

From
Karachi Since 1984 Islamabad Since 2008



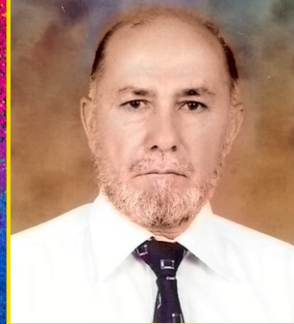
ISSN-0257-8603

Quarterly

Insurance Journal

October, November, December 2019

Obituary



Majid Khan Jadoon



Jaffar Dossa



Classifications of Risk and Loss Exposure



Give your Inheritors a Gift of Life Insurance



Leadership



The Science of Conquering Fire



Strategic Management Framework

Inside:

- ▶ Insurance Sector on PSX
- ▶ Tribute to Majid Khan Jadoon by Friends & Admirers
- ▶ Global Equities: Ready to Meet 2020 Expectations?
- ▶ Health Corner - Natural Disasters
- ▶ Legal Section

Financial Highlights - 3rd Quarter 2019



www.insurancejournal.com.pk



[insurancejournalpakistan](https://www.facebook.com/insurancejournalpakistan)



[IJ_Pakistan](https://twitter.com/IJ_Pakistan)



INSURANCE

SPI INSURANCE COMPANY LIMITED
(Formerly Saudi Pak Insurance Company Limited)
RATED A BY PACRA

A WIDE RANGE OF GENERAL INSURANCE PRODUCTS
SUITING YOUR NEEDS



Head Office:
UIG House
6-D Upper Mall, Lahore



042 35776561 - 62
042 35776567 - 68



www.spiinsurance.com.pk



info@spiinsurance.com.pk

Jubilee

INSURANCE



BE COMFORTABLE WITH OUR INSURANCE TECH

At Jubilee General, we believe in new technologies and innovation to add value and create better outcomes for our customers.

Follow our digital story and learn how we are empowering people by taking insurance to their desks and palms; reducing the insurance acquisition process from days to minutes; and introducing the first steps of Insurance Tech in Pakistan.

AA+ **AA+** **B+**
JCR-VIS PACRA A.M Best

www.jubileegeneral.com.pk | UAN: 111-654-111 | Toll Free: 0800-03786 |    



Aap ki Life ka Humrahi



*Rs. 2+T apply

MILLENLOWE BAUF

'KAMAL' likh kar 9898* par SMS karain

Whether it's getting ahead in life, securing a successful future for your loved ones, or living a life of comfort and peace, EFU Life makes it possible to plan for your life's milestones by giving you a wide array of solutions tailored to your specific financial needs.



Scan to secure your dreams



(021) 111-338-111

efulife.com

[EFU Life PlanIT](#)

[/EFULifeAssurance](#)

[@EFU_Life](#)

[/EFULifeOfficial](#)

[KAMAL 9898](#)

ISSN-0257-8603

Quarterly

**Insurance
Journal**

Karachi - Islamabad
October, November, December 2019

Karachi No. 141 Vol. 35
Islamabad No. 45 Vol. 11

Editor:

M. Jamaluddin

Legal Consultants:

Hashim Hameed Zaheer & Co.

Published by:

M. Jamaluddin

No.63, Noor Chamber, Robson Road,
Karachi - Pakistan.

Email: insurancejournalpakistan@yahoo.com

Designed by:

Artixone-ads

Islamabad.

Email: artixoneads@gmail.com

Printed at:

Panjwani Printing Press

1, Abdul Manzil, Muhammad Bin
Qasim Road, Karachi.

Tel: +92-21-32630331

+92-21-32630734

(Views expressed by the writers are in their individual capacity and Insurance Journal need not share them)

Karachi Office:

No.63, Noor Chamber, Robson Road,
Karachi - Pakistan.

Tel: +92-21-32217184

Islamabad Office:

3-A, Street # 64, Sector F-7/3,
Islamabad - Pakistan.

Tel: +92-51-2611111

CONTENTS



Insurance Sector on PSX

07



Obituary

08



Tribute to Majid Khan Jadoon by Friends and Admirers

10



The Science of Conquering Fire

11



Strategic Management Framework

13



Leadership - (Part-2)

17



Classifications of Risk & Loss Exposure

19



Global Equities: Ready to Meet 2020 Expectations?

23



Give Your Inheritors a Gift of Life Insurance

27



Health Corner - Natural Disasters (Part-2)

31



Financial Highlights - 3rd Quarter 2019

33



Legal Section

41

Helping People Take Control of Their Lives



Pioneer in Credit Linked Insurance

- Fire & Allied Perils
- Automobiles
- Engineering & Bonds
- Cargo and Hull
- Miscellaneous Accidents
- Crops & Agricultural Assets

After Completion of more than three decades in business, our highly qualified team of professionals understand the importance of gaining your trust and providing you with innovative solutions and expert advice. We believe that integrity, honesty and trust is the basis of any successful company and look forward to continuously improving our standards and performance in time ahead.



Successfully Launched
**WINDOW TAKAFUL
OPERATIONS**



EAST WEST INSURANCE COMPANY LIMITED

HEAD OFFICE: 401-404, Block "B", 4th Floor, Lakson Square Building No.3, Sarwar Shaheed Road, Karachi.
PABX: +92 (21) 35630400 - 11, Fax: (021) 35630413 & 35630415,
E-mail: info@eastwestinsurance.com.pk, Web: www.eastwestinsurance.com.pk

Branches All Over Pakistan

INSURANCE SECTOR ON PAKISTAN STOCK EXCHANGE

(Quarter: July, August, September 2019)

Compiled By: Khurram Shahzad

Company	Paid up Capital	Face Value	Highest Rate	Lowest Rate	Turnover of Shares	Announcement During the Quarter
	(Rs. in Million)	Rs.	Rs.	Rs.		
Adamjee Insurance Company Limited	3,500	10.00	36.69	26.00	7,603,000	Dividend = 10%
Asia Insurance Company Limited	603	10.00	-	-	-	
Askari General Insurance Company Limited	719	10.00	21.00	16.60	231,500	
Askari Life Assurance Company Limited	1,102	10.00	8.80	5.95	447,000	
Atlas Insurance Limited	772	10.00	52.00	42.70	61,000	
Business & Industrial Insurance Company Limited	86	10.00	-	-	-	
Century Insurance Company Limited	503	10.00	18.00	14.01	110,500	
Crescent Star Insurance Limited	1,077	10.00	1.49	0.85	7,578,000	
Cyan Limited	586	10.00	21.20	16.25	926,000	
East West Insurance Company Limited	1,029	10.00	-	-	-	
EFU General Insurance Limited	2,000	10.00	100.25	64.15	471,000	Dividend = 15%
EFU Life Assurance Limited	1,000	10.00	231.00	184.90	19,200	Dividend = 15%
Habib Insurance Company Limited	619	5.00	9.64	8.00	138,500	
IGI Holdings Limited	1,426	10.00	169.85	134.00	109,900	
IGI Life Insurance Limited	1,706	10.00	23.31	11.01	1,198,500	
Jubilee General Insurance Company Limited	1,804	10.00	48.00	35.21	59,000	
Jubilee Life Insurance Company Limited	793	10.00	338.78	196.00	33,500	Dividend = 30%
Pakistan General Insurance Company Limited	464	10.00	4.70	1.21	372,000	
Pakistan Reinsurance Company Limited	3,000	10.00	26.40	16.40	4,169,000	
PICIC Insurance Limited	350	10.00	1.25	0.60	2,424,500	
Premier Insurance Limited	506	10.00	6.02	3.26	60,000	
Progressive Insurance Company Limited	85	10.00	-	-	-	
Reliance Insurance Company Limited	561	10.00	5.00	2.90	686,000	
Shaheen Insurance Company Limited	600	10.00	4.27	2.61	308,500	
Silver Star Insurance Company Limited	306	10.00	-	-	-	
Standard Insurance Company Limited	8	10.00	-	-	-	
The United Insurance Company of Pakistan Limited	2,601	10.00	9.59	7.42	619,500	
The Universal Insurance Company Limited	500	10.00	3.82	3.55	35,000	
TPL Insurance Limited	939	10.00	24.89	21.35	58,000	

Mr. Jaffar Dossa Senior Advisor EFU General died in Karachi. He was associated with EFU since 1968. Over these 50 years made him household name in the insurance industry. His devotion, sincerity and hard work made him equally popular amongst his seniors, colleagues and juniors. He was very polite, gentle and true guide to the new entrants. He introduced many young people in the profession of insurance and nurtured them into very seasoned professionals.

Tribute to My Best Friend Jaffar Dossa

By Mohamed Iqbal Mankani

Monday morning November 18th, 2019 brought us a shattering news. My dearest friend and colleague of 50 years sadly passed away leaving behind his family and dear friends to mourn his untimely departure from this world.

For me personally, this was something very difficult to cope up with realizing my dear friend of 50 years was no more. Jaffer and myself started our career together in 1968 in Eastern Federal. We were both young but took our profession very seriously.

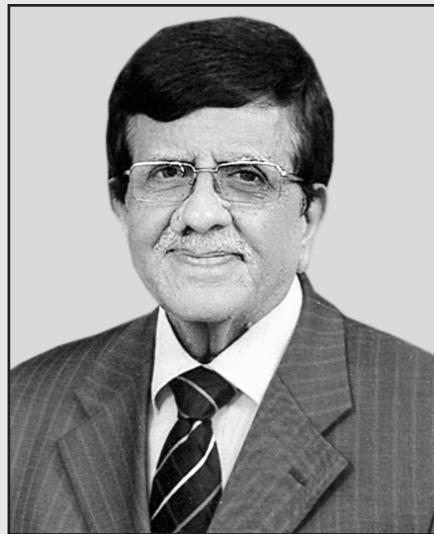
In my 50 years of a very close relationship with Jaffer, I have yet to see someone so humble and down to earth in my life and this attitude taught me lot of things personally.

We both progressed well enough helping many people on our way up, even if he was an office boy. In 1975 we parted ways to fulfill our professional commitments.

While I was sent on deputation

to Dubai, Jaffer stayed behind and took over my responsibilities at the SITE Branch of EFU.

Distance could in no way distract our relationship and we met regularly, either to watch a cricket match together in Sharjah or to attend



Jaffar Dossa

weddings of our children. Years went by, and we would invariably contact each other on family matters.

Both of us remained committed to our respective organizations until we reached the top of the corporate ladder

and led our respective organizations as role models for others to follow.

At the same time our love and commitment to our families was utmost.

We both faced family issues like death of our parents, or illness of a close family member but always had each other's shoulders to cry on. Jaffer was always worried about his children, most of the time unnecessarily.

Having said that, Jaffer was very lucky to have a very supportive wife Mohib, who stood by him throughout his life. At this moment in time, my heart goes out to his wife and three loving children Shermeen, Mahjabeen and Aliya who are still trying to come to terms with life without their dear "Pappa".

May his soul Rest In Peace and May Allah grant my dear friend the highest place in Jannah. Aameen!

Mr. Majid Khan Jadoon (C.E.O) Pakistan Inspection Co. a leading and well-reputed surveyor company of Pakistan died in Karachi. He made valuable contributions to the insurance industry of Pakistan. He was a regular contributor of Insurance Journal for over three decades. His articles were liked and appreciated by the majority of the readers of Insurance Journal Gap so created would be difficult to fill in the near future, knowing his professional competence and dedication with which he performed his duties.

Tribute by Qayyum Pervez Malik

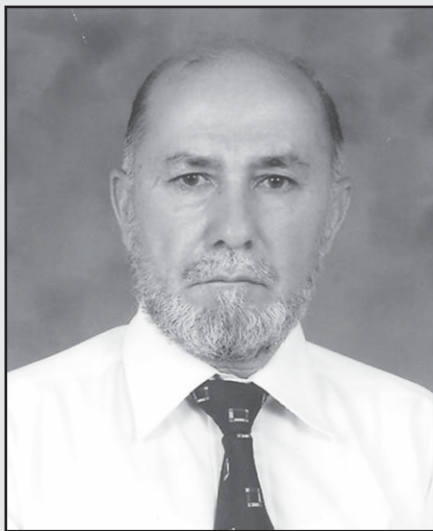
People Who Never Die

Pakistan Insurance Industry gave birth to plenty of professionals who are though not physically living with us anymore but still living in our hearts and minds. We discuss about them and quote the examples of their golden thoughts in our day to day activities. They live among us in form of their thoughts, talks, principles, noble deeds, humanity and character. Brother Majid Khan Jadoon was one of them. It is quite hard to believe that a person living with us for decades passes away abruptly to an un-seen and inaccessible destination, remaining unavailable to us for rest of the lives. Transformation to an unseen World for the inhabitants of both the Worlds leaving agony of strange pain through an unacceptable break of relationship with no hope of reinstatement. No cry, no tears and no pray is acknowledged/admitted when this disastrous happening comes into existence once in everyone's life and the bodies of loved ones are buried in the earth forever. This is bitter reality of life and heard to digest. The demise of this kind of departure eats up gradually and add-up to the pain day by day.

Few weeks ago, while sitting in office having a cup of coffee after brain storming to resolve few issues related to an insurance claim, my cell phone rang up and it was brother Jadoon, calling from the other side saying that he was missing talking badly for last few days. We used to talk at least once a week. This time the conversation kept longer than before and we discussed various issues of Pakistan Insurance Industry as well as revival of Surveyors & adjusters Association of Pakistan. He also talked about his health and shared an information that he was feeling chest pain for few days because of change in weather. He talked about seasonal flu

and cough. Quite unfortunately it was not a pain due to seasonal flue and cough which took his life few days after, leaving all of us in tears.

He used to have felt irritated and agitated from the general behaviors, incompetence, professional dishonesty/negligence of doctors. Obviously, not all the Doctors deserve to have this reaction. We used to have been brother-like friendship for a long time and after such a long interaction



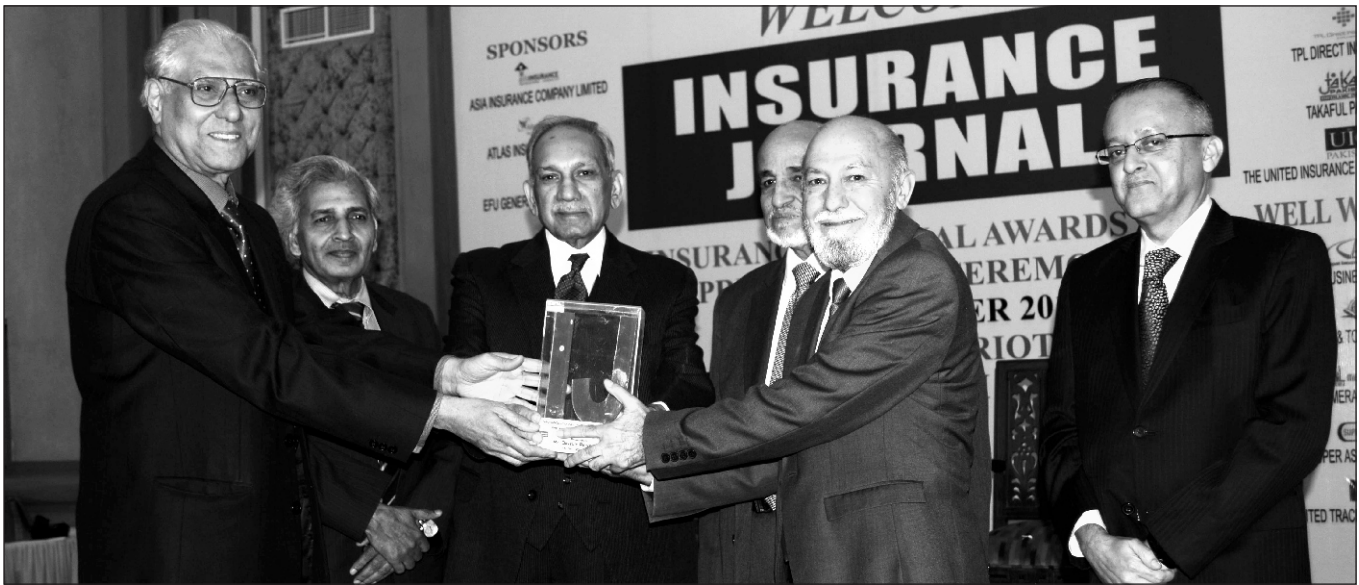
Majid Khan Jadoon

with brother Jadoon, I found him a true gentleman and professional. He never compromised on discipline and worked hard to raise his professional standards when he also rewarded an Associates of Chartered Insurance Institute, London. His theoretical and practical professional knowledge and expertise was up to the mark. We used to feel proud of discussing the issues related to our profession. I remember he had offered me for inauguration of my book "Motor insurance & claims" at Karachi. I had the privilege to live at his home as

and when feel like but that chance could never be availed unfortunately.

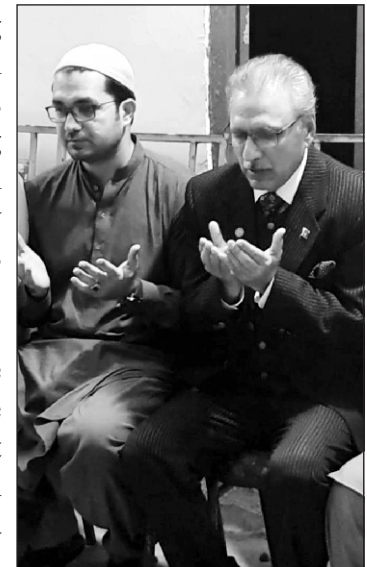
He was regular writer of Insurance Journal and wrote a large number of excellent articles on Insurance related topics educating the newly inducted professionals. Both of us won the Insurance Journal award for best articles writing in Insurance. It was another privilege that he received my award from Justice Mehboob Ahmed, at Marriott Hotel Karachi few years ago. I found him really proud of me while receiving that award and he kept on praising and motivating me further throughout the period of our relationship. A large number of survey reports drafted by brother Jadoon on very complicated issues and claims have set up an excellent example of a legendary professionalism. Many professionals used to draw benefits out of his professional expertise on insurance law and practice. Currently he was serving on the position of President, Surveyors and adjusters Association of Pakistan. I got surprised during our last conversation that he offered me to serve the fraternity from that portfolio which I refused with the view that he deserves more to be there. He used to tell so often that he is fed up of the affairs of the Association but it was me who always influenced him to continue. Every time he accommodated me for my views on all the issues. His departure is considered to be an irreparable loss for his family, friends and fraternity.

May Allah, the Almighty, rest his soul to eternal peace and be merciful to his family/friends granting patience to bear up this demise. May Allah be merciful to grant him Jannah on the day of judgement. Aameen!



His contributions to the Insurance Industry in general and Surveying Industry in particular spans well-over 50 years. He was in the Profession since 1966 and well known to the entire Insurance Industry for his Professional Integrity, matchless Writing Skills and impeccable working experience. He founded his Company on 1st August 1975 from a one-man operation in Karachi as a Proprietary Entity in 1975 and subsequently registered the same as a Private Limited Company under the Companies Ordinance of Pakistan in 1999.

It was his broad vision that made Pakistan Inspection Company one of the Leading Surveying and Loss Adjusting Organization with Office Network across the Country and beyond which is the kind of achievement that any one should desire. His relationships with his Co-workers and Industry Colleagues have been exemplary. Everyone agrees that he was a high caliber individual with a rare combination of honesty, integrity and kindness with extremely humble nature - crucial qualities for an effective Leader.



Dr. Arif Alvi - President of Pakistan is offering Fatiha and Condolence with his family.

He astonishingly maintained balance between personal and professional lives even in these chaotic times leaving an example for others to follow.

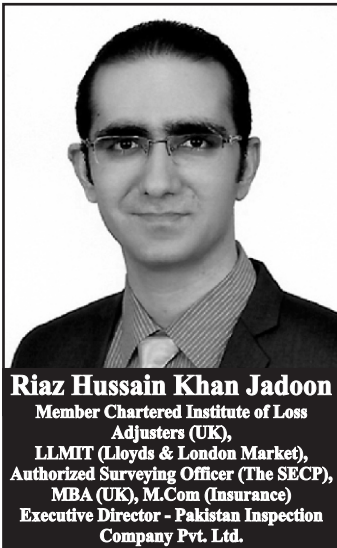


His leaving from this mortal world marks the end of an era in the Industry.

He will always be remembered for all the good things that he has done and all that he has taught us In-sha-Allah.

We will all miss you very very much.

All Industry Colleagues and Friends are requested to remember him in their prayers.



The Science of Conquering Fire

A loss adjuster uses his skills to resolve large, complex or contentious insurance claims. The first step is to investigate the scene of incident to establish the cause of loss and check validity of the claim to determine whether it is covered by the relative insurance policy or otherwise. This is followed by the quantification of loss which may involve application of average, consideration of salvage and savings as well as application of deductible. Eventually, writing a formal survey report for the consumption of Insurer wherein appropriate measure of indemnity is suggested.

The whole process seems relatively a straightforward work that could be performed by anyone. However, it is not what it seems and loss adjusters are sometimes required to look behind the picture especially where fraud is suspected.

The investigation and management of insurance claims require specialist insurance knowledge combined with general knowledge from different aspects of life especially from science. No one can deny the importance and application of science in any aspect of life and insurance is no exception.

A good Loss Adjuster / Surveyor should be well versed with appropriate scientific knowledge and techniques as it can greatly assist in

resolving complex issues especially those related to the principle of Proximate cause. This is what Forensic experts do in large Fire claims where identification of proximate cause is critical not only for claim settlement but also for improving the risk for renewal.

A very small group of Surveyors / Loss Adjusters usually get nominated for handling Fire Claims in our industry. Although they do know the routine process of handling Fire Claim, little do they know of methods of suppressing Fire. Similarly, it surprised me once during one such fire incident when I had approached a

firefighter asking him about basic firefighting stuff who, unfortunately, appeared clueless.

Understanding the biggest enemy of Insurers and Mother of all perils Fire and its types can greatly help in dealing with it. In simple words, Fire is a chemical reaction between oxygen and the fuel. If you want to put out fire, get rid of one of these three things i.e. fuel, oxygen or heat. However, it is pertinent to mention that different Fires require different suppression techniques.

Wood fire is generally extinguished by throwing water on it. Since water



has high heat of vaporization, it absorbs considerable amount of heat from Fire before vaporizing in the form of smoke. As a result, it gradually cools burning wood and extinguishes fire. In this case, removing of heat from Fire puts it off.

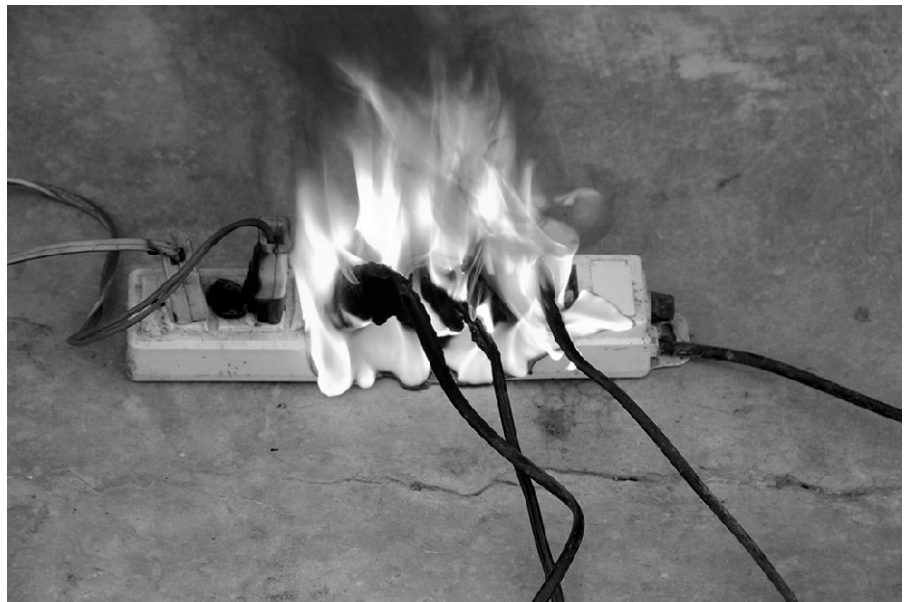
Electric fire can be put out by fire extinguishers. There are different types of Fire extinguishers which would require another detailed write-up. To be very specific, they are classified into three main types as explained below:

1-Water extinguishers, compose of water tanks and are used to put out the fire by removing heat. But they cannot be used for electric fires because you could electrocute yourself and the people nearby.

2-Dry chemical extinguishers consist of foam or dry powder with compressed nitrogen. It works by cutting off the oxygen supply by putting a layer of foam on the fire. These are suitable for Electric Fires.

3-Carbon dioxide extinguishers contain a mixture of liquid and gaseous carbon dioxide which is nonflammable gas. At room temperature and pressure this gas exists in gaseous form. It has to be stored under high pressure to make it a liquid. When pressure is released, carbon dioxide expands enormously and makes a huge white jet. This gas cuts off the oxygen supply and put out the fire. Moreover, it cools everything by removing heat because it sucks in a massive amount of heat upon turning from liquid to gas.

It is important to always use the right extinguisher for the fire as using the wrong extinguisher can have negative consequences including danger to life or making the fire worse. In insurance context, these kinds of fires extinguishing techniques can be used on properties such as houses, offices, retail shops, warehouses and other properties of alike nature.



Oil fire cannot be put off by throwing water on it. This is because oil and water do not mix together as oil is lighter than water and, as a result, it keeps hovering over water. In fact, throwing water on oil fire can make it more dangerous and cause more damage by spreading it through water flow. Reason being the inability of water to cut off contact between burning oil and oxygen. Therefore, the right way to put off Oil fire is through using Dry chemical and Carbon dioxide extinguishers or throwing sand which stops the supply of oxygen to Fire that helps in burning. This technique removes oxygen from Fire and puts it off. In insurance context, this kind of fire usually takes place in refineries, oil depots and storage and

Fuel stations etc. we often seen sand buckets at these places particularly at Fuel Stations in our daily lives which can be useful for small fires.

It is important that Risk Surveyors at the time of Pre-insurance Risk Inspection identifies potential physical hazards. A Surveyor should imagine all possible loss scenarios and recommend precautionary firefighting arrangements accordingly including installation of Extinguishers, Sand Buckets, Blankets, Water Hydrants, Water Sprinklers at recommended distances. This would not only help in reducing property losses but also the priceless human lives – the loss of which cannot be measured in monetary value.





Dr. Safdar Ali Butt
Formerly, Professor Emeritus of Finance
and Corporate Governance
Capital University of Science and
Technology, Islamabad

Strategic Management Framework

Strategic Direction

It is one of the core functions of a board of directors to provide strategic direction to their company. The key word here is strategic. An act, activity, decision or process is said to be strategic only if it possesses two essential attributes: a long term perspective and a lot of importance. Hence, strategic direction refers to a board's responsibility to ensure that company has a defined long term course to follow – that all its short term plans are in sync with the long term plan. The company should not act only when the circumstances make it inevitable to act, rather the board should keep the company prepared to handle whatever problems and opportunities come its way. Keeping in mind that the most important long term objective of a company is to maintain its continued profitable existence, providing a strategic direction refers to drawing up long term plans that work towards company's sustainability in all foreseeable circumstances.

Once a board has recognized its responsibility to provide strategic direction to the company, the actual process may follow the stages as enumerated in the Strategy Matrix (also known as Strategic Framework) given on the next page. There are three distinct stages of strategic management, namely:

- a. *Strategic Thinking.*
- b. *Strategy Development*

c. *Strategy Implementation*

Strategic Thinking

This refers to a conscience effort on the part of the decision makers to focus on the long term perspective and on the criticality of the issue in all their deliberations. People with strategic thinking prefer the long term view over the short term stance, and sacrifice the mundane for the sake of important. In an article on the subject, Glenn Ebersole says that Strategic thinking is



a process that defines the manner in which people think about, assess, view and create the future for themselves and others. One can apply strategic thinking to arrive at decisions that can be related to your work or personal life.

General Andre Beaufre wrote in 1963 that strategic thinking "is a mental process, at once abstract and rational, which must be capable of synthesizing both psychological and material data. The strategist must have a great capacity for both analysis and

synthesis; analysis is necessary to assemble the data on which he makes his diagnosis, synthesis in order to produce from these data the diagnosis itself--and the diagnosis in fact amounts to a choice between alternative courses of action."

Strategic thinking involves the generation and application of unique business insights and opportunities intended to create competitive advantage for a firm or organization. It can be done individually, as well as collaboratively among key people who can positively alter an organization's future. Group strategic thinking may create more value by enabling a proactive and creative dialogue, where individuals gain other people's perspectives on critical and complex issues. This is regarded as a benefit in highly competitive and fast-changing business landscapes.

Strategic thinking is not a step or a stage in the process - it is the overriding consideration that influences the entire process of strategic management and planning. If you look at the Strategic Matrix, the box referring to strategic thinking covers all the other steps and stages involved in the process.

As depicted in the Strategic Framework, there are three distinct stages or phases of constructing a workable strategy, namely Strategic Thinking, Strategy Development and Strategy Implementation Critical Skills

Strategic Framework

STRATEGIC THINKING: <i>A way of decision-making that prefers focusing on long term over short term, and important over ordinary.</i>			
STRATEGIC MANAGEMENT	STRATEGY DEVELOPMENT PHASE	STRATEGIC INTENT	<ul style="list-style-type: none"> Decide what future should the company have, and why Define company's Mission Define Vision Statement Define company's values
		STRATEGIC ANALYSIS & EVALUATION	<ul style="list-style-type: none"> Gather all necessary information Analyze the information using suitable tools/techniques Identify the options that emerge
		STRATEGY FORMULATION	<ul style="list-style-type: none"> Project the consequences of each option Set Goals and Objectives for each business unit / department in light of strategic analysis Select the most optimal option for each business unit Evaluate existing resources of the company Determine what additional resources are needed Arrange for and assign resources to the chosen option Projections of the chosen option constitute the Strategic Plan
	STRATEGY EXECUTION PHASE	STRATEGY IMPLEMENTATION	<ul style="list-style-type: none"> Divide of strategic plan into controllable budgets of shorter duration like one year. Define Key Performance Indicators. Draw up implementation plans and manuals Feed the plan data in computers to enable the MIS generate comparative analysis statements Formally announce implementation, informing all concerned
		STRATEGY MONITORING	<ul style="list-style-type: none"> Monitor the actual performance, continuously comparing it with projected performance. Take appropriate action on variances. Keep watching the internal and external environment on an on-going basis to remain aware of significant changes.
		STRATEGY REVIEW	<ul style="list-style-type: none"> When circumstances changes, or upon completion of one set of strategic plans, start the strategic planning process all over again.

Fig 1: Strategic Framework or Strategy Matrix

Critical Skills Required for Strategic Thinking

Strategic thinking involves developing an entire set of critical skills. Given below is a list of some critical skills owned and are used by successful strategic thinkers:

1. They have the ability to develop a clearly defined and focused business vision and personal vision. They are skilled at both thinking with a strategic purpose as well as creating a visioning process. They have both skills and they use them to complement each other.
2. They have the ability to clearly define their objectives and develop a strategic action plan with each objective broken down into tasks and each task having a list of needed resources and a specific timeline.
3. They have the ability to design flexibility into their plans by creating some benchmarks in their thinking to review progress. Then they use those benchmarks as a guide and to recognize the opportunity to revise their plans as needed. They have an innate ability to be proactive and anticipate change, rather than being reactive to changes after they occur.
4. They are amazingly aware and perceptive. They will recognize internal and external clues, often subtle, to help guide future direction and realize opportunities for them and their companies or organizations. Great strategic thinkers will listen, hear and understand what is said and will read and observe whatever they can so that they will have very helpful and strategic information to guide them.
5. They are committed lifelong learners and learn from each of their experiences. They use their experiences to enable them to think better on strategic issues.
6. The best and greatest strategic thinkers take time out for themselves. Their time out may be in the form of a retreat; a walk in a special environment; relaxing in a

comfortable chair in the lobby of a historic hotel; or an afternoon in a quiet place with a blank sheet of paper or their lap top computer with their thinking caps on.

7. They are committed to and seek advice from others. They may use a coach, a mentor, a peer advisory group or some other group that they can confide in and offer up ideas for feedback.

8. They have the ability to balance their tremendous amount of creativity with a sense of realism and honesty about what is achievable in the longer term. They prefer to call themselves realistic optimists.

9. They have the ability to be non-judgmental and they do not allow themselves to be held back or restricted by judging their own thinking or the thinking of others when ideas are initially being developed and shared. This is especially important during any "brainstorming" exercises to ensure a flow of great ideas. There will be time to test the ideas AFTER the "brainstorming" is concluded.

10. They have the ability to be patient and not to rush to conclusions and judgments. They recognize that great ideas and thoughts require time to develop into great successes in the future.

Strategic Management

Strategic Management is the name given to the process that covers all the activities listed in the Strategy Matrix given earlier. In other words, strategic management is the collective word for all the six strategic activities named in the framework. Now, let us try to define strategic management.

Strategic Management is the systematic analysis of the factors associated with customers and competitors (the external

environment) and the organization itself (the internal environment) to provide the basis for maintaining optimum management practices. The purpose of strategic management is to achieve a better alignment of corporate policies and strategic priorities.

Strategic management involves the formulation and implementation of the major goals and initiatives taken by a company's top management on behalf of owners, based on consideration of resources and an assessment of the internal and external environments in which the organization competes.

Strategic management provides overall direction to the enterprise and involves specifying the organization's objectives, developing policies and plans designed to achieve these objectives, and then allocating resources to implement the plans.

What is Meant by Strategy?

The term strategy is often used in the same sense as strategic management. However, there is a fine difference between the two terms. While strategic management refers to the entire six stages of the process of developing, executing and revising a strategic plan, the word strategy is more commonly used to describe the "set of decisions or action plan" that emerges out of the process of strategic management. In other words, strategic management is the process, strategy is the product of that process. A strategy describes how the ends (goals) will be achieved by the means (resources). Strategy can be intended or can emerge as a pattern of activity as the organization adapts to its environment or competes.

According to Bruce Henderson, Strategy has been practiced whenever an advantage was gained by planning the sequence and timing of the deployment of resources while

simultaneously taking into account the probable capabilities and behavior of competition. Max McKeown (2011) argues that "strategy is about shaping the future" and is the human attempt to get to "desirable ends with available means". In 1988, Henry Mintzberg of McGill University described the many different definitions and perspectives on strategy reflected in both academic research and in practice. He concluded that there are five types of strategies:

• **Strategy as plan** – a directed course of action to achieve an intended set of goals; similar to the strategic planning concept;

• **Strategy as pattern** – a consistent pattern of past behavior, with a strategy realized over time rather than planned or intended. Where the realized pattern was different from the intent, he referred to the strategy as emergent;

• **Strategy as position** – locating brands, products, or companies within the market, based on the conceptual framework of consumers or other stakeholders; a strategy determined primarily by factors outside the firm;

• **Strategy as ploy** – a specific maneuver intended to outwit a competitor; and

• **Strategy as perspective** – executing strategy based on a "theory of the business" or natural extension of the mind set or ideological perspective of the organization.

Levels of Strategy

Strategies can be developed at three levels: corporate, business or functional.

• **Corporate Strategy**

This applies to the entire organization, the company or group

of companies as a whole. It is often embodied in the company's mission statement and reflects the outcome of the top management's strategic thinking.

• Business Strategy

If a company has various business units, each carrying out a different kind of business activity, it may develop different strategies for each type of business. For example, let us assume that XYZ Chemicals Ltd has three principal business units namely Industrial Chemicals, Household

Chemicals and Detergents. Each of these units has a different market and needs a different game plan to succeed in its particular field.

• Functional or Operational Strategy

This strategy level applies to different functional departments of a company. For example, financial strategy, marketing strategy, production strategy, human resources, strategy, etc.

It is common to use the term strategy mainly for the corporate level

strategy. Business Strategies and Operational Strategies are more often referred to as Policies. One way to see the linkage between corporate strategy, business unit strategy and functional strategy is to realize that:

- a. Corporate Strategy explains the “why” of the company;
- b. Business Strategy essentially explains the “what” of the company's business activities; while
- c. Functional Strategy focuses on “how” of the operational activities undertaken by the company.

The following illustrative chart is based on an imaginary company, XYZ Industries Ltd that has four business divisions (SBUs) and five functional departments.

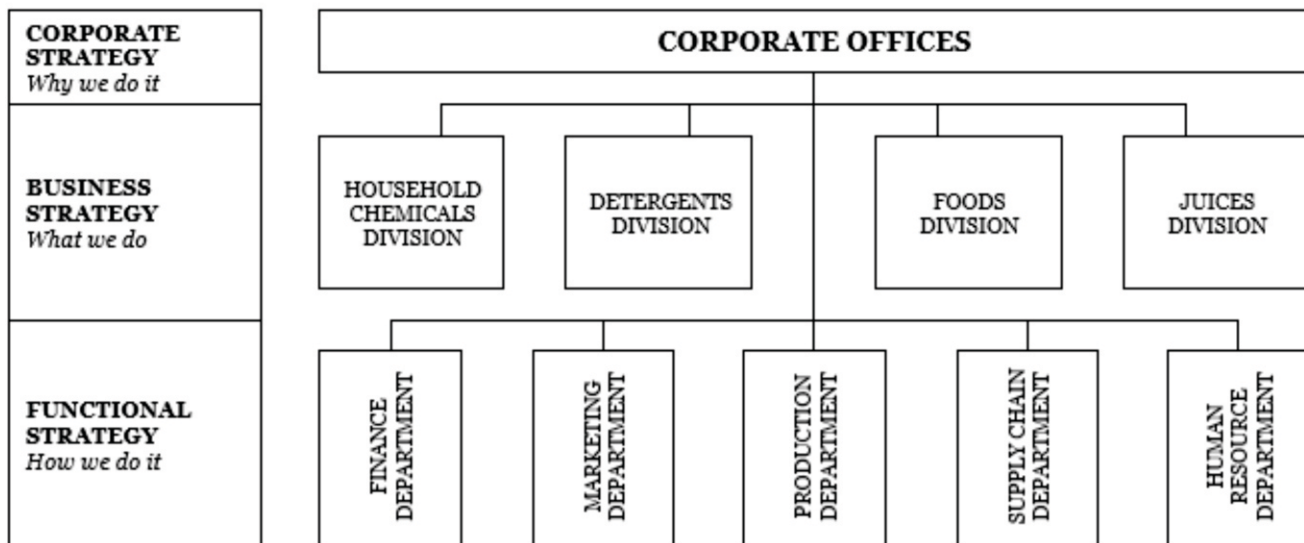


Fig 2: Levels of Strategy in a company

Development of strategies must bear relevance to the type of strategy (corporate, business or functional) being developed. The above chart provides a guideline to identify the lines along which strategies can be evolved.

Jubilee General
MR. HASSAN KHAN has taken over as Managing Director and Chief Executive Officer, Jubilee General.

Correction
 In the issue of July, August, September 2019 of Insurance Journal, the name of new Chairman IAP 2019-2020 was misspelled. The name of new Chairman IAP 2019-2020 with correct spelling is **MR. MUHAMMAD HUSSAIN HIRJI**. Insurance Journal regrets the mistake.





Arsalan Pasha
Joint Director
SPI Insurance Co. Ltd

Leadership

Part-2

Decision Making:

"A true leader has the confidence to stand alone, the courage to make tough decisions, and the compassion to listen to the needs of others. He does not set out to be a leader, but becomes one by the quality of his actions and the integrity of his intent."

Douglas MacArthur (1880 - 1964)
United States Army General

The pivotal role of decision making cannot be denied with respect to leadership traits. In our life span whether it is daily routine or major events our life depends upon decision making ability. Leaders are leaders because they mastered the art of decision making.

Lots of errors and omissions take place during the process but a leader is eminent when he/She can take decisions. Rather this is a distinct point where leaders and solo flight masters both enjoy their power and control over the difficult situations. The art can be mastered like sharpening a saw by Carpenter and then carving masterpieces.

The first component of decision making process is positive and prudent analysis of situation, and exhaustive but not too lengthy evaluation and work out in terms of past, present experiences can be

carried out.

After taking pro and cons of matter under consideration, it is popularly believed that time taken for the decision is directly proportional to impact the decision makes. For example, resolving of petty issues in office management should not take hours of discussions and putting such issues lingering will consume oneself while more compelling matters remain on table. The decisions must not be taken by jumping to conclusions. There are situations where we are pushed to believe altered information and we then jump to conclusion. A positive mind would never make such mistakes.

At times making no decisions is a good decision. The decisions which might impact someone's life or impact organization's performance can be postponed for time being. At a particular time things may look very horrible but maybe after a day or two it seems too small to take actions, having said this the paralysis in taking decisions is very detrimental.

There are certain situations where a leader is required to make quick decisions, and the irony is that one need to make decisions in split of a second. In such situation positivity, piety, and conscience are true guides. For example, good deal of investment benefitting your organization comes

up and corresponding agent makes a under table offer, or suddenly in board meeting you need to give signature statements, or your child comes up with strange proposition looking great but is a bad habit. In such principal situation one must follow his/her conscience and take right decision needless of the result. This is a point which separates special from ordinary. For such decisions one does not need to be an Aristotle or Socrates. In short run it might hurt but it really pays in the long run. One must keep in mind that our reputation and image is directly dependent upon our choices of making decisions at strategic juncture of life.

After taking a thought out decision Leader must evaluate results time to time. The decisions must be firm but to achieve scalable results we can always change The course but the final destination should not be altered.

One most important aspect of decision making process is to involve your team in process and make it a collective decision. The day to day decisions must be delegated and the capacity of team must be enhanced. The successful leader enhances the capacity of his/her team and does not entangle himself in Petty issues.

To be continued....!



Beeta

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



Nasir Siddique
ACII (UK), CPRM & I (USA), MBA (I & RM)
Team Lead (Underwriting)
IGI Insurance Limited

Classifications of Risk and Loss Exposure

Risk: A situation in which several different outcomes are possible.

Risk Classifications

Pure Risk Events:

- Two possible future states of the world:
 1. Loss
 2. No Loss
- Random events cause the possible future states of the world to occur. Personal, Property and Liability Pure Risk. Generally, are insurable

Speculative Risk Events

- Three possible future states of the world:
 1. Loss
 2. Gain
 3. No Loss or Gain
- Random events cause the possible future states of the world to occur. Generally, are NOT insurable.

Diversifiable Risk

A risk that affects only some individual, business and small group. Risk of fire which is likely to affect only one or small number of business. Investor normally invest in different sectors to diversify their investment risk. Generally, are insurable.

Non-diversifiable Risk

A risk that affects a large segment of society at same time. For Example, under certain monetary conditions interest rates will increase for all firms at the same time. If an insurer wants to insure firms against interest rate increases. It would not be able to diversify its portfolio of interest rate risk. Generally, are not insurable.

Particular Risks

A risk that affects only individual and not the entire community. Only individuals experience losses rest of the community left unaffected. Examples of Particular risk are Burglary, theft and auto accident.

Generally, are insurable.

Fundamental Risks

A risk that affects the entire economy or large numbers of people or groups within the economy. Examples of fundamental risks are unemployment, war and natural disasters such as hurricanes, tornadoes and floods. Generally, are not insurable. Government assistance may be necessary in order to insure fundamental risks.

Risk Quadrants

No consensus exists about how an organization should categorize its risk, one approach involves dividing



them into risk quadrants.

1. Hazard Risks
2. Operational Risks
3. Financial Risks
4. Strategic Risks

• **Hazard risks** arise from property, liability, or personnel loss exposure and are generally the subject of insurance.

• **Operational risks** fall outside the hazard risk category and arise from people or a failure in process, systems, or controls, including those involving information technology.

• **Financial risks** arise from the effect of market forces on financial assets or liabilities and include market risk, credit risk, liquidity risk and price risk.

• **Strategic risks** arise from trends in the economy and society, including changes in the economic, political and competitive environments.

Hazard and operational risks are classified as pure risks.

Financial and Strategic risks are classified as Speculative risks

Loss Exposure

Individual and organizations incur losses when assets they own decrease in value. Situations or conditions that expose assets to loss are called loss exposure. Any condition or situation that presents a possibility of loss whether or not an actual loss occurs. In order to effectively manage risk, individual and organizations must identify all the loss exposures they face.

Every loss exposure has three elements:

- An assets exposed to loss
- Cause of loss (also called peril)
- Financial consequences of that loss

1. Assets exposed to loss

• Assets owned by organization. Like Property, Building, Furniture and Fixture, Automobiles, Investments, Money, Human Resources.

• Intangible Assets include Patents, Copyrights, Trademark

• Assets owned by individuals. Like Property, Building, Furniture and Fixture, Automobiles, Investments, Money

• Intangible Assets include Professional Qualifications, Unique skill set, Valuable Experience

2. Cause of loss

• Cause of Loss include Fire, Riot Strike Damage, Explosion, Burglary, Earth Quake, Atmospheric Disturbance are some examples of cause of loss that present a possibility of loss to property?

Hazard: Anything that increase chance of loss or increase the frequency or severity of loss. Like slippery Road, Oil storage near to Machinery, Defective wiring.

Hazard Classification

1. Physical Hazard
2. Moral hazard
3. Morale Hazard
4. Legal hazard

Physical Hazard

Tangible Characteristics of property, persons or operations that tend to increase the frequency and severity of loss like Slippery Road, Explosion in chemical area that has inadequate ventilation, Fire due to defective wiring.

Moral Hazard

Conditions that increases the likelihood that a person will intentionally cause of exaggerate a loss. Moral hazard results from deliberate act. Like Filing False

Claim, Inflating a claim, Intentionally causing a loss.

Morale Hazard

A Condition of carelessness that increases the frequency or severity of loss. Like Driving Carelessly, failing to unlock unattended building.

Legal Hazard

A Condition of the legal environment that increases the frequency or severity of loss. Like court Attitude to grant large damages award in liability cases. Increasing No. of decision against Tobacco companies.

3. Financial Consequences of Loss

Financial consequences of loss depend on type of loss, loss frequency and severity. For example, value of building, value of business, profits.

Types of Loss Exposures

Loss Exposures are normally divided in four types:

- Property Loss Exposure
- Liability loss Exposure
- Personnel Loss Exposure
- Net income Loss Exposure

Property Loss Exposure

A property Loss exposure is a condition that presents that a person or an organization will sustain a loss resulting from damages to property in which that person or organization has a financial interest. Property can be categorized as either:

- Tangible property
- Intangible property

Tangible property has a physical form, such a building, Car, Motorcycle, Jewelry and Equipment's etc. Tangible property can be further sub divided into:

- **Real property** consisting of land

and all structures permanently attached to the land and whatever is growing on land.

Personal property is all tangible property that is not real property. Like Vehicles, jewelry etc.

Intangible property has no physical form such as a Trade Mark, good will, Trade Secrets copyright and Trade Slogan. Damage to property can cause a reeducation in property value, sometimes to Zero. For Example, when property is Total loss, like stolen of property. Property damage can also result in loss of income when property cannot be used to generate income.

Liability Loss Exposure

Any condition or situation that presents that possibility of a claim declaring legal responsibility of a person or business for injury or damage suffered by another party. Like Third Party Liability, Product Liability, Public Liability, Professional Liability, Auto Liability, Employer Liability.

Personnel Loss Exposure

Presents death disability, retirement or resignation that deprives an organization of the person special skill or knowledge that the organization cannot readily replace. A key employee can be an individual employee, an owner, an officer or manager of the organization who possess special skills or knowledge that is valuable to the organization.

Personal Loss Exposure

If the Key employee is viewed in terms of his or her family, the loss exposure associated with the loss of that key person is often called a personal loss exposure. The possibility of a financial loss to an individual or a family by such causes as death, sickness, injury or unemployment. e.g. Death of bread winner.

Net Income Loss Exposure

A condition that presents the possibility of loss caused by a reduction in net income. Both

individual and organization have net income loss exposure for example a fire in a factory production facility not only destroy factory (a property loss exposure) but also force organization to stop operations for few weeks result in loss of sale revenue (a net income loss exposure) similarly a fire in retail store of self-employed business owner, the inability to earn income while store is being repaired represents a net income loss exposure. Net income losses are often the result of a property, liability or personnel loss (all of which are direct losses). Therefore, net income losses are considered to be indirect losses.

A **Direct loss** is a loss that occurs immediately as the result of a particular cause of loss, such as building damage by fire.

An **indirect loss** is a loss that results from not particular cause of loss.





RACHNA AGRI BUSINESS

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



25
YEARS

of Excellence in Seeds &
Agri Business



ALL SEEDS

FERTILIZERS

CROP SCIENCES

Tel: +92 55 480 3051-7

Fax: +92 55 4803058

E-mail:
info@rachnaseed.com

ALL RIGHTS RESERVED ©
RACHNA AGRI BUSINESS

RACHNA COMPLEX, SKP
ROAD, GUJRANWALA





Shoab Zafar

Professional Investor
Chartered Alternative Investment Analyst
(CAIA) Charter Holder

Global Equities: Ready to Meet 2020 Expectations?

Shoab Zafar is a professional investor, specializing in Global Equities. Currently he is a Co-Portfolio Manager for various Global Equities strategies with around USD 350 million under management, at SYZ Asset Management in Geneva, Switzerland. Shoab has over 11 years of investing experience, having previously worked in roles of fundamental and thematic equities analyst. He graduated from the University of Lugano in Switzerland with a Master in Financial Economics & Communications (Cum Laude), and is a Chartered Alternative Investments Analyst (CAIA) Charter holder.

Summary

- Can equity markets repeat the stellar performance of 2019?
- Complacency about clearer skies likely taking the 'margin of error' away.
- Healthcare, Utilities in non-cyclical and Tech and Energy in cyclical sectors could deliver relative out performance in 2020 and support the market sentiment going forward.
- Risk of high global indebtedness is so far covert, yet highly alarming.

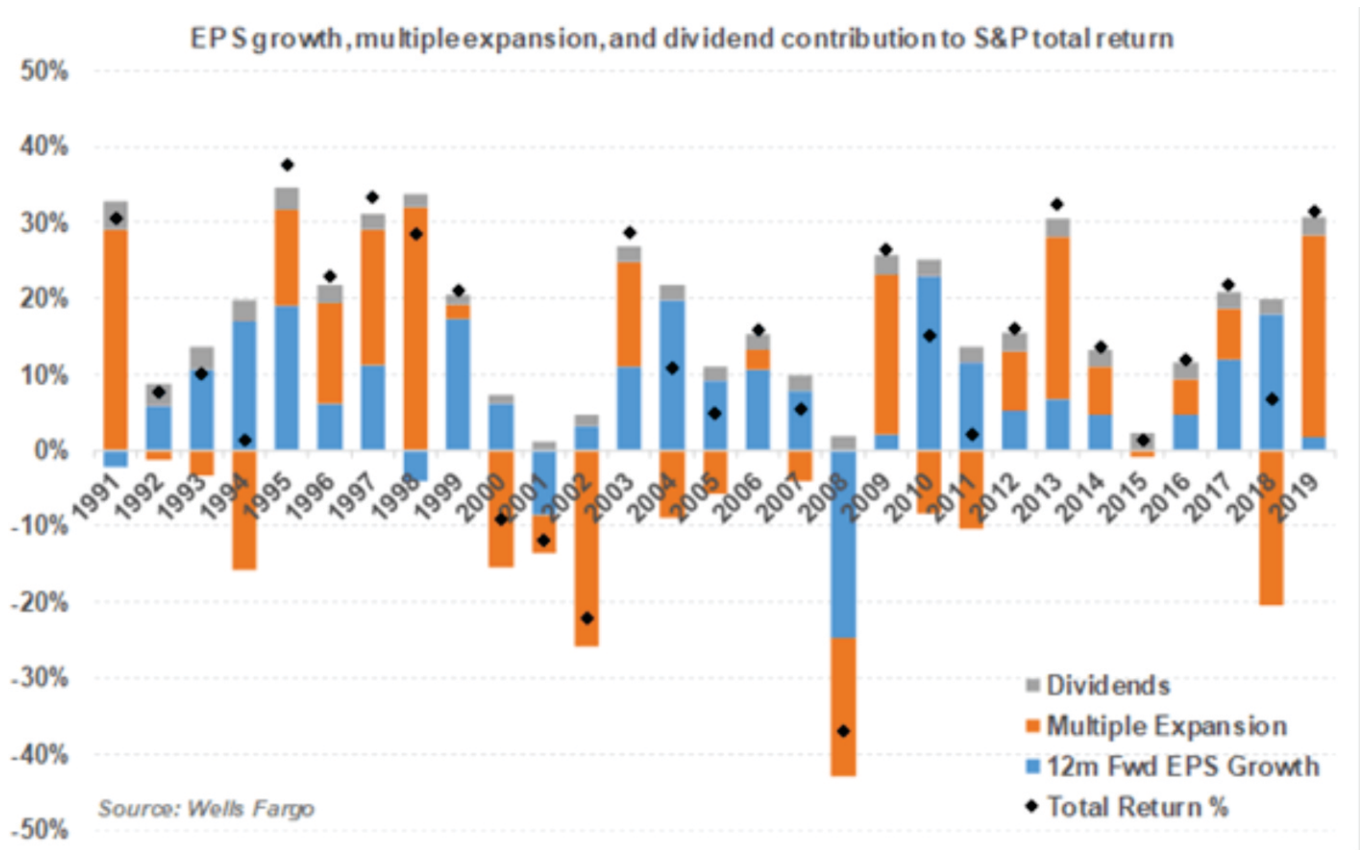
2019 was a stellar year for global markets and most asset classes.

EM 34.5%	REIT 35.1%	EM 39.8%	HG Bnd 5.2%	EM 79.0%	REIT 28.0%	REIT 8.3%	REIT 19.7%	Sm Cap 38.8%	REIT 28.0%	REIT 2.8%	Sm Cap 21.3%	EM 37.8%	Cash 2.0%	Lg Cap 31.5%
Int'l Stk 14.0%	EM 32.6%	Int'l Stk 11.6%	Cash 1.4%	HY Bnd 57.5%	Sm Cap 26.9%	HG Bnd 7.8%	EM 18.6%	Lg Cap 32.4%	Lg Cap 13.7%	Lg Cap 1.4%	HY Bnd 17.5%	Int'l 25.6%	HG Bnd 0.0%	REIT 28.7%
REIT 12.2%	Int'l Stk 26.9%	AA 7.6%	AA -22.4%	Int'l Stk 32.5%	EM 19.2%	HY Bnd 4.4%	Int'l Stk 17.9%	Int'l Stk 23.3%	AA 6.9%	HG Bnd 0.6%	Lg Cap 12.0%	Lg Cap 21.8%	HY Bnd -2.3%	Sm Cap 25.5%
AA 8.9%	Sm Cap 18.4%	HG Bnd 7.0%	HY Bnd -26.4%	REIT 28.0%	HY Bnd 15.2%	Lg Cap 2.1%	Sm Cap 16.4%	AA 11.5%	HG Bnd 6.0%	Cash 0.1%	EM 11.6%	Sm Cap 14.7%	REIT -4.0%	Int'l Stk 22.7%
Lg Cap 4.9%	AA 16.7%	Lg Cap 5.5%	Sm Cap -33.8%	Sm Cap 27.2%	Lg Cap 15.1%	AA 0.3%	Lg Cap 16.0%	HY Bnd 7.4%	Sm Cap 4.9%	Int'l Stk -0.4%	REIT 8.6%	AA 14.6%	Lg Cap -4.4%	AA 18.9%
Sm Cap 4.6%	Lg Cap 15.8%	Cash 4.4%	Lg Cap -37.0%	Lg Cap 26.5%	AA 13.5%	Cash 0.1%	HY Bnd 15.6%	REIT 2.9%	HY Bnd 2.5%	AA -1.3%	AA 7.2%	REIT 8.7%	AA -5.6%	EM 18.9%
Cash 3.2%	HY Bnd 11.8%	HY Bnd 2.2%	REIT -37.7%	AA 24.6%	Int'l Stk 8.2%	Sm Cap -4.2%	AA 12.2%	Cash 0.1%	Cash 0.0%	Sm Cap -4.4%	HG Bnd 2.7%	HY Bnd 7.5%	Sm Cap -11.0%	HY Bnd 14.4%
HY Bnd 2.7%	Cash 4.7%	Sm Cap -1.6%	Int'l Stk -43.1%	HG Bnd 5.9%	HG Bnd 6.5%	Int'l Stk -11.7%	HG Bnd 4.2%	HG Bnd 4.2%	EM -1.8%	HY Bnd -4.6%	Int'l Stk 1.5%	HG Bnd 3.5%	Int'l Stk -13.4%	HG Bnd 8.7%
HG Bnd 2.4%	HG Bnd 4.3%	REIT -15.7%	EM -53.2%	Cash 0.2%	Cash 0.2%	EM -18.2%	Cash 0.1%	EM -2.3%	Int'l Stk -4.5%	EM -14.6%	Cash 0.3%	Cash 1.0%	EM -14.3%	Cash 2.1%

Source: Novilinvestor.com. (US asset classes, Total Return, USD)

It is a proof of investors' resilience despite puzzling central banks actions, a reversal of multinationalism and global trade, and fears of an economic slowdown. We saw yield curve inversions in bonds and very sharp style rotations in equities. Value as style had a strong coming back at end-3Q2019, though its leadership over growth peaked around mid-December.

Not every year can the S&P 500 deliver 31.5% in total return. But when you break this phenomenal return down into its attributes (below), the major portion is multiples expansion with dividends and EPS growth contributing hardly 5% combined. This suggests the expectations for 2020 are quite high for a year already facing one of the toughest 'comparisons' in history.



So far skies appear clear at the dawn of 2020. The FED continues to expand its balance sheet and inject unprecedented liquidity into the markets. 'Phase one' deal between China and the US is a progress in the right direction. The global economic data is bottoming and surprising on the upside. Several large emerging markets are embarking on new economic cycles and readying themselves to capitalize the opportunity offered by an expectedly weaker USD.



Going forward, the focus will likely shift on the sustainability of this goldilocks scenario against the late cyclical economic environment in developed world. Steepening of the treasury yield curves could likely continue as the FED continues to buy short term treasuries in its balance sheet expansion. The Sino-US trade dispute is multi-faceted. China continues to diversify its exports in a drive to reduce dependence on the US. As 'phase two' negotiations begins, so does a 'tech cold war' between the two major economies. Speaking of which, Huawei remains in the spotlight with its 5G projects facing political blockages in the west on orders from the White house.

Key beneficiaries of Sino-US trade frictions and rising cost of operating in China have been the Emerging Markets (EM) in Asia Pacific like Vietnam and Indonesia. EM bourses as a group have a negative correlation with the USD. As the USD supply increases through FED's liquidity injections, a weaker dollar could help Emerging Markets recoup some of the 110% underperformance vs. developed markets of the past decade.

In terms of sectors, healthcare looks attractive. A relative underperformance of 2019 leaves the sector's valuation reasonable. Besides it is among the few sectors likely to deliver margins expansion and positive EPS growth in 2020. Political noise in an election year is a wild card, but what's missing is a true political motivation needed to push for and do the heavy lifting required in legislating healthcare reforms like Medicare-for-All. Utilities on the other hand are seeing political tailwinds supporting renewables-fueled generation businesses. The ESG and environmental factor is playing its role. Besides the sector remains profitable and cash generative.

Technology and what is termed as FANG+ delivered outstanding performances in 2019. This could continue as 2020 sees an increasing participation from the semiconductor segment following clarity on global growth fears and trade wars that temporarily withheld new orders. Energy remains a double-edged sword. Oil price could find support in crude demand from emerging markets and peaking US-shale production. A global ESG-drive and the 'end fossil fuel' lobby are diverting passive moneys away from the sector – though this negative is sufficiently discounted.

S&P 500 Sector Performance

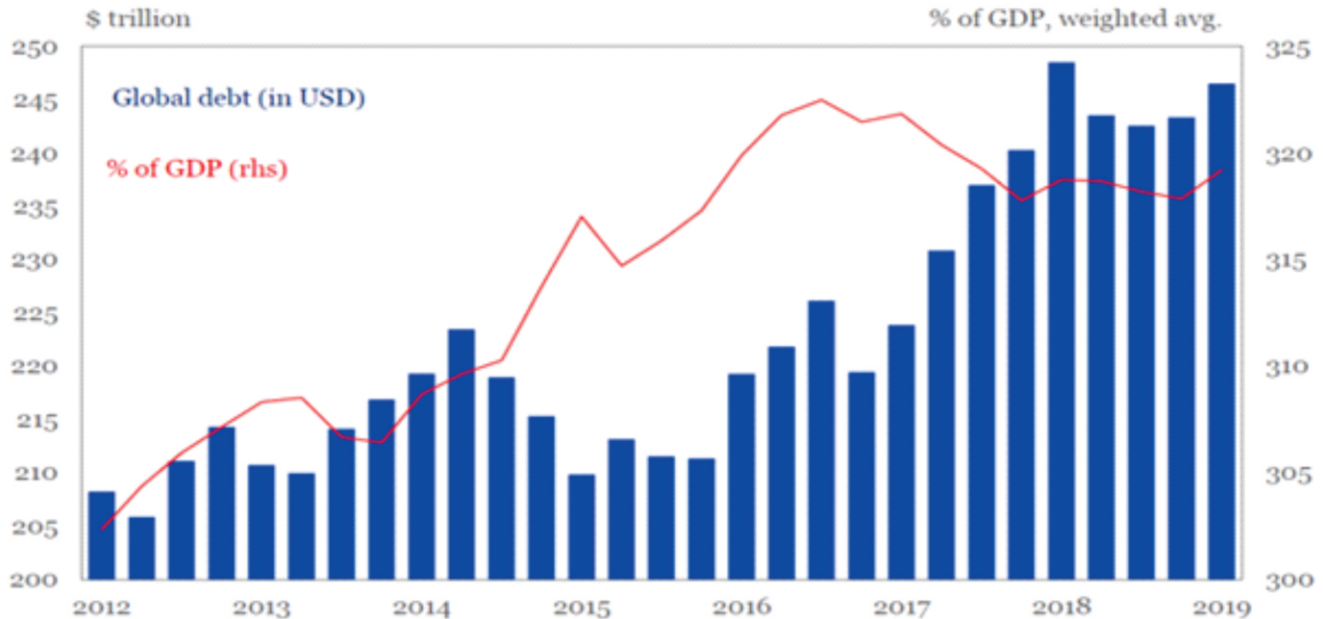
2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
ENRS 34.4%	CONS -15.4%	INFT 61.7%	REAL 32.3%	UTIL 19.9%	FINL 28.8%	COND 43.1%	REAL 30.2%	COND 10.1%	ENRS 27.4%	INFT 38.8%	HLTH 6.5%	INFT 50.3%
MATR 22.5%	HLTH -22.8%	MATR 48.6%	COND 27.7%	CONS 14.0%	COND 23.9%	HLTH 41.5%	UTIL 29.0%	HLTH 6.9%	TELS 23.5%	MATR 23.8%	UTIL 4.1%	TELS 32.7%
UTIL 19.4%	UTIL -29.0%	COND 41.3%	INDU 26.7%	HLTH 12.7%	REAL 19.7%	INDU 40.7%	HLTH 25.3%	CONS 6.6%	FINL 22.8%	COND 23.0%	COND 0.8%	FINL 32.1%
INFT 16.3%	TELS -30.5%	REAL 27.1%	MATR 22.2%	REAL 11.4%	TELS 18.3%	FINL 35.6%	INFT 20.1%	INFT 5.9%	INDU 18.9%	FINL 22.2%	INFT -0.3%	S&P 31.5%
CONS 14.2%	COND -33.5%	S&P 26.5%	ENRS 20.5%	TELS 6.3%	HLTH 17.9%	S&P 32.4%	CONS 16.0%	REAL 4.7%	MATR 16.7%	HLTH 22.1%	REAL -2.2%	INDU 29.4%
INDU 12.0%	ENRS -34.9%	INDU 20.9%	TELS 19.0%	COND 6.1%	S&P 16.0%	INFT 28.4%	FINL 15.2%	TELS 3.4%	UTIL 16.3%	S&P 21.8%	S&P -4.4%	REAL 29.0%
TELS 11.9%	S&P -37.0%	HLTH 19.7%	S&P 15.1%	ENRS 4.7%	INDU 15.4%	CONS 26.1%	S&P 13.7%	S&P 1.4%	INFT 13.9%	INDU 21.0%	CONS -8.4%	COND 27.9%
HLTH 7.2%	INDU -39.9%	FINL 17.2%	CONS 14.1%	INFT 2.4%	MATR 15.0%	MATR 25.6%	INDU 9.8%	FINL -1.5%	S&P 12.0%	CONS 13.5%	TELS -12.5%	CONS 27.6%
S&P 5.5%	REAL -42.3%	CONS 14.9%	FINL 12.1%	S&P 2.1%	INFT 14.8%	ENRS 25.1%	COND 9.7%	INDU -2.5%	COND 6.0%	UTIL 12.1%	FINL -13.0%	UTIL 26.4%
COND -13.2%	INFT -43.1%	ENRS 13.8%	INFT 10.2%	INDU -0.6%	CONS 10.8%	UTIL 13.2%	MATR 6.9%	UTIL -4.8%	CONS 5.4%	REAL 10.9%	INDU -13.3%	MATR 24.6%
REAL -17.9%	MATR -45.7%	UTIL 11.9%	UTIL 5.5%	MATR -9.9%	ENRS 4.6%	TELS 11.5%	TELS 3.0%	MATR -8.4%	REAL 3.4%	ENRS -1.0%	MATR -14.7%	HLTH 20.8%
FINL -18.6%	FINL -55.3%	TELS 8.9%	HLTH 2.9%	FINL -17.1%	UTIL 1.3%	REAL 1.6%	ENRS -7.8%	ENRS -21.1%	HLTH -2.7%	TELS -1.3%	ENRS -18.1%	ENRS 11.8%

Source: Novelinvestor.com

What are the main risks? The killing of Iranian general and brief standoff between the US and Iran had almost no impact on the markets. The S&P hardly budged 1%, with persistently low VIX (volatility). Similar geo-political tensions in the recent past like Russia's invasion of Crimea or troubles in the Middle East have proven to play no role in supporting or derailing the global economic growth. On the other hand, a bigger risk is in the

form of global indebtedness. The latest Institute of International Finance (IIF) report suggests the global debt will likely reach USD 257 Trillion in 1Q2020, implying a global debt to GDP ratio of 322%. Highest ever! For China the situation is worrisome as its debt to GDP reaches 310%. Other parts of the world including Europe (France, Belgium, and Switzerland etc.), Asia Pacific and Africa have also levered up to historic high levels.

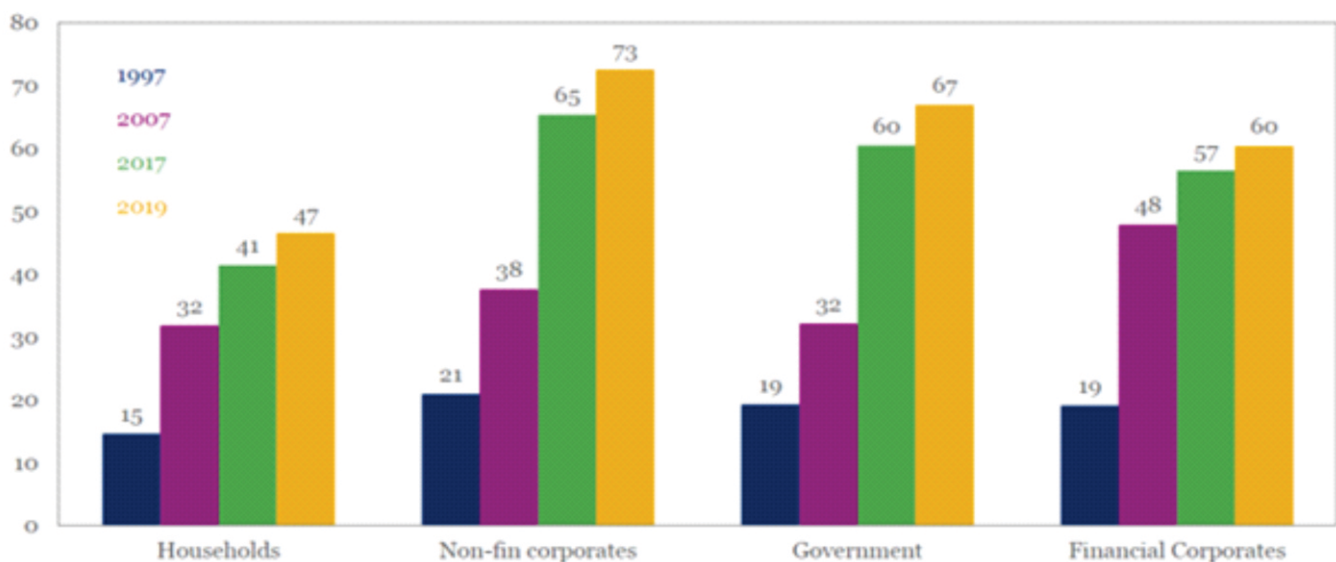
Global Debt as % of GDP



Source: Institute of International Finance

What is more alarming about the global indebtedness is the leverage accumulated by the non-financial sector and the governments? A contrast to the arrival of the GFC when the financial sector was the most levered in 2007. While states and governments came to its rescue, will it work the other way around if needed?

Global Sector Indebtedness (\$Billion, Q1 of each year)



Source: Institute of International Finance



Atique Ahmed Chishti
Shariah Compliance Officer
IGI General Insurance Limited
(Window Takaful Operations)

Give your Inheritors a Gift of Life Insurance

We are living in a fast changing environment. Every day brings new challenges requiring people to bring about changes in their lives. All this is because of tough competition forcing people to find out new ways and means to grow rapidly. They continue searching not only new ways but also upgrading the previous ones in order to keep pace with the developments in the fast moving world. Lots of inventions and developments around us are the results of humans struggle to bring about peace, progress and prosperity in their lifestyles.

Life insurance product is one of those which continues upgrading with the aim to provide people with financial protection better than ever. IGI Life Insurance now offers a revolutionary product under the name of IGI Life Vitality. It gives additional incentives helping you to live an active life and get rewards regularly for adopting healthy routines. The IGI Life Vitality product is based on the shared value insurance approach leading you to manage your health with the help of tools and techniques provided by IGI to get maximum out of your life. This is done by way of three dynamic approaches enabling you to know your health, improve your health and enjoy the rewards.

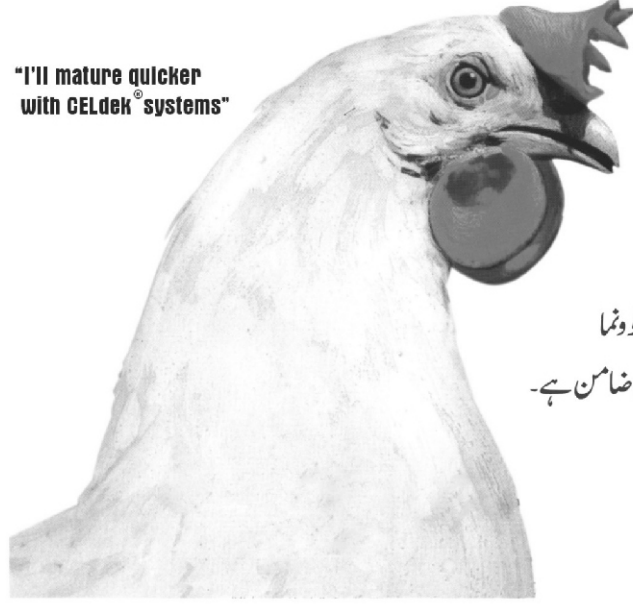


The main purpose of life insurance policy is to help out the policyholders, if they survive the policy term, they get the lump sum consisting of the sum assured and the accumulated bonuses. In case the insured dies during the policy period, then his/her heirs get the full sum assured. But IGI Life Vitality policy gives additional benefits. The policy provides the policyholders with financial protection and helps them to live healthier as well as making them partner by way of

giving them some amount from income earned on investment and lastly providing all other benefits that others life insurers offer. In other words IGI Life Vitality provides you with extra incentives such as living a happy life and gaining rewards which, other companies are hardly able to provide to their clients.

A comparison given below shows as to how IGI Life Vitality is different from Traditional Life Insurance.

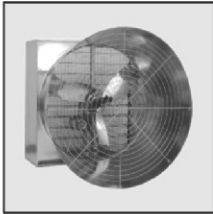
"I'll mature quicker
with CELdek® systems"



میری بہتر نشوونما
آپ کے زیادہ منافع کی ضامن ہے۔

When rearing poultry, maintaining a controlled climate is more important to optimal growth than even feed or stocking density. Conventional ventilation systems in poultry houses simply do not compensate adequately for temperature and humidity fluctuations caused by body heat and the sun's radiation. CELdek® system, on the other hand, maintain an optimal temperature and humidity, safely, efficiently throughout the production cycle.

A healthy, unstressed bird is a productive bird. CELdek® systems address the bird's total rearing environment to help eliminate stress and improve weight gain and feed conversion. And the more you do for the well-being of your poultry, the more they'll do for you.



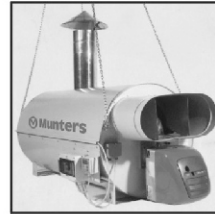
Cone fan



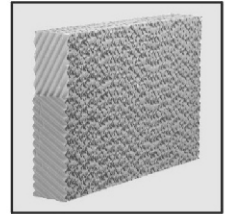
Euroemme fans (Em 36)



Euroemme fans (EM 50n)



Air heaters



CELdek® evaporative cooling pads



ISO 9001-2000
Certified

Sole Distributors:  **Munters**
Climate. Controlled.

بہترین نشوونما کے لئے پیپکو پاکستان آپ کو جدید ترین ٹیکنالوجی کے حامل ایپورٹڈ ایکویپمنٹ اور معلومات مہیا کرنے کے لئے چوبیس گھنٹے حاضر ہے۔



PEPCO (Pvt) Ltd.

Head
Office

Slakot By-Pass Road, Near Beacon House School,
Gujranwala, Pakistan.
Ph: 055-3204401-4, Fax: +92-55-3204401,
E-mail: pepco@gjr.paknet.com.pk

www.pepcopakistan.com

Traditional Life Insurance	IGI Life Vitality
Focused on fear of death, morbidity/disability	Focused on leading a healthy and active life
Commodities product (life insurance policy)	Differentiated insurance plan + healthy and active lifestyle
Long-term investment, no short-term benefit	Long-term investment + Active Rewards on weekly basis + up to 100% cashback on Samsung Galaxy Watch + Annual integrated Benefits
Protects future of policyholder’s family	Protects future of policyholder’s family + leads to an improved healthy and active lifestyle of the policyholder
Mobile app only for policy details and general information	Mobile-led strategy, IGI Life Vitality App linked to device
No focus on health	Focuses on health through screening assessments via Vitality Health Check + Vitality Health Review + Vitality Nutrition Assessment + Non-smokers’ Declaration + Vitality Age
Low involvement product through yearly transactional relationship only	High involvement product through weekly engagements

No doubt, IGI Life Vitality has introduced this product with a view to grow its business. But I take it as a good step by IGI towards development of a health conscious culture in the society. It is hoped that selling of IGI Life Vitality product will open up new avenues contributing towards health awareness amongst people in Pakistan. Incentives under this product would also give a great push to life insurance sector on the journey towards welfare of people in the country. The more the sale of IGI Life Vitality the higher the level of awareness for healthy life.

Promoting the culture of an active lifestyle is one of the best ways to do well for our country. I am hopeful that policyholders of IGI Life Vitality, who are leading a healthy lives, would also contribute towards development of a healthy lifestyle by way of encouraging their colleagues to buy the IGI product. In this way they would not only encourage their colleagues to live a healthy and active life but also contribute towards spreading the message of health awareness in the

society. It would not be out of place to mention here that a good friend is one who always thinks about the benefits of his friends. Your encouragement that brings about a revolution in the lifestyle of your colleagues would be the best gift from you.

Of course, it is the insurance industry that provides an umbrella of protection to the people by providing effective financial services. In other words it is, in fact,

the back-bone of human kind's welfare. This is also the fact that insurers continue making a substantial contribution towards the government's revenues which is spent on economic developments of the country and the welfare of the people. The government in return for what they receive in the form of taxes, should support the insurance industry to grow faster because the more the insurance business will grow the higher the increase in numbers of welfare recipients.



Patel Hospital B&W Ad



Rana Naveed ur Rehman
 MBA (HRM), Cert CII (UK)
 Assistant Vice President (Health)
 East West Insurance Co. Ltd

Natural Disasters

(Part-2)

In this article, I will explain how to act in extreme cold and what measures should be taken to keep safe.

Heavy snowfall and very low temperatures can produce difficult conditions both in the home and outside, especially if cold weather is prolonged. Prepare for wintry conditions well in advance by checking in summer or early autumn that your house is well-insulated. During a freeze, keep warm, stay safe, indoors if you can and be a good neighbour to the elderly or frail.



Preparing for an Extreme Cold

1. Check Insulation

- Attach self-adhesive foam strips around loose-fitting doors and windows to prevent drafts.
- Fit draft protectors across the bottoms of external doors.
- Hang a heavy curtain at the front door to keep the hall draft-free.
- To improve insulation, secure sheets of glass in frames across single glazed windows. Alternatively, use a special heat-sensitive plastic film as a temporary measure; the film is cheaper, but less efficient.
- Check that outdoor pipes and faucets are properly insulated.
- Check that the attic, pipes and water tanks within it, are well insulated.

2. Check Heating

- Before winter arrives, turn on your central heating / geyser to check that it works.
- Stick aluminum foil sheets behind radiators to reflect heat back into the room. This is particularly important for radiators against external walls.

3. Take Precautions

- Buy low-wattage electric heaters that you can leave on overnight to keep rooms above freezing.
- If you depend on electricity, buy a portable gas heater to use. But remember that gas heater must not leave on overnight.
- If you have a wood or coal fireplace, stock up on fuel and matches.

- Maintain medicine supplies.
- If your stove is electric, stock up on foods that do not need cooking.

Surviving Extreme Cold

1. Stay Warm

- Keep the heating on day and night at a low setting so that your home does not become so cold and water pipes do not freeze. Alternatively, use low-wattage electric heaters.
- If you are worried about costly gas bills, heat only the rooms that you need to use and close the doors to unheated rooms.
- Close the curtains to keep the heat in, but air rooms daily so that they do not become stuffy.

2. Stay Inside

- When outside conditions are icy, do not venture outside unless need be. If you must go out, see below for sensible advice.
- Do not drive unless absolutely necessary. If you will be driving on rural or hilly terrain, go prepared to be caught in a snowdrift or blizzard. Use anti-slip chains for care tyres before driving in snowfall.
- Check that you have a cold-weather kit in your car in case of emergency.
- Always take a cellular phone, whether you are on foot or in a car.
- If you live in a hilly area and a landslide warning is issued, stay inside unless told to evacuate.



If You Have to Go Out:

- Dress warmly in layers of light clothing, a jacket or coat, hat, scarf, and gloves.
- Wear sturdy boots with deep treads. Be careful to take small, firm steps point your toes inward on downhill slopes and bend your knees slightly if the going is steep.
- Be careful on icy surfaces; try to find something, such as a railing, to hold onto.
- Be particularly careful if you are elderly: brittle bones fracture easily.

If Your Car Gets Stuck in Snow:

- Drive very slowly backward and forward, moving only slightly each time, allowing your car to gradually make a track for itself.
- If this does not work, use a shovel

to clear away snow from around the wheels, then put down gravel or canvas to give the tires something to grip. Drive forward very slowly. Once the car is clear of the snow, drive until you have reached safety.

- If you are unable to move the car, do not try to walk to safety and stay inside the vehicle.

- Wrap yourself in blankets or newspaper.
- Turn on the engine and run the heater for 10 minutes every hour to conserve petrol.
- Open a window occasionally to let in air.
- Try to stay awake; the risk of hypothermia is greater if you fall asleep.

Winter Car Kit - Are you prepared?



You NEVER plan to break down, get a flat, or run out of gas! So put these things in your vehicle, and know that in an emergency situation you have the needed supplies.

Action in a Disaster Emergency

*When an emergency arise, try to remain calm and controlled so that you can act effectively. Before assessing the victim's condition and carrying out the appropriate first aid, make sure that you are not putting yourself in danger. You will not be able to help anyone else if you become a victim yourself. If possible, call immediately **Rescue 1122** while you deal with the situation.*

Nine Monthly Statistics 2019

Insurance Companies of Pakistan

General Insurance:

ADAMJEE INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	3,500.000		3,500.000
Gross Premium	17,841.570		15,053.244
Net Premium	11,698.040		9,956.830
Profit Before Tax	1,637.206		2,364.074
Profit After Tax	1,014.174		1,510.572
Investment Income	808.571		1,478.271
Investments	23,314.559		22,429.767
Total Assets	49,268.979		46,854.619
Claim Expense	7,261.018		6,073.792
Earning / (Loss) per Share - (Rupees)	2.90		4.32

ALFALAH INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital			
Gross Premium			
Net Premium			
Profit Before Tax			
Profit After Tax	N/A		N/A
Investment Income			
Investments			
Total Assets			
Claim Expense			
Earning / (Loss) per Share - (Rupees)			

ALPHA INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	500.000		500.000
Gross Premium	82.047		61.435
Net Premium	36.527		38.127
Profit Before Tax	(22.618)		(9.123)
Profit After Tax	(20.108)		(9.386)
Investment Income	17.340		32.863
Investments	674.276		884.683
Total Assets	1,069.244		1,380.891
Claim Expense	7.359		15.172
Earning / (Loss) per Share - (Rupees)	(0.40)		(0.19)

ASKARI GENERAL INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	719.019		625.234
Gross Premium	2,083.321		1,803.945
Net Premium	1,530.343		1,344.901
Profit Before Tax	361.723		314.745
Profit After Tax	255.269		220.960
Investment Income	114.787		47.831
Investments	2,443.742		1,849.802
Total Assets	5,282.027		4,291.029
Claim Expense	936.652		781.534
Earning / (Loss) per Share - (Rupees)	3.55		3.07

Nine Monthly Statistics 2019

Insurance Companies of Pakistan

General Insurance:

ASIA INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	603.374		603.374
Gross Premium	381.346		393.930
Net Premium	326.998		368.850
Profit Before Tax	(5.503)		37.869
Profit After Tax	(9.885)		23.715
Investment Income	36.788		15.398
Investments	529.778		337.479
Total Assets	1,645.731		1,436.929
Claim Expense	90.959		83.611
Earning / (Loss) per Share - (Rupees)	(0.16)		0.43

ATLAS INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	771.775		701.614
Gross Premium	2,307.977		2,200.090
Net Premium	1,110.891		1,095.377
Profit Before Tax	627.679		725.515
Profit After Tax	439.376		470.827
Investment Income	93.308		189.455
Investments	3,310.511		4,101.365
Total Assets	5,996.119		6,718.263
Claim Expense	339.704		376.093
Earning / (Loss) per Share - (Rupees)	5.69		6.10

CENTURY INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	502.968		502.968
Gross Premium	1,022.608		948.349
Net Premium	579.045		508.105
Profit Before Tax	60.973		78.317
Profit After Tax	38.348		53.520
Investment Income	(53.488)		(23.852)
Investments	1,595.055		1,261.115
Total Assets	2,987.247		3,010.665
Claim Expense	260.975		215.050
Earning / (Loss) per Share - (Rupees)	0.76		1.06

CRESCENT STAR INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	1,076.950		1,076.950
Gross Premium	74.251		91.617
Net Premium	74.905		81.588
Profit Before Tax	36.791		(10.505)
Profit After Tax	35.125		(11.525)
Investment Income	3.675		0.420
Investments	16.512		14.315
Total Assets	1,223.975		1,274.539
Claim Expense	12.834		4.968
Earning / (Loss) per Share - (Rupees)	0.33		(0.11)

Nine Monthly Statistics 2019

Insurance Companies of Pakistan

General Insurance:

EAST WEST INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	762.227		762.227
Gross Premium	2,389.428		2,255.910
Net Premium	1,251.315		1,048.703
Profit Before Tax	164.366		195.077
Profit After Tax	103.613		139.852
Investment Income	(14.691)		47.765
Investments	1,014.261		1,215.535
Total Assets	3,142.856		3,191.543
Claim Expense	549.837		445.555
Earning / (Loss) per Share - (Rupees)	1.36		1.83

EFU GENERAL INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	2,000.000		2,000.000
Gross Premium	15,274.657		14,426.474
Net Premium	5,707.371		5,939.618
Profit Before Tax	2,018.965		2,606.288
Profit After Tax	1,292.809		1,650.362
Investment Income	1,253.919		1,143.949
Investments	12,758.480		23,642.540
Total Assets	44,530.462		42,484.050
Claim Expense	2,691.357		2,369.710
Earning / (Loss) per Share - (Rupees)	6.46		8.25

HABIB INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	619.374		619.374
Gross Premium	1,182.267		958.238
Net Premium	561.934		382.708
Profit Before Tax	66.146		123.647
Profit After Tax	53.113		86.674
Investment Income	69.101		161.368
Investments	1,094.980		1,263.852
Total Assets	3,296.893		3,497.194
Claim Expense	318.520		226.310
Earning / (Loss) per Share - (Rupees)	0.43		0.70

IGI INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	1,426.305		1,426.305
Gross Premium			
Net Premium			
Profit Before Tax	802.497		2,069.181
Profit After Tax	829.989		1,984.664
Investment Income			
Investments	15,649.456		14,979.930
Total Assets	16,058.320		15,526.228
Claim Expense			
Earning / (Loss) per Share - (Rupees)	5.82		13.95

Nine Monthly Statistics 2019

Insurance Companies of Pakistan

General Insurance:

JUBILEE GENERAL INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	1,804.465		1,804.465
Gross Premium	7,889.084		7,742.749
Net Premium	3,962.626		3,733.617
Profit Before Tax	1,009.448		1,173.898
Profit After Tax	722.747		761.048
Investment Income	389.030		857.597
Investments	10,670.073		10,758.716
Total Assets	22,055.796		21,313.152
Claim Expense	2,087.719		2,194.328
Earning / (Loss) per Share - (Rupees)	4.01		4.22

NEW HAMPSHIRE INSURANCE CO. LTD. (PAKISTAN BRANCH)	2019	(Restated) Rs. in Million	2018
Paid up Capital			
Gross Premium			
Net Premium			
Profit Before Tax			
Profit After Tax	N/A		N/A
Investment Income			
Investments			
Total Assets			
Claim Expense			
Earning / (Loss) per Share - (Rupees)			

THE PAKISTAN GENERAL INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital			
Gross Premium			
Net Premium			
Profit Before Tax			
Profit After Tax	N/A		N/A
Investment Income			
Investments			
Total Assets			
Claim Expense			
Earning / (Loss) per Share - (Rupees)			

PICIC INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	350.000		350.000
Gross Premium	---		---
Net Premium	---		---
Profit Before Tax	(1.490)		(5.915)
Profit After Tax	(1.490)		(5.915)
Investment Income	3.205		1.549
Investments	43.075		39.541
Total Assets	70.197		69.763
Claim Expense	---		---
Earning / (Loss) per Share - (Rupees)	(0.04)		(0.17)

Nine Monthly Statistics 2019

Insurance Companies of Pakistan

General Insurance:

PREMIER INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	505.650		505.650
Gross Premium	408.272		433.168
Net Premium	170.128		268.845
Profit Before Tax	(257.668)		(101.427)
Profit After Tax	(265.875)		(110.003)
Investment Income	(146.288)		2.628
Investments	842.200		914.827
Total Assets	3,258.120		3,018.320
Claim Expense	60.069		149.129
Earning / (Loss) per Share - (Rupees)	(5.26)		(2.18)

RELIANCE INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	561.413		561.413
Gross Premium	415.750		667.789
Net Premium	234.047		245.214
Profit Before Tax	4.873		82.642
Profit After Tax	6.224		65.686
Investment Income	(0.805)		62.375
Investments	680.932		730.215
Total Assets	1,634.273		1,784.373
Claim Expense	58.219		62.791
Earning / (Loss) per Share - (Rupees)	0.11		1.17

SPI INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	500.000		500.000
Gross Premium	527.549		413.623
Net Premium	432.766		353.718
Profit Before Tax	32.024		27.996
Profit After Tax	23.428		19.707
Investment Income	12.186		12.373
Investments	346.093		235.613
Total Assets	1,351.117		1,223.833
Claim Expense	125.249		100.036
Earning / (Loss) per Share - (Rupees)	0.47		0.39

SECURITY GENERAL INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital			
Gross Premium			
Net Premium			
Profit Before Tax			
Profit After Tax	N/A		N/A
Investment Income			
Investments			
Total Assets			
Claim Expense			
Earning / (Loss) per Share - (Rupees)			

Nine Monthly Statistics 2019

Insurance Companies of Pakistan

General Insurance:

SHAHEEN INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	600.000		600.000
Gross Premium	290.908		385.604
Net Premium	233.599		289.745
Profit Before Tax	66.617		48.228
Profit After Tax	46.542		33.760
Investment Income	43.628		22.146
Investments	747.090		676.628
Total Assets	1,323.435		1,193.622
Claim Expense	63.589		71.719
Earning / (Loss) per Share - (Rupees)	0.78		0.56

SINDH INSURANCE LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	1,000.000		1,000.000
Gross Premium	904.608		408.629
Net Premium	279.413		268.231
Profit Before Tax	351.793		167.218
Profit After Tax	249.009		117.238
Investment Income	267.385		201.280
Investments	2,904.121		2,973.714
Total Assets	4,996.218		3,598.252
Claim Expense	(8.579)		66.556
Earning / (Loss) per Share - (Rupees)	2.49		1.17

TPL DIRECT INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	938.663		938.663
Gross Premium	1,000.364		1,027.448
Net Premium	832.080		957.552
Profit Before Tax	(61.870)		28.573
Profit After Tax	(76.043)		13.655
Investment Income	9.493		26.126
Investments	355.466		797.698
Total Assets	2,433.555		2,478.765
Claim Expense	313.625		399.400
Earning / (Loss) per Share - (Rupees)	(0.81)		0.15

UBL INSURERS LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital			
Gross Premium			
Net Premium			
Profit Before Tax			
Profit After Tax	N/A		N/A
Investment Income			
Investments			
Total Assets			
Claim Expense			
Earning / (Loss) per Share - (Rupees)			

Nine Monthly Statistics 2019

Insurance Companies of Pakistan

General Insurance:

UNITED INSURANCE CO. LTD.	2019 (Restated) Rs. in Million	2018
Paid up Capital	2,601.017	2,261.754
Gross Premium	3,262.822	3,054.568
Profit Before Tax	1,881.725	1,799.017
Profit After Tax	622.829	557.440
Investment Income	467.244	418.080
Investments	42.818	45.493
Total Assets	933.492	616.932
Claim Expense	7,936.147	6,883.218
Earning / (Loss) per Share - (Rupees)	765.278	803.018
	1.80	1.61

UNIVERSAL INSURANCE CO. LTD.	2019 (Restated) Rs. in Million	2018
Paid up Capital	500.000	500.000
Gross Premium	82.619	30.773
Net Premium	34.889	11.686
Profit Before Tax	(42.608)	(17.465)
Profit After Tax	(43.720)	(19.030)
Investment Income	(16.345)	(0.853)
Investments	155.732	171.586
Total Assets	939.559	910.115
Claim Expense	(16.037)	2.771
Earning / (Loss) per Share - (Rupees)	(0.87)	(0.38)

Life Insurance:

ASKARI LIFE ASSURANCE CO. LTD.	2019 (Restated) Rs. in Million	2018
Paid up Capital	1,101.720	1,101.720
Gross Premium	172.159	26.993
Net Premium	109.989	10.614
Profit Before Tax	(192.150)	(34.117)
Profit After Tax	(192.531)	(34.264)
Investment Income	51.768	20.212
Investments	557.025	412.086
Total Assets	805.630	504.910
Claim Expense	44.758	22.315
Earning / (Loss) per Share - (Rupees)	(1.75)	(0.57)

ADAMJEE LIFE ASSURANCE CO. LTD.	2019 (Restated) Rs. in Million	2018
Paid up Capital		
Gross Premium		
Net Premium		
Profit Before Tax		
Profit After Tax	N/A	N/A
Investment Income		
Investments		
Total Assets		
Claim Expense		
Earning / (Loss) per Share - (Rupees)		

Nine Monthly Statistics 2019

Insurance Companies of Pakistan

Life Insurance:

EFU LIFE ASSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	1,000.000		1,000.000
Gross Premium	21,876.371		20,834.227
Net Premium	21,362.872		20,293.337
Profit Before Tax	1,064.889		1,248.584
Profit After Tax	653.027		971.641
Investment Income	7,910.985		4,831.642
Investments	110,754.676		106,208.366
Total Assets	119,744.420		114,766.337
Claim Expense	11,772.561		9,973.826
Earning / (Loss) per Share - (Rupees)	6.53		9.72

IGI LIFE INSURANCE LTD.	2019	(Restated) Rs. in Million	2018
Net Premium			
Profit Before Tax			
Profit After Tax	N/A		N/A
Investment Income			
Investments			
Total Assets			
Claim Expense			
Earning / (Loss) per Share - (Rupees)			

JUBILEE LIFE INSURANCE CO. LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital	793.307		793.307
Gross Premium	36,326.641		37,009.042
Net Premium	35,339.470		36,026.493
Profit Before Tax	2,486.158		2,630.722
Profit After Tax	1,559.133		1,880.450
Investment Income	8,814.271		5,015.058
Investments	135,702.458		126,421.369
Total Assets	151,688.551		137,154.653
Claim Expense	15,788.382		11,584.130
Earning / (Loss) per Share - (Rupees)	19.65		23.70

Health Insurance:

ALLIANZ EFU HEALTH INSURANCE LTD.	2019	(Restated) Rs. in Million	2018
Paid up Capital			
Gross Premium			
Net Premium			
Profit Before Tax			
Profit After Tax	N/A		N/A
Investment Income			
Investments			
Total Assets			
Claim Expense			
Earning / (Loss) per Share - (Rupees)			

2015 C L D 618

[Lahore]

Before Muhammad Khalid Mehmood Khan and Ibad ur Rehman Lodhi, JJ

STATE LIFE INSURANCE CORPORATION OF PAKISTAN

through Attorney and another---Appellants

Versus

Mst. MANZOOR BIBI---Respondent

Regular First Appeal No. 934 of 2011, decided on 17th December, 2014.

Insurance Ordinance (XXXIX of 2000)---

---Ss. 118 & 124---Payment of liquidated damages on late settlement of claims---Appellant Insurance Corporation impugned order of Insurance Tribunal whereby application of claimant under S. 118 of the Insurance Ordinance, 2000 was allowed and she was held entitled to receive insurance claim along with liquidated damages---Contentions of appellant Insurance Corporation were that the deceased had died due to an accident while handling of inflammable materials, of which the insured did business and that such business was not disclosed to the Insurance Corporation at time of purchasing of policy, therefore no claim could be paid out---Held, that at the time of issuance of insurance policy; the appellant Insurance Corporation itself undertook investigation through its own medical expert and other sources, but nothing was brought on record which prohibited the Insurance Corporation from issuing the insurance policy---When the appellant Insurance Corporation issued repudiation of the insurance policy, the said letter did not contain any sound reasoning for refusal of claim, except that the insured did not disclose certain material facts at time of purchase of policy---In view of S. 118 of the Insurance Ordinance, 2000; neither

the scrutiny of the claimant's case was finalized during the ninety days period, nor any payment was made and the policy was repudiated by the appellant Insurance Corporation after expiry of such period; therefore the claimant was rightly held to receive liquidated damages as well—Appellant Insurance Corporation had failed to prove its case by non- production of any witness; and its plea was therefore found not to be correct---No illegality existed in the impugned order--- Appeal was dismissed, in circumstances.

Ali Akber Qureshi and Ibrar Ahmad with Safdar Ali Qureshi, Law Officer for Appellants.

Liaqat Ali Butt for Respondent.

Date of hearing 11th September, 2014.

JUDGMENT

IBAD-UR-REHMAN LODHI J.--- The learned Insurance Tribunal Punjab, vide judgment dated 22-10-2011, accepted the application of present respondent-Mst. Manzoor Bibi, filed before the said Tribunal, under the provisions of section 118 of the Insurance Ordinance, 2000, and the applicant was held entitled to receive the insurance amount of Rs.1,00,000 and the benefits

regarding accidental death amounting to Rs.1,00,000 along with accrued bonuses, if any, liquidated damages at the prevailing rate under section 118 of the said Ordinance.

2. The appellant-State Life Insurance Corporation of Pakistan, has preferred this appeal under section 124 of the Insurance ordinance, 2000, mainly on the plea that the deceased-insured Muhammad Afzal died due to some burning happened on account of careless handling of some inflammable material, which business was being carried out by the deceased. It was the further plea of the appellant-Corporation that at the time of purchase of insurance policy, the business of the deceased-insured was described as one furniture polishing and driving of Rickshaw and the fact of involvement of said deceased in the business of inflammable material was concealed. Further that now in order to obtain insurance amount, a wrong plea of short circuiting of electricity in the premises, where the deceased had been working at the crucial time, has been given, which all facts disentitled the respondent, herein, to claim any insurance amount.

3. During the trial before the learned Tribunal, the appellant-Corporation produced a sole witness, namely Muhammad Ramzan, who appeared as R.W.I, and according to his statement, he conducted the

investigation/inquiry, after the death claim of the deceased-insured was placed before the Corporation and in such process, he recorded the statements of inhabitants of the locality, where the deceased used to reside during his life time and as a result of his such inquiry, he found that the deceased Mohammad Afzal was involved in the handling of some fire words and died due to the explosion in such material. He further stated that the insured got insurance policy by suppressing true and material facts by concealing his actual business.

4. The applicant before the learned Tribunal not only appeared herself as A.W.I, but also produced supporting evidence by production of A.W.2 and A.W.3.

5. The learned Tribunal, vide impugned judgment, has observed that the appellant-Corporation has failed to establish on record by producing any reliable evidence that the insurance policy was obtained by late husband of present respondent/insured by suppressing any material fact or by making any fraudulent declaration. It is an admitted position that at the time of issuance of insurance policy/subject-matter of present litigation, the appellant-Corporation, itself, undertook the investigation through

its own Medical Expert and other sources, but nothing brought on record to prohibit the Corporation in issuance of insurance policy to deceased husband of the respondent. When the appellant-Corporation conveyed the repudiation of the insurance policy, the said letter did not contain any sound reasoning as to the refusal of the claim of the applicant, except that the insured did not disclose certain material facts at the time of purchase of policy.

6. The Insured passed away on 5-4-2007, whereas, the death claim by the present respondent/his widow, was filed with the Corporation on 27-6-2007. The policy was to commence from 1-3-2006, and when the fact of the death of insured along with all required documents were placed before the Insurance Corporation on 27-6-2007, there was a period of 90-days with the Corporation in view of Section 118 of the Insurance Ordinance, 2000, to make the payment, which became due. Nether in such period of 90-days the process of scrutiny of the case of the applicant was finalized nor any payment was made and the policy was repudiated after expiry of such period i.e. 19-12-2007; therefore, the applicant before the Tribunal was rightly held entitled to receive the liquidated damages also in addition to the insurance amount.

7. The learned Tribunal is right in holding that the Corporation has miserably failed to prove its case by non-production of any witness, who appeared before the Inquiry Officer and, therefore, the plea of the death of insured on account of some explosion in an inflammable material was not found correct by the Tribunal and analyzing the facts in view of the evidence produced before it.

8. The learned counsel for the Appellant-Corporation has failed to point out any illegality in the impugned judgment dated 22-10-2011, entitling the respondent/widow of the deceased-insured for the sum insured and accidental death along with accrued bonuses and the liquidated damages w.e.f.27-6-2007 to 22-10-2011 (the date, when the claim papers were received by the Corporation furnished by the applicant and the date of judgment announced by the Insurance Tribunal).

9. In view of above, finding no illegality in the impugned judgment, the same is upheld and this appeal having no force is dismissed.

KMZ/S-1/L

Appeal dismissed.



Innovation Distinguishes Between A Leader And A Follower

(Steve Jobs, Co-Founder and Ex-CEO of Apple Inc.)

PAKISTAN INSPECTION COMPANY

Proudly introduces the first of its kind Online Claims Portal for
the Facilitation of Insurance And Takaful Companies of Pakistan.

Some benefits include:

- Convenient 24/7 access anytime anywhere
- Reviewing your Claim details resulting in quick feedback to your Clients
- Visual representation of damages through Photographs
- Paperless environment resulting in reduction in printing costs (Go Green)
- Safe keeping of Case Files in our system, powered by Google
- Login access to Corporate Clients to self manage their multiple Claims

Discover the new level of engagement and collaboration
by booking demos with us and see

How small things make big difference

Head Office (Karachi): 021-35300281-3
info@pakistaninspection.com.pk

Zonal Office (Islamabad): 051-5155819
islamabad@pakistaninspection.com.pk

Local Office Network: Karachi - Hyderabad - Sukkur - Khairpur Mirs
Quetta - Lahore - Faisalabad - Islamabad - Rawalpindi



Pakistan Inspection Company U.K. Limited
Registration # 10353800 Incorporated in England and Wales
Subsidiary Company of **Pakistan Inspection Co. Pvt. Ltd.** Incorporated
under the Companies Ordinance 1984 in Pakistan.

For more information, write to us at:
international@pakistaninspection.co.uk



WE COVER EVERY ASPECT OF LIFE



Insurer Financial Strength Rating **'AA'** by PACRA
(reflects very strong capacity to meet policyholders & contract obligations)

FIRE MOTOR MARINE ENGINEERING
MISCELLANEOUS CROP LIVESTOCK
TRAVEL & CARGO AGENTS GUARANTEES HEALTH



Weather Impact?

JOHAR JOSHANDA® with tea,
...feel better instantly!



Also available in Sugar-free, Honey
and Chocolate flavors.

www.qarshi.com facebook.com/JoharJoshandaOfficial

Automobile Specialists

Auto Scan WORKSHOP

We Promptly & Efficiently attend the
Vehicle of any
INSURANCE COMPANY



Services Available:-

**Mechanical, Denting, Painting
(Oven Finishing System)
Radiator, Wash Plant (Automatic),
Electric, Upholstery,
Spare parts, Mobil Oil & Service Station.**



CHAUDHERY MUHAMMAD IQBAL
A.E.E. (A.E)

[Chief Executive]

Khiali Bye Pass, Gujranwala.
Tel: 055-4283677 Cell: 0300-9648353



We use
World
Automobile
**RECOMMENDED
PAINT**
(ICI England)
with
**SPRAY
BOOTH**



We are specialist in UMRAH services

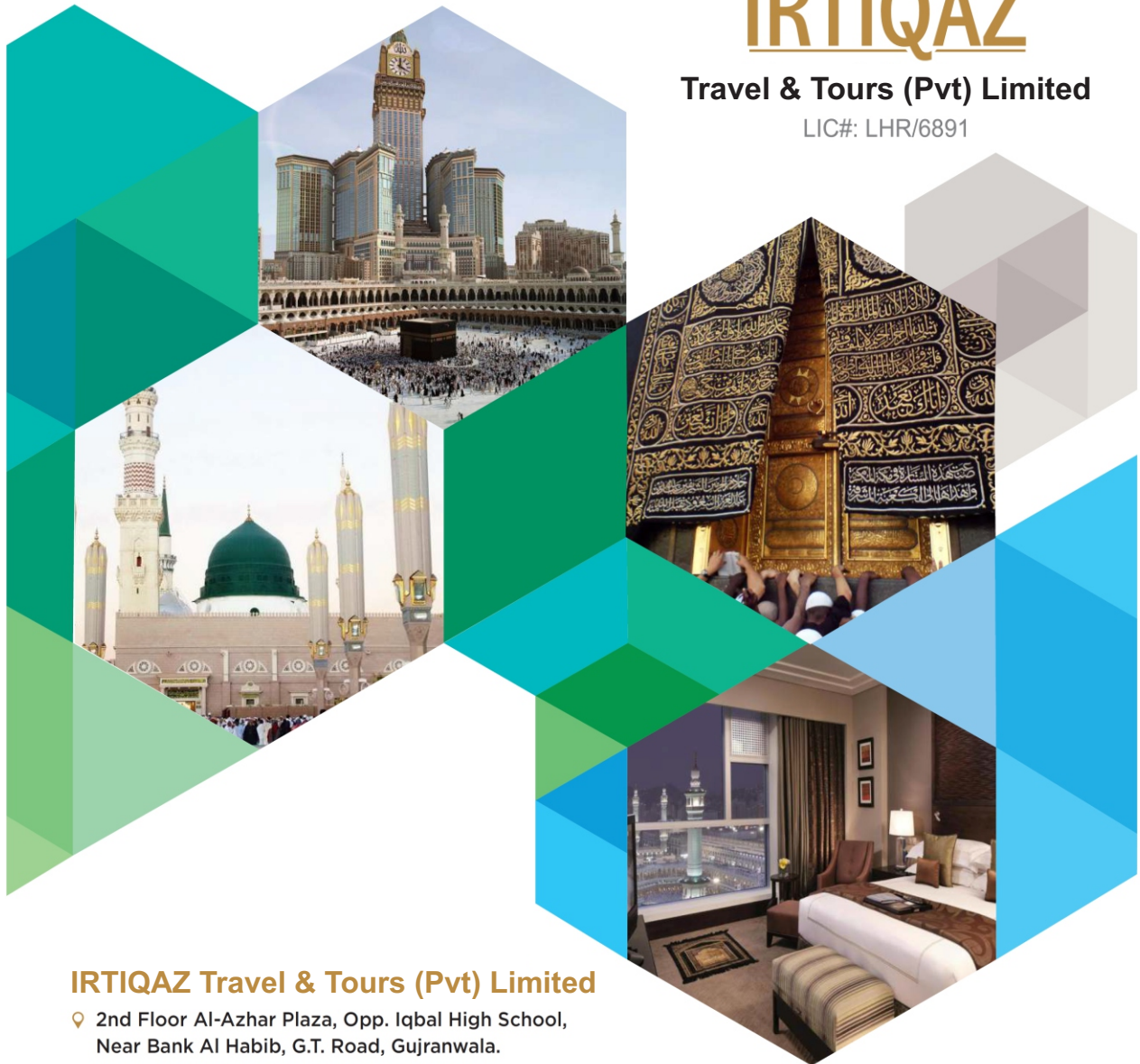
Exclusive UMRAH Packages:



IRTIQAZ

Travel & Tours (Pvt) Limited

LIC#: LHR/6891



IRTIQAZ Travel & Tours (Pvt) Limited

📍 2nd Floor Al-Azhar Plaza, Opp. Iqbal High School,
Near Bank Al Habib, G.T. Road, Gujranwala.

✉ irtiqaztravel@gmail.com

☎ 0300 64 74 255, 0300 85 00 737

☎ 055 385 00 63-64

🌐 www.irtiqaztravel.com

87
YEARS
1932-2019

*Powered by the legacy of
trust and commitment.*



***Pakistan's highest rated insurer
covering all types of risks, the latest being cyber risk.***

AA+

Outlook Stable
JCR-VIS

AA+

Outlook Stable
PACRA

B+

Outlook Positive
A.M.BEST*

**EFU GENERAL
INSURANCE LTD.**

your insurance company

www.efuinsurance.com

* For the latest rating, access www.ambest.com

□ THNER