

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ



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## Corporate Briefing for the year ended Dec 31, 2019

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We're leading our sector and working with our clients to advance the cause of sustainability — even in places where you might not expect us.



United Track System (Pvt) Ltd.



Tawasul Risk Management Services (Pvt) Ltd.



United International Farms (Pvt) Ltd.



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## Company Brief

The United Insurance Company of Pakistan Limited (UIC), a member of the United International Group (UIG), is at present Pakistan's 4th largest insurance provider, and the largest provider in the country in terms of its branch network which presently spans over 110 branches across the nation. Furthermore, PACRA, the Pakistan Credit Rating Agency continues to maintain our Insurer Financial Strength (IFS) rating of 'AA'.

## Company Brief

Founded in 1959 by one of the country's leading industrialists, Mr. Fakhruddin Valika, UIC was established with 20% equity from Pakistan Insurance Corporation (now known as Pakistan Reinsurance Company). Initially authorized to offer Life Assurance as well as General Insurance throughout their expansive network of branches across West Pakistan and East Pakistan (now Bangladesh), UIC was able to offer specialized products pertaining to specific needs, such as Engineering Insurance within their General Insurance Business line.

## Company Brief

As a composite company, and with the cooperation of Pakistan Insurance Cooperation, UIC continued to flourish, eventually nationalizing its Life Sector in the 1970's. Being a Captive Insurance Company, UIC's reinsurers in London, Zurich and Munich had no hesitation in granting various reinsurance treaties as per requirements.





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## Company Brief

The United Insurance Company's strength lies in our product's quality and its wide range, combined with efficient and specialist staff. Unlike our competitors, our offices remain open size days a week. Thanks to an abundant workforce, we are able to cater to our client's needs 24 hours a day, 7 days a week.



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## Company Brief

UIC is dedicated in providing insurance products that provide quality protection with value pricing. We wish to establish a successful partnership with our clients, our staff, and other insurance companies, which respects the interests and goals of each party.

Success can be measured by our clients choosing us because of their belief in our ability to meet or exceed their expectations of price, service, and expertise.



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# our. ***vision***

As an insurance Company – To be the  
“FIRST CHOICE”

# our ***Mission***

By adopting Insurance Technologies will meet the global requirements for the regulators' compliances, enhance confidence of Shareholders, country's business community & Generate revenue in shape of taxes.



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## **Mohammad Akram Shahid**

Advisor to the UIC Board / Chairman UIG

## Board of Directors



**Mr. Javaid Sadiq**  
Chairman



**Mr. M. Rahat Sadiq**  
CEO



**Mr. Khawas Khan Niazi**  
Director



**Miss Huma Waheed**  
Director



**Mr. Agha Ali Imam**  
Director



**Mr. Jamil A. Khan**  
Director



**Mr. Syed Rahat Ali Shah**  
Director

## Audit Committee

Mr. Agha Ali Imam	-	Chairman
Mr. Khawas Khan Niazi	-	Member
Mr. Syed Rahat Ali Shah	-	Member
Mr. Maqbool Ahmed	-	Member
Mr. Abdul Mannan Munir	-	Secretary





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## IFS Rating

اَلْحَمْدُ لِلّٰهِ

THE UNITED INSURANCE  
(Pakistan's 4th Largest General Insurance Company)  
Insurer Financial Strength Rating

**AA**

[ DOUBLE A ] by PACRA

**30 April, 2020 - PACRA Maintains IFS Rating of The United Insurance  
Company of Pakistan Limited**





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## Our Products / Services



## Specialized Products

### Engineering & Liability Insurance

#### Construction Phase Insurance:

- Contractor's All Risk Insurance - CAR
- Erection All Risk Insurance - EAR
- Contractor's Plant & Machinery Ins. - CPM
- All Types Of Insurance Bonds

#### Operational Phase Insurance:

- Comprehensive Machinery Insurance - CMI
- Machinery Breakdown - MBD
- Loss Of Profit Insurance
- Boiler & Pressure Plant Insurance
- Electronic Equipment Insurance



## Miscellaneous Products

- Health Insurance
- Travel Health Insurance
- Bankers Blanket Insurance
- Livestock Insurance
- Crop Insurance
- Aviation Insurance
- Employer's Liability
- Workmen's Compensation
- Cash in Transit Insurance
- Cash in Safe
- Cash on Counter
- Household Insurance
- Personal Accident Insurance
- Shop Secure Plan
- Education Secure Plan
- Home Secure Plan

**Property All Risk Insurance  
Fire Insurance****Motor Insurance****Marine Insurance****IATA Travel/Cargo Agents  
Insurance Bonds**





Having taken the initiative, The United Insurance Co of Pakistan Ltd has become Pakistan's first Window Takaful Operator. With authorization from Securities Exchange Commission of Pakistan's Insurance Division, UIC can now offer Takaful insurance in respect of all General Takaful Product.

This is a major milestone for UIC and a testament to our evident customer care and an excellent after sales support.

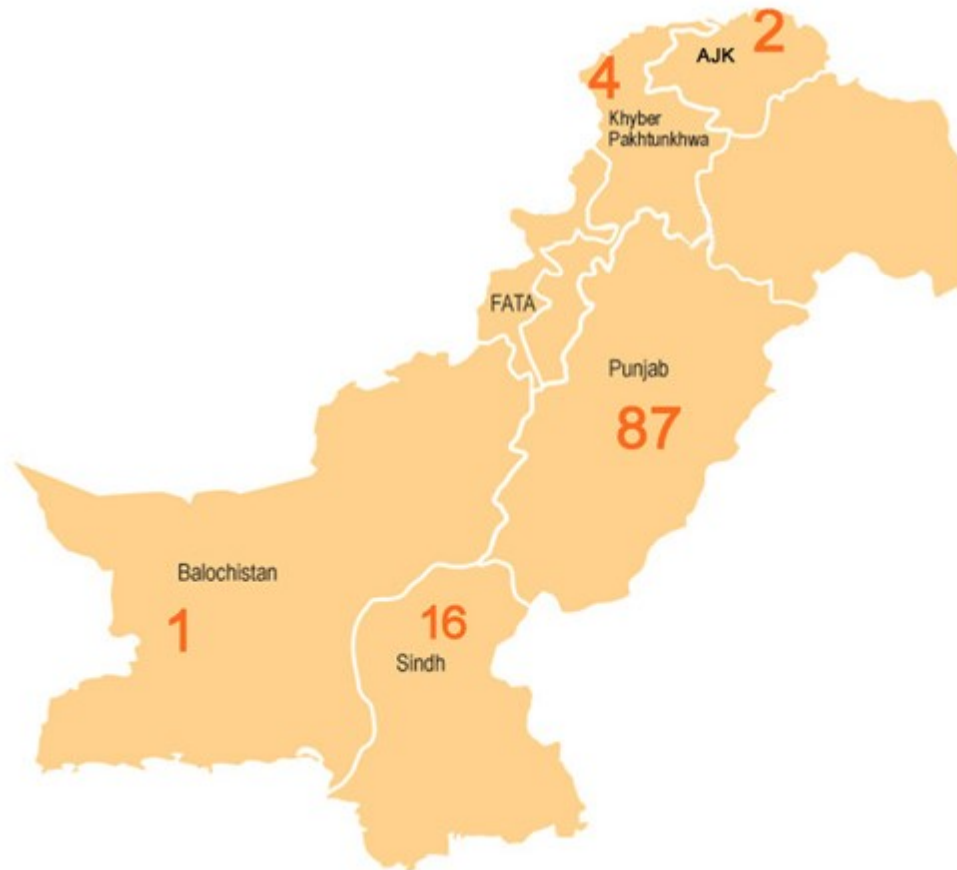


The United Insurance Company of Pakistan Ltd.  
**TAMEEM**  
 Window Takaful Operations

#### Reinsurers for TAMEEM:



## Our Network



### North Region

Islamabad  
Rawalpindi  
Peshawar  
Azad Kashmir

### East Region

Sahiwal  
Faisalabad  
Gujranwala  
Sialkot

### South Region

Karachi  
Hyderabad  
Multan  
Rahim Yar Khan

### West Region

Quetta  
Ziarat



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# Financial Performance/Overview



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**Authorized Capital**

3,000,000,000

**Paid up Capital**

2,601,016,820

**Gross Premium Written FY  
2018**

**Conventional + Takaful**

5,238,605,954

**Gross Premium Written FY  
2019**

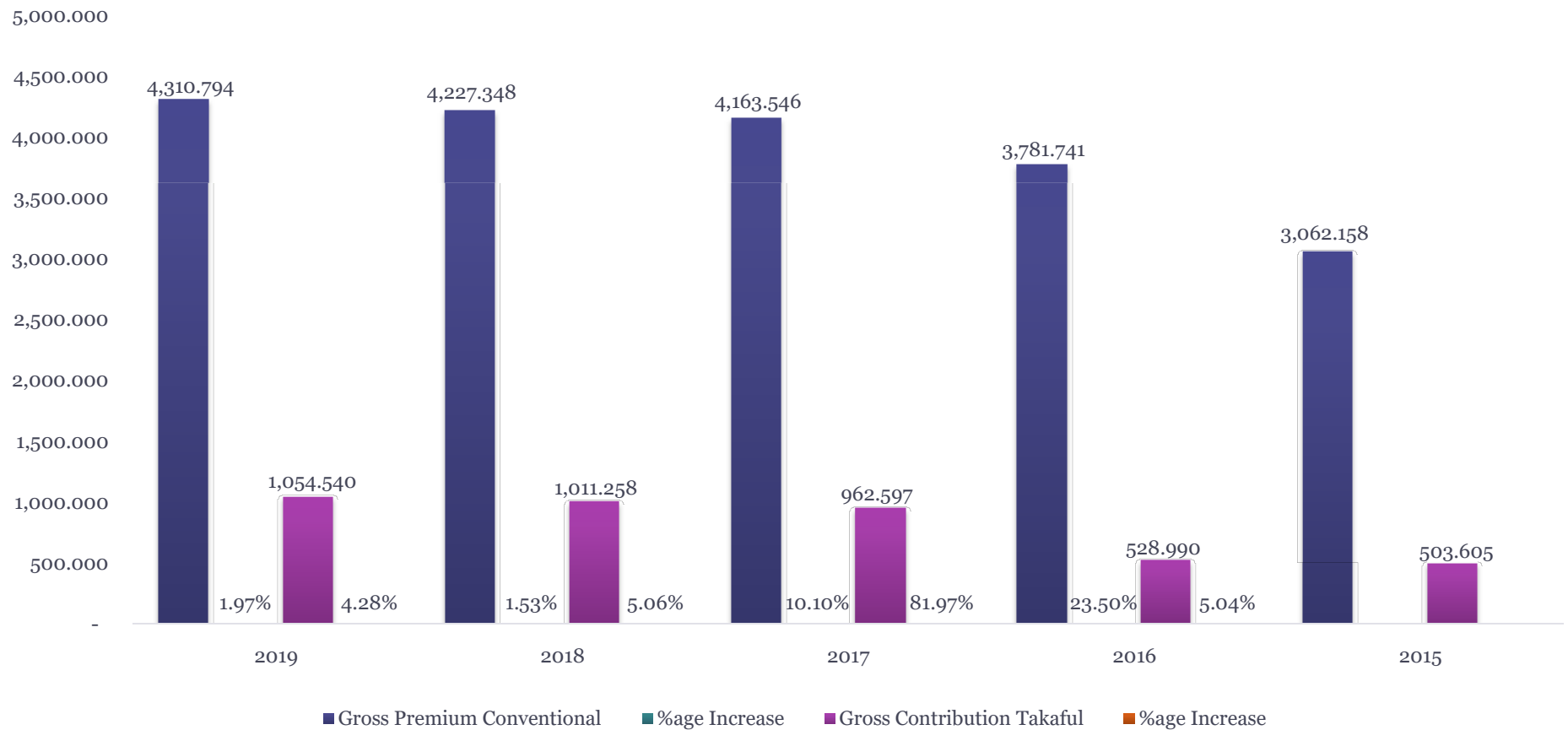
**Conventional + Takaful**

5,365,334,715

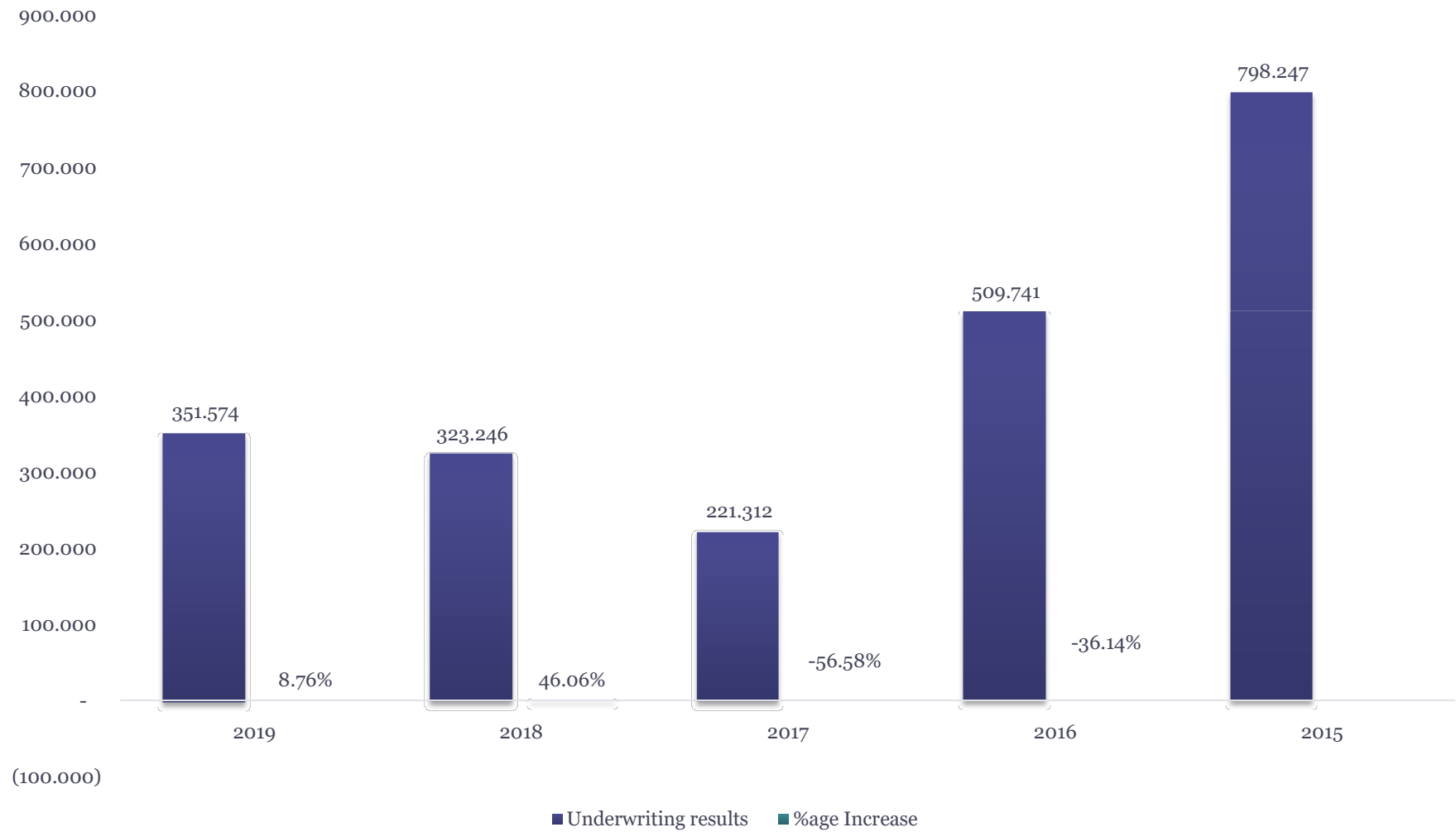


## Five Years Performance

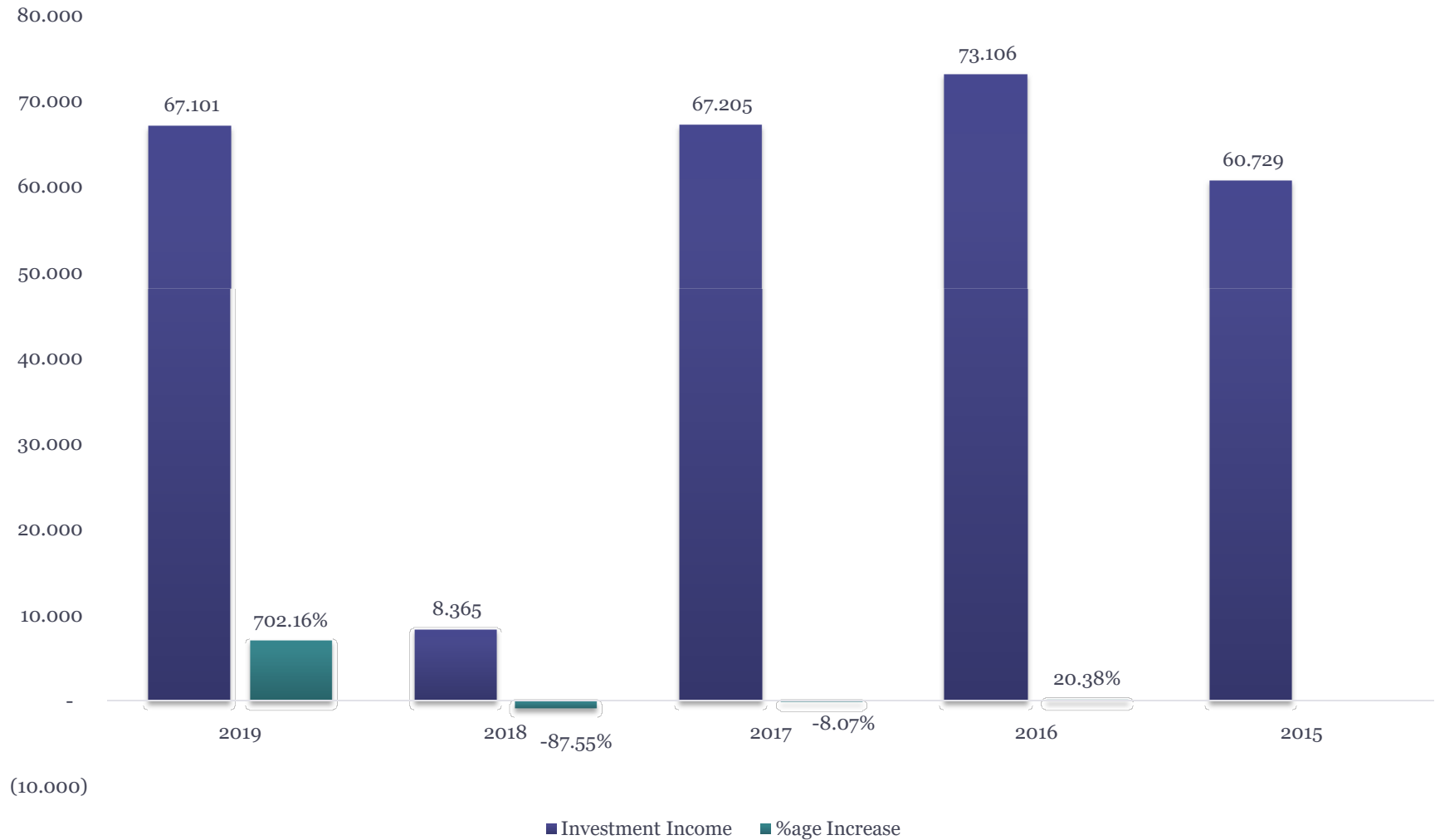
### Gross Premium & Contribution (Rs in Million)



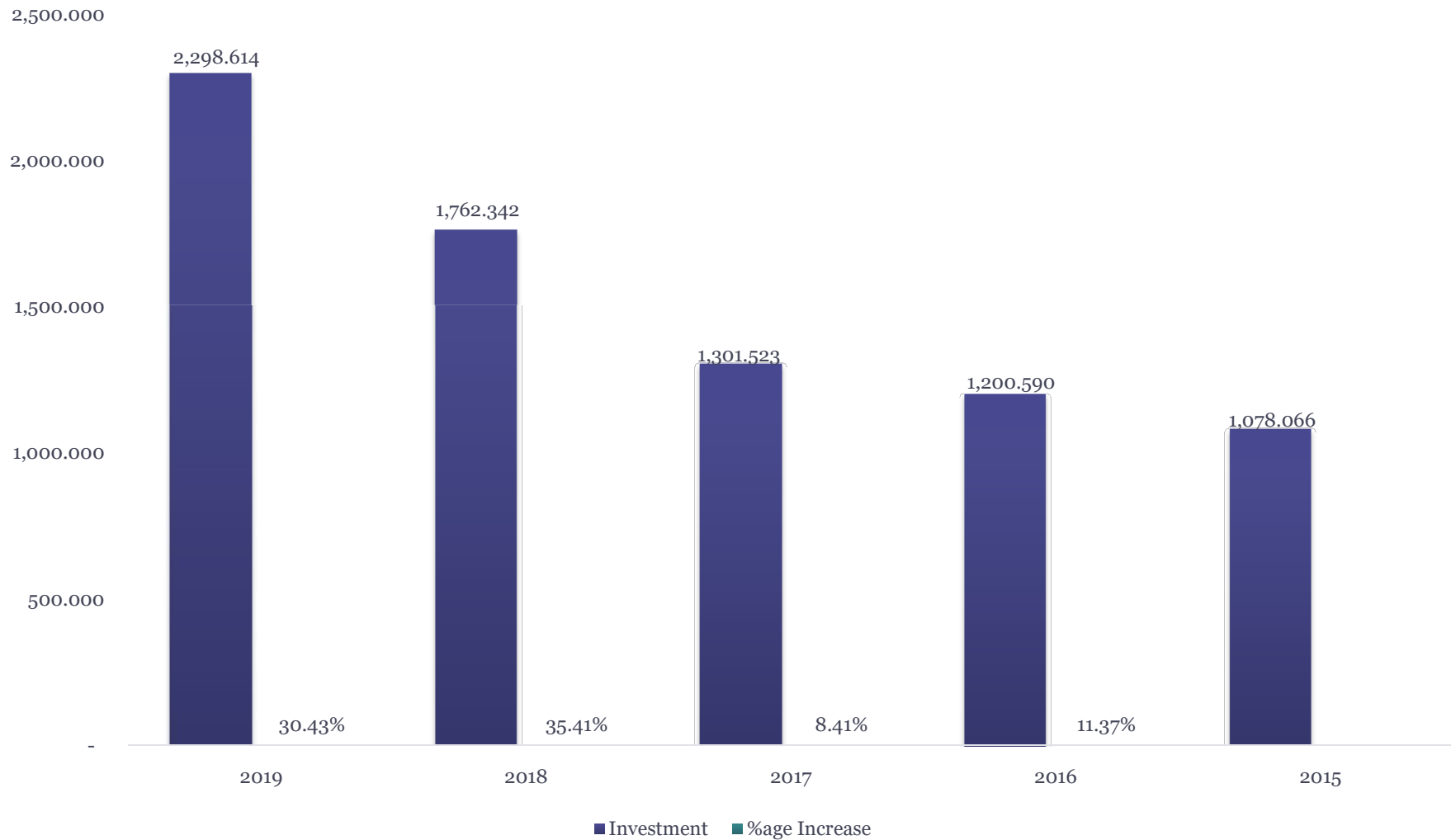
## Underwriting Results (Rs in Million)



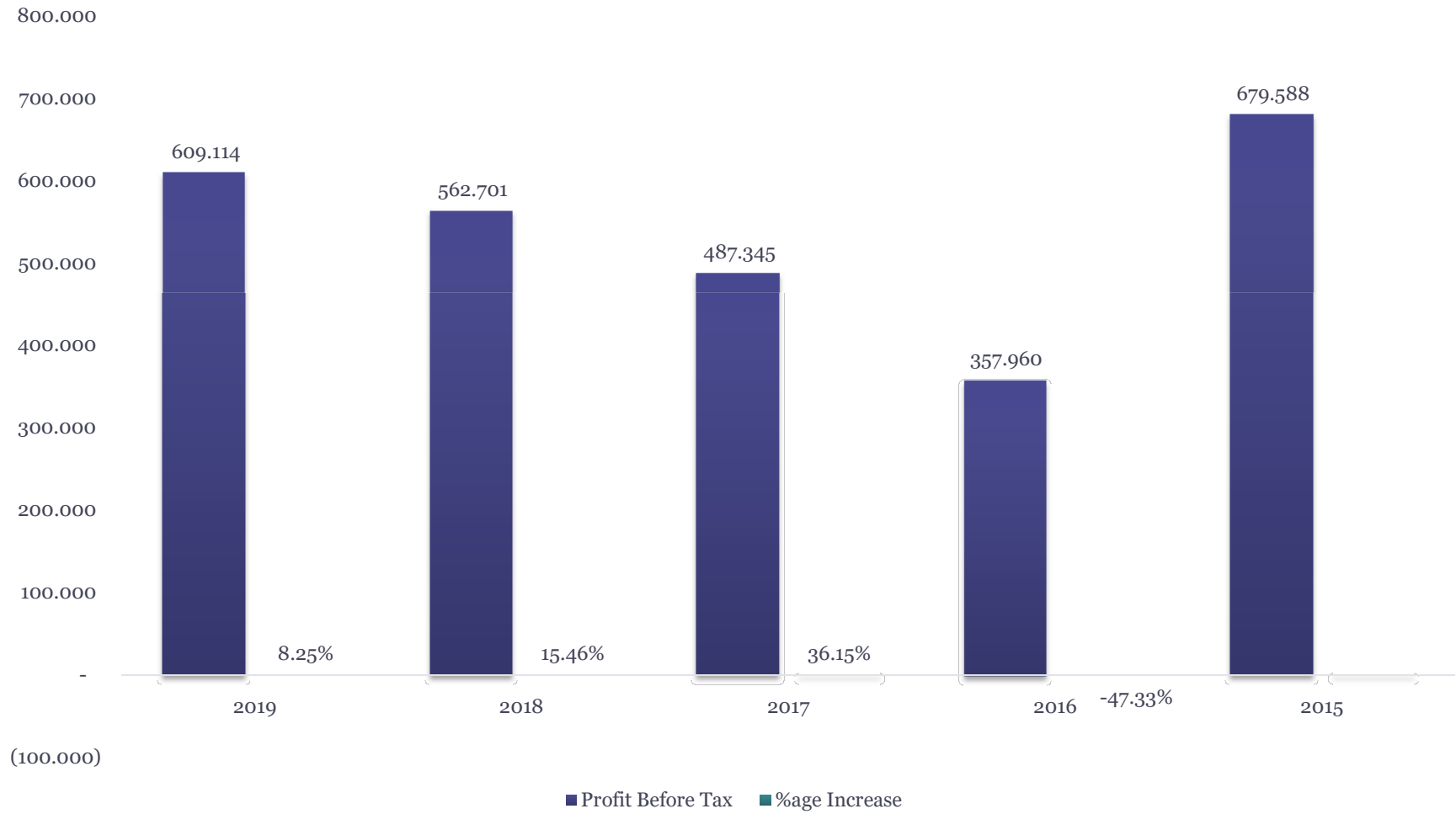
## Investment Income (Rs in Million)



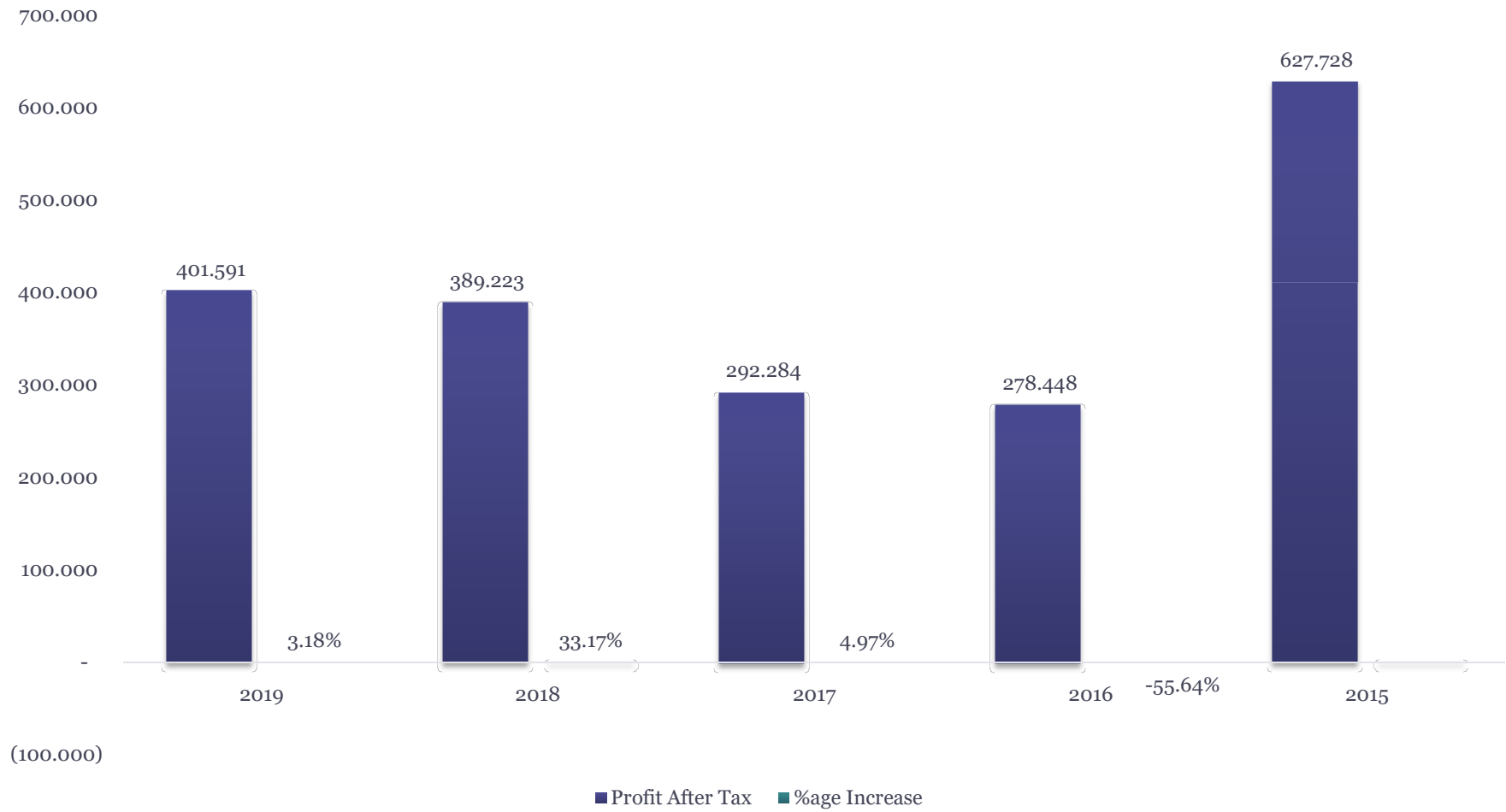
## Investments (Rs in Million)



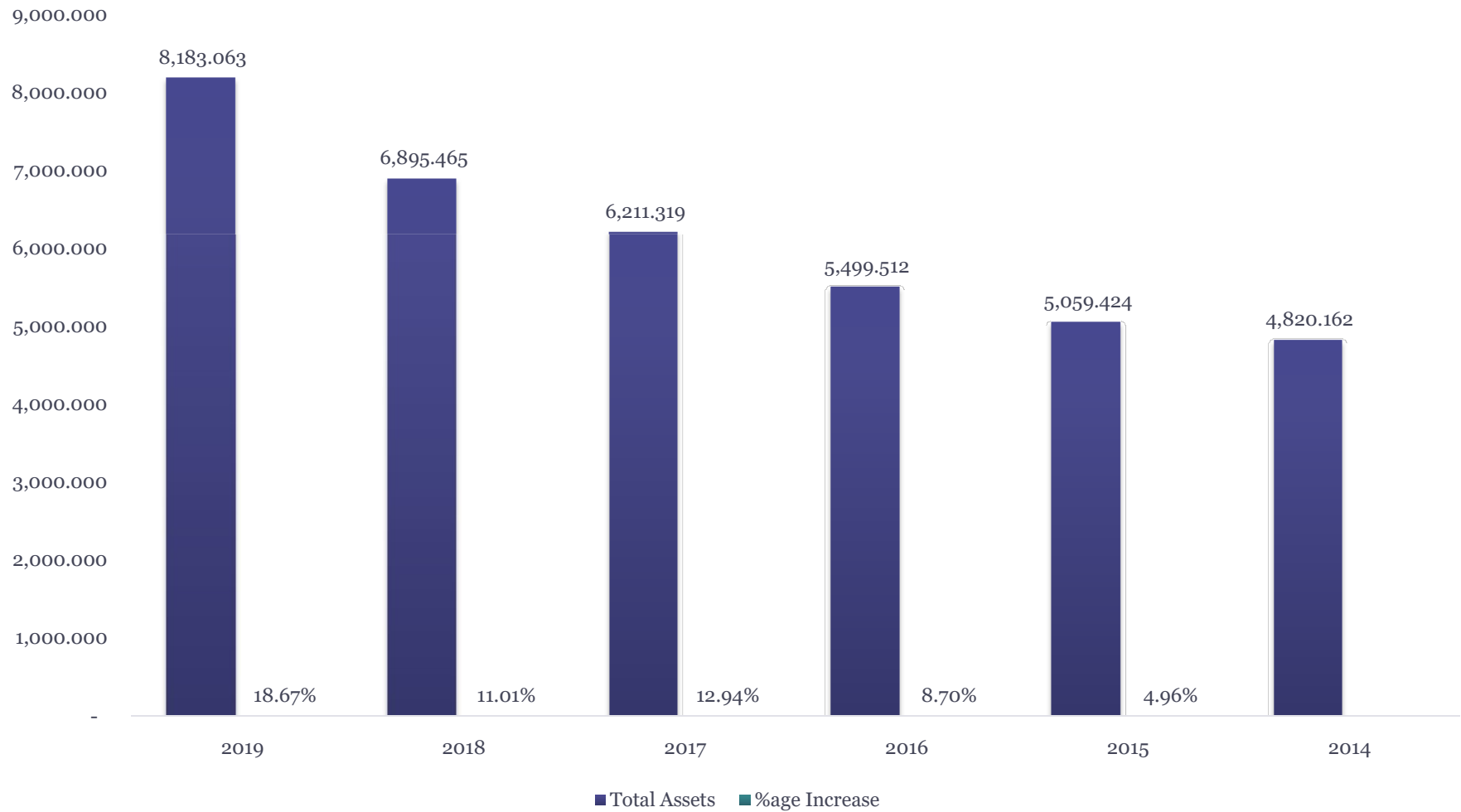
## Profit Before Tax (Rs in Million)



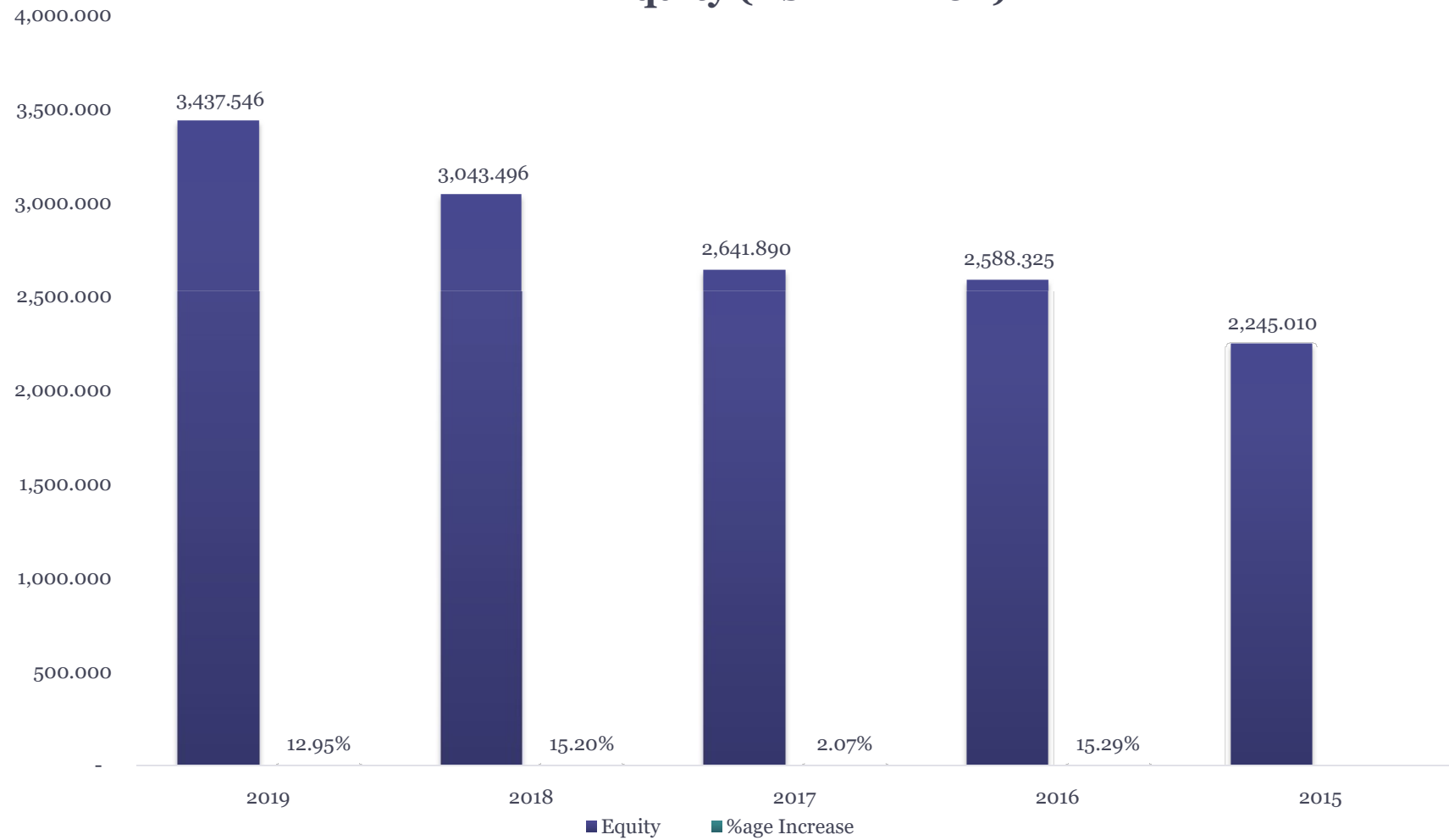
## Profit After Tax (Rs in million)



## Total Assets (Rs in Million)



## Equity (Rs in Million)



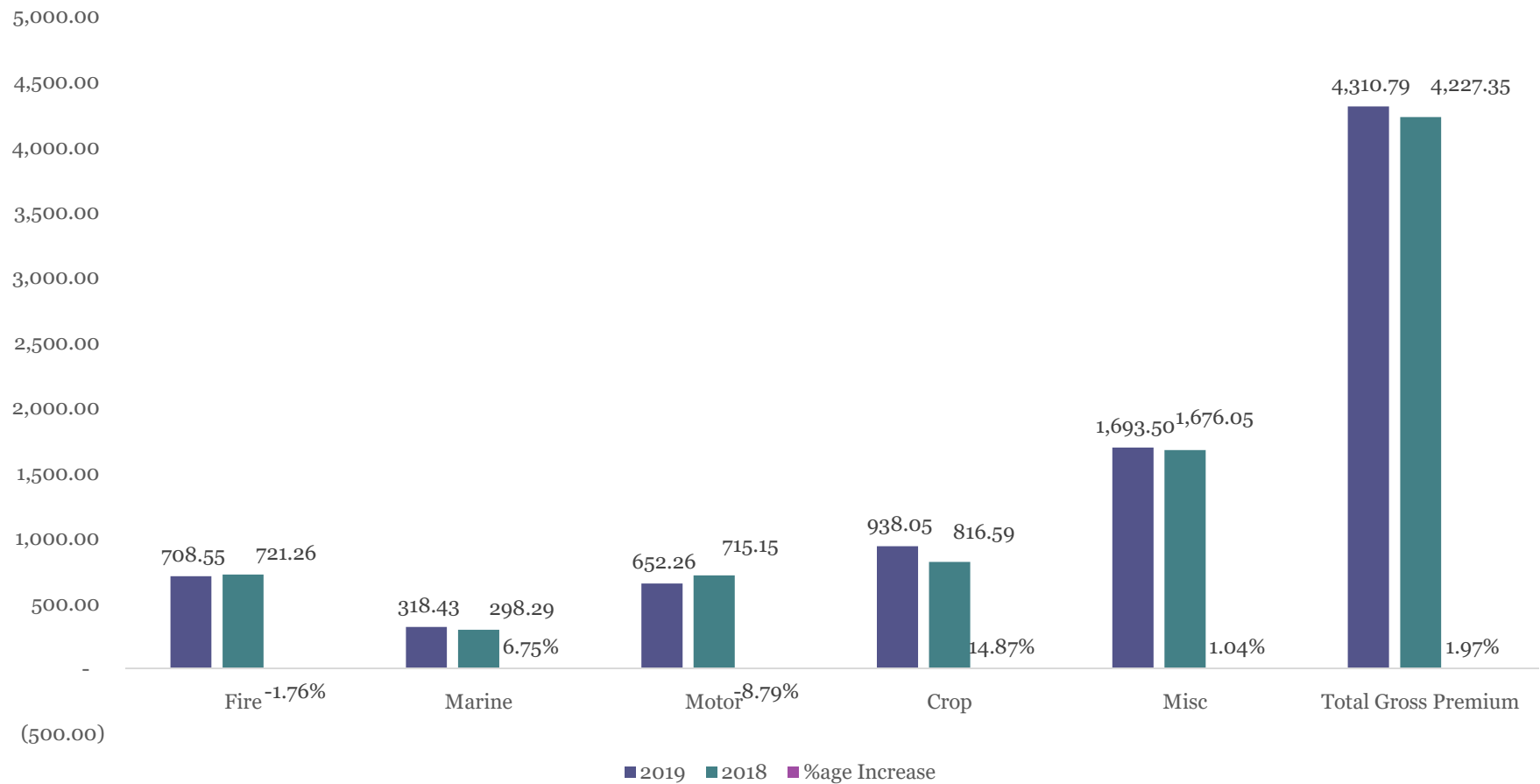


## Profit & Loss Accounts CY -2019 ~ CY-2018

Profit and Loss Account	2019	2018	Variance
<b>Net insurance premium</b>	<b>2,541,595,470</b>	<b>2,574,381,371</b>	<b>(32,785,901)</b>
Net Insurance Claim	(1,153,501,399)	(1,305,273,666)	151,772,267
Premium deficiency	(1,164,825)	(17,268,699)	16,103,874
Net Commission Income/expense	(118,341,937)	(96,183,161)	(22,158,776)
<b>Insurance claims and acquisition expenses</b>	<b>(1,273,008,161)</b>	<b>(1,418,725,526)</b>	<b>145,717,365</b>
Management expenses	(917,013,732)	(832,410,028)	(84,603,704)
<b>Underwriting results</b>	<b>351,573,577</b>	<b>323,245,817</b>	<b>28,327,760</b>
Investment income & other Income	67,101,243	8,365,474	58,735,769
Rental income	2,292,000	2,292,000	-
Other income	49,516,449	27,722,946	21,793,503
Other expenses	(4,872,957)	(8,053,892)	3,180,935
<b>Results of operating activities</b>	<b>465,610,312</b>	<b>353,572,345</b>	<b>112,037,967</b>
Financial charges	(5,791,228)	(3,103,672)	(2,687,556)
Share of profit from associate	23,818,651	23,701,346	117,305
<b>Profit from Window Takaful Operations</b>	<b>125,476,048</b>	<b>188,530,802</b>	<b>(63,054,754)</b>
<b>Profit before tax for the year</b>	<b>609,113,783</b>	<b>562,700,821</b>	<b>46,412,962</b>
Income tax expense	(207,523,057)	(173,478,211)	(34,044,846)
<b>Profit after tax for the year</b>	<b>401,590,726</b>	<b>389,222,610</b>	<b>12,368,116</b>
Earnings (after tax) per share - Rupees	1.54	1.50	0.04

## Department wise Analysis

### Class wise Performance (Rs in Million)



## Key Ratios CY -2019 ~ CY-2018

Key Ratios	2019	2018	Variance
Underwriting results with net premium (%age)	13.83	12.56	1.28
Gross Claims with Gross premium (%age)	49.68	56.70	(7.01)
Net Claims with Net Premium (%age)	45.38	106.06	(60.68)
Management Expense with Gross premium (%age)	21.27	19.69	1.58
Profit before tax with Gross Premium (%age)	14.13	13.31	0.82
Profit before tax with Net Premium (%age)	23.97	21.86	2.11
Profit after tax with Net Premium (%age)	15.80	15.12	0.68
Return on equity (%age)	17.72	18.49	(0.77)
Total assets turnover (times)	1.90	1.63	0.27
Earnings per share	1.54	1.50	0.04
			-

## Future Outlook

While 2019 is shaping up to be banner years for insurers, some concerns are being raised about an economic slowdown, if not a full-fledged recession, as early as 2020. Many are worried about the potential for ongoing disputes between the United States and China as well as other nations over tariffs and trade rules. Meanwhile, some expect the economic stimulus from federal tax cuts and additional government spending to peter out by 2020, while rising interest rates could perhaps discourage consumer borrowing, housing construction, and business expansion.

In fact, Vanguard recently warned that the chances for a recession by late 2020 are between 30 and 40 percent. One warning sign cited by economists was a flattening yield curve between short- and long-term interest rates—a development that has historically indicated a recession ahead.

It would therefore be prudent for insurers to maintain their growth momentum by continuing to focus on improving operational efficiency, boosting productivity, and lowering costs with new technology and talent transformations, while customizing products and services to meet the evolving demands of the emerging digital economy.

## COVID-19 Impact

- Pandemic adversely affected the whole economy of our country, similarly Insurance business was also effected by covid-19.
- Companies were not able to underwrite motor insurance of new motor vehicles business due to closure of motor industry during covid-19.
- However, opening of construction industry by Govt. of Pakistan was a great step to slowly rotate the industrial cycle during pandemic.

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**MISCELLANEOUS** **CROP** **LIVESTOCK**  
 TRAVEL & CARGO AGENTS GUARANTEES **HEALTH**



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**Thank you**