

### FINANCIAL STATEMENTS

(Unaudited)

Nine month period ended September 30th, 2018

### **ALPHA INSURANCE COMPANY LTD**

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### ALPHA INSURANCE COMPANY LTD

### **Company Information**

### **Board of Directors**

Chairman

: Ms. Nargis Ghaloo

Directors

; Mr. Mushtaq Ahmed Shah

Mr. Muhammad Rashid

Mr. Mustaq Ahmad

Mr. Athar Hussain Khokhar

Chief Executive Officer

: Mr. Nadeem Bessey

Chief Financial Officer &

**Company Secretary** 

: Mr. M Ayaz Ghori

Registered Officer

: 4th Floor, State Life Building No. 1-B, State

Life Square, I.I. Chundrigar Road, Karachi.

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### Directors' Review

We are presenting the unaudited financial statements of the Company for nine month period ended September 30th, 2018.

### Reason for delay

As the members are aware that the quarterly accounts for 1st and 2nd quarter were delayed and the same delay impacted the 3<sup>rd</sup> quarters account. However, the management to some extent have managed the delay. This is not a satisfactory but a sign of improvement and the Board is confident that this will further be improved and all the statutory deadlines will be met on time.

### **Business Overview:**

The summarized results for the period under review are as follows:

|                                    | 9-Md         | onths        | 3-Mc        | onths      |
|------------------------------------|--------------|--------------|-------------|------------|
|                                    | 2018 2017    |              | 2018        | 2017       |
| Premium Written                    | 61,435,046   | 92,292,741   | 21,022,680  | 34,594,925 |
| Net premium revenue                | 38,127,240   | 64,633,514   | 15,648,720  | 29,541,516 |
| Management expenses                | 68,659,433   | 63,902,079   | 23,925,011  | 19,320,730 |
| Underwriting profit / (loss)       | (42,981,614) | (83,361,785) | (6,417,944) | 4,676,355  |
| Net investment income              | 32,863,378   | 41,206,671   | 8,672,368   | 6,074,929  |
| Loss before tax                    | (9,122,875)  | (42,237,895) | 1,826,977   | 10,491,267 |
| Loss after tax                     | (9,386,256)  | (38,578,337) | 2,883,948   | 11,153,678 |
| loss per share (basic and diluted) | (0.19)       | (0.86)       | 0.06        | 0.25       |

Gross written premium for the period has gone down by Rs 31 million and the net premium retained has decreased by Rs. 26.5 million which is 41% decreased over the last year for the same period. As you are aware that during the first half of the year there were frequent changes in management which adversely affected the Company's business. New CEO took over in June 2018 but the spill over effect of first two quarters continued in the third quarter as well.

Your directors like you also want to see the Company in profit and have full confidence in Mr. Nadeem Bessey that he will turn around the Company in the long term.

On this occasion your board of directors would like to thanks our valued clients, shareholders, M/s Securities and Exchange Commission of Pakistan for their continuous support and also like to thank the management and the staff for their continuous trust, supports and hard work.

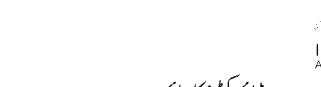
For and on behalf of the Board

Ms. Nárgis Ghaloo Chairperson

Head Office:

Building No. 1-B, State Life Square, off. I.I. Chundrigar Road. Karachi-74000, Tel: 021-32416041-45, Fax: 021-32419968 info@alphainsurance.com.pk www.alphainsurance.com.pk

Karachi: Thursday, December 13, 2018



### Insurance Company Limited A subsidiary of State Life Insurance Corporation of Pakistan

### ڈائر یکٹرز کا جائزہ

30 ستمبر 2018ء كختم شده نوماه كيليم كميني كي غيرة وْ ث شده مالياتي كوشوار يرآب كريش نظرين \_

ناخير کی وجہ

جیسا کیمبران کومعلوم ہے کہ پہلی اور دوسری سدماہی کیلئے اکا دُمنٹ میں تاخیر ہوئی تھی اور بیتاخیر تیسر ہے سدماہی اکا وُنٹ پراٹر انداز ہوئی، تاہم انتظامیہ کسی حد تک تاخیر کوسنیبال نے میں کامیاب ہوئی ہے۔ بیاطمینان بخش تونہیں کیکن بہتری کی علامت ہے اور بورڈ کویقین ہے کہ بیمز ید بہتر ہوجائیگا۔

برنس كاجائزه

زىر جائز ەمدت كىلى مخفراً نتائج مندرجەذىل بىن:

| اه         | ol 3        |              | ə <b>l</b> 9 |                                 |
|------------|-------------|--------------|--------------|---------------------------------|
| 2017       | 2018        | 2017         | 2018         |                                 |
| 34,594,925 | 21,022,680  | 92,292,741   | 61,435,046   | تحريكره وپريم                   |
| 29,541,516 | 15,648,720  | 64,633,514   | 38,127,240   | خالص پریمیمآمدنی                |
| 19,320,730 | 23,925,011  | 63,902,079   | 68,659,433   | مينجمنث اخراجات                 |
| 4,676,355  | (6,417,944) | (83,361,785) | (42,981,614) | انڈرراکڈنگ منافع/(نقصان)        |
| 6,074,929  | 8,672,368   | 41,206,671   | 32,863,378   | خالص سرمامييكارى كي آمدني       |
| 10,491,267 | 1,826,977   | (42,237,895) | (9,122,875)  | نقصان فمل ازهيكس                |
| 11,153,678 | 2,883,948   | (38,578,337) | (9,386,256)  | نقصان بعدازتيكس                 |
| 0.25       | 0.06        | (0.86)       | (0.19)       | ئیکس کے بعد نقصان فی شیئر (EPS) |

ندکورہ کم مدت کیلئے مجوئ تحریک پریمیم 31 ملین روپے ہے کم ہوا ہے اور نیٹ پریمیم میں 26.5 ملین روپے کی کی واقع ہوئی ہے، جواس مت کیلئے گزشتہ سال کے مقابلے میں 41 فیصد کم ہے، جیسا کہ آپ کومعلوم ہے کہ پہلے نشف سال کے دوران انتظامیہ میں بار بارتبدیلی ہوئی جس سے کمپنی کا کاروبار بری طرح متاثر ہوائے تا ای او جون 2018 میں آئے لیکن پہلی دوسہ ماہی کے برے اثر ات تیسری سماہی میں بھی جاری ہیں۔

آپ کے ڈائر یکٹرآپ کی طرح کمپنی کوفا کدے میں دیکھنا چاہتے ہیں اور جناب ندیم بیسی پڑھمل اعتاد ہے کہ وہ کمپنی کوطویل بدت میں ایک منافع بخش ادارہ ہناویٹگے۔ اس موقع پر ہم اپنے قابلی قدر کلاکٹش ، ٹیمئر ہولڈرز ، میسرز سیکھورٹیز اینڈ ایکھیٹے کمیشن آف پاکستان ، کمپنی کی انتظامیہ اورا شاف کے مسلسل اعتاد ، تعاون اور حخت محنت کے تہددل سے شکرگز ار میں۔

ڪرا چي: جمعرات 13 دسمبر 2018ء

برائے اور منجا نب بورڈ کے میں است محتر میز کمل محلو چیئر پرین

Head Office:

Building No. 1-B, State Life Square, off. I.I. Chundrigar Road, Karachi-74000. Tel: 021-32416041-45, Fax: 021-32419968 info@alphainsurance.com.pk www.alphainsurance.com.pk

### Condensed Interim Statement of Financial Position

As at September 30, 2018

| AS at September 30, 2018   | Notes    | (Unaudited)<br>September 30,<br>2018 | (Audited)<br>December 31,<br>2017<br>(Restated) |
|--|----------|--------------------------------------|---|
| •  |          | (Rup                                 | ees)  |
| Assets   |          | 4 424 700                            | F 220 02F                                       |
| Property and equipment   | 8        | 4,134,788                            | 5,220,925                                       |
| Investments Equity securities  | 9        | 245 070 721                          | 221 176 020                                     |
| Debt securities  | 10       | 245,070,731                          | 221,176,939                                     |
| Term deposits  | 11       | 309,612,726                          | 557,836,005                                     |
| Loans and other receivables  | 12       | 330,000,000<br>8,693,834             | 10,896,680                                      |
| Insurance / Reinsurance receivables                                      | 13       |                                      |   |
|  | 23       | 58,705,351                           | 79,208,130                                      |
| Reinsurance recoveries against outstanding claims                        | 23       | 311,096,725                          | 325,792,200                                     |
| Salvage recoveries accrued   | 24       | 5,540                                | 20,604  |
| Deferred Commission Expense / Acquisition cost Staff retirement benefits | 24       | 5,249,830                            | 7,168,520                                       |
| Deferred taxation  | 14       | 1,365,397                            | 1,365,397                                       |
| Taxation - payment less provisions                                       | 15       | -                                    | 2,319,432                                       |
| Prepayments  | 15<br>16 | 60,825,659                           | 47,184,173                                      |
| Cash and bank  | 15<br>17 | 16,841,422<br>29,289,428             | 19,908,937<br>133,047,960                       |
| Total assets   | 17       |                                      |   |
| Total assets   |          | 1,380,891,431                        | 1,411,145,902                                   |
| Equity and Liabilities   |          |                                      |   |
| Capital and reserves attributable to Company's equity holders            |          |                                      |   |
| Authorised share capital: [51,000,000 (December 31,                      |          |                                      |   |
| 2017: 51,000,000) Ordinary shares of Rs. 10 each]                        |          | 510,000,000                          | 510,000,000                                     |
|  |          |                                      |   |
| Issued, subscribed and paid-up capital [50,000,000                       |          |                                      |   |
| (2017: 50,000,000) Ordinary shares of Rs. 10 each]                       |          | 500,000,000                          | 500,000,000                                     |
| Reserves   |          | 105,802,417                          | 95,004,919                                      |
| Unappropriated profit  |          | 136,661,457                          | 146,047,713                                     |
| Total equity   |          | 742,463,874                          | 741,052,632                                     |
|  |          |                                      |   |
| Liabilities  |          |                                      |   |
| Underwriting provisions  |          |                                      |   |
| Outstanding claims including IBNR  | 23       | 423,268,969                          | 430,990,074                                     |
| Unearned premium reserves  | 22       | 31,572,605                           | 44,053,707                                      |
| Premium deficiency reserves  | 18       | 13,060,327                           | 24,043,486                                      |
| Unearned reinsurance commission  | 24       | 249,145                              | 3,650,089                                       |
| Deferred taxation  | 14       | 1,425,262                            | -   |
| Premium received in advance  |          | 3,344,281                            | 4,357,031                                       |
| Reinsurance / Co-Insurance payables                                      | 19       | 91,141,092                           | 87,007,019                                      |
| Other creditors and accruals   | 20       | 74,365,876                           | 75,991,864                                      |
| Total liabilities  |          | 638,427,557                          | 670,093,270                                     |
| Total equity and liabilities   |          | 1,380,891,431                        | 1,411,145,902                                   |
|  |          |                                      | -,,-,-,   |

Contingencies and commitments

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The annexed notes 1 to 32 form an integral part of these condensed interim financial statements.

Chief Executive Officer

Chairperson

Director

Director

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### Condensed Interim Profit and Loss Account (Unaudited)

For the quarter and nine months period ended September 30, 2018

|  |                 | Quarter ended September 30, |              | Nine month ended | September 30, |
|--|-----------------|-----------------------------|--------------|------------------|---------------|
|  | Notes           | 2018                        | 2017         | 2018             | 2017          |
|  |                 |                             | (Restated)   |                  | (Restated)    |
|  |                 |                             | (Rupe        | es)              |               |
| Net insurance premium                    | 22              | 15,648,720                  | 29,541,516   | 38,127,240       | 64,633,514    |
| Net insurance claims                     | 23              | (477,506)                   | (8,169,903)  | (15,172,158)     | (78,704,078)  |
| Premium Deficiency                       |                 | 5,118,980                   | 5,373,519    | 10,983,159       | 5,382,084     |
| Net commission                           | 24              | (2,783,127)                 | (2,748,047)  | (8,260,422)      | (10,771,226)  |
| Total Insurance Claims and Acquisition C | osts            | 1,858,347                   | (5,544,431)  | (12,449,421)     | (84,093,220)  |
| Management expenses                      | 25              | (23,925,011)                | (19,320,730) | (68,659,433)     | (63,902,079)  |
| Underwriting results                     | _               | (6,417,944)                 | 4,676,355    | (42,981,614)     | (83,361,785)  |
| Investment income                        | 26              | 8,672,368                   | 6,074,929    | 32,863,378       | 41,206,671    |
| Other income                             | 27              | 275,658                     | 930,100      | 4,098,336        | 2,529,637     |
| Other expenses                           | 28              | (703,105)                   | (1,190,117)  | (3,102,975)      | (2,612,418)   |
|  | <b>L</b>        | 8,244,921                   | 5,814,912    | 33,858,739       | 41,123,890    |
| Profit before tax                        | _               | 1,826,977                   | 10,491,267   | (9,122,875)      | (42,237,895)  |
| Provision for taxation - current         | Γ               | (340,214)                   | (529,878)    | (928,933)        | (1,494,903)   |
| - deferred                               |                 | 1,397,185                   | 1,192,289    | 665,552          | 5,154,461     |
|  | _               | 1,056,971                   | 662,411      | (263,381)        | 3,659,558     |
| Profit/(Loss) after tax                  | _               | 2,883,948                   | 11,153,678   | (9,386,256)      | (38,578,337)  |
| Earnings per share                       | <sup>29</sup> = | 0.06                        | 0.25         | (0.19)           | (0.86)        |

The annexed notes 1 to 32 form an integral part of these condensed interim financial statements.

Chief Executive Officer

Chairperson

Director

Director

### Condensed Interim Statement of Comprehensive Income (Unaudited)

For the quarter and nine months period ended September 30, 2018

|   | Quarter ended S | eptember 30, | Nine months ended September 30, |              |  |
|---|-----------------|--------------|---------------------------------|--------------|--|
|   | 2018            | 2017         | 2018                            | 2017         |  |
|   |                 | (Restated)   |                                 | (Restated)   |  |
|   |                 | (Rupe        | es) •••••                       |              |  |
| Profit/(Loss) after tax   | 2,883,948       | 11,153,678   | (9,386,256)                     | (38,578,337) |  |
| Other comprehensive income for the period                       |                 |              |                                 |              |  |
| Items that will be reclassified to profit and loss subsequently |                 |              |                                 |              |  |
| Unrealised gain on available-for-sale investments - net         | 4,733,672       | (5,580,100)  | 11,242,425                      | (4,765,736)  |  |
| Reclassification adjustments relating to available for sale     |                 |              | 11                              |              |  |
| investments disposed off during the period - net                | (6,266)         | (81,872)     | (444,927)                       | 90,431       |  |
| ·   | 4,727,406       | (5,661,972)  | 10,797,498                      | (4,675,305)  |  |
| Total comprehensive income for the period                       | 7,611,354       | 5,491,706    | 1,411,242                       | (43,253,642) |  |

The annexed notes 1 to 32 form an integral part of these condensed interim financial statements.

Chief Executive Officer

Chairperson

Director

Director

### Condensed Interim Statement of Changes in Equity (Unaudited)

For the nine months period ended September 30, 2018

|   | Issued,                           | Capital reserve                |                 | Revenue reserve        |                       | Total Share                             |
|---|-----------------------------------|--------------------------------|-----------------|------------------------|-----------------------|---|
|   | subscribed and<br>paid-up capital | Reserve for exceptional losses | General reserve | Revaluation<br>Reserve | Unappropriated profit | holders' equity                         |
|   |                                   |                                | 4=              |                        |                       | (Restated)                              |
|   |                                   |                                | (Ru             | pees)                  |                       |   |
| Balance as at January 01, 2017 as previously reported                 | 403,600,000                       | 3,355,000                      | 6,820,000       | -                      | 206,122,992           | 619,897,992                             |
| Restatement due to change in accounting policy                        |                                   |                                |                 |                        |                       |   |
| (refer note 5) - net of deferred tax                                  | 402 500 500                       | 2 255 000                      |                 | 82,669,233             | 10,993                | 82,680,226                              |
| Balance as at January 01, 2017 (restated)                             | 403,600,000                       | 3,355,000                      | 6,820,000       | 82,669,233             | 206,133,985           | 702,578,218                             |
| Changes In equity for the nine months period ended September 30, 2017 |                                   |                                |                 |                        |                       |   |
| Total comprehensive income  |                                   |                                |                 |                        |                       |   |
| Loss after tax  | -                                 | -                              | -               | -                      | (38,578,337)          | (38,578,337)                            |
| Other comprehensive income  | -                                 | -                              | -               | (4,675,305)            | -                     | (4,675,305)                             |
|   | -                                 | -                              | -               | (4,675,305)            | (38,578,337)          | (43,253,642)                            |
| Transactions with owners recorded directly in equity                  |                                   |                                |                 |                        |                       |   |
| Issue of right shares (25%)   | 96,400,000                        | -                              | -               | •                      | •                     | 96,400,000                              |
| Balance as at September 30, 2017 (restated)                           | 500,000,000                       | 3,355,000                      | 6,820,000       | 77,993,928             | 167,555,648           | 755,724,576                             |
| Balance as at January 01, 2018  |                                   |                                |                 |                        |                       |   |
| as previously reported  | 500,000,000                       | 3,355,000                      | 6,820,000       | -                      | 146,176,900           | 656,351,900                             |
| Restatement due to change in accounting policy                        |                                   |                                |                 |                        |                       |   |
| (refer note 5) - net of deferred tax                                  |                                   |                                |                 | 84,829,919             | (129,187)             | 84,700,732                              |
| Balance as at January 01, 2018 (restated)                             | 500,000,000                       | 3,355,000                      | 6,820,000       | 84,829,919             | 146,047,713           | 741,052,632                             |
| Changes in equity for the nine months period ended September 30, 2017 |                                   |                                |                 |                        |                       |   |
| Total comprehensive income  |                                   |                                |                 |                        |                       |   |
| Loss after tax  | -                                 | -                              | -               | -                      | (9,386,256)           | (9,386,256)                             |
| Other comprehensive income  | -                                 | .                              | -               | 10,797,498             | -                     | 10,797,498                              |
|   | -                                 | -                              | •               | 10,797,498             | (9,386,256)           | 1,411,242                               |
| Balance as at September 30, 2018                                      | 500,000,000                       | 3,355,000                      | 6,820,000       | 95,627,417             | 136,661,457           | 742,463,874                             |
|   |                                   |                                | -,,,,,,,        |                        |                       | , ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |

<sup>\*</sup> The reserve for exceptional losses represents amounts set aside till December 31, 1978 to avail deduction thereof in computing taxable income, as allowed previously under the old Income Tax Act of 1922. After the Introduction of the Repealed Income Tax Ordinance, 1979, which did not permit the said deduction, the Company discontinued the setting aside of amounts thereafter as reserve for exceptional losses.

The annexed notes 1 to 32 form an integral part of these condensed interim financial statements.

Chief Execuitive Officer

Chairpersor

Director

Director,

### Condensed Interim Cash Flow Statement (Unaudited)

For the nine months period ended September 30, 2018

| , , ,  | September 30,<br>2018 | September 30,<br>2017<br>(Restated) |
|--|-----------------------|-------------------------------------|
|  | (Rup                  |                                     |
| OPERATING ACTIVITIES                                     |                       |                                     |
| Underwriting activities                                  |                       |                                     |
| Premiums received  | 58,357,136            | 95,919,979                          |
| Reinsurance premiums paid                                | (21,310,598)          | (68,203,240)                        |
| Claims paid  | (45,171,420)          | (78,609,141)                        |
| Reinsurance and other recoveries received                | 36,973,632            | 46,354,937                          |
| Commission paid  | (11,199,869)          | (16,338,661)                        |
| Commission received                                      | 368,699               | 8,859,212                           |
| Management expenses paid                                 | (49,831,597)          | (51,924,210)                        |
| Net cash (used in) underwriting activities               | (31,814,017)          | (63,941,124)                        |
| Other operating activities                               |                       |                                     |
| Income tax paid  | (14,570,419)          | (6,443,336)                         |
| Operating payments                                       | (4,347,928)           | (5,601,462)                         |
| Operating receipts                                       | (1,500,700)           | 3,592,123                           |
| Loans advanced   | (97,107)              | (162,925)                           |
| Net cash used in other operating activities              | (20,516,154)          | (8,615,600)                         |
| Net cash used in all operating activities                | (52,330,171)          | (72,556,724)                        |
| INVESTMENT ACTIVITIES                                    |                       |                                     |
| Profit / return received                                 | 37,561,716            | 52,951,098                          |
| Dividends received                                       | 5,321,668             | 7,286,199                           |
| Payments made against purchase of investment             | (141,751,461)         | (684,578,400)                       |
| Proceeds from disposal of investments                    | 377,755,823           | 543,487,552                         |
| Fixed capital expenditure                                | (316,107)             | (150,644)                           |
| Net cash generated from investing activities             | 278,571,639           | (81,004,195)                        |
| FINANCING ACTIVITIES                                     |                       |                                     |
| Proceeds from issuance of right shares                   | - 1                   | 96,400,000                          |
| Net cash used in financing activities                    |                       | 96,400,000                          |
| Net cash from all activities                             | 226,241,468           | (57,160,919)                        |
| Cash and cash equivalents at the beginning of the period | 133,047,960           | 97,320,393                          |
| Cash and cash equivalents at the end of the period       | 359,289,428           | 40,159,474                          |



### Condensed Interim Cash Flow Statement (Unaudited)

For the nine months period ended September 30, 2018

|   | September 30,<br>2018 | September 30,<br>2017 |
|---|-----------------------|-----------------------|
|   | (Rup                  | ees)                  |
| Reconciliation to Profit and Loss account                         |                       |                       |
| Operating cash flows  | (52,330,171)          | (72,556,724)          |
| Depreciation expense  | (1,402,245)           | (2,100,931)           |
| Increase / (decrease) in assets other than cash                   | (29,131,609)          | 207,339,588           |
| (Increase) / decrease in liabilities                              | 33,090,969            | (219,458,961)         |
| Other investment income   | 30,164,853            | 36,108,392            |
| Other Income  | 4,098,336             | 2,529,637             |
| Dividend Income   | 4,976,393             | 6,933,551             |
| Profit / (loss) on disposal of investment                         | 1,186,112             | 7,910,759             |
| Adjustment of unrealized gain / (loss) on sale of AFS investments | 626,658               | (129,187)             |
| Deferred tax (expense) / asset recorded during the period         | (665,552)             | (5,154,461)           |
| Loss after taxation   | (9,386,256)           | (38,578,337)          |

### Definition of cash:

Cash comprises of cash in hand, policy stamps, bond papers, cheques in hand, bank balances and other deposits which are readily convertible to cash in hand and which are used in the cash management function on a day-to-day basis.

### Cash for the purposes of the Statement of Cash Flows consists of:

| Cash and other equivalents                                      | 301,202     | 263,227    |
|---|-------------|------------|
| Current and other accounts                                      | 28,988,226  | 39,896,247 |
| Deposits having maturity within 3 months (encashable on demand) | 330,000,000 | <u>-</u>   |
| Total   | 359,289,428 | 40,159,474 |

The annexed notes 1 to 32 form an integral part of these condensed interim financial statements.

Chief Executive Officer

Chairperson

Director

Director

### Notes to the Condensed Interim Financial Statements (Unaudited)

For the nine months period ended September 30, 2018

### 1 LEGAL STATUS AND NATURE OF BUSINESS

Alpha Insurance Company Limited ("the Company") was incorporated in Pakistan on December 24, 1951 under the Indian Companies Act VII of 1913 as a public limited company and registered as a non-life insurance company by the Securities and Exchange Commission of Pakistan (SECP) under the Insurance Ordinance, 2000. The Company is engaged in providing non-life insurance business comprising fire, marine, motor, health, credit and suretyship and miscellaneous. The Company commenced its commercial operations on January 23, 1952.

The registered office of the Company is situated at 4th Floor, Building # 1-B, State Life Square, I. I. Chundrigar Road, Karachi. The Company has 17 (December 31, 2017: 15) branches in Pakistan. The parent entity of the Company is State Life Insurance Corporation of Pakistan Limited holding 95.15% (December 31, 2017: 95.15%) shares of the Company.

### 2 BASIS OF PREPARATION AND STATEMENT OF COMPLIANCE

These condensed interim financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting. The accounting and reporting standards as applicable in Pakistan for interim financial reporting comprise of International Accounting Standard (IAS) 34, Interim Financial Reporting, issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017; and provisions of and directives issued under the Companies Act, 2017, Insurance Ordinance, 2000, Insurance Accounting Regulations, 2017. Where the provisions of and directives issued under the Companies Act, 2017, Insurance Ordinance, 2000, Insurance Rules 2017 and Insurance Accounting Regulations, 2017 differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017, Insurance Ordinance, 2000, Insurance Rules 2017 and Insurance Accounting Regulations, 2017 have been followed.

These condensed interim financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Company's annual financial statements for the year ended December 31, 2017.

The Securities and Exchange Commission of Pakistan ("SECP") vide S.R.O 88(1)/2017 and S.R.O 89(1)/2017 dated February 9, 2017, had issued the Insurance Accounting Regulations, 2017 and Insurance Rules, 2017 (the new Rules and Regulations). The application of these Regulations and Rules for the purpose of preparation and presentation of the published financial statements was effective from April 1, 2017. However, SECP vide letter ID/OSM/Alpha/2017/12427, dated October 24, 2017 granted exemption to the Company to prepare their half yearly accounts for the period ended June 30, 2017, third quarter accounts for the period ended September 30, 2017 and annual audited accounts for the year ending December 31, 2017 in accordance with the requirements of Previous Rules [SEC (Insurance) Rules 2002] and allowed the application of new Regulations effective from the accounting year commencing from January 1, 2018. Accordingly, the Company has applied the new Rules and Regulations for the preparation of the condensed interim financial statements with effect from January 1, 2018.

### 3 BASIS OF MEASUREMENT

This condensed interim financial statements has been prepared under the historical cost convention except for certain financial assets and liabilities which are stated at fair value or amortised cost as applicable. In addition, obligation in respect of staff retirement benefits is carried at present value.

This condensed interim financial statements has been prepared using the accrual basis of accounting.

### 4 FUNCTIONAL AND PRESENTATION CURRENCY

Items included in this condensed interim financial statements are measured using the currency of the primary economic environment in which the Company operates. This condensed interim financial statements is presented in Pakistani rupees, which is the Company's functional and presentation currency.

### 5 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies and method of computation adopted for the preparation of this condensed interim financial statements are consistent with those applied in the preparation of the published annual financial statements of the Company for the year ended December 31, 2017 except for available for sale investment and format for preparation of condensed interim financial statements as disclosed in note 5.1.1 and 5.1.2 respectively.

### 5.1 Change in accounting policies

5.1.1 During the period, the Company has changed its accounting policy for the valuation of the available-for-sale investments to comply with the requirements of the 'insurance Rules, 2017' Issued by Securities and Exchange Commission of Pakistan vide its S.R.O. 89(1) I 2017 dated 09 February 2017. In line with the requirements provided in the Rules, the quoted available-for-sale investments are to be valued at market value and any unrealised gains or losses arising on revaluation of available-for-sale investments are taken to Other Comprehensive Income and transferred to revaluation reserves, whereas unquoted available-for-sale investments are valued at cost less impairment in value, if any. On derecognition or impairment of available-for-sale investments, the cumulative gains or losses previously reported in revaluation reserves are reclassified to Profit and Loss Account for the period. This change in accounting policy has been applied retrospectively in accordance with the requirement of IAS - 8 'Accounting Policy, Change in Accounting Estimates and Error' and comparatives have been restated accordingly.

Previously, quoted available-for-sale investments were stated at the lower of cost or market value (market value being taken as lower if the reduction is other than temporary) in accordance with the requirements of the SEC (Insurance) Rules, 2002.

Had the accounting policy not been changed, available-for-sale investments, reserves and deferred taxation would have been lower by Rs. 122.512 million, Rs.96 million and Rs.40.765 million (December 31, 2017; Rs.105.6 million, Rs.85 million and Rs.36.3 million) respectively.

- 5.1.2 During the period, the Company has changed format for preparation of its condensed interim financial statements to comply with the requirements of the 'Insurance Rules, 2017' issued by SECP vide its S.R.O. 89(1) / 2017 dated February 9, 2017. In line with the requirements provided in the Rules, accordingly these are the first set of condensed interim financial statements of the Company for the nine months period ended September 30, 2018.
- 5.1.3 As per note 5.1.1 and 5.1.2 retrospective adjustments have been made in these condensed interim financial statements and comparatives have been revised as follows:

|   |                                   | December 31, 2017 |                              |                                   | December 31, 2016 |                  |
|---|-----------------------------------|-------------------|------------------------------|-----------------------------------|-------------------|------------------|
|   | Balance<br>previously<br>reported | Adjustment        | Balance restated             | Balance<br>previously<br>reported | Adjustment        | Balance restated |
|   |                                   |                   | (Ru                          | pees)                             | ••••••            |                  |
| Investment in equity securities         | 100,120,527                       | 121,056,412       | <b>221</b> ,17 <b>6</b> ,939 | 113,456,562                       | 118,109,897       | 231,566,459      |
| Deferred taxation - asset / (liability) | 38,675,112                        | (36,355,680)      | 2,319,432                    | 29,395,718                        | (35,429,671)      | (6,033,953)      |
| Reserves                                | 10,175,000                        | 84,829,919        | 95,004,919                   | 10,175,000                        | 82,669,233        | 92,844,233       |
| Unappropriated profit                   | 146,176,900                       | (129,184)         | 146,047,716                  | 205,122,992                       | 10,993            | 206,133,985      |

5.1.4 During the period the Companies Act, 2017 has been implemented, however there is no impact on the condensed interim financial statements.

### 5.2 Standards, interpretations and amendments to approved accounting standards that are not yet effective

The following revised standards, amendments and interpretations with respect to the approved accounting standards would be effective from the dates mentioned below against the respective standard or interpretation:

### IFRS 9 'Financial Instruments'

IFRS 9 'Financial Instruments' and amendment – Prepayment Features with Negative Compensation (effective for annual periods beginning on or after 1 July 2018 and 1 January 2019 respectively). IFRS 9 replaces the existing guidance in IAS 39 Financial Instruments: Recognition and Measurement. IFRS 9 includes revised guidance on the classification and measurement of financial instruments, a new expected credit loss model for calculating impairment on financial assets, and new general hedge accounting requirements. It also carries forward the guidance on recognition and derecognition of financial instruments from IAS 39. The Company is currently in the process of analyzing the potential impact of changes required in classification and measurement of financial instruments and the impact of expected loss model on adoption of the standard.

### IFRS 15 'Revenue from contracts with customers'

IFRS 15 'Revenue from contracts with customers' (effective for annual periods beginning on or after 1 July 2018). IFRS 15 establishes a comprehensive framework for determining whether, how much and when revenue is recognized. It replaces existing revenue recognition guidance, including IAS 18 'Revenue', IAS 11 'Construction Contracts' and IFRIC 13 'Customer Loyalty Programmes'. The Company is currently in the process of analyzing the potential impact of changes required in revenue recognition policies on adoption of the standard.



### IFRS 16 'Leases'

IFRS 16 'Leases' (effective for annual period beginning on or after 1 January 2019). IFRS 16 replaces existing leasing guidance, including IAS 17 'Leases', IFRIC 4 'Determining whether an Arrangement contains a Lease', SIC-15 'Operating Leases- Incentives' and SIC-27 'Evaluating the Substance of Transactions Involving the Legal Form of a Lease', IFRS 16 introduces a single, on-balance sheet lease accounting model for lessees. A lessee recognizes a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. There are recognition exemptions for short-term leases and leases of low-value items. Lessor accounting remains similar to the current standard i.e. lessors continue to classify leases as finance or operating leases. The Company is currently in the process of analyzing the potential impact of its lease arrangements that will result in recognition of right to use assets and liabilities on adoption of the standard.

### **6 CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS**

The preparation of these condensed interim financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates and that such estimates and judgments are continually evaluated based on historical experience and expectations of future events that are believed to be reasonable under the circumstances.

The significant judgments made by management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the annual financial statements as at and for the year ended December 31, 2017.

### 7 INSURANCE AND FINANCIAL RISK MANAGEMENT

The Company's insurance and financial risk management objectives and policies are consistent with those disclosed in the financial statements for the year ended December 31, 2017.

|   |  | (Un-audited)  | (Audited)    |
|---|--|---------------|--------------|
|   |  | September 30, | December 31, |
|   |  | 2018          | 2017         |
|   |  | (Rup          | ees)         |
| 8 | PROPERTY AND EQUIPMENT                   |               |              |
|   | Opening book value                       | 5,220,926     | 7,364,551    |
|   | Add: Additions during the period / year  | 316,107       | 472,094      |
|   |  | 5,537,033     | 7,836,645    |
|   | Less: Depreciation for the period / year | (1,402,245)   | (2,615,720)  |
|   |  | 4,134,788     | 5,220,925    |

### 9 INVESTMENTS IN EQUITY SECURITIES - Available for sale

|                          | Septer      | nber 30, 2018 (Unau       | dited)         | Decembe     | (Restated)                |                |
|--------------------------|-------------|---------------------------|----------------|-------------|---------------------------|----------------|
|                          | Cost        | Impairment<br>/ provision | Carrying value | Cost        | Impairment<br>/ provision | Carrying value |
| Listed equity securities | 122,558,756 | (14,378,839)              | 108,179,917    | 114,647,002 | (14,526,480)              | 100,120,522    |
| Surplus on revaluation   | -           | -                         | 136,890,814    | -           | •                         | 121,056,417    |
|                          | 122,558,756 | (14,378,839)              | 245,070,731    | 114,647,002 | (14,526,480)              | 221,176,939    |

### 10 INVESTMENTS IN DEBT SECURITIES - Held to maturity

|                       |      | Septer      | nber 30, 2018 (Una        | udited)        | 31 December 2017 (Audited) (Restated) |                           |                |
|-----------------------|------|-------------|---------------------------|----------------|---------------------------------------|---------------------------|----------------|
|                       | Note | Cost        | Impairment<br>/ provision | Carrying value | Cost                                  | Impairment<br>/ provision | Carrying value |
| Government securities | 10.1 | 309,612,726 |                           | 309,612,726    | 557,836,005                           | -                         | 557,836,005    |
|                       |      | 309,612,726 |                           | 309,612,726    | 557,836,005                           |                           | 557,836,005    |

10.1 This includes Pakistan Investment Bonds which carry profit at rates ranging from 7% to 9.25%.

may by

|    |   | (Un-audited)<br>September 30,<br>2018 | (Audited)<br>December 31,<br>2017 |
|----|---|---------------------------------------|-----------------------------------|
|    |   | (Rup                                  |                                   |
| 11 | INVESTMENTS IN TERM DEPOSITS - Held to maturity                               |                                       |                                   |
|    | ,   |                                       |                                   |
|    | Deposits maturing within 12 months - local currency                           | 330,000,000<br>330,000,000            | <u>.</u>                          |
| 12 | LOANS AND OTHER RECEIVABLES - Considered good                                 |                                       |                                   |
|    | Accrued Investment Income   | 4,352,297                             | 6,775,099                         |
|    | Security Deposit  | 2,021,405                             | 1,984,910                         |
|    | Advance against commission to agents  | 49,999                                | 49,999                            |
|    | Loans To Employees  | 421,363                               | 324,256                           |
|    | Receivable From Related Party (State life insurance corporation)              | 1,558,728                             | 1,558,728                         |
|    | Federal Insurance Fee   | 21,654                                | -                                 |
|    | Other Receivables   | 268,388                               | 203,688                           |
|    |   | 8,693,834                             | 10,896,680                        |
| 13 | INSURANCE / REINSURANCE RECEIVABLES   |                                       |                                   |
|    | - Unsecured and considered good   |                                       |                                   |
|    | Due from insurance contract holders   | 107,594,676                           | 105,529,516                       |
|    | Less: provision for impairment of receivables from insurance contract holders | (78,232,317)                          | (68,173,535)                      |
|    | Due from other insurers / reinsurers  | 77,023,293                            | 82,939,550                        |
|    | Less: provision for impairment of due from other insurers / reinsurers        | (47,680,301)                          | (41,087,401)                      |
|    |   | 58,705,351                            | 79,208,130                        |
| 14 | DEFERRED TAXATION   |                                       |                                   |
|    | Deferred Debits arising in respect of   |                                       |                                   |
|    | Accelerated tax depreciation on fixed assets                                  | -                                     | 1,683,656                         |
|    | Provision against premium due but unpaid                                      | 22,687,372                            | 20,452,060                        |
|    | Provision for diminution in value of investment                               | 4,169,863                             | 4,357,944                         |
|    | Provision against amount due from other insurers / reinsurers                 | 13,827,287                            | 12,326,220                        |
|    | Deferred Credits arising in respect of (To be specified)                      |                                       |                                   |
|    | Accelerated tax depreciation on fixed assets                                  | (1,199,089)                           | -                                 |
|    | Provision for employees' benefits plan  | (144,768)                             | (144,768)                         |
|    | Unrealized gain/(loss) on revaluation of AFS                                  | (40,765,927)<br>(1,425,262)           | (36,355,680)<br>2,319,432         |
|    |   |                                       |                                   |
| 15 | TAXATION - Payment less provision   |                                       |                                   |
|    | Opening Balance   | 47,184,173                            | 37,511,438                        |
|    | Tax paid including deducted at source   | 14,570,419                            | 11,160,125                        |
|    | Provision for taxation  | (928,933)                             | (1,487,390)                       |
|    | Closing Balance   | 60,825,659                            | 47,184,173                        |
| 16 | PREPAYMENTS   |                                       |                                   |
|    | Prepaid reinsurance premium ceded   | 16,496,749                            | 19,424,029                        |
|    | Prepaid Rent  | 25,000                                | 137,500                           |
|    | Prepaid Miscellaneous Expenses  | 319,673                               | 347,408                           |
|    |   | 16,841,422                            | 19,908,937                        |

And of

|    |   |      | (Un-audited)<br>September 30,<br>2018 | (Audited)<br>December 31,<br>2017 |
|----|---|------|---------------------------------------|-----------------------------------|
| 17 | CASH AND BANK DEPOSITS                            |      | (Rup                                  | ees)                              |
|    | Cash and other equivalents                        |      |                                       |                                   |
|    | - cash in hand                                    |      | 247,016                               | -                                 |
|    | - stamps in hand                                  |      | 54,186                                | 198,761                           |
|    | Current and other accounts                        |      |                                       |                                   |
|    | - current accounts                                |      | 2,187,101                             | 4,108,368                         |
|    | - saving accounts                                 |      | 26,801,125                            | 128,740,831                       |
|    |   |      | 29,289,428                            | 133,047,960                       |
| 18 | PREMIUM DEFICIENCY RESERVES                       |      |                                       |                                   |
|    | Opening balance                                   |      | 24,043,486                            | 19,610,021                        |
|    | Provision for the period appriciation/(reduction) |      | (10,983,159)                          | 4,433,465                         |
|    | Closing balance                                   |      | 13,060,327                            | 24,043,486                        |
| 19 | REINSURANCE / CO-INSURANCE PAYABLES               |      |                                       |                                   |
|    | Due to insurance contract holders                 |      | -                                     | •                                 |
|    | Due to Other Insurers / Reinsurers                |      | 86,029,172                            | 80,394,399                        |
|    | Cash Margins Against performance bonds            |      | 5,111,920                             | 6,612,620                         |
|    |   |      | 91,141,092                            | 87,007,019                        |
| 20 | OTHER CREDITORS AND ACCRUALS                      |      |                                       |                                   |
|    | Agents Commission Payable                         |      | 40,606,696                            | 41,695,190                        |
|    | Federal Excise Duty                               |      | 17,020,238                            | 18,191,626                        |
|    | Federal Insurance Fee                             |      | -                                     | 55,879                            |
|    | Workers' Welfare Fund                             | 20.1 | 2,197,746                             | 2,197,746                         |
|    | Salaries & Wages Payable                          |      | 1,132,698                             | 1,149,932                         |
|    | Accrued Expenses                                  |      | 2,722,912                             | 2,023,986                         |
|    | Compensated adsences                              |      | 2,749,104                             | 2,749,104                         |
|    | Income Tax Liabilities                            |      | 186,558                               | 139,367                           |
|    | Other Tax Payables                                |      | 8,908                                 | -                                 |
|    | Unpaid and Unclaimed Dividend                     |      | 3,011,260                             | 3,011,260                         |
|    | Accounts payable for goods & services             |      | 853,822                               | 1,059,214                         |
|    | Other creditors & accruals                        | 20.2 | 3,875,934                             | 3,718,560                         |
|    |   |      | 74,365,876                            | 75,991,864                        |

20.1 The Finance Act, 2008 introduced amendments to the Workers' Welfare Fund (WWF) Ordinance, 1971 whereby the definition of industrial establishment was extended. The amendments were challenged at various levels and conflicting judgments were rendered by the Lahore High Court, Sindh High Court and Peshawar High Court.

The Honourable Supreme Court of Pakistan vide its judgment dated 10 November 2016, has upheld the view of Lahore High Court and decided that WWF is not a tax and hence the amendments introduced through Finance Act, 2008 are ultra-vires to the Constitution.

The Federal Board of Revenue has filed Civil Review Petitions in respect of above judgment with the prayer that the judgment dated November 10, 2016 passed in the Civil Appeal may kindly be reviewed in the interest of justice.

In view of the above, on prudent basis the management has decided not to reverse charge for WWF recorded for the years upto 2015 amounting to Rs. 2.198 million.

20.2 This includes outstanding claims in respect of which cheques have been issued by the Company for claim settlement but the same have not been encoshed by the claimant. The following is the ageing as required by SECP circular No. 11 dated May 19, 2014:

| - More than 6 months |   | 207,107 | 197,330 |
|----------------------|---|---------|---------|
| - 1 to 6 months      | • |         |         |
|                      |   |         |         |

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### 21 CONTINGENCIES AND COMMITMENTS

### 21.1 Contingencies

- 21.1.1 Various insurance claims amounting to Rs. 161.728 million (December 31, 2017: Rs. 88.030 million) have been lodged by various parties against the Company. The Company has not acknowledged these claims as the management considers that the Company is not liable to settle these amounts.
- 21.1.2 The income tax assessments of the Company have been finalised upto tax year 2017. Matters of disagreement exist between the Company and the tax authorities for the tax year 2009, 2011, 2012, 2013, 2014, 2015 and 2016. In prior years, the Commissioner has passed amended assessment orders for the these tax years under section 122(5A), wherein tax on dividend income has been charged at corporate tax rate by treating such income as business income of the Company under Fourth Schedule to the Ordinance. Further, certain disallowances were made in respect of provision for IBNR claims, non-withholding of tax on commission expenses and payment of certain expenses in cash. The management is contesting these matters with the tax authorities and has filed appeals with the Appellate Tribunal Inland Revenue (ATIR), the Honorable High Court of Sindh (the Court) and with the Commissioner Inland Revenue Appeals (CIRA) and is confident that these matters will be decided in favour of the Company. Consequently, no provision has been made in these condensed interim financial statements in respect of the above matters.

For tax years 2009 and 2014, the ACIR has passed amended assessment order under section 122(5A) of the Income Tax Ordinance, 2001 wherein tax on dividend income has been charged at corporate tax rate by treating such income as business income of the Company under Fourth Schedule to the Ordinance. As a result of the amended assessment order for tax year 2009, demand of Rs. 4.627 million was created and for tax year 2014, demand of Rs. 18.583 million was created against which the Company has paid Rs. 9.292 million. The Company has filed appeals before CIRA and if the appeal is decided against the Company, a tax liability of Rs. 13.918 million would arise.

For tax years 2015 and 2016, the ACIR passed an amended assessment order under section 122(5A), wherein tax on dividend income has been charged at corporate tax rate by treating such income as business income of the Company under Fourth Schedule to the Ordinance. Further, certain disallowances were made in respect of non-withholding of tax on commission expenses and payment of certain expenses in cash. Consequently, tax demand of Rs. 2.298 million and Rs. 6.825 million was created respectively. Against the amended assessment order, an appeal was filed before the CIRA, who vide combined appellate order dated 21 November 2017 allowed relief in respect chargeability of dividend at corporate tax rates and levy of Worker's Welfare Fund whereas additions on account of non-withholding of tax commission expense and cash expenses made by the Company were confirmed. The company has filed a further appeal before the ATIR on the issues confirmed by the CIRA. Moreover, the department has also filed appeal before the ATIR challenging the relief granted by the CIRA. If the appeal is decided against the Company, a tax liability of Rs. 9.123 million would arise.

During the previous year, the ACIR issued notice dated 16 May 2017, under section 122(5A) for passing an amended order on certain issues for the tax year 2011. However, the Company has filed a writ petition before the Honorable High Court of Sindh challenging the validity of the notice being barred by limitation of time. The Court has granted an interim order and the said interim order is operating. Based on tax advisor opinion the management is confident of favourable outcome of the said appeal, accordingly, no tax provision has been recorded in these condensed interim financial statements.

### 21.2 Commitments

There are no commitments as at June 30, 2018 and December 31, 2017.

|    |  | (Unaud       | ited)        | (Unaud       | ited)        |
|----|--|--------------|--------------|--------------|--------------|
|    |  | Quart        | erly         | Nine m       | onth         |
|    |  | ended Septe  | ember 30,    | ended Septe  | mber 30,     |
|    |  | 2018         | 2017         | 2018         | 2017         |
|    |  | (Rupe        | es)          | (Rupe        | es)          |
| 22 | NET INSURANCE PREMIUM  |              |              |              |              |
|    | Written Gross Premium  | 21,022,680   | 34,594,925   | 61,435,046   | 92,292,741   |
|    | Add: Unearned premium reserve opening                        | 37,401,821   | 65,861,270   | 44,053,707   | 72,294,491   |
|    | Less: Unearned premium reserve closing                       | (31,572,605) | (57,825,863) | (31,572,605) | (57,825,863) |
|    | Premium earned   | 26,851,896   | 42,630,332   | 73,916,148   | 106,761,369  |
|    | Less: Reinsurance premium ceded                              | 10,136,645   | 18,279,900   | 32,861,628   | 41,784,696   |
|    | <ul> <li>Add: Prepaid reinsurance premium opening</li> </ul> | 17,563,280   | 19,880,192   | 19,424,029   | 25,414,435   |
|    | Less: Prepaid reinsurance premium closing                    | (16,496,749) | (25,071,276) | (16,496,749) | (25,071,276) |
|    | Reinsurance expense  | 11,203,176   | 13,088,816   | 35,788,908   | 42,127,855   |
|    |  | 15,648,720   | 29,541,516   | 38,127,240   | 64,633,514   |
|    |  |              |              |              |              |



### (Unaudited) Quarterly

2017

ended September 30,

2018

(Unaudited) Nine month

| Nine     | month       |
|----------|-------------|
| ended Se | ptember 30, |
| 2018     | 2017        |

### 23

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|   | (Kupee        | (5)           | (Rupee        | :s}                 |
|---|---------------|---------------|---------------|---------------------|
| NET INSURANCE CLAIMS  |               |               |               |                     |
| Claims paid   | 9,407,593     | 32,204,390    | 45,171,420    | 78,609,141          |
| Add: Outstanding claims including IBNR closing  | 423,268,969   | 451,905,045   | 423,268,969   | <b>451,905,04</b> 5 |
| Less: Outstanding claims including IBNR opening   | (427,017,691) | (460,507,272) | (430,990,074) | (198,988,834)       |
| Claim expense   | 5,658,871     | 23,602,163    | 37,450,315    | 331,525,352         |
| Less: Reinsurance and other recoveries received  Add: Reinsurance and other recoveries in | 7,674,343     | 21,011,682    | 36,973,632    | 46,354,937          |
| respect of outstanding claims - closing Less: Reinsurance and other recoveries in         | 311,096,725   | 343,869,990   | 311,096,725   | 343,869,990         |
| respect of outstanding claims - opening   | (313,589,703) | (349,449,412) | (325,792,200) | (137,403,653)       |
| Reinsurance and other recoveries revenue  | 5,181,365     | 15,432,260    | 22,278,157    | 252,821,274         |
|   | 477,506       | 8,169,903     | 15,172,158    | 78,704,078          |
| NET COMMISSION  |               |               |               |                     |
| Commission paid or payable  | 3,415,208     | 6,525,684     | 10,111,375    | 16,384,903          |
| Add: Deferred commission expense opening  | 5,231,218     | 8,361,854     | 7,168,520     | 13,195,827          |
| Less: Deferred commission expense closing   | (5,249,830)   | (9,308,915)   | (5,249,830)   | (9,308,915)         |
| Net Commission  | 3,396,596     | 5,578,623     | 12,030,065    | 20,271,815          |
| Less: Commission received or recoverable  | 19,588        | 3,804,571     | 368,699       | <b>8,859,2</b> 12   |
| Add: Unearned reinsurance commission opening  | 843,026       | 4,138,496     | 3,650,089     | 5,753,868           |
| Less: Unearned reinsurance commission closing   | (249,145)     | (5,112,491)   | (249,145)     | (5,112,491)         |
| Commission from reinsurance   | 613,469       | 2,830,576     | 3,769,643     | 9,500,589           |
|   | 2,783,127     | 2,748,047     | 8,260,422     | 10,771,226          |

|    |   |      | (Unau         | dited)        |
|----|---|------|---------------|---------------|
|    |   |      | September 30, | September 30, |
|    |   |      | 2018          | 2017          |
|    |   | Note | (Rup          | ees)          |
| 25 | MANAGEMENT EXPENSES                               |      |               |               |
|    | Employees benefit cost                            | 25.1 | 29,724,714    | 29,809,088    |
|    | Travel expense                                    |      | 1,404,651     | 1,200,595     |
|    | Advertisement & sales promotion                   |      | 165,370       | 502,400       |
|    | Printing and stationery                           |      | 659,388       | 759,042       |
|    | Depreciation expense                              |      | 1,402,245     | 2,100,931     |
|    | Rent, rates and taxes                             |      | 5,020,940     | 5,182,710     |
|    | Legal and professional charges - business related |      | 3,672,054     | 4,276,305     |
|    | Electricity, gas and water                        |      | 1,535,687     | 1,738,665     |
|    | Entertainment                                     |      | 457,534       | 1,202,178     |
|    | Vehicle running expesses                          |      | 3,679,389     | 3,019,201     |
|    | Office repair and maintenance                     |      | 1,288,077     | 723,767       |
|    | Bank charges                                      |      | 44,553        | 116,185       |
|    | Postages, telegrams and telephone                 |      | 1,147,749     | 1,135,650     |
|    | Annual supervision fee SECP                       |      | 556,430       | -             |
|    | Bad and doubtful debts                            |      | 16,651,682    | 10,834,193    |
|    | Co-insurance service charges                      |      | 640,402       | 511,421       |
|    | Insurance charges                                 |      | 354,139       | 360,695       |
|    | Miscellaneous                                     |      | 254,429       | 429,053       |
|    |   |      | 68,659,433    | 63,902,079    |
| 25 | Employee benefit cost                             |      |               |               |
|    | Salaries, allowance and other benefits            |      | 29,025,044    | 29,343,827    |
|    | Charges for post employment benefit               |      | 699,670       | 465,261       |
|    | •   |      | 29,724,714    | 29,809,088    |



### 26 INVESTMENT INCOME

| 26 | INVESTMENT INCOME   |                  |               |                   |                 |
|----|---|------------------|---------------|-------------------|-----------------|
|    |   | (Unaudi          | ·             | (Unaud            | •               |
|    |   | Quarter ended Se | <del></del>   | Nine month ended  |                 |
|    |   | 2018             | 2017          | 2018              | 2017            |
|    |   |                  | (Restated)    |                   | (Restated)      |
|    |   |                  | (Rupe         | :es}              |                 |
|    | Income from equity securities - available for sale  | P74.046          | 704 777       | 4 075 703         | £ 022 EE1       |
|    | Dividend income   | 824,916          | 291,377       | 4,976,393         | 6,933,551       |
|    | Gain on sales of investment   | •                | 1,615,895     | 1,186,112         | 7,910,759       |
|    | Income from debt securities - held to maturity  |                  |               |                   |                 |
|    | Return on government securities   | 6,423,921        | 9,659,752     | 24,873,346        | 34,516,535      |
|    | Return on term finance certificates   | -                | 376,496       | -                 | 1,744,106       |
|    | Amortization of (discount) / premium on government  |                  |               |                   |                 |
|    | securities / term finance certificates  | (1,247,624)      | (276,232)     | (4,238,278)       | 636,300         |
|    |   | 6,001,213        | 11,667,288    | 26,797,573        | 51,741,251      |
|    | Income from term deposits   |                  |               |                   |                 |
|    | Return on term deposits   | 5,191,233        | 245,479       | 5,291,507         | 684,451         |
|    | Dealised gains on investments   |                  |               |                   |                 |
|    | Realised gains on investments   | -                | 116,960       | 626,658           | (129,187)       |
|    | - Equity securities  Total investment income  | 11,192,446       | 12,029,727    | 32,715,738        | 52,296,515      |
|    | Total investment income   | 11,131,440       | 12,023,121    | <i>32,123,130</i> | 32,234,315      |
|    | Less: (impairment) / Reversal in value of available for   |                  |               |                   | 4 200 044)      |
|    | sale securities- equity securities  | (2,520,078)      | (5,954,798)   | 147,640           | (11,089,844)    |
|    | Net investment income   | 8,672,368        | 6,074,929     | 32,863,378        | 41,206,671      |
| 27 | OTHER INCOME  |                  |               |                   |                 |
|    | Income from financial assets  |                  |               |                   |                 |
|    | Return on bank balances   | 273,658          | 930,100       | 4,064,336         | 2,529,637       |
|    | TOTAL SALES | ,                | ,             | ,,                |                 |
|    | Income from non-financial assets  |                  |               |                   |                 |
|    | Miscellaneous income / (loss)   | 2,000            | _             | 34,000            | -               |
|    | Alladalarida as Arosine / (1997)  | 275,658          | 930,100       | 4,098,336         | 2,529,637       |
|    |   |                  |               |                   | <u></u>         |
|    |   |                  |               | (Unaudited)       | (Unaudited)     |
|    |   |                  |               | September 30,     | September 30,   |
|    |   |                  |               | 2018              | 2017            |
|    |   |                  |               | (Rup              |                 |
| 28 | OTHER EXPENSES  |                  |               |                   |                 |
|    | Auditors' remuneration  |                  |               | 567,175           | 1,285,057       |
|    |   |                  |               | 2,380,000         | 1,240,000       |
|    | Directors¹ Fees   |                  |               | 155,800           | 87,361          |
|    | Fees & Subscription   |                  |               | 3,102,975         | 2,612,418       |
|    |   |                  |               | 5,102,575         | 2,012,410       |
| 29 | EARNINGS PER SHARE  |                  |               |                   |                 |
|    |   | Quarter ended 9  | September 30, | Nine month ende   | d September 30, |
|    |   | 2018             | 2017          | 2018<br>nees)     | 2017            |
|    |   |                  | (Nut          |                   |                 |
|    | Loss after tax for the period   | 2,883,948        | 11,153,678    | (9,386,256)       | (38,578,337)    |
|    |   |                  | (Number       | of Shares)        |                 |
|    |   |                  |               |                   | •               |
|    | Weighted average number of  | F0 888 85+       | 41 747 757    | FA 202 202        | 44 747 000      |
|    | ordinary shares   | 50,000,000       | 44,717,808    | 50,000,000        | 44,717,808      |
|    | Basic and diluted earnings per share  | 0.06             | 0.25          | (0.19)            | (0.86)          |
|    | <del>-</del>  |                  |               |                   |                 |



## 30 SEGMENT INFORMATION

|  |            |            |            |              |           | I             |
|--|------------|------------|------------|--------------|-----------|---------------|
|  | Fire       | Marine,    | Motor      | Accident and | Bond      | 0             |
|  | ∞\$        | aviation & |            | Health       |           | <del>[]</del> |
| pro  | property   | transport  |            |              |           |               |
|  |            |            |            | (Rupees)     |           |               |
| Premium receivable (inclusive of Federal excise duty and Federal |            |            |            |              |           |               |
|  | 20,677,947 | 9,568,690  | 16,578,606 | 986'609'8    | 3,627,778 | 10            |
|  | 2,396,126  | 873,871    | 2,041,447  | ,            | 433,800   | -             |
|  | 167,880    | 81,796     | 142,742    | 2,889        | 31,418    |               |
| Less: Others   | 45,113     | 433,490    | 99,453     | 11,556       | 20,830    |               |
| remum (inclusive of Administrative surcharge)                    | 18,068,828 | 8,179,533  | 14,294,964 | 8,595,541    | 3,141,730 | ę.            |

| <ul> <li>Gross direct premium</li> <li>Facultative inward premium</li> <li>Administrative surcharge</li> </ul> | Insurance premium earned<br>Reinsurance expense | Net insurance premium |
|--|---|-----------------------|
| - Gross<br>- Facul<br>- Admi   | In <b>s</b> ultanc<br>Reinsura                  | Net insul             |

| Net insurance claims and e Underwriting result Investment income Other income Other expenses |
|--|
|  |

### Profit before tax

| & aviation & Health         Health         classes         Aggregati           property         transport         (Rupees)         Assasson         10,677,967         69,740,9           2.386,126         81,796         16,578,606         8,609,966         3,627,778         10,677,967         69,740,9           2.386,126         873,871         2,041,447         2,889         31,418         91,982         518,740,9           18,068,828         8,1796         14,294,964         8,593,541         3,141,730         9,154,450         61,435,0           17,738,067         7,841,934         13,788,520         8,593,541         3,141,730         9,154,450         61,435,0           14,068,828         8,179,533         14,294,964         8,593,541         3,141,730         9,154,450         61,435,0           17,738,067         7,841,934         13,950,112         8,615,841         3,141,730         9,154,450         61,435,0           18,068,828         8,179,533         14,294,964         8,595,541         3,141,730         9,154,450         61,435,0           18,068,828         8,179,533         14,294,964         8,595,541         3,141,730         9,154,450         61,435,0           29,077,144         9,707,544         13,96 | Fire                    | Marine,               | Motor                  | Accident and | Bond                  | Other        | 2018                       |
|---|-------------------------|-----------------------|------------------------|--------------|-----------------------|--------------|----------------------------|
| (Rupees)           9,568,690         16,578,606         8,609,986         3,627,778         10,677,967           81,796         142,742         2,889         3,414         91,982           433,490         142,742         2,889         3,1418         91,982           433,490         99,453         11,556         20,830         41,345           8,179,533         14,294,964         8,595,541         3,141,730         9,154,450           7,841,934         13,786,520         8,593,541         3,141,730         9,154,450           8,179,533         14,294,964         8,595,541         3,141,730         9,154,450           8,179,533         14,294,964         8,595,541         3,141,730         9,154,450           8,179,533         14,294,964         8,595,541         3,141,730         9,154,450           8,179,533         14,294,66         8,615,841         1,743,024         3,179,217           1,588,521         11,074,656         8,615,841         1,788,890         5,494,409           14,308         19,546         8,615,841         1,788,890         5,494,409           14,731,608         11,094,202         8,615,841         1,786,000         1,023,732           (5,6   | œ                       | aviation &            |                        | Health       |                       | classes      | Aggregate                  |
| 9,568,690 16,578,606 8,609,986 3,627,778 10,677,967 87,3871 2,041,447 2,889 31,418 91,982 41,345 41,294,964 8,595,541 3,141,730 9,154,450 41,345 8,179,533 14,294,964 8,595,541 3,141,730 9,154,450 41,345 8,179,533 14,294,964 8,595,541 3,141,730 9,154,450 8,179,533 14,294,964 8,595,541 3,141,730 9,154,450 17,754 13,950,112 8,615,841 3,261,914 8,673,626 143,788,521 11,074,666 8,615,841 1,788,890 5,494,409 14,391 (1,5473,735) (5,715,727) (1,473,024) (1,151,639) (1,141,391) (15,975,965) (9,606,324) (5,715,727) (2,570,000) 1,023,991 (1,1392,391) (15,975,965) (9,606,324) (5,511,778) (1,151,639) (11,1975,965) (9,606,324) (5,511,778) (1,151,639) (11,1397,965) (15,743,509) (15,743,509) (15,743,509) (15,743,509) (15,743,509) (15,743,509) (15,743,509) (15,743,509) (15,743,509) (15,743,509) (15,743,509) (15,743,509) (15,743,509) (14,468,837) (10,502,608) (7,127,668) (4,240,925) (4,563,535) (14,668,837) (10,502,608) (7,127,668) (4,240,925) (4,563,535)   | property                | transport             |                        | ģ            |                       |              |                            |
| 9,568,690         16,578,606         8,609,986         3,627,778         10,677,967           873,871         2,041,447         2,889         31,418         91,982           81,796         142,742         2,889         31,418         91,982           433,490         99,453         11,556         20,830         41,345           8,179,533         14,294,964         8,595,541         3,141,730         9,154,450           7,841,934         13,788,520         8,593,541         3,060,233         8,982,696           8,179,533         14,294,964         8,595,541         3,141,730         9,154,450           8,179,533         14,294,964         8,595,541         3,141,730         9,154,450           1,788,521         11,074,656         8,615,841         1,788,890         5,494,409           1,586,521         11,074,656         8,615,841         1,788,890         5,494,409           1,731,608         11,094,202         8,615,841         2,216,622         5,803,751           1,731,608         11,094,202         8,615,841         2,216,622         5,803,751           1,731,608         1,733,908         (5,715,727)         (6,250,000)         1,023,991           (5,12,939)         (1,813,291)   |                         |                       |                        | (Kupees)     |                       |              |                            |
| 873,871         2,041,447         2,889         31,418         1,390,190           81,796         142,742         2,889         31,418         91,982           433,490         99,453         11,556         20,830         41,345           8,178,533         14,294,964         8,585,541         3,141,730         9,154,450           7,841,934         13,788,520         8,593,541         3,141,730         9,154,450           8,179,533         14,294,964         8,595,541         3,141,730         9,154,450           8,179,533         14,294,964         8,595,541         3,141,730         9,154,450           9,707,544         13,960,112         8,615,841         3,261,914         8,673,626           1,588,521         11,074,656         8,615,841         1,788,890         5,494,409           1,588,521         11,094,202         8,615,841         2,216,622         5,803,771           1,731,608         11,094,202         8,615,841         2,216,622         5,803,771           1,731,608         11,094,202         8,615,841         2,216,622         5,803,771           1,731,608         13,807,554         (5,715,727)         (2,570,000)         1,023,891           2,112,990         (1,813,291)   | 20,677,947              | 9,568,690             | 16,578,606             | 986'609'8    | 3,627,778             | 10,677,967   | 69,740,974                 |
| 81,796 142,742 2,889 31,418 91,982 41,345 433,490 99,453 11,556 20,830 41,345 41,345 41,345 24,964 8,585,541 3,141,730 9,154,450 41,345 237,599 506,444 2,000 81,497 171,754 8,179,533 14,294,964 8,595,541 3,141,730 9,154,450 1,588,521 11,074,656 8,615,841 1,788,890 5,494,409 1,588,521 11,074,656 8,615,841 2,216,622 5,803,751 1,731,608 11,094,202 8,615,841 2,216,622 5,803,751 (5,679,915) (9,773,735) (5,715,727) (6,425,000) (6,205,217) (7,112,939) (1,813,291) (430,718) (500,717) (1,151,635) (1,13,902 (1,813,291) (15,400,445) (15,975,965) (9,606,324) (15,440,995) (1,151,635) (1,141,391) (15,975,965) (9,606,324) (1,45,486) (1,575,688) (1,5743,087) (1,5743,087) (1,5743,087) (1,5743,087) (1,5743,087) (1,5743,087) (1,5743,087) (1,5743,087) (1,5743,087) (1,5740,925) (4,563,535) (14,668,837) (10,502,608) (7,127,668) (4,240,925) (4,563,535)   | 2,396,126               | 873,871               | 2,041,447              | •            | 433,800               | 1,390,190    | 7,135,434                  |
| 433,490         99,453         11,556         20,830         41,345           8,179,533         14,294,964         8,595,541         3,141,730         9,154,450           7,841,934         13,788,520         8,593,541         3,060,233         8,982,696           337,599         506,444         2,000         81,497         171,754           9,707,544         13,950,112         8,615,841         3,261,914         8,673,626           1,588,521         11,074,656         8,615,841         1,788,890         5,494,409           1,588,521         11,074,656         8,615,841         1,788,890         5,494,409           1,731,608         11,094,202         8,615,841         1,788,890         5,494,409           1,731,608         11,094,202         8,615,841         2,216,622         5,803,751           1,731,608         11,094,202         8,615,841         2,216,622         5,803,751           1,731,608         11,094,202         8,615,841         2,216,622         5,803,751           1,731,908         5,966,181         (5,715,727)         (6,425,000)         1,023,991           (5,308,007)         (1,813,291)         (430,718)         (5,606,324)         (1,115,635,989)           (1,6,400,445)                                   | 167,880                 | 81,796                | 142,742                | 2,889        | 31,418                | 91,982       | 518,707                    |
| 8,179,533         14,294,964         8,595,541         3,141,730         9,154,450           7,841,934         13,788,520         8,593,541         3,060,233         8,982,696           337,599         506,444         2,000         81,497         171,754           9,707,544         13,950,112         8,615,841         3,261,914         8,673,626           1,588,521         11,074,656         8,615,841         1,788,890         5,494,409           1,588,521         11,074,656         8,615,841         1,788,890         5,494,409           1,588,521         11,094,202         8,615,841         1,788,890         5,494,409           1,731,608         11,094,202         8,615,841         2,216,622         5,803,751           1,731,608         11,094,202         8,615,841         2,216,622         5,803,751           (5,679,915)         (9,773,735)         (5,715,727)         (6,425,000)         1,023,891           (5,308,007)         (1,813,291)         (430,718)         (3,606,324)         (3,511,178)         (10,230,963)           (11,892         2,866,832         (3,606,324)         (3,511,178)         (10,367,286)         (10,468,837)         (15,743,509)         (6,425,607)         (10,367,286)                             | 45,113                  | 433,490               | 99,453                 | 11,556       | 20,830                | 41,345       | 651,787                    |
| 7,841,934         13,788,520         8,593,541         3,060,233         8,982,696           337,599         506,444         2,000         81,497         171,754           8,179,533         14,294,964         8,595,541         3,141,730         9,154,450           9,707,544         13,950,112         8,615,841         3,261,914         8,673,626           1,588,521         11,074,656         8,615,841         1,788,890         5,494,409           143,087         19,546         427,732         309,342           1,731,608         11,094,202         8,615,841         1,788,890         5,494,409           1,731,608         11,094,202         8,615,841         2,216,622         5,803,751           (5,679,915)         (9,773,735)         (5,715,727)         (6,425,000)         7,229,108           371,908         5,966,181         3,855,000         7,229,108         3,855,000         7,229,108           (5,308,007)         (18,373)         (4,305,713)         (6,425,000)         1,0230,963)         (16,400,445)         (10,230,963)           (6,406,4465)         (15,975,965)         (9,606,324)         (3,511,178)         (10,230,963)         (16,579)           (16,400,445)         (21,596,810)         (15,743,509)               | 18,068,828              | 8,179,533             | 14,294,964             | 8,595,541    | 3,141,730             | 9,154,450    | 61,435,046                 |
| 337,599         506,444         2,000         81,497         171,754           8,179,533         14,294,964         8,595,541         3,141,730         9,154,450           9,707,544         13,960,112         8,615,841         3,261,914         8,673,626           (8,119,023)         (2,875,456)         8,615,841         1,788,890         5,494,409           1,588,521         11,074,656         8,615,841         1,788,890         5,494,409           1,731,608         11,094,202         8,615,841         2,216,622         5,803,751           (5,679,915)         (9,773,735)         (5,715,727)         (6,425,000)         7,229,108           (5,508,007)         (3,807,554)         (5,715,727)         (6,425,000)         1,023,891           (5,112,939)         (1,813,291)         (4,30,718)         (5,606,324)         (3,511,178)         (10,230,963)           (9,141,391)         (15,975,965)         (9,606,324)         (3,511,178)         (10,230,963)         (16,400,445)         (15,743,509)         (6,425,607)         (10,230,963)         (16,509,324)           (6,142,004,945)         (16,400,445)         (17,734,569)         (6,425,535)         (10,502,608)         (7,127,668)         (4,240,925)         (4,563,535)       | 17,738,067              | 7,841,934             | 13,788,520             | 8,593,541    | 3,060,233             | 8,982,696    | 60,004,991                 |
| 8,179,533         14,294,964         8,595,541         3,141,730         9,154,450           9,707,544         13,950,112         8,615,841         3,261,914         8,673,626           (8,119,023)         (2,875,456)         8,615,841         1,788,890         5,494,409           1,588,521         11,074,656         8,615,841         1,788,890         5,494,409           143,087         19,546         -         427,732         309,342           1,731,608         11,094,202         8,615,841         2,216,622         5,803,751           (5,679,915)         (9,773,735)         (5,715,727)         (6,425,000)         7,229,108           371,908         5,966,181         3,855,000         7,229,108           (5,308,007)         (1,813,291)         (4,307,718)         (10,230,963)           (9,141,391)         (15,975,965)         (9,606,324)         (3,511,178)         (10,230,963)           161,892         (16,400,445)         (15,743,509)         (6,425,547)         (10,367,286)           (16,400,445)         (15,743,509)         (6,425,535)         (4,563,535)  | 330,761                 | 337,599               | 506,444                | 2,000        | 81,497                | 171,754      | 1,430,055                  |
| 9,707,544 13,950,112 8,615,841 3,261,914 8,673,626 (8,119,023) (2,875,456)  | 18,068,828              | 8,179,533             | 14,294,964             | 8,595,541    | 3,141,730             | 9,154,450    | 61,435,046                 |
| 1,588,521         11,074,656         8,615,841         1,788,890         5,494,409           143,087         19,546         427,732         309,342           1,731,608         11,094,202         8,615,841         2,216,622         5,803,751           (5,679,915)         (9,773,735)         (5,715,727)         (6,425,000)         7,229,108           (5,308,007)         (3,807,554)         (5,715,727)         (2,570,000)         1,023,891           (2,112,939)         (1,813,291)         (430,718)         (500,777)         (1,151,635)           (9,141,391)         (15,975,965)         (9,606,324)         (3,511,178)         (10,230,963)           161,892         (21,596,810)         (15,743,509)         (6,457,547)         (10,367,286)           (16,400,445)         (21,727,668)         (4,240,925)         (4,563,535)   | 29,707,114 (20,142,191) | 9,707,544 (8,119,023) | 13,950,112 (2,875,456) | 8,615,841    | 3,261,914 (1,473,024) | 8,673,626    | 73,916,151<br>(35,788,911) |
| 143,087         19,546         427,732         309,342           1,731,608         11,094,202         8,615,841         2,216,622         5,803,751           371,908         5,966,181         (5,715,727)         (6,425,000)         7,229,108           (5,308,007)         (3,807,554)         (5,715,727)         (2,570,000)         1,023,891           (2,112,939)         (1,813,291)         (430,718)         (500,717)         (1,151,635)           (9,141,391)         (15,975,965)         (9,606,324)         (3,511,178)         (10,230,963)           161,892         3,260         124,348         (8,579)           (16,400,445)         (21,596,810)         (15,743,509)         (4,563,536)           (14,668,837)         (10,502,608)         (7,127,668)         (4,240,925)         (4,563,535)  | 9,564,923               | 1,588,521             | 11,074,656             | 8,615,841    | 1,788,890             | 5,494,409    | 38,127,240                 |
| 1,731,608         11,094,202         8,615,841         2,216,622         5,803,751           (5,679,915)         (9,773,735)         (5,715,727)         (6,425,000)         (5,205,217)         (6,205,217)           (5,308,007)         (3,807,554)         (5,715,727)         (2,570,000)         1,023,891         (7,112,939)           (1,313,291)         (430,718)         (500,717)         (1,151,635)         (10,230,963)         (15,120,939)           (9,141,391)         (15,975,965)         (9,606,324)         (3,511,178)         (10,230,963)         (8,579)           161,892         2,500,445)         (15,743,509)         (6,457,547)         (10,367,286)         (4,563,535)           (14,668,837)         (10,502,608)         (7,127,668)         (4,240,925)         (4,563,535)         (4,563,535)   | 2,869,936               | 143,087               | 19,546                 | ı            | 427,732               | 309,342      | 3,769,643                  |
| (5,679,915)         (9,773,735)         (5,715,727)         (6,425,000)         (6,205,217)           371,908         5,966,181         3,855,000         7,229,108           (5,308,007)         (3,807,554)         (5,715,727)         (2,570,000)         1,023,891           (2,112,939)         (1,813,291)         (430,718)         (500,717)         (1,151,635)           (9,141,391)         (15,975,965)         (9,606,324)         (3,511,178)         (10,230,963)           161,892         124,348         (10,367,286)         (4,568,837)         (10,502,608)         (7,127,668)         (4,240,925)         (4,563,535)   | 12,434,859              | 1,731,608             | 11,094,202             | 8,615,841    | 2,216,622             | 5,803,751    | 41,896,883                 |
| (5,308,007)         (3,807,554)         (5,715,727)         (2,570,000)         7,229,108           (5,308,007)         (3,807,554)         (5,715,727)         (2,570,000)         1,023,891           (2,112,939)         (1,813,291)         (430,718)         (500,717)         (1,151,635)           (9,141,391)         (15,975,965)         (9,606,324)         (3,511,178)         (10,230,963)           (16,400,445)         (21,596,810)         (15,743,509)         (6,457,547)         (10,367,286)           (14,668,837)         (10,502,608)         (7,127,668)         (4,240,925)         (4,563,535)   | (3,650,720)             | (5,679,915)           | (9,773,735)            | (5,715,727)  | (6,425,000)           | (6,205,217)  | (37,450,314)               |
| (5,308,007)     (3,807,554)     (5,715,727)     (2,570,000)     1,023,891       (2,112,939)     (1,813,291)     (430,718)     (500,717)     (1,151,635)       (9,141,391)     (15,975,965)     (9,606,324)     (3,511,178)     (10,230,963)       161,892     -     9,260     124,348     (8,579)       (16,400,445)     (21,596,810)     (15,743,509)     (6,457,547)     (10,367,286)       (14,668,837)     (10,502,608)     (7,127,668)     (4,240,925)     (4,563,535)   | 4,855,959               | 371,908               | 5,966,181              | _            | 3,855,000             | 7,229,108    | 22,278,156                 |
| (2,112,939) (1,813,291) (430,718) (500,717) (1,151,635) (9,141,391) (15,975,965) (9,606,324) (3,511,178) (10,230,963) (9,141,392 - 9,260 124,348 (8,579) (16,400,445) (21,596,810) (15,743,509) (6,457,547) (10,367,286) (14,668,837) (10,502,608) (7,127,668) (4,240,925) (4,563,535)  | 1,205,239               | (5,308,007)           | (3,807,554)            | (5,715,727)  | (2,570,000)           | 1,023,891    | (15,172,158)               |
| (9,141,391) (15,975,965) (9,606,324) (3,511,178) (10,230,963) (161,892 - 9,260 124,348 (8,579) (16,400,445) (21,596,810) (15,743,509) (6,457,547) (10,367,286) (14,668,837) (10,502,608) (7,127,668) (4,240,925) (4,563,535)  | (6,020,765)             | (2,112,939)           | (1,813,291)            | (430,718)    | (500,717)             | (1,151,635)  | (12,030,065)               |
| (16,400,445) (21,596,810) (15,743,509) (6,457,547) (10,367,286) (14,668,837) (10,502,608) (7,127,668) (4,240,925) (4,563,535)   | (20, 193, 612)          | (9,141,391)           | (15,975,965)           | (9,606,324)  | (3,511,178)           | (10,230,963) | (68,659,433)               |
| (16,400,445) (21,596,810) (15,743,509) (6,457,547) (10,367,286) (14,668,837) (10,502,608) (7,127,668) (4,240,925) (4,563,535)   | 10,696,238              | 161,892               |                        | 9,260        | 124,348               | (8,579)      | 10,983,159                 |
| (14,668,837) (10,502,608) (7,127,668) (4,240,925) (4,563,535)   | (14,312,900)            | (16,400,445)          | (21,596,810)           | (15,743,509) | (6,457,547)           | (10,367,286) | (84,878,497)               |
|   | (1,878,041)             | (14,668,837)          | (10,502,608)           | (7,127,668)  | (4,240,925)           | (4,563,535)  | (42,981,614)               |
|   |                         |                       |                        |              |                       |              | 36,000,010                 |

| 4,098,336 | (3,102,975) | 33,858,739 | (9.122.875) |
|-----------|-------------|------------|-------------|
|           |             | •          |             |

## SEGMENT INFORMATION

Gross direct premium

Gross written premum (inclusive of Administrative surcharge)

- Facultative inward premium
  - Administrative surcharge

Insurance premium earned Reinsurance expense Net insurance premium Net commission Net Underwriting income Insurance claims

Insurance claims recovered from reinsurers

Net claims

Commission expense

Management expenses

Premium deficiency expense

Net insurance claims and expenses

Underwriting result

Investment income Other income Other expenses

Profit before tax

A hammed

| Fire                                    | Marine,      | Motor        | Accident and | Bond        | Other        | 2017          |
|---|--------------|--------------|--------------|-------------|--------------|---------------|
| భ                                       | aviation &   |              | Health       |             | classes      | Aggregate     |
| property                                | transport    |              |              |             |              |               |
| *************************************** |              |              | (Rupees)     |             |              |               |
| 48,564,579                              | 19,434,749   | 15,666,629   | 8,651,661    | 4,094,778   | 9,046,533    | 105,458,929   |
| 6,095,173                               | 1,942,642    | 1,811,584    |              | 480,943     | 1,101,685    | 11,432,027    |
| 419,979                                 | 166,881      | 136,116      | 2,889        | 35,524      | 78,316       | 839,705       |
| 66,325                                  | 644,185      | 107,373      | 11,556       | 26,423      | 38,594       | 894,456       |
| 41,983,102                              | 16,681,041   | 13,611,556   | 8,637,216    | 3,551,888   | 7,827,938    | 92,292,741    |
| 41,228,282                              | 16,056,161   | 13,109,285   | 8,635,216    | 3,461,649   | 7,604,460    | 90,095,053    |
| 754,820                                 | 624,880      | 502,271      | 2,000        | 90,239      | 223,478      | 2,197,688     |
| 41,983,102                              | 16,681,041   | 13,611,556   | 8,637,216    | 3,551,888   | 7,827,938    | 92,292,741    |
| 46,042,290                              | 16,571,211   | 19,098,197   | 8,209,556    | 3,921,954   | 12,918,161   | 106,761,369   |
| (25,708,857)                            | (6,919,222)  | (3,436,956)  | •            | (2,558,853) | (3,503,967)  | (42,127,855)  |
| 20,333,433                              | 9,651,989    | 15,661,241   | 8,209,556    | 1,363,101   | 9,414,194    | 64,633,514    |
| 6,129,288                               | 1,826,770    | 2,031        | •            | 724,776     | 817,724      | 9,500,589     |
| 26,462,721                              | 11,478,759   | 15,663,272   | 8,209,556    | 2,087,877   | 10,231,918   | 74,134,103    |
| (302,141,727)                           | (5,693,891)  | (4,322,078)  | (5,558,786)  | ,           | (13,808,870) | (331,525,352) |
| 239,400,084                             | 1,871,553    | 578,026      | •            | 1           | 10,971,611   | 252,821,274   |
| (62,741,643)                            | (3,822,338)  | (3,744,052)  | (5,558,786)  |             | (2,837,259)  | (78,704,078)  |
| (11,136,430)                            | (4,153,111)  | (1,799,242)  | (410,358)    | (668,818)   | (2,103,856)  | (20,271,815)  |
| (29,068,456)                            | (11,549,697) | (9,424,433)  | (5,980,276)  | (2,459,273) | (5,419,944)  | (63,902,079)  |
| 635,308                                 | (18,010)     | 1            | (318,084)    | -           | 5,082,870    | 5,382,084     |
| (102,311,221)                           | (19,543,156) | (14,967,727) | (12,267,504) | (3,128,091) | (5,278,189)  | (157,495,888) |
| (75.848,500)                            | (8.064.397)  | 695.545      | (4.057.948)  | (1.040.214) | 4.953.729    | (83,361,785)  |

| 41,206,671<br>2,529,637<br>(2,612,418)<br>41,123,890<br>(42,237,895) |
|--|
|--|

# The classwise assets and liabilities are as follows:

|  |                       |                                    | Septem     | September 30, 2018 (Un-audited)        | udited)    |                  |   |
|--|-----------------------|------------------------------------|------------|--|------------|------------------|---|
|  | Fire                  | Marine,                            | Motor      | Accident and                           | Bond       | Other            | 2018  |
|  | ¢                     | aviation &                         |            | Health                                 |            | classes          | Aggregate                                   |
|  | property              | transport                          |            |  |            |                  |   |
|  |                       |                                    |            | (Rupees)                               |            |                  |   |
| Segment Assets<br>Unallocated Assets           | 321,718,921           | 20,569,396                         | 17,245,319 | 10,900,226                             | 8,095,630  | 16,565,601       | 395,095,093<br>985,796,338<br>1,380,891,431 |
| Segment liabilities<br>Unallocated liabilities | 421,689,716           | 36,923,914                         | 50,159,062 | 23,667,137                             | 14,315,092 | 31,172,296       | 577,927,217<br>60,500,340<br>638,427,557    |
|  |                       |                                    | December:  | December 31, 2017 (Audited) (Restated) | (Restated) |                  |   |
|  | Fire<br>&<br>property | Marine,<br>aviation &<br>transport | Motor      | Accident and<br>Health                 | Bond       | Other<br>classes | 217<br>Aggregate                            |
|  |                       |                                    |            | (Rupees)                               |            |                  |   |
| Segment Assets<br>Unallocated Assets           | 366,454,861           | 26,449,207                         | 18,349,330 | 5,957,694                              | 4,553,824  | 9,848,567        | 431,613,483<br>979,532,419<br>1,411,145,902 |
| Segment liabilities<br>Unallocated liabilities | 476,093,663           | 36,044,304                         | 43,968,818 | 13,283,136                             | 6,331,113  | 18,380,375       | 594,101,409<br>75,991,861<br>670,093,270    |

# 31 CORRESPONDING FIGURES

Corresponding figures have been rearranged or reclassified, wherever necessary, to align them with the presentation requirements of the Insurance Accounting Regulations, 2017 and Insurance Rules, 2017.

# 32 DATE OF AUTHORIZATION

This condensed interim final platements was authorized for issue on  $\frac{[5 - 12 - i]}{5}$  by the Board of Directors of the Company.

Chief Executive Officer

Director

Director