | to 1000 | 296,156 |
| 383 | 1001 | to 5000 | 857,649 |
| 117 | 5001 | to 10000 | 816,761 |
| 33 | 10001 | to 15000 | 394,417 |
| 10 | 15001 | to 20000 | 171,397 |
| 10 | 20001 | to 25000 | 232,805 |
| 4 | 25001 | to 30000 | 133,935 |
| 8 | 30001 | to 35000 | 254,738 |
| 3 | 35001 | to 40000 | 107,798 |
| 2 | 40001 | to 45000 | 84,054 |
| 1 | 45001 | to 50000 | 50,000 |
| 1 | 50001 | to 55000 | 51,400 |
| 3 | 55001 | to 60000 | 176,012 |
| 4 | 60001 | to 65000 | 248,806 |
| 1 | 65001 | to 70000 | 65,854 |
| 1 | 70001 | to 75000 | 73,749 |
| 1 | 75001 | to 80000 | 76,500 |
| 1 | 85001 | to 90000 | 88,927 |
| 4 | 100001 | to 105000 | 414,940 |
| 2 | 105001 | to 110000 | 212,445 |
| 4 | 110001 | to 115000 | 449,130 |
| 1 | 115001 | to 120000 | 115,617 |
| 1 | 120001 | to 125000 | 124,665 |
| 1 | 135001 | to 140000 | 137,942 |
| 1 | 145001 | to 150000 | 145,559 |
| 2 | 155001 | to 160000 | 319,135 |
| 2 | 160001 | to 165000 | 330,000 |
| 1 | 165001 | to 170000 | 165,315 |
| 1 | 170001 | to 175000 | 173,937 |
| 1 | 210001 | to 215000 | 210,484 |
| 2 | 220001 | to 225000 | 449,900 |
| 1 | 345001 | to 350000 | 345,244 |
| 1 | 685001 | to 690000 | 685,091 |
| 1 | 960001 | to 965000 | 962,757 |
| 1 | 1040001 | to 1045000 | 1,044,005 |
| 1 | 1265001 | to 1270000 | 1,269,431 |
| 1 | 1345001 | to 1350000 | 1,348,882 |
| 1 | 1820001 | to 1825000 | 1,824,800 |
| 1 | 5610001 | to 5615000 | 5,611,592 |
| 1 | 16155001 | to 16160000 | 16,158,703 |
| 1 | 50495001 | to 50500000 | 50,500,864 |
| 1528 | | | 87,263,748 |

Pattern of Shareholdings

As at December 31, 2022

| Categories of Shareholders | Number of Shareholders | Shares held | Percentage |
|--|------------------------|-------------------|-------------|
| 1. Directors, Chief Executive Officer, their spouse and minor children: | 10 | 227,341 | 0.26% |
| Kamal A. Chinoy | | 106,445 | |
| Javed Ahmed | | 1,084 | |
| Sultan Ali Akbar Allana | | 695 | |
| Shahid Ghaffar | | 605 | |
| Rafuiddin Zakir Mahmood | | 601 | |
| John Joseph Metcalf | | 695 | |
| Amyr Currimbhoy | | 550 | |
| Sagheer Mufti | | 549 | |
| Yasmin Ajani | | 500 | |
| Hina Javed | | 115,617 | |
| 2. Associated Companies, Undertakings & related parties: | 4 | 72,956,250 | 83.60% |
| Aga Khan Fund for Economic Development S.A. Switzerland | | 50,500,864 | |
| Habib Bank Limited - Treasury Division | | 16,158,703 | |
| Jubilee General Insurance Company Limited | | 5,611,592 | |
| The Aga Khan University Foundation | | 685,091 | |
| 3. Executives | 8 | 79,457 | 0.09% |
| Muhammad Sohail Fakhar | | 64,570 | |
| Shan Rabbani | | 2,037 | |
| Zahid Barki | | 4,498 | |
| Faisal Qasim | | 695 | |
| Najam ul Hassan Janjua | | 12 | |
| Muhammad Aamir | | 3,630 | |
| Faiz ul Hassan | | 2,200 | |
| Muhammad Junaid Ahmed | | 1,815 | |
| 4. NIT and ICP | 1 | 691 | 0.00% |
| Investment Corporation of Pakistan | | 691 | |
| 5. Banks, Development Financial Institutions & Non Banking Financial Institutions | 2 | 1,846,962 | 2.12% |
| National Bank of Pakistan | | 1,824,800 | |
| MCB Bank Limited - Treasury | | 22,162 | |
| 6. Insurance Companies | 4 | 1,392,577 | 1.60% |
| EFU General Insurance Limited | | 1,269,431 | |
| Adamjee Life Assurance Company Limited | | 110,465 | |
| Asia Insurance Company Limited | | 11,990 | |
| Premier Insurance Limited | | 691 | |
| 7. Modarabas and Mutual Funds | 4 | 398,489 | 0.46% |
| First Equity Modaraba | | 4,154 | |
| CDC-Trustee MCB Pakistan Stock Market Fund | | 159,135 | |
| CDC-Trustee Atlas Stock Market Fund | | 224,900 | |
| CDC-Trustee APF-Equity Sub Fund | | 10,300 | |
| 8. Others | 39 | 517,660 | 0.59% |
| 9. General Public | 1451 | 6,153,528 | 7.05% |
| - Local | 1445 | 6,143,828 | |
| - Foreign | 6 | 9,700 | |
| 10. Foreign Companies | 5 | 3,690,793 | 4.23% |
| Acacia Conservation Fund LP | | 962,757 | |
| Acacia Partners LP | | 1,348,882 | |
| Acacia II Partners LP | | 124,665 | |
| Acacia Institutional Partners LP | | 1,044,005 | |
| Acacia Conservation Master Fund (Offshore) LP | | 210,484 | |
| TOTAL | 1528 | 87,263,748 | 100% |

* Excluding 3,475 shares held by Nominee Directors

| Categories of Shareholders | Number of Shareholders | Shares held | Percentage |
|--|------------------------|-------------------|----------------|
| 11. Categories of Shareholders | | | |
| Directors, Chief Executive Officers, their spouse and minor Children | 10 | 227,341 | 0.26% |
| Associated Companies, Undertakings and Related Parties | 4 | 72,956,250 | 83.60% |
| Executives | 8 | 79,457 | 0.09% |
| General Public - Local (individuals) | 1445 | 6,143,828 | 7.04% |
| General Public - Foreign (individuals) | 6 | 9,700 | 0.01% |
| Foreign Companies | 5 | 3,690,793 | 4.23% |
| Banks, Insurance Companies & Financial Institutions | 7 | 3,240,230 | 3.71% |
| Mobarabas, Mutual Funds, & Others | 43 | 916,149 | 1.05% |
| TOTAL | 1,528 | 87,263,748 | 100.00% |

12. Shareholders holding 10% or more voting interest

| | | |
|---|------------|---------|
| Aga Khan Fund for Economic Development S.A. Switzerland | 50,500,864 | 57.87% |
| Habib Bank Limited - Treasury Division | 16,158,703 | 18.52 % |

| Categories of Shareholders | Designation | Transaction | No. of Shares |
|---|---|-------------|---------------|
| 13. Trading in shares by the Directors, CEO & Spouse and Executives during the year 2022 | | | |
| Mr. Kamal A. Chinoy | Chairman (Independent) Non-Executive Director | Purchase | 28,400 |

Notice of 28th Annual General Meeting

Notice is hereby given that the 28th Annual General Meeting of the Shareholders of Jubilee Life Insurance Company Limited "Company" will be held on Thursday, March 30, 2023 at 11:00 a.m. at Auditorium, Habib Bank Limited (HBL) Tower, Jinnah Avenue, Islamabad physically and through video-link to transact the following business:

Agenda

Ordinary Business

1. To Confirm the Minutes of 27th Annual General Meeting held on April 06, 2022.
2. To consider and adopt the Audited Financial Statements of the Company for the year ended December 31, 2022 together with the Chairman's Review, Directors' Report and Auditors' Report thereon.
3. To consider and approve the payment of final cash dividend of 100% (Rs. 10.00 per ordinary share of Rs.10.00 each) for the year ended December 31, 2022 as recommended by the board of directors of the Company, in addition to the interim dividend of Rs. 3.00 per share i.e. 30% already paid to shareholders during the year, thus making a total of Rs. 13.00 per share i.e. 130% for the year ended December 31, 2022.
4. To appoint External Auditors and Shariah Compliance Auditors for the Year 2023 and to fix their remuneration. The retiring auditors, M/s. A.F. Ferguson & Co., Chartered Accountants, being eligible offer themselves for re-appointment as Statutory Auditors and Shariah Compliance Auditors.
5. To elect Eight (8) Directors of the Company as fixed by the Board in the meeting held on February 23, 2023 in accordance with the provisions of Section 159 of the Companies Act, 2017 for a period of three (3) years commencing from March 31, 2023 in place of retiring directors namely:
 - i) Mr. Kamal A. Chinoy;
 - ii) Mr. Aryn Currimbhoy;
 - iii) Mr. Shahid Ghaffar;
 - iv) Mr. John Joseph Metcalf;
 - v) Mr. Sultan Ali Akbar Allana;
 - vi) Mr. Rafiuddin Zakir Mahmood
 - vii) Mr. Sagheer Mufti
 - viii) Ms. Yasmin Ajani
 - ix) Mr. Javed Ahmed

The retiring Directors are eligible for re-election.

Special Business

1. To authorize the issuance of Bonus Shares in the proportion of 15 shares for every hundred shares held, to shareholders whose names appear in the Register of members at close of business on March 22, 2023, and to approve the disposal of fractional shares created out of the issuance of bonus shares.


Accordingly, it is proposed to consider and pass the following Resolution as a Special Resolution:

Resolved that:

- i. Ordinary Shares of Rs.10.00 each be issued as Bonus Shares and that the said shares be allotted as fully paid Ordinary Shares to the members of the Company whose names appear on the Register of members as at the close of the business on March 22, 2023 in the proportion of 15 shares for every hundred shares held, and that such Bonus Shares shall rank *pari passu* in future as regards dividends and in all other respects with the existing Ordinary Shares of the Company.
- ii. In the event of any Member becoming entitled to a fraction of a share, the Directors be and are hereby authorized to consolidate all such fractions and sell the shares so constituted in the Stock Market and to pay the proceeds thereof to the members entitled to the fraction in proportion to their respective entitlements.

- iii. For the purpose of giving effect to the foregoing, the Managing Director, Chief Executive Officer and/or the Company Secretary be and are hereby singly authorized to do and cause to be done all acts, deeds and things that may be necessary and to settle any question or difficulties that may arise in regard to the allotment and the distribution of the said Bonus Shares and in regard to fractional entitlements and the sale of consolidated shares and the distribution of the sale proceeds of the consolidated shares to those entitled to fractional entitlements, as is thought fit.
2. To transact any other business as may be placed before the Meeting with the permission of the Chair.

Dated: March 09, 2023
Karachi



By order of the Board
Najam ul Hassan Janjua
Company Secretary

Notes:

1. Any person who seeks to contest the election of directors shall, whether he/she is retiring director or otherwise, file with the Company the following documents at its registered office not later than fourteen days before the date of the meeting his/her intention to offer himself/herself for the election of the Directors in terms of Section 159(3) of the Companies Act, 2017 together with:
 - i. His/her folio no./CDC Investor Account No./CDC Participant No./Sub-Account No.
 - ii. Notice of his/her intention to offer himself/herself for the election of directors in terms of Section 159(3) of the Companies Act, 2017.
 - iii. Consent to act as director in Form-28 under Section 167(1) of the Companies Act, 2017.
 - iv. Detailed profile along with his/her office address as required under SRO 1222(I) 2015 dated December 10, 2015 of the Securities and Exchange Commission of Pakistan (SECP).
 - v. An attested copy of valid Computerized National Identity Card.
 - vi. Signed declarations in respect of being compliant with the requirements to become a director of the company under applicable laws and regulations including PSX Regulations, Listed Companies (Code of Corporate Governance) Regulations, 2019, Code of Corporate Governance for Insurers, 2016 and the eligibility criteria as set out in the Companies Act, 2017.
 - vii. Information on Annexure-A and affidavits on Annexure-B & C required under the Insurance Companies (Sound and Prudent Management) Regulations 2012 notified by the SECP vide SRO 15(1) / 2012 dated January 9, 2012 and SRO 1165(I)/2016 dated December 22, 2016. Annexure-A, B and C are available at SECP website and can also be obtained from the registered office of the Company.
2. Approval from Securities and Exchange Commission of Pakistan is needed to become director of the Company.

3. Video Link Facility for Attending the Meeting

In addition to requirement of holding physical meeting, the Securities and Exchange Commission of Pakistan, through circular No. 4 dated February 15, 2021, has allowed the companies to hold Annual General Meeting virtually through video-link, webinar, zooming, etc. Accordingly, Shareholders can consolidate their attendance, participating in, and voting at Annual General Meeting into as few people as possible through proxies. Further, in the Shareholders can log in through video-link, i.e., <https://zoom.us/download> to participate in the Annual General Meeting proceedings. For this, the Shareholders are requested to email their particulars like, Name, Folio Number, Cell Number and Number of Shares held in their name along with valid copy of both sides of Computerized National Identity Card (CNIC) at company.secretary@jubileelife.com with the Company Secretary Office "the Company". The video-link and login credentials will be shared with only those Shareholders/designated proxies whose e-mails, containing all the above required particulars, are received at least 48 hours before the time of meeting.

The shareholders can also provide their comments/suggestions for the proposed agenda items of the AGM on WhatsApp Number +92 300 2946416 and email: company.secretary@jubileelife.com

4. The Share transfer books of the Company shall remain closed from 24-03-2023 to 30-03-2023 (both days inclusive). Transfers received in order by our share registrar, CDC Share Registrar Services Limited, CDC House, 99-B, Block-B, SMCHS, Main Sharah-e-Faisal, Karachi-74400, at the close of business on 22-03-2023 will be treated in time for the purpose of attending the meeting.
5. A Member of the Company entitled to attend and vote at this Meeting shall be entitled to appoint another member, as his/her proxy to attend, speak and vote instead of him/her, and a proxy so appointed shall have such rights, as respects attending, speaking and voting at the Meeting as are available to a member.
6. A Member shall not be entitled to appoint more than one proxy to attend anyone meeting. If any Member appoints more than one proxy for anyone meeting and more than one instruments of proxy are deposited with the Company, all such instruments of proxy shall be rendered invalid.

7. Proxies, in order to be effective, must be received by / lodged with the Company at its Registered Office 26-D, 3rd floor, Kashmir Plaza, Jinnah Avenue, Blue Area, Islamabad or Head Office, Jubilee Life Building, 74/1-A, Lalazar, M.T. Khan Road, Karachi, not less than 48 hours before the Meeting.
8. Members are requested to immediately notify any change in their addresses.
9. CDC Account Holders will further have to follow the guidelines as laid down in Circular 1 dated January 26, 2000 issued by the Securities and Exchange Commission of Pakistan.
10. Shareholders possessing physical shares are requested to immediately send a copy of their Computerized National Identity Card (CNIC) to our Share Registrar Office, CDC Share Registrar Services Limited, CDC House, 99-B, Block B, SMCHS, Main Sharah-e-Faisal, Karachi. Corporate entities are also requested to submit their NTN at the address of our Registrar as given above.
11. Please further note that the rates for deduction of withholding tax on the amount of dividend paid by the companies are @ 15% for filers of income tax returns and @ 30% for non-filers of income tax returns. All members are advised to ensure their names are on Active Tax-payers list (ATL) provided on the website of Federal Board of Revenue (FBR) otherwise tax on dividend will be deducted @30% instead of 15%.

In this regard, all shareholders who hold shares with joint shareholders, are requested to provide shareholding proportions of Principal shareholder and Joint Holder(s) in respect of shares held by them to our Share Registrar, in writing as follow before 22-03-2023 positively; otherwise it will be assumed that the shares are equally held by principal shareholder and joint holder(s).

| Name | Folio / CDS Accounts No. | Total Shares | Principal Shareholder | | Joint Shareholder | |
|------|--------------------------|--------------|-----------------------|---|-------------------|---|
| | | | Name & CNIC No. | Shareholding Proportion (No. of Shares) | Name & CNIC No. | Shareholding Proportion (No. of Shares) |

12. Payment of Cash Dividend Electronically (e-Dividend)

As per Companies Act, 2017 and Companies (Distribution of Dividends) Regulations 2017, any dividend payable in Cash by a listed Company shall only be paid through electronic mode directly in the bank accounts of the entitled shareholders which must be in their own name.

In this regard, Jubilee Life Insurance Company Limited has already issued letters on October 06, 2017 to such shareholders on their addresses available in Company's record through registered post and Company is still approaching such shareholders who's IBAN/Bank Account details not updated in the Company's record.

In pursuance of the directives of SECP, Such Shareholders are advised to provide their dividend mandate with complete bank account details along with International Bank Account Numbers (IBAN's) for payment of cash dividend directly in the bank accounts instead of issuance of physical Cash Dividend Warrants. In this regard the Shareholders may obtain Bank Mandate Form from the Company's website <https://jubileelife.com/wp-content/uploads/2016/06/Bank-Mandate-Form.pdf>.

Shareholders are advised once again to please submit the referred form duly filled to the Share Registrar "CDC Share Registrar Services Limited" in case of physical holding and in case of CDC account/sub-account to investor Account Services or to their Brokerage firm as the case may be.

13. Conversion of Physical Shares into Book-entry Form

The shareholders having physical shareholding are advised to open CDC sub-account with of the Stock Brokers or CDC Investor Account Services to place their physical shares into book-entry form. This will be facilitated under existing regulations of the Pakistan Stock Exchange Limited and further, Section 72 of the Companies Act, 2017, while states that every existing company shall be required to replace its physical shares with book-entry form in a manner as may be specified and from the date notified by the Commission, within a period not exceeding four years from the commencement (i.e May 31, 2017) of this Act, according to which the deadline was May 31, 2021.

14. Merger of Different Folios into one Folio

As per record, some of the shareholders are maintaining more than one folio under the same particulars. Carrying two different folios may be a hassle for the shareholders to reconcile and receive different benefits in the shape of dividends/bonus. In order to provide better services and convenience, such shareholders are requested to send requests to the Company's Share Registrar to merge their folios into one folio.

15. Unclaimed/Unpaid Dividends and Share Certificates

As per Section 244 of the Companies Act, 2017 shares/dividends which remain unclaimed or unpaid for a period of three years from the date these have been due and payable to be vested with the Federal Government. In this regard, Jubilee Life Insurance Company Limited had already sent individual letters dated October 5, 2017 on the available addresses through our Share Registrar "CDC Share Registrar Services Limited, CDC House, 99-B, Block B, SMCHS, Main Sharah-e-Faisal, Karachi" requesting therein to claim their shares/dividends within 90-days of the letter. After that, as per SECP directives a final notice was also published in daily Business Recorder and daily Nawa-e-Waqt dated January 5, 2018. In this regard, the detail of unclaimed/undelivered shares and dividends is available on Company's website (direct link is <https://www.jubileelife.com/wp-content/uploads/2023/10/jlicl-secp-format-unclaimed-dividend-and-shares>) . All the shareholders of the Company (old and existing) once again requested to visit the Company's website and if any share/dividend showing unclaimed/undelivered against your name, please lodge your claim with our Share Registrar, CDC Share Registrar Services Limited by sending an application mentioning therein your Folio number, your present address along with a copy of valid CNIC on the address given above.

A. FOR ATTENDING THE MEETING:

- (i) In case of individuals, the account holder or sub-account holder whose registration details are uploaded as per the Regulations shall authenticate his/her original valid Computerized National Identity Card (CNIC) or the original Passport at the time of attending the meeting.
- (ii) The shareholders registered on CDC are also requested to bring their particulars, I.D. numbers and account numbers in CDS.
- (iii) In case of corporate entity, the Board of Directors' resolution/power of Attorney with specimen signature of the nominee shall be produced (unless it has been provided earlier) at the time of meeting.

B. FOR APPOINTMENT OF PROXIES:

- (i) In case of individuals, the account holder or sub-account holder and/or the persons whose registration details are uploaded as per the Regulations shall submit the proxy form as per requirement notified by the Company.
- (ii) The proxy form shall be witnessed by two persons whose names, addresses and CNIC numbers shall be mentioned on the form.
- (iii) Attested copies of CNIC or the passport of the beneficial owners and the proxy shall be furnished with the proxy form.
- (iv) The proxy shall produce his/her original CNIC or original passport at the time of the meeting.
- (v) In case of corporate entity being a Member, the Board of Directors' resolution/power of attorney with specimen signature of the nominee/attorney shall have to be submitted (unless it has been provided earlier) along with the proxy form to the Company.

Proxy Form

I/We _____ of _____ (full address) being member(s) of Jubilee Life Insurance Company Limited and holder of _____ Ordinary Shares as per Share Register Folio No. _____ CDC Participant ID _____ CDC Account No. _____ hereby appoint Mr./Mrs./Miss _____ of _____ (full address) or failing him/her _____ of _____ or failing him/her _____ of _____ as my proxy to vote for me and on my behalf at the Annual General Meeting of the Company to be held on Thursday, March 30, 2023 at 11:00 a.m. at HBL Auditorium, Habib Bank Limited (HBL) Tower Jinnah Avenue, Islamabad and at any adjournment thereof.

As witness my/our hand this _____ day of _____ 2023.

Signature and Address of Witness
CNIC/ Passport No. _____

Please affix
Revenue Stamp

Signature of Member(s)

Signature and Address of Witness
CNIC/ Passport No. _____

A member entitled to attend and vote at the Annual General Meeting to appoint another member as proxy to attend, speak and vote instead of him/her.

The instrument appointing a proxy shall be in writing under the hand of the appointer or of his attorney duly authorized in writing, if the appointer is a corporation, under its common seal or the hand of an officer or attorney duly authorized. A proxy must be a member of the Company.

The instrument appointing a proxy, together with the power of attorney if any under which it is signed or a notarial certified copy thereof, should be deposited at the Registered Office not less than 48 hours before the time of holding the meeting.

Geographical Presence



Head Office Back Offices & Corporate Offices

HEAD OFFICE

Head Office

74/1-A Lalazar MT Khan Road, Karachi.
021- 35205094 -5

BACK OFFICES

PNSC 2nd Floor Karachi

2nd Floor, PNSC Building, M.T. Khan Road, Lalazar, Karachi.
021- 35657886

PNSC 11th Floor Karachi

11th Floor PNSC office Lalazar MT Khan Road, Karachi.
021- 35809200

Lalazar I.T. Office

36-A/1 & 3, 1st floor, Opposite Beach Luxury Hotel, Lalazar, M.T. Khan road, Karachi.
021 - 35205096

Approval Center at Lalazar

Building # 36-A/2, (Ground, Mezzanine & 1st Floor), Lalazar, M.T.Khan Road, Karachi.
021 - 35205096

RSC. D.H.A. ITTEHAD LANE

Plot # C3C, Itihad Lane 12, DHA, Karachi.

Training Academy, Karachi

2nd Floor, Plot # A-1, NGC Tower, Block 7/8, Main Shahrah-e-Faisal, Karachi.
021-34380634

CORPORATE OFFICES

Corporate Office, Faisalabad

Saleemi Tower, 1st & 2nd Floors, 'D' Ground, Faisalabad.
041-8559849

Corporate Office, Lahore

2nd & 3rd Floor, Tufail Plaza, 56 Shadman 1, Post Office Shadman, Lahore.
042-7421793

Corporate Office Multan

2nd Floor, Paradise Center, Gulgasht Colony, Multan.
061-6212052

Corporate Office Rawalpindi

1st & 2nd Floor, DD-79, Asad Plaza, Shamsabad, Murree Road, Rawalpindi.
051- 4935549

Corporate Office Sialkot

Right wing, 2nd floor, Moon Tower. Opp DHL office, Paris Road, Sialkot.
052-4293529

CSD Center Gilgit

2nd Floor, ZS-Plaza, in front of Radio Pakistan, Main Sharah-e-Quaid-e-Azam, Jutial, Gilgit.
05811-457070

CSD Center Peshawar

2nd Floor, Samad Plaza, Tehkal, Main University Road, Peshawar.
091-5850520 / 5842449

CSD Center Sukkur

1st Floor, Lala Azam Plaza, Opposite Excise Office, Station Road, Sukkur.
071-5614261

CORPORATE DISTRIBUTION

Karachi

2nd Floor, PNSC Building, M.T. Khan Road, Lalazar, Karachi.
021- 35657886

Lahore

2nd & 3rd Floor, Tufail Plaza, 56 Shadman 1, Post Office Shadman, Lahore.
042-37529600 & 37421793

Faisalabad

Saleemi Tower, 1st Floor, Dground, Faisalabad.
041-8559849

Rawalpindi

2nd Floor, DD-79, Asad Plaza, Shamsabad, Murree Road, Rawalpindi.
051- 4935549

Multan

10-A, 1st. Floor, Twin Towers, Tehsil Chowk, Gulgasht Colony, Near Silk Bank, Bosan Road, Multan.
061-6212052

Peshawar

2nd Floor, Samad Plaza, Tehkal, Main University Road, Peshawar.
091-5850520 / 5842449

Hyderabad

1st Floor, Noor Place, near KASB Bank, Saddar, Cantonment, Hyderabad.
0222-786082-3

Micro Insurance Office Gilgit

Office # 310, 3rd Floor, ZS-Plaza, in front of Radio Pakistan, Main Sharah-e-Quaid-e-Azam, Jutial, Gilgit.
05811-457070

Branches Network

INDIVIDUAL LIFE OFFICES

SOUTH REGION

Crescent Branch Karachi

Shaheen Branch Karachi

Alpha Branch Karachi

Office No. 601, 6th Floor, Progressive Centre PECHS Block 6, Karachi.
021-34663421

United Branch

Alpha Branch Karachi

Office No. 109, Asia Pacific Trade Centre, Opposite Drive-In-Cinema, Main Rashid Minhas Road, Karachi.
021-34663421

Karachi Indus Branch

Liberty Branch

Office No. 105-A & 106 Asia Pacific Trade Centre, Opposite Drive-In-Cinema, Main Rashid Minhas Road, Karachi.
021-34663421

Royal Branch Karachi

Office Number 403, 4th Floor, Progressive Center, Block 6, P.E.C.H.S. Karachi.
021-34322463

Galaxy Branch Karachi

B-1 & B-2, Anarkali Apartment, F.B Area, Ayesha Manzil Block-7, Karachi.
021-363201613

Horizon Branch

Platinum Branch

Imperial Branch Karachi

G-5, Adenwella Appartment, GRE325 / 2, Garden East, Karachi.
021-32259560

Civic Branch Karachi

Office # 302 & 303, 3rd Floor, Arab Busniess Center, Block # 3, Karachi Cooperative Housing Society, Aalamegeer Road Bahadurabad, Karachi.
021-34123264

Diamond Branch Karachi

Flat No. 9 Afzal Apartment KDA Scheme 1-A Stadium Road, Karachi.
021-34188115 - 8

Gulshan-e-Iqbal Branch

Falcon Branch

4th Floor, C-15/1, Taj Medical Complex, Gulshan Chowrangi, Rashid Minhas Road, Gulshan-e-Iqbal, Karachi.
021-38102010-11

Thandi Sadak Branch, Hyderabad

1st Floor, CC-1 Block, Civic Centre, Thandi Sarak, Hyderabad.
0222-786194

Mirpurkhas City Branch

Adam Tower Mirpur Khas, Plot No. 864/4, Mirpurkhas.
072-3652191

Naushehroferoz City Branch

2nd Floor, Property located at Near Muhammadi Iron Store & Jalbani Petrol Pump, Naushero Feroz.
024-2448424

Mehran Branch Ghotki

First Floor, Chawla Plaza, Near National Saving Center, Devri Road, Ghotki.
072-3600612 - 3

Mehar City Branch

Eri Building, Girls School Road, Mehar.
025-4730765, 025-4730406

Pano Aqil Branch

Opposite Caltex Petrol Pump, Baiji Chowk, National Highway, Pano Aqil.
071-5691717 / 8

Sukkur City Branch

1st Floor, Lala Azam Plaza, Opposite Excise Office, Station Road, Sukkur.
071-5614261

Larkana City Branch

Larkana Royal Branch

Station Road Branch Larkana

1364/2, Block-C, Nawatak Mohallah, Larkana.
074-4057486-7

Khairpur Branch

Ghareeb Nawaz Hotel, Opp. Circuit House, Khairpur.
0243-714872 - 73

Badin City Branch

Opposite Nasim City Center, Main Hyderabad Road, Badin.
0333-2520638 / 0300-3301247

Moro City Branch

Near Ali Restaurant, Main road, Moro.
0300-3223623

Quetta City Branch

Office A-13, 1st Floor Swiss Plaza, M.A Jinnah Road, Quetta.
0333-7801970

MULTAN REGION

Abdali Road Branch

Multan Royal Branch

NIPCO Building, 63-Abdali Road, Multan.
061-4573301 - 02

Bahawalpur I.L Branch

2nd & 3rd Floor, Qatar Banquet Hall ad Hotel, Allama Iqbal Town Near New Civil Hospital Road, Bahawalpur.
068-5887601

Sahiwal Branch

1st Floor, Alpha Tower, 276/B-1, High Street, Sahiwal.
040-4220503

Bahawalpur Sadiq Branch

Shah Jamat Plaza, Near Abbasia Cinema, Saraiki Chowk, Railway Road, Bahawalpur.
0300-9682667

Usta Muhammad City Branch
Jinnah Road, Near Shaheen Bakri, Usta Muhammad,
Jaffarabad.
0332-8059080

Jacobabad City Branch
First Floor, National Autos, Quaid-e-Azam Road,
Jacobabad.
0333-7344198

CENTRAL REGION

Faisalabad City Branch
Satiana Road Branch
577-B, Peoples Colony, Main Satiana Road, Near Saleemi
Chowk, Faisalabad.
041-8720984

G.T. Road Branch 1
Chughtai Centre, G.T. Road, Shaheenabad, Gujranwala.
055-3824735

Club Road Branch Sargodha
405 Club Road, Sargodha.
048-3768468-9

Hafizabad Branch
House # A-1481, Post Office Road, above Aga Khan
Laboratory, Hafizabad.
0547-524879

New Cavalry Branch
Jinnah Branch
Cantt Branch Lahore
Premier Branch Lahore
1st, 2nd & 3rd Floor, Plot No.79, Commercial Area Officers
Scheme, Cavalry Ground, Lahore.
042-6619966

Ravi Branch Lahore
Premier Branch Lahore
Plot # 43, Block L, M.A. Johar Town, Near Emporium Mall,
Lahore.
042-35941897

Lahore Prime Branch
Lahore Royal Branch
2nd Floor, Plot # 30, Y Block, Commercial Area phase 3,
DHA, Lahore.
042-35897740 - 47
Lahore Pioneer Branch
Lahore Champions Branch
Defence Branch Lahore
1st Floor, 41 Civic Center, Barkat Market, New Garden
Town, Lahore.
042-3597189

Lahore United Branch
Elite Branch Lahore
Lahore Supreme Branch
1st Floor, Khalid Plaza, 25 - Gulshan Block, Main Road,
Allama Iqbal Town Lahore.
042-35139508

Chenab Branch Gujrat New
First Floor, Hanif Plaza, Main Rehman Shaheed Road,
Gujrat.
0533-535115

Paris Road Branch
1st Floor, Al Amin Centre, bearing serial No. B1- 16 S -98 B
Paris Road, Sialkot.
052-4265041

Jehlum Buraq Branch
1st and 2nd floor, Saran plaza, Near MCB bank, G.T Road,
Jada, Jehlum.
0544-720681,2,3

Mandi Bahuddin Branch
Upper old passport office, Q mart plaza, Ward # 05, Mandi
Bahuddin.
0349-5282898

Garden Town, Lahore
Garden Town 2 Branch
Office # 603, 6th Floor, Ibrahim Center, Barkat Market,
Lahore.
0300-9467337 & 0321-4176864

Jhang City Branch
HBL Basement, Yousaf Shah Road, Near Jigar Hotel, Jhang.
0343-8411181

NORTH REGION

Haider Road Branch
2nd Floor, Hall # 3, Bilal Plaza, Grindly Market,
Haider Road, Rawalpindi .
051-35111335

Margalla Hills Branch Islamabad
Blue Area Branch Islamabad
Jinnah Avenue Branch
Islamabad Branch
Capital Branch
Twin City Branch
Main Civic Centre, 3rd Floor, Kashmir Plaza, Blue area
Sector G-6, F-6 Islamabad.
051-2206934

Cant. Branch Peshawar
University Road Branch
Office #: UG-422, 1st Floor, Upper Ground Deans Trade
Centre, Islamia Road, Peshawar Cantt.
091-5253262

Mirpur A.K. Branch
Chinar branch
1st Floor, Bank Square, Allama Iqbal Road, Mirpur AJK.
05822-445041 / 44315

Muzaffarabad Branch
2nd Floor, Bilal Shopping Plaza, Upper Adha,
Muzaffarabad.
05822-445041 / 443315

Kotli Branch
2nd Floor, Ghulistan Plaza, Pindi Road, Kotli Azad Kashmir.
05826-444475

Gilgit Branch
2nd Floor, ZS-Plaza, in front of Radio Pakistan,
Main Sharah-e-Quaid-e-Azam, Jutial, Gilgit.
05811-457070

Hunza Branch
1st Floor, Gulzar-e-Hunza Market, Bank Square, Aga Khan
Abad, Ali Abad, Main Karakoram Highway, Hunza.
0581-1450092

Ghizer Branch
(Shop # 10 - 17)Ground Floor, Shahbaz Market, Raja
Bazar, Near DHQ Hospital, Gahkuch Ghizer.
05814- 451511

Bagh Branch IL

1st Floor, Upper Floor of JS Bank By Pass Road Bagh,
Azad Kashmir.
05823-445384

Baltistan Branch

2nd Floor, Ali Shopping Mall, Husaini Chowk, Skardu.
05815-456476 - 85

Chitral Branch

Shahi Qila Road, Opposite PTCL Office, Chitral.

Lakki Marwat, Sub Office Peshawar

1st Floor, Abba Shaheed Plaza, Opposite Govt. Post
Graduate College Lakki Marwat.
0969-512006

Kharian Branch

2nd Floor, Mian Jamil Plaza, Upper to Bank Islamic, G.T.
Road, Kharian.
053-7603535

Gojal Branch GB

Hamid 3 Star Market, Pologround Chowk, Gulmit, Gojal,
Hunza.
0343-2309889

Danyore Branch GB

Jubilee Baig Market, Danyore Near DJ School, Danyore.
0346-3115596

Korattia Branch AJK

Main Kachari, 1st Floor, Azam Plaza, Korattia, Azad
Kashmir.
0346-5352335

Dudayal Branch AJK

Thara Center, Arra Jattan, Dudayal, AJK.
0344-7767677

Garam Chashma Branch

1st Floor, Pamir Market, Infront Pir Nasir, Darba, Garam
Chashma, Chitral.
0349-5282898

Booni Branch

Shah Wazir Market, Main Bazar, Booni Market, Booni,
Chitral.
0349-5282898

Gujar Khan Branch

1st Floor, Maqbool Plaza, Waqia Service Road, Gujar Khan,
Dist. Rawalpindi.
0336-5816350

Parachinar Branch

1st Floor (Upper Floor Mcb),
Dr. Hussain Ali Market, Near Peshawar Adda, Main G.T.
Road, Parachinar.
0309-0095726

Abbottabad Branch

1st Floor, Yousaf Jamal Plaza, Supply Mansehra Road,
Abbotabad.
0312-9519169

BANCASSURANCE OFFICES**Karachi Bancassurance**

Office # 211, 213, 2nd Floor, Business Avenue,
Shahrah-e-Faisal, Karachi.

Office # M1 / M2, Mezzanine Floor, Business Avenue,
Shahrah-e-Faisal, Karachi.
021-34374310

Hyderabad Banca

1st Floor, Noor Place, near KASB Bank, Saddar,
Cantonment, Hyderabad.
022-786082-3

Bahawalpur Bancassurance

1st Floor, H# 1-B, Model Town - B, Main Ghalla Mandi Road,
Bahawalpur.
0622-882237-9

Multan Bancassurance

2nd Floor, Twin Towers, 10-A, Gulgasht Colony, Multan.
061-6212052

Sahiwal Bancassurance

1st Floor, Naveed Plaza, Jinnah Road, High Street, Sahiwal.
052-4603161

Faisalabad Bancassurance

3rd Floor, Office # 09, Legacy Tower, Main Boulevard,
Kohinoor City, Faisalabad.
041-8555061-63

Lahore Bancassurance

1st and 2nd floor, 57 Shadman Market, Near Post Office
Shadman, Lahore.
042-37529600

Sargodha Bancassurance

Al-Rehman Trade Centre, 2nd Floor, Office # 55, Sargodha.
048-3768646-7

Jehlum Bancassurance

1st Floor, Mian GT Road, Behind Caltex Petrol Pump,
Near HBL Jadah Branch, Jehlum.
0544-720681-83

Gujrat Bancassurance

Sadiq Centre, Ground Floor Left Wing, (G1, G2, G3, G4),
Rehman Shaheed Road, Opposite Total Petrol Pump,
Gujrat.
053-3533020-2

Sialkot Bancassurance

Plot # 16 S, 71/A/1, Moon Tower, Shop # 1,2,3, 2nd Floor,
Opp. Mission Hospital, Paris Road, Sialkot.
052-4603161

Islamabad Bancassurance

1st & 2nd Floor, Plot # 21, I & T Center, Sector G/6,
Main Khayaban-e-Suharwardi, Aabpara, Islamabad.
051-4602900

Peshawar Bancassurance

No. 501-502 B, 5th Floor, City Towers, University Road,
Peshawar.
091- 5842175-7 & 9

Muzaffarabad Bancassurance

D-141, Street # 17, Upper Chittar Housing Scheme,
Muzaffarabad.
058-22432195-6

Quetta Bancassurance

1st Floor, A-7, Swiss Plaza, Jinnah Road, Quetta.
081-2829822 / 2822439

Mirpur AJK Bancassurance

1st Floor, Plot # 2 Sector B2, Main Allama Iqbal Road
Mirpur Azad Kashmir.
05827-445808, 446505 & 446504

Mardan Bancassurance

3rd Floor, Royal Plaza, Main Nowshera Road, Opposite
Sugar Mill, Near Khakisaar Super Mart, Mardan.

Banca Takaful, Islamabad

Office # 11-12 MB, City Mall Plaza, I-8 Markaz, Islamabad.

FAMILY TAKAFUL OFFICES**Karachi, Prime Branch Takaful****Park Avenue Branch**

Mezzanine Floor, Alif Residency, SB-8, Block-2,
Near Rab Medical, Gulshan-e-Iqbal, Karachi.
021-34984617

Meezan Branch Takaful

Office # 601, 6th Floor, Park Avenue PECHS, Block 6,
Main Shahra-e-Faisal, Karachi.
021-34326081-88

Takaful Rawalpindi Branch

1st Floor Minhas Shopping Centre, Shamsabad
Muree Road, Rawalpindi.
051-4935501-4

Premier 1 Branch Rawalpindi**Takaful Rawal Branch**

2nd Floor, Plot # DD-79, Al-Sharif Plaza, Shamsabad,
Murree Road, Rawalpindi.
051-4935501-4

Khyber Branch, Takaful**Eagles Branch, Takaful****Zarrar Branch, Peshawar****Alpha Branch, Takaful**

2nd Floor, Samad Plaza, Gap CNG, Tehkal, University Road,
Peshawar.
091-5850520 / 5842449

Sultan Branch Takaful

Plot # 217-218 BP GESH Lahore, 1st Floor on Punjab Bank,
Model Town, Link Road, Lahore.
042-35970127

Takaful Gujranwala**Star Branch**

Shareef Pura Chowk, Upper Story MCB Islamic Branch,
G.T. Road, Gujranwala.
055-3847301-07 & 055-3847309

Multan Takaful Branch

6th Floor, Chenone Tower, Abdali Road, Multan.
061-4577102-09

Sargodha Takaful Branch

1st Floor, Luqman Center, Plot # 96, Civil Lines, Club Road,
Sargodha.
048-3720281-88

Franchise Model Branch Takaful

2nd & 3rd Floor, 56-A Shadman Commercial Market,
Tufail plaza, Lahore.
042-37529600

Lions Branch Lahore Takaful

Plot # 01, Block C-1, Main Boulevard Road,
Faisal Town Scheme, Lahore.
042-35201600 - 606

Faisalabad Takaful - New Office

4th floor, Media Com Trade City, Kohinoor, Faisalabad.
041-8733304-7

Sialkot Branch Takaful

Right wing, 2nd floor, Moon Tower. Opp DHL office,
Paris Road, Sialkot.
052-4293529

Takaful Bahawalnagar Branch

Plot # 80, 1st Floor, Jail Road, Mahajir Colony,
Bahawalnagar.
0303-6688493

Jampur Branch, Takaful

First Floor, Younis Jamsher Plaza, Opposite Shell Petrol
Pump, Dera Road, Jampur.
0334-7361122

Taxila Branch Takaful

1st Floor, Mir Tower Chowk Sarai Kala Taxila Dist,
Rawalpindi.
051-4537500

Bhalwal Branch, Takaful

Akbar Plaza, Near Galla Mandi, Mandir Road, Bhalwal,
Sargodha.
048-6642537

Sukkur Branch Takaful

1st Floor, Opposite Excise Office, Left Hand Side Wing,
Station Road, Sukkur.
071-5812172 - 73 & 071-5618345 - 46

Takaful Bahawalpur Branch

Plot # 44/A, Noor Mahal Road, Bahawalpur.
021-34991848

Takaful D.G. Khan

1st & 2nd Floor, Sardar Plaza, Near Al-Karim Center,
Sangam Chowk, Near Pul Daat, Dera Ghazi Khan.
064-2470893, 2466500

Swat Branch Takaful

1st Floor, Marhaba Plaza, Qamar Bypass, Near Genera
Bus Stand, Qamber, Swat.

Eagle Branch Lahore Takaful

Office # 4, 4th Floor, Malik Tower, 20-B Defence More,
Walton Road, Lahore.
042-36626293-98

Lahore City Branch Takaful**Lahore Hawk Branch Takaful**

122-A, 1st Floor, MCB Ichra branch, Ferozpur Road,
Near Ichra, Lahore.
042-37426012-16

Gujrat Branch Takaful

Majeed Plaza, Near Kids Galaxy School,
Rehman Shaheed Road, Gujrat.
053-3709027

Jhelum Branch Takaful

3rd Floor, Paswal arcade, GTS chowk, Jhelum Cantt.
054-4274131-32

Chakwal Branch Takaful

2nd Floor, Abbas Arcade, Opposite Allieance travel, Talagang road Chakwal.
054-3552282 - 4

Multan Eagle Branch Takaful

3rd Floor, Pace & Pace Mall, Chase Up Building,
Near Chungi no.6, Bosan Road, Multan.
061-4589993

Takaful Sheikupura

Main Shopping Mall Near Trauma Center Lahore
Sargodah Road, Sheikhpura.
056-3613007 - 09

Kot Momin Branch Takaful

Al-Aiman Plaza,1st Floor Opposite NBP, Chenab Bazar Tehsil
Kot Momin, District Sargodha.
048-6681400

Abbottabad Branch Takaful

1st Floor, Al Murtaza Hajj Umrah Office, Khankhail Plaza
Mansehra Road, Abbotabad.
0300-8110436

Khanpur Branch Takaful

Near MCB Bank, Model Town Br. Khanpur.
0300-8678686

Harya Branch, Silanwali Takaful

Near Shell Pump main Farooqa Road, Silanwali, Sargodha.
0306-5000136

Rahimyar Khan Br, Takaful

1st Floor, Galaxy Market, Near Mobilink Bank,
Opposite PTCL Exchange, Rahimyar Khan.
0300-9674333

Ghazi Branch, Takaful

Mughairi Plaza, Near Al-Karim Center Jampur Road,
Dera Ghazi Khan.
0334-6763521

Sangla Hill Lions Branch Takaful

First Floor, Butt Plaza Clock Tower chowk Sangla Hill.
0321-9468536

Nowshera Branch Takaful

1st Floor, Taj building, Shobra Chowk, G.T Road, Nowshera.
0333-9134512

Swat Branch Takaful

2nd Floor, Faisal Plaza, Bypass Road, Opposite Swat
Hujra Hotel, Swat.
0345-9519373

Karachi Mehran Branch

2nd Floor, Data Trade Centre, Plot # SB-7, Block 13-B,
Gulshan-e-Iqbal, University Road, Karachi.
021-34991500-02

Eagle Shahdara Lahore Branch

Plot # 123-127-R, First Floor, Sadiq Plaza, Begum Kot
Chowk, Shekhupura Road, Shahadra, Lahore.
0302-4012006

Pattoki Branch Takaful

Opposite Al-Raheem City, 1st Floor, Multan Road, Pattoki.
0300-4448133

Khairpur City Branch Takaful

2nd floor of Bank Alfalah, opposite,
Syed Ghous Ali shah Banglow Kachahri Road, Taluka & Dist
Khairpur.
0300-9318295

Larkana City Branch Takaful

Near City Bakery, Station Road, Larkana, Taluka & District
Larkana.
0333-7531459

Ghotki Branch Takaful

Dewri Road, Bago Waah, Ghotki, Taluka & District Ghotki.
0304-1360068

Moro Branch Takaful

Opposite Al-Ameen Restaurant & Guest House,
By-Pass Road, Moro, Taluka Moro, Naushero Feroze.
0300-3840371

Naushahro Feroze Branch Takaful

Near Zarai Taraqiati Bank (ZTBL), Moro Road,
Naushero Feroze.
0300-4475660

Pano Aqil Branch Takaful

Baiji Road Panu Aqil, Taluka Pano Aqil, Dist Sukkur.
0302-2610173

Dadu Branch Takaful

Near Bank Islami & Bank Al-Falah, Opposite SP Office Road
Dadu, Taluka & Disstt. Dadu.
0312-7701254

Barkat Branch Takaful

4th Floor, Office # 04, Malik Tower 20-B, Defence Mor,
Lahore.
0300-8181589

Bhagtanwala Branch Takaful

Madina colony phase 2, Bhadru plaza main road,
Bhagtanwala.
0340-1756911

Mardan Branch Takaful

3rd Floor, Walyan Commercial Center, Opp Sugar Mills, Main
Mardan Road, Mardan.
03319596472 / 03009391338 / 03129596472

Daska Branch Takaful

1st Floor, UBL Bank Building, Bank Road, Daska City, Sialkot.
0333-8124647

Narowal Branch Takaful

1st Floor, UBL Bank Building, Bank Road, Daska City, Sialkot.
0300-0673236

Kohat Branch Takaful

Cantt. Kohat
0333-9612599

Mirpur Khas City Branch Takaful

Bismillah Arcad, Flat 01, Opposite Doctor Masoom Clinic, Lal
Chand Baagh, Mirpur Khas Sindh, Mirpur Khas.
0312-3450803

Maydan Takaful Branch

G.T. Road, Main Bazar Maydan, Tehsil Bahrain, District Swat.
0344-1983046

Kandhkot Branch Takaful

Bijrani Law Champer, Opposite IBA Campus, Kandhkot
District Kashmore.
0333-0000278

Layyah Branch Takaful

College Road, Near Excise Office Housing Colony # 1, House
35, X - Block, Layyah.
0335-6610555

Burewala Branch Takaful

Street # 1, Near Amir Super Store, Azeemabad Colony, Burewala.
0335-6610555

Kot Addu Branch Takaful

Canal View, 1st Floor, Suzuki Showroom, Adjacent to NADRA Office, Kot Addu.
0300-8629338

Tando Adam Branch

Flat#06, Plot #123, Tando Allah Yar Road, Tando Adam, Dist Sanghar.
0332-2893196

Al-Ameen Branch Takaful

Basement, Alif Residency, SB-8, Block-2, Near Rab Medical, Gulshan-e-Iqbal, Karachi.
021-34984617

Sahiwal Branch Takaful

B-1, 497/98 Muhallah Blatt Gunj, Opposite Central City Church Sahiwal, Sahiwal.
021-34984617

Chenab Nagar Branch

2nd Floor, 03/14, UBL Plaza, Goal Bazar, Chenab Nagar, Chiniot.
0346-1071443

Charsadda Branch

Office # 10, 11, 12 & 13, 2nd Floor, Ittefaq Plaza, Mardan Road, Charsadda.
0333-9373125

Layyah Kings Branch

1st Floor, Shama Mall, Link Road, Near DHQ Hospital, Layyah.
0333-6202258

Kasur Branch Takaful

B3, 9R - 76, Circular Road, Chowk Masjid Noor, Kasur.

Ahmedpur Eash Branch

Madina Masjid Chacha Basti Road, Near Mughal-e-Azam Hall Opp to Taj Mahal Banquet Hall Ahmedpur East, Bahawalpur.
0324-7070019

Garden Branch Lahore

3rd Floor, 14-A, Ali Block New Garden Town, Lahore.

Gulshan Branch Karachi

1st Floor, FL/3-9, Block 3, Gulshan-e-Iqbal, Karachi.
0300-9278846

Gladiators Branch Gujranwala

1st and 2nd floor, 233-Bhutta-Plaza, Mumtaz Market Opposite Chase UP, G.T Road, Gujranwala.
0322-5574973

Jhang Saddar Branch

Rehan Falex Plaza first floor session chowk Jhang, Sadar.
0300-7505897

Bosan Road Branch Multan

Bosan Road, Gulgash Colony, Multan.
0300-8735440

Superior Branch Rahimyar Khan

Ground Floor, Model Town, Rahimyar Khan.
0300-8677267

Khanpur Branch

First Floor, Gateway Marriage Hall Quaid e Millat Road Tehsil Khanpur.
0300-4041345

Gulberg Branch Lahore

4th Floor, Regency Plaza, Mini Market, Gulberg II, Lahore.
0300-8732530

Mid City Branch Rawalpindi

2nd Floor, Office # SF-01, Mid City Mall, Near Rehmanabad Metro Station.
0314-5155777

United Branch Gujar Khan

3rd Floor, Shahid Siraf Plaza NBO G.T. Road, Gujar Khan.
0300-5433141

Potohar Branch Jhelum

Khalid Toor Plaza, 2nd Floor, UBL, Bank Kazim Kamal Road, Jhelum.
0333-5835787

Shaheen Branch KPK

Office # 204 & 205, Block A, 2nd Floor City Tower, Jahangirabad, University Road, Peshawar.
0343-7777788

Ghazi Branch Chakwal

Jli 1st Floor Shahzad Plaza Near Bank Of Punjab (Taqwa) Rawalpindi Road, Chakwal.
0343-2804439

Federal Capital Branch Islamabad

3rd Floor Moscow Plaza Jinnah Avenue Blue Area, Islamabad.
0333-5357989

Sadiqabad Branch

Near Ghulam Jellani Hospital, Allama Iqbal Road, Tehsil Sadiqabad, District Rahimyar Khan.
0300-8677277

Bahawalpur Main Branch

1st Floor, Hassan Plaza, Gohar Town, Opposite DC Office, Bahawalpur.
0301-4562533

Peshawar Cantt Branch KPK

Office # 07, 3rd Floor, Cantonment Mall, Main Saddar, Cantt, Peshawar.
0333-3990250

MASS DISTRIBUTION CHANNEL

Shaheen Sargodha Branch

Towheed Plaza, Queens Road, Sargodha Cantt, Sargodha.
0300-6071631

Nowshera Branch

Sharjah Plaza, Main G.T Road Nowshera Cantonment, Nowshera.
0333-9508233

Gujar Khan Branch

2nd floor, Hussain Plaza, Main G.T Road, Near MC Boys Higher Secondary School, Gujar Khan.
0345-5558919 - 0322-5262755

Saddar Rawalpindi Branch

3rd Rizwan Arcade Adamjee Road Saddar Rawalpindi Cantt.
0300-8590575

فولڈ بک اور ریٹائرمنٹ

31 دسمبر 2022 تک متعلقہ مالیاتی گوشلوں کے مطابق، کمپنی کے ذریعے چلائے جانے والے عملے کے ریٹائرمنٹ فنڈز کے ذریعے کی گئی سرمایہ کاری کی مناسب قدر، جس کے آڈٹ کا کام جاری ہے، درج ذیل ہے:

| | |
|--------------|------------------|
| پروویڈنٹ فنڈ | 744.8 ملین روپے |
| گریجویٹ فنڈ | 829.21 ملین روپے |

مادی تبدیلیاں

31 دسمبر 2022 سے اس رپورٹ کے آنے تک کوئی تبدیلی واقع نہیں ہوئی۔

قانونی آڈیٹرز (Statutory Auditors)

موجودہ آڈیٹرز میسرز اے ایف فرگوسن اینڈ کو۔ چارٹرڈ اکاؤنٹنٹس، موجودہ مدت پوری کرنے کے بعد ریٹائر ہو گئے ہیں اور دوبارہ تقرری کے لیے اہل ہیں۔

کوڈ اور ریگولیشنز کی ضروریات کے مطابق سال 2023 کے لیے بورڈ آڈٹ کمیٹی نے میسرز اے ایف فرگوسن اینڈ کو، چارٹرڈ اکاؤنٹنٹس، کراچی کی بطور کمپنی کے آڈیٹرز اور شریعہ پر عمل درآمد کے آڈیٹرز کے لیے تقرری کی سفارش کی ہے اور بورڈ نے اس سفارش کی تائید کی ہے۔

ہولڈنگ کمپنی

کمپنی، آغا خان فنڈ برائے معاشی ترقی لیس اے سوئزر لینڈ کی ذیلی کمپنی ہے۔

نقظہ نظر

بڑھتے ہوئے غیر معمولی اقتصادی چیلنجز اور تبدیل ہوتے عالمی منظر نامے کو مد نظر رکھتے ہوئے، کمپنی کو توقع ہے کہ یہ غیر یقینی معاشی صورت حال انشورنس سیکٹر کی ترقی کو متاثر کرتی رہے گی۔ مالی لحاظ سے، سندھ ریونیو بورڈ (SRB) اور پنجاب ریونیو اتھارٹی (PRA) کی جانب سے کمپنی کے پروڈکٹ پر بائرتیب سندھ سیکلز ٹیکس (SST) اور پنجاب سیکلز ٹیکس (PST) عائد کرنے کے خلاف کمپنی اور دیگر انشورنس کمپنیوں کی جانب سے معزز اعلیٰ عدالت سندھ اور پنجاب میں دائر کردہ درخواستوں پر مزید پیش رفت نہیں ہو سکی۔ ان معاملات کی مزید وضاحت سالانہ رپورٹ کے نوٹ 28.1.2 میں کی گئی ہے۔

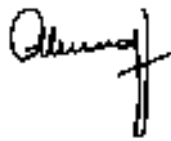
مزید یہ بتانا بھی ضروری ہے کہ سال کے دوران حکومت نے فنانس ایکٹ 2022 کے ذریعے لائف انشورنس اور ہیلتھ پر بیمہ کی لاگت پر انفرولی ٹیکس دہندگان کو دستیاب انکم ٹیکس کریڈٹس اجاگت واپس لے لیے۔ خیال کیا جاتا ہے کہ یہ غیر متوقع اقدام ملک میں سیونگ اور انشورنس کی نمو پر منفی اثر مرتب کریں گے۔

تاہم، ہمیں یقین ہے کہ ہم اپنے پالیسی دہان اور دیگر اسٹیک ہولڈرز کی خدمت کے لیے مسلسل پر عزم رہیں گے اور کمپنی انشورنس انڈسٹری میں مضبوط نقش قدم کو برقرار رکھے گی۔

تظاہر تشکر

کمپنی کی جانب سے ہم، مختلف سرکاری کھوں، SECP اور اسٹیٹ بینک آف پاکستان، اور ہمارے قابل قدر پالیسی دہان، نکافل شرکاء، اور کاروباری شراکت داروں کے اعتماد اور حوصلہ افزائی کا دل کی گہرائیوں سے شکر یہ ادا کرتی ہے، جس نے ہمیں اپنے 25 سال سے زائد عرصے کے کامیاب کاروباری سفر کو جاری رکھنے میں مدد دی۔ ہم اپنے ملازمین اور ان کے خاندانوں کا کمپنی کی ترقی کے لیے ان کی لگن، انتھک محنت اور سہاواں سے کمپنی پر اعتماد کے لیے دل کی گہرائیوں سے خراج تحسین پیش کرتے ہیں۔

مخاطب بورڈ آف ڈائریکٹرز



جاويد احمد
ٹیچنگ ڈائریکٹر اینڈ چیف ایگزیکٹو



کمال اے چٹائے
چیئرمین

کراچی: 23 فروری 2023

| | | | |
|--------------------------|--|--|-------|
| چیئر مین آف بورڈ / کمیٹی | | بورڈ آڈٹ کمیٹی | BAC |
| ممبر آف بورڈ / کمیٹی | | بورڈ ہیومن ریسورس اینڈ ریمونریشن اخلاقیات اور نامزدگیوں کی کمیٹی | BHREH |
| مینجمنٹ ایگزیکٹو | | بورڈ فنانس اینڈ انویسٹمنٹ کمیٹی | BFIC |
| | | بورڈ ٹیکنیکل کمیٹی | BTC |
| | | بورڈ رسک مینجمنٹ کمیٹی | BRMC |
| | | بورڈ کنسٹرکشن ایڈوائزر کی کمیٹی | BCAC |

بورڈ کے ذریعے مختلف بورڈ کمیٹیوں کے حوالہ کی شرائط کا تعین ضابطہ اخلاق / ضابطے میں فراہم کردہ ہدایات کے مطابق کیا گیا اور سالانہ رپورٹ کے 62 سے 64 صفحات پر محیط ہے۔

مینجمنٹ کمیٹی

کمپنی کے تمام انتظامی شعبوں کے روزمرہ کے معاملات کی نگرانی کمپنی کی مینجمنٹ کمیٹی کے تحت کی جاتی ہے۔ مستقل بنیادوں پر کمیٹی ٹیننگ ڈائریکٹر اور چیف ایگزیکٹو آفیسر کی سربراہی میں اجلاس منعقد کرتی ہے۔ اس کمیٹی کے ممبران کی تفصیل سالانہ رپورٹ کے صفحہ نمبر 22 پر دی گئی ہے۔

دیگر کمیٹیوں میں انویسٹمنٹ مینجمنٹ کمیٹی (IMC)، آئی ٹی اسٹریٹجی کمیٹی، ڈیزاسٹر اسٹریٹجی کمیٹی اور مارکیٹنگ کمیٹی شامل ہیں جن کی سربراہی بھی کمپنی کے ٹیننگ ڈائریکٹر اور چیف ایگزیکٹو آفیسر کرتے ہیں۔ اس کمیٹی کے ممبران کی تفصیل سالانہ رپورٹ کے صفحہ نمبر 22 پر دی گئی ہے۔

کوڈ آف کارپوریٹ گورننس برائے انشوررز 2016 کے تحت مینجمنٹ کمیٹیاں :

مذکورہ بالا کے علاوہ، کوڈ آف کارپوریٹ گورننس برائے انشوررز 2016 کے تحت درج ذیل چار کمیٹیاں بیان کردہ شرائط کے مطابق کام کرتی ہیں، اور اس کی سربراہی بھی کمپنی کے ٹیننگ ڈائریکٹر اور چیف ایگزیکٹو آفیسر کی جانب سے کی جاتی ہے:

- 1- انڈر رائٹنگ اور کمیٹی (Underwriting Committee)
 - 2- ری انشورنس کمیٹی (Reinsurance Committee)
 - 3- کلیمز کمیٹی (Claims Committee)
 - 4- رسک مینجمنٹ اور کمپلائنس کمیٹی (Risk Management & Compliance Committee)
- اس کمیٹی کے ممبران کی تفصیل سالانہ رپورٹ کے صفحہ نمبر 22 پر دی گئی ہے۔

انٹرنل آڈٹ کے امور

کمپنی کا اپنا انٹرنل آڈٹ ڈیپارٹمنٹ ہے، جس کا دائرہ کار اور اختیار انٹرنل آڈٹ چارٹر (Internal Audit Charter) سے باقاعدہ منظور شدہ ہے۔ انٹرنل آڈٹ ڈیپارٹمنٹ نے داخلی محاسبہ (Internal Audits) کے اہتمام کے لیے خطرے پر مبنی طریقہ کار (Risk-Based Approach) اختیار کیا ہے اور یہ لدرہنی کنٹرول کی استعداد اور درستی، پالیسیوں اور طریقہ کار پر عمل کے تسلسل اور قواعد و ضوابط کی تعمیل کی نگرانی کرتا ہے۔ انٹرنل آڈٹ امور کی بنیاد پر عمل کے ذمہ داران اپنے متعلقہ شعبے میں درستی انتظام کرتے ہیں اور اس طرح کنٹرول کو تقویت حاصل ہوتی ہے۔ اپنے مقاصد اور خود مختاری کو برقرار رکھنے کے لیے انٹرنل آڈٹ ڈیپارٹمنٹ (Internal Audit Department) عملی طور پر بورڈ آڈٹ کمیٹی (BAC) اور انتظامی طور پر ٹیننگ ڈائریکٹر اور چیف ایگزیکٹو آفیسر کو رپورٹ کرتا ہے۔ BAC کی رپورٹ سالانہ رپورٹ کے 65 سے 67 صفحات پر محیط ہے۔

خطرات اور مواقع

کمپنی نے خطرات سے نمٹنے کے لیے ایک مضبوط اور منظم فریم ورک تیار کیا ہے۔ بورڈ آف ڈائریکٹرز کمپنی کو درپیش لدرہنی اور بیرہنی خطرات کا جائزہ لے کر خطرے کی نشاندہی کرنے اور اس میں تخفیف کرنے کے لیے خبردار رہتے ہیں تاکہ اس کی انتظامی کارروائیوں کو ہموار کرنے کے ساتھ ساتھ کاروباری مواقع سے فائدہ اٹھایا جاسکے جو کہ ہماری طویل المدتی حکمت عملی اور مقصد کے ساتھ مطابقت رکھتے ہیں۔

ہمارے رسک مینجمنٹ فریم ورک بشمول بنیادی خطرات اور مواقع کی تفصیلات سالانہ رپورٹ کے 84 سے 92 صفحات پر مشتمل ہے۔

کلیدی آپریٹنگ اور مالیاتی معلومات

گزشتہ چھ (6) سال کی کلیدی آپریٹنگ اور مالیاتی معلومات کا خلاصہ سالانہ رپورٹ کے صفحہ نمبر 111 سے 130 پر دیا گیا ہے۔

بورڈ آف ڈائریکٹرز

کمپنی کا بورڈ آف ڈائریکٹرز ایک (1) ایگزیکٹو اور آٹھ (8) نان-ایگزیکٹو ڈائریکٹرز بشمول ایک خاتون ڈائریکٹر پر مشتمل ہے، جن میں چار (4) اولڈ نان-ایگزیکٹو ڈائریکٹرز ہیں۔

بورڈ آف ڈائریکٹرز مطلوبہ صنفی تنوع (Gender Diversity) کے مطابق، درج ذیل پر مشتمل ہے:

- جناب کمال اے چنائے (چیئر مین)
- جناب امین کریم بھائی
- جناب شاہد غفار
- جناب جون جوزف میٹکالف
- جناب سلطان علی لانہ
- جناب آر۔ ڈاکٹر محمود
- جناب صغیر مفتی
- محترمہ یاسمین اجانی*
- جناب جاوید احمد (مینیجنگ ڈائریکٹر اینڈ چیف ایگزیکٹو آفیسر)

سال 2022 کے دوران متعدد اجلاس بشمول بورڈ، بورڈ کی کمیٹیاں اور سالانہ اجلاس عام (AGM) میں ڈائریکٹرز کی شرکت /حاضری درج ذیل ہے:

| AGM | BCAC | BRMC | BTC | BF&IC | BHREH | BAC | بورڈ اجلاس | |
|-----|------|------|-----|-------|-------|-----|------------|------------------------------|
| 1 | 1 | 4 | 3 | 7 | 2 | 4 | 5 | 2022 کے دوران اجلاس کی تعداد |
| - | 1 | - | - | - | 2 | - | 4 | جناب کمال اے چنائے |
| P | - | - | - | - | - | 4 | 5 | جناب امین کریم بھائی |
| P | - | 4 | 3 | 7 | - | 4 | 5 | جناب شاہد غفار |
| P | 1 | 4 | 3 | 5 | - | 4 | 5 | جناب جون جوزف میٹکالف |
| P | - | - | - | - | - | - | 2 | جناب سلطان علی لانہ |
| P | 1 | 4 | - | 7 | 2 | - | 5 | جناب آر۔ ڈاکٹر محمود |
| P | 1 | 3 | 2 | - | - | - | 5 | جناب صغیر مفتی |
| P | - | - | - | - | - | 4 | 5 | محترمہ یاسمین اجانی* |
| P | 2 | 4 | 3 | 7 | 2 | 4* | 5 | جناب جاوید احمد |
| - | - | - | - | - | - | 4 | - | جناب عدیل احمد |
| - | - | - | - | - | 2 | - | - | محترمہ تزین شاہد |
| - | - | - | - | 7 | - | 4* | - | جناب عمر فاروق |
| - | - | 4 | 3 | 7 | - | - | - | جناب شان ربانی |
| - | - | 4 | - | - | - | - | - | جناب زاہد برکی |

*شرکت برائے درخواست۔

کھیلوں کا فروغ

2022 کے دوران اور پچھلے سالوں کے طرح، کمپنی نے پاکستان سپر لیگ (PSL 7) کے 7 ویں سیزن کے لیے گولڈ اسپانسر کے طور پر پاکستان کرکٹ بورڈ (PSB) کے ساتھ شراکت داری کی، اس طرح ملک کے لوگوں کو عالمی معیار کی کرکٹ کا مشاہدہ کرنے کا موقع فراہم کیا۔ جبکہ اس کے بعد سال کے آخر میں، کمپنی نے کرکٹ کو فروغ دینے اور قوم کے ایچ کو اجاگر کرنے کے لیے 8 ویں سیزن کے لیے بھی دستخط کیے۔

کرکٹ کے شوق کے علاوہ، کمپنی دیگر کھیلوں کے فروغ کے لیے بھی اپنی کوششیں کرتی ہے، جن میں مختلف ٹورنامنٹس کی اسپانسرشپ کے ذریعے گولف، پولو، ٹیبل ٹینس اور والی بال شامل ہیں۔

بورڈ کی کارکردگی کے جائزے کا طریقہ کار

کمپنی کے بورڈ آف ڈائریکٹرز نے بورڈ اور اس کی مختلف کمیٹیوں کی کارکردگی کے سالانہ جائزے کی منظوری کوڈ آف کارپوریٹ گورننس ریگولیشنز کے مطابق دی ہوئی ہے۔ بورڈ آف ڈائریکٹرز اور بورڈ کمیٹیوں سالانہ بنیادوں پر ایسی تشخیصی عمل انجام دیتی ہیں۔

ڈائریکٹرز کا معاوضہ

کمپنی کے آرٹیکلز کے تحت، بورڈ آف ڈائریکٹرز وقتاً فوقتاً نان ایگزیکٹو، خود مختار ڈائریکٹرز، ٹینٹنگ ڈائریکٹرز اور چیف ایگزیکٹو آفیسر کا معاوضہ طے کرنے کے مجاز ہیں۔ بورڈ آف ڈائریکٹرز نے "بورڈ کے مشاہرے کی پالیسی (Board Remuneration Policy)" کی منظوری دی ہوئی ہے۔ اس پالیسی کے مطابق کمپنی اپنے نان ایگزیکٹو ڈائریکٹرز کو بورڈ اور اس کی کمیٹی کے اجلاسوں میں شرکت کی فیس کے علاوہ کوئی معاوضہ ادا نہیں کرتی ہے۔ ڈائریکٹرز اور ٹینٹنگ ڈائریکٹرز اور چیف ایگزیکٹو آفیسر کو ادا کی جانے والی بورڈ یا بورڈ کمیٹی کے اجلاسوں میں شرکت کی فیس سمیت معاوضے کو مالیاتی بیانات کے نوٹ 41 میں ظاہر کیا گیا ہے۔

وڈ آف کارپوریٹ گورننس برائے انشوررز، 2016، لسٹڈ کمپنیز (کوڈ آف کارپوریٹ گورننس) ریگولیشنز، 2019 اور بشمول PSX رول بک کی تعمیل:

ایک لسٹڈ لائف انشورنس کمپنی ہونے کی حیثیت سے، کمپنی کوڈ آف کارپوریٹ گورننس برائے انشوررز، 2016 پر عمل کرتی ہے، ساتھ ہی ساتھ لسٹڈ کمپنیز (کوڈ آف کارپوریٹ گورننس) ریگولیشنز، 2019 اور PSX رول بک کی پابندی بھی کرتی ہے۔ ان تمام شرائط کے سلسلے میں اسٹیٹمنٹ آف کپلائنس مع بہترین مروجہ کارپوریٹ اصولوں کے بارے میں سالانہ رپورٹ کے صفحہ 135 پر منسلک ہے۔

ڈائریکٹرز مندرجہ ذیل امور کی تصدیق کرتے ہیں کہ:

- کمپنی کی انتظامیہ کی جانب سے تیار کردہ مالیاتی گوشواروں میں کمپنی کے معاملات، آپریشنز کے نتائج، رقوم کے بہاؤ اور ایکویٹی میں تبدیلیوں کو شفاف طور پر پیش کیا گیا ہے؛
- کمپنی کے حسابات کو جملہ قوائد و ضوابط کے مطابق تیار کیا گیا ہے؛
- مالیاتی گوشواروں کی تیاری میں ہر وجہ اکاؤنٹنگ پالیسیوں پر مستقل بنیادوں پر عمل کیا جاتا ہے اور اکاؤنٹنگ کا تخمینہ معقول اور محتاط اندازوں پر مبنی ہے؛

- مالیاتی گوشواروں کی تیاری میں بین الاقوامی حسابات کے معیارات، بین الاقوامی مالیاتی رپورٹنگ کے معیارات یا پاکستان میں لاگو دیگر قوانین و ضوابط (بشمول شریعہ رہنما ہدایات / اصول، لیکن ان تک محدود نہیں) انشورنس آرڈیننس 2000، انشورنس اکاؤنٹنگ ریگولیشنز 2017، انشورنس رولز 2017، کمپنیز ایکٹ، 2017 کے تحت جاری کردہ ہدایات اور نکات رولز، 2012 کی بیرونی کی گئی ہے اور کہیں ان سے انحراف کیا گیا ہو تو اس کو واضح طور پر ظاہر کیا گیا ہے؛

- داخلی کنٹرول نظام مستحکم طور پر ترتیب دیا گیا ہے اور مؤثر طور پر عمل درآمد کے ساتھ اس کی نگرانی بھی کی جاتی ہے؛
- کمپنی کے قائم رہنے کی صلاحیت کسی شک و شبہ سے بالاتر ہے؛
- کارپوریٹ گورننس کے بہترین طریقہ کار سے کوئی قابل اثر انحراف نہیں کیا گیا؛
- ٹیکسز کے بارے میں معلومات آڈٹ شدہ مالیاتی گوشوارے کے نوٹ نمبر 28 میں دی گئی ہے؛
- شیئرز ہولڈنگ کا پیٹرن اور ڈائریکٹرز، سی ای او، سی ایف او اور کمپنی سیکریٹری، تقرر کردہ انکیچور (Appointed Actuary)، ایگزیکٹو اور ان کے شریک حیات اور نابالغ بچوں کی کمپنی میں حصص کی تجارت کے بارے میں معلومات، صفحہ نمبر --- پر درج ہیں۔

سیلاب زدگان کے لیے امدادی سرگرمی

پاکستان میں حالیہ سیلاب آج تک کی تاریخ کے سب سے زیادہ تباہ کن سیلابوں میں سے ایک ہے۔ 1100 سے زائد جانیں ضائع ہونے کے ساتھ، 33 ملین سے زائد خاندان متاثر ہوئے اور 12 ارب ڈالر کے قریب غیر معمولی نقصانات ہوئے۔ جوہلی لائف انشورنس نے ان خاندانوں میں جو اپنے گھر کھو چکے ہیں اور بغیر چھت کے رہنے پر مجبور ہیں 21.5 ملین روپے مالیت کے خیمے عطیہ کیے۔

یہ 1000 خیمے عارضی رہائش کے طور پر کام کرتے ہیں جو خواتین اور بچوں کو خاص طور پر قدرت اور اس کے عناصر سے محفوظ رکھتے ہیں۔

ماحول کو محفوظ بنانے کی کوشش

موسم پر پڑنے والے منفی اثرات کو کم کرنے اور اسے دور کرنے کے لیے ایک ذمہ دار کارپوریٹ شہری کے طور پر اپنا کردار ادا کرنے کے لیے جوہلی لائف نے نیٹ زیرو پروجیکٹ شروع کیا ہے۔ کمپنی موسمیاتی تبدیلیوں کا مقابلہ کرنے کے لیے اپنے کاربن فٹ پرنٹ کو کم کرنے اور 2030 تک کاربن نیوٹرل بنانے کے لیے سرگرم عمل ہے۔ پروجیکٹ کے فریم ورک میں ہمارے پروسسز، ریکل اسٹیٹ، لوگ اور کسٹمرز وسیع پیمانے پر اقدامات کے ذریعے کمپنی کے کاربن فٹ پرنٹ کا حساب لگانا، کم کرنا اور مکمل آف سیٹ کرنا شامل ہے۔

2022 میں کمپنی نے آلودگی کم کرنے، توانائی کو محفوظ کرنے اور کاغذ کے فضلہ کا انتظام کرنے کے لیے درج ذیل اقدامات بھی کئے ہیں:

- زیادہ جزیٹریوٹس کے بجائے سولر انرجی میں سرمایہ کاری
- کسٹمرز کے لیے ڈیجیٹل اپیلی کیشنز میں سرمایہ کاری اور ملازمین کو درخت اور ماحول بچانے کے لیے کاغذ کے استعمال سے گزیر کیا جاسکے۔

سماج کے ساتھ اشتراک

کمپنی درج ذیل دیگر پہلوؤں کے ذریعے سماج کے ساتھ فعال طور پر اشتراک کرتی ہے:

• معیاری تعلیم - انٹر پرائز چیلنج پاکستان

کمپنی کا انٹر پرائز چیلنج پاکستان (Enterprise Challenge Pakistan) کے لیے SEED وینچرز کے ساتھ اشتراک کے تحت پرنسٹن انٹرنیشنل - یو کے سے منسلک پروگرام 2017 سے جاری ہے۔ انٹر پرائز چیلنج پاکستان ملکی بنیادوں پر اسکولوں کے درمیان ہونے والے مقابلہ ہے جو سکینڈری اسکولوں کے 13 سے 16 سال کے عمر کے بچوں کی حوصلہ افزائی کرتا ہے تاکہ وہ کاروباری مہم جوئی کو بطور کیریئر اپنانے کی راہیں دریافت کر سکیں۔

• پاکستان بھر کی یونیورسٹیز میں صلاحیت کے حصول کی مہم

کمپنی نے پاکستان بھر کی متعدد یونیورسٹیز میں کیریئر فیزر کا انعقاد کیا۔ ہمارا ماننا ہے کہ نئے گریجویٹس کی خدمات حاصل کرنا کسی ادارے میں خیالات اور توانائی لانے کا بہتر طریقہ ہے۔

چند جاہ فیزرز درج ذیل یونیورسٹیز میں منعقد کئے گئے:

یونیورسٹیز

- حبیب یونیورسٹی
- انسٹیٹیوٹ آف بزنس مینجمنٹ (IoBM)
- لاہور یونیورسٹی آف مینجمنٹ سائنس (LUMS)
- انسٹیٹیوٹ آف بزنس ایڈمنسٹریشن (IBA)
- لاہور اسکول آف اکنامکس (LSE)
- FAST نیشنل یونیورسٹی
- انسٹیٹیوٹ GIK

اس معلوماتی دور میں کاروباری قائدین کی ضروریات کو پورا کرنے کے لیے، کمپنی مضبوط بزنس انٹیلی جنس اور جدید تجزیاتی ٹولز کے ذریعے معلومات فراہم کرنے کے لیے اپنے ڈیٹا ویز باؤس سے فائدہ اٹھاتی ہے۔ کمپنی نے مسلسل اور وقت ضائع کرنے والے روایتی کام کے فلو کو بہتر بنانے کے لیے 27 فٹنشل ایریاز میں روبوٹک پروسیس آٹومیشن (Robotic Process Automation) کی تعیناتیوں کو بڑھایا ہے۔ کسٹمر کی ای میلز اور SMS کسٹمر سروس کے تجربے کو بہتر بنانے کے لیے کمپنی کے اوپن چیٹل کانٹیکٹ سینٹر اور CRM سلوشنز کے ساتھ مکمل طور پر مربوط ہے۔

مزید یہ کہ، کمپنی نے اپنے بنیادی نیٹ ورک سوئچز کو جدید ترین کلاس سوئچز میں اپ گریڈ کیا اور اس کا مقصد اپنے نیٹ ورک پر اعلیٰ عمل کو برقرار رکھنا ہے، جس سے اسے بغیر کسی رکاوٹ کے سروس فراہم کرنے کے قابل بنایا جاسکتا ہے۔ کمپنی نے کلاؤڈ کمپیوٹنگ پلٹ فارمز پر فرنٹ اینڈ ویب اپیلیکیشنز سے نمٹنے والے تمام صارفین کو بھی تعینات کیا ہے جو اعلیٰ سطح کی دستیابی کو یقینی بناتے ہیں۔ کمپنی کی طرف سے نافذ کردہ نئے سسٹم کے استعمال کے بارے میں عملے کو ضروری تربیت فراہم کی جاتی ہے۔ اپنے ڈیزائن ریکوری پلان کے مطابق، کمپنی اپنی ڈیزائن ریکوری سائٹ کو برقرار رکھتی ہے اور سہ ماہی بنیاد پر ڈیزائن ریکوری مشقیں کرتی ہے۔ ان مشقوں کے دوران، عملے کے ذریعے تمام ناگزیر سسٹمز تک رسائی حاصل کی جاتی ہے تاکہ معمول کے کاروباری عمل کو جاری رکھا جاسکے۔ کمپنی تمام صارفین کے ڈیٹا اور اپیلیکیشنز کے آف سائٹ کولڈ بیک اپ کو بھی برقرار رکھتی ہے۔ کسی بھی حادثے کی صورت میں ڈیٹا کی دستیابی کو یقینی بنانے کے لیے بحالی اور ریکوری کو باقاعدگی سے جانچا جاتا ہے۔ سال کے دوران، کمپنی نے ڈیزائن ریکوری سائٹ سے دستیاب اپنی خدمات میں بھی اضافہ کیا ہے۔

پتہ لگانے اور جواب پر توجہ دینے کے ساتھ اپنے پہلے سے مضبوط سائبر سیکیورٹی پوزیشن کو مزید بہتر بنانے کے لیے، کمپنی نے ایکسٹینڈڈ ڈیٹیکشن (XDR) اور سیکیورٹی آرکیٹیکچر، آٹومیشن اور رسپانس (SOAR) پلٹ فارمز کو نافذ کیا۔ کمپنی نے اپنے سرور فارم پرنیکسٹ جزیئن کا فائز وال بھی نافذ کیا۔ جوہلی لائف معمول کے مطابق کسی بھی نئی کمزوریوں کو تلاش کرنے اور ان سے نمٹنے کے لیے بہترین درجے کے ٹولز (Best-in-class tools) کا استعمال کرتے ہوئے خطرے کی تشخیص کرتی ہے۔ بہترین طریقوں کے تحت، کمپنی نے 2022 کے دوران آزاد فریق ثالث کی کمزوری کی تشخیص اور رسائی کے ٹیسٹ بھی کرائے ہیں۔

ایوارڈز اور اعزازات

گزشتہ برسوں کی طرح، 2022 میں بھی کمپنی نے اپنی شاندار کارکردگی سے گراں قدر اعزازات حاصل کرنے کا سلسلہ برقرار رکھا:

- انسٹیٹیوٹ آف چارٹرڈ اکاؤنٹنٹس اور انسٹیٹیوٹ آف کوسٹ اینڈ مینجمنٹ اکاؤنٹنٹس آف پاکستان کے زیر اہتمام بہترین کارپوریٹ رپورٹ ایوارڈ 2021 میں 'تیسری پوزیشن' حاصل کی۔
- بہترین پیش کردہ سالانہ رپورٹس پر ساؤتھ ایشین فیڈریشن آف اکاؤنٹنٹس (SAFA) کی جانب سے 'سرٹیفکیٹ آف میرٹ' حاصل کیا۔
- پاکستان ڈیجیٹل ایوارڈز 2022 میں؛ HBL PSL 6 کے لیے بہترین انٹیگرینڈ میڈیا اسٹریٹیجی اور جوہلی لائف کسٹمر کے ٹیٹیبو نیٹز کے لیے سال کا بہترین مواد۔
- ایکویٹی، اور انکلوژن شیڈیولر (GDEIB) سروس کی کیٹیگریز: تنوع، ایکویٹی اور انکلوژن کمیونٹی کیشنز اور ورک لائف انٹیگریشن، فلمی ملیٹی اور فوائد۔
- ایسپلاز فیڈریشن آف پاکستان کے زیر اہتمام 16 ویں پیشہ دارانہ حفاظت اور صحت کی فلاح و بہبود کے ایوارڈز 2021۔

ضابطہ اخلاق اور کاروباری اخلاقیات (Code of Conduct & Business Ethics)

کمپنی کا ضابطہ اخلاق، کاروباری حکمت عملی، وٹن، مشن اور بنیادی اقدار کو بورڈ کی منظوری حاصل ہے اور اس پر عمل پیرا ہونا جوہلی لائف انشورنس کی فیملی کا ایک لازمی جز ہے۔

یہ ضابطہ اخلاق جس کا ذکر سالانہ رپورٹ کے صفحہ 30 پر موجود ہے اور جو کمپنی کی ویب سائٹ پر بھی دستیاب ہے بورڈ کے ممبران، ملازمین اور کمپنی کے مختلف اسٹیک ہولڈرز کی ایک دوسرے کے ساتھ اور مجموعی طور پر سماج کے ساتھ سب کی ذمہ داریوں کی وضاحت کرتا ہے۔ کمپنی میں ان ذمہ داریوں کی تقسیم کے لیے ضروری اقدامات کئے گئے ہیں۔

کارپوریٹ سماجی ذمہ داریاں (Corporate Social Responsibility)

جوہلی لائف انشورنس اپنے کاروبار میں طویل مدت کے لیے ذمہ داری سے کام کرنے کے لیے پر عزم ہے تاکہ 'لوگوں کو غیر یقینی صورت حال پر قابو پانے کے قابل بنانے' کے وٹن کو پورا کیا جاسکے۔ جوہلی لائف کی کارپوریٹ سماجی ذمہ داری (CSR) کا فلسفہ سالمیت اور اعلیٰ اخلاقی اقدار کی جانب ہمارے رویے کی عکاسی کرتا ہے جو ماحول، انسانی حقوق، تنوع، تعلیم اور کھیلوں کے حوالے سے سرگرمیوں کے وسیع دائرے کا احاطہ کرتا ہے۔

کارپوریٹ سماجی ذمہ داری (CSR) اور عطیات کی پالیسی جو بورڈ کی طرف سے منظور کی گئی ہے جو مکمل توجہ اور کثیر راہی کوششوں کے ذریعے ہمارے وٹن کے حصول کا رہنما ڈھانچہ فراہم کرتی ہے جس کا کمپنی کی کارپوریٹ سماجی ذمہ داری (CSR) اور عطیات کی پالیسی پر مثبت اثر ہوتا ہے۔

عطیات

منظور شدہ CSR اور عطیات کی پالیسی کے عین مطابق، کمپنی صحت کی دیکھ بھال، تعلیم، دیہی اور سماجی ترقی اور ثقافتی ورثے کی حمایت میں مسلسل تعاون کرتی رہی ہے۔ سال 2022 کے دوران کمپنی کے عطیات کی مجموعی مالیت بشمول چیرٹیبل 43 ملین روپے ہے (2021: 32.8 ملین روپے)۔

قلیل مدتی تفویضات

10-20-70 لرننگ کا فلسفہ، متعلقہ اسائنمنٹس اور رول روٹیشن کا استعمال کرتے ہوئے، ہمارے ملازمین سیکھنے کے بہتر تجربے کے لیے ان کا انتخاب کر سکتے ہیں۔

تعلیمی مدد

جوہلی لائف مسلسل اپنے ملازمین کو اپنی صلاحیت کو بہتر بنانے میں مدد اور حوصلہ افزائی کرتی ہے۔ ہمارا تعلیمی امدادی پروگرام آسانی اور سہولت فراہم کرتا ہے تاکہ ہمارے لوگ اپنی ترقی کے سفر کو جاری رکھ سکیں۔

انسانی وسائل کی فلاح و بہبود

ہمارے لوگوں کی فلاح و بہبود ہماری HR حکمت عملی کے اہم ستونوں میں سے ایک ہے۔ ہم فلاح و بہبود کو مکمل طور پر دیکھتے ہیں اور سمجھتے ہیں کہ ہمارے لوگوں کو اپنی حقیقی صلاحیت کے مطابق کام کرنے کے لیے، ان کی بہترین فلاح و بہبود ضروری ہے۔

معاشی بحران کے دوران لوگوں کی مدد کرنا

موجودہ ملکی معاشی بحران ہر ایک کو بری طرح متاثر کر رہا ہے، اور اپنے لوگوں کو مہنگائی پر قابو پانے میں مدد کرنے کے لیے، ہم نے نہ صرف اپنے جونیئر اور درمیانی درجے کے ملازمین کے لیے بلکہ ہمارے ساتھ کنٹریکٹ کی حیثیت سے کام کرنے والے لوگوں اور سروس فراہم کرنے والوں کے لیے بھی نقد مالی الاؤنس متعارف کرایا ہے۔

ہیلتھ کیئر

یہ دیکھنے کے لیے کہ ہمارے لوگوں کے پاس صحت کی دیکھ بھال کے بہترین آپشنز 7/24 دستیاب ہیں، ہمیں صحت کہانی، ایک پریمیئر ٹیلی میڈیسن پلیٹ فارم کے ساتھ تعاون کرنے پر بہت فخر ہے۔ اس خدمات کے ذریعے ہمارے لوگ اور ان کے اہل خانہ کسی بھی وقت مفت طبی مشاورت کر سکتے ہیں۔

مندرجہ زندگی

ہم اپنے تمام ملازمین کے لیے صحت مند زندگی اور بہتر طرز زندگی کو فروغ دیتے رہتے ہیں۔ ہم اپنے لوگوں اور ان کے خاندانوں کے اپنی روزمرہ کی زندگی میں جسمانی سرگرمیوں کو شامل کرنے پر حوصلہ افزائی کرتے ہیں۔ ہم اپنے لوگوں کو مختلف فننس پروگرام پیش کرتے ہیں تاکہ وہ اچھی صحت سے لطف اندوز ہوں۔

تنوع اور شمولیت

ہم نے ہمیشہ کام کی جگہ پر قابل رشک صنفی تناسب کو برقرار رکھا ہے، اب ہم اسے اگلے درجے تک لے جانا چاہتے ہیں۔ ہم اپنے پاس زیادہ صنفی متنوع کام کی جگہ دیکھنا چاہتے ہیں اور اس مقصد کو حاصل کرنے کے لیے ہم ایسی پالیسیاں اور طرز عمل مرتب کر رہے ہیں جو ہماری خواتین ملازمین کو کام اور ذاتی زندگی کے امور کو پورا کرنے میں مدد فراہم کریں گی۔

ویمن @ ورک فورم

ہماری Women@Work فورم ہماری خواتین ملازمین کے لیے ایک پلیٹ فارم ہے جہاں وہ باقاعدگی سے اپنے خیالات / فیڈ بیک شیئر کرتی ہیں اور رہنمائی کے مواقع تلاش کرتی ہیں وغیرہ۔

صنفی تعصب کو دور کرنا

ایک جامع کام کی ثقافت رکھنے کے لیے، یہ ضروری ہے کہ جب ہم واضح تعصبات کو روکیں، تو ہم تمام پیچیدہ تعصبات کو بھی دور کریں۔ ہم نے کشف فاؤنڈیشن کے ساتھ صنفی حساسیت کی تربیت کے لیے تعاون کیا، جس سے ہمیں آگاہی پیدا کرنے اور صنف پر مبنی مسائل کے بارے میں بات چیت کو فروغ دینے میں مدد ملے گی۔

انفارمیشن ٹیکنالوجی اور انتظامی معیار

آگے بڑھتے رہنے کی سوچ کے ساتھ، کمپنی اپنی کاروباری پیشکشوں اور اپنے صارفین کے لیے خدمت کی سطح کو مزید بہتر بنانے کے لیے جدید تکنیکی سہولیات کو نافذ کرنے کی کوششوں میں مصروف ہے۔

2022 کے دوران، کمپنی نے ڈیجیٹل چینلز کے ذریعے اپنی کسٹمر سروس کی فراہمی جاری رکھی ہوئی ہے۔ کمپنی کارآمد پالیسی معلومات اور آن لائن پورٹل اسٹیٹمنٹس سمیت کسٹمر مواصلات فراہم کرتی ہے۔ کمپنی کے جدید ترین سافٹ ویئر کے واضح کردہ انفراسٹرکچر نے صرف ڈاؤن ٹائم کے ساتھ اپنی سروسز فراہم کرنے کے قابل بنایا ہے۔

| نمبر شمار | فونڈ کا نام | آغاز کی تاریخ | سال 2022 | تین سالہ حاصلات | پانچ سالہ حاصلات | دس سالہ حاصلات | آغاز سے اب تک حاصلات |
|-----------|--------------------------------------|----------------|----------|-----------------|------------------|----------------|----------------------|
| | انڈویجول لائف یونٹ لٹڈ فونڈ (کنویشن) | | | | | | |
| ۱ | مینجڈ فونڈ | 31 دسمبر 1996 | 2.50% | 11.73% | 24.79% | 102.40% | 1268.42% |
| ۲ | کیپیٹل گروتھ فونڈ | 28 جولائی 2004 | -14.8% | -24.84% | -25.93% | 100.47% | 564.30% |
| ۳ | یٹا فونڈ | 27 مارچ 2008 | 5.51% | 8.52% | 19.94% | 91.28% | 153.27% |
| ۴ | یقین گروتھ فونڈ | 1 جون 2009 | 1.35% | 35.24% | 59.26% | 140.49% | 239.28% |
| | انڈویجول فیملی تکافل فونڈ | | | | | | |
| ۵ | مینجڈ تکافل فونڈ | 7 جولائی 2015 | 7.32% | 15.81% | 28.26% | کوئی نہیں | 54.51% |
| ۶ | کیپیٹل گروتھ تکافل فونڈ | 7 جولائی 2015 | -9.14% | -11.69% | -4.80% | کوئی نہیں | 19.01% |
| ۷ | تکافل انکم فونڈ | 1 اگست 2021 | 9.05% | کوئی نہیں | کوئی نہیں | کوئی نہیں | 10.01% |
| ۸ | تکافل بیلنڈ فونڈ | 1 اگست 2021 | 8.67% | کوئی نہیں | کوئی نہیں | کوئی نہیں | 9.80% |

نفع و نقصان کا کھاتہ

نفع و نقصان کا کھاتہ اس سال کے لیے 3,301 ملین روپے کا قبل از ٹیکس منافع ظاہر کرتا ہے جو کہ گزشتہ سال 2,540 ملین روپے تھا جبکہ کمپنی نے ایک اور کامیاب سال کے اختتام پر بعد از ٹیکس منافع (PAT) 2,072 ملین روپے حاصل کیا جو گزشتہ سال 1,793 ملین روپے تھا۔

کمپنی قومی خزانے کی نمایاں ٹیکس دہندہ ہے۔ سال 2022 کے دوران کمپنی نے 2,108 ملین روپے بطور ٹیکس براہ راست اور بالواسطہ طور پر سرکار کی خزانے میں جمع کروائے۔

فی حصص آمدنی

سال 2022 کے لیے فی حصص آمدنی 23.74 روپے فی حصص رہی جو گزشتہ سال 20.55 روپے فی حصص تھی۔

حصص یافتگان کے لیے منافع منقسمہ

بورڈ آف ڈائریکٹرز نے حتمی نقد منافع منقسمہ بحساب 10.00 روپے فی حصص یعنی 100 فیصد [2021: 11.50 روپے فی حصص (115 فیصد)] کی تجویز دی ہے۔ اس کے علاوہ دوران سال کمپنی نے ادا شدہ عبوری نقد تقسیم شدہ منافع بحساب 3.00 روپے فی حصص (30 فیصد) [2021: 3.00 روپے فی حصص (30 فیصد)] بھی ادا کیا اس طرح 2022 کے لیے کل نقد تقسیم شدہ منافع 13 روپے فی حصص بمع 15 فیصد یونٹ شیئرز اور کل تقسیم شدہ منافع 145 فیصد رہا اور یہ کمپنی کے 30 مارچ 2023 کو منعقد ہونے والے سالانہ اجلاس عام میں حصص یافتگان کی اجازت سے مشروط ہے۔

انسانی سرمایہ

جوہلی لائف میں ہم اپنے لوگوں کی ذاتی اور پیشہ وارانہ ترقی اور فلاح و بہبود کو یقینی بنانے کے لیے پرعزم رہتے ہیں۔ ہماری ہیومن ریسورس (HR) کی حکمت عملی لوگوں پر مرکوز معاملات میں شامل ہونے اور حل فراہم کرنے کے لیے تیار کی گئی ہے تاکہ ہمارے لوگ ذاتی اور پیشہ وارانہ طور پر ترقی کر سکیں۔ تیزی سے بدلتی ہوئی دنیا میں، جہاں ٹیکنالوجی تیز رفتاری سے بدلتی رہتی ہے، اداروں کے لیے ضروری ہے کہ کاروباری ماڈل اور لوگوں کی مہارت کو متعلقہ رکھنے کے لیے اسی رفتار سے تیار اور ترقی دیں۔ سال کے دوران ہماری توجہ درج ذیل اہم پہلوؤں پر رہی:

نمو اور ترقی

ہم کیریئر کی ترقی کے لیے سیکھنے کے عمل اور پیش رفت کی پیشکش کرتے ہیں جو کہ جدید ڈیجیٹل طریقوں کی اپنائیت، کردار کی تبدیلی اور رہنمائی اور اس کے ساتھ ساتھ جماعت کی بنیاد پر تربیت پر مشتمل ہے۔

ڈیجیٹل رتبہ

کمپنی کے وزن کے مطابق ڈیجیٹل دور کی معلومات رکھنے والی افرادی قوت کو تیار کرنے کے لیے، ہمارا پلیٹ فارم - جوہلی ایج (Jubilee Edge) ایک قابل ذکر اور استعمال میں آسان ایپلی کیشن ہے، جس کے ذریعے ہم ہدف کے ساتھ سیکھنے کا عمل پیش کرتے ہیں۔

- وندو ٹیکافل آپریٹرز کی طرف سے مجموعی تحریری پریکٹس نے کمپنی کی مجموعی ٹاپ لائن سیل میں ایک چوتھائی حصے کی شراکت کی ہے اور ایک اور کامیاب سال کے دوران 12,000 ملین روپے سے زائد کاروبار کیا۔

- انشورنس فونڈ بشمول کلیئر، دستبرداری اور میچور ٹریڈ کے حوالے سے اخراجات 44,497 ملین روپے کے مقابلے میں گزشتہ سال اسی مدت کے دوران 41,634 ملین روپے تھے۔ انشورنس فونڈ میں اضافہ بنیادی طور پر انفرادی لائف پونٹ لیکڈ سے منسلک کاروبار کی پالیسیوں کے تحت میچور ٹریڈ میں اضافے کی وجہ سے ہوا جس کے نتیجے میں کمپنی ان سالوں میں کامیاب آپریٹرز کو پائی۔ جبکہ مشکل معاشی صورت حال دستبرداریوں میں اضافے کا باعث بنی۔ ان چیلنجز سے قطع نظر، آپ کی کمپنی ضرورت پڑنے پر کسٹمرز کو ضروری مدد اور تعاون فراہم کرنے کے لیے وقف رہی ہے۔ ہم اپنے پالیسی داران کے لیے اپنی ذمہ داریوں کو پورا کرنے اور ایک قابل بھروسہ اور قابل اعتماد انشورنس فراہم کنندہ کے طور پر اپنی ساکھ کو برقرار رکھنے پر فخر کرتے ہیں۔ آگے بڑھتے ہوئے، ہم بروقت اور موثر کلیئر اور فونڈ کی پروسیجر فراہم کرنے کے عزم کے ساتھ وقتاً فوقتاً پیدا ہونی والی کسٹمرز کی ضروریات کو پورا کرنے پر توجہ مرکوز رکھیں گے۔

- آپ کی کمپنی کے محتاط مالیاتی انتظام کے نتیجے میں زیادہ پالیسی ادائیگیوں اور ملک بھر میں سست کاروبار کی سرگرمیوں کے باوجود اسٹیٹوری فنڈز (Statutory Funds) میں 3,575 ملین روپے کا سرپلس حاصل کرنے میں کامیاب رہی جو کہ گزشتہ سال اسی مدت کے دوران 3,168 ملین روپے تھا۔ یہ کامیابی ہماری سرمایہ کاری کی حکمت عملی، آپریٹنگ کارکردگی، اور رسک مینجمنٹ کے طریقوں کا ثبوت ہے۔ ہمیں یہ بتاتے ہوئے خوشی ہو رہی ہے کہ مقررہ ایچوری (Appointed Actuary) کی سفارش اور منظوری کی بنیاد پر، حصص یافتگان کے فنڈ میں ریونیو اکاؤنٹ سے 2,600 ملین روپے کا سرپلس منتقل کیا گیا ہے جو کہ گزشتہ سال اسی مدت میں 2,380 ملین روپے تھا۔ یہ منتقلی ہماری مالی طاقت اور استحکام کو برقرار رکھنے ہوئے اپنے حصص یافتگان کو منافع فراہم کرنے کے ہمارے عزم کی عکاسی کرتی ہے۔

- ہمیں یہ بتاتے ہوئے خوشی ہے کہ، اپنے مقررہ اور شرعی مشیر کی منظوری سے ہم نے اپنے انفرادی ٹیکافل کے شرکاء کو بونس پونٹ کی شکل میں مسلسل تیسری بار سرپلس کی تقسیم کی ہے۔ اس سال تقسیم کی رقم 144 ملین روپے ہے، جبکہ گزشتہ سالوں میں 712 ملین روپے کی اضافی تقسیم کی گئی تھی۔ آپ اس بات کا اعتراف کریں گے کہ ہماری مسلسل سرپلس کی تقسیم ہمارے شرکاء کے ساتھ اپنی کامیابیوں کو بانٹنے کے ہمارے مضبوط عزم کی عکاسی کرتی ہے، کیونکہ ہم اپنے صارفین کو ان کی ٹیکافل ضروریات سے بڑھ کر قدر اور فونڈ فراہم کرنے میں یقین رکھتے ہیں۔

- شیئر ہولڈرز کی ایکویٹی اور ذخائر بشمول اسٹیٹوری فنڈز (Statutory Funds) (لجرا اکاؤنٹ ڈی بیلنسز Ledger Account D balances) میں بیلنس 13,941 ملین روپے تک پہنچ گیا ہے جو کہ گزشتہ سال 2021 میں 13,069 ملین روپے تھا۔

- جیسا کہ ہم اپنے کاروبار کو بڑھا اور پھیلا روپے ہیں لہذا ہم اپنی ٹیم ورک، دیاندری، عمدگی اور جذبے کی اپنی بنیادی اقدار برقرار رکھنے کے لیے پُر عزم رہتے ہیں تاکہ یہ یقینی بنایا جاسکے کہ ہماری پروڈکٹس اور خدمات ہمارے کسٹمرز کی مختلف اور تبدیل ہوتی ضروریات کو پورا کر سکیں۔ ہم اپنی کامیابیوں کو مزید بڑھانے اور اپنے شرکاء اور اسٹیک ہولڈرز کو مسلسل فائدہ پہنچانے کے لیے کوشاں ہیں۔ اس کے علاوہ جیسا کہ تیزی سے تبدیل ہوتے کاروباری منظر نامے اور پیٹرنز کی تبدیلی کا دعویٰ کیا جاتا ہے، ہم اپنی محتاط پالیسیوں اور طریقوں کو برقرار رکھنے میں محتاط اور ثابت قدم رہتے ہیں تاکہ یہ یقینی بنایا جاسکے کہ مقررہ ایچوری (Appointed Actuary) کی منظوری سے قابل اطلاق قوانین اور ضوابط کے تحت ضروری سالیونسی مارجن (Solvency Margin) کو برقرار رکھا جاسکے۔

سرمایہ کاری کی کارکردگی

کمپنی اپنے پالیسی داران کے تحفظ کے لیے ایک محتاط سرمایہ کاری کی پالیسیوں پر عمل پیرا ہے اور بھرپور طور پر مارکیٹ کی صورت حال کی نگرانی کرتی ہے۔ زیر جائزہ سال کے دوران، ایکویٹی مارکیٹ میں 9.4% فیصد کمی واقع ہوئی اور مختلف جوبہات کی بنا پر اتار چڑھاؤ کا شکار رہی جیسا کہ اوپر بیان کیا ہے۔ ایکویٹی مارکیٹ میں ہلچل سے وابستہ خطرات کو کم کرنے کے لیے، کمپنی نے اپنے اثاثہ جات کے پورٹ فولیو کو دوبارہ متوازن کرنے کا ایک اسٹریٹیجک فیصلہ لیا، جس میں مقررہ آمدنی اور قرض کی سکیورٹیز میں سرمایہ کاری کی زیادہ رقم مختص کی گئی، جس کے نتیجے میں، کمپنی 19,080 ملین روپے کی مجموعی سرمایہ کاری آمدنی حاصل کرنے میں کامیاب رہی جو کہ گزشتہ سال 12,274 ملین روپے تھی۔

کمپنی دونوں روایتی اور شریعہ کیپلائنٹ پونٹ - لیکڈ فنڈز پیش کرتی ہے، اور یہ مختلف سرمایہ کاری کے خطرات اور حاصلات پر مشتمل ہیں۔ پونٹ لیکڈ - فنڈ کے لحاظ سے کارکردگی کا خلاصہ درج ذیل ہے -

ڈائریکٹرز کی رپورٹ برائے حصص یافتگان

ڈائریکٹرز کمپنی کی سالانہ رپورٹ جمع آڈٹ شدہ مالیاتی گوشوارے برائے مالی سال مختتمہ 31 دسمبر 2022 بصد مسرت پیش کرتے ہیں۔

مارکیٹ کا جائزہ

مالی سال 2022 انتہائی غیر متوقع اور ہنگامہ خیز ثابت ہوا، اس کے باوجود کہ مالی سال 22 میں ملکی پیداوار (GDP) کی شرح نمو گزشتہ سال کے 5.7 فیصد کے مقابلے میں 6 فیصد متوقع تھی۔ جہاں بڑے پیمانے پر مینوفیکچرنگ اور بہتر زرعی پیداوار نے سال کی پہلی ششماہی میں معیشت کی نمو میں اہم کردار ادا کیا وہیں دوسری ششماہی میں مختلف اندرونی اور بیرونی عوامل کی وجہ سے معاشی عدم توازن کے آثار ظاہر ہونا شروع ہو گئے جیسے روس یوکرائن تنازعہ کے باعث بین الاقوامی اجناس کی قیمتوں میں اتار چڑھاؤ، بیرونی قرضوں کی ادائیگیوں کی وجہ سے غیر ملکی زر مبادلہ کے ذخائر میں کمی کے ساتھ آئی ایم ایف پروگرام کے دوبارہ شروع ہونے میں تاخیر کے ساتھ تباہ کن سیلاب نے انفراسٹرکچر اور زرعی اراضی کو متاثر کیا، جب کہ مسلسل ملکی سیاسی عدم استحکام نے بھی کئی معاشی استحکام کو متاثر کیا۔

ایکویٹی مارکیٹ میں اس سال بھی مندی دیکھی گئی اور اس نے 4,176 پوائنٹس (9.4 فیصد کم) کی کمی کے ساتھ سال 40,420 پوائنٹس پر بند کیا۔ مارکیٹ میں گراؤت کئی عوامل کی وجہ سے ہوئی، بشمول ایک سخت مالیاتی پالیسی، تباہ کن سیلاب جس سے بڑے پیمانے پر نقصان ہوا، اور زر مبادلہ کے ذخائر میں کمی۔ مالیاتی سال 22 کے لیے CPI کی بنیاد پر اپریل 2022 24.5 فیصد ریکارڈ کی گئی۔ اسٹیٹ بینک آف پاکستان (SBP) کے مانیٹری پالیسی کے فیصلوں کو تیزی سے پھیلتی ہوئی وبائی مرض، افراط زر، مالی استحکام اور نمو کے لیے ابھرتے ہوئے خدوخال کے جواب میں ترتیب دیا گیا۔ نتیجتاً اسٹیٹ بینک نے کئی بار نظر ثانی کے ساتھ پالیسی ریٹ کی شرح میں اضافہ کیا جس کے نتیجے میں مجموعی طور پر مالی سال 22 کے دوران 625 bps کا اضافہ ہوا۔

کاروباری کارکردگی اور انتظامی نتائج کا جائزہ

غیر مستحکم اقتصادی اور سیاسی صورت حال کے باوجود، آپ کی کمپنی نے مضبوطی کے ساتھ انشورنس انڈسٹری میں قدم جمائے رکھے اور کمپنی مندرجہ ذیل کامیابیاں حاصل کرنے میں کامیاب ہوئی:

- منافع قبل از ٹیکس (PBT) 3,301 ملین روپے نمایاں طور پر گزشتہ سال کے منافع قبل از ٹیکس 2,540 ملین روپے سے 30 فیصد زیادہ ہے۔ تاہم، سابقہ اثر کے ساتھ PBT میں ہونے والی بہتری، آمدنی پر اضافی 4% سپر ٹیکس کے نفاذ کے نتیجے میں ختم ہو گئی کمپنی کے منافع بعد از ٹیکس (PAT) میں 15.6 فیصد تک اضافے کو کم کیا

- کمپنی کے انڈیپنڈنٹ لائف انڈیپنڈنٹ فیملی ٹیکافل کے تحت نئی فروخت سے پہلے سال کے اقساط بیمہ اعانت اور دوسرے سال کی تجدید نے 11,640 ملین روپے (2021: 11,391 ملین روپے) کے مجموعی تحریری اقساط بیمہ (GWP) میں 47,343 ملین روپے (2021: 49,356 ملین روپے) کی شرکت کی۔ آپ کی کمپنی کے دونوں ڈسٹری بیوٹن چینلز یعنی ڈائریکٹ سیلز فورس اور بینکار پائٹنرٹس پارٹنرز سال بھر مصروف عمل رہے، جو نئے صارفین کو راغب کرنے میں اہم کردار ادا کرتے ہیں اور ساتھ ہی موجودہ وسیع کسٹمر بیس کو ان کی انشورنس ضروریات کے لیے بھی خدمات فراہم کرتے ہیں۔ ان کی لگن اور محنت نے بلاشبہ مشکل معاشی حالات کے باوجود آپ کی کمپنی کی کامیابی میں اہم کردار ادا کیا ہے۔

- کنومینشنل کاروبار، جو بنیادی طور پر گروپ لائف انشورنس پر مشتمل ہے، نے قابل قدر 28 فیصد اضافے کے ساتھ 2,875 ملین روپے کا خالص تحریری اقساط بیمہ (NWP) حاصل کیا جو کہ گزشتہ سال 2021 میں 2,252 ملین روپے تھا۔

- کنومینشنل اور ٹیکافل طریقوں کے تحت حادثے اور صحت سے متعلق کاروبار نے 7,884 ملین روپے کا کاروبار کیا جو گزشتہ سال کے 7,300 ملین روپے کا مجموعی تحریری اقساط بیمہ (GWP) سے 8 فیصد زیادہ ہے۔ پالیسی ادائیگیوں میں نمایاں اضافے کے باوجود، کاروباری لائن 894 ملین روپے (2021: 501 ملین روپے) کا نفع کرنے میں کامیاب رہی۔

کنومینشنل اور ٹیکافل طریقوں کے تحت، کارپوریٹ ریٹ کاروبار سے مجموعی تحریری اقساط بیمہ میں 12,720 ملین روپے کا کاروبار کیا، جو گزشتہ سال کے 10,999 ملین روپے کے مقابلے میں 11.6 فیصد زیادہ ہے۔ یہ متاثر کن ترقی کمپنی کے بروقت اور صارفین کی خدمات کے اعلیٰ معیار اور ہمارے برانڈ پر ہمارے صارفین کے بھروسہ کرنے کا ثبوت ہے، جس کے لیے ہم واقعی شکر گزار ہیں۔ یہ مسلسل ترقی بہتر بین خدمات فراہم کرنے اور ہمارے کارپوریٹ کلائنٹس کی ضروریات کو پورا کرنے کے پختہ عزم کی عکاسی کرتا ہے۔ یہ ہمارے صارفین کو ہمارے خدمات اور ہمارے برانڈ پر ان کے اعتماد کی اہمیت کو بھی اجاگر کرتا ہے۔ ہم ان اعلیٰ معیارات کو برقرار رکھنے اور اپنے صارفین کے ساتھ مضبوط، دیرپا تعلقات استوار کرنے کے لیے وقف ہیں۔

2019، انشورز کے لئے کوڈ آف کارپوریٹ گورننس 2016، کمپنیز ایکٹ 2017 میں بیان کردہ تقاضوں کے تحت ایک جامع طریقہ کار موجود ہے۔

پورڈ متعلقہ معیارات جیسے قیادت، حکمت عملی کی تشکیل، منصوبہ بندی، افادیت اور جوابدہی کی بنا پر کارکردگی کا سالانہ جائزہ لیتا ہے۔ اس تشخیص کا مقصد اس بات کو یقینی بنانا ہے کہ بورڈ کی مجموعی کارکردگی اور افادیت کی پیمائش کی جائے اور کمپنی کے لیے طے شدہ مقاصد اور توقعات کے تناظر میں اس کا معیار مرتب کیا جائے۔ بورڈ کی کارکردگی کی حالیہ تشخیص کی بنیاد پر، میں یہ نتیجہ اخذ کرتا ہوں کہ ہر ڈائریکٹر نے بہترین کارکردگی کا مظاہرہ کیا اور اپنے شعبے میں مہارت کے ساتھ تعاون کیا ہے؛ اور یہ کہ بورڈ اور اس کی کمیٹیوں نے زیر جائزہ سال میں موثر انداز میں کام کیا۔

جائزہ

موجودہ معاشی مشکلات کو دیکھتے ہوئے خدشہ ہے کہ غیر یقینی صورتحال لائف انشورنس سیکٹر کی ترقی میں رکاوٹ بنتی رہے گی۔ اس کے باوجود، اپنے پالیسی ہولڈرز اور دیگر اسٹیک ہولڈرز کی خدمت کے لیے ہماری لگن، کمپنی کو انشورنس انڈسٹری میں مضبوط مقام برقرار رکھنے میں مدد دے گی۔

پاکستان میں نجی شعبے کی سب سے بڑی لائف انشورنس کمپنی ہونے کے ناطے، کمپنی کا نقطہ نظر اور بنیادی اقدار یہ ہے کہ تمام اسٹیک ہولڈرز کے مفادات کا تحفظ کرتے ہوئے اپنے پالیسی داران کو بہترین خدمات فراہم کی جائیں۔

انتہا تشکر

بورڈ کی جانب سے میں حصص داران، معزز بیمہ دوران، ونڈو ٹکا فل شرکاء، کاروباری شرکاء اور دیگر تمام اسٹیک ہولڈرز کا کمپنی کے 25 سال سے زائد کامیاب آپریشنز کے سفر میں کمپنی پر ان کے اعتماد اور تعاون کے لیے شکر یہ ادا کرتا ہوں۔ میں وفاقی اور صوبائی حکومتوں، سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان اور اسٹیت بینک آف پاکستان کو ان کے ضروری اقدامات اور تعاون کا اعتراف کرتا ہوں۔ میں اپنے پر عزم اور محنتی ملازمین کی کاوشوں کا بھی اعتراف کرتا ہوں اور کمپنی کی کامیابی میں ان کے گراں قدر تعاون کے لیے ان کا شکریہ ادا کرتا ہوں، جن کے بغیر اس سطح کی مسلسل کامیابی ہرگز ممکن نہ تھی۔

کمال اے چنائے

چیئر مین

کراچی، 23 فروری 2023

چیمبرین کی جائزہ رپورٹ

میں 31 دسمبر 2022 کو ختم ہونے والے سال کے لیے کمپنی کی کارکردگی سے متعلق جائزہ بصد مسرت پیش کرتا ہوں۔ اس کے باوجود کہ وفاقی اور صوبائی حکومتوں نے 2020 میں وبائی امراض کے پھیلنے سے پیدا ہونے والے معاشی اور معاشرتی بحران سے نمٹنے کے لیے متعدد اقدامات اٹھائے لیکن 2022 کی دوسری ششماہی کے دوران معیشت کی بحالی کو ایک اور دھچکا لگا جب ملک کو تباہ کن سیلاب کا سامنا کرنا پڑا۔ بورڈ آف ڈائریکٹرز اور کمپنی کی انتظامیہ کی جانب سے، میں ان خاندانوں کے ساتھ گہری تعزیت کا اظہار کرتا ہوں جو اس تباہ کن سیلاب سے متاثر ہوئے ہیں۔

گزشتہ سال عالمی برداری کو تسلسل سے معاشی چیلنجز کا سامنا کرنا پڑا جس سے پاکستان بھی متاثر ہوا۔ ان چیلنجز کے باوجود، بورڈ آف ڈائریکٹرز نے کمپنی کے منافع کو برقرار رکھنے کے لیے اپنی بہترین کارکردگی کا مظاہرہ کیا اور کاروباری کارکردگی کی نگرانی کرتے ہوئے انتظامیہ کو درست اور بروقت حکمت عملی کے تحت فیصلے کرنے میں رہنمائی کی۔

ہنگامہ خیز معاشی صورت حال کے باوجود کمپنی بہتر نتائج حاصل کرنے میں کامیاب رہی، جس سے بورڈ مطمئن ہے۔ مجموعی طور پر میں بتانا چاہتا ہوں کہ کمپنی 2,072 ملین روپے کا منافع بعد از ٹیکس (PAT) حاصل کرنے میں کامیاب رہی جو کہ گزشتہ سال کے مقابلے میں 15.6 فیصد زیا دہ ہے۔ مجموعی تحریری اقساط بیمہ (GWP) 47,343 ملین روپے رہا جو گزشتہ سال کے اسی عرصے کے دوران 45,356 ملین روپے سے 4 فیصد کم ہے۔ تاہم معاشی صورت حال کے پیش نظر اس کمی کو نسبتاً دانشمندی اور بروقت فیصلوں کے ذریعے اس پر قابو پایا گیا۔ دوسری جانب میں بصد مسرت یہ بتانا چاہتا ہوں کہ کارپوریٹ بزنس، کنونینٹل اور ٹیکنالوجی طریقوں کے تحت گزشتہ سال کے مقابلے میں 11.6 فیصد کی قابل قدر اضافہ کے ساتھ 12,270 ملین روپے تک پہنچ چکا ہے۔

حاصل کردہ منافع کے مطابق موجودہ معاشی صورت حال اور انضباطی ادائے قرض کی صلاحیت اور مناسبت کے تقاضوں کو مد نظر رکھتے ہوئے بورڈ 2022 کے لیے اپنے حصص داران کو فی حصص 10 روپے بطور حتمی منافع منقسمہ علاوہ 3.00 روپے فی حصص عبوری نقد منافع تقسیم کرنے کی تجویز کرتا ہے جو کہ گزشتہ سال اسی مدت کے 14.50 روپے کے مقابلے میں 14.10 روپے فی حصص کل ادائیگی ہے۔

سال 2022 کے دوران کمپنی نے اعزازات اور ایوارڈز جیتنے کی روایت کو برقرار رکھا۔ قابل ذکر ایوارڈز میں انشورنس سیکٹرز کے لیے نمایاں کمپنیوں کے سروے میں ایشیا منی ایوارڈ 2022 کا حصول، HBL PSL 6 کرکٹ کمیٹی کے لیے بیسٹ انٹیگریٹڈ میڈیا اسٹریٹیجی کی کینیڈا میں پاکستان ڈیجیٹل ایوارڈز 2022، جوبلی لائف کے کسٹمر کی ٹیسٹیمونیل ویڈیوز کے لیے سال کے بہترین کانٹینٹ کے ایوارڈز شامل ہیں، اس کے علاوہ گلوبل ڈائیورسٹی، ایکویٹی اینڈ انکلوژن، بینج مارکس (GDEIB) کی تعمیل پر ایوارڈ اور ایپلاؤز فیڈریشن آف پاکستان کے زیر اہتمام 16 ویں پیشہ وارانہ حفاظت اور صحت کی فلاح و بہبود کے ایوارڈز 2021 شامل ہیں۔ کارپوریٹ اور ریگولیٹری رپورٹنگ کی سطح پر، کمپنی بیسٹ کارپوریٹ رپورٹ ایوارڈ 2021 میں انشورنس کی کینیڈا میں رینٹنگ حاصل کرنے میں کامیاب رہی جس کا اہتمام انسٹی ٹیوٹ آف چارٹرڈ اکاؤنٹنٹس آف پاکستان اور کوسٹ اینڈ مینجمنٹ اکاؤنٹنٹس آف پاکستان نے مشترکہ طور پر کیا تھا؛ اور ساتھ ہی ساؤتھ ایشین فیڈریشن آف اکاؤنٹنٹس کے زیر اہتمام بہترین پیش کردہ سالانہ رپورٹس ایوارڈز 2021 میں سرٹیفکیٹ آف میرٹ سے نوازا گیا۔ یہ کامیابیاں کارپوریٹ رپورٹنگ، احتساب کو فروغ دینے، شفافیت، اور کارپوریٹ گورننس سمیت مختلف شعبوں میں آپ کی کمپنی کی برتری کو ظاہر کرتی ہیں۔

مجھے یقین ہے کہ درست فیصلہ سازی اور موثر انتظامی امور پر بورڈ اپنی توجہ مرکوز رکھے گی اور کمپنی مستقبل کے چیلنجز سے نمٹنے اور مستحکم ترقی حاصل کرنے کی کوشش کرتی رہے گی۔

بورڈ آف ڈائریکٹرز کی مجموعی کارکردگی

کوڈ کے تحت قائم کردہ بورڈ آف ڈائریکٹرز اور اس کی کمیٹیوں کی کارکردگی کا جائزہ لینے کے لئے لسٹڈ کمپنیز (کوڈ آف کارپوریٹ گورننس) ریگولیشنز

مختار نامہ (پراکسی فارم)

میں / ہم _____ ساکن _____

بحیثیت ممبر (رکن) جو ملی لائف انشورنس کمپنی لمیٹڈ اور حامل _____ عام حصص، برطابق شیئرز رجسٹرڈ فوئیو نمبر / سی ڈی سی اکاؤنٹ اور

پارٹیسپنٹ آئی ڈی نمبر _____ ممبر (رکن) محترم / محترمہ _____

فوئیو نمبر / سی ڈی سی اکاؤنٹ اور پارٹیسپنٹ آئی ڈی نمبر _____ کو یا اُن کی غیر حاضری میں ممبر (رکن)

محترم / محترمہ _____ فوئیو نمبر / سی ڈی سی اکاؤنٹ اور پارٹیسپنٹ آئی ڈی نمبر _____

کو اپنے / ہمارے ایماء پر بروز جمعرات، ۳۰ مارچ ۲۰۲۳، صبح ۱۱:۰۰ بجے بمقام ایچ بی ایل آڈیٹوریم، حبیب بینک لمیٹڈ (ایچ بی ایل) ٹاور، جناح ایونیو، اسلام آباد میں منعقد ہونے والے برائے سالانہ اجلاس عام میں حق رائے دہی استعمال کرنے یا کسی بھی التوا کی صورت میں اپنا ہمارا بطور مختار (پراکسی) مقرر کرتا / کرتی ہوں / کرتے ہیں۔

آج بروز _____ بتاریخ _____ ۲۰۲۳ء کو دستخط کیے گئے۔

گواہ کا پتہ اور دستخط _____

ریونیو ٹکٹ پر دستخط

کمپیوٹرائزڈ قومی شناختی کارڈ یا پاسپورٹ نمبر _____

گواہ کا پتہ اور دستخط _____

دستخط ممبر (رکن)

کمپیوٹرائزڈ قومی شناختی کارڈ یا پاسپورٹ نمبر _____

ممبر (رکن) جو اجلاس میں شرکت اور ووٹ دینے کا مجاز ہو، اپنی جگہ اور ممبر (رکن) کو بطور مختار (پراکسی) شرکت کرنے اور ووٹ دینے کا حق تفویض کر سکتا ہے۔

سی ڈی سی اکاؤنٹ ہولڈر یا سب اکاؤنٹ ہولڈر کو مختار نامہ (پراکسی) کے ہمراہ کمپیوٹرائزڈ قومی شناختی کارڈ یا پاسپورٹ کی مصدقہ نقول بھی منسلک کرنی ہوگی۔ مختار (پراکسی) کو اجلاس کے وقت اپنا کمپیوٹرائزڈ قومی شناختی کارڈ یا پاسپورٹ پیش کرنا ہوگا۔ کارپوریٹ ادارہ ہونے کی صورت میں بحیثیت ممبر (رکن)، بورڈ آف ڈائریکٹرز کی منظور شدہ قرارداد / پاور آف اٹارنی مع نمونہ دستخط ہمراہ مختار نامہ (پراکسی فارم) جمع کرانا ہوں گے۔

مختار نامہ (پراکسی فارم) پر ممبر (رکن) یا ان کے اٹارنی کے دستخط ہونا لازمی ہے۔ کارپوریٹ ادارہ ہونے کی صورت میں مختار نامہ (پراکسی فارم) پر کمپنی کی مہر ہونا بھی ضروری ہے۔ مختار نامہ (پراکسی فارم) بمع نامزد کرنے والے شخص کی تصدیق شدہ پاور آف اٹارنی (حسب ضرورت) کمپنی کے رجسٹرڈ آفس میں اجلاس کے مقرر وقت سے کم از کم ۴۸ گھنٹے قبل جمع کرانا ضروری ہے۔

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