



April 19, 2023

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

Subject: Corporate Briefing Session

This to inform you that Adamjee Life Assurance Company Limited will hold a Corporate Briefing session (CBS) for the investors and analyst to provide highlight about the Company's business performance for the year ended Dec 31, 2022.

The program details are as under:

Date: Thursday, April 27, 2023
Time: 03:15 PM PST
Venue: ISE Auditorium, ISE Tower, Jinnah Avenue, Islamabad.
Zoom Link: <https://us06web.zoom.us/j/81157580344?pwd=ZCtYWGZYeWpKNnBXQTILOGM0MjFnUT09>
Meeting ID: 811 5758 0344
Passcode: 933804

We would appreciate your assistance in communicating this information to TRE Certificates holders of the exchange and the analyst.

Yours Sincerely,

Rahim Vallyani
Company Secretary



Encl: Corporate Briefing Session Presentation

A decorative graphic on the left side of the slide, consisting of overlapping geometric shapes in shades of blue and white. It includes a white stylized human figure with arms raised, set against a dark blue background.

CORPORATE BRIEFING SESSION

April 27, 2023

DISCLAIMER

- THIS PRESENTATION IS NOT AN OFFER OR SOLICITATION OF AN OFFER TO BUY OR SELL ANY SECURITIES OR ANY INVESTMENT
- This presentation has been prepared by Adamjee Life (ALIFE) solely for information purposes.
- No representation or warranty express or implied is made thereto, and no reliance should be placed on, the fairness, accuracy, sufficiency, completeness or correctness of the information or any opinion contained herein or any opinion rendered thereto except for the information derived from financial statements for the period ended December 31st, 2022.
- The information contained in this presentation should be considered in the context of the circumstances prevailing at the time and will not be updated to reflect any developments that may occur after the date of the presentation.
- Neither ALIFE nor any of its officials, advisors, associates, employees or any person working for, under or on behalf, shall have any responsibility and/or liability of any nature whatsoever (in contract or otherwise) for any loss whatsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.
- The presentation may contain statements that reflect ALIFE's own beliefs and expectations about the future. These forward-looking statements are based on a number of assumptions about the future, which are beyond ALIFE's control. Such forward-looking statements represent, in each case, only one of many possible scenarios and should not be viewed as the most likely or standard scenario. Such forward looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements.



Table of Contents

1. Organizational Overview

2. Financial Review

3. Future Outlook

4. Critical Challenges & Response

5. Corporate Social Responsibility



ORGANIZATIONAL OVERVIEW



Company History and Overview

- Adamjee Life Assurance Company Limited (ALIFE), was incorporated in Pakistan on August 04, 2008, as a public unlisted company
- The Company was granted the authorization on May 04, 2016, under Rule 6 of Takaful Rules, 2012 to undertake Takaful Window Operations
- The Company was formed out of a joint venture between Adamjee Insurance Company Limited (AICL) and IVM Intersurer B.V (IVM) for carrying out life assurance business.
- IVM had nominated Hollard Life Assurance Company Limited (HLA) to act on its behalf with 45% holding and management control.
- Holding reduced to 25.72% in 2013 on injection of new capital by AICL
- Full buy out from IVM by AICL in 2019 and ALIFE became the wholly owned subsidiary of AICL.
- In September 2021, ALIFE had issued right shares valuing Rs. 1.5 billion which were fully subscribed by the parent company (AICL).
- On March 04, 2022, Adamjee Life was listed in Pakistan Stock Exchange (PSX) with symbol of “**ALIFE**” after AICL offered 10% of its holding to the public.



Group Overview

Nishat Group is one of the premier business houses of Pakistan, with presence in all major economic sectors of the country including Textiles, Cement, Banking, Insurance, Power Generation, Hospitality Business, Agriculture, Dairy and Paper Products.





Our Vision

To be the most **trusted insurance partner**

Our Mission

Adhere to exemplary sales practices, best in class product packaging and customer engagement

Key Products and Customer Services

Individual Life Products

With our aim to become the trusted partner for future financial security of our customers, we pride ourselves to provide the public with products that focus on long term values. With deep rooted ideology of customer first, the company has created products which can be tailored further as per our clients needs.

Group Life Products

At Adamjee Life, it is our aim to offer beneficial plan based solutions to help corporations seamlessly operate in today's challenging business environment. Our offered solutions via extensive options are not only beneficial for the employees' but for the employer as well.

Digital Products

Following are our digital products catering to masses

- Pure Insurance
- Family Sehat
- Corona Cover



Financial Rating

Insurer Financial Strength (IFS) Rating: **A++ (A Double Plus)**

Outlook: **Stable**

Rating Agency: **PACRA**



Strategic Objectives



Attain sustainable Agency operations



Create product awareness and its value proposition through trainings



Excellence in quality of sales and after sale services



Reduce complains to less than 1% of the portfolio



Product innovation to strengthen long term value for our customers



Capitalize strategic partnerships to capture digital space



Revenue Drivers

Bancassurance

- Bancassurance acts as the major driver of revenue for the company.
- About 800+ sales representative of the company are currently working in bancassurance segment
- Adamjee life Market share of total banca industry is 22%
- Partners include MCB Bank and few others mid size banks in both conventional and Islamic window.

Direct Distribution

- Private sector market share of 8%
- The Company has built a strong distribution network of 61 sales offices including smart offices across the country
- A direct sales force of more than 2,500 agents is working to bring long term business

Insurtech & Micro Insurance

- The Company has online presence and certain products that can be purchased from company's website.
- Digital embedding and distribution through microfinance institution will be major revenue driver in the future.

Group Life

- Number of Corporate accounts as at 2022 is 164
- Premium underwritten in year 2022 is 743 Million
- Claim ratio is 61%
- Adamjee life private sector market share is 5%



Competitors

Adamjee Life considers the following as its main competitors:

1. Jubilee Life Insurance Company Limited
2. EFU Life Assurance Limited

Other Companies in private sector that are offering Life Insurance product includes:

- I. Askari Life Assurance Company Limited
- II. IGI Life Insurance Limited
- III. Pak Qatar Family Takaful
- IV. TPL Life Insurance Company Limited



FINANCIAL REVIEW



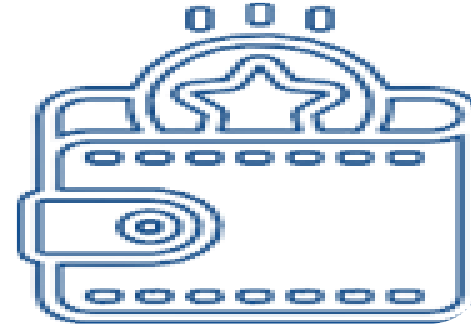
Key Financial Highlights



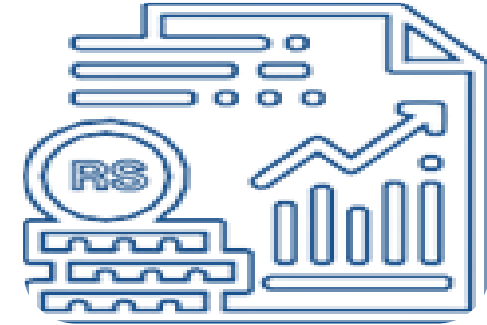
Gross Premium
PKR 20.95 BN



Investment Income
PKR 3.73 BN



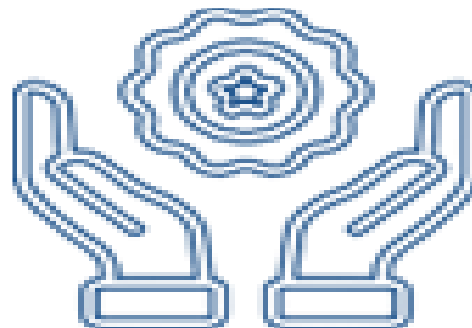
Earning Per Share
PKR 1.99



Statutory fund
PKR 61.80 BN



Equity and Reserves
PKR 3.75 BN



Policies payout
PKR 13.06 BN



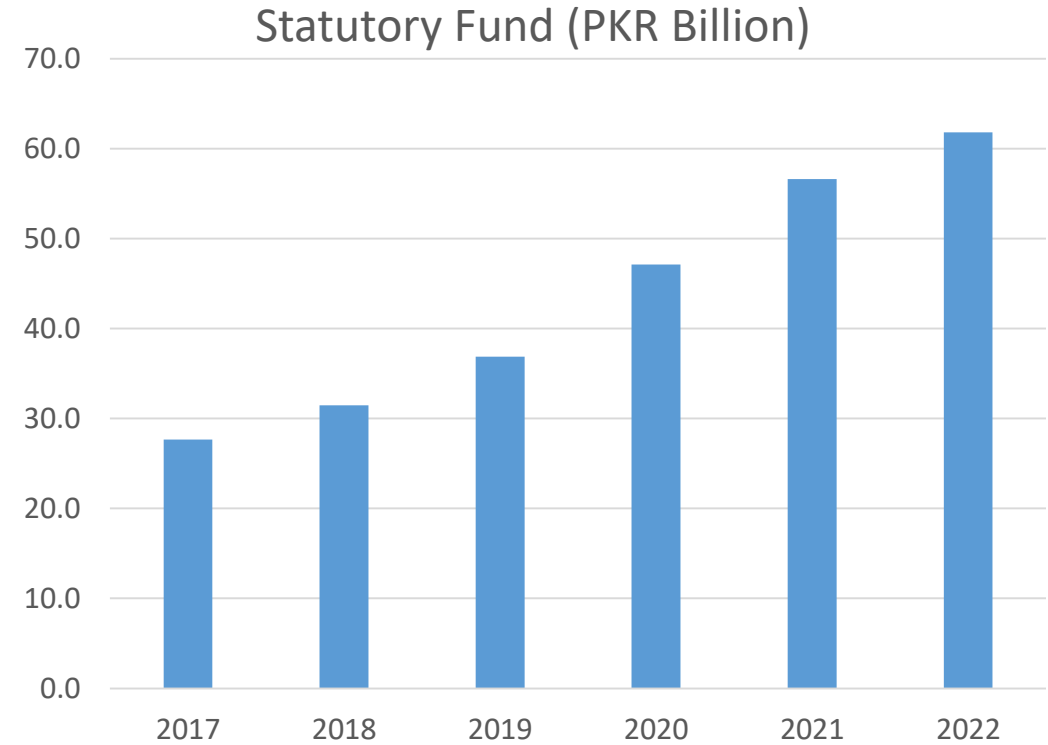
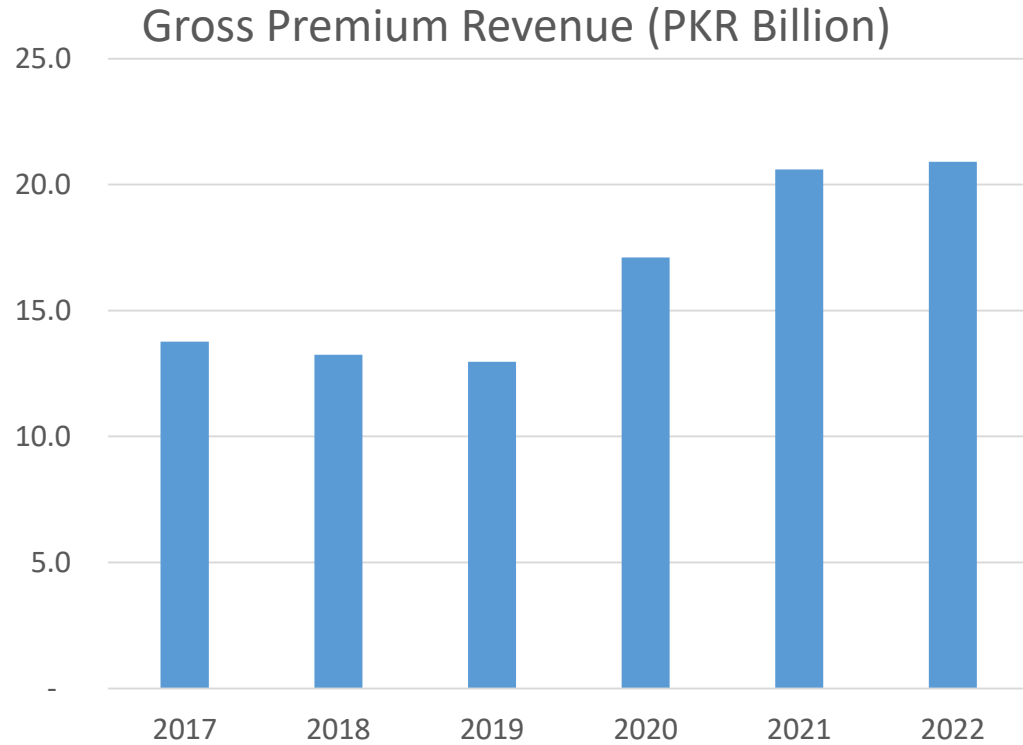
Assets
PKR 69.17 BN



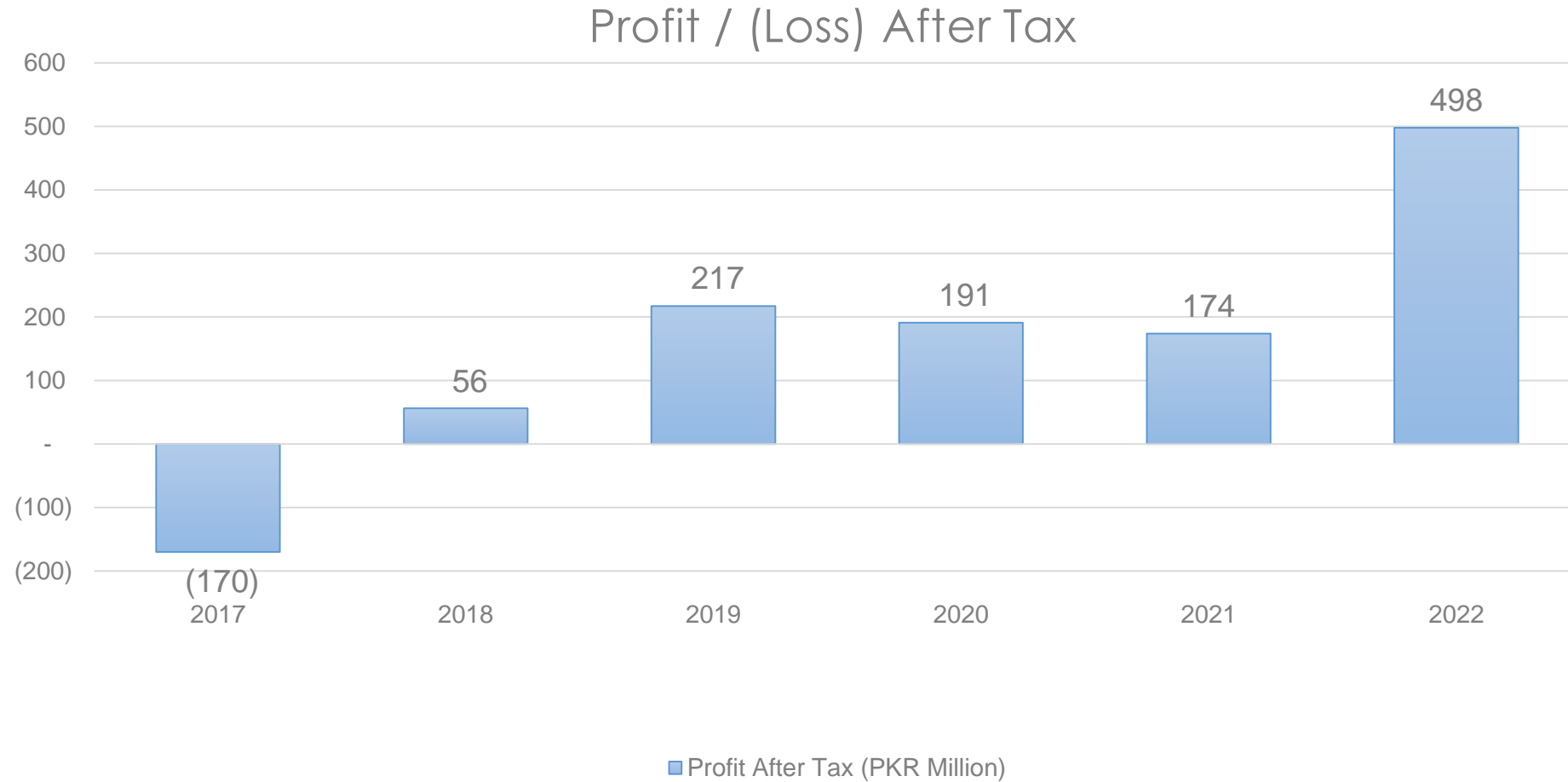
Profit After Tax
PKR 0.498 BN



Financial Performance at a Glance



Financial Performance at a Glance



Six Years Financial Performance (2017-2022)

Balance Sheet	2022	2021	2020	2019	2018	2017
Paid up capital	2,500	2,500	935	935	935	935
Reserves	772	585	527	364	49	59
Equity (unappropriated profit)	476	164	28	20	139	69
Investments (market value)	60,771	49,678	38,547	31,078	28,783	26,710
Investment property	944	939	855	876	855	638
Fixed assets	367	370	402	564	241	214
Cash & bank deposits	5,317	9,726	9,955	7,261	3,312	1,352
Other assets	1,768	1,204	1,080	655	721	544
Total assets	69,166	61,918	50,839	40,434	33,912	29,457
Total liabilities	65,418	58,668	49,349	39,114	32,789	28,393



Six Years Financial Performance (2017-2022)

Operating Data	2022	2021	2020	2019	2018	2017
Gross premium	20,949	20,658	17,101	12,969	13,247	13,766
Net premium	20,315	20,128	16,537	12,386	12,711	13,294
Net claims	(14,234)	(9,106)	(6,839)	(6,724)	(6,316)	(4,385)
Net commission	(2,842)	(3,138)	(2,692)	(2,700)	(2,140)	(1,973)
Net change in insurance/takaful Liabilities (other than outstanding claims)	(4,937)	(9,490)	(9,937)	(5,126)	(3,703)	(5,844)
Underwriting results	2	2	1	1	1	1
Financial charges	(18)	(24)	(26)	(8)	-	-
Total expenses	(1,208)	(1,267)	(1,018)	(1,057)	(846)	(920)
Investment income	3,734	3,128	4,285	3,510	366	(415)
Profit before tax	810	231	310	281	73	(242)
Profit after tax	498	174	191	217	56	(170)



Six Years Financial Performance (2017-2022)

Share Information	2022	2021	2020	2019	2018	2017
Break-up value per share	14.99	13.00	15.93	14.10	12.00	11.37
No. of shares in '000'	250,000	250,000	93,549	93,549	93,549	93,549
Share price at year end	19.49	-	-	-	-	-
Highest share price during year	19.55	-	-	-	-	-
Lowest share price during year	19.00	-	-	-	-	-
KSE 100 index	40,420	44,596	43,755	40,735	37,067	40,471
Market price to break up value	1.30	-	-	-	-	-
Face value	10	10	10	10	10	10
Market capitalization (Rupees in '000')	4,872,500	-	-	-	-	-



Six Years Financial Performance (2017-2022)

Financial Ratios

Profitability Ratios		2022	2021	2020	2019	2018	2017
Profit / (loss) before tax / gross premium	%	3.9	1.1	1.8	2.2	0.5	(1.8)
Profit / (loss) before tax / net premium	%	4.0	1.1	1.9	2.3	0.6	(1.8)
Profit / (loss) after tax / gross premium	%	2.4	0.8	1.1	1.7	0.4	(1.2)
Profit / (loss) after tax / net premium	%	2.4	0.9	1.2	1.8	0.4	(1.3)
Net claims / net premium	%	70.1	45.2	41.4	54.3	49.7	33.0
Commission / net premium	%	14.0	15.6	16.3	21.8	16.8	14.8
Administration expenses / gross premium	%	5.8	6.1	6.0	8.1	6.4	6.7
Administration expenses / net premium	%	5.9	6.3	6.2	8.5	6.7	6.9
Profit / (loss) before tax / total income	%	3.4	1.0	1.5	1.8	0.6	(1.9)
Profit / (loss) after tax / total income	%	2.1	0.7	0.9	1.4	0.4	(1.3)
Net investment income / net premium	%	18.4	15.5	25.9	28.3	2.9	(3.1)



Six Years Financial Performance (2017-2022)

Financial Ratios

Liquidity Ratios		2022	2021	2020	2019	2018	2017
Current ratio	Times	0.95	1.04	1.28	0.96	1.09	1.01
Cash & bank / current liability	Times	0.58	0.64	0.91	0.74	0.74	0.60
Total liabilities / total equity	Times	17.45	18.05	33.11	29.65	29.20	26.69
Paid up capital / total assets	%	3.61	4.04	1.84	2.31	2.76	3.18
Equity / total assets	%	5.42	5.25	2.93	3.26	3.31	3.61

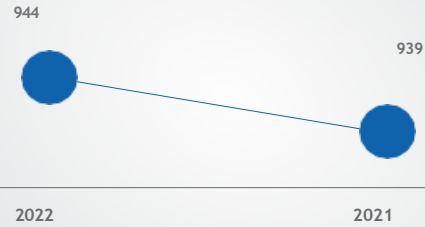


Comparative Financial Performance

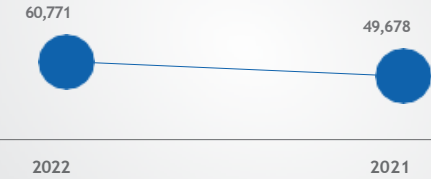
Fixed Assets



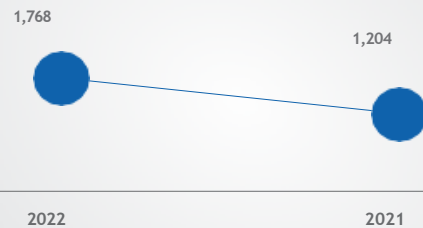
Investment Property



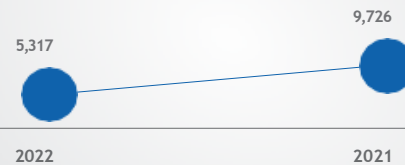
Investments



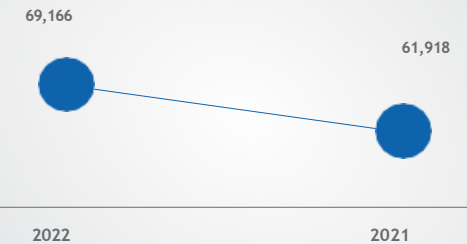
Current Assets- Others



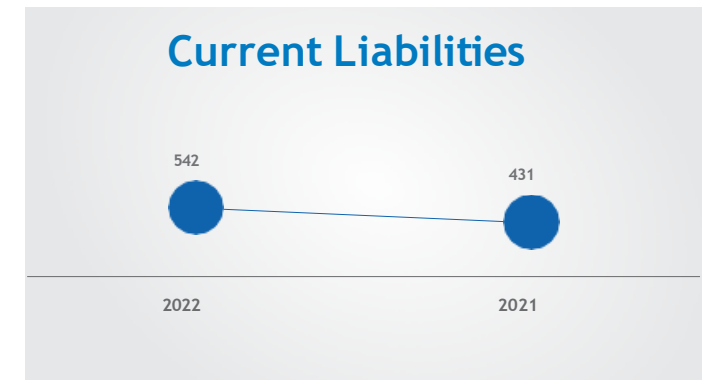
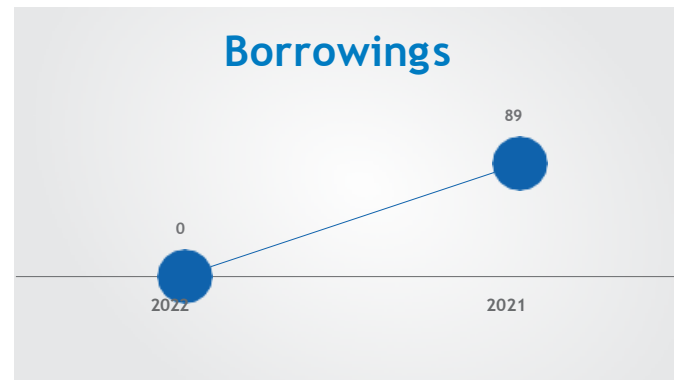
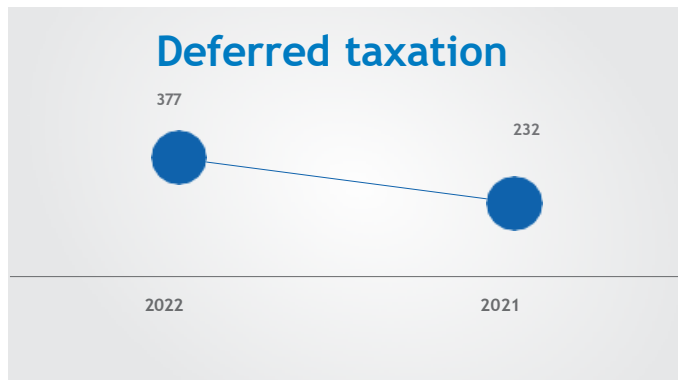
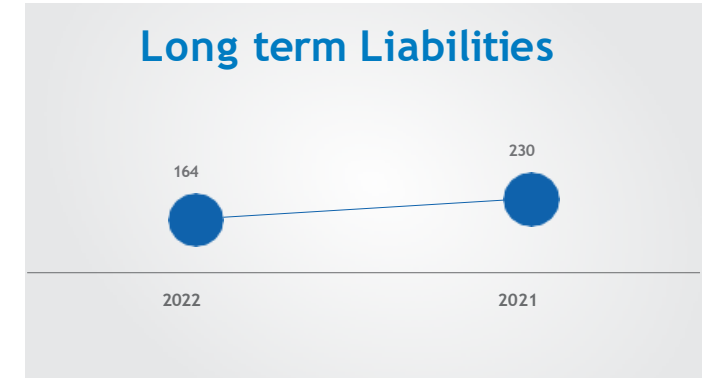
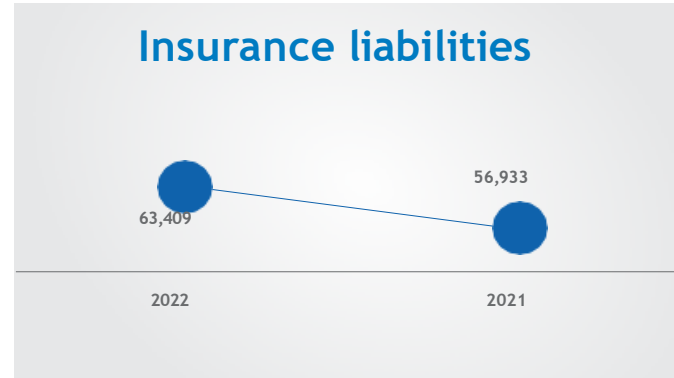
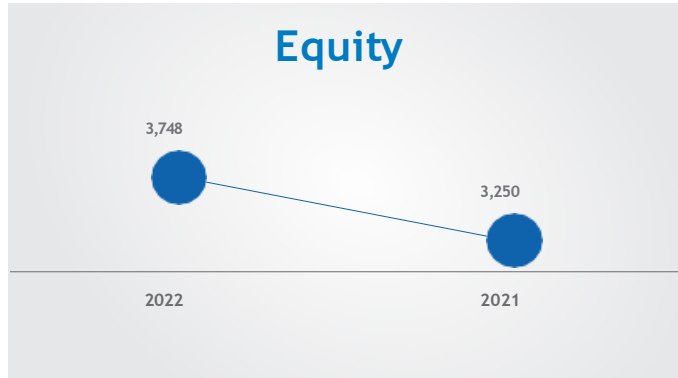
Cash and Bank Deposits



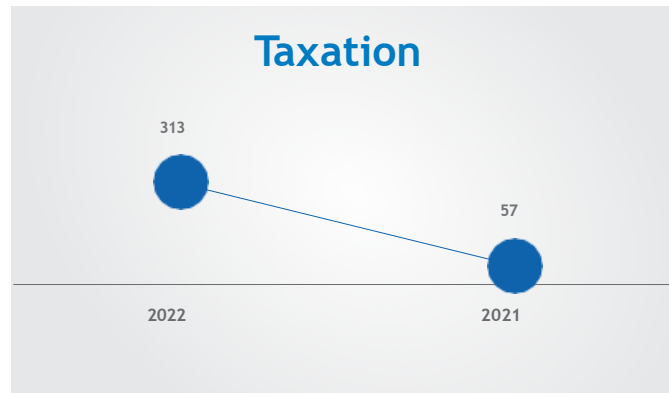
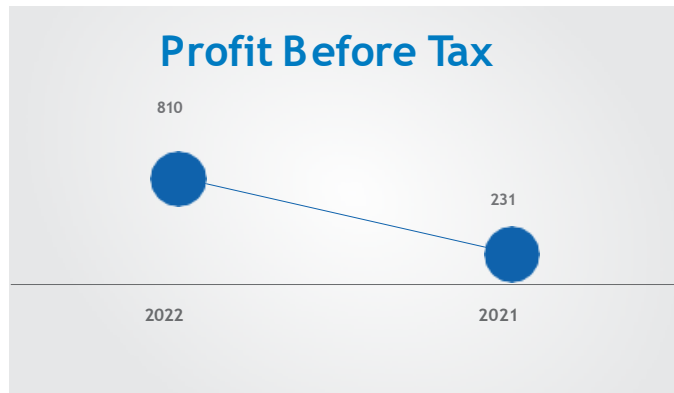
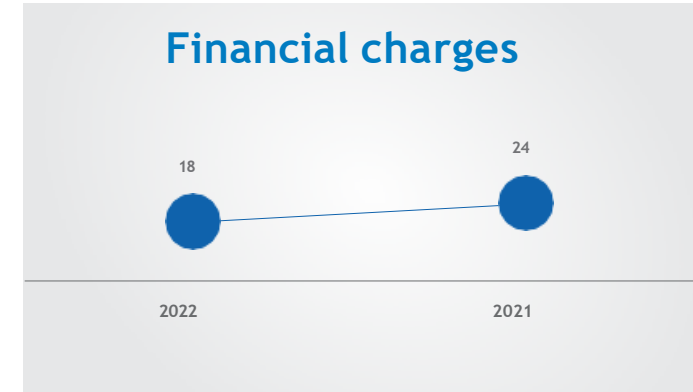
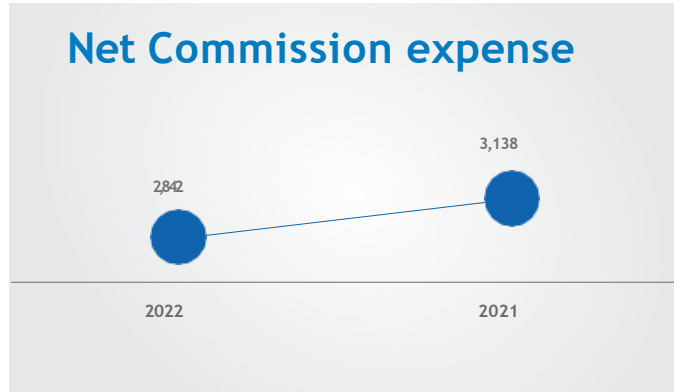
Total Assets



Comparative Financial Performance



Comparative Financial Performance



Future Outlook

- The management of the company is fully cognizant of the economic situation of the country and is taking all necessary measures to manage these challenges. The year 2023 is likely to be a very challenging year on economic front.
- The revised GDP growth projection for the country is 2% for the FY 2022-23 with inflation projected to the level of 21%.
- The Company's growth of new business is likely to remain subdued with some increase in lapse ratio of current portfolio.
- The fast-developing digital arena and the Fintech continuously excites us of its potential to increase insurance penetration in the country thru small ticket large scale sales.
- The Company will continue to analyze situation carefully to explore new opportunities, new market and to incentivize policy holder to keep their policies active.
- Company is more than sufficiently capitalized, all its statutory funds are adequately solvent with total reserves of 1.25 Billion over its paid up capital. The Company does not see any downside impact on its equity while the country will grapple to manage economy in 2023.



Forecasted Results of ALACL (from 2018 – 2025)

	2018	2019	2020	2021	2022	2023	2024	2025
	Rupees in Millions							
Gross Premium	13,247	12,969	17,100	20,658	20,949	21,694	22,779	25,057
Underwriting Surplus	998	1,345	1,354	1,441	1,783	1,972	2,277	2,505
Underwriting Margin	7.53%	10.37%	7.92%	6.98%	8.51%	9.09%	10.00%	10.00%



Critical Challenges and The Company's Response



Increasing Regulatory Changes

- Designated teams to implement changes that are required by law. So far, ALIFE has been able to implement regulatory changes well on time with minimum disruption to its operation
- Where the proposed regulatory changes may hinder the growth of the industry, ALIFE have also taken up the matter with IAP and SECP

Economy and Investment Returns

- The Low returns on equity market due to poor economic factors is bigger challenge. ALIFE has addressed this challenge by taking following steps:
 - Shifting major portfolio towards low risk securities and government bonds
 - Taking position in privately placed bonds to improve returns.
 - Investing in blue chip companies and constant monitoring of investments

Implementation of IFRS 17

- For the implementation of new International Financial Reporting Standard 17 – Insurance Contracts, ALIFE has engaged a professional consultant for the first two phases announced by SECP to ensure its timely submission. The Company's progress is well aligned with the industry and SECP expectations.



Awards and Accolades

- 15TH CONSUMER CHOICE AWARDS
- 14TH INTERNATIONAL NFEH CSR AWARD
- BRAND OF THE YEAR AWARD 2021
- BEST CSR AWARD BY GOVT. OF SINDH



CORPORATE SOCIAL RESPONSIBILITY



Enhancing Access To Education

Adamjee Life partners with Govt. of Sindh to Improve a local school's Infrastructure. The company launched its Nigehbaan Education platform as a CSR initiative, which aims at creating awareness and taking a small step towards the eradication of illiteracy in our society.



Supporting Healthcare Infrastructure

Adamjee Life partners with Govt. of Sindh to Improve Healthcare Infrastructure. Adamjee Life and the Government of Sindh have collaborated to improve the infrastructure of state led health dispensaries in the province.



Collaboration with Indus Hospital

MOU Signing: As a gesture of continued support towards the Health Care sector of the country and towards the Indus Hospital as part of its CSR initiative, Adamjee Life Assurance enters into a mutually beneficial partnership with the Indus Hospital through a MOU.

Blood Donation Drive: Adamjee Life sponsored another blood drive at its headquarters in conjunction with Indus Hospital Networks. Employees at Adamjee Life stepped in to assist the blood drive to help others, survive and thrive, and the company's management, who were a splendid source of inspiration, illustrated the importance of taking socially responsible acts.



Thank You



Adamjee Life Assurance Co. Ltd.

3rd and 4th Floor, Adamjee House,
I.I.Chundrigar Road, Karachi - 74000

☎ 111-11-LIFE(5433) | 🌐 www.adamjeelife.com | 📘 /AdamjeeLife