

A laptop is open on a wooden desk in a blurred office setting. The laptop screen displays the following text:

EFU GENERAL INSURANCE LIMITED
Corporate Briefing
Session 2023

AGENDA

- **Company Review**
- **Awards**
- **Financial Highlights September 2023**
- **Contribution to Exchequer**
- **Prospects for 2024**

ABOUT US

- Incorporated in 1932
- Listed on the Stock Exchange since 1949
- Company was allowed to undertake window takaful operations on 16 April 2015.
- EFU General is the most experienced Non-Life Insurance Company and market leader in Pakistan.
- Paid up Capital Rs. 2,000 million.
- Subsidiary EFU Life Assurance Limited.

ABOUT US

- Reinsurance arrangements with :

- Allianz SE Reinsurance
- Hannover Ruck SE
- Korean Reinsurance
- Lloyds of London
- Swiss Reinsurance
- SCOR Reinsurance Asia

- Premium underwritten - September 30, 2023 Rs. 30 Billion.
- EFU Group's Premium - September 30, 2023 Rs. 58 Billion.



GENERAL

Insurance Financial Strength

AA+

Outlook stable

VIS

AA+

Outlook stable

PACRA

B -

Outlook Negative

A. M. BEST



For the latest rating
access www.ambest.com



LIFE



AA+ Stable outlook from VIS



HEALTH



Pioneer and Leader

Pakistan's first specialized health insurer

Rating A+ Stable Outlook from VIS



AWARDS

Our pursuit for the best continues to reap rewards year after year. The following are some of the major awards received in 2023.

- 1. 15th Corporate Social Responsibility Award 2023.**
- 2. 20th Annual Environment Excellence Award 2023.**
- 3. Brand Icons of Pakistan 2022.**
- 4. Certificate of Merit for Best Corporate Report Award 2022.**
- 5. 13th Fire and Safety Award 2023.**

ISO 9001: 2015 Certification

EFU General received certification of registration of ISO 9001: 2015 which is an ongoing quality assessment of the brands. For this certificate, EFU proved itself as a high quality brand in the field of insurance endorsing that the entity is strictly complying with the Quality Management System.

VISION

To continue our journey to be better than the best.

OUR VALUES

Our philosophy is to be the leading Company with service above par, with integrity, excellence, and professionalism.

FOLLOWING ARE OUR CORE VALUES:

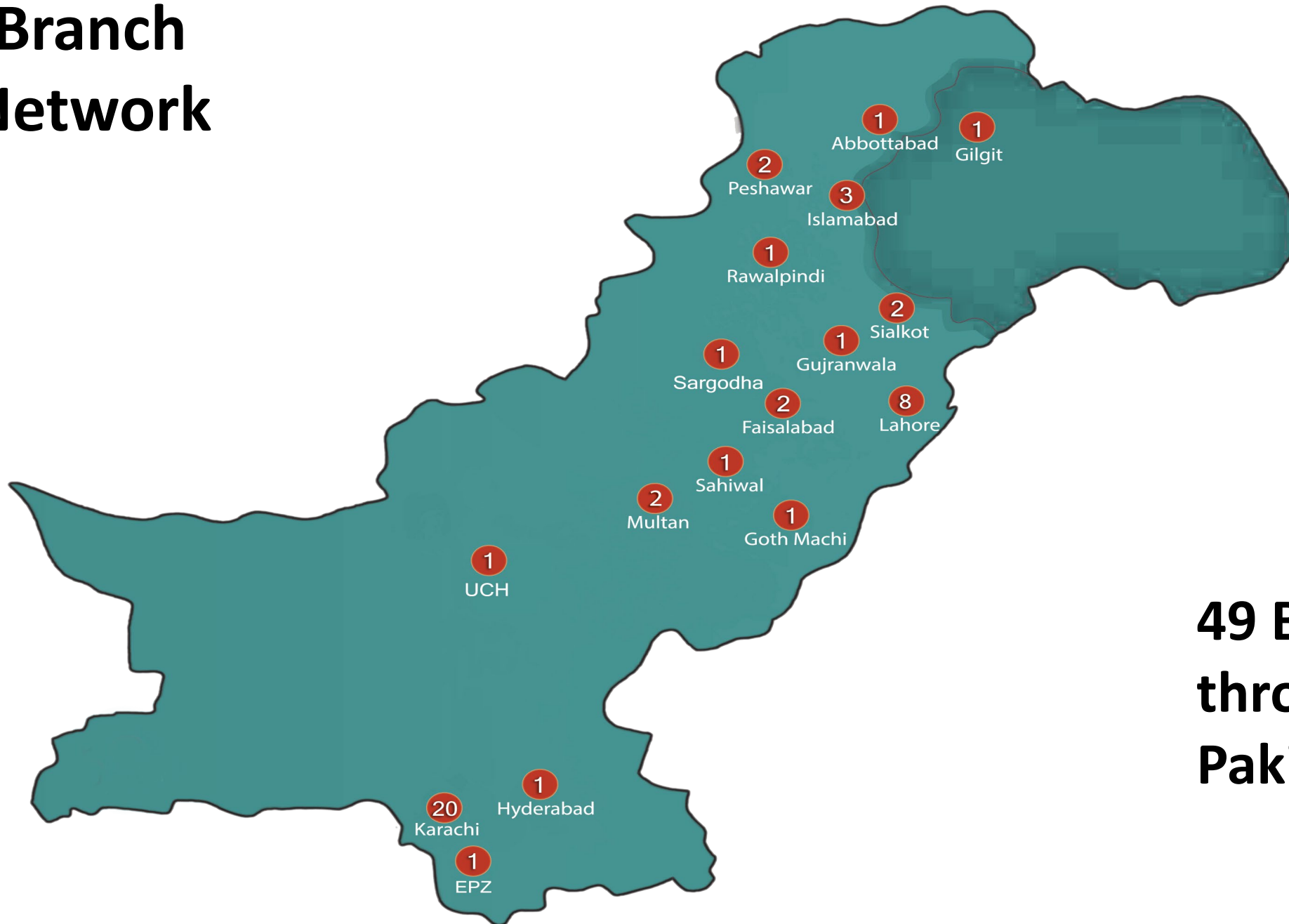
- **Integrity and Ethics**
Conduct business with ethics, dignity, fairness and transparency.
- **Excellence**
We measure our performance by results but more by quality of service.

MISSION

To provide services beyond expectation with a will to go an extra mile. In the process, continue to upgrade technology, human resource and reinsurance protection.

- **Professionalism**
We believe professionalism is perfection. Business resources are utilized in a manner to achieve optimum returns on resources.
- **Our People**
In EFU we work like a family. Everyone is treated with respect and without any discrimination.
- **Corporate Social Responsibility**
We donate to various institutions in health and education sectors, to improve the lifestyle of common man.
- **Code of conduct**
The Board has adopted the Statement of Ethics and Business Practices to be followed by directors and employees.

Branch Network



**49 Branches
throughout
Pakistan**

KEY HIGHLIGHTS SEPTEMBER 2023

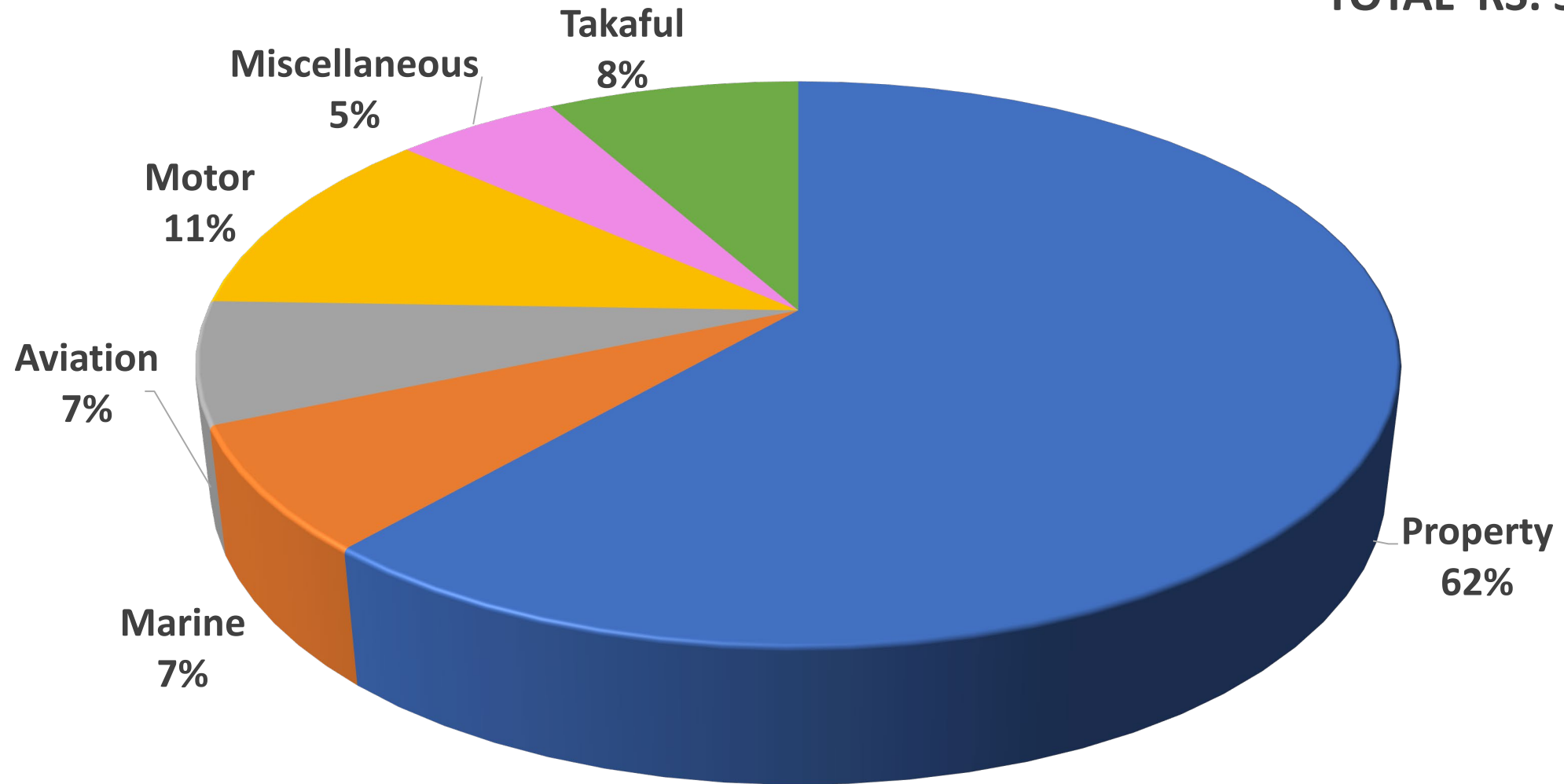
GROSS PREMIUM (Including takaful contribution) 29,989 (Rupees in Million)	INVESTMENT & OTHER INCOME 2,116 (Rupees in Million)	TOTAL ASSETS 62,334 (Rupees in Million)
CLAIM PAID 5,862 (Rupees in Million)	PROFIT AFTER TAX 1,617 (Rupees in Million)	INVESTMENT & PROPERTIES 28,006 (Rupees in Million)
UNDERWRITING RESULTS 227 (Rupees in Million)	EARNINGS PER SHARE 8.09 (Rupees per share)	SHAREHOLDERS EQUITY 18,292 (Rupees in Million)



FINANCIAL PERFORMANCE AT A GLANCE

Segment Wise Written Premium for the nine months period ended September 30, 2023

TOTAL RS. 30 BILLION



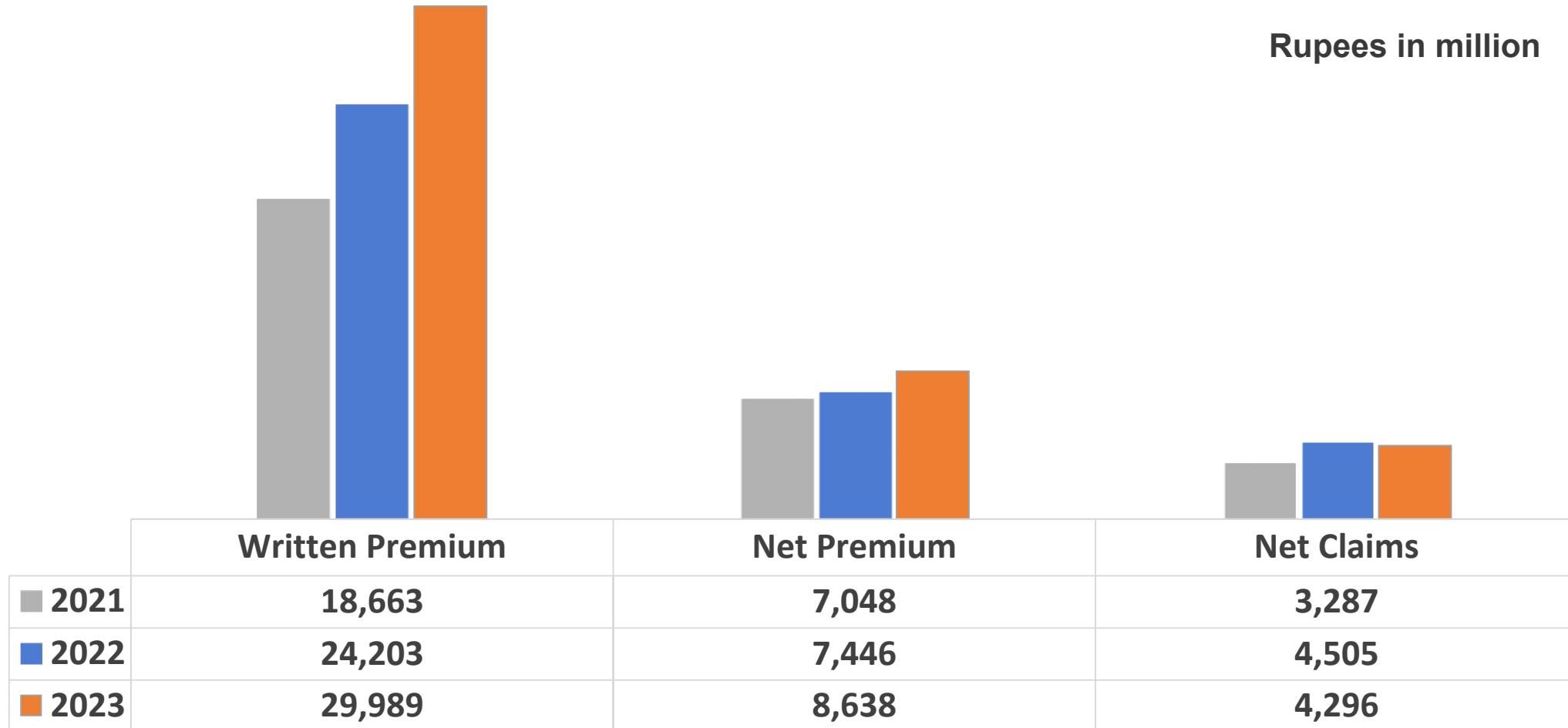
Profit & Loss Account for the nine months period ended September 30

Rupees in million

Financial Indicators	2023	2022	Change %
Written Premium	27,555	21,937	26
Net Insurance Premium	8,638	7,446	16
Underwriting Results	227	(491)	146
Investment, Rental and other Income	2,116	1,971	7
Profit from Window Takaful Operations	521	255	104
Profit after tax	1,617	1,043	55
Earnings per share (Rupees)	8.09	5.21	55

Written Premium (including takaful contribution), Net Premium and Net Claims for the nine months period ended September 30

Rupees in million



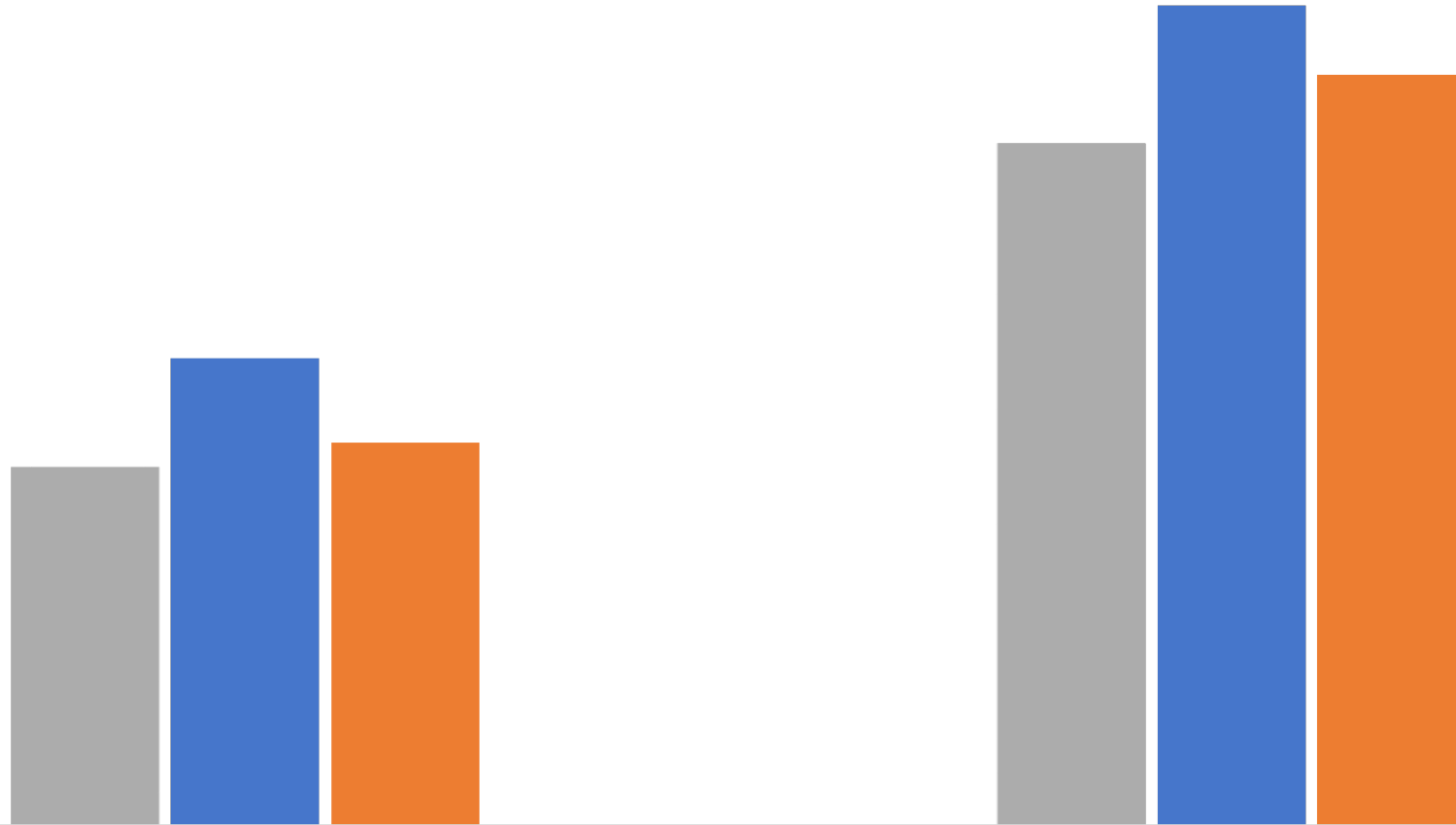
Profit before and after tax for the nine months period ended September 30

Rupees in million



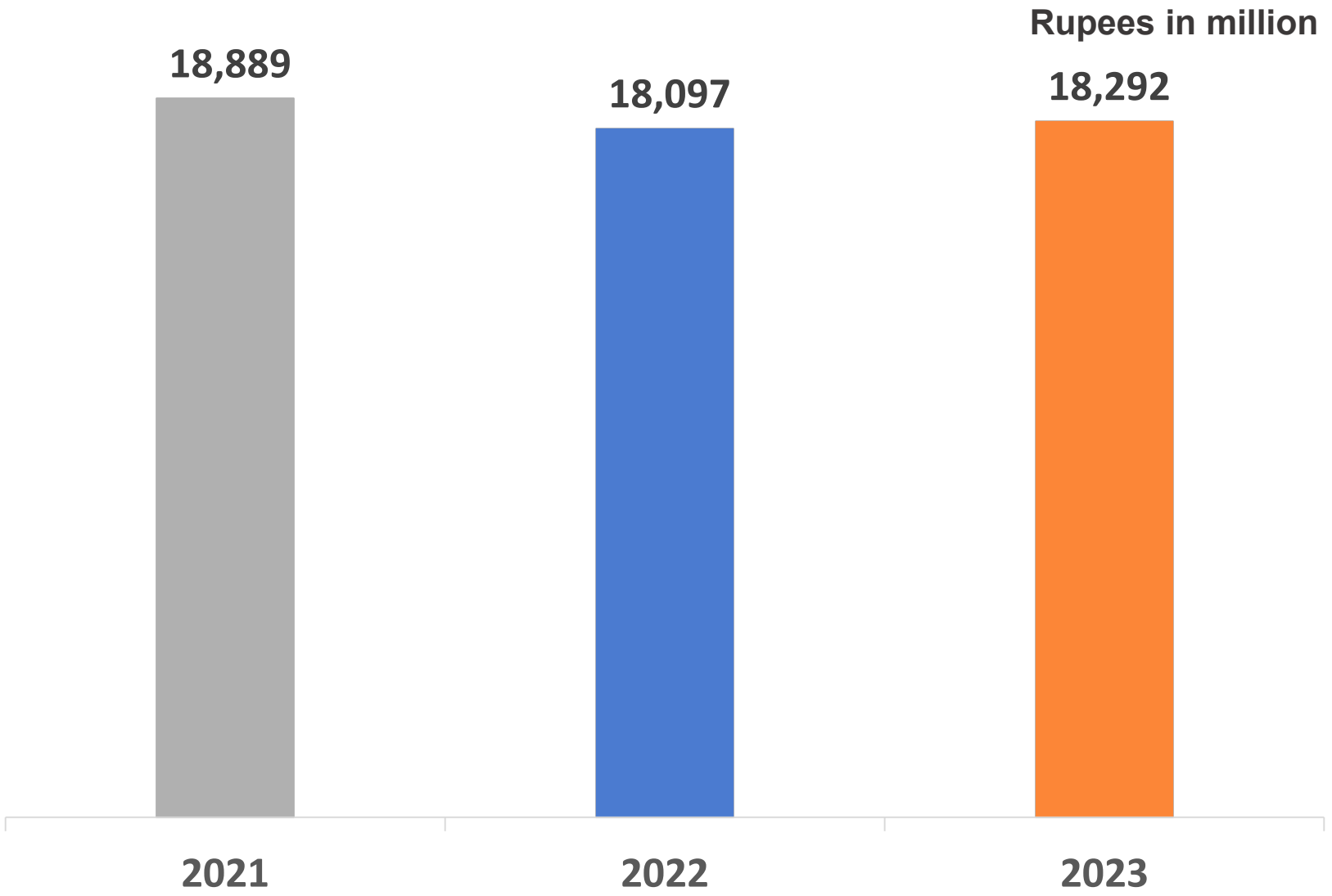
	Profit before tax	Profit after tax
■ 2021	2,640	1,882
■ 2022	1,679	1,043
■ 2023	2,791	1,617

Claim Ratio % and Combined ratio% for the nine months period ended September 30



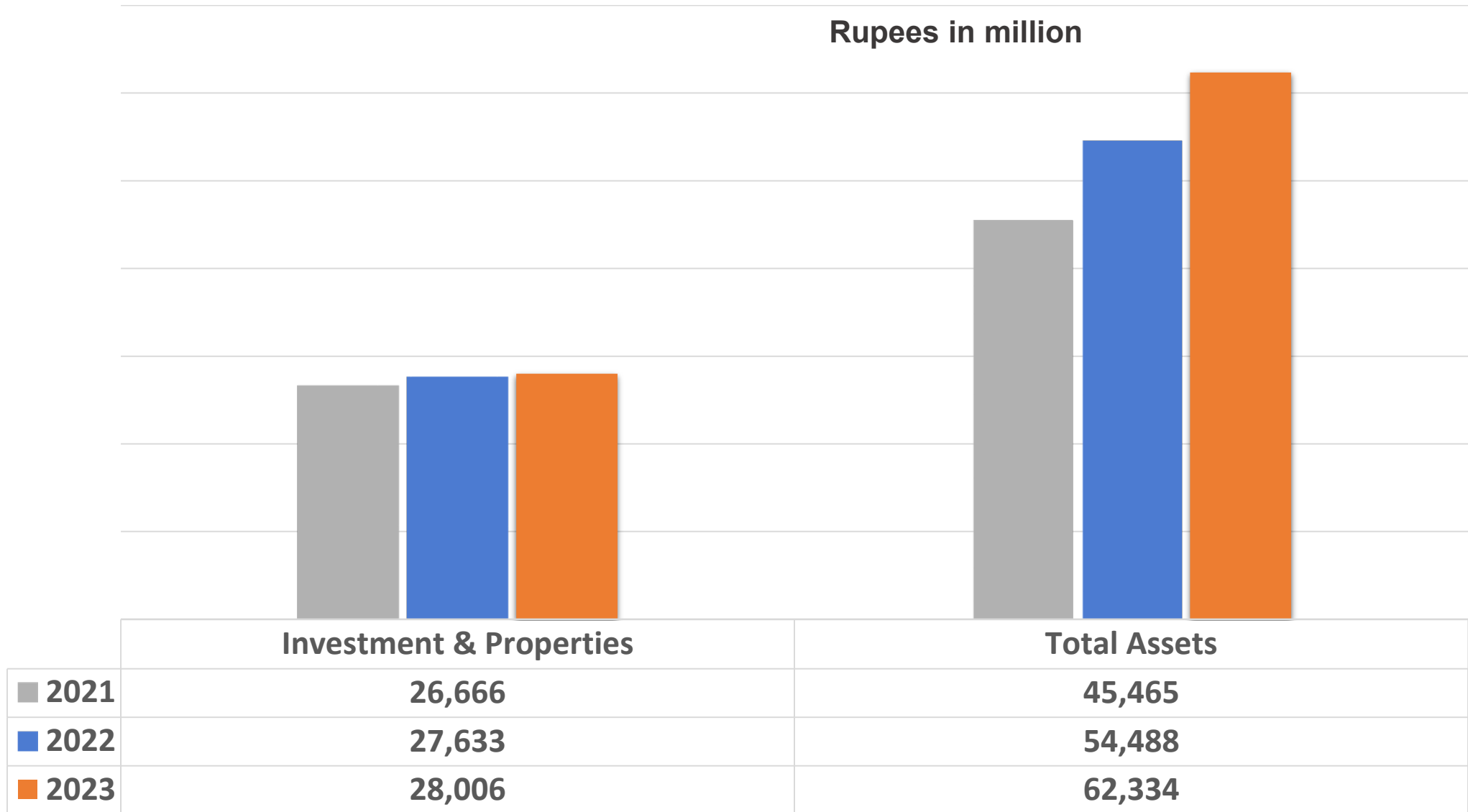
	Claim Ratio	Combined Ratio
2021	47	89
2022	61	107
2023	50	98

Shareholders Equity as at September 30



Investments, Properties and Total Assets as at September 30

Rupees in million



Consolidated Accounts as at September 30

Rupees in million

Financial Indicators	2023	2022
	Written Premium (Including takaful Contribution)	53,974
Net Insurance Premium	34,025	33,514
Profit after tax	2,036	1,033
Controlling Profit	1,484	607
Earnings per share after tax - Rupees	7.42	3.04
Equity Securities	20,165	23,292
Debt Securities	162,662	141,557
Total Assets	256,678	234,715

CONTRIBUTION TO EXCHEQUER UPTO SEPTEMBER 30, 2023

The company contributed Rs. 5.85 billion to the national economy in terms of taxes and duties.



OUTLOOK

Pakistan's economy is going through challenging times due to external account deficits, substantial financing requirements and high commodity prices. However, resumption of IMF program is likely to pave way to stabilize the economy and share market.

PROSPECTS - 2024

Our strategy for 2024 is to continue to deliver sustainable profitable growth in a challenging business environment and to maintain a leading position in Pakistan.

The key performance indicators devised for achieving the management objective will as before, be the maximization of customer satisfaction, improvement in operational underwriting results, and increasing the overall value for stakeholders.

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