



# Habib Insurance Company Limited

Head Office : Habib Square, M.A. Jinnah Road, P.O. Box # 5217, Karachi.  
Tel: 32424211, 32421882, 32420516, 32424030, 38 & 39  
UAN : 111-030303 Fax : (92-21) 2421600

November 14, 2023

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

Dear Sir,

**Subject: Presentation of Corporate Briefing Session of Habib Insurance Company Limited**

In continuation of our earlier announcement dated November 10, 2023, please find enclosed herewith Corporate Briefing Session Presentation.

The session scheduled to be held online through Zoom on Wednesday, November 15, 2023 at 11:30 am.

Please also note that notice and the presentation are already uploaded on the website of the Company.

We would appreciate your assistance in communicating this information to the members of the exchange.

Thanking You,

**Muhammad Maaz Akbar**  
Company Secretary



*Encl: Presentation*



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# Habib Insurance Company Limited

## Corporate Briefing Session

Wednesday, November 15, 2023



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# Brief Overview

- Habib Insurance is one of the oldest insurance companies in Pakistan.
- It was established in Bombay in 1942 and moved its Head Office to Karachi in 1947.
- Over the years, the company has continued to prosper, serving its honorable clientele by maintaining a culture of integrity & trust. Habib Insurance offers a range of general/ takaful insurance services including Property, Marine, Motor, Engineering, Travel & Miscellaneous.
- The Company celebrated its 75 years in 2017 and is one of the oldest running businesses of the Habib Group.



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# Management Information

## **Board of Directors**

**Chairman**

:

Rafiq M. Habib

**Directors**

:

Mansoor G. Habib

:

Muhammad Hyder Habib

:

Qumail R. Habib

:

Aun Mohammad A. Habib

:

Shahid Ghaffar

:

Ali Fadoo

:

Maleeha Humayun Bangash

:

Shabbir Gulamali

**Chief Executive**

:

Syed Ather Abbas

**Chief Financial Officer**

:

Murtaza Hussain

**Company Secretary**

:

Muhammad Maaz Akbar

**Auditors**

:

Grant Thornton Anjum Rahman., Chartered Accountants



# Credit Rating

- Rating Agency : **PACRA**
- Date of Rating: **December 09, 2022**
- Rating: **A++(ifs)**
- Outlook: **Stable**



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# Our Products



**Property**



**Marine**



**Motor**



**Engineering**



**Travel**



**Accident &  
Miscellaneous**



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# Awards and Recognitions



Twelve times 'Top 25 Companies Award' by Pakistan Stock Exchange (Former Karachi Stock Exchange) including for eight consecutive years from 1979 to 1986 and for the years 1993, 1995, 1997 and 2014.



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# HICL – Performance Overview

Particulars	9M 2023	9M 2022	YoY
Net Insurance Premium	1,157.8	907.3	28%
Net Insurance Claim	(739.8)	(465.3)	59%
Reversal of Premium deficiency	5.2	6.3	-17%
Net Commission (Expense)/ Income	(44.5)	40.5	-210%
Management Expenses	(560.3)	(450.7)	24%
Underwriting (Loss)/ Profit	(181.6)	38.2	-575%
Investment & other Income	245.4	80.4	205%
Other Expenses	(11.5)	(8.2)	40%
Results of operating activities	52.3	110.4	-53%
Financial costs	(6.5)	(3.0)	117%
Profit before tax from General Insurance Operations	45.8	107.4	-57%
Profit before tax from Window Takaful Operations - Operator's Fund	62.6	4.5	1291%
Profit before tax	108.5	111.9	-3%
<b>Profit after tax</b>	<b>74.9</b>	<b>81.2</b>	<b>-8%</b>

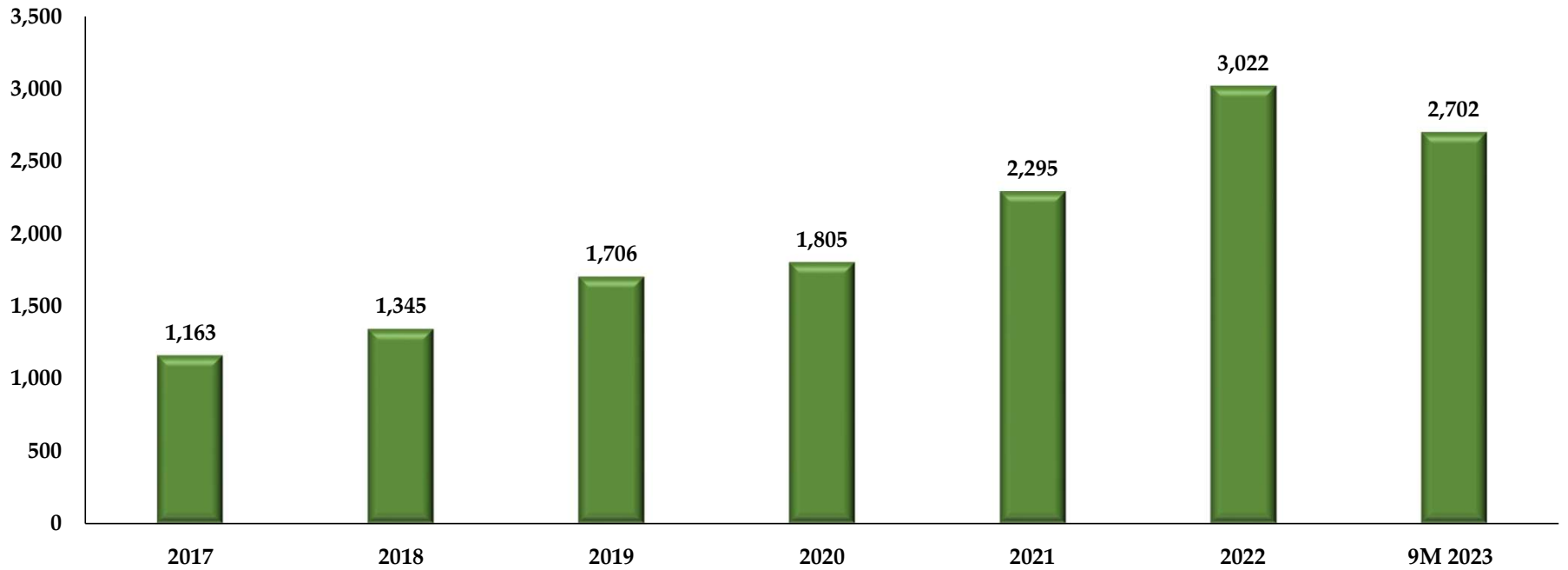




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# Business Review

Gross Written Premium / Contribution (Rs in Mn)

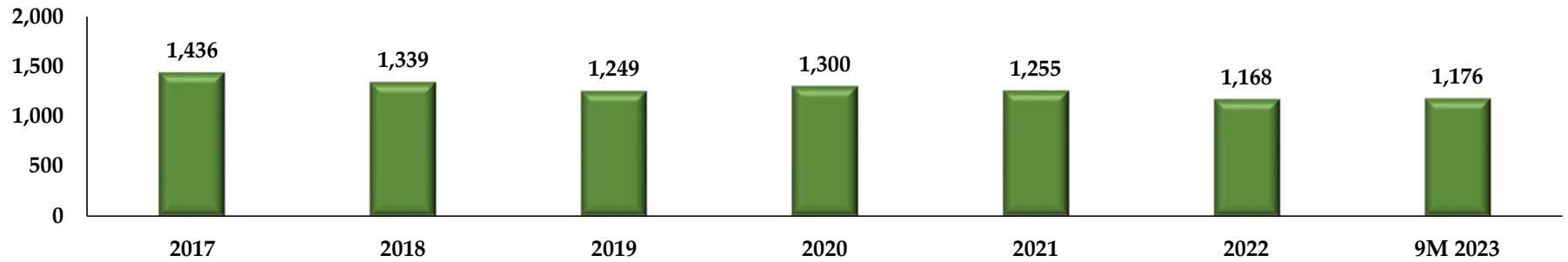




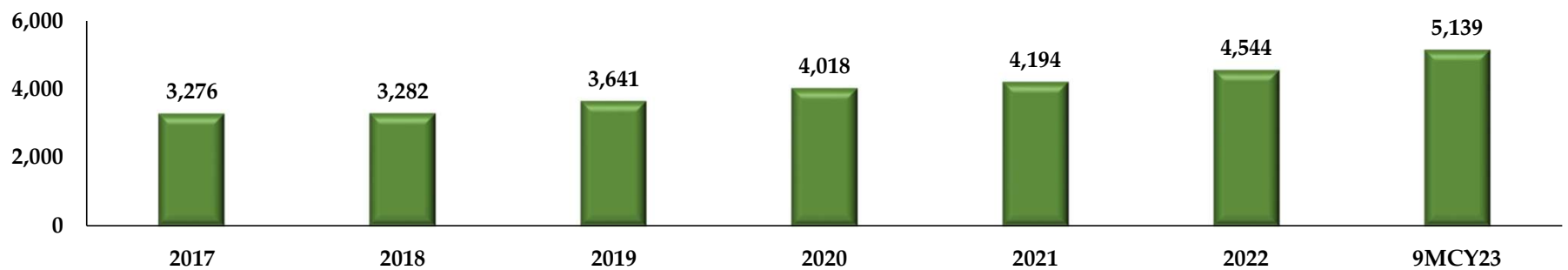
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# Business Review

### Equity (Rs in Mn)



### Assets (Rs in Mn)

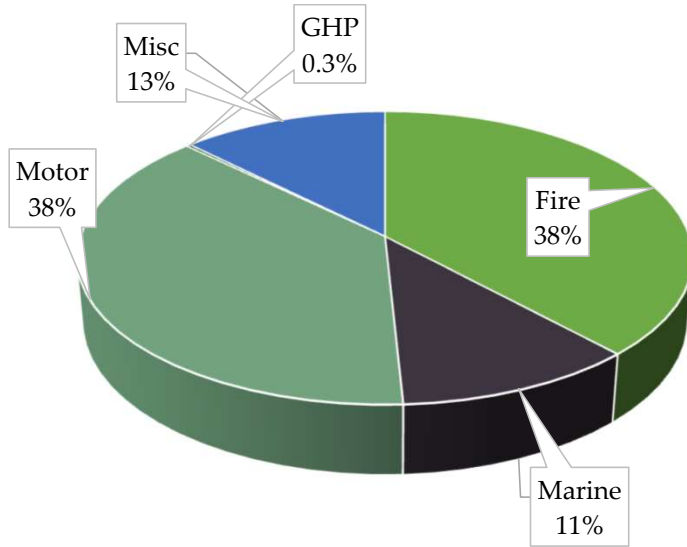




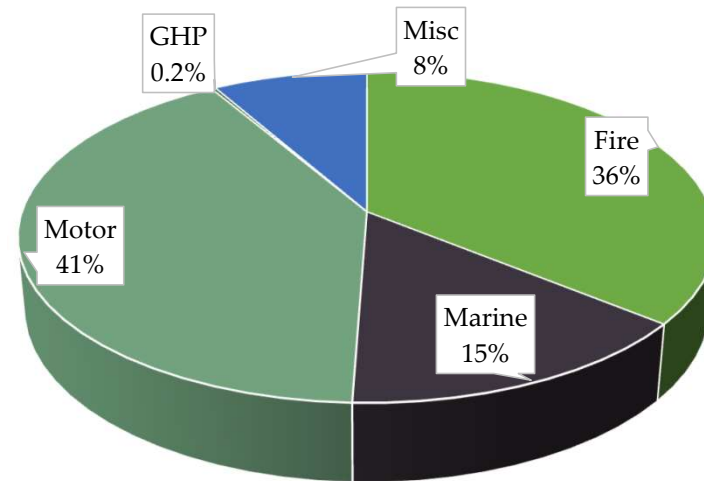
# Portfolio Mix

9M 2023

9 M 2022



■ Fire ■ Marine ■ Motor ■ GHP ■ Misc



■ Fire ■ Marine ■ Motor ■ GHP ■ Misc



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# Balance Sheet

(Rs. In Mn)

Particulars	9M 2023	2022	2021	2020	2019	2018	2017	2016
Investments	1,733	1,637	1,429	1,352	1,302	1,221	1,277	1,725
Cash and Bank	120	396	97	194	121	128	166	148
Other Assets – Current	3,183	2,454	2,599	2,284	2,049	1,820	1,807	1,767
Other Assets – Non-current	102	56	69	185	165	109	20	21
Intangible Assets	0.3	0.4	0.7	2.2	3.1	4.4	5.3	4.2
<b>Total Assets</b>	<b>5,139</b>	<b>4,544</b>	<b>4,194</b>	<b>4,018</b>	<b>3,641</b>	<b>3,282</b>	<b>3,276</b>	<b>3,665</b>
Total Liabilities	3,962	3,375	2,939	2,718	2,391	1,944	1,840	1,929
Paid Up Capital	619	619	619	619	619	619	619	619
General and Capital Reserve	557	549	636	681	630	719	816	1,117
<b>Total Liabilities + Equity</b>	<b>5,139</b>	<b>4,544</b>	<b>4,194</b>	<b>4,018</b>	<b>3,641</b>	<b>3,282</b>	<b>3,276</b>	<b>3,655</b>



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# Operating Data (Underwriting) 1/2

## Conventional

(Rs. In Mn)

Particulars	9M 2023	2022	2021	2020	2019	2018	2017	2016
Gross Premium Revenue	2,270	2,637	2,040	1,658	1,620	1,327	1,163	1,401
Net Premium Revenue	1,163	1,228	806	735	753	532	576	530
Net Claims	(740)	(627)	(380)	(356)	(418)	(312)	(374)	(282)
Net Commission (Expense) / Income	(44)	85	44	51	60	79	59	62
Management Expenses	(560)	(707)	(498)	(308)	(294)	(251)	(245)	(240)
<b>Underwriting Results</b>	<b>(182)</b>	<b>(21)</b>	<b>(29)</b>	<b>121</b>	<b>101</b>	<b>47</b>	<b>16</b>	<b>71</b>



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# Operating Data (Underwriting) 2/2

## Takaful

(Rs. In Mn)

Particulars	9M 2023	2022	2021	2020	2019
Gross Contribution Revenue	431	385	255	146	86
Net Contribution Revenue	138	128	90	39	4
Net Claims	(157)	(122)	(52)	(30)	(15)
Retakaful Rebate	21	25	16	10	6
<b>Underwriting Results</b>	<b>1</b>	<b>31</b>	<b>54</b>	<b>20</b>	<b>(5)</b>



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# Financial Ratios and Analytics 1/2

Particulars		9M 2023	2022	2021	2020	2019	2018	2017	2016
Underwriting Results / Gross Premium & Contribution	%	(6.7)	0.3	1.1	7.8	5.7	3.3	1.4	5.1
Combined Ratio	%	112.0	107.4	103.9	103.6	94.2	106.1	107.4	98.3
Loss Ratio	%	69.0	55.2	48.2	49.8	57.1	59.0	64.8	53.1
Return on Equity	%	6.4	9.5	8.5	4.7	5.6	7.9	7.7	11.0
Earning per Share – Pre-Tax	Rs	0.9	1.1	1.2	0.7	0.8	1.3	1.3	2.3
Earning Growth	%	(32.5)	3.8	73.6	(12.0)	(33.4)	(4.2)	(42.6)	(15.4)
Breakup Value per Share	Rs.	9.5	9.4	10.1	10.5	10.1	10.8	11.6	14.0
Return on Investments	%	12.9	7.6	9.3	7.0	7.2	0.7	16.9	13.8



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# Financial Ratios and Analytics 2/2

Particulars		9M 2023	2022	2021	2020	2019	2018	2017	2016
Face Value Per Share	Rs.	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0
Market Value per share at the start of the year	Rs.	5.0	6.0	6.9	8.5	10.9	11.0	13.8	19.0
Market Value per share Highest during the year	Rs.	6.4	8.2	8.9	12.5	11.9	15	20.5	21.6
Market Value per share Lowest during the year	Rs.	4.4	5.1	6.3	6.9	8	10.5	12.9	15.6
Karachi Stock Exchange Index	Points	46,233	40,420	44,596	43,755	40,735	37,067	40,471	47,807
Cash Dividend Per Share	Rs.	-	0.625	0.625	0.5	0.5	0.75	0.75	0.75
Cash Dividend	%	-	12.5	12.5	10.0	10.0	15.0	15.0	15.0
Dividend Yield	%	-	10.4	9.0	5.9	4.6	6.8	5.5	3.9
Earning Per Share	Rs.	0.61	0.90	0.86	0.5	0.57	0.85	0.89	1.55
Dividend Payout	%	-	70	72	100	88	88	84	48
Dividend Cover	Times	-	1.4	1.4	1.0	1.1	1.1	1.2	2.1





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# Strategic/ Operational Developments

- Attained 20% growth in Overall Gross Underwritten Premiums for the period ending 3<sup>rd</sup> Quarter 2023 as compared to corresponding period last year with Conventional Premium Growth is 14% & Takaful Premium Growth is 59%.
- Increased our Treaty Capacity under Takaful from Rs. 1 Billion to Rs. 1.2 Billion
- 61% growth in business premiums underwritten through our Broker Partners' Network, Broker Partners look after 20% of the annual industry premiums.
- **New Digital Channel:** Alliances & Engagements with Multiple Digital Partners & Insurance Aggregators to offer our retail insurance products through their Digital Platforms. PKR 17.4 Million Gross Premium Underwritten in the year through the Digital Platforms.
- Digitalized All Outward Payments.
- Established 24/7 Service Call Center
- Launched Corporate Customer Centric Motor Claims Portal for easy Claim Intimation and Reporting of Corporate Fleets.
- Underwritten Specialized Insurance Business Classes.
- Participated in multiple BTL Marketing activities, thus increasing our foot print in the Auto Insurance Market.
- Partnered exclusively with Indus Motor Company to offer Toyota Protection Plan (a customized insurance product) for their customers.
- Exclusive Partnership with Changan to offer Changan Care Protection Protection Plan (a customized insurance product) for their customers.
- Development in Progress of HICL's Direct Digital Platform and E-Commerce Web Store for sale of retail products directly from our website.
- Established a dedicated Sales and Service Office in Karachi to strengthen our marketing officers team and further improve our service.
- Launched 24/7 Whatsapp For Business to address Policy Inquiries, Verification, Claim Intimations, Chat Bots etc.



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# Future Outlook

- The year ahead is expected to be remain challenging due to looming uncertainty over local elections and global conflicts.
- Looking ahead for the year 2024, the Company will continue its effort to strive for progress to Inshallah attain better underwriting results through focusing on expansion of business, without compromising on its cautious underwriting, along with improved investment income.



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Q & A