

# ***AHEAD OF TIMES***



**EFU LIFE**

Report (Un-audited)  
Three Months Ended 31 March 2019



## **EFU LIFE ASSURANCE LTD.**

ISO 9001: 2015 Certified | Rated AA+ by JCR-VIS

[www.efulife.com](http://www.efulife.com)



(021) 111-338-111



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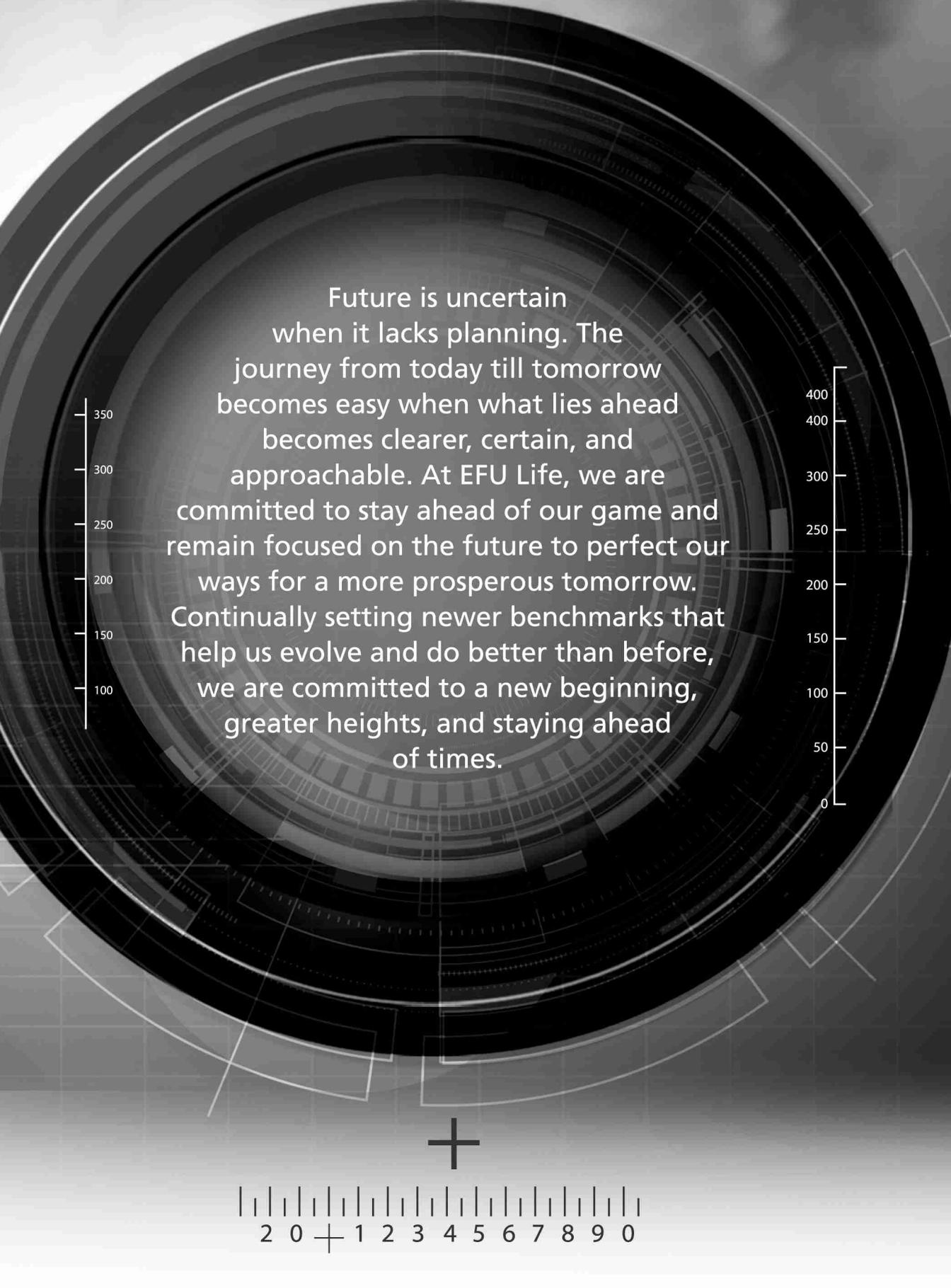
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EFU Life  
9898



Future is uncertain  
when it lacks planning. The  
journey from today till tomorrow  
becomes easy when what lies ahead  
becomes clearer, certain, and  
approachable. At EFU Life, we are  
committed to stay ahead of our game and  
remain focused on the future to perfect our  
ways for a more prosperous tomorrow.  
Continually setting newer benchmarks that  
help us evolve and do better than before,  
we are committed to a new beginning,  
greater heights, and staying ahead  
of times.



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# Company Information

## Chairman

Rafique R. Bhimjee

## Managing Director & Chief Executive

Taher G. Sachak

## Directors

Saifuddin N. Zoomkawala  
Muneer R. Bhimjee  
Hasanali Abdullah  
Heinz Walter Dollberg  
Syed Salman Rashid  
Ali Raza Siddiqui

## Company Secretary

Abbas Hussain

## Appointed Actuary

Omer Morshed, F.C.A., F.P.S.A., F.I.A.

## Legal Advisor

Mohammad Ali Sayeed, M.A.B.L.

## Auditors

KPMG Taseer Hadi & Co.  
Chartered Accountants, Karachi

## Rating

Rating Agency: JCR-VIS  
Insurer Financial Strength Rating: AA+  
Outlook: Stable

## Registrar

Central Depository Company of Pakistan Ltd.  
99-B, Block B, S.M.C.H.S  
Main Shahra - e - Faisal  
Karachi 74400 - Pakistan  
(92-21) 111-111-500

## Website:

[www.efulife.com](http://www.efulife.com)

## Registered Office

Al-Malik Centre  
70 W, F-7/G-7  
Jinnah Avenue, (Blue Area)  
Islamabad

## Main Office

EFU Life House,  
Plot No.112, 8th East Street  
Phase 1, DHA, Karachi

## Shariah Advisor

Mufti Muhammad Ibrahim Essa



# Directors' Review, 31 March 2019

The Directors of your Company are pleased to present the Condensed Interim Financial Statements (Un-audited) for the first quarter ended 31 March 2019.

## Top-line performance:

Your Company's total premium income was Rs. 7.46 billion during the first quarter of 2019 (2018: Rs 7 billion). New individual life regular premium income was Rs. 1.52 billion (2018: Rs.1.31 billion), an increase of 16%. Renewal premium was Rs. 4.78 billion (2018: Rs. 4.16 billion) an increase of 15%.

Inclusive of renewal premium, the total individual life regular premium business grew by 15% to Rs. 6.30 billion (2018: 5.47 billion). Single premium business was Rs. 298 million (2018: Rs. 833 million). Group Benefits business was Rs. 940.8 million (2018: Rs. 785.8 million), a growth of 20%.

Your Company's window takaful operations are in the fourth year of business. The total family takaful contribution was Rs. 841.3 million (2018: 665.3 million). Out of this, Rs. 788 million (2018: Rs. 616.7 million) was from Individual family takaful business (a growth of 28%) while Rs. 53.3 million (2018: Rs. 48.7 million) was from Group Family Takaful (a growth of 9%). The Company expects this line of business to continue on a growth trajectory during 2019.

## Sales Tax on Life Insurance:

The Company has not provided for and billed its customers for Sindh Sales Tax for the period from 1 July 2018 to 31 March 2019 and Punjab Sales Tax for the period from 1 November 2018 to 31 March 2019 on risk premium of life insurance business. Sindh Revenue Board ("SRB") has in the past granted exemption for sales tax on life insurance premium on a year to year basis which had expired on 30 June 2018. However, sales tax on life insurance premium on policies written in Punjab has been made applicable from 1 November, 2018 and Balochistan Revenue Authority had imposed sales tax on life insurance premium effective 1 January 2015.

The Company is of the view that the levy of sales tax on life insurance business is not fair and is unjust. The matter for the renewal of the exemption was taken up at the collective level by the Insurance Association of Pakistan (IAP) with the sales tax authorities. Further, the Sindh Cabinet in its meeting held on 27th Feb 2019 has also deferred the levy of taxes on Health and Life Insurance premium till the next financial year. The Company has also sought a legal opinion from the legal counsel and based on this opinion and, in view of the fact that the matter is under the process of review with the taxation authorities, the Company has not billed sales tax on life insurance premium to its customers. Based on the IAP's discussions with the sales tax authorities, the decision of the Sindh Cabinet and the legal opinion, we are hopeful that the exemption will be granted. Accordingly, the provision against sales tax liability has not been made by the Company in these financial statements as the discussions are still in progress.

## Bottom-line performance:

Your Company had a Profit after Tax of Rs. 244.7 million (2018: Rs. 211.3 million). The Earnings per Share is Rs. 2.45 (2018: Rs. 2.11).

## Interim Dividend:

The Directors have pleasure in declaring an Interim Dividend of Rs.1.5 per share. i.e. 15%.

We would like to thank our valued customers for their continued patronage and to the Securities and Exchange Commission of Pakistan for their guidance, and our main reinsurer Munich Re for its support. Your Directors would also like to place on record their appreciation for the efforts made by the officers, all distribution channels and staff who have contributed to the development, growth and continued success of the Company.

HASANALI ABDULLAH  
Director

SAIFUDDIN N. ZOOMKAWALA  
Director

TAHER G. SACHAK  
Managing Director &  
Chief Executive

RAFIQUE R. BHIMJEE  
Chairman

Karachi 27 April, 2019

## ممبران کو ڈائریکٹرز کی رپورٹ (۳۱ مارچ ۲۰۱۹ء)

آپ کی کمپنی کے ڈائریکٹرز، سال ۲۰۱۹ء کی پہلی سہ ماہی جو ۳۱ مارچ ۲۰۱۹ء کو اختتام پذیر ہوئی، کمپنی کے (غیر آڈٹ شدہ) مالیاتی گوشواروں کی مختصر مگر جامع عبوری معلومات کے ساتھ، پہلی سہ ماہی رپورٹ پیش کرنے میں مسرت محسوس کرتے ہیں۔

### کمپنی کی کارکردگی کی بالائی سطر

سال ۲۰۱۹ء کی پہلی سہ ماہی میں آپ کی کمپنی کے کل مجموعی پریٹیم کی آمدنی 7.46 بلین روپے رہی (۲۰۱۸: 7 بلین روپے)۔ نئے انفرادی بیمہ زندگی کے باقاعدہ پریٹیم کی آمدنی 1.52 بلین روپے تھی، (۲۰۱۸: 1.31 بلین روپے) یعنی اس میں 16 فیصد اضافہ ہوا۔ تجدیدی پریٹیم 4.78 بلین روپے رہا (۲۰۱۸: 4.16 بلین روپے)، یعنی اضافہ 15 فیصد رہا۔ تجدیدی پریٹیم کو ملا کر، مجموعی انفرادی بیمہ زندگی سے متعلق کاروبار 15 فیصد اضافے سے 6.30 بلین روپے رہا (۲۰۱۸: 5.47 بلین روپے)۔ انفرادی پریٹیم کا کاروبار 298 بلین روپے رہا (۲۰۱۸: 833 بلین روپے)۔ گروپ پیٹرنشس کاروبار 20 فیصد اضافے سے 940.8 بلین روپے رہا (۲۰۱۸: 785.8 بلین روپے)۔

آپ کی کمپنی ونڈو کا نقل آپریٹرز کے کاروبار کے چوتھے سال میں داخل ہو گئی ہے۔ مجموعی فیملی تکافل کاروبار 841.3 بلین روپے رہا (۲۰۱۸: 665.3 بلین روپے)۔ اس مجموعے میں سے 788 بلین روپے (۲۰۱۸: 616.7 بلین روپے) انفرادی فیملی تکافل کے کاروبار سے حاصل ہوئے (28 فیصد اضافہ) جبکہ 53.3 بلین روپے (۲۰۱۸: 48.7 بلین روپے) گروپ فیملی تکافل سے حاصل ہوئے (9 فیصد اضافہ)۔ کمپنی اس کاروبار کی ۲۰۱۹ء میں مزید ترقی جاری رہنے کی امید رکھتی ہے۔

### بیمہ زندگی پریزنٹیکس

کمپنی اس کی فراہمی کی حامل نہیں رہی اور یکم جولائی ۲۰۱۸ء تا ۳۱ مارچ ۲۰۱۹ء کی مدت کی مدت کیلئے اس کے صارفین پر سندھ سیکورٹیز کے بل لاگو ہوئے اور یکم نومبر ۲۰۱۸ء تا ۳۱ مارچ ۲۰۱۹ء کی مدت کے لئے پنجاب سیکورٹیز لائف انشورنس کے کاروبار کے رسک پریٹیم پر عائد ہوا۔ سندھ ریونیو بورڈ ("ایس آر بی") نے ماضی میں سال بہ سال کی بنیاد پر لائف انشورنس پریٹیم پر سیکورٹیز کیلئے اسٹیٹی کی منظوری دی تھی جو ۳۰ جون ۲۰۱۸ء کو ختم ہو گئی۔ تاہم پالیسی پر بیمہ زندگی کے پریٹیم پر پنجاب میں سیکورٹیز کی کم نومبر ۲۰۱۸ء تک لاگور ہوا اور پنجاب ریونیو اتھارٹی نے بیمہ زندگی کے پریٹیم پر سیکورٹیز کی منظوری ۲۰۱۵ء سے لاگو کیا تھا۔

کمپنی اس رائے کا اظہار کرتی ہے کہ لائف انشورنس برنس پر سیکورٹیز کا نفاذ منصفانہ نہیں اور بلا جواز ہے۔ اسٹیٹی کی تجدید کیلئے معاملہ مشرک طور پر انشورنس ایسوسی ایشن آف پاکستان (آئی اے سی) کی جانب سے سیکورٹیز حکام کے زور پر رکھا گیا ہے۔ مزید برآں سندھ کا بینہ نے اپنے اجلاس منعقدہ ۲۷ فروری ۲۰۱۹ء میں آئندہ مالی سال تک ہیلتھ اور لائف انشورنس پریٹیم پر ٹیکسز کے نفاذ کی مخالفت کی ہے۔ کمپنی بھی قانونی ماہرین سے قانونی مشورے کر رہی ہے اور اس کی رائے میں حقائق کے پیش نظر یہ واضح کیا جاتا ہے کہ یہ معاملہ ابھی ٹیکسیشن حکام کے پاس زیرِ جائزہ ہے۔ کمپنی نے اسی سبب اپنے صارفین کے لئے لائف انشورنس پریٹیم پر سیکورٹیز لاگو نہیں کیا۔ سیکورٹیز حکام کے ساتھ آئی اے سی کی گفت و شنید، سندھ کا بینہ کے فیصلے اور قانونی رائے کے پیش نظر ہم پر امید ہیں کہ اسٹیٹی منظور کر لیا جائے گا۔ اس کے مطابق کمپنی کی جانب سے سیکورٹیز کی مالیاتی ذمہ داری کی شن شامل نہیں کی گئی اور ان مالیاتی حسابات میں شامل نہیں کیوں کہ بات چیت کا مرحلہ ابھی جاری ہے۔

### کارکردگی کا لٹ بلب

کمپنی نے اس سہ ماہی میں منافع بعد از ٹیکس ۲۲۴.۷ ملین روپے حاصل کیا (۲۰۱۸: 211.3 بلین روپے)۔ فی حصص آمدن ۲۴۵ روپے ہے (۲۰۱۸: 2.11 روپے)۔

### عبوری ڈویڈنڈ

آپ کے ڈائریکٹرز ۵۷ روپے فی حصص یعنی ۱۵ فیصد عبوری ڈویڈنڈ کا اعلان کرنے میں خوشی محسوس کرتے ہیں۔

ہم اپنے معزز صارفین کا ان کی مستقل سرپرستی اور سیکورٹیز ریٹریبونڈ ایکٹیو کمیشن آف پاکستان کا ان کی رہنمائی اور ہمارے مرکزی ری انشورر میونخ ری کا ان کی معاونت کیلئے شکریہ ادا کرتے ہیں۔ آپ کے ڈائریکٹرز انفرن، تمام ڈسٹری بیوشن چینلز اور عملے کی جانب سے کی جانے والی ان کوششوں پر خراج تحسین پیش کرنا چاہتے ہیں جو انہوں نے کمپنی کی ترقی اور مستقل کامیابی کے حتم میں کی ہیں۔

رفیق آربھیم جی  
چیئرمین

طاہر جی۔ ساچک  
منیجنگ ڈائریکٹر و چیف ایگزیکٹو

سیف الدین این۔ زومکا والا  
ڈائریکٹر

حسن علی عید اللہ  
ڈائریکٹر

کراچی ۲۷ اپریل ۲۰۱۹ء

# Condensed Interim Statement of Financial Position as at 31 March 2019 (Unaudited)

(Rupees in '000)

	Note	Aggregate	
		31 March 2019 Unaudited	31 December 2018 Audited
<b>Assets</b>			
Property and equipment	5	2 419 844	2 431 627
Intangible assets	5	23 951	27 038
Investments			
Equity securities	6	28 082 871	33 542 712
Government securities	7	39 556 401	52 972 866
Debt securities	8	5 479 870	4 078 872
Term deposits	9	35 304 000	15 049 100
Mutual funds	10	381 607	177 087
Insurance / reinsurance receivables		217 566	169 600
Other loans and receivables		2 210 527	3 110 438
Taxation - payments less provision		499 128	337 727
Prepayments		111 243	81 182
Cash & Bank	11	4 753 854	4 786 362
<b>Total Assets</b>		<b>119 040 862</b>	<b>116 764 611</b>
<b>Equity and Liabilities</b>			
Capital and reserves attributable to Company's equity holders			
Authorised share capital [150,000,000 ordinary shares (2018: 150,000,000) of Rs.10 each]		1 500 000	1 500 000
Ordinary share capital		1 000 000	1 000 000
Ledger account D	12	1 767 982	1 748 449
Reserves		2 150 000	2 150 000
Surplus on revaluation of available for sale investment-net of tax		44 121	75 713
Unappropriated profit / (Accumulated loss)		1 278 640	1 053 434
<b>Total Equity</b>		<b>6 240 743</b>	<b>6 027 596</b>
<b>Liabilities</b>			
Insurance Liabilities	13	109 820 372	107 603 537
Deferred taxation		682 641	704 433
Premium received in advance		834 913	714 419
Insurance / reinsurance payables		255 870	193 218
Unpaid Dividend		8 570	8 570
Unclaimed Dividend		33 326	33 326
Other creditors and accruals		1 164 427	1 479 512
		2 979 747	3 133 478
<b>Total Liabilities</b>		<b>112 800 119</b>	<b>110 737 015</b>
<b>Total Equity and Liabilities</b>		<b>119 040 862</b>	<b>116 764 611</b>
Contingency(ies) and commitment(s)	14		

The annexed notes 1 to 31 form an integral part of these financial statements

HASANALI ABDULLAH  
Director

SAIFUDDIN N. ZOOMKAWALA  
Director

SYED SHAHID ABBAS  
Chief Financial  
Officer

TAHER G. SACHAK  
Managing Director &  
Chief Executive

RAFIQUE R. BHIMJEE  
Chairman

Karachi 27 April, 2019



# Condensed Interim Profit and Loss Account for the three months period ended 31 March 2019 (Unaudited)

(Rupees in '000)

		Aggregate	
		Three months ended 31 March	
	Note	2019	2018
Premium Revenue		7 456 595	7 028 045
Premium ceded to reinsurers		( 164 667 )	( 234 418 )
<b>Net premium revenue</b>	15	<b>7 291 928</b>	<b>6 793 627</b>
Investment income	16	2 220 159	1 581 499
Net realised fair value losses on financial assets	17	( 2 689 962 )	( 220 983 )
Net fair value gains on financial assets at fair value through profit or loss	18	1 873 538	3 068 879
Other income	19	15 595	8 867
		<b>1 419 330</b>	<b>4 438 262</b>
<b>Net income</b>		<b>8 711 258</b>	<b>11 231 889</b>
Insurance benefits		4 358 727	3 939 363
Recoveries from reinsurers		( 99 444 )	( 105 945 )
Claims related expenses		1 046	-
<b>Net Insurance Benefits</b>	20	<b>4 260 329</b>	<b>3 833 418</b>
Net Change in Insurance Liabilities (other than outstanding claims)		2 059 456	5 359 113
Acquisition expenses	21	1 638 608	1 394 706
Marketing and administration expenses	22	411 236	339 767
Other expenses	23	2 458	2 700
<b>Total Expenses</b>		<b>4 111 758</b>	<b>7 096 286</b>
<b>Profit before tax</b>		<b>339 171</b>	<b>302 185</b>
Income tax expense	24	( 94 430 )	( 90 889 )
<b>Profit for the year</b>		<b>244 741</b>	<b>211 296</b>
<b>Earnings (after tax) per share - Rupees</b>		<b>2.45</b>	<b>2.11</b>

The annexed notes 1 to 31 form an integral part of these financial statements

HASANALI ABDULLAH  
Director

SAIFUDDIN N. ZOOMKAWALA  
Director

SYED SHAHID ABBAS  
Chief Financial  
Officer

TAHER G. SACHAK  
Managing Director &  
Chief Executive

RAFIQUE R. BHIMJEE  
Chairman

Karachi 27 April, 2019



# Condensed Interim Statement of Comprehensive Income for the three months period ended 31 March 2019 (Unaudited)

(Rupees in '000)

	Aggregate	
	Three months ended 31 March	
	2019	2018
Profit or Loss	244 741	211 296
Change in unrealised (losses) / gains on available-for-sale financial assets	(43 878)	35 453
Related Tax effect	12 286	(10 281)
Other comprehensive income for the period - net of tax	(31 592)	25 172
<b>Total comprehensive income for the period</b>	<b>213 149</b>	<b>236 468</b>

The annexed notes 1 to 31 form an integral part of these financial statements

HASANALI ABDULLAH  
Director

SAIFUDDIN N. ZOOMKAWALA  
Director

SYED SHAHID ABBAS  
Chief Financial  
Officer

TAHER G. SACHAK  
Managing Director &  
Chief Executive

RAFIQUE R. BHIMJEE  
Chairman

Karachi 27 April, 2019

# Condensed Interim Statement of Cash Flows

## for the three months period ended 31 March 2019 (Unaudited)

(Rupees in '000)

	Aggregate	
	Three months ended	
	2019	2018
<b>Operating cash flows</b>		
<b>a) Underwriting activities</b>		
Insurance premium / contribution received	7 528 535	7 211 768
Reinsurance premium / Retakaful contribution paid	( 101 428 )	( 160 113 )
Claims paid	( 4 201 348 )	( 4 011 277 )
Reinsurance and other recoveries received	99 444	190 349
Commission paid	( 1 346 011 )	( 1 236 931 )
Marketing and Administrative expenses paid	( 411 236 )	( 339 767 )
Other acquisition cost paid	( 750 252 )	( 626 438 )
<b>Net cash flow from underwriting activities</b>	<b>817 704</b>	<b>1 027 591</b>
<b>b) Other operating activities</b>		
Income tax paid	( 265 340 )	( 204 935 )
Other operating receipts	1 752 857	1 061 387
Loans advanced	( 52 844 )	( 7 917 )
Loans repayments received	51 125	13 799
<b>Net cash flow from other operating activities</b>	<b>1 485 798</b>	<b>862 334</b>
<b>Total cash flow from all operating activities</b>	<b>2 303 502</b>	<b>1 889 925</b>
<b>Investment activities</b>		
Profit / Return received	1 251 721	1 477 792
Dividends received	423 866	310 220
Payments for investments	( 81 883 037 )	( 59 653 078 )
Proceed from investments	98 165 936	55 603 599
Fixed capital expenditure	( 59 168 )	( 15 892 )
Proceeds from sale of property and equipment	19 571	4 640
<b>Total cash flow from investing activities</b>	<b>17 918 889</b>	<b>( 2 272 719 )</b>
<b>Financing activities</b>		
Dividends paid	–	–
<b>Total cash flow from financing activities</b>	<b>–</b>	<b>–</b>
<b>Net cash flow from all activities</b>	<b>20 222 391</b>	<b>( 382 794 )</b>
Cash and cash equivalents at beginning of the period	19 835 462	18 496 913
<b>Cash and cash equivalents at end of the period</b>	<b>40 057 853</b>	<b>18 114 119</b>
<b>Reconciliation to profit and loss account</b>		
Operating cash flows	2 303 502	1 889 925
Depreciation	( 60 573 )	( 46 820 )
Amortization	( 3 230 )	( 2 847 )
Profit on disposal of property and equipment	9 337	3 069
Other revenue	4 244	3 074
Dividend Income	421 213	307 300
Other investment income	2 009 656	1 392 233
Appreciation in market value of investments	1 746 949	3 001 444
(Provision) / Reversal of impairment in the value of available for sale equity investments	( 1 001 )	4 196
( Loss ) / Profit on disposal of investments	( 2 689 962 )	( 220 983 )
Decrease in assets other than cash	( 1 699 872 )	( 1 313 409 )
Increase in liabilities	( 1 795 522 )	( 4 805 886 )
<b>Profit after taxation</b>	<b>244 741</b>	<b>211 296</b>

The annexed notes 1 to 31 form an integral part of these financial statements

HASANALI ABDULLAH  
Director

SAIFUDDIN N. ZOOMKAWALA  
Director

SYED SHAHID ABBAS  
Chief Financial  
Officer

TAHER G. SACHAK  
Managing Director &  
Chief Executive

RAFIQUE R. BHIMJEE  
Chairman

Karachi 27 April, 2019

# Condensed Interim Statement of Changes in Equity for the three months period ended 31 March 2019 (Unaudited)

(Rupees in '000)

	Share Capital	General Reserves	Surplus on revaluation of available for sale investment	Unappropriated Profit	Retained Earning Ledger Account D*	Total
Balance as at 1 January 2018 (as reported)	1 000 000	1 900 000	–	1 440 647	–	4 340 647
Adjustment due to change in accounting policy	–	–	92 122	–	1 529 902	1 622 024
Balance as at 1 January 2018 re-stated	1 000 000	1 900 000	92 122	1 440 647	1 529 902	5 962 671
Contribution to increase solvency margin	–	–	–	(1 607 773)	160 773	–
<b>Total comprehensive income for the period</b>						
Profit for the period - after tax	–	–	–	277 256	(65 960)	211 296
Other comprehensive income	–	–	25 172	–	–	25 172
	–	–	25 172	277 256	(65 960)	236 468
<b>Balance as at 31 March 2018</b>	<b>1 000 000</b>	<b>1 900 000</b>	<b>117 294</b>	<b>1 557 130</b>	<b>1 624 715</b>	<b>6 199 139</b>
Balance as at 1 January 2019 (as reported)	1 000 000	2 150 000	75 713	1 053 431	1 748 450	6 027 594
Contribution to increase solvency margin	–	–	–	(25 857)	25 857	–
<b>Total comprehensive income for the period</b>						
Profit for the period - after tax	–	–	–	251 066	(6 325)	244 741
Other comprehensive income	–	–	(31 592)	–	–	(31 592)
	–	–	(31 592)	251 066	(6 325)	213 149
<b>Balance as at 31 March 2019</b>	<b>1 000 000</b>	<b>2 150 000</b>	<b>44 121</b>	<b>1 278 640</b>	<b>1 767 982</b>	<b>6 240 743</b>

\*This include balances maintained in accordance with the Insurance Rules, 2017 (previously the SEC Insurance Rules, 2002) to meet solvency margins and surplus of the family takaful investment linked business-participant takaful fund amounting to Rs.86.89 million, which relates only to the participants of the Individual family takaful investment linked business.

The annexed notes 1 to 31 form an integral part of these financial statements

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Karachi 27 April, 2019



# Notes to the Condensed Interim Financial Information for the three months period ended 31 March 2019 (Unaudited)

## 1. LEGAL STATUS AND NATURE OF BUSINESS

- 1.1 EFU Life Assurance Limited (the Company) was incorporated in Pakistan on 09 August 1992 as a public limited company under the Repealed Companies Ordinance, 1984 and started its operation from 18 November 1992. The shares of the Company are quoted on Pakistan Stock Exchange. The registered office of the Company is located at Al-Malik Centre, 70W, F-7/G-7 Jinnah Avenue, Islamabad while principal place of business is located at EFU life house Plot No.112, 8th East Street, Phase 1, DHA, Karachi.
- 1.2 The Company is a subsidiary of EFU General Insurance Ltd. on the basis of its ability to control the composition of the Board of Directors of EFU Life Assurance Ltd. effective 31 March 2018.
- 1.3 The Company is engaged in life insurance business including ordinary life business, pension fund business and accident and health business and has established following statutory funds, as required by the Insurance Ordinance, 2000:
- Investment Linked business (includes individual life business)
  - Conventional business (includes group life and individual life businesses)
  - Pension business (unit linked)\*
  - Accident and health business
  - Family Takaful Investment Linked Business (Refer note 1.4)
  - Family Takaful Protection Business (Refer note 1.4)
- \* The Company had discontinued pension business and accordingly no new business has been written under this fund.
- 1.4 The Company was granted authorisation on 19 January 2015 under Rule 6 of the Takaful Rules, 2012 to undertake Takaful Window Operation in respect of family takaful products by Securities and Exchange Commission of Pakistan (SECP) and subsequently the Company commenced Window Takaful Operations on 6 February 2015 under the brand name "Hemayah". For the purpose of carrying on takaful business, the Company has formed a Waqf namely EFU Life - Window Family Takaful Limited Waqf (here-in-after referred to as the Participant Takaful Fund (PTF)) was formed on 6 February 2015 under a Waqf deed executed by the Company with a cede amount of Rs. 2 million. The cede money is required to be invested in Shariah compliant investments and any profit thereon can be utilized only to pay benefits to participants or defray PTF expenses. Waqf deed also governs the relationship of the Company and policyholders for the management of Takaful operations, investment of policyholders' funds and shareholders' funds as approved by the Shariah Advisor appointed by the Company.

## 2 BASIS OF PREPARATION AND STATEMENT OF COMPLIANCE

- 2.1 The condensed interim financial information of the Company for the Three months period ended 31 March 2019 has been prepared in accordance with the requirements of the International Accounting Standard 34 - 'Interim Financial Reporting' as applicable in Pakistan, provisions of and directives issued under the Companies Act, 2017, the Insurance Ordinance, 2000 and Insurance Rules, 2017. In case requirements differ, the provisions or directives of the Companies Act, 2017, Insurance Ordinance, 2000 and Insurance Rules, 2017 shall prevail.
- 2.2 The condensed interim financial information does not include all the information and disclosures required in the annual financial statements, Accordingly, the condensed interim financial information should be read in conjunction with the Company's annual financial statements as at and for the year ended 31 December 2018.
- 2.3 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' 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 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. lessor 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.

Amendment to IFRS 4 'Insurance Contracts'- Applying IFRS 9 'Financial Instruments' with IFRS 4 (effective for annual periods beginning on or after 1 July 2018). The amendment address issue arising from the different effective dates of IFRS 9 and the forthcoming new standard IFRS 17 'Insurance Contracts'. The amendments introduce two alternative options for entities issuing contracts within the scope of IFRS 4, notably a temporary exemption and an overlay approach. The temporary exemption enables eligible entities to defer the implementation date of IFRS. The overlay approach allows an entity applying IFRS 9 from 1 July 2018 onwards to remove from profit or loss the effects of some of the accounting mismatches that may occur from applying IFRS 9 before IFRS 17 is applied.

#### 2.4 Standards, interpretations and amendments to published approved accounting standards that are effective but not relevant

There are certain new standards, amendments to the approved accounting standards and new interpretations that are mandatory for accounting periods beginning on or after 1 July 2017. However, these do not have any significant impact on the Company's financial reporting and therefore have not been detailed in these condensed interim financial information.

### 3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and method of computation adopted in the preparation of the condensed interim financial information are consistent with those followed in the preparation of the annual financial statements of the Company for the year ended 31 December 2018.

### 4. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

The financial risk management objectives and policies are consistent with those disclosed in the financial statements of the Company for the year ended 31 December 2018.

In preparing this condensed interim financial information, management has made judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

The significant judgements 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 financial statements as at the year ended 31 December 2018.

## 5. FIXED ASSETS

(Rupees in '000)

### Three months ended - Unaudited

	31 March 2019		31 March 2018	
	Additions	Disposals	Additions	Disposals
<b>Tangible and intangible</b>				
Furniture fixture and fittings	32 889	–	6 872	–
Office equipment	2 579	–	3 155	–
Computer equipment	2 072	–	5 865	–
Motor Vehicle	21 485	25 820	–	6 822
Intangibles	143	–	–	–
	<u>59 168</u>	<u>25 820</u>	<u>15 892</u>	<u>6 822</u>

5.1 The market value of land and building is estimated at Rs. 3,240 million. The valuations have been carried out by independent valuer.

## 6. INVESTMENTS IN EQUITY SECURITIES

(Rupees in '000)

	31 March 2019 (Unaudited)			Re-stated 31 December 2018 (Audited)		
	Cost	Impairment / provision	Carrying Value	Cost	Impairment / provision	Carrying Value
<b>Available for Sale</b>						
<b>Related Party</b>						
Listed Shares	306 471	( 271 068 )	35 403	334 522	( 286 736 )	47 786
<b>Others</b>						
Listed Shares	140 326	( 16 712 )	123 614	168 162	–	168 162
Unlisted Shares	16 008	–	16 008	16 008	–	16 008
Surplus on revaluation			82 142			102 300
<b>Fair Value through Profit and Loss (Designated-upon initial recognition)</b>						
<b>Related Parties</b>						
Listed Shares	476 653	–	552 018	539 276	–	589 347
<b>Others</b>						
Listed Shares	28 001 025	–	27 273 686	34 961 713	–	32 619 109
	<u>28 940 483</u>	<u>( 287 780 )</u>	<u>28 082 871</u>	<u>36 019 681</u>	<u>( 286 736 )</u>	<u>33 542 712</u>

## 7. GOVERNMENT SECURITIES

(Rupees in '000)

31 March 2019 (Unaudited)					
	Maturity Year	Effective Yield	Amortised Cost	Principal Repayment	Carrying Value
<b>Held to Maturity</b>					
03 Years Pakistan Investment Bond	2019	10.56	999 907	1 000 000	999 907
10 Years Pakistan Investment Bond	2028	13.03	11 740	15 000	11 740
20 Years Pakistan Investment Bond	2024	12.67	54 238	53 700	54 238
3 Months Treasury Bills	2019	10.8	1 912 256	1 940 000	1 912 256
Government Ijara	2019	5.24	59 285	60 000	59 285
<b>Available for Sale</b>					
03 Years Pakistan Investment Bond	2019	10.56	19 226 264	19 275 000	19 232 906
05 Years Pakistan Investment Bond	2019	10.93	4 559 490	4 537 500	4 541 584
05 Years Pakistan Investment Bond	2020	11.14	5 036 471	4 987 500	4 901 715
10 Years Pakistan Investment Bond	2019	10.98	14 966	15 000	15 056
10 Years Pakistan Investment Bond	2022	12.28	2 128 541	2 100 000	2 083 620
10 Years Pakistan Investment Bond	2024	12.69	102 074	100 000	97 350
15 Years Pakistan Investment Bond	2019	10.83	115 459	115 000	114 529
20 Years Pakistan Investment Bond	2024	12.59 -12.67	387 495	392 000	353 600
3 Months Treasury Bills	2019	10.776	4 761 168	4 830 000	4 758 846
Government Ijara	2019	5.24	88 929	90 000	88 929
Pakistan Water And Power Development	2021		331 912	331 912	330 840
			<u>39 790 195</u>	<u>39 842 612</u>	<u>39 556 401</u>

## 8. INVESTMENT IN DEBT SECURITIES

Fair Value through Profit and Loss  
(Designated upon initial recognition)

(Rupees in '000)

	Note	31 March 2019 (Unaudited)			31 December 2018 (Audited)		
		Cost	Impairment / Provision	Carrying Value	Cost	Impairment / Provision	Carrying Value
<b>Others</b>							
Term Finance Certificates/ Corporate Sukuks	8.1	5 269 870	–	5 269 870	3 868 872	–	3 868 872
Certificate of Investment	8.2	210 000	–	210 000	210 000	–	210 000
		<u>5 479 870</u>	<u>–</u>	<u>5 479 870</u>	<u>4 078 872</u>	<u>–</u>	<u>4 078 872</u>

## 8.1 Term Finance Certificates / Corporate Sukuks

(Rupees in '000)

	No. of Certificates		Face Value	Value of Certificates	
	31 March 2019	31 December 2018		31 March 2019	31 December 2018
<b>Others</b>					
Hascol Petroleum	30 000	30 000	7	99 179	99 499
Fatima Fertilizer Company	–	9 807	4	–	29 677
Engro Fertilizers Ltd	52 000	52 000	4	45 614	91 000
Bank AL Habib	60 000	60 000	10	300 289	300 289
Al Baraka Bank	10 000	10 000	4	18 358	22 189
Byco Oil Pakistan	20 000	20 000	5	114 266	100 000
K Electric	–	7 500	10	–	78 361
Bank Al-Falah Ltd	43 063	23 063	10	214 812	115 131
MCB Bank Ltd.	–	20 000	5	–	101 592
International brands	100 000	100 000	202	98 721	99 182
Dawood Hercules	2 000	2 000	200	200 000	200 000
Pakistan Services Limited	100 000	833	100	250 000	131 958
Pak.Electron Ltd.	20 000	20 000	10	99 446	99 994
United Bank Ltd	250 000	250 000	5	1 250 000	1 250 000
Soneri Bank	10 000	10 000	5	50 000	50 000
Askari Bank Ltd.	500	500	1 000	500 000	500 000
Dubai Islamic	20 000	20 000	5	100 000	100 000
Meezan Bank	100 000	100 000	5	500 000	500 000
Fauji Fertilizer Company Limited	2 814	–	10	29 645	–
HUB Co.	5 000	–	100	500 000	–
NIB Bank Limited	4 991	–	20	101 592	–
Neelum Jhelum	4 653	–	150	697 948	–
Engro Polymer	5 000	–	20	100 000	–
				<u>5 269 870</u>	<u>3 868 872</u>
<b>8.2 Certificate of Investment</b>					
First Habib Modarba	–	–	210	210 000	210 000
				<u>5 479 870</u>	<u>4 078 872</u>

## 9. INVESTMENTS IN TERM DEPOSITS

(Rupees in '000)

	Re-stated	
	31 March 2019 Unaudited	31 December 2018 Audited
Deposit maturing with 12 months	<u>35 304 000</u>	<u>15 049 100</u>

## 10. INVESTMENTS IN MUTUAL FUNDS

(Rupees in '000)

	31 March 2019 (Unaudited)			Re-stated 31 December 2018 (Audited)		
	Cost	Impairment / Provision	Carrying Value	Cost	Impairment / Provision	Carrying Value
<b>Related Parties</b>						
Mutual Funds (Designated upon initial recognition)	444	-	444	444	-	805
<b>Others</b>						
Mutual Funds (Designated upon initial recognition)	261 980	-	261 980	59 215	-	60 315
Related Parties						
Mutual Funds (Available for sale)	25 523	-	25 523	25 523	-	25 523
<b>Others</b>						
Mutual Funds (Available for sale)	91 793	( 10 238 )	81 555	100 147	( 10 280 )	89 867
Surplus on revaluation	-	-	12 105	-	-	577
	<u>379 740</u>	<u>( 10 238 )</u>	<u>381 607</u>	<u>185 329</u>	<u>( 10 280 )</u>	<u>177 087</u>

(Rupees in '000)

## 11. CASH & BANK

	31 March 2019 Unaudited	31 December 2018 Audited Re-stated
Cash and Cash Equivalent		
Cash in hand	1 619	299
Policy & Revenue stamps	10 934	5 660
Cash at bank		
Current account	404 940	1 231 704
Saving account	4 336 361	3 548 699
	<u>4 753 854</u>	<u>4 786 362</u>

## 12. RETAINED EARNING LEDGER ACCOUNT D

Opening balance	2 267 205	2 108 700
Contribution to increase solvency margin	25 857	12 809
Change in solvency margin through profit and loss	( 8 432 )	145 696
	<u>2 284 630</u>	<u>2 267 205</u>
Related Deferred Tax Liability on:		
Opening balance	( 518 756 )	( 578 798 )
Reversal / (charge) to profit and loss account	2 108	60 042
Closing balance	<u>( 516 648 )</u>	<u>( 518 756 )</u>
Net of tax	<u>1 767 982</u>	<u>1 748 449</u>

(Rupees in '000)

	Note	31 March 2019 Unaudited	31 December 2018 Audited
<b>13. INSURANCE LIABILITIES</b>			
Reported outstanding claims	13.1	2 448 701	2 281 165
Incurred but not reported claims	13.2	544 368	515 733
Investment component of unit-linked and account value policies	13.3	105 403 772	103 569 024
Liabilities under individual conventional insurance contracts	13.4	872 650	784 354
Liabilities under group insurance contracts (other than investment linked)	13.5	550 881	453 261
		<u>109 820 372</u>	<u>107 603 537</u>
<b>13.1 Reported Outstanding Claims</b>			
<b>Gross of Reinsurance</b>			
Payable within one year		2 075 381	1 918 000
Payable over a period of time exceeding one year		647 076	646 563
		<u>2 722 457</u>	<u>2 564 563</u>
<b>Recoverable from Reinsurers</b>			
Receivable over a period of time exceeding one year		( 273 756 )	( 283 398 )
		<u>( 273 756 )</u>	<u>( 283 398 )</u>
Net Reported Outstanding Claims		2 448 701	2 281 165
<b>13.2 Incurred But Not Reported Claims</b>			
Gross of Reinsurance		663 673	634 042
Reinsurance Recoveries		( 119 305 )	( 118 309 )
Net of Reinsurance		<u>544 368</u>	<u>515 733</u>
<b>13.3 Investment Component of Unit Linked and Account Value Policies</b>			
Investment Component of Unit Linked Policies		105 403 772	103 569 024
		<u>105 403 772</u>	<u>103 569 024</u>
<b>13.4 Liabilities under Individual Conventional Insurance Contracts</b>			
Gross of Reinsurance		1 072 490	952 718
Reinsurance Credit		( 199 840 )	( 168 364 )
Net of Reinsurance		<u>872 650</u>	<u>784 354</u>
<b>13.5 Liabilities under Group Insurance Contracts other than investment linked )</b>			
Gross of Reinsurance		684 898	532 584
Reinsurance Credit		( 134 017 )	( 79 323 )
Net of Reinsurance		<u>550 881</u>	<u>453 261</u>

## 14. CONTINGENCIES AND COMMITMENTS

14.1 The Income tax assessment of the Company for tax year 2017 has been finalized. The tax department has reopened the assessment order issued under Sec 122(5A) for the tax year 2009-2016 and has raised a demand of Rs. 56.31 million against dividend income so received by the Company to be taxed at corporate rate instead of reduced rates available in the First schedule of Income Tax Ordinance 2001. The Company filed an appeal for tax year 2009-2013 before CIT appeals where the case was decided against the Company. The Company has filed an appeal before Appellate Tribunal for the same tax years where the case was decided in favour of the Company. For tax year 2014 and tax year 2016, the Company filed an appeal before CIT appeals against the order, where the case was decided in favour of the Company. For the tax year 2015, the Company has filed an appeal before CIT appeal. No provision has been made in respect of aforementioned additional demand.

In 2013, Income Tax Department imposed an additional tax demand under section 151(1)(d) on account of non-deduction of withholding tax on surrender and maturity amounting to Rs.13.833 million and Rs.15.014 million for Tax Years 2012 and 2013 respectively. The Company filed an appeal before Commissioner Inland Revenue (Appeals) and the same was dismissed. The Company filed second appeal before the Appellate Tribunal against the order of CIT. The learned Appellate Tribunal Inland revenue has now decided the case in Company's favour. Subsequent to the period, the department has filed review application against the order in Honourable Court of Sindh. The decision is still pending.

In 2015 and 2016, The Searle Company Limited issued bonus shares (76,031 shares and 342,480 shares respectively) after withholding 5 percent of bonus shares (3,801.55 shares and 18,707.44 shares respectively) and the IBL Healthcare Ltd. issued bonus shares (46,625 shares and 80,311 shares respectively) after withholding 5 percent of bonus shares (2,331.26 shares and 4,031 shares respectively). In this regard, a constitutional petition had been filed by the Company in Sindh High Court challenging the applicability of withholding tax provision on bonus shares received by the Company. The honorable high court decided the case against the Company. Subsequently, the Company filed an appeal with a larger bench of the Sindh High Court and in response the Sindh High Court has suspended the earlier judgement until the next date of hearing, which has not yet been decided. The Company is of the view that the case will be decided in its favour and no provision has been made for the aforementioned tax.

The Company has not provided for and billed its customers for Sindh Sales Tax for the period from 1 July 2018 to 31 March 2019 and Punjab Sales Tax for the period from 1 November 2018 to 31 March 2019 on risk premium of life insurance business. Sindh Revenue Board ("SRB") has in the past granted exemption for sales tax on life insurance premium on a year to year basis which had expired on 30 June 2018. However, sales tax on life insurance premium on policies written in Punjab has been made applicable from 1 November, 2018 and Balochistan Revenue Authority had imposed sales tax on life insurance premium effective 1 January 2015.

The Company is of the view that the levy of sales tax on life insurance business is not fair and is unjust. The matter for the renewal of the exemption was taken up at the collective level by the Insurance Association of Pakistan (IAP) with the sales tax authorities. Further, the Sindh Cabinet in its meeting held on 27th Feb 2019 has also deferred the levy of taxes on Health and Life Insurance premium till the next financial year. The Company has also sought a legal opinion from the legal counsel and based on this opinion and, in view of the fact that the matter is under the process of review with the taxation authorities, the Company has not billed sales tax on life insurance premium to its customers. Based on the IAP's discussions with the sales tax authorities, the decision of the Sindh Cabinet and the legal opinion, we are hopeful that the exemption will be granted. Accordingly, the provision against sales tax liability has not been made by the Company in these financial statements as the discussions are still in progress.

14.2 Bank guarantees amounting to Rs.17.27 million has been given in respect of Group Life coverage. These bank guarantees will expire by 16th January 2020.

	(Rupees in '000)	
	Aggregate	
	Three months ended 31 March	
	2019	2018
<b>15. NET INSURANCE PREMIUM / CONTRIBUTION REVENUE</b>		
<b>Gross premium / contribution</b>		
Regular premium / contribution individual policies		
First year	1 519 840	1 308 533
Second year renewal	1 088 442	966 294
Subsequent year renewal	3 689 240	3 198 158
Single premium / contribution individual policies	297 871	832 924
Group policies with cash values	14 028	18 331
Group policies without cash values	926 810	767 429
Less: Experience Refund	( 79 636 )	( 63 624 )
<b>Total gross premium / contribution</b>	<b>7 456 595</b>	<b>7 028 045</b>
<b>Less: Reinsurance premium / retakaful contribution ceded</b>		
On individual life first year business	2 879	11 134
On individual life second year business	4 449	15 177
On individual life renewal business	26 020	63 241
On group policies	142 220	172 150
Less: Experience refund from reinsurers	( 9 912 )	( 22 860 )
Less: Reinsurance commission on risk premium	( 989 )	( 4 424 )
<b>Total reinsurance premium / retakaful contribution ceded</b>	<b>164 667</b>	<b>234 418</b>
<b>Net premium / contribution</b>	<b>7 291 928</b>	<b>6 793 627</b>
<b>16. INVESTMENT INCOME</b>		
<b>Income from equity securities</b>		
<b>Fair Value through Profit and Loss</b>		
Dividend income	420 278	2 040
<b>Available for Sale</b>		
Dividend income	3 588	308 180
<b>Income from debt securities</b>		
<b>Fair Value through Profit and Loss</b>		
Return on debt securities	222 049	81 190
On government securities	1 136 273	972 988
<b>Held to Maturity</b>		
On government securities	110 946	62 177
<b>Income from term deposits</b>		
Return on term deposits	327 025	154 924
	<b>2 220 159</b>	<b>1 581 499</b>

(Rupees in '000)

## Aggregate

	Three months ended 31 March	
	2019	2018
<b>17. NET REALISED FAIR VALUE GAINS (LOSSES) ON FINANCIAL ASSETS</b>		
Available for sale financial assets		
Realised gains on:		
- Equity securities	160 737	630 704
Realised losses on:		
- Equity securities	(2 850 699)	(851 679)
- Government securities	-	(8)
	<u>(2 689 962)</u>	<u>(220 983)</u>
<b>18. NET FAIR VALUE GAINS (LOSSES) ON FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS</b>		
Net unrealised losses on investments at fair value through profit or loss (Held for trading purposes)	(1 319)	(9 877)
Net unrealised gains / (losses) on investments in financial assets	167 319	(280 415)
Net unrealised gains on investments at fair value through profit or loss (Designated upon initial recognition)	<u>1 710 547</u>	<u>3 355 975</u>
Total investment income	1 876 547	3 065 683
(Provision) / Reversal of Impairment in value of available for sale securities	(1 001)	4 196
Less: Investment related expenses	<u>(2 008)</u>	<u>(1 000)</u>
	<u>1 873 538</u>	<u>3 068 879</u>
<b>19. OTHER INCOME</b>		
Other	2 014	2 724
Gain on sale of fixed assets	9 337	3 069
Return on loans to employees	4 244	3 074
	<u>15 595</u>	<u>8 867</u>
<b>20. NET INSURANCE BENEFITS</b>		
<b>Gross claims</b>		
Claims under individual policies		
by death	272 940	153 284
by insured event other than death	5 991	1 885
by maturity	314 965	338 849
by surrender	3 259 026	2 908 337
<b>Total gross individual policy claims</b>	<u>3 852 922</u>	<u>3 402 355</u>
Claims under group policies		
by death	483 869	463 425
by insured event other than death	19 852	72 280
by maturity	322	25
by surrender	1 762	1 278
<b>Total gross group claims</b>	<u>505 805</u>	<u>537 008</u>
<b>Total gross claims</b>	<u>4 358 727</u>	<u>3 939 363</u>
<b>Less: Reinsurance / retakaful recoveries</b>		
On individual life	45 004	15 095
On group claims	54 440	90 850
<b>Total reinsurance / retakaful recoveries</b>	<u>99 444</u>	<u>105 945</u>
Add: Claims related expenses	1 046	-
Net insurance benefit expense	<u>4 260 329</u>	<u>3 833 418</u>

## 21. ACQUISITION EXPENSES

(Rupees '000)

	Aggregate	
	Three months ended 31 March	
	2019	2018
Remuneration to insurance intermediaries on individual policies:		
– commission to agent on first year premiums	581 773	548 093
– commission to agent on second year premiums	138 747	97 379
– commission to agent on subsequent renewal premiums	109 611	79 897
– commission to agent on single premiums	7 754	25 635
– override commission to supervisors	142 811	123 950
– other benefits to insurance intermediaries salaries, allowances and other benefits	361 932	276 735
Remuneration to insurance intermediaries on group policies:		
– commission	98 880	91 085
– other benefits to insurance intermediaries	18 158	17 856
– Traveling expenses (including cost of contests, conventions etc.)	14 993	10 918
– Printing and stationery	3 618	3 072
– Depreciation	28 796	17 691
– Rent, rates and taxes	31 194	23 259
– Electricity, gas and water	6 326	3 420
– Entertainment	7 127	5 901
– Vehicle running expenses	4 249	2 851
– Office repairs & maintenance	4 784	5 722
– postages, telegrams and telephone	11 545	9 142
– Medical fees	5 846	5 986
– Others	33 784	21 839
Other acquisition costs - policy stamps	26 680	24 276
	<b>1 638 608</b>	<b>1 394 707</b>

## 22. MARKETING AND ADMINISTRATION EXPENSES

Employee benefit cost	168 448	145 779
Traveling expenses	4 011	9 010
Advertisements and sales promotion	41 772	29 692
Printing and stationery	12 855	10 170
Depreciation	31 776	29 129
Amortisation	3 231	2 847
Rent, rates and taxes	2 119	2 153
Legal and Professional charges - business related	35 415	14 145
Electricity, gas and water	8 925	6 287
Entertainment	10 036	8 490
Vehicle running expenses	1 669	4 350
Office repair and maintenance	14 894	19 886
Appointed actuary fees	2 850	2 700
Bank charges	2 099	7 778
Postage, internet and telephone	23 347	14 007
Fees and subscription	9 607	5 591
Annual supervision fee SECP	15 072	14 183
Miscellaneous	23 110	13 570
	<b>411 236</b>	<b>339 767</b>

Rupees '000

		Aggregate	
		Three months ended 31 March	
		2019	2018
<b>23</b>	<b>OTHER EXPENSES</b>		
	Traveling	–	818
	Directors' fee	450	700
	Advertisements and publicity	–	162
	Donation	1 891	846
	Others	117	174
		<u>2 458</u>	<u>2 700</u>
<b>24</b>	<b>TAXATION</b>		
	<b>For the period</b>		
	Current	103 938	89 389
	Deferred	(9 508)	1 500
		<u>94 430</u>	<u>90 889</u>

		(Rupees '000)				
		Held to maturity	Available to Sale	Fair value through profit & loss account	Deposit maturing within 12 months	Total
	<b>At beginning of previous year (Re-stated)</b>	3 081 423	446 022	81 992 677	12 439 000	97 959 122
	Additions	13 577 932	52 737	186 291 656	97 052 200	296 974 525
	Disposals (sale and redemptions)	(12 918 657)	(14 707)	(178 636 608)	(94 442 100)	(286 012 072)
	Fair value net losses (excluding net realised losses)	–	(23 110)	(3 063 680)	–	(3 086 790)
	Impairment losses	–	(14 148)	–	–	(14 148)
	<b>At beginning of current year (Re-stated)</b>	3 740 698	446 795	86 584 045	15 049 100	105 820 637
	Additions	3 900 433	1 848 085	55 130 863	38 439 000	99 318 381
	Disposals (sale and redemptions)	(5 516 400)	(2 250 000)	(72 215 436)	(18 184 100)	(98 165 936)
	Fair value net (losses) / gain (excluding net realised (losses) / gains)	–	(43 878)	1 876 546	–	1 832 668
	Impairment losses	–	(1 002)	–	–	(1 002)
	<b>At end of current period</b>	<u>2 124 731</u>	<u>–</u>	<u>71 376 018</u>	<u>35 304 000</u>	<u>108 804 749</u>

## 26. SEGMENTAL INFORMATION

### 26.1 Revenue Account by Statutory Fund

	2019						(Rupees in '000)
	Statutory Funds						Aggregate
	Investment Linked Business	Conventional Business	Pension Business (Unit Linked)	Accident & Health Business	Family Takaful Investment Linked Business	Family Takaful Protection Business	Three months ended 31 March 2019
<b>Income</b>							
Premium / Contribution less reinsurance / retakaful	5 791 309	668 566	72	241	782 837	47 306	7 290 331
Policy transfer from other statutory funds	–	–	–	–	1 597	–	1 597
Net investment income / wakala income	1 267 372	67 122	264	134	98 730	22 235	1 455 857
<b>Total net income</b>	<b>7 058 681</b>	<b>735 688</b>	<b>336</b>	<b>375</b>	<b>883 164</b>	<b>69 541</b>	<b>8 747 785</b>
<b>Insurance Benefits and Expenditures</b>							
Claims net of reinsurance recoveries	3 648 059	416 219	2 644	1 251	158 424	30 852	4 257 449
Policy transfer to other statutory funds	1 836	–	–	–	–	–	1 836
Management expenses	1 470 693	178 259	15	80	450 541	32 407	2 131 995
<b>Total Insurance Benefits and Expenditures</b>	<b>5 120 588</b>	<b>594 478</b>	<b>2 659</b>	<b>1 331</b>	<b>608 965</b>	<b>63 259</b>	<b>6 391 280</b>
<b>Excess of income over Insurance Benefits and Expenditures</b>	<b>1 938 093</b>	<b>141 210</b>	<b>(2 323)</b>	<b>(956)</b>	<b>274 199</b>	<b>6 282</b>	<b>2 356 505</b>
<b>Net Change in Insurance Liabilities (Other than outstanding Claims)</b>	<b>(1 644 362)</b>	<b>(131 194)</b>	<b>2 308</b>	<b>105</b>	<b>(284 825)</b>	<b>(1 488)</b>	<b>(2 059 456)</b>
<b>Surplus / (deficit) before tax</b>	<b>293 731</b>	<b>10 016</b>	<b>(15)</b>	<b>(851)</b>	<b>(10 626)</b>	<b>4 794</b>	<b>297 049</b>
<b>Movement in policyholders' liabilities</b>	<b>1 644 362</b>	<b>131 194</b>	<b>(2 308)</b>	<b>(105)</b>	<b>284 825</b>	<b>1 488</b>	<b>2 059 456</b>
Transfer of (surplus) / deficit to shareholders' fund	(271 559)	(27 543)	(32)	–	–	(6 348)	(305 482)
Capital contribution from share holders' fund	–	–	–	828	25 029	–	25 857
<b>Net Transfer to / from shareholders' fund</b>	<b>(271 559)</b>	<b>(27 543)</b>	<b>(32)</b>	<b>828</b>	<b>25 029</b>	<b>(6 348)</b>	<b>(279 625)</b>
<b>Balance of statutory funds at beginning of the period</b>	<b>102 834 817</b>	<b>1 422 896</b>	<b>24 457</b>	<b>1 480</b>	<b>3 559 726</b>	<b>107 368</b>	<b>107 950 744</b>
<b>Balance of statutory funds at end of the period</b>	<b>104 501 351</b>	<b>1 536 563</b>	<b>22 102</b>	<b>1 352</b>	<b>3 858 954</b>	<b>107 302</b>	<b>110 027 624</b>

(Rupees in '000)

	2018						Aggregate Three months ended 31 March 2018
	Investment Linked Business	Conventional Business	Pension Business (Unit Linked)	Accident & Health Business	Family Takaful Investment Linked Business	Family Takaful Protection Business	
<b>Income</b>							
Premium / Contribution less reinsurances / retakaful	5 629 993	521 246	181	146	606 641	35 420	6 793 627
Policy transfer from other statutory funds	-	-	-	-	361	-	361
Net investment income	4 271 368	25 633	627	144	140 337	13 083	4 451 192
Total net income	9 901 361	546 879	808	290	747 339	48 503	11 245 180
<b>Insurance Benefits and Expenditures</b>							
Claims net of reinsurance recoveries	3 328 294	426 743	-	500	60 273	17 607	3 833 417
Policy transfer from other statutory funds	361	-	-	-	-	-	361
Management expenses	1 333 296	142 731	17	63	288 695	26 459	1 791 261
<b>Total Insurance Benefits and Expenditures</b>	4 661 951	569 474	17	563	348 968	44 066	5 625 039
<b>Excess of income over Insurance Benefits and Expenditures</b>	5 239 410	(22 595)	791	(273)	398 371	4 437	5 620 141
<b>Net Change in Insurance Liabilities (Other than outstanding Claims)</b>	(4 824 982)	(128 443)	909	350	(374 211)	(32 735)	(5 359 112)
<b>Surplus / (Deficit) before tax</b>	414 428	(151 038)	1 700	77	24 160	(28 298)	261 029
<b>Movement in policyholders' liabilities</b>	4 824 982	128 443	(909)	(350)	374 211	32 735	5 359 112
Transfer of (surplus) / deficit to shareholders' fund	(353 456)	-	(1 705)	(96)	-	-	(355 257)
Capital contribution from share holders' fund	-	159 623	-	-	(20 544)	21 694	160 773
Net Transfer to/from shareholders' fund	(353 456)	159 623	(1 705)	(96)	(20 544)	21 694	(194 484)
<b>Balance of statutory funds at beginning of the period</b>	97 549 002	1 270 484	25 923	2 090	2 297 280	70 078	101 214 857
<b>Balance of statutory funds at end of the period</b>	102 434 956	1 407 512	25 009	1 721	2 675 107	96 209	106 640 514

As at 31 March 2019

As at 31 December 2018 (Audited)

	As at 31 March 2019			As at 31 December 2018 (Audited)		
	Statutory Funds	Shareholders Funds	Total	Statutory Funds	Shareholders Funds	Total
<b>26.2 Segment statement of financial position</b>						
Property and equipment	1 302 580	1 117 265	2 419 845	1 317 467	1 114 160	2 431 627
Intangible assets	-	23 951	23 951	-	27 038	27 038
Investments	106 574 574	2 230 171	108 804 745	103 402 211	2 418 426	105 820 637
Insurance / reinsurance receivables	217 566	-	217 566	169 600	-	169 600
Other loans and receivables	2 020 050	190 480	2 210 530	2 928 578	181 860	3 110 438
Taxation - payments less provision	2 434	496 695	499 129	934	336 793	337 727
Prepayments	111 243	-	111 243	81 182	-	81 182
Cash & Bank	4 270 683	483 170	4 753 853	4 768 942	17 420	4 786 362
<b>Total Assets</b>	<u>114 499 130</u>	<u>4 541 732</u>	<u>119 040 862</u>	<u>112 668 914</u>	<u>4 095 697</u>	<u>116 764 611</u>
Insurance Liabilities net of reinsurance recoveries	109 820 374	-	109 820 374	107 603 537	-	107 603 537
Deferred taxation	-	682 641	682 641	-	704 433	704 433
Premium / Contribution received in advance	834 914	-	834 914	714 419	-	714 419
Insurance / reinsurance payables	255 869	-	255 869	193 218	-	193 218
Other creditors and accruals	1 144 139	62 182	1 206 321	1 458 118	63 290	1 521 408
<b>Total Liabilities</b>	<u>112 055 296</u>	<u>744 823</u>	<u>112 800 119</u>	<u>109 969 292</u>	<u>767 723</u>	<u>110 737 015</u>

## 27. RELATED PARTY TRANSACTIONS

The related parties comprise of holding company, directors, key management personnel, associated companies/associated undertakings, and entities with common directors and retirement benefit fund. The transactions with related parties are carried out at commercial terms and conditions except for compensation to key management personnel which are on employment terms. The detail of transactions with related parties during the period, other than those which have been specifically disclosed elsewhere in the financial statements are as follows:

(Rupees in '000)

	Three months ended - (Unaudited)	
	31 March 2019	31 March 2018
<b>Transactions</b>		
<b>Holding company</b>		
Premium written	9 059	-
Premium paid	43 291	-
Claims paid	1 825	-
Claims received	1 353	-
<b>Associated companies</b>		
Premium written	64 958	56 910
Premium paid	21 675	38 871
Claims paid	1 180	3 194
Claims received	-	208
Commission paid	82 873	83 268
Travelling expenses	-	16
Donation paid	537	50
Dividend accrued	-	276 236
Interest on bank deposit	151 892	44 829
Investment sold	25 558	-
<b>Key management personnel</b>		
Premium written	159	32
Loan recovered	900	900
Compensation paid	45 971	44 678
Dividend accrued	-	8 053
<b>Employees' funds</b>		
Contribution to provident fund	8 653	6 619
Contribution to pension fund	8 636	5 262

(Rupees in '000)

	31 March 2019	31 December 2018
	Unaudited	Audited
<b>Balances</b>		
Bank balances	1 378 522	661 499
Bank deposits	12 900 000	2 150 000
Premium payable	767	21
Premium receivable	196	1 146
Investment in EFU General Insurance Limited designated to unit funds	483 169	715 719
Investment in related party	131 414	508 571
Claims outstanding- Holding company	300	-
Claims outstanding- Related party	3 585	6 024
Loan receivable of key employees	22 644	23 544

## 28. WINDOW TAKAFUL OPERATIONS

The Statement of financial position of Window Takaful Operations as at 31 March 2019 and its financial performance for the period ended 31 March 2019 are as follows:

### 28.1 Balance Sheet

(Rupees '000)

	Statutory Funds			Aggregate	
	Shareholders' Fund	Family Takaful Investment Linked Business	Family Takaful Protection Business	31 March 2019 Unaudited	31 December 2018 Audited
<b>Share capital and reserves</b>					
Operator's Fund	50 000	–	–	50 000	50 000
Accumulated surplus	6 348	–	–	6 348	21 557
General reserves	–	–	–	–	–
Net shareholders' equity	56 348	–	–	56 348	71 557
<b>Balance of statutory fund</b> [including policyholders' liabilities Rs. 3378.39 million (2018: Rs.3496.08 million)]					
Participant Investment Fund	40 141	3 663 176	–	3 703 317	3 431 612
Participant Takaful Fund - Waqf	–	159 119	103 817	262 936	235 482
Cede Money - Waqf	–	2 000	–	2 000	2 000
Shareholder's Fund unit holding in PIF	–	22 617	–	22 617	22 201
	40 141	3 846 912	103 817	3 990 870	3 691 295
<b>Creditors and accruals</b>					
Outstanding Claims	–	56 927	27 164	84 091	69 263
Contribution received in advance	–	66 935	12 616	79 551	94 104
Amounts due to retakaful	–	14 788	46 989	61 777	66 301
Amounts due to agents	–	86 247	5 620	91 867	147 570
Accrued expenses	62 353	–	–	62 353	76 692
Other creditors and accruals	292 586	187 160	524 849	1 004 595	980 323
Interfund payable	94 862	98 204	–	193 066	198 917
Total liabilities	449 801	510 261	617 238	1 577 300	1 633 170
<b>Total equity and liabilities</b>	546 290	4 357 173	721 055	5 624 518	5 396 022
<b>Cash and bank deposits</b>					
Policy stamps in hand	398	–	–	398	91
Current and other accounts	99 358	1 180 976	123 894	1 404 228	957 097
Deposits maturing within 12 months	103 000	1 251 000	–	1 354 000	1 374 000
	202 756	2 431 976	123 894	2 758 626	2 331 188
<b>Investments</b>					
Government securities	10 001	66 201	10 312	86 514	326 977
Other Fixed Income	–	659 835	–	659 835	480 000
Listed Equities & Mutual Funds	–	1 079 204	–	1 079 204	1 148 408
	10 001	1 805 240	10 312	1 825 553	1 955 385
<b>Current assets - others</b>					
Prepayments	9 455	–	–	9 455	8 019
Contributions due but unpaid	–	–	10 536	10 536	13 318
Sundry receivables	272 655	69 157	383 156	724 968	818 357
Investment income accrued	944	50 800	92	51 836	33 425
Shareholder's Fund unit holding in PIF	22 617	–	–	22 617	22 201
Capital contribution	25 029	–	–	25 029	12 809
Income Tax Assets	2 434	–	–	2 434	933
Advances and deposits	399	–	–	399	1 470
Interfund Receivable	–	–	193 065	193 065	198 917
	333 533	119 957	586 849	1 040 339	1 109 449
<b>Total assets</b>	546 290	4 357 173	721 055	5 624 518	5 396 022

## 28.2 Revenue Account

### 28.2.1 Participants' Investment Fund ( PIF)

#### Income

	Statutory Funds		(Rupees '000)	
	Family Takaful Investment Linked Business	Family Takaful Protection Business	Aggregate Three months ended 31 March	
			2019	2018
Allocated contribution	436 721	–	436 721	376 730
Policy transfer to other statutory fund	1 597	–	1 597	361
Bonus units transfer to Statutory Fund	–	–	–	–
Net investment (loss) / income	27 633	–	27 633	88 435
Total net income	465 951	–	465 951	465 526

#### Less: Claims and Expenditure

Investment management charges	12 676	–	12 676	8 535
Bid offer spread	19 720	–	19 720	17 917
Policy admin fee	15 059	–	15 059	9 850
Wakalat-ul-Istismar	47 455	–	47 455	36 302
Surrender	147 957	–	147 957	57 360
	195 412	–	195 412	93 662

#### Excess of income over claims and expenditure

	270 539	–	270 539	371 864
Add : Technical reserves at the beginning of the period	3 392 637	–	3 392 637	2 185 823
Less : Technical reserves at the end of the period	3 663 176	–	3 663 176	2 557 687
	( 270 539)	–	( 270 539)	( 371 864)

#### Surplus / (Deficit)

	–	–	–	–
Movement in technical reserves	270 539	–	270 539	371 864
Balance of PIF at the beginning of the period	3 392 637	–	3 392 637	2 185 823
Balance of PIF at the end of the period	3 663 176	–	3 663 176	2 557 687

(a)

### 28.2.2 Participants' Takaful Fund (PTF)

#### Income

Contribution net of retakaful recoveries	47 893	47 306	95 199	60 830
Net investment income	2 487	526	3 013	1 313
Total net income	50 380	47 832	98 212	62 143

#### Less: Claims and Expenditure

Claims net of retakaful recoveries	10 467	30 852	41 319	18 915
Wakala fee	13 956	21 709	35 665	23 209
	24 423	52 561	76 984	42 124

#### Excess of income over claims and expenditure

	25 957	( 4 729)	21 228	20 019
Add : Technical reserves at the beginning of the period	45 103	58 336	103 439	58 886
Less : Technical reserves at the end of the period	59 389	59 824	119 213	93 968
	( 14 286)	( 1 488)	( 15 774)	( 35 082)

#### Surplus / (Deficit) before distribution

	11 671	( 6 217)	5 454	( 15 063)
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#### Distribution of surplus

	–	–	–	–
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#### Surplus / (Deficit) after distribution

	11 671	( 6 217)	5 454	( 15 063)
Movement in technical reserves	14 286	1 488	15 774	35 082
Balance of PTF at the beginning of the period	133 162	102 320	235 482	147 473
Qard-e-Hasna	–	6 226	6 226	19 969
Balance of PTF at the end of the period	159 119	103 817	262 936	187 461

(b)

### 28.2.3 Shareholders' Sub-Fund

(Rupees '000)

	Statutory Funds		Aggregate	
	Family Takaful Investment Linked Business	Family Takaful Protection Business	Three months ended 31 March	
			2019	2018
<b>Income</b>				
Un-allocated contribution	298 223	–	298 223	202 535
Net investment income	7 199	–	7 199	4 161
Wakalat-ul-Istismar - PIF	47 455	–	47 455	36 302
Wakala Fee - PTF	13 956	21 709	35 665	23 209
Total net income	366 833	21 709	388 542	266 207
<b>Less: Expenditure</b>				
Acquisition costs	338 521	7 689	346 210	217 178
Administration expenses	50 609	3 010	53 619	38 465
	389 130	10 699	399 829	255 643
<b>(Shortfall) / Excess of income over expenditure</b>	(22 297)	11 010	(11 287)	10 564
Add : Technical reserves at the beginning of the period	–	–	–	–
Less : Technical reserves at the end of the period	–	–	–	–
	–	–	–	–
<b>(Deficit) / surplus transferred to shareholders' fund</b>	(22 297)	11 010	(11 287)	10 564
Movement in technical reserves	–	–	–	–
Transfer to Shareholder's Fund	–	(6 348)	(6 348)	–
Capital Contribution	25 029	–	25 029	1 150
Qard-e-Hasna	–	(6 226)	(6 226)	(19 969)
Retained earnings on other than participating business	33 926	5 047	38 973	34 059
Balance of shareholders' sub fund at the end of the period (c)	36 658	3 483	40 141	25 804
Balance of statutory funds at the end of the period (a+b+c)	3 858 953	107 300	3 966 253	2 770 952

## 28.3 Statement of contribution

	Statutory Funds		(Rupees '000)	
	Family Takaful Investment Linked Business	Family Takaful Protection Business	Aggregate Three months ended 31 March	
			2019	2018
<b>Gross contribution</b>				
<b>Regular contribution individual policies</b>				
First Year	373 707	–	373 707	258 032
Second Year	176 703	–	176 703	191 997
Subsequent year renewal	193 000	–	193 000	66 340
Single contribution individual policies	44 298	–	44 298	99 914
Group policies with cash values	300	–	300	386
Group policies without cash values	–	53 277	53 277	48 657
<b>Total gross contribution</b>	<b>788 008</b>	<b>53 277</b>	<b>841 285</b>	<b>665 326</b>
<b>28.3.1 Participants' Investment Fund</b>				
Allocated regular contribution	394 020	–	394 020	277 177
Allocated single contribution	44 298	–	44 298	99 914
<b>Total allocated contribution</b>	<b>438 318</b>	<b>–</b>	<b>438 318</b>	<b>377 091</b>
<b>28.3.2 Participants' Takaful Fund</b>				
Allocated gross contribution	51 467	53 277	104 744	85 700
Less: Retakaful contribution ceded				
On individual life first year business	764	–	764	3 845
On individual life second year business	1 367	–	1 367	4 228
On individual life subsequent year business	1 786	–	1 786	1 954
On group policies	(342)	–	(342)	1 605
Less: Reinsurance commission on risk premium	–	5 971	5 971	14 843
<b>Total retakaful contribution ceded</b>	<b>3 575</b>	<b>5 971</b>	<b>9 546</b>	<b>26 475</b>
<b>Net Risk Contribution of PTF</b>	<b>47 892</b>	<b>47 306</b>	<b>95 198</b>	<b>59 225</b>
<b>28.3.3 Shareholders' Sub-Fund</b>				
Unallocated regular contribution	298 223	–	298 223	202 535
<b>28.4 Statement of Claims</b>				
<b>Claims under Individual Family Takaful</b>	17 395	–	17 395	4 979
<b>Claims under Group Family Takaful</b>	150	37 842	37 992	22 557
<b>Total Gross Claims</b>	<b>17 545</b>	<b>37 842</b>	<b>55 387</b>	<b>27 536</b>
<b>Gross Claims allocated as follows:</b>				
<b>Participant's Investment Fund (PIF)</b>				
Surrenders / Partial withdrawals under Individual Policies	147 957	–	147 957	57 360
<b>Participant's Takaful Fund (PTF)</b>				
Under individual policies by death	17 545	–	17 545	4 979
Under group policies by death	–	35 022	35 022	20 176
Under group policies by event other than death	–	2 820	2 820	2 381
<b>Total gross claims under PTF</b>	<b>17 545</b>	<b>37 842</b>	<b>55 387</b>	<b>27 536</b>
<b>Less: Re-Takaful recoveries under PTF</b>				
On Individual policies	7 079	–	7 079	2 066
On group policies	–	6 990	6 990	4 950
Profit commission	–	–	–	–
	7 079	6 990	14 069	7 016
<b>Net Claims under PTF</b>	<b>10 466</b>	<b>30 852</b>	<b>41 318</b>	<b>20 520</b>
<b>Total Net Claims</b>	<b>158 423</b>	<b>30 852</b>	<b>189 275</b>	<b>77 880</b>

## 28.5 Statement of Expenses

### Acquisition costs

(Rupees '000)

	Statutory Funds		Aggregate	
	Family Takaful Investment Linked Business	Family Takaful Protection Business	Three months ended 31 March	
			2019	2018
<b>Shareholders' Sub-Fund</b>				
Remuneration to insurance intermediaries on individual policies:				
– commission on first year contribution	157 182	–	157 182	111 434
– commission on renewal contribution	35 162	–	35 162	19 273
– commission on single contribution	956	–	956	2 717
– override commission	27 220	–	27 220	18 280
– other benefits to insurance intermediaries	91 913	–	91 913	34 937
	312 433	–	312 433	186 641
Remuneration to insurance intermediaries on group policies:				
– commission	215	7 434	7 649	11 923
– other benefits to insurance intermediaries	–	225	225	130
	215	7 659	7 874	12 053
Branch overheads	19 809	–	19 809	12 755
Other acquisition costs				
– policy stamps	5 706	–	5 706	4 124
– Medical fees	358	30	388	146
<b>Total acquisition cost</b>	<b>338 521</b>	<b>7 689</b>	<b>346 210</b>	<b>215 719</b>
<b>Marketing and Administration expenses</b>				
Salaries and other benefits	21 806	790	22 596	18 561
Travelling expenses	1 436	21	1 457	1 261
Advertisements and publicity	1 699	115	1 814	605
Printing and stationery	4 674	17	4 691	1 448
Depreciation	3 768	80	3 848	3 460
Amortization	419	–	419	369
Rent rates and taxes	275	–	275	264
Legal and professional charges	835	1 647	2 482	1 389
Electricity gas and water	964	38	1 002	717
Entertainment	1 144	27	1 171	979
Vehicle running Expenses	200	5	205	546
Office repairs and maintenance	1 917	–	1 917	2 576
Appointed Actuary's fees	369	–	369	350
Bank charges	285	–	285	1 108
Postage telegrams and telephone	3 667	4	3 671	1 534
Fees and subscription	1 189	22	1 211	536
Annual supervision fee SECP	1 563	119	1 682	1 331
Miscellaneous	4 399	125	4 524	2 889
Gross Management Expenses	389 130	10 699	399 829	255 642
Fees charged to policy holders	–	–	–	–
Net Management Expenses	389 130	10 699	399 829	255 642

## 28.6 Statement of Investment Income

		(Rupees '000)			
		Statutory Funds		Aggregate	
		Family Takaful Investment Linked Business	Family Takaful Protection Business	Three months ended 31 March	
				2019	2018
<b>28.6.1</b>	<b>Participants' Investment Fund (PIF)</b>				
	Return on government securities	12 015	–	12 015	1 943
	Other fixed income securities	32 815	–	32 815	19 246
	Dividend income	15 492	–	15 492	1 963
	Amortization of (premium) / discount	–	–	–	–
	(Loss) on sale of investment	( 71 058 )	–	( 71 058 )	( 23 448 )
	Unrealized gain on investment	38 369	–	38 369	88 731
	<b>Net investment income of PIF</b>	27 633	–	27 633	88 435
	(a)				
<b>28.6.2</b>	<b>Participants' Takaful Fund (PTF)</b>				
	Return on government securities	754	526	1 280	–
	Other fixed income securities	896	–	896	1 018
	Profit on bank deposits	837	–	837	295
	<b>Net investment income of PTF</b>	2 487	526	3 013	1 313
	(b)				
<b>28.6.3</b>	<b>Shareholders' Sub-Fund</b>				
	Return on government securities	74	–	74	17
	Other fixed income securities	201	–	201	169
	Dividend income	95	–	95	17
	Amortization of (premium) / discount	–	–	–	–
	(Loss) on sale of investment	( 435 )	–	( 435 )	( 206 )
	Unrealized gain on investment	235	–	235	779
	Profit on bank deposits	7 029	–	7 029	3 385
	<b>Net investment income of shareholders' sub-fund</b>	7 199	–	7 199	4 161
	(c)				
	<b>Net Investment Income</b>	37 319	526	37 845	93 909
	(a+b+c)				

## 29. FAIR VALUE

Investments on the balance sheet are carried at fair value except for investments in non unit-linked funds which are stated at lower of cost or market value and unquoted investments which are stated at cost. The Company is of the view that the fair value of the remaining financial assets and liabilities are not significantly different from their carrying values since assets and liabilities are essentially short term in nature.

The Company measures fair values using the following fair value hierarchy that reflects the significance of the inputs used in making the measurements:

**Level 1:** Fair value measurements using quoted prices (unadjusted) in active markets for identical assets or liabilities.

**Level 2:** Fair value measurements using inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

**Level 3:** Fair value measurements using inputs for the asset or liability that are not based on observable market data (i.e. unobservable inputs).

The table below analyses financial instruments measured at the end of the reporting period by the level in the fair value hierarchy into which the fair value measurement is categorized:

### On balance sheet financial instruments 31 March 2019 Unaudited (Rupees '000)

	Fair value through profit and loss	Available for sale	HTM	Loans and Receivables	Other financial assets	Other financial liabilities	Total	Fair value			Total	
								Level 1	Level 2	Level 3		
<b>Financial assets measured at fair value</b>												
- Investments												
Government Securities (T-bills + PIBs + Sukuks)	39 556 401	-	-	-	-	-	39 556 401	-	39 556 401	-	-	39 556 401
Sukuk Bonds (other than government)	1 876 993	-	-	-	-	-	1 876 993	-	1 876 993	-	-	1 876 993
Listed equity securities	28 082 871	-	-	-	-	-	28 082 871	28 082 871	-	-	-	28 082 871
Unlisted equity securities	16 008	-	-	-	-	-	16 008	-	-	16 008	-	16 008
Units of mutual funds	381 607	-	-	-	-	-	381 607	-	381 607	-	-	381 607
Debt securities (Listed TFCs)	3 392 877	-	-	-	-	-	3 392 877	3 392 877	-	-	-	3 392 877
<b>Financial assets not measured at fair value</b>												
- Government Securities (T-bills + PIBs + Sukuks)	-	-	3 037 426	-	-	-	3 037 426	-	2 969 054	-	-	2 969 054
- Balances with banks *	40 057 854	-	-	-	-	-	40 057 854	-	-	-	-	-
- Certificate of Investment	210 000	-	-	-	-	-	210 000	-	-	-	-	-
- Advances	-	-	-	126 329	1 644 286	-	1 770 615	-	-	-	-	-
- Other assets (excluding markup accrued) *	-	-	-	-	662 723	-	662 723	-	-	-	-	-
	113 574 611	-	3 037 426	126 329	2 307 009	-	119 045 375	31 475 748	44 784 055	16 008	-	76 275 811
<b>Financial liabilities not measured at fair value</b>												
- Other liabilities (excluding Liabilities against assets subject to finance lease) *	-	-	-	-	-	2 979 747	2 979 747	-	-	-	-	-
	113 574 611	-	3 037 426	126 329	2 307 009	(2 979 747)	116 065 628	31 475 748	44 784 055	16 008	-	76 275 811

(Rupees '000)

## On balance sheet financial instruments 31 December 2018 Audited

	Fair value through profit and loss	Available for sale	HTM	Loans and Receivables	Other financial assets	Other financial liabilities	Total	Fair value			Total	
								Level 1	Level 2	Level 3		
Financial assets measured at fair value												
- Investments												
Government Securities (T-bills + PIBs + Sukuks)	53 371 573	-	-	-	-	-	53 371 573	-	53 371 573	-	-	53 371 573
Sukuk Bonds (other than government)	436 381	-	-	-	-	-	436 381	-	436 381	-	-	436 381
Listed equity securities	26 864 390	84 364	-	-	-	-	26 948 754	26 948 754	-	-	-	26 948 754
Unlisted equity securities	11 008	-	-	-	-	-	11 008	-	-	11 008	-	11 008
Units of mutual funds	566 867	-	-	-	-	-	566 867	-	566 867	-	-	566 867
Debt securities (Listed TFCs)	745 754	-	-	-	-	-	745 754	745 754	-	-	-	745 754
Financial assets not measured at fair value												
- Government Securities (T-bills + PIBs + Sukuks)	-	-	3 083 004	-	-	-	3 083 004	-	3 097 470	-	-	3 097 470
- Balances with banks *	18 489 441	-	-	-	-	-	18 489 441	-	-	-	-	-
- Certificate of Investment	210 000	-	-	-	-	-	210 000	-	-	-	-	-
- Advances	-	-	-	94 638	1 142 548	-	1 237 186	-	-	-	-	-
- Other assets (excluding markup accrued) *	-	-	-	-	694 046	-	694 046	-	-	-	-	-
	100 695 414	84 364	3 083 004	94 638	1 836 594	-	105 794 014	27 694 508	57 472 291	11 008	-	85 177 807
Financial liabilities not measured at fair value												
- Other liabilities (excluding Liabilities against assets subject to finance lease) *	-	-	-	-	-	3 174 243	3 174 243	-	-	-	-	-
	100 695 414	84 364	3 083 004	94 638	1 836 594	(3 174 243)	102 619 771	27 694 508	57 472 291	11 008	-	85 177 807

\*The Company has not disclosed the fair values for these financial assets and liabilities, as these are for short term or reprice over short term. Therefore their carrying amounts are reasonable approximation of fair value.

## 30 GENERAL

30.1 Figures have been rounded off to the nearest thousand of rupees, unless otherwise stated.

## 31. DATE OF AUTHORIZATION FOR ISSUE

These condensed interim financial information were authorized for issue by the Board of Directors of the Company in their meeting held on 27 April 2019.

HASANALI ABDULLAH  
Director

SAIFUDDIN N. ZOOMKAWALA  
Director

SYED SHAHID ABBAS  
Chief Financial  
Officer

TAHER G. SACHAK  
Managing Director &  
Chief Executive

RAFIQUE R. BHIMJEE  
Chairman

Karachi 27 April, 2019

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