

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

Handwritten Arabic calligraphy in black ink on aged, yellowish paper. The text is written in a highly stylized, cursive script (likely Thuluth or similar). The words are arranged in a single line, starting with the Bismillah (In the name of Allah, the Most Gracious, the Most Merciful). The calligraphy features thick, bold strokes and intricate flourishes. Small decorative elements, including dots and short lines, are scattered around the main text. A signature and date are visible in the lower right corner of the calligraphic area.

# *5th CORPORATE BRIEFING SESSION - 2023*



**THE UNIVERSAL INSURANCE CO. LTD.**

## **COMPANY OVERVIEW**

The Universal Insurance Company Limited – a part of Bibojee Group of Companies was established by an eminent industrialist the late Lt. Gen. (R) M. Habibullah Khan Khattak.

This Company entered into insurance market in 1960. Bibojee Services (Pvt.) Limited holds 86 % of ordinary shares of the Company. The Company's principal activity is underwriting non-life insurance business.

Pakistan Credit Rating Agency (PACRA) has assigned Insurer Financial Strength (IFS) rating of "A" with stable outlook which denotes a very strong capacity to meet policyholders' and contracts obligations.

The company is protected through its renowned re-insurer like:

- Pakistan Re-Insurance Company

## **VISION**

We, at Universal Insurance Company Limited recognize the importance of satisfying our customers by consistently providing quality insurance service in accordance with their needs and expectations. We strive to be competent partner of our customers against insured perils.

## **MISSION**

We strive to provide our customers cost effective insurance cover by continually increasing the productivity of our employees. To increase productivity, we conduct regular training programs during which employees are assessed and allocated a career path in accordance with their performance.

We diligently follow the applicable laws, ensure strict compliance by conducting regular internal audits and educating our employees about the law.

We try to improve our services by continually assessing our systems and procedures bases on customers and team feedback. We strive to maintain a customer focused approach by ensuring that our service is delivered to the customers on time, according to the customers required specifications and with in our stipulated cost.

# SERVICES

- ▶ Fire & Property Insurance
  - ▶ Marine Insurance
  - ▶ Motor Insurance
  - ▶ Miscellaneous and Health Insurance
- 
- A decorative graphic consisting of several parallel white lines of varying lengths, slanted upwards from left to right, located in the bottom right corner of the slide.

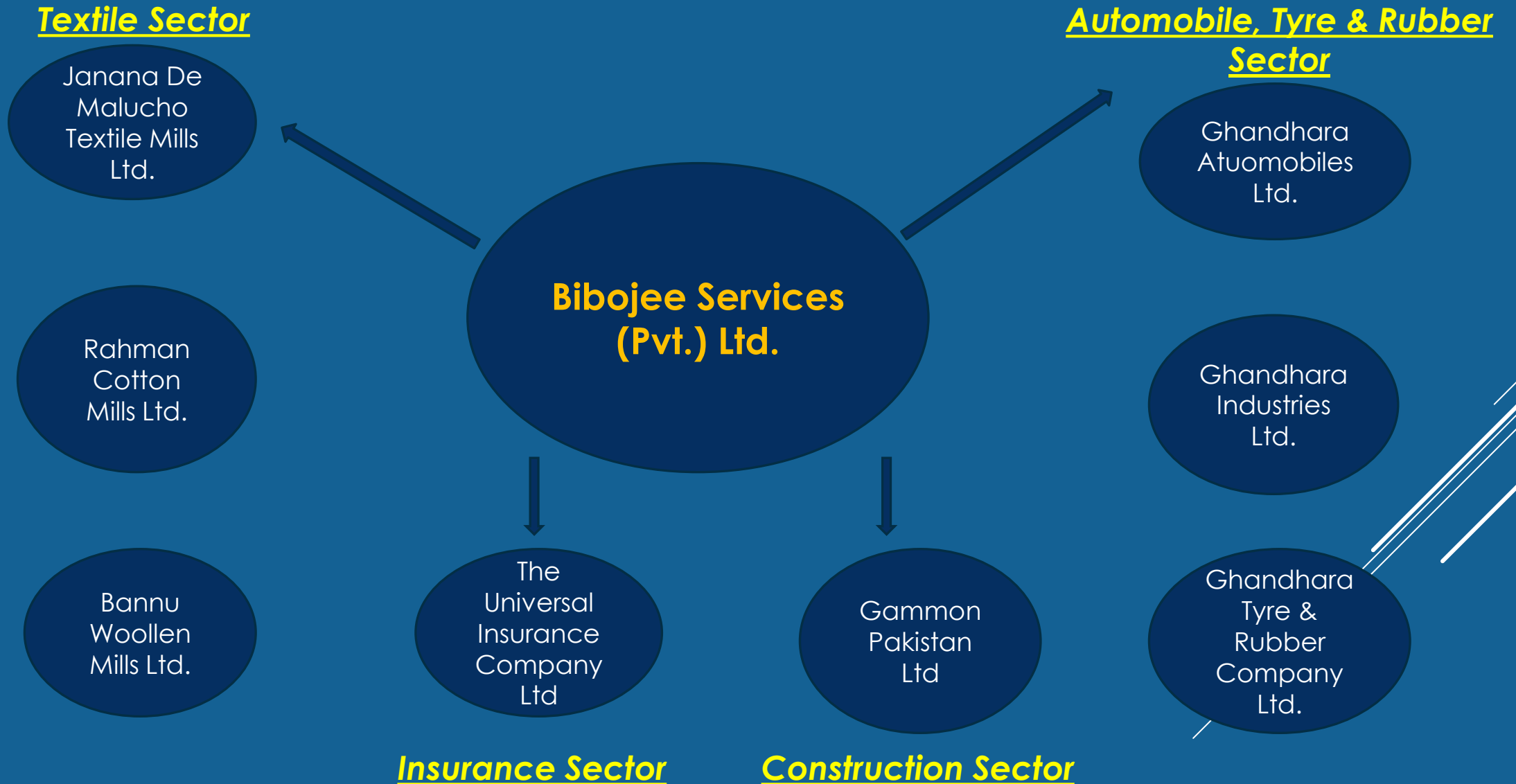
# BOARD OF DIRECTORS

- ▶ Lt. Gen (R) Ali Kuli Khan Khattak Chairman
- ▶ Dr. Shahin Kuli Khan Khattak Chief Executive
- ▶ Mr. Ahmed Kuli Khan Khattak
- ▶ Mrs. Shahnaz Sajjad Ahmed
- ▶ Mr. Khalid Kuli Khan Khattak
- ▶ Wing Commd. (R) Javaid Ahmad Afzal Independent
- ▶ Dr. Hassan Iqbal Independent

## MANAGEMENT TEAM/ HEAD OF DEPT.

- ▶ Mr. Amir Raza Principal Officer
- ▶ Mr. Abdul Waheed Ch Chief Financial Officer
- ▶ Mr. Ashfaq Ahmed Internal Auditor
- ▶ Mr. Liaqat Ali Shaukat Company Secretary
- ▶ Mr. Aftab Rashid Head of IT Dept.
- ▶ Mr. Muhammad Alyas Head of Re-Insurance

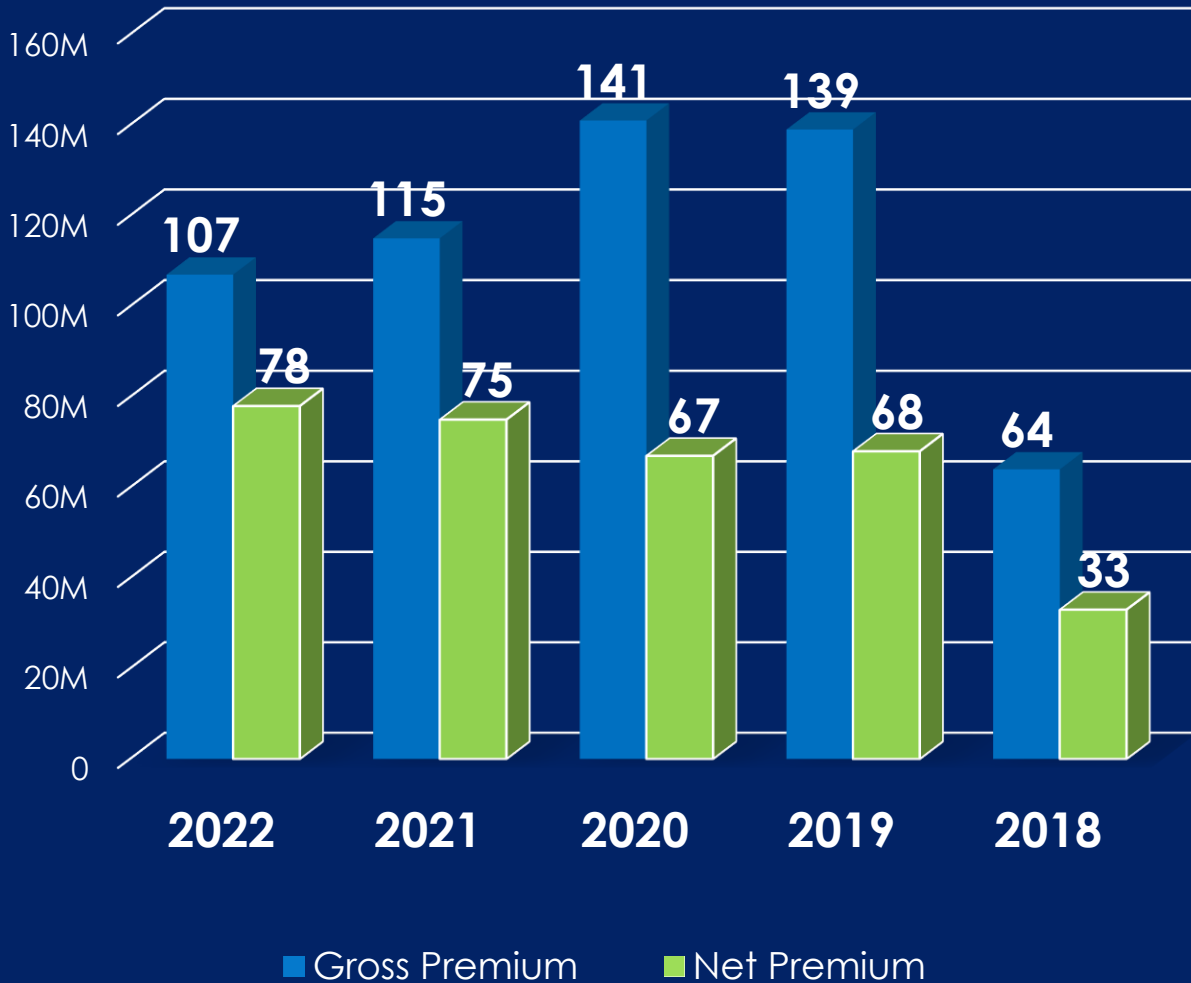
# BIBOJEE GROUP INFORMATION



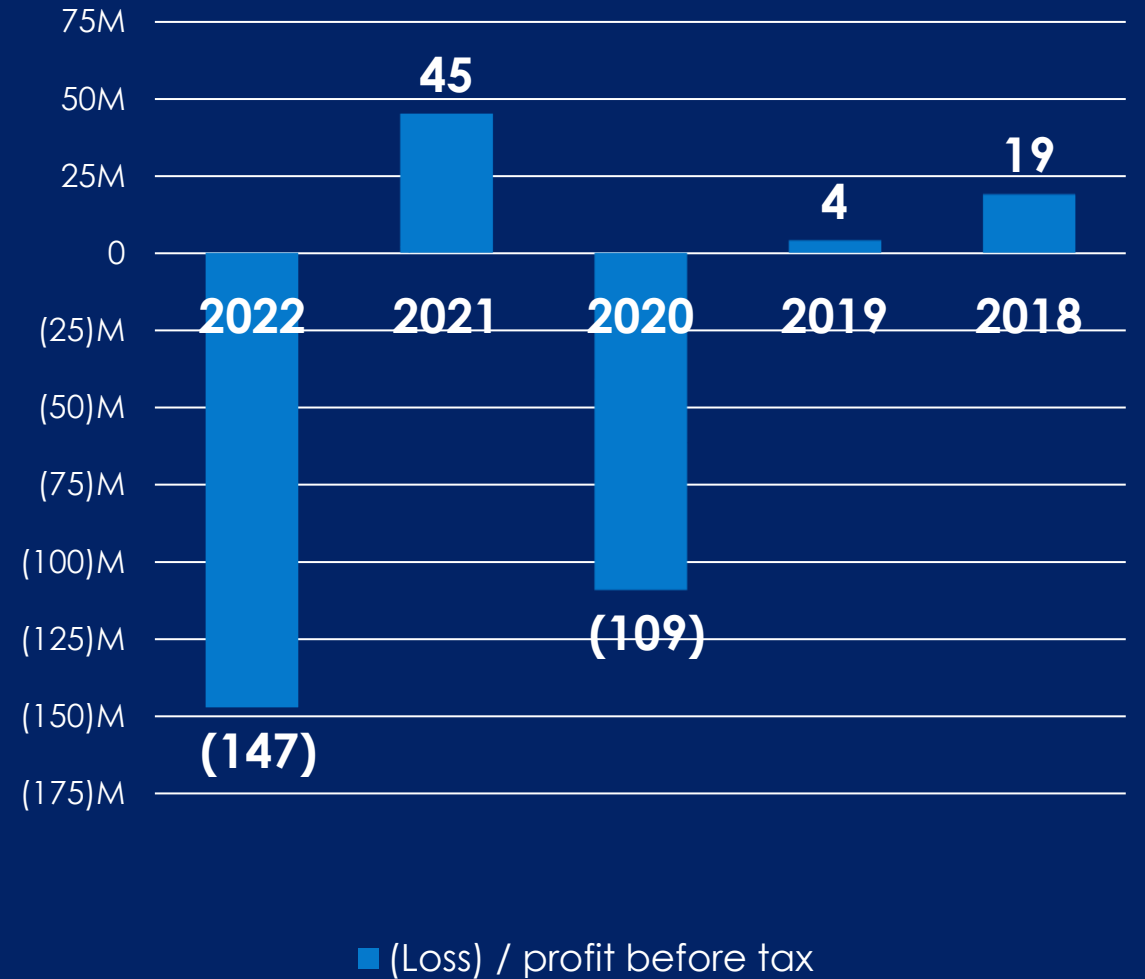


# FIVE YEARS PERFORMANCE AT A GLANCE

## Gross Premium & Net Premium

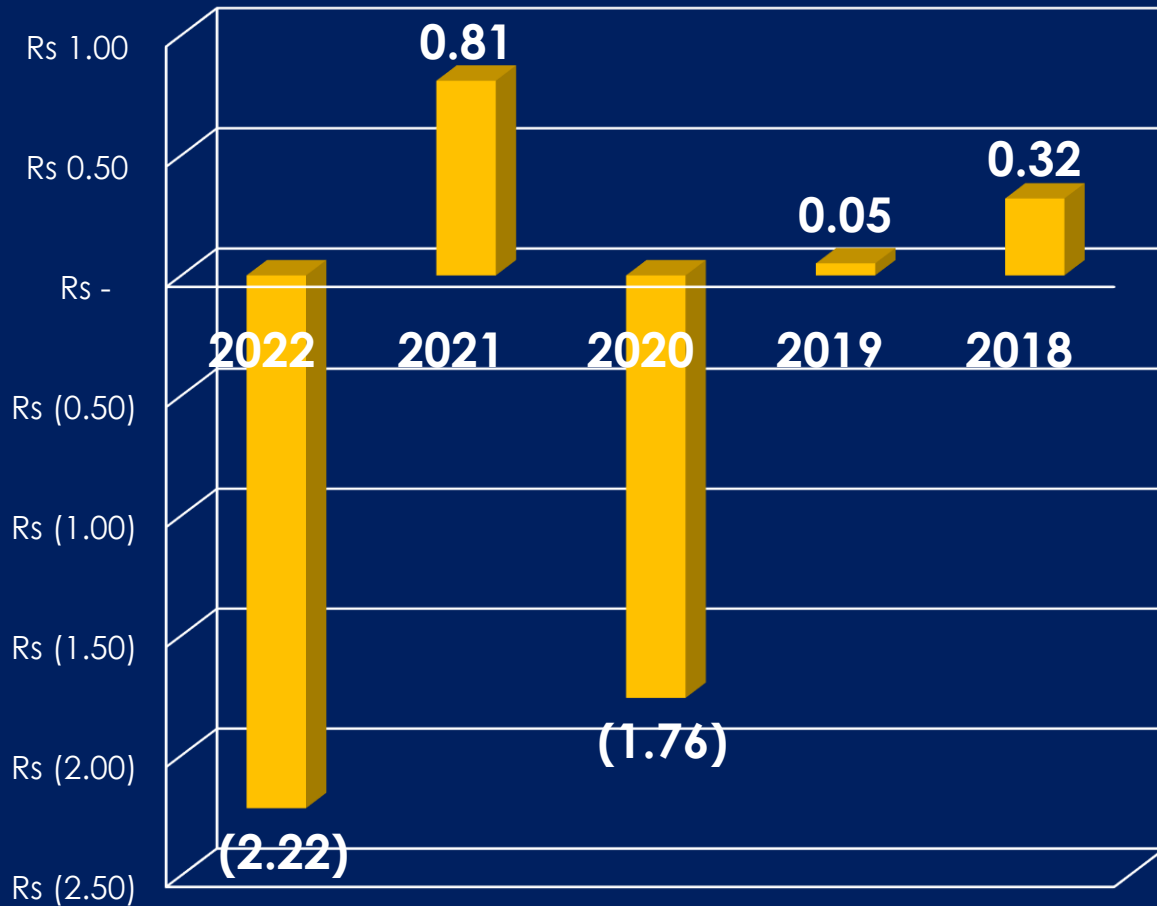


## Profit / (loss) before tax

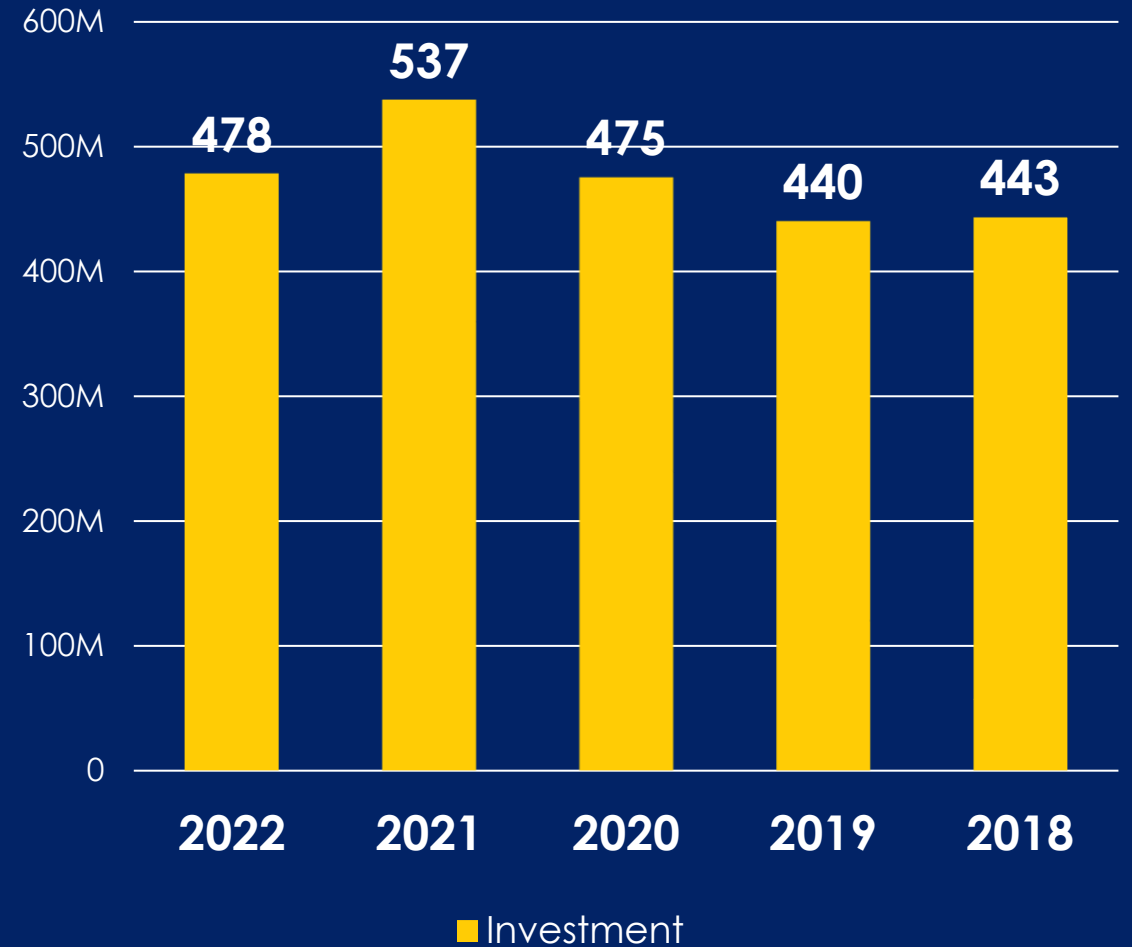


# FIVE YEARS PERFORMANCE AT A GLANCE

## EPS (Rs)



## Investments

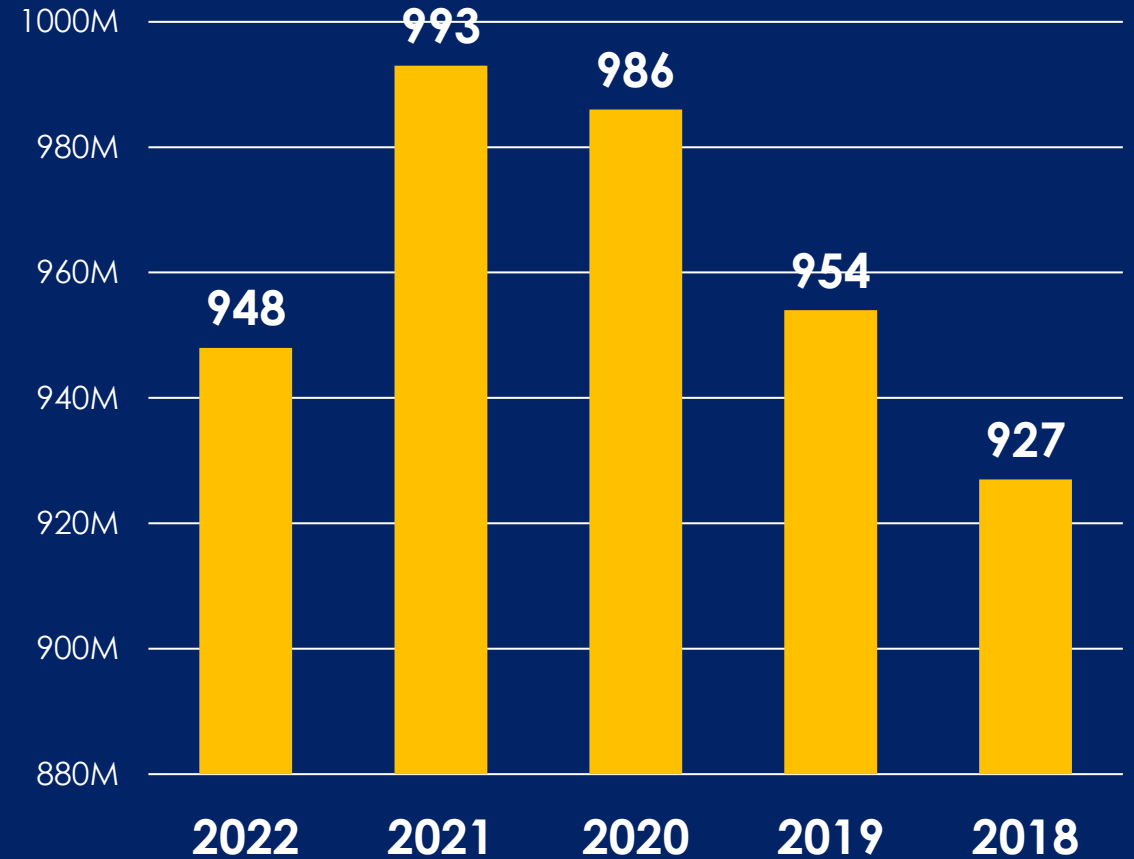


# FIVE YEARS PERFORMANCE AT A GLANCE

## Paid-up Capital / Equity

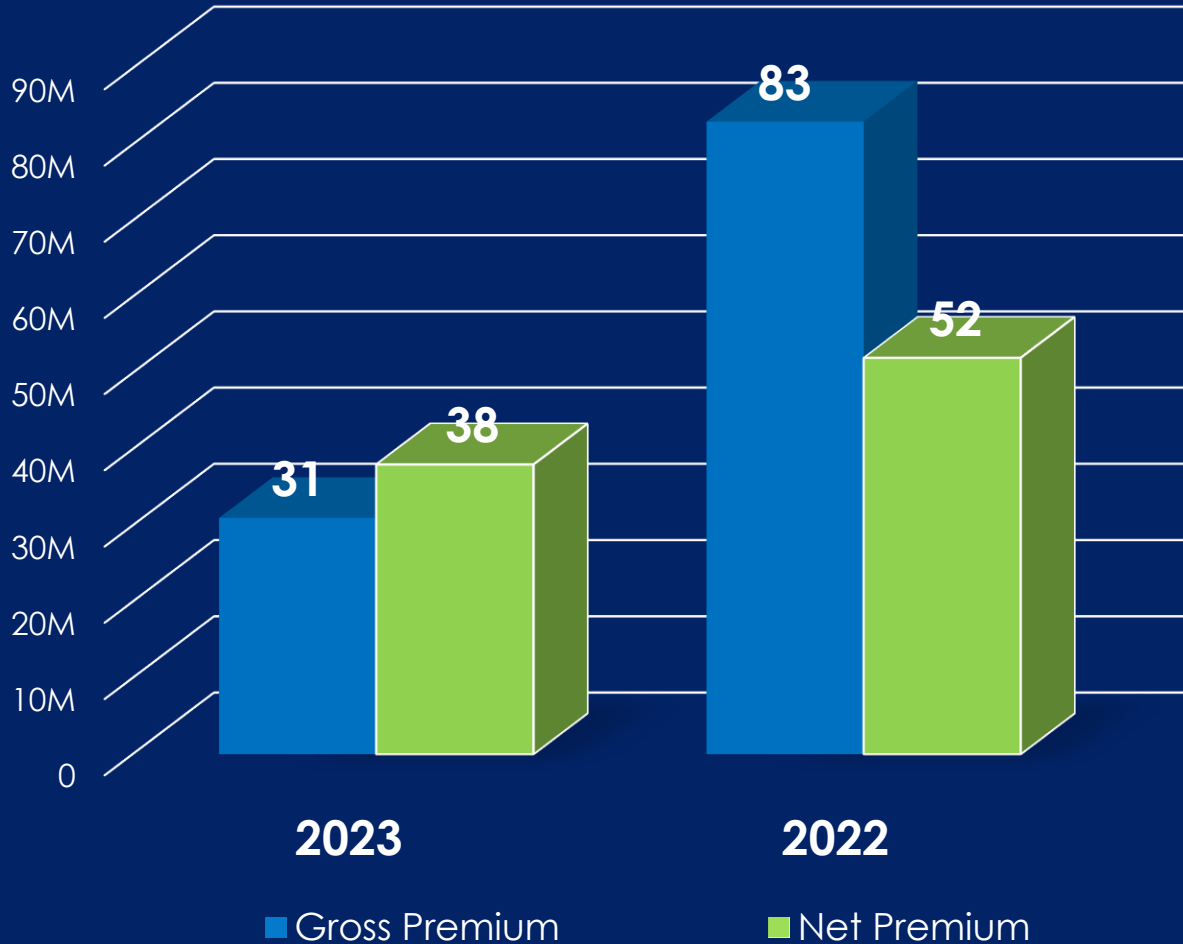


## Total Assets

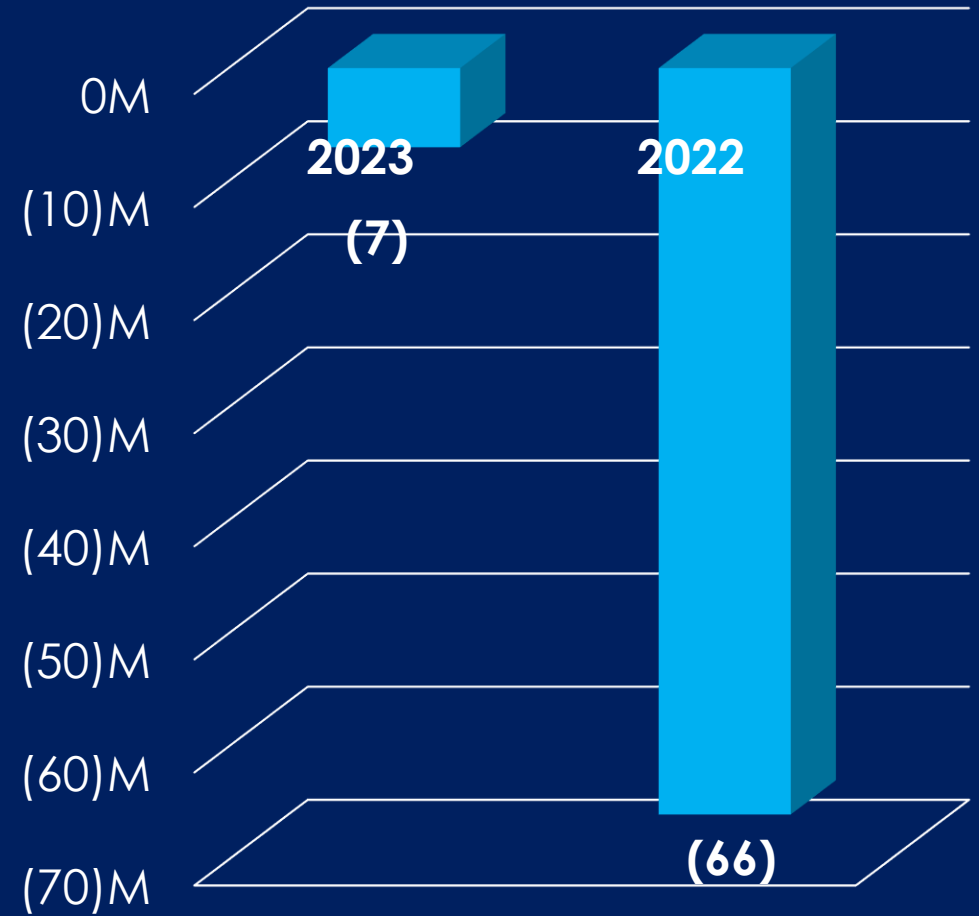


# NINE MONTHS PERFORMANCE AT A GLANCE (2023 & 2022)

## Gross Preimum & Net Preimum

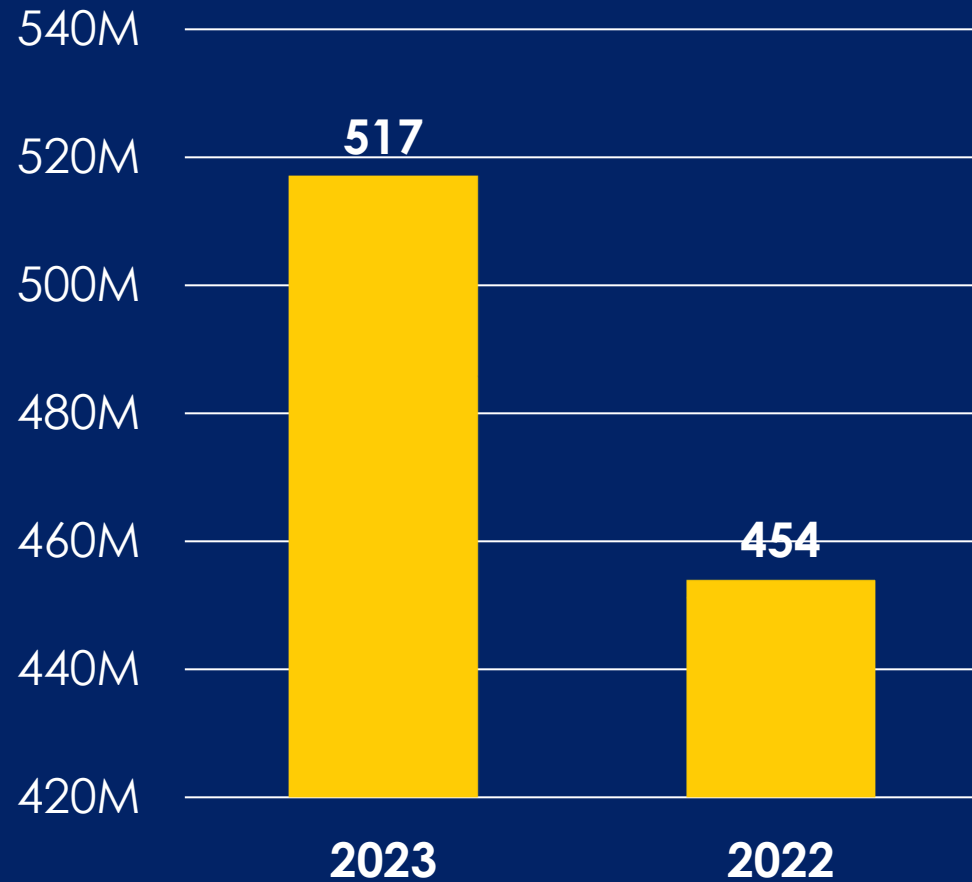


## Loss after Tax

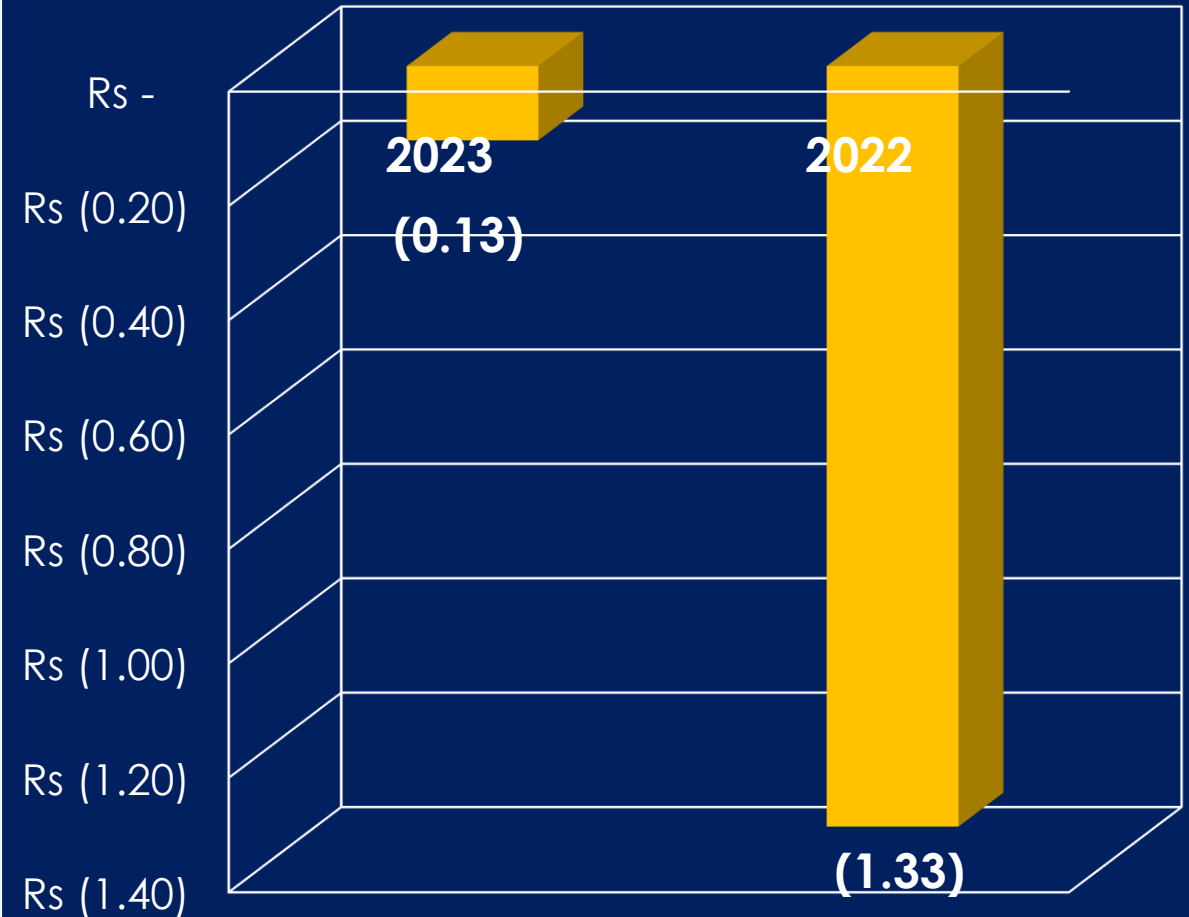


# NINE MONTHS PERFORMANCE AT A GLANCE (2023 & 2022)

## Investments

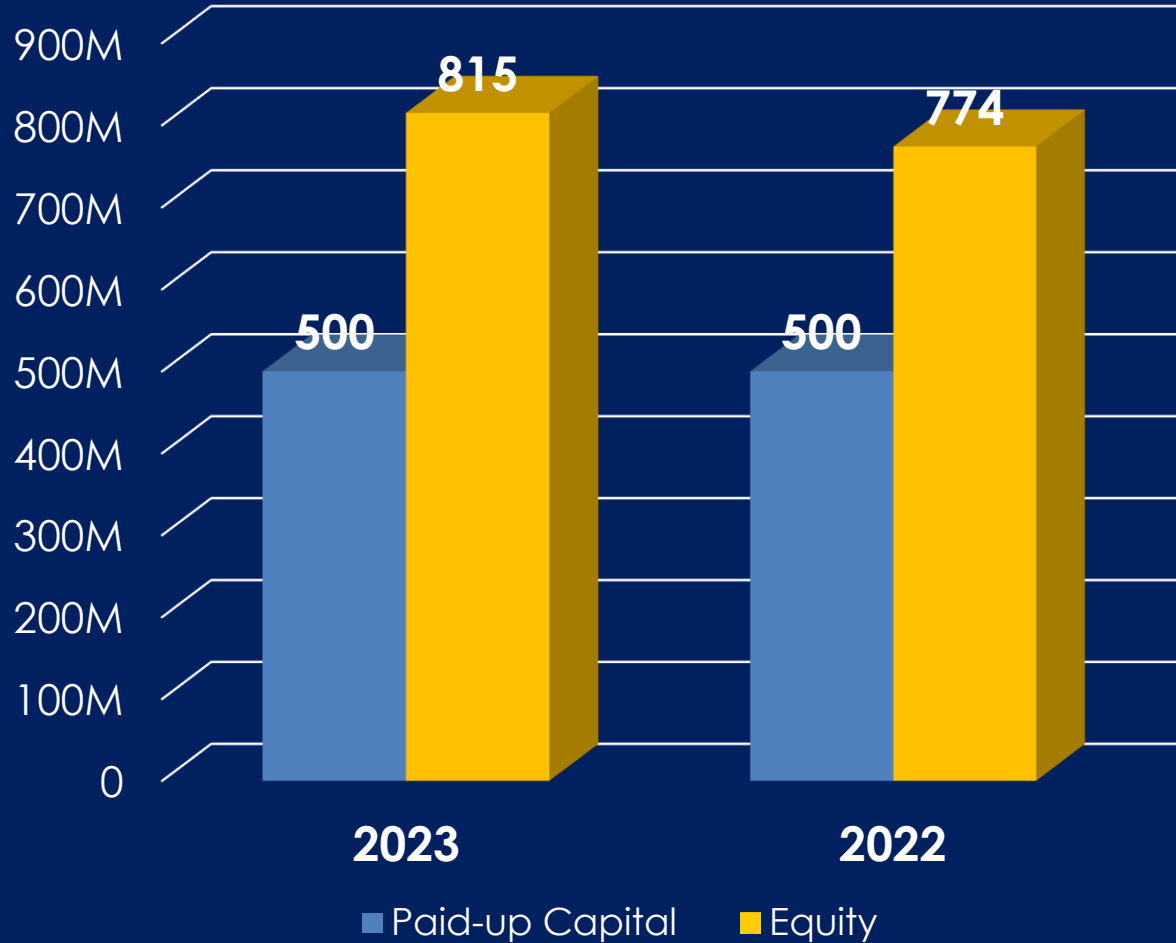


## EPS (Rs)

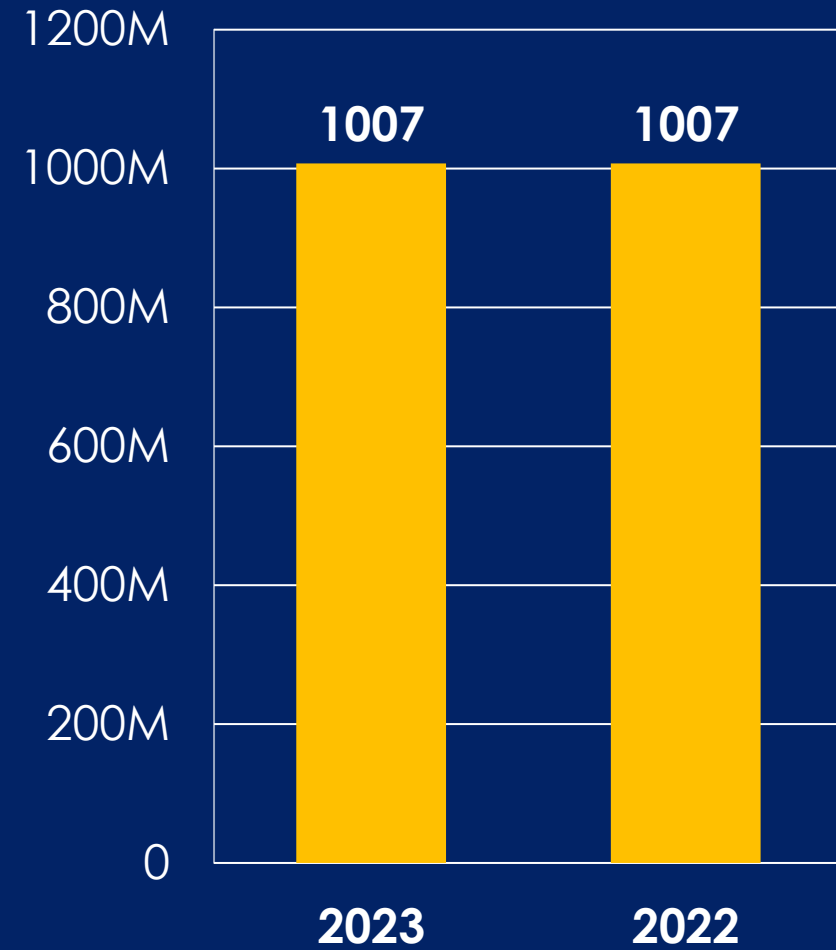


# NINE MONTHS PERFORMANCE AT A GLANCE (2023 & 2022)

## Paid-up Capital / Equity



## Total Assets



## VARIANCE ANALYSIS – PROFIT OR LOSS NINE MONTHS ENDED SEPTEMBER, 2023 VS 2022

DESCRIPTION	2023	2022	VARIANCE
	(Rupees in thousand )		
Gross insurance premium	30,644	83,237	(52,593)
Net insurance premium	38,067	52,171	(14,104)
Net insurance claim expense	(23,579)	(57,542)	33,963)
Premium deficiency	701	-	701
Net commission	(4,754)	(7,606)	2,852
Insurance claims and acquisition costs	<b>(27,632)</b>	<b>(65,148)</b>	<b>37,516</b>
Management expenses	(66,896)	(66,893)	(3)
Underwriting results	<b>(56,461)</b>	<b>(79,870)</b>	<b>23,409</b>
Investment income	8,189	10,947	(2,758)
Rental income	609	894	(285)
Other income	18,509	1,017	17,492
Other expenses	(6,456)	(4,495)	1,961
Results of operating activities	<b>(35,610)</b>	<b>(71,507)</b>	<b>35,897</b>
Share of Profit/ (loss) of associates – net	4,438	(13,456)	17,894
Loss before taxation	<b>(31,172)</b>	<b>(84,963)</b>	<b>53,791</b>
Taxation	24,544	18,508	6,036
Loss after taxation	<b>(6,628)</b>	<b>(66,455)</b>	<b>59,827</b>

**STRATEGIC**


**AND**

**OPERATION DEVELOPMENT**



# DISCLAIMER

This presentation shows facts and future strategy only. Implementation of future strategy is always subject to positive and favorable economic indicators of the Company.





Thank  
you

