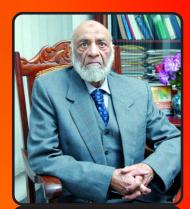
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**October, November, December 2015** 



Obituary: Ch. Muhammad Sadiq

## **Insurance Journal Performance Awards 2015**





### Held at HOTEL MARRIOTT, Karachi on 15th December, 2015

### **Inside:**

**Formation of Consultative Group on Insurance by Securities and Exchange Commission of Pakistan** 



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SPI SALAMA WINDOW TAKAFUL OPERATOR

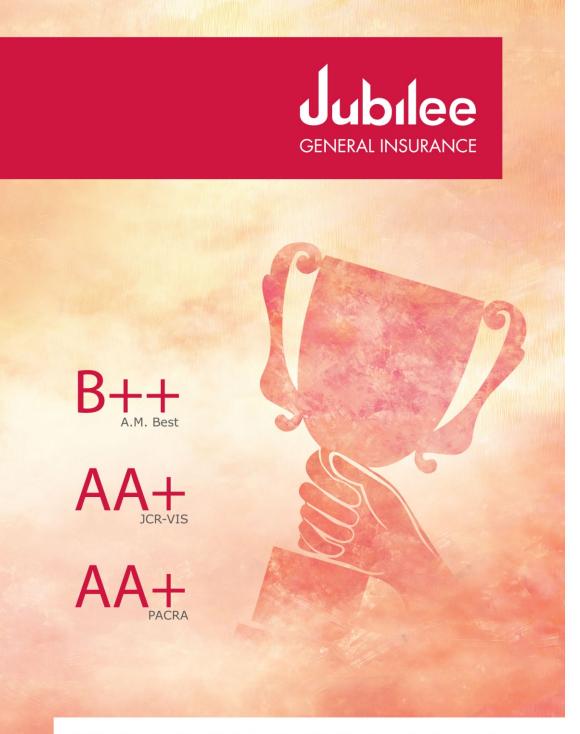
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INSURANCE

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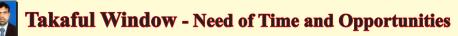
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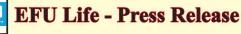




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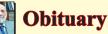
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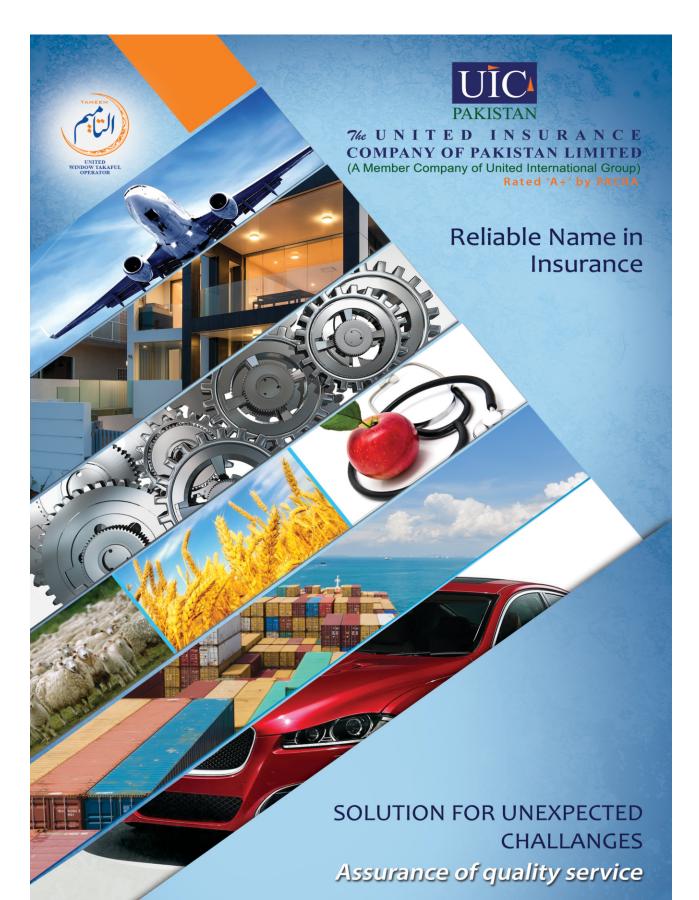


Legal Section



October, November, December 2015

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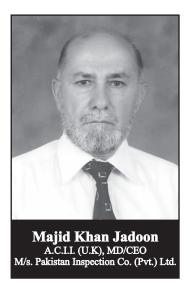
#### TR/ HIGHEST LOWEST CURREN OPENING COMPANY TRADE **SURANCE SECTOR O** 1885 1885 SI EX Ð 74 9191 9402 5821 9311 9311 (Quarter: July, August, September 2015) (95 105 12 58 76 58 76 9 12 743 743 Compiled By: Khurram Shahzad

| Company  | Paid up<br>Capital<br>(Rs. in Million) | Face<br>Value<br>Rs. | Higest<br>Rate<br>Rs. | Lowest<br>Rate<br>Rs. | Turnover of<br>Shares | Announcement During the<br>Quarter |
|--|--|----------------------|-----------------------|-----------------------|-----------------------|------------------------------------|
| Adamjee Insurance Company Limited                | 3,500                                  | 10.00                | 61.49                 | 47.57                 | 163,825,500           | Dividend = 15%                     |
| Asia Insurance Company Limited                   | 300                                    | 10.00                | -                     | -                     | -                     |                                    |
| Askari General Insurance Company Limited         | 388                                    | 10.00                | 39.85                 | 30.13                 | 1,567,500             |                                    |
| Atlas Insurance Limited                          | 702                                    | 10.00                | 76.99                 | 70.00                 | 301,500               |                                    |
| Beema-Pakistan Company Limited                   | 417                                    | 10.00                | -                     | -                     | -                     |                                    |
| Business & Industrial Insurance Company Ltd.     | 86                                     | 10.00                | -                     | -                     | -                     |                                    |
| Century Insurance Company Limited                | 457                                    | 10.00                | 27.56                 | 20.50                 | 8,239,000             |                                    |
| Crescent Star Insurance Limited                  | 620                                    | 10.00                | 17.89                 | 8.40                  | 61,881,500            |                                    |
| Cyan Limited                                     | 586                                    | 10.00                | 116.92                | 75.00                 | 5,226,000             |                                    |
| East West Insurance Company Limited              | 365                                    | 10.00                | -                     | -                     | -                     |                                    |
| East West Life Assurance Company Limited         | 594                                    | 10.00                | 13.60                 | 7.50                  | 699,500               |                                    |
| EFU General Insurance Limited                    | 1,600                                  | 10.00                | 163.40                | 134.00                | 394,800               | Dividend = 10%                     |
| EFU Life Assurance Limited                       | 1,000                                  | 10.00                | 260.00                | 195.00                | 216,700               | Dividend = 10%                     |
| Habib Insurance Company Limited                  | 495                                    | 5.00                 | 22.29                 | 18.95                 | 3,687,500             |                                    |
| Hallmark Insurance Company Limited               | 5                                      | 10.00                | -                     | -                     | -                     |                                    |
| IGI Insurance Limited                            | 1,227                                  | 10.00                | 260.70                | 205.35                | 5,655,800             | Dividend = 20%                     |
| IGI Life Insurance Limited                       | 500                                    | 10.00                | 144.70                | 114.00                | 43,400                |                                    |
| Jubilee General Insurance Company Limited        | 1,569                                  | 10.00                | 127.99                | 86.45                 | 658,500               | Dividend = 15%                     |
| Jubilee Life Insurance Company Limited           | 721                                    | 10.00                | 525.00                | 405.00                | 340,200               | Dividend = 30%                     |
| Pakistan Guarantee Insurance Company Ltd.        | 25                                     | 10.00                | -                     | -                     | -                     |                                    |
| Pakistan Reinsurance Company Limited             | 3,000                                  | 10.00                | 38.90                 | 28.65                 | 36,108,500            |                                    |
| PICIC Insurance Limited                          | 350                                    | 10.00                | 12.90                 | 9.00                  | 360,000               | Right Issue = 100% at Par          |
| Premier Insurance Limited                        | 303                                    | 10.00                | 41.50                 | 27.80                 | 342,000               |                                    |
| Progressive Insurance Company Limited            | 85                                     | 10.00                | -                     | -                     | -                     |                                    |
| Reliance Insurance Company Limited               | 403                                    | 10.00                | 18.10                 | 10.85                 | 16,660,500            |                                    |
| Shaheen Insurance Company Limited                | 450                                    | 10.00                | 9.95                  | 4.95                  | 8,793,500             |                                    |
| Silver Star Insurance Company Limited            | 306                                    | 10.00                | 12.09                 | 5.71                  | 25,498,000            |                                    |
| Standard Insurance Company Limited               | 8                                      | 10.00                | -                     | -                     | -                     |                                    |
| The Pakistan General Insurance Company Limited   | 375                                    | 10.00                | 10.94                 | 8.02                  | 366,000               |                                    |
| The United Insurance Company of Pakistan Limited | 920                                    | 10.00                | 28.60                 | 19.35                 | 4,073,500             |                                    |
| The Universal Insurance Company Limited          | 370                                    | 10.00                | 9.40                  | 5.70                  | 961,500               |                                    |
| TPL Direct Insurance Limited                     | 460                                    | 10.00                | 23.50                 | 19.25                 | 66,500                |                                    |

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#### October, November, December 2015

### **Guest Contribution**



#### **Burglary and House-breaking** premises, with the intent to commit It is pertinent to keep in mind that, in **Endorsement:**

Prior to expressing my opinion, vis-à- In the Dictionary of Insurance by vis the Provisions of the Burglary And Lewis, "Burglary" has been defined as House-breaking Endorsement of the "Breaking and entering into the Fire Insurance Policy, it appears premises of another, with felonious pertinent to mention the definitions of intent and with visible signs of Forced Theft and Burglary, as elaborated by Entry." legal and professional experts.

#### Theft:

In the Dictionary of Insurance by defined as "The taking away or removing of Property with intent to deprive the rightful-owner of the However, such Loss or Damage must same."

In the Dictionary of Law by L.B. Curzon, the term "Theft" has been described as "A person is guilty of Theft, if he dishonestly appropriates property belonging to another, with the intention of permanently depriving the other of it".

The Black's Law Dictionary has defined the term "Theft" as: "The felonious taking and removing of However, in such a scenario, any another's personal Property with the intent of depriving the true owner of Entry may not be physically sighted. it."

#### **Burglary:**

In Black's Law Dictionary, the term "Burglary" has been defined as: "Breaking and Entering into another's

# **Fire Insurance Policy Clauses** (Part-2)

felony."

Thus, this Clause pertains to the Loss or Damage which would have been caused to the Insureds, during the Policy period, due to Theft/Burglary Lewis E. Davids, "Theft" has been or any attempt to steal the Subjectmatter of Insurance.

> be consequent upon actual Forcible and Violent Entry into the Insuredpremises which, in my opinion, connotes that evidences of the Forcible and Violent Entry into the Insured-premises must be visible and/or provided. At times, the Forcible and Violent Entry would have been made on gun-point or threateningly brandishing any other weapons.

> Visible Marks of Forcible or Violent But documentary-evidences, e.g. Police or Law Enforcement Agency's F.I.R., in my opinion, would suffice to prove the Forcible or Violent Entry into the Insured-premises and the consequent Loss or Damage to the Subject-matter of Insurance.

case, if such Loss or Damage would have been committed by an employee of the Insureds, the same would fall out of the ambit of the Burglary And House-breaking Endorsement of the Underwriters' relative Insurance Policy. But any person who would have feloniously concealed himself on the Insured-premises with the intention of committing the Theft of the Subject-matter of Insurance and would inflict any Loss or Damage thereto, the same would fall within the purview of this Endorsement as well, provided that the same person is not an employee of the Insureds.

Besides, during the course of the Theft or Burglary or attempted Theft/Burglary of the Subject-matter of Insurance, if any Loss or Damage is caused to the Insured-premises by the perpetrator, the same too would fall within the scope of the Burglary And House-breaking Endorsement of the Policy.

Similarly, if any Loss or Damage is inflicted to any other premises, i.e. 3rd Party's Premises, as a consequence of the Theft/Burglary of the Insurds' Covered Subject-matter of Insurance or attempt thereof, on the Insureds' Premises, the same too would fall within the ambit of the Theft/Burglary Endorsement of the Insurers' pertinent Insurance Policy.

In case, however, if the afore-mentioned

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Loss ought to be Claimed on their own Insurers.

Alike 3rd Party may, never-the-less, be entitled to Claim the Short-fall in the Indemnification of their Loss by their own Insurers, due to the elements of Depreciation, Deductibles and/or the quantum of Under-Insurance and/or ceiling of the Liability of their own Underwriters etc. etc., vis-à-vis their own Insurance Policy.

However, the Underwriters of the Insureds would only be proportionately liable for alike Claims of the 3rd Party within the limit of the Sum Insured of their Insurance Policy.

Under the Burglary or Housebreaking Endorsement of the relative Fire Insurance Policy, the Underwriters' Liability would be limited to the Sum Insured or the Market Value of the Subject-matter of Insurance, excluding Profit of any kind, whichever would be the less.

However, in case of Damage or Loss to the Insured-premises, the Net Cost of the Item-wise repairing of the same or the Item-wise Sum Insured thereof. whichever would be the less, would be admissible.

But, in case of Damage or Loss to the 3rd Party premises as a consequence of the attempted Burglary & Housebreaking of the Insured Premises/Subject-matter of Insurance, only 5% of the Total Sum Insured of the Insureds' Underwriters' pertinent Insurance Policy, in case of the repairing of the same, would be admissible or in case of complete destruction of the 3rd Party premises, the Total Sum Insured of the Insureds' Insured-premises/Subject-matter of Insurance would be admissible.

However, it is most important to keep in mind that any Loss or Damage or attempted Threat thereon, if committed by the Insureds' familymembers, their Business-staff,

person, who may be legally on the premises, would fall out of the indemnify alike Claims. purview of the Burglary & Housebreaking Endorsement of the Further, Loss or Damage to Metals, Underwriters' relative Fire Insurance Coins, Curiosities, Sculptures, Policy.

More-over, if the Loss or Damage to Deeds, Bonds, Bills of Exchange, or Destruction of the Subject-matter of Insurance would have been directly or indirectly or remotely occasionedby or contributed-to by or in connection-with the following perils, the same would fall out of the Scope of the Burglary & House-breaking Endorsement Clause of the Insurers' relevant Fire Insurance Policy and these excluded perils are:-

- 1) Hurricane;
- 2) Volcanic Eruption,
- Nature,
- 4) Invasion,
- 5) Act of Foreign Enemies,
- 6) Hostilities,
- 7) War & War-like Operations, either before or after declaration of War 8) Civil War. 9) Strike, 10) Riot,
- 11) Civil Commotion,
- 12) Mutiny. 13) Rebellion.
- 14) Military or Usurp-power

15) Any Direct or Indirect Consequences of any of the said Occurrences.

Apart from the above, in case of any Claim under the Burglary and Housebreaking Endorsement of the Fire Insurance Policy, it will be the responsibility of the Insureds to prove that the Accidental Loss, Damage and/or their Liability has independently arisen and has No Connection with or Occasioned-by, Contributed to or Traceable to any of the afore-mentioned Occurrences or any Consequences thereof.

If the Insureds would not be able to prove the Independent nature of the Loss or Damage or Liability to the

3rd Party is Insured as well, their alike Domestic Servants or any other Subject-matter of Insurance, the Insurers shall not be liable to

> Manuscripts, Rare Books, Plans, Patterns, Models, Moulds, Designs, Promissory Notes, Money, Securities for Money, Stamps, Documents of Title, Business Books unless Specifically included in the Schedule, would fall out of the ambit of the Burglary & House-breaking Endorsement of the Insurers' Fire Insurance Policy which would fall in the ambit of Specifically & Separately designed Insurance Policies, if any, taken out to Cover the Risks of the same.

3) Earth-quake, other Convultions of Apart from the above, if the Insureds premises are left un-occupied for more than 30-days consecutively or the same are occupied for any purposes other than as declared within the Schedule of the Fire Insurance Policy, then Loss or Damage or Liability, by virtue of the Burglary & House-breaking Endorsement of the Fire Insurance Policy, would not be Indemnifiable.

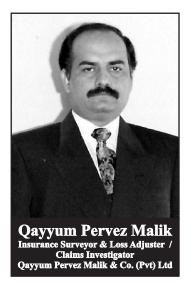
> In case, however, if written consent of the Insurers to this effect would have been obtained and premium thereof would have been already paid, then the Insurers would be liable to indemnify the Loss or Damage or Liability, as a Consequent of the Burglary & House-breaking Endorsement Coverage of their Fire Insurance Policy.

> Besides, unless specifically declared within the Schedule of the Fire Insurance Policy, the Burglary & House-breaking Endorsement of the Fire Insurance Policy would not cover any Yard, Garden, Out-building or other Appurtenances of the Insuredpremises.

> > To Be Continued.....

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#### **Guest Contribution**



# **Pakistan Insurance Industry Reforms**

The process of Insurance reforms is an Pakistan. No financial rating system **Insurance Rules 1958**: ongoing endless process in Insurance Industry of Pakistan which had Institutions, no compulsion of The Insurance matters were being accelerated with the repealing of enlistment on approved panels by the Insurance Act 1938 and Insurance Banks was present & all the claims rules 1958 in year 1999 when finally the Act was repealed and Insurance Insurance companies were Ordinance 2000 was promulgated in satisfactorily carrying out insurance vear 2000.

Prior to that, the Insurance Industry was being governed/regulated by department of Insurance through the Small, medium and large Insurers office of Controller of Insurance. under Ministry of Commerce. State life Insurance corporation and National Insurance Corporation being the public sector Insurers for life and general insurance businesses however were being governed through their independent Acts.

Insurance, Mr. Jabbar Akhtar was Deputy Controller and Mr. M.I.Ansari was serving as Assistant Controller InsuranceAct 1938 during the starting days. The office of Controller of Insurance was established on Zebunnisa Street consolidate and amend the law Karachi with no branch office relating to the business of the anywhere in the Country.

Almost 55 Insurance companies including small, medium, large & those days Insurance Companies multinational Insurance companies like Commercial Union Assurance business initially had their internal Insurance etc were carrying out assess the loss and negotiate with the general Insurance business in Insured.

was enforced from financial rating were being paid and all classes of underwriting in the country contributing towards improvement of economic conditions of the Country.

were co-existing and the affairs of Insurance Industry were running smoothly. Professional integrity and honor of Insurance professionals and Surveyors professionals was on peak. Despite of no provision of office of the Insurance Ombudsman and Insurance tribunals and or small claims dispute resolution committees the rate of Mr. Khalfay was the Controller of litigation for disputed insurance claims was on very low scale.

The Insurance act 1938 was made to Insurance on February 26, 1938. It was adopted by Government of Pakistan since August 14, 1947. In carrying the general insurance Plc, New Hampshire Insurance, Royal surveying departments who used to

regulated in Pakistan under Insurance Act 1938. The surveying jobs were carried out by the staff of Insurance Companies. Due to conflict of interest while handling the process of surveying, loss assessing and adjusting in the presence of a concept that the insurance company cannot be a judge as interested party in insurance contract while deciding the fate of the claims so need to create an independent system of surveying, loss assessment/adjustment through an independent surveyors/loss adjusters was felt.

In 1958 the need for separate status of Insurance Surveying persons were recognized, the surveying departments of then insurance companies were abolished and the persons working in those departments were offered to work as independent insurance surveyors and those who opted were scrutinized and if accepted were awarded as a separate status while remaining were retained with the then Insurance Companies. Initially the necessary licenses were given for six months and after that a process was designed to regulate the selection of Insurance Surveyors. Since then their licenses are being regulated on yearly basis.

#### **Insurance Ordinance 2000**

Insurance Ordinance 2000 was drafted and promulgated in year 2000.

#### Abolition of Office of Controller of **Insurance:**

With effect from January 01, 2001 the Office of Controller of Insurance SRO 1067(I)/2013 abolished and the matters relating to this office were handed over to SECP. Mr. Shafaat Ahmed took over the charge as first Executive Director of Insurance Division.

#### **Insurance Rules 2002:**

The rules were notified on 07th August 2002 vide S.R.O.498(I)/2002.

S.R.O. 224(I)/2009 dated 05th March the insurance rules 2002 to bring the relevant laws in line with the current conditions.

Thereafter the Federal Government (if any) within a period of 30 days. vide S.R.O.708(I)/2009 dated July 27, 2009 conferred all its powers to make Formation Of Insurance Industry rules to SECP, when its officials attaining ultimate power and control.

The so referred SRO is being reproduced below: -

#### STATUTORY S.R.O **GOVERNMENT OF PAKISTAN** MINISTRY OF COMMERCE **NOTIFICATION**

O. 708 (I)/2009.—In exercise of the penetration is much higher than Ordinance, 2000 (XXXIX of 2000), the Federal Government is pleased to direct that all the powers and Government or any officer of the Federal Government under the said Ordinance shall, subject to such limitations, restrictions or the masses resulting in the amplified

and Exchange Commission of officers. It is looking at areas like Pakistan established under Section regulatory reforms, market **3 of the Securities and Exchange** development, operational challenges, **Commission of Pakistan Act**, 1997 (LXII of 1997).

dated 1st July 2009

SRO 224 was lapsed due to unknown reason and SECP has drafted another S.R.O; and issued Circular 26 of 2013 dated December 26, 2013, wherein amendments in Insurance Rules 2002, have been proposed. This was initiated through SRO 1067(1)/2013. Unfortunately this was also lapsed.

#### SRO 1057/2015

2009 was thereafter issued to amend Finally SRO 1057 was circulated on 30th November, 2015. With the circulation of this SRO the stakeholders are invited to submit their objections/suggestions/opinions

## **Reforms Committee**

Press release from S.E.C.P.

SECP to support insurance reforms KARACHI, May 10:

The best international practices in the field of insurance should be studied and one must learn from the 1. MR. MOHAMMAD ASIF ARIF experiences of other emerging Islamabad, the 27th July, 2009 S.R. markets where the insurance powers conferred by sub-section (2) Pakistan. Mr Muhammad Ali, the 2.MR. SAIFUDDIN of section 167 of the Insurance SECP chairman, said this on Thursday, while chairing the first Chairman, EFU Insurance Group meeting of the Insurance Industry Reform Committee, which has been functions conferred on the Federal formed by the SECP. He further emphasized the importance of the incremental usage of technology in 4. MR. FREDRICK DE BEER delivering the insurance products to conditions, if any, as it may from efficiency of insurance companies. 5. DR. M. MEHDI KAZMI time to time impose, be exercised The committee consists of industry CEO, Asiacare Health & Life and performed by the Securities experts, professionals and SECP Insurance Co. Ltd

education and awareness and technology development. Mohammed Asif Arif, the SECP This supersedes S.R.O No. 653, Commissioner for Insurance, said that the SECP fully supports the reforms in the insurance industry. He further said that the committee with its zeal and commitment will come up with specific recommendations for the growth and development of the insurance industry, which would contribute to economic growth by improving the financial system functions, both as a provider of risk transfer and indemnification and as an institutional investor.

> Realizing the need to reform the Insurance Industry, SECP formed a committee that could focus on legal and regulatory reforms, market development, operational challenges, creating awareness and instituting technological development as an effective tool for increasing insurance penetration. To accomplish this challenging task of developing the entire insurance industry, the SECP in pursuance of the mandate given to it under the SECP Act 1997 constituted the committee in May 2012. The Insurance Industry reform committee had cross-sectoral representation consisting of the following distinguished members.

**Ex-Commissioner Insurance, SECP** M.D. Premier Insurance Ltd

ZOOMKAWALA

3.MR. TAHIR AHMED Managing Director, JGI Co. Ltd

CEO, Adamjee Life Insurance Co. Ltd

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#### **Guest Contribution**

6.MR. NASAR US SAMAD OURESHI CEO, Alfalah Insurance co. ltd.

7.MR. ALI RAZA D. HABIB CEO, Habib Insurance company ltd.

8.MR. S.C. (HAMID) SABJALLY Senior adviser EFU General Insurance ltd.

9.MR. SHAHID AZIZ SIDDIQI Ex-Chairman, State Life Insurance Corporation of Pakistan.

10.MR. ALI MUNIR SEVP, MCB

11.MR. MUJIB KHAN Country Manager, AIG

12.MR. AAMEER **KARACHIWALA** Chairman, UBL Insurers Ltd

13.MS. NAZ KHAN Chief Financial Officer, Engro Corporation Ltd

14.MR. ZAID BASHIR Director, Gul Ahmed Textile Mills Ltd

Insurance Industry reforms committee report in 2014 with the CGI (Consultative Group on following sentiments.

The scope of this report broadly encompasses the insurance industry, seen from SECP by which a ray of including conventional and non- hope is re-generated in the Insurance 7.Mr. Ameen Bandukda conventional life insurance, family Industry of Pakistan. A very serious and general takaful as well as the re- initiative has been taken by SECP to insurance. The report covers aspects finally identify the grey areas of such as improving the regulatory Insurance Industry and implementing framework, identifying new product the proposals, suggestions and and business type, highlighting and opinions of the stake holders to reform The stakeholders of Insurance addressing issues related to product the Insurance Industry of Pakistan. distributing channels, suggesting ways to increase insurance Keeping in view the areas as already penetration, building linkages with covered by IIRC the present highly respected and distinguished, other quarters of financial sectors and proposing necessary fiscal measures. This report is declared to be the first covering gaps found in above report issues of every stakeholder shall be time in the history of insurance (if any). Wisely few members of CGI properly addressed to create chances industry in Pakistan that such a are chosen from the same squad of of fair opportunity for all taking the

development of insurance industry distinguished legends of Insurance has been prepared through extensive Industry have been chosen to identify consultations with diverse the areas which were not looked for stakeholders and eminent industry previously. experts.

website for public consumption.

Following key areas were addressed the following distinguished members. by the members of IIRC.

(Courtesy from index of SECP IIRC report)

1.OVERVIEW OF INSURANCE 2. Mr. Tahir Ahmed **INDUSTRY OF PAKISTAN** 2. REGULATORY REFORMS 3.NON LIFE INSURANCE **OPERATIONAL CHALLENGES** 4.LIFE INSURANCE **OPERATIONAL CHALLENGES** 5. MARKET DEVELOPMENT 6. INSURANCE EDUCATION AND **AWARENESS** 7. TECHNOLOGY DEVELOPMENT

It is so comprehensive report Insurance Co. Ltd providing proper guideline for the Former Advisor, East West Insurance stakeholders to develop the insurance market meeting with the current age Chairman SECP presented the challenges and worth reading. Ltd

## Insurance)

Recently a very significant move is

committee is to work for finalizing the comprehensive road map for the IIRC where as some other recommendations of CCP in view.

SECP notified this CGI through This report is made available on SECP circular # CS/01/CGI/2015 dated 04.09.2015 through SRO # 886(1)/2015 dated 1.9.15 nominating

> 1. Mr. Moin M. Fudda Chairman, Islamabad Stock Exchange.

> M.D Jubilee General Insurance Co. Ltd.

> 3.Mr. Fredrik de beer CEO, Adamjee Life Insurance Co. Ltd

> 4. Ms. Nargis Ghaloo Chairperson, State Life Insurance Co. Ltd.

> 5.Mr. M. Jamaluddin Former President, Askari General Co. Ltd. Advisor, The United Insurance Co.

Editor, Insurance Journal.

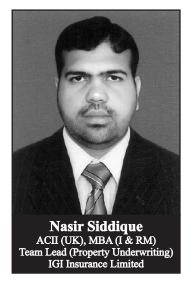
6.Mr. Etrat H. Rizvi Former Commissioner Insurance, SECP.

Chairman, Board of Directors, NICL.

8.Dr. Jawed Hassan Managing Director, Tracom (Pvt) Ltd.

Industry of Pakistan are anxiously waiting for outcome of this high power committees consisting of well experienced dignitaries of recommendations to be implemented Insurance Industry. Hopefully the

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#### **Purpose of Takaful Window:**

There has been low insurance density (premiums per capita) and low Takaful window can approach penetration (premiums as a individuals and groups who have not countries, mainly because of the belief due to religious reasons.

of the majority of Muslims that insurance is un-Islamic, and that there is no alternative available to that system. With the development of Islamic banking, there has been a significant increase in the Ijarah and home mortgages which necessitate Takaful. Also, there is a need for Takaful in cases of personal policies, like motor vehicles, health and family security.

#### Scope and Prospects of **Takaful Window:**

Takaful business has a huge potential as there is increasing demand for a Shariah compliant system, particularly with the development of the Islamic banking industry.

Takaful insurance can become an engine for growth and development like other general insurance companies.

and in boosting savings rate.

percentage of GDP) in Islamic been taking insurance cover in the past



As Takaful operator conventional companies can develop need based and innovative products and vastly improve the customer service.

increasing insurance penetration rate scholars as a Halal risk mitigation risk tool.

#### Success Criteria:

**Takaful Window** 

**Need of Time and Opportunities** 

We believe that Takaful insurance can achieve its objective only through

> faithful implementation of a well-designed quality management system. A system which is continuously improving with the firm objective to serve the interest of customers design market Takaful related products & services. Overriding objective is to satisfy customers by meeting their agreed requirements, their satisfaction is our success.

#### **Constraints:**

Strong back-office support services such as

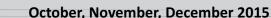
- Comparison of Takaful with Conventional Insurance Companies on various matters (Rates, Service, Commission etc.)
- Integrated Information Technology

Efficient Management Accountancy

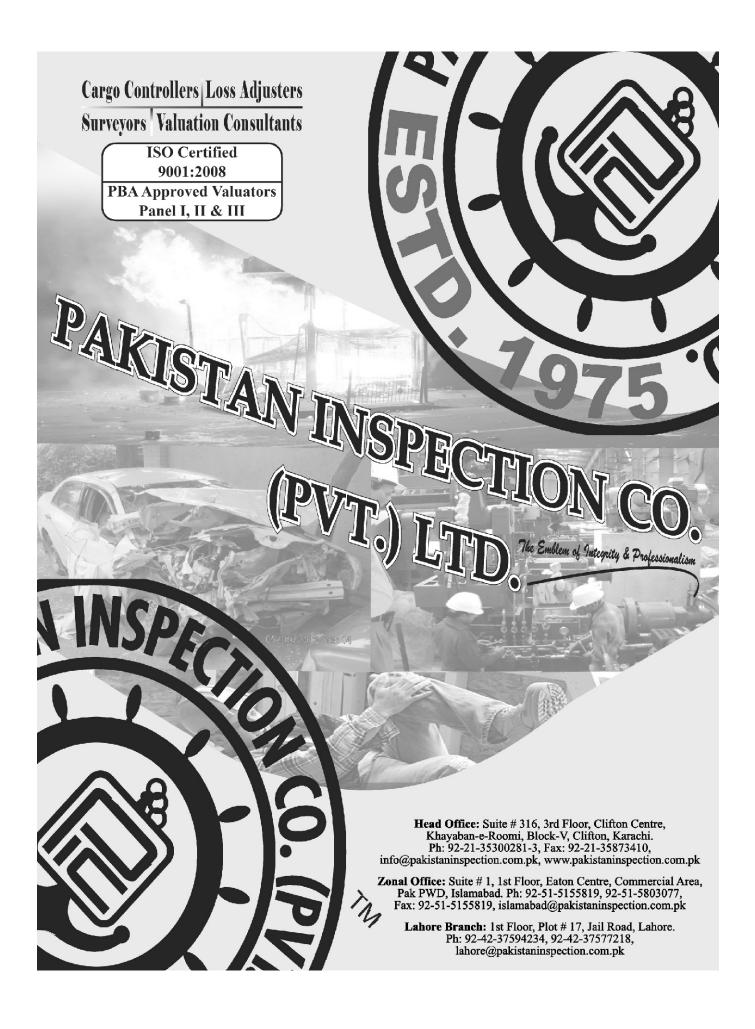
• Proactive Brand Management & Communication

Strong Human Resource Development

Takaful insurance can also help in Takaful is accepted by Shariah



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#### **Assumptions:**

i) With the penetration of Islamic mailing and marketing personnel at Banking in Pakistan; Islamic their head office and branches. Insurance i.e. Takafful stands a strong chance to succeed

ii) Many religious portions of the society/industry would turn to Islamic services thereby enhancing possibilities of sustainable growth

iii) With rigorous marketing and • penetration, Re-Takaful will be encouraged to enhance its reinsurance capacity thereby allowing us to step into bigger accounts

iv) With Takaful finding its roots in • almost all local insurance companies; coinsurance will not be a problem. Therefore it may very well be possible to extend our business to medium • sized industries

initiative at the earliest; holds a strong Re-insurers case of acquiring most of business

#### Achieving the Milestones:

Takaful insurance can achieve its Resource objectives by

• Making the customers/market understand that we are offering an Islamic product in accordance to Shariah Law.

Takaful window will specifically focus on developing marketing plans for increasing public awareness regarding the Islamic services offered.

• Strategy will be aimed at not only enhancing the public awareness but establishing a brand image in the insurance market sector regarding compliance to relevant Shariah law for services and products offered.

• The main objective is to provide Takaful services to the Islamic banks, keeping in mind all Shariah principles and also be allowed to do other market • business.

marketing via internet, media every transactions advertisement, telemarketing, direct

#### **Risks Involved and Initiatives Required:**

- Investment Options Investment options in accordance with Shariah principals are limited
- Management is a pre-requisite
- Research needs to be conducted
- Rapid Product Development must take place to cater for the customer's needs and grab the market available
- Re-Takaful Capacity Takaful entry to bigger & complex Risk is highly dependent on Re-Takaful v) The market is currently open for the Operators' capacity which is very taking and anyone who takes the limited compared to Conventional Insurance Business

Industry's rapid growth is not backed by required technically skilled Human

#### For implementation of Takaful Rules 2012, Companies shall:

• Designate separate bank accounts for Takaful Operations

• Separately mark the physical assets pertaining to only Takaful **Business** 

• All the documentation and Major Stake Holders: accounting records including vouchers, ledgers, letterhead and • other relevant stationeries shall be • printed with the identification of • Window Operation to distinguish • them from conventional business

Record all liabilities pertaining to • the Takaful Operation separately from To establish presence and public the Conventional Business by clear awareness we aim to carry out direct marking on the source documents of

• Transfer the Oard-e-Hasna from the Operator's Fund to PTF in case deficit by transferring the real assets

• Every transaction shall be reviewed in term of Shariah Principles that is required under the Takaful Rules, 2012

• Make investment in Shariah compliant modes as per Shariah Strong & Prudent Risk guidelines issued by the Shariah Advisor

Market Intelligence and Market . Cede risk to Re-Takaful and participate in Co-Takaful after the specific approval from the Shariah Advisor

> • Appoint a separate full-time Head for Window Takaful Operations

• Segregate all the assets, liabilities revenues and expenses for the Takaful Operation from the Conventional

• Develop a surplus distribution • Skilled Human Resource - Takaful mechanism in the event of Surplus with the approval of Shariah Advisor

> • Regulatory Framework – The establishment of International standards for Takaful would allow consistency in regulation across iurisdictions

> • Need to appoint a Shariah Advisor, Shariah Compliance Auditor and Shariah Compliance Officer in accordance with the provisions of SECP Rules;

- SECP
- SBP
- Banks
- Sale & Marketing Team
- Participants
- Board of Director
- Re Takaful Company

# **RACHNA AGRI BUSINESS**



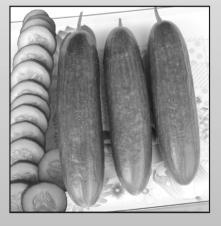
Importer, Exporter and Wholesale supplier of Vegetable seeds, Wheat seeds, Paddy seeds and Field crops.





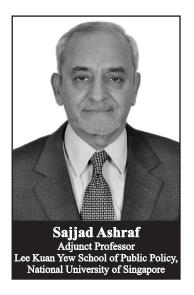








RACHNA AGRI BUSINESS 2-Mini Stadium, Sheikhupura Road, Gujranwala, Pakistan. Ph: +92-55-4218894, 4223408 Fax: +92-55-4218343 E-mail: info@rachnaseed.com Web: www.rachnaseed.com



person changes jobs a few times celebrate the positives - no matter for negative thoughts. during a career span. This does not how small. mean however, that every time you are unhappy, you change jobs. You can It is easy to feel disempowered by the however, with positive attitude, make the most of the job you are in.

#### **Do Internal Audit**

The first step towards improving job Work on Your Strengths satisfaction to do a thoroughly

analyze your current situation. Write on a piece of paper which part of your job motivates you against the part that bores you down. Figure out where do your accomplishments and skills lie. Figure out the work environment, the office culture and how well you relate to your colleagues.

You will notice your satisfaction at work is not only dependent upon

external circumstances. It has a lot to do with you internally. If you are unhappy, it is highly likely that you have developed a negative attitude.

#### **Celebrate Positives**

You cannot turn negative thoughts into positive overnight. The best way is to start counting the brighter side and intercept the negative thoughts as

# Happy at Work **How Positive Attitude Helps** You Enjoy What You Do

daily drudgery but when you reflect Do not let the conventional you find that you can in most cases turn it around and have more control over the situation than you think.

It is normal in today's world that a they occur. Your goal should be have getting bored, the less you have

#### **Expand Horizons**

requirements of you role limit your imagination. Think hard and you will find opportunities in your current job to expand your role and attain satisfaction.



Identify you dream job. If you are not sure list your accomplishments and skills and things you enjoy doing most. You should diligently work on maximizing your accomplishments and doing things that you enjoy.

Working on the areas that you enjoy enables you to invest in your future and boost your confidence; helps you lift your mood. The less time you

Volunteer. Be proactive. Speak to your manager if you can be involved in an ongoing project or start a new one, which you may initiate. In most cases you will be pleasantly surprised at the response.

If your manager is good leader also, which more likely is, he/she will realize that job satisfaction leads to greater productivity.

Remember to be positive,

be enthusiastic. Your optimism will make it hard for the manager to refuse your request. With improvement in attitude you can find a lot of fulfillment in the work you do.

By keeping your focus on the bigger picture and breaking down your dreams into smaller achievable goals, you will find motivation you need to get through the workday and more.





Romance with the air

## **BEETA INDUSTRIES**

G.T.Road, Gujranwal-Pakistan Tel: +92-431-276106-5511325 E-mail: beeta@brain.net.pk www.beetafan.com



(L to R) Mr. Mohammad Jamaluddin, Mr. Tahir Ahmed, Mr. Saifuddin Zoomkawala, Mr. M.S.I. Ghauri, Chief Justice (R) Mian Mahboob Ahmad, Mr. Moin Fudda and Mr. Hasanali Abdullah speaking at the occasion.

### **Distinguished Guests:**







Invurance Journal

October, November, December 2015

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Mr. Ali Jameel, Director TPL Direct Insurance receiving award for highest donation as %age of after Tax Profit dedicated to Mr. Roshen Ali Bhimjee from Mr. Rafiq Bhimjee



Mr. Arshad P. Rana, C.E.O Altas Insurance receiving award for highest underwriting profit as %age of written premium dedicated to Mr. Muhammad Choudhry from Mrs. Nafisa Choudhry





Mr. Majid Khan Jadoon, ACII, CEO Pakistan Inspection Company (Pvt) Ltd receiving award for Articles in Insurance Journal dedicated to Mr. M. A. Chishti from Mr. M.S.I. Ghauri

Invurance Journal

#### October, November, December 2015

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Mr. Tahir Masaud, CEO IGI General Insurance receiving Insurance Journal Award for 2nd highest donation as %age of after Tax Profit from Chief Justice (R) Mian Mahboob Ahmad



Mr. Shakil Ahmed, Executive Director United Insurance receiving Insurance Journal Award for 2nd highest underwriting profit as %age of underwritten premium from Chief Justice (R) Mian Mahboob Ahmad





Mr. Majid Khan Jadoon on behalf of Mr. Qayyum Pervez Malik, Insurance Surveyor Qayyum Pervez Malik & Co. (Pvt) Ltd receiving Insurance Journal Award for Articles in Insurance Journal from Chief Justice (R) Mian Mahboob Ahmad

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#### October, November, December 2015

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October, November, December 2015

A large number of guests gathered on 15th December, 2015 at HOTEL MARRIOTT Karachi, to witness First Ever Award Ceremony in the history of Pakistan Insurance Industry. This event was organized by Insurance Journal.

Mr. Mehboob Ahmed Chief Justice (R) presided over the Award Ceremony. In his address he urged upon the insurance companies to come forward and form togetherness amongst themselves to ensure the benefits of insurance reach the every spectrum of the society. He called upon the industry leaders to focus more on spreading positive message to the masses of insurance benefits thus further improving the image of the industry. He said as Chairman National Insurance Reforms Commission formed by the Government in early nineties he had made some specific and far reaching recommendation in the report submitted to the Government. Though some recommendation were implemented but the rest seemed to have lost in the way.

He appreciated the efforts of the Insurance Journal and suggested to the insurance industry to join hands with the Insurance Journal for the common good and benefits of the industry.

Mr. Mehboob Ahmed made a specific reference to the young Executives and Chief Executives present in the award ceremony gathering and urged them to collectively come forward voluntarily as their contribution to the growth and well being of the insurance industry would ultimately help enhance their professional image and of the industry.

Mr. M.S.I. Ghauri Advisor Chairman SECP represented Mr. M.Zafar-ul-Haq Hijazi Chairman Securities and Exchange Commission of Pakistan said Chairman SECP would have joined this first ever event of its kind and met a galaxy of eminent personalities connected with the insurance sector which is one of the areas of domain of SECP.

He said "Taking benefits of the Presence of a large number of professionals and executives from the Insurance Industry. I would like to share with you some important developments in the insurance sector".

SECP is a member of the International Core Principles (ICPs) and standards. These ICPs and standards aim at maintaining a fair, safe and stable insurance sector in the member's jurisdiction for the benefit and protection of the policy holders as well as contributing to the stability of the financial system to be fully complaint a lot has to be done both at the of SECP and the Insurance Industry of Pakistan.

Trade in Services Agreement (TISA) free Trade Agreement (FTA) with People's Republic of China and a Free Trade Agreement (FTA) with Malaysia with Insurance as one of the segments of financial services are under negotiation. SECP stands fully committed to protect the interest of the Insurance sector of Pakistan.

SECP also signed an MOU with under secretariat of Treasury, Turkey in Sept 2013 and efforts are underway to fully operationalise it for the benefit of the insurance industry.

Australia, Malaysia, Singapore and India have come up with new insurance Law's keeping in view the changing global scenario in the Insurance Sector signaling revisit of the Pakistan's Insurance Law also.

Cognizant of its role to ensure a fair, safe and a stable insurance sector for the benefit and protection of policyholders and to contribute to the stability of the financial system, SECP has already issued a number of Rules, Regulations, Guidelines and is presently engaged in taking a number of measures which will not only strengthen its regulatory and supervisory framework but also help in enhancement of business and image of the insurance industry of Pakistan. Some of these include merger of Insurance Rules, 2002 and SEC Insurance Rules, 2002 to avoid confusion, new Code of Corporate Governance, Accounting Regulations for Insurance Companies, MICRO INSURANCE Regulations, enhancement in minimum paid-up capital requirements in a phased manner, establishment of small dispute resolution committees at Karachi, Lahore and Islamabad, issuance of draft SEC reinsurance brokers regulations, 2015, revisiting the Insurance law and switch over to Risk Based Capital (RBC)/ Risk Based Supervision (RBS) and strengthening the supervisory mechanism to take care of the compliance issue.

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Government of Pakistan in the Ministry of Finance has also been approached for necessary amendment in the Motor Vehicle Act, 1939 for no fault option and enhancement of Compensation and also in industrial and commercial ordinance, 1968 for Compulsory Group life insurance. This will also go a long way in the enhancement of insurance business.

Mr. Ghauri said SECP had a comprehensive road map for the development of insurance industry of Pakistan. He urged upon IAP to launch an aggressive awareness campaign about insurance on collective basis and gear up research and development facilities to come up with innovative products to enhance insurance business. Protection of the interest of the policy holders Mr. Ghauri said that the prime importance not only for SECP but also for the insurance.

Mr. Saifuddin Zoomkawala Chairman EFU General Insurance Ltd was the keynote speaker.

Declaring "this evening as a whole is a moment of success for the insurance profession" Mr. Saifuddin said he had no doubt that it would lift the entire industry to a higher level of excellence. He said "we are proud that we have an organized community in shape of Pakistan insurance industry which has seen peaks and troughs in the history of Pakistan".

He said insurance industry "has kept pace with the development of the economy". While applauding the initiative of Insurance Journal for organizing the award ceremony he mentioned the invaluable contributions of Pakistan Insurance Institute and the Insurance Association of Pakistan.

Mr. Saifuddin said Insurance Industry regards the SECP as a partner and both have the same core objectives. He appreciated the role of SECP in the financial services sector that the Economist Intelligence Unit ranked Pakistan at number 5 on its Global Index on National Financial Inclusion. The shared objective of the SECP and the Insurance Industry is to raise Insurance Penetration above 1% to make that matches some other emerging markets.

While highlighting the importance of awards, he said award ceremonies lift morale, evoke enthusiasm, create competition and generate new ideas and products. "I feel sure that our talented younger generation will create new products and services in general, life, motor, health, travel, Takaful and other segments in Pakistan. The market segments of crop and livestock insurance are important for Pakistan's agricultural economy as well. With the support of international development organizations, and following the growth of micro-finance banks in Pakistan, micro-insurance is also developing".

He emphasized for a steady growth of economy. He said an efficient and stable financial sector is essential for the steady growth of an economy. Insurance plays a critical role in the smooth functioning of the financial sector. Insurance availability allows entrepreneurs and investors to manage risk and earn higher returns. This generates productivity and economic growth.

Mr. Tahir Ahmed Chairman Insurance Association of Pakistan in his speech highlighted the role of the insurance industry in the economic development of Pakistan. He said IAP always played a major and positive role in helping the Government and Private sector to undertake mega projects. He congratulated the Insurance Journal and assured cooperation of IAP in achieving the common objective of the insurance industry that is best services to the clients, always projecting a positive image of the insurance business and industry.

Earlier in his welcome address Editor & Publisher Insurance Journal Mr. M. Jamaluddin briefly mentioned about 31 years struggle and success of Insurance Journal. He said despite many odds since its inception in 1984 by the Grace of God Insurance Journal managed to remain in regular publication and missed not an issue. The Journal over those years has introduced many young writers.

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He asked the Insurance industry to come forward and give its due share to help and develop Insurance Journal as partner of the industry.

Expressing his views about the insurance industry he said no doubt that industry has played its valuable part in the development of the country's economy but suggested in this fast developing world out of box thinking and solutions are required. He urged the CEO's and senior executives of the companies to meet informally more often and exchange the Knowledge and share the experience for the development of new products and further improve the image of the industry. He thought opening of Tea Room in premises of IAP will greatly benefit the professionals to meet for a while and discuss matters of common interest. For long term returns adoptions of Schools could be considered by the insurance companies. Regular and permanent committees at the IAP to project and answer questions of the industry and regulators. Mr. M. Jamaluddin Thank the Award Committee members, the sponsors of the event and the large gathering presence in the award ceremony.

#### Winners of The Insurance Journal Performance Awards 2015

#### C.S.R Award

Highest donation As percentage of After Tax Profit Award dedicated to **MR. ROSHEN ALI BHIMJEE** 

Winner:

ATTEL Holdings Company TPL Direct Insurance AWARD received by Director MR. ALI JAMEEL

2nd Highest Donation As percentage of After Tax Profit Insurance Journal Award

Winner:

G **IGI General Insurance** Award received by CEO MR. TAHIR MASAUD

#### Highest Underwriting Profit percentage of Written Premium

Award dedicated to MR. MUHAMMAD CHOUDHRY

Winner:

Atlas Insurance An Atlas Group Company Award received by CEO MR. ARSHAD P. RANA

2nd Highest Underwriting Profit percentage of Written Premium Insurance Journal Award

Winner:

**UICA** PAKISTAN United Insurance Company Award received by Executive Director / Head of Takaful Mr. Shakil Ahmed

#### Articles Written in Insurance Journal

Award dedicated to MR. M.A. CHISHTI

Winner:

Mr Majid Khan Jadoon ACII CEO Pakistan Inspection Company (Pvt) Ltd

**Insurance Journal Award** 

Winner:

Mr. Qayyum Pervez Malik Insurance Surveyor & Loss Adjustor, Claim Investigator Qayyum Pervez Malik & Co (Pvt) Ltd. Multan

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### Insurance Journal is in publication since 1984 from Karachi and 2008 from Islamabad

As an initial objective Insurance Journal provided a forum and a platform to insurance writers and professionals and encouraged young executives to read and write about insurance. To further encourage the young, Insurance Journal Introduced in the year 1993 Gold medal for essay writers.

This helped many young writers to develop themselves into writing the articles on different aspects of Insurance.

Against heavy odds the very existence of Insurance Journal for over 30 years shows beyond doubt, the seriousness and commitment of the publisher and all those working for Insurance Journal. In line with the forward looking policy, Insurance Journal has now introduced Insurance Journal performance Awards for the first time ever in the history of Pakistan Insurance Industry. It is hoped these bold steps of Insurance Journal will be supported and appreciated by the insurance industry and all connected directly or indirectly concerned for the development, image and welfare of the insurance industry of Pakistan. Insurance Journal rightly assume insurance industry to join the so far solo efforts of the publisher.

In late 2014 Insurance Journal decided to institute Annual Performance Awards. To start for Non - life Insurance Companies of Pakistan. Life and Takaful companies will be included later on. A committee was formed to organize, set rules, and make criteria and categories. Personalities of the insurance industry were invited to form the committee. <u>Mr Saifuddin Zoomkawala Chairman EFU General Insurance</u> consented to convene the meetings, others member were <u>Mr. Hassan Ali Abdullah, Mr. Moin Fudda, Mr. Akbar Ali Khan, Mr M.A. Lodhi, Chairman IAP (2013-14) Mr Muhammad Ali Zeb, Chairman IAP (2014-15), Mr. Mehmood Lotia later joined the committee. The committee decided to institute six Awards in Three Categories Two in each Category, based on Annual reports of 2014-2013-2012.</u>

#### C.S.R Award

Highest donation As percentage of After Tax Profit This Award be dedicated to MR. ROSHENALI BHIMJEE 2nd Highest Donation As percentage of After Tax Profit Insurance Journal Award

#### **Highest Underwriting Profit**

Highest Underwriting Profit percentage of Written Premium This Award be dedicated to MR. MUHAMMAD CHOUDHARY 2nd Highest Underwriting profit percentage of the written premium Insurance Journal Award

#### **Articles Written in Insurance Journal**

This Award be dedicated to MR. M.A. CHISHTI

2nd Award Insurance Journal Award

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### Mementos









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### Mementos



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### Insurance Journal Award winning celebration by Mr. Qayyum Pervez Malik at Multan

Mr. Qayyum Pervez Malik Insurance surveyor loss adjuster Multan was awarded Insurance Journal Performance Award in the category of articles written in the Insurance Journal. A large number of Multan based insurance surveyors gathered in the office of M/S Qayyum Pervez Malik and Co (Pvt) Ltd. to congratulate and to acknowledge the achievements of their senior colleague Mr. Qayyum Pervez Malik on winning the Insurance Journal Award 2015. Such event took place for the first time in history of insurance industry of Pakistan. The Multan based surveyors greeted Mr. Qayyum Pervez Malik and appreciated his efforts in bringing honor and enhanced respect for the whole surveyors fraternity in general and for the Multan based surveyors, they mentioned the efforts, and contribution made by Mr. Qayyum over a period of 38 years. He served as President of Multan based Surveyors Association for about 8 years.

He has been nominated unopposed as member of executive committee of coming elections of surveyors and adjusters association of Pakistan. He not only writes articles on different insurance subjects in insurance journal but also participate in International Insurance discussion forums all over the world.

Besides Multan a large number of insurance personnel from Karachi, Lahore, Islamabad and other cities of Pakistan and from Indian Insurance Industry greeted and congratulated Mr. Qayyum for winning Insurance Journal Performance Award 2015 in the category of articles written in Insurance Journal.



October, November, December 2015

### Formation of Consultative Group on Insurance by Securities and Exchange Commission of Pakistan

The Securities and Exchange Commission of Pakistan announced the formation of Consultative Group on Insurance. The S.R.O was issued notifying the formation of the Group in exercise of Power Conferred by section 408 read with clause (4) of sub section (4) of section 20 of the SECP Act 1997 (XLII of 1997) the Securities and Exchange Commission of Pakistan is pleased to make a consultative group on insurance.

The group shall be called "Consultative Group on Insurance" will act as an independent think tank for making the insurance market vibrant and robust for the economic development of the Pakistan.

The composition of the group is as follows:

Mr. Moin Fudda Mr. Tahir Ahmed Mr. Fredrick de Beer Ms. Nargis Ghaloo Mr. M. Jamaluddin Mr. Etrat H. Rizvi Mr. Ameen Bundukda Mr. Jawed Hassan

The meetings of the Group will be held under the Chairmanship of Mr. Zafar-ul-Haq Hijazi Chairman SECP and in his absence Mr. Fida Hussain Somoo Commissioner (Insurance) SECP may chair the meeting. Whereas Mr. M.S.I Ghauri (Advisor) (Chairman Secretariat) shall act as secretary to the Group.

The first meeting of Consultative Group on Insurance (CGI) was held on 11 Dec 2015. Chairman Securities and Exchange Commission of Pakistan Mr. Zafar-ul-Haq Hijazi presented.

Decision was made to constitute the following committees:

#### **1-Committee on Local Retention**

Mr. Tahir Ahmed (Convener)
Mr. Moin Fudda (Member)
Mr. Ameen Bundukda
Chairman PRCL (Co-opted Member)
Mr. Tariq Bakhtawar, Director Insurance (Co-opted Member)

#### 2-Committee on Alternative Distribution Channels

Mr. Fredrik de Beer (Convener)
Mr. Jawed Hassan (Member)
Mr. Ali Jameel (Co-opted Member)
Mr. Hasnat Ahmed, Director Insurance (Co-opted Member)

#### **<u>3-Committee on Microinsurance</u>**

Mr. Etrat H. Rizvi (Convener)
Mr. Jawed Hassan (Member)
Mr. Nadeem Hussain (Co-opted Member)
Mr. Farrukh Qureshi, Deputy Director Insurance (Co-opted Member)

#### **4-Committee on Health Insurance**

1) Mr. M. Jamaluddin (Convener)

- 2) Ms. Nargis Ghaloo
- 3) Mr. Kamran Ansari (Co-opted Member)
- 4) Dr. M. Asif Burq (Co-opted Member)
- 5) Syed Nayyar Hussain, Director Insurance (Co-opted Member)

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#### **Health Corner**



of my experience in the field of especially if left untreated can medical health insurance, some eventually cause heart disease, stroke, literature review, Internet and kidney disease, blindness and damage interaction with some patients, I feel to nerves in the feet. to highlight some useful information for the purpose of public awareness Type 1 Diabetes about Diabetes Mellitus.

chronic, lifelong condition that affects your body's ability to use the energy found in food. Diabetes is a number of Type 1 diabetes is an autoimmune diseases that involve problems with condition. It's caused by the body the hormone insulin. There is no cure for diabetes. People with diabetes need to manage their disease to stay healthy. There are three major types of diabetes: type 1 diabetes, type 2 diabetes, and gestational diabetes. All types of diabetes mellitus have result of faulty beta cells in the something in common. Normally, your body breaks down the sugars and carbohydrates you eat into a special sugar called glucose. Glucose fuels A number of medical risks are the cells in your body. But the cells need insulin, a hormone, in your bloodstream in order to take in the glucose and use it for energy. With diabetes mellitus, either your body doesn't make enough insulin; it can't nephropathy). Even more serious is use the insulin it does produce, or a combination of both.

Since the cells can't take in the Type 2 Diabetes glucose, it builds up in your blood. High levels of blood glucose can The most common form of diabetes is Diabetes that's caused by pregnancy is

**Diabetes Mellitus** 

**Control & Cure** 

Type 1 diabetes is also called insulin-Diabetes mellitus (or diabetes) is a dependent diabetes. It used to be called juvenile-onset diabetes, because it often begins in childhood. attacking its own pancreas with antibodies. In people with type 1 diabetes, the damaged pancreas doesn't make insulin. This type of diabetes may be caused by a genetic predisposition. It could also be the pancreas that normally produce insulin.

> associated with type 1 diabetes. Many of them stem from damage to the tiny blood vessels in your eyes (called diabetic retinopathy), nerves (diabetic neuropathy) and kidneys (diabetic the increased risk of heart disease and stroke.

damage the tiny blood vessels in your type 2 diabetes, accounting for 95% of called gestational diabetes. It is often kidneys, heart, eves, or nervous diabetes cases in adults. Type 2 diagnosed in middle or late pregnancy

However, I am not a doctor but based system. That's why diabetes diabetes used to be called adult-onset diabetes, but with the epidemic of fat and overweight kids, more teenagers are now developing type 2 diabetes. Type 2 diabetes was also called noninsulin-dependent diabetes. Type 2 diabetes is often a milder form of diabetes than type 1. Nevertheless, type 2 diabetes can still cause major health complications, particularly in the smallest blood vessels in the body that nourish the kidneys, nerves and eyes. Type 2 diabetes also increases your risk of heart disease and stroke.

> With Type 2 diabetes, the pancreas usually produces some insulin. But either the amount produced is not enough for the body's needs or the body's cells are resistant to it. Insulin resistance or lack of sensitivity to insulin, happens primarily in fat, liver and muscle cells. People who are fat more than 20% over their ideal body weight for their height are at particularly high risk of developing type 2 diabetes and its related medical problems. Fat people have insulin resistance. With insulin resistance, the pancreas has to work overly hard to produce more insulin. But even then, there is not enough insulin to keep sugars normal.

#### **Gestational Diabetes**

### **Health Corner**

mother are circulated through the placenta to the baby. Gestational diabetes must be controlled to protect the baby's growth and development. Gestational diabetes usually resolves itself after pregnancy. Having gestational diabetes does, however, put mothers at risk for developing type 2 diabetes later in life. Up to 10% of women with gestational diabetes Pain or numbress in your feet or develop type 2 diabetes. It can occur anywhere from a few weeks after delivery to months or years later.

unborn baby are even greater than risks to the mother. Risks to the baby include abnormal weight gain before birth, breathing problems at birth, and higher obesity and diabetes risk later in life. Risks to the mother include needing a cesarean section due to an overly large baby, as well as damage to heart, kidney, nerves and eye.

#### **Symptoms**

All types of diabetes have some of the same warning signs:

Hunger and fatigue: Your body converts the food you eat into glucose that your cells use for energy. But your cells need insulin to bring the glucose Fasting Plasma Glucose (FPG) Test in. If your body doesn't make enough or any insulin, or if your cells resist the insulin your body makes, the glucose can't get into them and you have no energy. This can make you more Results and their meaning are shown hungry and tired than usual.

Peeing more often and being *thirstier:* The average person usually has to pee between four and seven times in 24 hours, but people with diabetes may go a lot more.

Dry mouth and itchy skin: Because means that you have diabetes. your body is using fluids to make pee, there's less moisture for other things. You could get dehydrated, and your mouth may feel dry. Dry skin can make you itchy.

**Blurred vision:** Changing fluid levels

your eyes swell up. They change shape and lose their ability to focus.

Slow-healing sores or cuts: Over time, high blood sugar can affect your blood flow and cause nerve damage that makes it hard for your body to heal wounds.

*legs:* This is another result of nerve damage.

Unplanned weight loss: If your body With gestational diabetes, risks to the can't get energy from your food, it will start burning muscle and fat for energy instead. You may lose weight even though you haven't changed how you eat.

> Nausea and vomiting: When your body resorts to burning fat, it makes "ketones." These can build up in your blood to dangerous levels, a possibly life-threatening condition called diabetic ketoacidosis. Ketones can make you feel sick to your stomach.

#### Diagnosis

The following tests are used for the diagnosis of diabetes:

The FPG is the preferred test for diagnosing diabetes and is most reliable when done in the morning. in table 1. If your fasting glucose level is 100 to 125 mg/dL, you have a form of prediabetes called impaired fasting glucose (IFG), meaning that you are more likely to develop type 2 diabetes but do not have it yet. A level of 126 mg/dL or above, confirmed by repeating the test on another day,

#### Table 1. Fasting Plasma Glucose Test

| Plasma Glucose<br>Result (mg/dL)                    | Diagnosis                              |  |  |  |
|---|--|--|--|--|
| 99 and below  | Normal                                 |  |  |  |
| 100 to 125  | Prediabetes (impaired fasting glucose) |  |  |  |
| 126 and above                                       | Diabetes*                              |  |  |  |
| Confirmed by repeating the test on a different day. |  |  |  |  |

#### because high blood sugar levels in a in your body could make the lenses in Oral Glucose Tolerance Test (OGTT)

Research has shown that the OGTT is more sensitive than the FPG test for diagnosing prediabetes, but it is less convenient to administer. The OGTT requires you to fast for at least eight hours before the test. Your plasma glucose is measured immediately before and two hours after you drink a liquid containing 75 grams of glucose dissolved in water. Results and what they mean are shown in table 2. If your blood sugar level is between 140 and 199 mg/dL 2 hours after drinking the liquid, you have a form of prediabetes called impaired glucose tolerance or IGT, meaning that you are more likely to develop type 2 diabetes but do not have it yet. A two-hour glucose level of 200 mg/dL or above, confirmed by repeating the test on another day, means that you have diabetes.

Table 2. Oral Glucose Tolerance Test

| 2-Hour Plasma Glucose<br>Result (mg/dL) | Diagnosis                                |  |  |  |  |
|---|--|--|--|--|--|
| 139 and below                           | Normal                                   |  |  |  |  |
| 140 to 199                              | Prediabetes (impaired glucose tolerance) |  |  |  |  |
| 200 and above                           | Diabetes*                                |  |  |  |  |
| *C C                                    |  |  |  |  |  |

\*Confirmed by repeating the test on a different day.

#### Random Plasma Glucose Test

A random blood glucose level of 200 mg/dL or more, plus presence of the following symptoms, can mean that you have diabetes:

- Increased urination •
- Increased thirst
- Unexplained weight loss

Other symptoms include fatigue, blurred vision, increased hunger, and sores that do not heal. Your doctor will check your blood glucose level on another day using the FPG or the OGTT to confirm the diagnosis of diabetes.

Newer guidelines use hemoglobin A1c as a screening tool for prediabetes or diabetes (the test is normally used to measure blood glucose control in diabetes patients over several months). A HbA1c of 5.7% to 6.4% is consistent with prediabetes and marks

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or higher is consistent with diabetes.

#### **Treatment for Diabetes:**

Diabetes is a serious disease that you cannot treat on your own. Your doctor Nutrition and Meal Timing for glucose levels and may help prevent will help you make a diabetes treatment plan that is right for you and that you can understand. You may also Eating a balanced diet is vital for For people with either type of need other health care professionals on your diabetes treatment team, including a foot doctor, nutritionist, eye doctor and a diabetes specialist (called an endocrinologist).

Treatment for diabetes requires keeping close watch over your blood Usually, doctors recommend three sugar levels (and keeping them at a goal set by your doctor) with a combination of medications, exercise, and diet. By paying close attention to what and when you eat, you can minimize or avoid the "seesaw effect" of rapidly changing blood sugar levels, which can require quick changes in medication dosages, especially insulin. Treatment for type 1 2-4 Servings diabetes involves taking insulin. which needs to be injected through the skin into the fatty tissue below. The methods of injecting insulin include Syringes, Insulin pens that use pre-filled cartridges and a fine needle.

A periodic test called the HbA1C blood test estimates glucose levels in your blood over the previous three months. It's used to help identify overall glucose level control and the risk of complications from diabetes, including organ damage.

There is no cure for Type 2 diabetes. It can, however, be controlled with weight management, nutrition, and exercise. Unfortunately, type 2 diabetes tends to progress and diabetes medications are often needed.

Treatment of Diabetes during pregnancy includes careful meal

a time when it can be reversed by planning to ensure adequate symptoms of low blood sugar (called lifestyle changes. An HbA1c of 6.5% pregnancy nutrients without excess fat and calories. daily exercise. controlling pregnancy weight gain Wait 15 minutes and check again. and taking diabetes insulin to control Have another snack again if it is still blood sugar levels if needed.

## **Diabetes**

people who have diabetes, so work with your doctor or dietitian to set up a menu plan. If you have type 1 diabetes, the timing of your insulin dosage is determined by activity and diet. When you eat and how much you eat is just as important as what you eat.



6 or more Servings

small meals and three to four snacks every day to maintain the proper balance between sugar and insulin in the blood.

#### **Exercise for Diabetes**

Another crucial element in a treatment program for diabetes is exercise. With either type of diabetes, check with your doctor before starting an exercise program. Exercise improves your body's use of insulin and may lower blood sugar levels. To prevent your blood sugar from falling to dangerously low levels, check your blood sugar and, if necessary, eat a carbohydrate snack about half an hour before exercising. If you start to feel

hypoglycemia), stop exercising and have a carbohydrate snack or drink. too low. Exercise helps some people with type 2 diabetes lower their blood the disease in those at risk.

diabetes, exercise can lower the chance of having a heart attack or stroke and can improve circulation. It may offer stress relief, as well. People with type 2 diabetes who need to lose weight can benefit from moderate exercise. Most people with diabetes are encouraged to get at least 150

minutes each week of moderateintensity aerobic physical activity, like walking. Strength training is often recommended at least twice a week. Talk to your doctor about what type of exercise is right for you.

#### **Conclusion:**

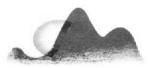
In my opinion, the awareness among general public about Diabetes is insufficient and people should be given awareness about prevention, risk factors, importance of medical checkup for early detection and availability of treatment in Pakistan. Some special awareness programs are needed for

rural population through electronic and print media (TV, Newspapers, Literatures and Social Media), health/ medical insurers and hospitals. Ministry of Health must play its active role in prevention of Diabetes. Tests for this disease should be available free of cost nearer in the urban and rural basic health centers. Also, the medicines / insulin for the treatment of Diabetes are expensive and the Government should take measure to control / minimize the prices of treatment / medicines to the poor people. People having Diabetes must follow the diet plan advised by the physician for their better life.

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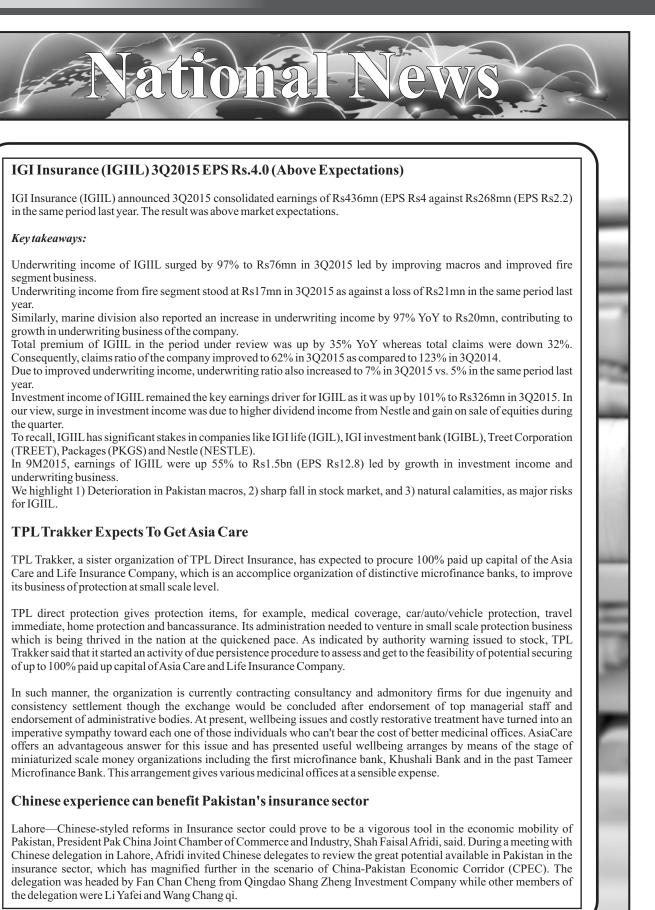


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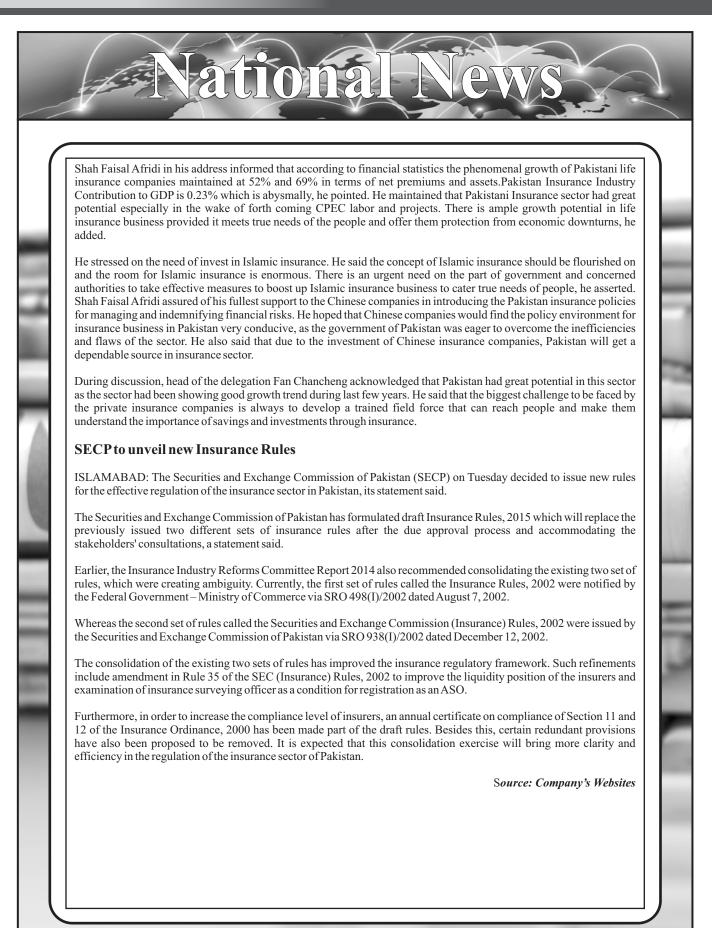
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### **National News**

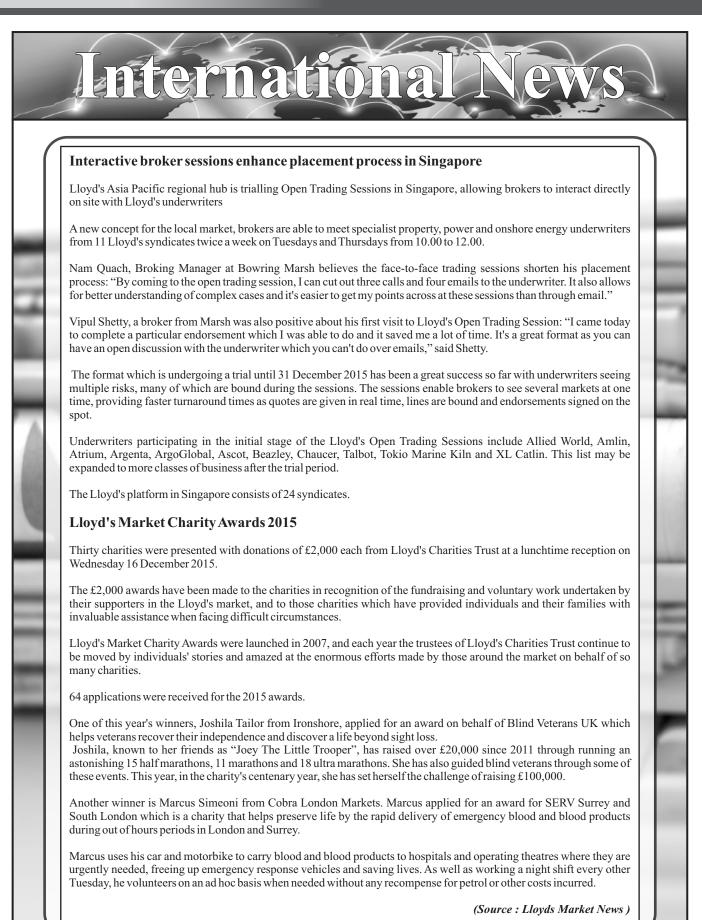


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### **National News**



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Cone fan



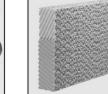
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# EFU Life and BMA Capital enter into alliance

EFU Life Assurance Ltd and BMA Capital entered into a strategic alliance to promote EFU Life financial planning products to BMA customers. An agreement was signed recently in Karachi between the two organizations.



Speaking on the occasion, Mr. Taher G. Sachak, CEO & MD EFU Life said "We are delighted to partner with BMA Capital and are pleased to offer our high value financial planning solutions to their customers. BMA is a trusted name in the investment advisory services industry and we are confident that inclusion of our products in their menu will add significant value to the customers' overall financial planning universe."

Mr. Nadir Rahman, CEO BMA Capital, echoing Mr. Sachak's sentiments, added "Financial planning and financial inclusion remain underserved in Pakistan. At BMA, we strive to provide diverse investment options to the customer base at large. We are extremely pleased to work with EFU Life, one of the oldest and most respected names in the life insurance business."

## Faysal Bank and EFU Life sign Bancatakaful Distribution Agreement

Karachi, December 2015: Faysal Bank Limited (FBL) and EFU Life Assurance Ltd (EFU) have entered into a distribution alliance for EFU Life's Window Family Takaful Products under a dedicated brand "Hemayah". FBL is a leading commercial bank of Pakistan with a fast growing Islamic Banking network. EFU Life is a leading life insurance company in Pakistan and is the first Window Family Takaful Operator licensed by Securities and Exchange Commission of Pakistan (SECP).

The signing ceremony was held at Faysal House - Faysal Bank Head Office in Karachi and the agreement was signed by Mr. Nauman Ansari, President & CEO, FBL and Mr. Taher G. Sachak, Managing Director & Chief Executive Officer, EFU Life and. The ceremony was also attended by senior officials of both organizations.

Addressing the gathering, Mr. Nauman Ansari, said "EFU Life is one of our oldest and most reliable partners in the Bancassurance business and we are pleased to have entered into a Takaful arrangement with them. Shariah Compliant products are a major growth segment for Faysal Bank, and with the signing of this agreement, we have taken yet another step towards creating a strong and diverse product menu of our customers. With the continued support of our business partners we hope to add maximum value to the Wealth Management solutions being offered to our clients and expand our base of Shariah compliant offerings for our Islamic segment."

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Speaking at the occasion, Mr. Taher G. Sachak, said "It gives an immense pleasure to have Faysal Bank on board as distribution partner for our Family Takaful Products. We admire the success of our existing Bancassurance relationship with Faysal Bank and this Bancatakaful partnership will enhance the association and will give us an added opportunity to expand our product portfolio. Through this relationship, we intend to offer our custom designed Bancatakaful solutions to the bank customers without compromising on their religious values. There is a huge potential in Shariah Compliant Takaful solutions for Pakistan and introduction of Bancatakaful products through Faysal Bank is a step towards providing Shariah Compliant investment and protection solutions to cater the demand for long term impending financial needs of Bank's customers."



FBL & EFU Life believes that this strategic business alliance will play a vital role to develop a very strong mutually beneficial business relationship between Faysal Bank and EFU Life Assurance in the days to come.

# EFU Life Rural Awareness Drive – 'Choti Rakam Bara Kamal'

EFU Life, the leading life insurer in Pakistan with a vision of providing life insurance to all households in the country, has launched a Rural Awareness Drive in Sindh. The initiative 'Choti Rakam Bara Kamal' is the first step to reaching the rural parts of Pakistan to educate people on the many benefits of life insurance, and the financial security that it offers to families.

The campaign tagline 'Choti Rakam Bara Kamal' is linked with the bigger idea of 'Life mein kamal karna zaroori hai' and signifies the affordability of life insurance to a common man and the recognition an individual gets for doing the "kamal" of protecting his or her families future.

A common practice in rural areas is for individuals to take loans for agricultural produce and utilizing that loan to buy agricultural equipment, fertilizers and seeds. Once the harvesting season arrives, the individuals use the money from the crop harvest to pay off loans, and for other shorter term needs like buying new motorbike, tractors, or electronics. Very few individuals take a long term perspective and look at life insurance as a tool for financial security and meeting their life goals, of saving, maintaining standard of living in retirement, investment for their child's financial planning for needs of education and marriage.

The message 'Choti Rakam Bara Kamal' is conveyed through a comedy theatre that connects with the audience in an entertaining and thought provoking way. The road show is being carried out in over 30 cities of Sindh and will over the forthcoming months be going into other parts of Pakistan.



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#### 2014 C L D 893

#### [Lahore]

#### Before Ijaz, ul Ahsan and Mrs. Ayesha A. Malik, JJ

### PROJECT DIRECTOR, PUNJAB RURAL SUPPORT **PROGRAM (PRSP)** and 2 others---Appellants

#### Versus

#### **REHMAT ALI and another---Respondents**

Intra-Court Appeal No. 893 of 2012 in Write Petition No.21154 of 2011, decided on 27the June, 2013

#### Insurance---

Group Life insurance for employees-- Court Appeal under section 3 of the -Accidental death benefit for legal Law Reforms Ordinance, 1972 is heirs of employees---Respondents directed against a judgment dated 6were legal heirs of employee who died 11-2012 passed by a learned Single when he met with an accident, and Bench of this Court. Through the were duly paid amount under group impugned order, the appellant has life insurance---Respondents had been directed to pay a sum of contended that they were also entitled Rs.500,000 to the petitioners on to accidental death benefit; and their account of accidental death benefits. constitutional petition in such regards was allowed---Contention of the 2. The brief facts of the case are that appellants was inter alia, that at the Tanvir Ahmed son of the respondents time of death, the Life Insurance Policy did not cover accidental death benefit---Validity---Accidental death benefit was only available under the group life insurance policy issued by State Life Insurance Corporation of respondents being his parents claimed Pakistan, for the year 2008-09; which expired on 31-5-2009 and when the said group Insurance policy was renewed, it only provided for one benefit, namely insurance claim, which was duly paid to the deceased---Group life insurance policy covering the period during which the deceased died, did not provide for accidental death benefit---Impugned order was therefore, not sustainable in the eye of the law and was set aside. [p. 896] A

Umer Sharif for Appellants. Hafiz Khalil Ahmad for Respondents. Date of hearing: 19th June, 2013.

#### JUDGMENT

was serving as a Section Officer (BS-17) under the Punjab Rural Support Programme (PRSP). During the course of his duty, he met with an accident and died on 7-8-2010. The and were paid a sum of Rs.500,000 on account of group insurance. The petitioners filed an application for payment of an additional sum of Rs.500,000 on account of accidental death benefits in view of the notification dated 13-8-2008 issued by Punjab Rural Support Programme. The said request was turned down vide letter dated 29-8-2011 which led the respondents to challenge the said letter by way of constitutional petition which was allowed by the learned Single Judge through the impugned order.

appellant submits that the impugned Judgment is unsustainable because of ---Group Insurance Policy, 2008--- IJAZ UL AHSAN, J. ---This Intra non-impleading the necessary party namely Punjab Rural Support Programme Guarantee Ltd. He submits that the son of the respondents was not an employee of the appellants, who are themselves employees of the said company. He, therefore; submits that the impugned order is liable to be set aside on this ground alone. He further submits that the Punjab Rural Support Programme Guarantee Ltd. is a non-Governmental organization. It is a non-profit organization and does not fall within the definition of "Person" as used in Article 199 of the Constitution of Islamic Republic of Pakistan, 1973. He submits that the company in question is neither substantially controlled by the government nor is it a statutory corporation performing functions in connection with the affairs of the Federation or the Province. As such it was not amenable to the writ jurisdiction of this Court. Without prejudice to the afore-noted objections, the learned counsel submits that the learned Single Judge has relied upon an old group insurance policy which was subsequently replaced by a new policy issued by the State Life Insurance Corporation of Pakistan. The policy in question was issued in favour of the Punjab Rural Support Programme Guarantee Ltd.

3. The learned counsel for the who was the policy holder. The said

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#### **Legal Section**

policy provided for payment of an for the parties and gone through the which was duly paid. The crux of the amount of Rs.500,000 by way of record. insurance payment to insured employees. He points out that on the 6. It is a common ground between the dated when the son of the respondents met with an accident i.e. 7-8-2010, the Policy No. SCGP4152 dated 31-12-2009 held the field under which being classified as a professional, the son of the respondents was entitled to receive a payment of Rs.500,000 by way of insurance payment. The said amount was accordingly received from State Life Insurance Corporation of Pakistan and paid to the respondents vide a cheque dated 15-11-2010. He submits that other than the aforesaid payment, which was made under the Group Life Insurance Policy, no additional accidental death 7. The grievance of the respondents benefit was liable to be paid to the respondents. The learned counsel further maintains that Punjab Rural Support Programme is a guarantee limited company. It is a non-profit, charitable organization and does not maintain any funds for payment of accidental death benefits nor is there any provision in its memorandum and article of association or contract of source executed with employee providing for payment of such amounts. He, therefore, submits that the learned Single Judge has erred in interpreting the provisions of the insurance policy which on the Accidental Death Benefit (ADB) is relevant date only provide coverage to the extent of a sum of Rs.500,000 which was admittedly paid by the insurance company.

4. The learned counsel for the respondents on the other hand has defended the impugned order. He submits that technicalities should not be allowed to come in the way of grant of substantive relief by this Court and to do complete justice. He further submits that the respondents were liable to be paid a sum of Rs.1,000,000 under the insurance policy and that the payment by way of accidental death benefit was liable to be made to the respondents.

parties that the son of the respondents namely Tanvir Ahmed was an employee of the Punjab Rural Support Programme Guarantee Limited which is a non-profit, charitable organization Unfortunately he met with a road accident and died on 7-8-2010. The respondents who are his parents are his only legal heirs. They filed an application with the respondents claiming group insurance dues. The said dues were paid by the insurance company in the sum of Rs.500,000 vide a cheque dated 15-11-2010.

was that vide notification/order dated 13-8-2008, contributory benefits and additional provision of accidental death benefit (ADB) was made available to the employees. Such benefit entailed that if an employee died as a result of an accident, an additional amount of Rs.500,000 by way of accidental death benefit was claimed. It appears that the accidental death benefit was available under an insurance policy to employees of Punjab Rural Support Programme in 2008 in the following form:---

"An additional provision of available i.e. if an employee dies as a result of an accident within 90 days of its occurrence, then an additional amount equal to basic monetary support will be payable."

8. It is significant to note that the said benefit was available under Group Life Insurance Policy for the year 2008-09 which expired on 31-5-2009. When the company renewed its insurance policy on 31-12-2009, it only provided for one benefit namely an insurance claim under a group insurance policy in the sum of 10. No order as to costs. Rs.500,000, in case of a professional. Admittedly Mr. Tanvir Ahmed was a KMZ/P-23/L part of the professional staff and was accordingly found entitled to payment 5. We have heard the learned counsel to insurance claim of Rs.500,000

matter is that the group insurance policy issued by the State Life Insurance Corporation of Pakistan covering the period from 31-12-2009 to 30-12-2010 did not provide for accidental death benefit. Consequently the State Life Insurance Corporation of Pakistan was liable to and actually paid the said amount of Rs.500,000 as per its obligation under insurance policy. The letter dated 13-8-2008 relied upon by the learned counsel for the respondents which referred to accidental death benefit does not help the case of the respondents in view of the fact that the same related to group life insurance policy taken by Punjab Rural Support Programme Guarantee Ltd. in the year 2008-09. Unfortunately the said insurance policy expired in the year 2009 and stood superseded by the insurance policy had covering period from 31-12-2009 to 30-12-2010 which did not provide for payment of accidental death benefit. Even otherwise it was never the case of the respondents that Punjab Rural Support Programme was liable to pay the said amount from its own sources in view of the fact that the accidental death benefit or the insurance claim, whichever payable, was to be paid from funds received from the insurance company which as stated above was not obliged to pay accidental death benefit under the insurance policy which was in-vogue on 7-8-2010 when the son of the respondents met with the unfortunate accident.

9. In view of the foregoing, we find that the order passed by learned Judge in chambers is not sustainable at law. Accordingly this appeal is allowed and the impugned order dated 6-11-2012 is set aside.

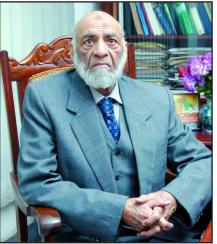
Appeal allowed.

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#### THE OLDEST INSURANCE DIGNITARY LEAVES US

At the age of 94, after prolonged illness, Ch. Muhammad Sadiq passed away. Starting with Department of Insurance, Govt. of Pakistan in 1947 and finally the Chairman, Silver Star Insurance Company, he was a unique example of outstanding and internationally acknowledged performance in many diverse and challenging assignments. To name a few: he was a retired Re-insurance Advisor to United Nations, Ex-Consultant to Islamic Development Bank and Dallah Al-Barka Group (Jeddah), founder General Manager of first ever Islamic Insurance Co. (Sudan) and ex Deputy Managing Director, Pakistan Insurance Corporation (now PRC).



He was one of the Top Twenty Experts selected by UNACTAD for in depth studies on Global Re-insurance, and acted as part time Consultant to

United Nations before becoming their Advisor. A part from these lofty offices, Ch. Sadiq played significant roles as Chairman, RCD (now E.C.O) Insurance Committee, Consultant Pakistan Commission for Islamisation of Economy, Council of Islami Ideology and Federal Shariat Court.

Earlier, he organized and managed National Co-Insurance Scheme of Pakistan Insurance companies to insurance Government Properties and War risks insurance Schemes and was also associated with RCD Reinsurance pools. He leaves behind three sons, one daughter and number of grand children.

Mr. Jaffer Dossa, Deputy Managing Director, Southern Zone and Mr. Ali Kausar, Deputy Executive Director, City Branch were invited by Mr. Ghouse Akbar, Director Princely Jet, at the Welcome Reception in honor of Tracy Curtis Taylor on her epic voyage from London to Australia, on 17th November, 2015 at Princely Jets Lounge, Terminal 1 (Old Karachi Airport).

Tracy was on the world tour, covering some 23 countries.



Mr. Jaffer Dossa, Deputy Managing Director, EFU Southern Zone along with his wife and Mrs. Ali Kausar seen with Tracy Curtis Taylor.

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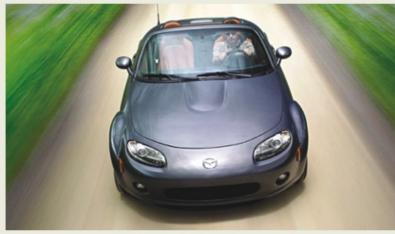
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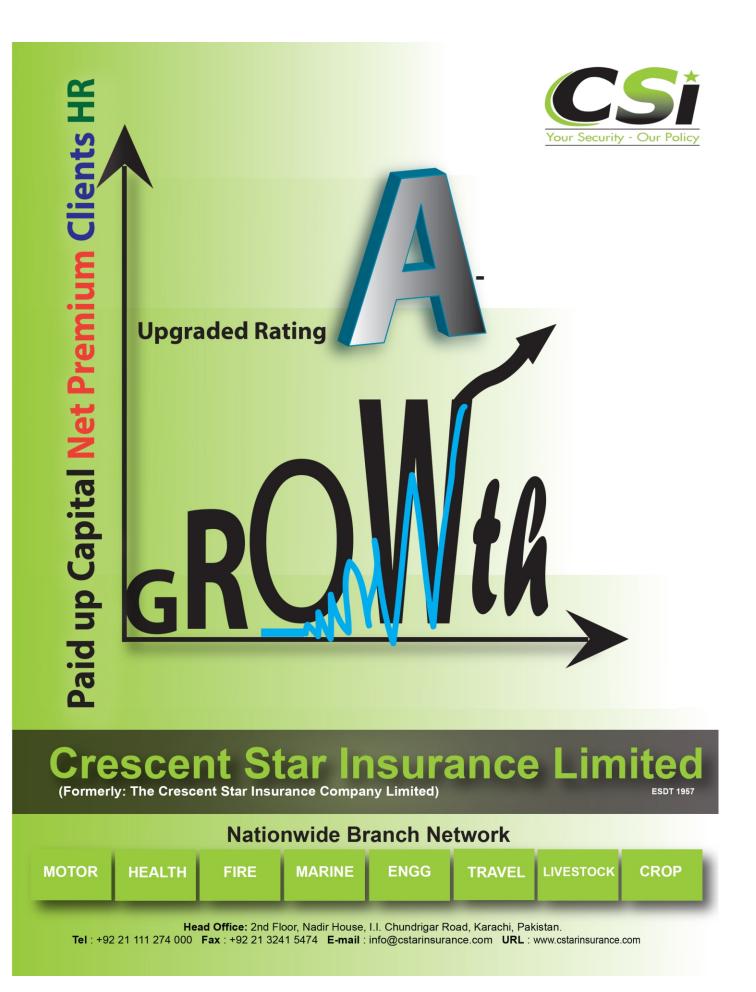




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