# Enter Our World Of Care





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## **COMPANY INFORMATION**

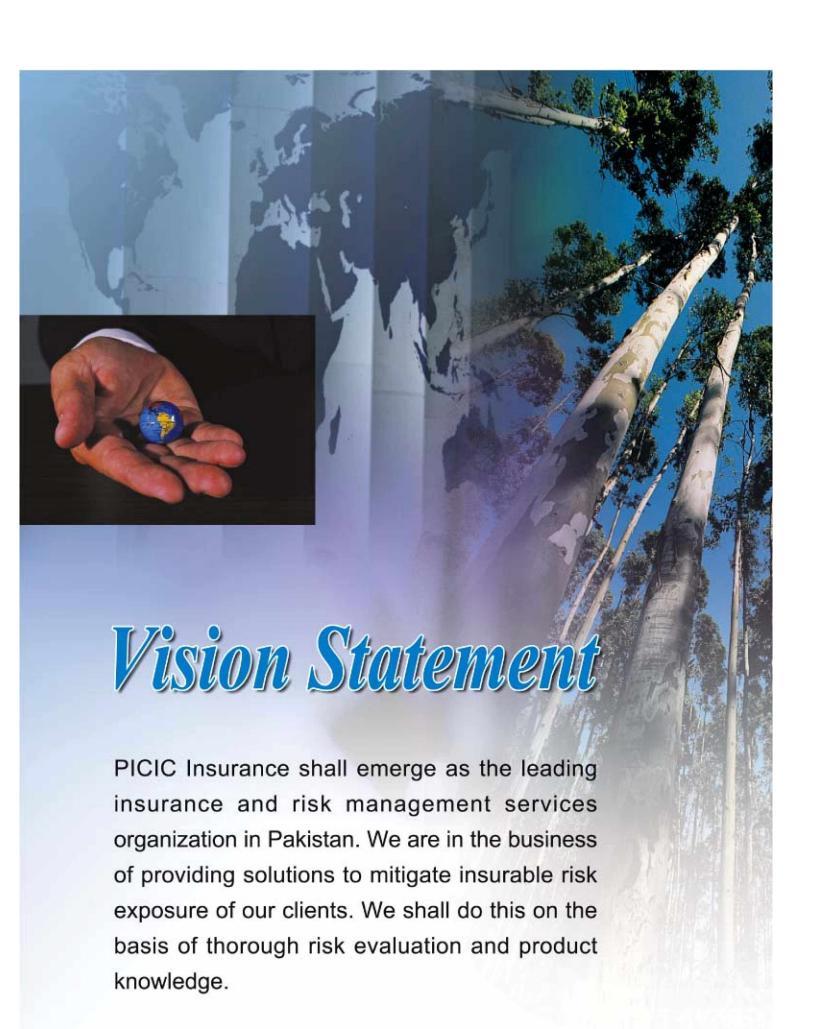
Chairman	Mr. Mohammed Basheer Janmohammad		
Board of Directors	Mr. Mohammed Basheer Janmohammad Mr. Muhammad Ali Khoja Mr. Muhammad Latif Mr. Muhammad Bilal Sheikh Mr. Mr. Rizwan Abbas Mr. Muhammad Riaz Mr. Ahmed Salahuddin		
Board Audit Committee	Mr. Muhammad Bilal Sheikh, Chairman Mr. Muhammad Latif, Member Mr. Rizwan Abbas, Member		
Managing Director & Chief Executive	Mr. Ahmed Salahuddin		
CFO & Company Secretary	Mr. Rehan Mobin		
Head of Operations	Mr. Mohammad Hussain Hirji		
Auditors	Ford Rhodes Sidat Hyder & Co Chartered Accountants.		
egal Advisor	Syed Ali Hyder		
Bankers	PICIC Commercial Bank Limited Habib Metropolitan Bank Limited Faysal Bank Limited		
Shares Registrar	Ferguson Associates (Pvt.) Ltd. State Life Building # 2-A, 4 <sup>th</sup> Floor I.I. Chundrigar Road Karachi		
Credit Rating	Single A Minus 'A-' by JCR-VIS		
Registered & Head Office	8 <sup>th</sup> Floor , Shaheen Complex M.R. Kiyani Road Karachi 221 9555-60		

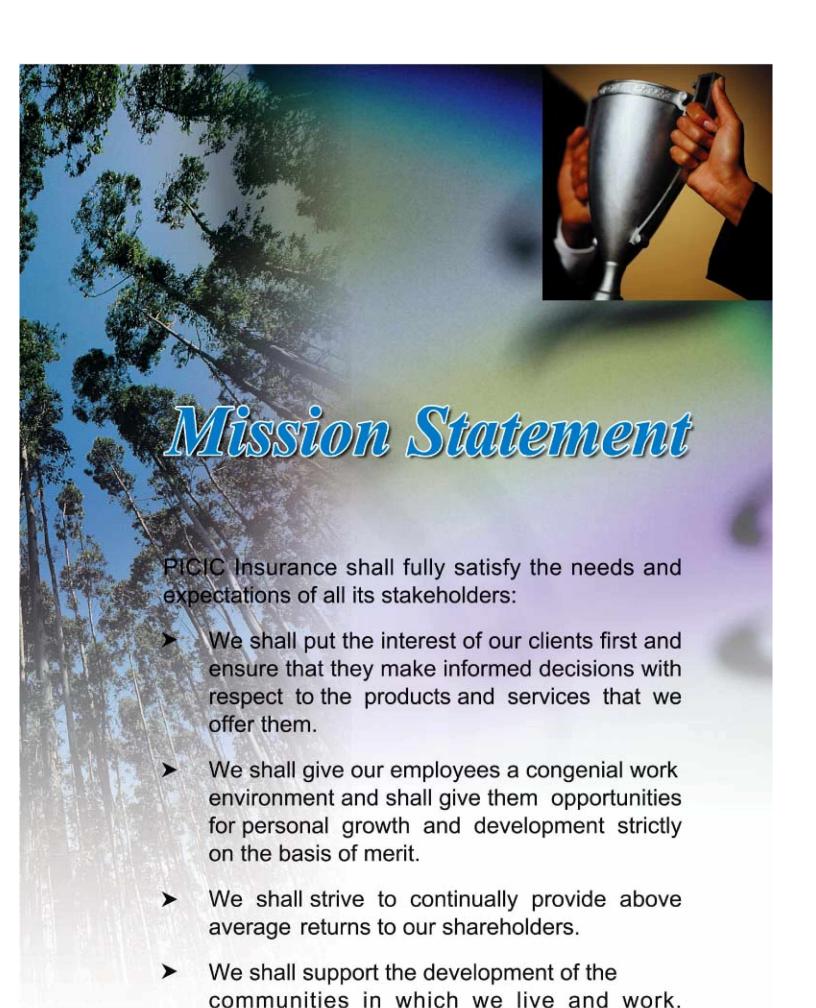


#### **BRANCH NETWORK**

#### Karachi

Karachi Branch	Mr. Aseem Ahmed	86-C, 11th Commercial Street, Phase II, Ext., DHA Karachi © 021-589 3361-3 FAX 021-588 6820
Shahrah-e-Faisal Branch	Mr. Tariq Ziauddin	Office No. 102, First Floor, Sea Breeze Plaza, Shahrah-e-Faisal, Karachi 75530 ■ 021-278 9933-278 9955 & 278 8245 FAX 021-278 8197
Lahore Branch	Mr. Sarmad Nadeem	3 <sup>rd</sup> Floor, PICIC House 14-A, Shahrah-e-Aiwan-e-Tijarat Lahore
Islamabad Branch	Mr. Mohammad Iftikhar Awan	11 West Jinnah Avenue Blue Area Islamabad © 051-287 0613-14, 2271 974, 287 6452 & 2877 020 FAX 051-287 0621
Multan Branch	Mr. Nadeem Quraishi	Ground Floor, Commercial Plaza No. 1 Opp. Civil Hospital Multan ☎ 061-458 9398-99, 478 6120 & 458 6665 FAX 061-458 5896
Faisalabad Branch	Mr. Amjad Zahoor	State Life Building, 12 <sup>th</sup> Floor 2 Liaquat Road Faisalabad 2 041-254 0419-21, 264 5634 & 254 0418 FAX 041-254 0423
Peshawar Branch	Mr. Sabir Hussain Shah	PICIC House B-1, Phase V Hayatabad, Peshawar ☎ 091-581 2456-7 FAX 091-582 5281
Hyderabad Branch	Mr. Idrees Khatri	State Life Building No. 1 Gul Centre, Fatima Jinnah Road, Hyderabad © 022-272 0753 FAX 022-272 0578
Rahim Yar Khan Branch	Mr. Mohd. Nadeem Zia	1st Floor, Near Saudi Pak Commercial Bank Ltd 26- Shahi Road, Rahim Yar Khan, © 06858-83005
Bahawalpur Branch	Mr. Mohd. Azam Sabir	Circular Road, Bahawalpur 0300-6809913 & 0321-6815829







# NOTICE OF THE THIRD ANNUAL GENERAL MEETING

Notice is hereby given that the Third Annual General Meeting of the Company will be held at the Abdullah Haroon Muslim Gymkhana, Aiwan-e-Sadar Road, Karachi on Tuesday April 24, 2007 at 10:00 AM to transact the following business:

#### **Ordinary Business**

- To confirm the Minutes of the Extra Ordinary General Meeting held on December 19, 2006.
- To receive and adopt the Directors' Report and Annual Audited Financial Statements for the year ended December 31, 2006.
- To approve, appropriation of profit and the payment of final dividend at the rate of 10% (Re. 1 per share) for the year ended December 31, 2006 as recommended by the Board of Directors.
- 4. To appoint auditors for the year 2007 and to fix their remuneration. The present auditors M/S Ford Rhodes Sidat Hyder & Co., Chartered Accountants are to retire and being eligible, offer themselves for reappointment. Board Audit Committee and Board of Directors recommend that they be appointed as auditors for the year 2007.
- Any other matter with the permission of the Chairman.

By Order of the Board

Rehan Mobin Company Secretary

Karachi: March 23, 2007



#### Notes:

- The Share Transfer Register of the Company shall remain closed from 18th to 24th April, 2007 (both days inclusive).
- A member of the Company entitled to attend and vote at this meeting may appoint another person as his/her proxy
  to attend, speak and vote instead of his/her behalf at the meeting. Proxies, in order to be valid, must be received
  by Shares Registrar of the Company, Ferguson Associates (Pvt.) Ltd. State Life Building # 2-A, 4th Floor, I.I.
  Chundrigar Road Karachi, not later than 48 hours before the meeting. A non-member can also be appointed as
  proxy.
- Shareholders are requested to notify the Company of any change of address immediately.

CDC Account Holders will further have to follow the under mentioned guidelines as laid down in Circular 1 dated January 26, 2000 issued by the Securities and Exchange Commission of Pakistan.

#### A. For Attending the Meeting:

- In case of individuals, the account holder or sub-account holder and/or the person whose securities are in group account and their registration details are uploaded as per the Regulations, shall authenticate identity by showing his/her original national identity card (NIC) or original passport at the time of attending the meeting.
- ii. In case of corporate entity, the Board of Directors' resolution/power of attorney with specimen signature of the nominee shall be produced (unless it has been provided earlier) at the time of the meeting.

#### **B. For Appointing Proxies:**

- In case of individuals, the account holder or sub-account holder and/or the person whose securities are in group
  account and their registration details are uploaded as per the Regulations, shall submit the proxy form as per
  above requirements.
- The proxy form shall be witnessed by two persons whose names, addresses and NIC numbers shall be mentioned on the form.
- Attested copies of NIC or the passport of the beneficial owners and the proxy shall be furnished with the proxy form.
- iv. The proxy shall produce his/her original NIC or original passport at the time of the meeting.
- v. In case of corporate entity, the Board of Directors' resolution/power of attorney with specimen signature shall be submitted (unless it has been provided earlier) along with proxy form to the Company.



#### **DIRECTORS' REPORT**

The Directors of your company are pleased to present the annual report together with the audited financial statements of the Company for the year ended December 31, 2006. This was company's second full year of operations and the first financial statements since the Company was listed on the stock exchanges at Karachi, Lahore and Islamabad.

#### **BRIEF HISTORY**

The Company was incorporated on April 23, 2004 and commenced business on September 27, 2004, as an unlisted public limited company and a wholly owned subsidiary of Pakistan Industrial Credit & Investment Corporation (PICIC). During the year 2006, the Board of the PICIC decided to liquidate its investment in the Company to the extent of 70% and distributed that shares to its shareholders as a specie dividend and consequently the Company obtained listing on all the stock exchanges in Pakistan from September 22, 2006.

#### **BUSINESS REVIEW**

By the Grace of Allah Almighty, your Company has been achieving consistent and significant growth over last two years. Current year written gross premium is over Rs. 448(M) which is 73% higher than the last year with significant increase in the profitability of the Company. In brief period of around two years, the Company is being recognized in the country as one of the leading provider of non life insurance products with professionalism and ethical standards. The client base of the Company is growing at very fast pace and includes some of the prestigious local groups and multinational companies. The Company's real strength is the highly motivated management team and the quality of reinsurance support including one of the biggest names in the world like Swiss Re.

The portfolio of the Company is very well managed considering the risk issues in the country. The portfolio mix in terms of gross premium written in the year 2006 is as follows:

Line of Business	Portfolio Mix Percentage
Justiless	reiteillage
Fire	27.32%
Marine	10.48%
Motor	36.47%
Health & Accident	10.70%
Other Miscellaneous Classes	15.03%
Total	100.00%



You will be pleased to note that during the year under review, the Company was able to sustain its growth momentum in line with last year and management is committed to maintain this growth rate in the years a head.

Further, in the year 2006 the Company was able to launch a state of the art product of Travel Insurance approved by the Schengan States with the facility to settle claims internationally. This product will help the Company, in future years, to increase its client base at a more retail level, which is currently un-taped market in Pakistan with enhanced profitably at very low risk.

In a short span of two years, your Company has been able to penetrate in the local markets to seek new business opportunities having branches in some major cities of the country. The Company's branch network is three branches in Karachi (including Head Office) and one branch each in the cities of Lahore, Islamabad, Faisalabad, Multan, Peshawar, Hyderabad, Rahim Yar Khan and Bahawalpur. Your Company is also planning to enhance its strategic presence in other major cities in the coming years.

As a service providing company, the Directors of your Company fully understand the importance of human capital, therefore, the Company is continuously in the process of improving its human resources with hiring of good professionals and motivating them to provide best services to our esteemed clients and also strengthening the infrastructure of the Company.

The management of the Company is very humbled of this remarkable growth and business performance and would like thank all of its valued clients and re insurers for their support and to the shareholders for their trust.

#### FINANCIAL HIGHLIGHTS

The financial highlights for the year ended December 31, 2006 are:

	2006	2005	Variance %
	Rupees	n thousand	-
Gross premium written	448,955	259,698	73%
Net premium revenue	236,993	92,828	155%
Net premium and commission	268,823	107,498	150%
Net claims paid, outstanding and IBNR	134,592	49,831	170%
Management expenses charged to revenue accounts	67,980	36,738	85%
Profit/ (loss) from underwriting business	29,103	4,377	565%
Investment income	10,076	460	2090%
Other income	13,930	10,808	29%
Profit before tax	36,917	3,311	1015%
EPS Rs.	1.41	0.08	1663%



From the highlights you will note that the gross premium written increased by 73% as compared to last year where as net premium revenue for the year increased by 155%. This is an evidence of management's prudent underwriting policy where the coverage of risks are more diversified therefore the Company was able to retain more premium after appropriate reinsurance. However, the net claims have also increased by 170% as compared to last year, this increase represents some major claims in fire and allied peril business. Increased in management expenses by only 85% in compression to increase in net premium revenue of 155% shows management's commitment to utilize its resources efficiently and effectively. The above reasons have contributed in increase in profit from underwriting business which is Rs. 29(M) and is more then five times higher than last year.

Another evidence of management's commitment for utilization of its resources at optimum level is the investment income which comprises of capital gain from trading investments in stocks and shares and other income which comprises of interest income from bank deposits and term deposit placements.

Considering the above factors, the Company's earning per share (EPS) has shown remarkable growth at Rs.1.41 per share which is around seventeen times as compared to last year.

#### CREDIT RATING

It's a matter of great satisfaction that the JCR-VIS has improved the Insurer Financial Strength Rating of the Company during the year under review to (Single A minus) 'A -' with 'Stable' outlook, which signifies good credit quality. The stable outlook of the Company provides more assurance of the consistency of Company's financial Strength.

#### **APPROPRIATIONS**

#### Profit and loss appropriation account

Profit after taxation for the year 28,143

Cash Dividend 20,000 Unappropriated Profit 6,101

#### **AUDITORS**

The auditors M/S Ford Rhodes Sidat Hyder & Co, Chartered Accountants, retire at the conclusion of Annual General Meeting. Being eligible, they have offered themselves for re-appointment. The Board on the recommendation of Audit Committee has proposed their re-appointment.



#### COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE

The corporate laws rules and regulation framed here-under spell out the overall function of the Board of Directors of the Company. The Board is fully aware of its corporate responsibilities envisaged under the Code of Corporate Governance, prescribed by the SECP and is pleased to certify that:

- The financial statement, prepared by the Company, present fairly its state of affairs, the result of its operations, cash flows and changes in equity.
- 2. The Company has maintained proper books of accounts.
- The Company has consistently followed appropriate accounting policies in preparation of the financial statements.
   Changes wherever made, have been adequately disclosed and accounting estimates are on the basis of prudent and reasonable judgment
- International Accounting Standards as applicable in Pakistan, have been followed in preparation of financial statements and any departure therefrom has been adequately disclosed.
- The Company has implemented a sound system of internal control.
- The fundamentals of the Company are strong and there is no doubt about its ability to continue as a going concern.
- The Company has followed the best practices of the Corporate Governance as laid down in the listing regulation of the stock exchanges and there is no material departure therefrom.
- 8. Key operating and financial data for last two years is shown at page # '16'.
- Outstanding taxes and duties are given in the financial statements.

#### BOARD OF DIRECTORS

Since its incorporation, the Company was the 100% subsidiary of PICIC Ltd. The whole Board of Directors was nominated by PICIC Ltd. During the year 2006, the PICIC Ltd. divested its holding by 70% among their shareholders as a specie dividend and consequently Company obtained the status of listed company in all the stock exchanges in Pakistan from September 22, 2006 in compliance of listing regulations and the Companies Ordinance 1984. For obtaining the status of Public Listed Company, number of directors was increased to seven to meet the requirement of Listing Regulations.



The Board of Directors comprises of Non-Executives Directors and during the year five meetings were held and attended as follows:

Name	No. of meetings held during the tenure	No. of meetings attended
Mr. Mohammed Basheer Janmohammed	5	5
Mr. Muhammad Ali Khoja	5	4
Mr. Muhammad Latif	5	5
Mr. Muhammad Bilal Sheikh	5	3
Mr. Ahmed Salahuddin	5	5
Mr. Hussain Hirji	1	1
Mr. Junaid Hashmi	1	1
Mr. Rizwan Abbas	Elected in EOGM dat	ted December 19, 200
Mr. Muhammad Riaz		ted December 19, 200

Leave of absence was granted to the Directors who could not attend some of the Board meetings due to their busy schedules and appointments.

#### PATTERN OF SHAREHOLDING

A statement showing the pattern of shareholding is attached with this report.

#### TRADING OF COMPANY'S SHARES

No trading in the shares of the Company was carried out by the Directors, CEO, CFO and Executives or their spouses or minor children, if any.

# CERTIFICATE OF THE DIRECTORS AND PRINCIPAL OFFICER UNDER SECTION 46(6) OF THE INSURANCE ORDINANCE, 2000.

#### We certify that:

- in our opinion, the annual statutory accounts of the Company set out in the forms attached to the statements have been drawn up in accordance with the Ordinance and rules made thereunder;
- the Company has at all times in the year complied with the provisions of the Ordinance and the rules made thereunder relating to paid-up capital, solvency and reinsurance arrangements; and
- (c) as at the date of the statement, the Company continues to be in compliance with the provisions of the Ordinance and the rules made thereunder relating to paid-up-capital, solvency and reinsurance arrangements.



#### ACKNOWLEDGEMENT

The directors of the Company wish to express their profound gratitude to the Chief Executive Officer and the whole management team of the Company and also to the valued customers for their association with the Company specially Managing Director of PICIC Ltd. and President of PICIC Commercial Bank Limited for their continued support. We also take this opportunity to thank all Re-Insurance Companies, including the Pakistan Reinsurance Company Limited, and the Bankers of the Company for the support given to PICIC Insurance Limited during the year. We would also like to place on record our special thanks to Securities & Exchange Commission of Pakistan, Karachi Stock Exchange, Lahore Stock Exchange & Islamabad Stock Exchange, for their professional approach and guidance.

The Chairman also like to thank all of his collegues on the Board of Directors for their continuous support.

#### For and on behalf of the Board

Mohammed Basheer Janmohammed Chairman

Karachi: March 13, 2007



# Information as required under the Code of Corporate Governance

Shareholders' category	Number of shareholders	Number of shares held
Assosiated companies, undertakings and related parties		
M/S. Pakistan Industrial Credit & Investment Corporation	1	6,000,000
PICIC Trustees	1	4,036
PICIC Benovelent Fund-2	1	44
Trading Enterprises (Pvt) Ltd	1	8,567
Westbury (Private) Ltd	1	60,788
NIT and ICP		
Investment Corporation of Pakistan	1	330
National Bank of Pakistan, Trustee Deptt.	1	2,037,101
Directors, CEO & their spouses & minor children		
Mohammed Basheer Janmohammed	2	12,810
Mohammed Riaz Moosani	- 1	500
Muhammad Ali Khoja	2	23,474
Muhammad Bilal Sheikh	2	631
Muhammad Latif	1	1
Rizwan Abbas	1	500
Afroze Muhammad Ali W/o Muhammad Ali Khoja	1	24,245
Zohra Basheer W/o Basheer Janmohammed	1	270,240
Public sector companies and corporations	9	2,941,754
Banks, development finance institutions, non-banking finance institutions	26	116,048
Modarabas and mutual funds	23	34,053
Insurance companies	17	308,851
Individuals	6,343	3,576,655
Others	229	4,579,372
Total	6,665	20,000,000
Shareholders holding 10% or more voting interest		0.000.000
M/s. Pakistan Industrial Credit & Investment Corporation	1	6,000,000
State Life Insurance Corporation of Pakistan	1	2,226,269
National Bank of Pakistan, Trustee Deptt.	1	2,037,101



### CATEGORY OF SHAREHOLDERS AS AT DECEMBER 31,2006

S. No.	Shareholders category	No. of Shareholders	No. of Shareholders	%
1	Associated companies, undertakings and related parties.	5	6,073,435	30.37
2	NIT and ICP	2	2,037,431	10.19
3	Directors, CEO and their spouses	11	332,401	1.66
4	Public sector companies and corporations	9	2,941,754	14.71
5	Banks, development financial institutions, non-banking financial institutions	26	116,048	0.58
6	Modarabas and mutual funds	23	34,053	0.17
7	Insurance companies	17	308,851	1.54
8	Individuals	6,343	3,576,655	17.88
9	Others	229	4,579,372	22.90
	TOTAL	6,665	20,000,000	100%



## **Pattern of Holding of Shares**

Pattern of holding of the shares held by the shareholders of PICIC Insurance Limited as at December 31,2006

Number of	Shareholding		Total Shares
Shareholders	From	То	Held
4,367	1	100	129,801
1,415	101	500	336,132
323	501	1,000	236,783
401	1,001	5,000	889,712
60	5,001	10,000	431,885
26	10,001	15,000	324,617
18	15,001	20,000	319,586
9	20,001	25,000	208,712
6	25,001	30,000	166,977
4	30,001	35,000	131,635
3	35,001	40,000	113,304
3	45,001	50,000	138,944
1	50,001	55,000	51,999
1	60,001	65,000	60,788
2	65,001	70,000	138,280
1	70,001	75,000	72.00
1	100,001	105,000	104,722
1	105,001	110,000	109,72
1	110,001	115,000	113,909
2	115,001	120,000	239,119
1	120,001	125,000	124,893
2	125,001	130,000	258,829
1	135,001	140,000	135,65
1	140,001	145,000	140,71
3	155,001	160,000	473,56
1	205,001	210,000	208,939
1	215,001	220,000	216,129
1	270,001	275,000	270,24
1	280,001	285,000	281,429
1	375,001	380,000	377,26
1	485,001	490,000	489,023
1	740,001	745,000	740,630
1	815,001	820,000	816,449
1	880,001	885,000	884,24
1	2,035,001	2,040,000	2,037,10
1	2,225,001	2,230,000	2,223,269
1	5,995,001	6,000,000	5,999,99

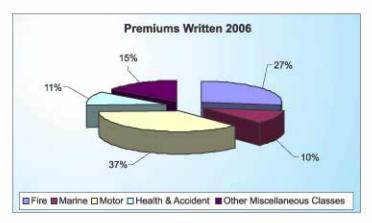
6,665	TOTAL	20,000,000
20.00	3,000 73,000 00	

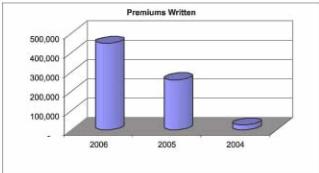


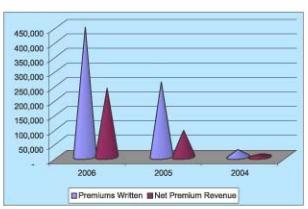
# **Key Financial Highlights**

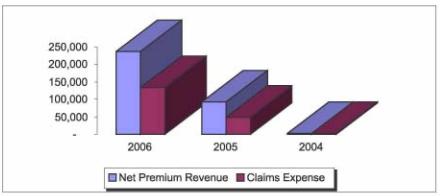
	2006	2005	2004
•	Rupees in thousand		
Paidup capital	200,000	200,000	200,000
Retained earnings	26,101	(2,042)	(3,610)
Total assets	606,359	446,719	261,744
Premiums written	448,955	259,698	25,914
Net premium revenue	236,993	92,828	2,760
Profit / (loss) from underwriting business	29,103	4,377	(1,279)
Claims expense	134,592	49,831	1,654
Profit before tax	36,917	3,311	(3,610)
Provision for tax	8,774	1,743	NIL
Profit after tax	28,143	1,568	(3,610)
EPS	1.41	0.08	(0.31)
Dividend	10%	NIL	NIL



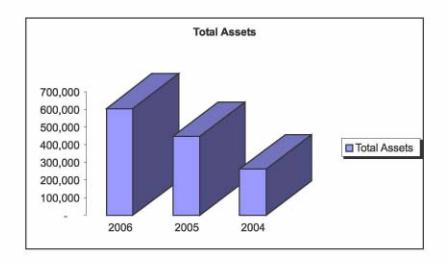


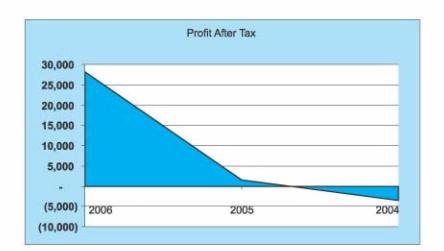


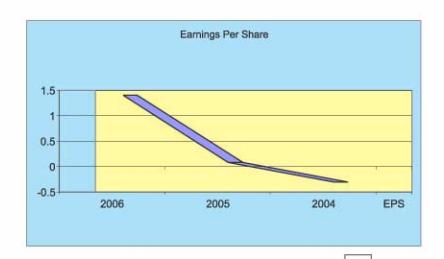














# REVIEW REPORT TO THE MEMBERS ON STATEMENT OF COMPLIANCE WITH BEST PRACTICES OF CODE OF CORPORATE GOVERNANCE

We have reviewed the Statement of Compliance with the best practices contained in the Code of Corporate Governance (the Code) for the year ended **December 31, 2006** prepared by the Board of Directors of PICIC Insurance Limited (the Company) to comply with the Listing Regulation No. 37 of the Karachi Stock Exchange, Chapter XIII of the Lahore Stock Exchange and Islamabad Stock Exchange where the Company is listed.

The responsibility for compliance with the Code of Corporate Governance is that of the Board of Directors of the Company. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement of Compliance reflects the status of the Company's compliance with the provisions of the Code of Corporate Governance and report if it does not. A review is limited primarily to inquiries of the Company personnel and review of various documents prepared by the Company to comply with the Code.

As part of our audit of financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We have not carried out any special review of the internal control system to enable us to express an opinion as to whether the Board's statement on internal control covers all controls and the effectiveness of such internal controls.

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the best practices contained in the Code as applicable to the Company, for the year ended **December 31, 2006** 

Karachi: March 13, 2007

FORD RHODES SIDAT HYDER & Co.

CHARTERED ACCOUNTANTS



# STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE

#### Year ended December 31, 2006

This statement is being presented to comply with the Code of Corporate Governance (the Code) contained in listing regulations of Karachi, Lahore and Islamabad Stock Exchanges and SRO 68 dated January 21, 2003 issued by Securities and Exchange Commission of Pakistan, for the purpose of establishing a framework of good governance, whereby a listed insurance company is managed in compliance with the best practices of corporate governance.

The Company has applied the principles contained in the Code in the following manner:

- The Company encourages representation of independent non-executive directors and directors representing
  minority interests on its Board of Directors. At present, the Board includes six independent non-executive directors
  out of seven.
- The directors have confirmed that none of them is serving as a director in more than ten listed companies, including the Company.
- 3. All the resident directors have given declaration that they are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a Development Financial Institution or a Non-Banking Financial Institution or being a member of stock exchange, has been declared as a defaulter by that stock exchange.
- 4. A casual vacancy occurred during the year on the Board on August 22, 2006 was filled up by the directors.
- The Company is in the process of preparing a 'Statement of Ethics and Business Practices', which will be signed by all the directors and employees of the Company.
- 6. The Board has developed and subsequent to the year adopted a vision/mission statement, overall corporate strategy whereas, formal documentation for significant policies of the Company will be finalized and approved in due course of time.



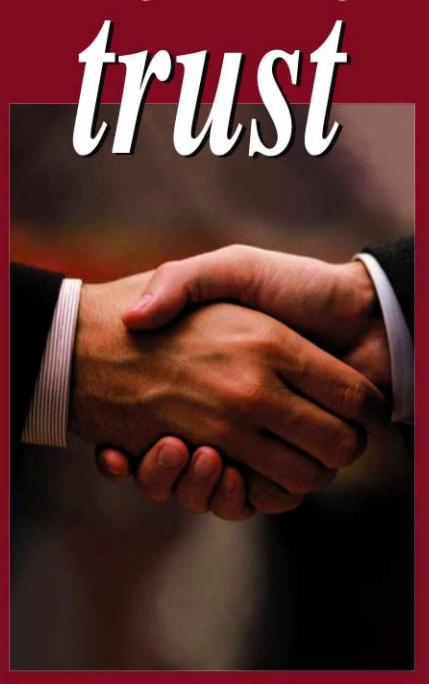
- All the powers of the Board have been duly exercised and decisions on material transactions, including appointment
  and determination of remuneration and terms and conditions of employment of the CEO have been taken by the
  Board.
- 8. The meetings of the Board were presided over by the Chairman and the Board met at least once in every quarter. Written notices of the Board meetings, along with the agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.
- 9. The Board has established a system of sound internal control, which is effectively implemented at all levels within the Company that includes all the necessary aspects of internal controls given in the code. The documentation of said system of controls will be made in due course which shall include all necessary aspects of internal controls given in the code.
- The Board comprises of senior corporate executives and professionals who are fully aware of their duties and responsibilities and hence need was not felt by the directors for any orientation course in this regard.
- 11. No new appointments of Chief Executive Officer, Chief Financial Officer and Company Secretary were made during the year. However, any changes to the remuneration, terms and conditions of employment of Chief Financial Officer and Company Secretary have been determined by the Chief Executive Officer which was approved by the Board. The Board has appointed internal auditors during the year.
- The Directors' report for the year has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.
- 13. The financial statements of the Company were duly endorsed by CEO and CFO before approval of the Board.
- 14. The directors, CEO and executives do not hold any interest in the shares of the Company other than that disclosed in the pattern of shareholding.
- 15. The Company has complied with all the corporate and financial reporting requirements of the Code.
- 16. The Board has formed under-writing, claim settlement and reinsurance and co-insurance committees.
- The Board has formed an Audit Committee. It comprises three members, of whom all are non-executive directors including the Chairman of the Audit Committee.



- 18. The Board has formed the Board Audit Committee after code became applicable on the Company during the last quarter of the year 2006; therefore, during the year only one meeting was held of the Audit Committee. The terms of reference of the Committee have been formed and are in the process of approval from the Board.
- 19. The Board has outsourced the internal audit function to M/s Junaidy Sheikha & Mufti, Chartered Accountants, who are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the Company and they are involved in the internal audit function on a full time basis.
- 20. The statutory auditors of the Company have confirmed that they have been given a satisfactory rating under the Quality Control Review program of the Institute of Chartered Accountants of Pakistan, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Company and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by Institute of Chartered Accountants of Pakistan.
- 21. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
- 22. No actuary is required to be appointed by the Company.
- 23. We confirm that all other material principles contained in the Code have been complied with.

AHMED SALAHUDDIN Managing Director / CEO

# Thank you for your



Year: 2006

**Our Gross Premium : Rs. 448.95 million** 

**Your Trust: Invaluable** 



#### **AUDITORS' REPORT TO THE MEMBERS**

We have audited the annexed financial statements comprising of;

- balance sheet;
- ii) profit and loss account;
- iii) statement of changes in equity;
- iv) cash flow statement;
- v) statement of premiums;
- vi) statement of claims:
- vii) statement of expenses; and
- viii) statement of investment income;

of PICIC Insurance Limited as at December 31, 2006 together with notes forming part there of, for the year then ended.

It is the responsibility of the Company's management to establish and maintain a system of internal control and prepare and present the financial statements in conformity with the Approved Accounting Standards as applicable in Pakistan and the requirements of the Insurance Ordinance, 2000 (XXXIX of 2000) and the Companies Ordinance, 1984 (XLVII of 1984). Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with the Auditing Standards as applicable in Pakistan. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting policies used and significant estimates made by management, as well as, evaluating the overall financial statements presentation. We believe that our audit provides a reasonable basis for our opinion.

#### our opinion-

Karachi: March 13, 2007

- proper books of account have been kept by the Company as required by the Insurance Ordinance, 2000 and the Companies Ordinance, 1984;
- (b) the financial statements together with the notes thereon have been drawn up in conformity with the Insurance Ordinance, 2000 and the Companies Ordinance, 1984, and accurately reflect the books and records of the Company and are further in accordance with accounting policies consistently applied;
- (c) the financial statements together with the notes theron present fairly, in all material respects, the state of the Company's affairs as at December 31, 2006 and of the profit, its cash flows and changes in equity for the year then ended in accordance with Approved Accounting Standards as applicable in Pakistan, and give the information required to be disclosed by the Insurance Ordinance, 2000 and the Companies Ordinance, 1984; and
- (d) no zakat was deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980).

The financial statements of the Company for the year ended December 31, 2005 was audited by A.F. Ferguson & Co. Chartered Accountants, whose report dated February 14, 2006, expressed and unqualified opinion.

FORD RHODES SIDAT HYDER & CO.
CHARTERED ACCOUNTANTS



## BALANCE SHEET AS AT DECEMBER 31, 2006

	Note	2006 (Rupees in t	2005 thousand)
Share Capital and Reserves Authorised share capital			
50,000,000 Ordinary shares of Rs. 10 each	h ,	500,000	500,000
Paid-up share capital	6	200,000	200,000
Accumulated profit / (loss)		26,101	(2,042)
Total equity		226,101	197,958
Hadamakian Pandalana			
Underwriting Provisions Provision for outstanding claims			
(including IBNR)		68,321	44,386
Provision for unearned premium		202,532	124,530
Commission income unearned Total underwriting provisions		13,086 283,939	9,978 178,894
Total underwitting provisions		203,939	170,054
Creditors and Accruals			
Amounts due to other insurers/reinsurers		52,233	39,140
Taxation–provision less payments Sundry creditors and accruals	7	2,062 31,368	587 16,722
curicity diculors and adordals		85,663	56,449
Borrowing			
Liabilities against asset subject to	8	10,656	13,418
finance lease	0	10,030	13,410
TOTAL LIABILITIES		380,258	248,761
TOTAL EQUITY AND LIABILITIES		606,359	446,719

#### **CONTINGENCIES AND COMMITMENTS**

The annexed notes from 1 to 27 form an integral part of these financial statements.

Chairman Director



	Note	2006 (Rupees in	2005 thousand)
Cash and Bank Deposits	9		
Cash and other equivalents		156	102
Current and other accounts		190,648	171,719
Deposits maturing within 12 months		37,500	1,000
Deposits maturing after 12 months		-	20,000
Doposito mataring attor 12 months		228,304	192,821
Investments		( <b>-</b>	10,044
Deferred taxation	10	2,533	-
Security deposits	11	3,651	2,924
Current Assets – Others		8.50	
Premiums due but unpaid	12	128,574	67,735
Amounts due from other insurers / reinsurers		75,201	37,937
Accured interest		2,603	3,576
Reinsurance recvories against		15,997	25,050
outstanding claims		18,710	12,955
Deferred commision expense	15	36,217	25,812
Other deferred acquisition cost	13	72,497	45,973
Prepayments		349,799	219,038
Fixed Assests			
Tangible and intagible	14		
Owned			
Furniture and fixtures		3,791	3,503
Office equipments		2,032	1,061
Computers		1,561	1,634
Motor vehicles		4,973	1,437
Leased		NEW YORK	72 2000 (2000)
Motor vehicles		9,715	13,091
Intangible - computer software		-	1,166
The state of the s		22,072	21,892
TOTAL ASSETS		606, 359	446,719



Rs. 0.08

Rs. 1.41

# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED DECEMBER 31, 2006

		Fire and Property Damage	Marine, Aviation and Transport	Motor	Accident and Health	Miscellaneous	2006 Aggregate	2005 Aggregate	
Revenue Account	Note				(Kupees in mousand)	and)			
Net premium revenue		27,538	23,102	132,940	30,971	22,442	236,993	92,828	
Net claims Expenses Net commission	5.23	(12,292) (19,711) 4,028 (27,975)	(9,026) (8,348) (448) (17,822)	(82,701) (24,917) (8,866) (116,484)	(24,153) (5,734) (59,940)	(6,420) (9,270) 21 (15,669)	(134,592) (67,980) (5,318) (207,890)	(49,831) (36,738) (1,882) (88,451)	
Underwriting result		(437)	5,280	16,456	1,031	6,773	29,103	4,377	
Investment income Return on deposits and PLS accounts Mark-up / finance charges General and administration expenses	14						10,076 13,930 (1,213) (14,979) 7,814	460 10,808 (1,175) (11,159)	
Profit before tax							36,917	3,311	
Provision for taxation - Current - Prior - Deferred	8 6						(11,387) 80 2,533 (8,774)	(1,743)	
Profit after taxation							28,143	1,568	
Profit and loss appropriation account Balance at the commencement of the year Profit after tax for the year							(2,042) 28,143	(3,610)	
Balance accumulated profit / (loss) at the end of the year	ear						26,101	(2,042)	1 20

Earnings per share - basic and diluted

8

The annexed notes from 1 to 27 form an integral part of these financial statements.

Chairman

Chief Executive / Principal Officer

Director Director



## STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED DECEMBER 31, 2006

	Paid-up Capital	Accumulated profit / (loss)	Total
	(F	Rupees in thousan	d)
Balance as at December 31, 2004	200,000	(3,610)	196,390
Net profit for the year	-	1,568	1,568
Balance as at December 31, 2005	200,000	(2,042)	197,958
Net profit for the year	:=0	28,143	28,143
Balance as at December 31, 2006	200,000	26,101	226,101

The annexed notes from 1 to 27 form an integral part of these financial statements.

Chairman	Director	Director	Chief Executive / Principal Officer



#### STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2006

2006 2005 (Rupees in thousand)

#### **OPERATING CASH FLOWS**

(a) Underwriting activities		
Premiums received	357,814	186,000
Re-insurance premiums paid	(150,719)	(83,505)
Claims paid	(151,750)	(38,614)
Re-insurance and other recoveries received	50,146	6,566
Commission paid	(32,013)	(13,678)
Commission received	27,401	10,488
		10,100
Net cash flow from underwriting activities	100,879	67,257
(b) Other operating activities		
Income tax paid	(9,832)	(932)
General management expenses paid	(78,079)	(56,481)
Other operating payments	(935)	(1,059)
Other operating receipts	1,790	3,570
Bank charges	(390)	(151)
Net cash flow from other operating activities	(87,446)	(55,053)
1,5		
Total cash flow from all operating activities	13,433	12,204
INVESTMENT ACTIVITIES		
Profit / return received	20,992	8,650
Payments for investments and deposits	(1,317,881)	(63,753)
Dividend received	3,987	-
Proceeds from disposal of investments	1,327,923	54,222
Receipt of deposits matured	20,000	+
Fixed capital expenditure	(9,369)	(10,136)
Total cash flow from investing activities	45,652	(11,017)
FINANCING ACTIVITIES		
Payment on finance leases	(3,602)	(3,568)
Payment of lease deposits	-	(194)
Total cash flow from financing activities	(3,602)	(3,762)
Net cash inflow / (outflow) from all activities	55,483	(2,575)
Cash at the beginning of the year	172,821	175,396
Cash at the end of the year	228,304	172,821
****** *** *** *** *** ***************		( mjem)



Chief Executive / Principal Officer

	2006 (Rupees in t	2005 housand)
	•	21340 00 We1+00.
Reconciliation to profit and loss account	49 499	10 004
Operating cash flows Depreciation expenses	13,433 (8,369)	12,204
Financial charges	(823)	(6,211)
Increase in assets other than cash		(1,024)
	108,165	142,632
(Increase) in liabilities other than running finance	(55,929)	(83,686)
Investment income	10,076	460
Other income	13,930	10,808
(Increase) in reserves for unexpired risks	(53,706)	(72,448)
	26,777	2,735
Others		
Amortisation	(1,167)	(1,167)
Tax effect of deferred taxation	2,533	and the second
	1,366	(1,167)
Profit for the year	28,143	1,568
Definition of cash		
Cash in hand and at banks, stamps in hand and short term placements with banks.		
Cash for the purposes of the statement of cash flows consists of :		
Cash and other equivalents		
Cash in hand		1
Stamps in hand	156	101
ANTONIOS MONOTORIOS (SAN	156	102
Current and other accounts	955550	
Current accounts	12,179	5,220
PLS accounts	178,469	166,499
1 LO docodino	190,648	171,719
Deposits maturing within 12 months	100,040	17 1,7 10
Term deposit receipts	37,500	1,000
	228,304	172,821
	220,004	172,02

Director

Chairman

Director



# STATEMENT OF PREMIUMS FOR THE YEAR ENDED DECEMBER 31, 2006

Use and Property Damage 122,688  2. Marine, Aviation and Transport 47,038  3. Motor 163,755  4. Accident and Health 48,017	reserve verifiem Opening Closing 122,688 42,837 59,899 or 47,038 4,715 4,345 163,755 52,651 79,650 48,017 11,107 27,787	59,899 4,345 79,650	Premiums earned 105,626 47,408 136,756 31,337	inurance ceded ceded (Rupees 92,957 23,803 5,749 359	ceded Opening Closed Opening Closed Opening Closed	premium ceded pening Closing housand)	78,088 24,306 3,816	27,538 12,810 23,102 11,963 132,940 55,444 30,971 6,106	12,810 11,963 55,444 6,106
67		30.851	49.826	35.387	8208	16.211	27.384	22.442	
2							)	-	)

The annexed notes form 1 to 27 form an integral part of these financial statements.

Chief Executive / Principal Officer Director Director Chairman



Ahmed Salahuddin Chief Executive / Principal Officer

# STATEMENT OF CLAIMS FOR THE YEAR ENDED DECEMBER 31, 2006

						1		
exbeuse	2005		8,442	2,493	32,009	2,501	4,386	49,831
Net claims expense	2006		12,292	9,026	82,701	24,153	6,420	134,592
Re- inurance and other recoveries	received		29,333	7,246	29	280	4,175	41,093
ice and veries in utstanding ns	Closing nd)		10,418	2,243	21	e,	3,315	15,997
Re-inurance and other recoveries in respect of outstanding claims	red Opening Cl (Rupees in thousand)		9,821	1,058	192	Ė,	13,979	25,050
	received (Rupee		28,736	6,061	230	280	14,839	50,146
Claims	expense		41,625	16,272	82,760	24,433	10,595	68,321 175,685
g claims	Closing		16,337	5,310	35,964	3,631	7,079	68,321
Outstanding claims	Opening		15,651	2,781	9,113	ř	16,841	44,386
-	paid		40,939	13,743	55,909	20,802	20,357	151,750
	Class		<ol> <li>Fire and Property Damage</li> </ol>	2. Marine, Aviation and Transport	3. Motor	<ol> <li>Accident and Health</li> </ol>	5. Miscellaneous	Total
		Direct and Facultative	÷	7 2.	63	4	ĸ	

The annexed notes form 1 to 27 form an integral part of these financial statements.

Mohammad Latif	Director
Muhammad Bilal Sheikh	Director
Mohammed Basheer Janmohammed	Chairman



# STATEMENT OF EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2006

Net underwriting expense	2005		9,143	5,992	18,831	1,444	3,210	38,620
	2006		15,683	8,796	33,783	5,787	9,249	73,298
from from reinsurers (Refer note	below)		21,485	5,660	259	101	4,325	31,830
Commission from reinsurers Underwriting (Refer note	expense and)	ì	37,168	14,456	34,042	5,888	13,574	105,128
Other management expenses	ense (Note 15) expe		19,711	8,348	24,917	5,734	9,270	67,980
	expense (Ru		17,457	6,108	9,125	154	4,304	37,148
Net Deferred commissioncommission	Closing		10,106	583	5,384	80	2,557	18,710
s Deferred o	Opening		7,237	21.1	3,830	33	1,278	12,955
Commissions paid or	payable		20,326	6,114	10,679	201	5,583	42,903
5	Class		1. Fire and Property Damage	2. Marine, Aviation and Transport	Motor	<ol><li>Accident and Health</li></ol>	5. Miscellaneous	Total
		Direct and	1.	2.	33	4.	5.	ACT

Commission for reinsurers is arrived at after taking the impact of opening and closing uneamed commission. Note:

The annexed notes form 1 to 27 form an integral part of these financial statements.

Chief Executive / Principal Officer Director Director Chairman



#### STATEMENT OF INVESTMENT INCOME FOR THE YEAR ENDED DECEMBER 31, 2006

			2006 (Rupees in th	2005 ousand)
Income from Trading Inv	restments			
Gain on trading of held difference)	for trading investments	(i.e. buying and selling	7,395	445
Dividend income			3,987	14
Gain on revaluation of h	eld for trading investr	nents	656	68
			11,382	513
Less: Investment related	i expenses		1,306	53
Net Investment Income			10,076	460
he annexed notes from 1	to 27 form an integral	part of these financial sta	atements.	
Chairman	Director	Director	Chief Executive / Princip	al Officer



# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2006

#### 1. STATUS AND NATURE OF BUSINESS

PICIC Insurance Limited (the company), was incorporated on April 23, 2004 under the Companies Ordinance, 1984 as an un-listed public limited company and a wholly owned subsidiary of Pakistan Industrial Credit and Investment Corporation Limited (PICIC Limited). In September 2004, the company was registered as a non-life insurance company by Securities and Exchange Commission of Pakistan under Insurance Ordinance 2000 and is engaged in providing all classes of non-life insurance business. During the year, PICIC Limited divested its shareholding in the company to the extent of 70%. Further, during the year, the company also obtained listing on Karachi, Lahore and Islamabad stock exchanges. The registered office of the company is situated at Shaheen Complex, M.R. Kiyani Road, Karachi.

### 2. BASIS OF PRESENTATION

These financial statements have been prepared on the format of financial statements issued by the Securities and Exchange Commission of Pakistan (SECP) through Securities and Exchange Commission (Insurance) Rules, 2002 [SEC (Insurance) Rules, 2002].

### 3. STATEMENT OF COMPLIANCE

3.1. These financial statements have been prepared in accordance with the requirements of SEC (Insurance) Rules, 2002, the Companies Ordinance, 1984, the Insurance Ordinance, 2000 and approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Accounting Standards (IASs) as notified under the provisions of the Companies Ordinance, 1984. Wherever, the requirements of the Companies Ordinance, 1984, the Insurance Ordinance, 2000, and the SEC (Insurance) Rules, 2002 or directives issued by the Securities and Exchange Commission of Pakistan differ with the requirements of these standards, the requirements of Companies Ordinance, 1984, the Insurance Ordinance, 2000 and the SEC (Insurance) Rules, 2002 or the requirements of the said directives take precedence.

The SECP has allowed the insurance companies to defer the application of International Accounting Standard – 39 (IAS-39) "Financial Instruments: Recognition and Measurement" in respect of valuation of "Investment-available-for-sale". Accordingly, the requirements of IAS-39 to the extent allowed by SECP as aforesaid, have not been considered in the preparation of these financial statements.

# 3.2. Accounting standards not yet effective

The company has not applied the following accounting standards that have been issued by the International Accounting Standards Board (IASB), but are not yet effective.

#### 3.2.1. International Accounting Standards (IASs)

The amendments to existing standards applicable to the company have been published that are mandatory for the company's accounting periods beginning on or after January 01, 2006 or later periods:

IAS 1 - Presentation of Financial Statements

- Capital Disclosures effective from January 1, 2007

The company expects that the above amendments to the standards will have no significant impact on the company's financial statements in the period of initial application.

# 3.2.2. International Financial Reporting Standards (IFRSs)

A new series of standards called "International Financial Reporting Standards (IFRSs)" have been introduced and eight IFRSs have been issued by IASB under such series. Out of these, following four IFRSs have been adopted by Institute of Chartered Accountants of Pakistan (ICAP) and also adopted by the SECP:

IFRS-2 (Share based Payments);

IFRS-3 (Business Combinations);

IFRS-5 (Non-current Assets held for Sale and Discontinued Operations); and

IFRS-6 (Exploration for and Evaluation of Mineral Resources).

The adoption of the above pronouncements is not expected to be relevant for activities of the company.



Note

5.17 & 14

#### 4. BASIS OF MEASUREMENT

These financial statements have been prepared under the historical cost convention except that held for trading investments are stated at market value.

#### 5. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 5.1. Accounting judgments and estimates

The preparation of financial statements in conformity with approved accounting standards requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the company's accounting polices. The estimates/judgments and associated assumptions used in the preparation of the financial statements are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

The estimates/judgments and associated assumptions are reviewed on an ongoing basis. Revision to the accounting estimates are recognized in the period in which the estimate is revised, if the revision affects only that period, or in the period of revision and future periods if the revision affects both current and future periods. The estimates, judgments and assumptions that have significant effect on the financial statements are as follows:

•	Provision for outstanding claims (including IBNR) and reinsurance recoveries against	5.2 & 5.14
	outstanding claims	
	Staff retirement benefits	5.8
	Premium deficiency reserves	5.5
	Provision for taxation current and deferred	5.7
	Other deferred acquisition cost	5.15

# 5.2. Provision for outstanding claims (including IBNR)

Useful lives of assets and methods of depreciation

The liability in respect of outstanding claims is based on the estimates of the claims intimated or assessed before the end of the accounting year. In addition, confirming to the requirements of the SEC (Insurance) Rules, 2002, a provision has been made on an estimated basis for the claims which have been incurred in the current reporting period but have not been reported to the company until the cut-off date (IBNR), after taking into consideration the expected recoveries and settlement costs.

Any difference between the provision at the balance sheet date and settlements in the following years is included in the financial statements of that year.

### 5.3. Provision for unearned premium

Provision for unearned premium represents the portion of premium written relating to the unexpired period of coverage and is recognized as a liability by the company. This liability is calculated as follows:

- For marine cargo business as a ratio of unexpired period to the total period of policy applied on the gross premium of the individual policies;
   and
- For other classes / line of business, by applying 1/24th method as per the option given by the SEC (Insurance) Rules, 2002.

# 5.4. Commission Income

Commission income is being taken to the profit and loss account, on a time proportion basis, in accordance with the pattern of recognition of reinsurance premium to which they relate. Unearned portion of commission income relating to the unexpired period is recognized as a liability

### 5.5. Premium deficiency reserve

According to the requirements of the SEC (Insurance) Rules, 2002, a premium deficiency reserve needs to be created where the unearned premium for any class of business is not sufficient to cover the net liability expected to be incurred after the balance sheet date in respect of policies in that class of business. Any movement in the reserve is to be charged to the profit and loss account.

The management considers that the provision for the unearned premium for all classes of the business as at the year end was adequate to meet the expected future liability, after reinsurance, for claims and other expenses expected to be incurred after the balance sheet date in respect of policies in force at the balance sheet date. Hence, no premium deficiency reserve has been created in these financial statements.

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### 5.6. Amount due to other insurers / re-insurers

Liabilities for other insurers / re-insurers are carried at cost which is the fair value of consideration to be paid in the future for services.

#### 5.7. Taxation

#### 5.7.1. Current

Provision for current taxation is based on taxable income at the current rates of taxation after taking into account rebates and tax credits available, if any in accordance with the Income Tax Ordinance, 2001.

#### 5.7.2. Deferred

Deferred tax is recognized using the liability method on all material temporary differences at the balance sheet date between the tax base of assets and liabilities and their carrying amounts for financial reporting purposes. Deferred tax assets are recognized for all deductible temporary differences, carry forward of unused tax losses and unused tax credits to the extent that it is probable that the taxable profits will be available against which these can be utilized.

#### 5.8. Staff retirement benefits

## 5.8.1. Defined Contributory Plan

The company operates provident fund scheme for its permanent employees who have completed the minimum qualifying period of service. The fund is in the process of recognition with Commissioner of Income Tax. Equal monthly contributions to the fund are made both by the company and employees at the rate of 10% of basic salary.

# 5.8.2. Defined Benefit Plan

The company operates a funded gratuity scheme for all permanent employees who have completed minimum prescribed period of service under the scheme. The fund is in the process of recognition with Commissioner of Income Tax. Contributions are made to the scheme on the basis of independent actuarial recommendations using Projected Unit Credit method.

Actuarial gains or losses are recognized as income or expense when the cumulative unrecognized actuarial gains or losses at the end of previous reporting period exceeded 10% of the higher of defined benefit obligation and the fair value of plan assets at that date. These gains or losses are recognized over the expected average remaining working lives of the employees participating in the plan.

# 5.9. Sundry creditors, accruals and other liabilities

Liabilities for creditors and other amounts payable are carried at cost which is the fair value of the consideration to be paid in the future for the goods and / or services received, whether or not billed to the company.

# 5.10. Cash and bank deposits

Cash and bank deposits consist of cash in hand and at banks, stamps in hand and other placements with banks.

### 5.11. Investments

All investments are initially recognized at fair value and include transaction costs except for held-for-trading investments in which case transaction costs are charged to profit and loss account. All purchase and sale of investments that require delivery within the required time frame established by regulations or market convention are accounted for at the settlement date. These are recognized and classified as follows:

#### 5.11.1. Held-to-maturity

Investments with fixed maturity, where management has both intent and the ability to hold to maturity, are classified as held-to-maturity. Subsequently, these are measured at amortized cost using effective interest rate method and taking into accounts any discount or premium on acquisition.

#### 5.11.2. Available for sale

Investments which are intended to be held for an indefinite period of time but may be sold in response to the need for liquidity are classified as available for sale. Subsequent to initial recognition, these are measured at the lower of cost and market value (market value being taken as lower if the fall is other than temporary) in accordance with the requirement of the SEC (Insurance) Rules, 2002.

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#### 5.11.3. Investment at fair value through profit and loss

Held for trading investments are included in this category. Subsequent to initial recognition, these are re-measured at fair value by reference to quoted market price with a resultant gain or loss being included in net profit or loss for the period in which it arises.

#### 5.12. Premiums due but unpaid

These are recognized at cost, which is the fair value of the consideration less provision for impairment, if any.

#### 5.13. Amounts due from other insurers / reinsurers

These are stated at cost, which is the fair value of the consideration to be received in the future for service.

### 5.14. Re-insurance recoveries against outstanding claims

Claims recoveries receivable from the re-insurers are recognized as an asset at the same time as the claims which give rise to the right of recoveries are recognized as a liability and are measured at the amount expected to be received.

### 5.15. Deferred commission and other acquisition costs

Commission and other acquisition costs incurred in obtaining and recording policies of insurance and reinsurance are deferred and recognized as an asset on attachment of the related policies. Accordingly, these costs are charged to the profit and loss account as an expense based on pattern of recognition of premium revenue.

# 5.16. Other receivables

Theses are recognized and carried at original invoice amounts less an allowance for uncollectible debts, if any.

### 5.17. Operating fixed assets and depreciation / amortization

### 5.17.1. Tangible

### 5.17.1.1. Owned assets

These are stated at cost less accumulated depreciation and any impairment in value. Maintenance and normal repairs are charged to income as and when incurred, whereas major renewals and replacements are capitalized.

Depreciation is calculated on a straight-line basis over the estimated useful life of the asset. Depreciation on additions is charged for the full year in which an asset is available for use and no depreciation is charged on the assets disposed off or retired during the year.

An item of fixed asset is derecognised upon disposal or when no future economic benefits are expected from its use or disposal.

The assets residual values, useful lives and methods are reviewed and adjusted, if appropriate at each financial year end.

Gains and losses on disposal, if any, of assets are included in income currently.

# 5.17.1.2. Assets subject to finance lease

Finance leases, which transfer to the company substantially all the risks and benefits incidental to ownership of the leased item, are capitalized at the inception of the lease, at the fair value of the leased property or, if lower at the present value of the minimum lease payments. Lease payments are apportioned between the finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability.

Assets acquired under finance lease are depreciated using the same basis as for owned assets.

# 5.17.1.3. Impairment

The carrying values of the company's fixed assets are reviewed at each financial year end for impairment when events or changes in circumstances indicate that the carrying value may not be recoverable. If any such indication exists, and where the carrying values exceed the estimated recoverable amount, the assets are written down to their recoverable amount.

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#### 5.17.2. Intangible assets

Costs incurred on the acquisition of intangible assets (computer software) are capitalized and are amortized over the useful life of the related assets on straight line basis.

Useful lives and carrying value of intangible assets are reviewed, at each financial year end and adjusted, if appropriate.

### 5.18. Financial instruments

All financial assets and liabilities are recognized at the time when the company becomes a party to the contractual provisions of the instrument. Any gain or loss on de-recognition of the financial assets or financial liabilities is taken to the income currently.

#### 5.19. Off-setting of financial assets and financial liabilities

Financial assets and financial liabilities are offset and the net amount is reported in the balance sheet, if the company has a legally enforceable right to set-off the transaction and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

5.20. Revenue recognition

#### 5.20.1. Premium income

Premium income under a policy is recognized over the period of insurance from the date of inception of the policy to which it relates till its expiry as follows:

- i) For direct business, evenly over the period of the policy; and
- ii) For proportional reinsurance business, evenly over the period of the underlying insurance policies.

### 5.20.2. Administrative surcharge

Administrative surcharge recovered by the company from policy holders, is included in income currently.

#### 5.20.3. Dividend income

Dividend income is recognized when the right to receive the dividend is established.

5.20.4. Profit on bank accounts, deposits and miscellaneous income

Profit on bank account, deposits and miscellaneous income are recognized on accrual basis.

### 5.21. Transactions with related parties

All transactions with related parties are carried out by the company on arm's length basis.

#### 5.22. Segment reporting

The company's operating businesses are organized and managed separately according to the nature of services provided with each segment representing a strategic business unit that serves different markets.

The fire insurance provides insurance covers against damages caused by fire, riot and strike, explosion, earthquake, atmospheric damage, flood, electric fluctuation and other related perils.

The marine insurance provides coverage against cargo risk, war risk, damages occurring in inland transit and other related perils.

The motor insurance provides comprehensive car coverage, indemnity against third party loss and other related covers.

The accident and health insurance provides coverage against personal accident, hospitalization and other medical benefits. Miscellaneous insurance provides cover against burglary, loss of cash in safe and cash in transit, money, engineering losses, travel and other coverage.

# 5.23. Management expenses

These are allocated to various classes of business in proportion to the respective gross premium written for the year.

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### 5.24. Provisions

Provisions are recognized when the company has a legal or constructive obligation as a result of past events, when it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate of the amount can be made. Provisions are reviewed at each balance sheet date and adjusted to reflect the current estimate.

#### 5.25. Dividend

Dividend distribution to the company's shareholders is recognized as a liability in the company's financial statements in the period in which the dividends are approved.

			2006	2005
		Note	(Rupees in	thousand)
6.	PAID-UP SHARE CAPITAL			
	Issued, subscribed and fully paid			
	20,000,000 (2005: 20,000,000) Ordinary shares		200.000	200.000
	Of Rs. 10/- each fully paid in cash		200,000	200,000

# 6.1. As at December 31, 2006 associates hold 6,073,435 (2005: 20,000,000) ordinary shares of Rs. 10/- each.

#### 7. SUNDRY CREDITORS AND ACCRUALS

Commission payable		14,438	9,679
Staff retirement benefits – gratuity	7.1	5,010	-
Federal insurance fee		567	524
Federal excise duty		3,058	2,286
Other creditors		4,387	1,812
Accrued expenses		3,908	2,421
		31,368	16,722

7.1. The latest actuarial valuation of the gratuity scheme was carried out as of December 31, 2006. The principal actuarial assumptions used for the purpose of the valuation were as follows:
2006
2005

	(Rupees in t	housand)	
Discount rate	10 percent		
Salary increaseSalary increase	10 percent	-	
Average expected remaining working life of employees	14 years	17	

# 7.2. Reconciliation of payable to defined benefit plan

Present value of defined benefit obligation	7,813	9
Net actuarial gains / (losses) not recognized	392	-
Unrecognized past service cost	(3,195)	12
	5,010	-

# 7.3. Movement in net liability recognized in the balance sheet is as follows:

Balance at the beginning of the year	-	-
Charge for the year	5,010	
Balance at the end of the year	5.010	-

# 7.4. Amount recognized in the profit and loss account

Current service cost	3,121	
Interest cost	391	-
Past service cost to be recognized	1,498	12
	5,010	-



1,753 2,533

				2006	2005
8.	LIABILITIES AGAINST ASSETS SUBJECT TO FINANCE	CE LEASE		(Rupees in	thousand)
	Balance as at January 01			13,418	14,013
	Additions during the year			1000	1,944
				13,418	15,957
	Less: Payments made during the year			2,762	2,539
				10,656	13,418
	The total lease rentals due under the various lease agreements aggreemently installments till 2009. Taxes, repairs and insurance costs are annum have been used as the discounting factor. Purchase options of movement in the finance lease liability is as follows:  Within one year  After one year but not more than five years  Total minimum lease payments  Less: Amount representing financial charges  Present value of minimum lease payments	e to be borne by	the lessee. Fina by the lessee, pa 06 Present value	Minimum lease payment thousand)  3,603 11,731 15,334 1,916 13,418	2,762 10,656 13,418
				2006	2005
_			Note	(Rupees In	thousand)
9.	CASH AND BANK DEPOSITS				
	Cash and other equivalents				
	Cash in hand			450	1
	Stamps in hand			156 156	101
				130	102
	Current and other accounts				
	Current accounts			12,179	5,220
	PLS accounts		9.1	178,469 190,648	166,499 171,719
				150,040	171,715
	Deposits maturing within 12 months	8.	9.2	37,500	1,000
	Deposits maturing after 12 months	-		-	20,000
				228,304	192,821
9.1.	These carry interest at rates ranging from 7% to 9.5% (2005: 4% to 79)	%) per annum.			
9.2.	These deposits represent term deposits with commercial banks and f 8.5% to 11.5% (2005: 4.5% to 9%) per annum and will mature by Feb		ns carrying intere	st at ratesranging	from
10.	DEFERRED TAX				
	Opening balance			-	(#)(i
	(Reversal) / recognized for the year			2,533	*
	Closing balance			2,533	3 <del>12</del> 3
	Deductible temporary differences				
	- Leased assets			330	3 <del>+</del> 8
	- Depreciation on fixe	ed assets		450	3 <del>1</del> 73

- Staff gratuity



		2006	2005 n thousand)
44	SECURITY DEPOSITS	(Nupees ii	i inousand)
11.	SECURITY DEPOSITS		
	Lease deposits	1,656	1,656
	Others	1,995	1,268
		3,651	2,924
12.	PREMIUMS DUE BUT UNPAID unsecured, considered good		
	Premiums due but unpaid include amounts due from following		
	Related parties		
	PICIC Limited	14,868	6,004
	PICIC Commercial Bank Limited	12,392	125
	PICIC Asset Management Company Limited	# <sub>6244</sub>	1
	Financial Management Services	23	-
	Central Depository Company Limited	3,182	1,663
	My Bank Limited	2,283	
	Mapak Edible Oil	849	
	Westbury (Private) Limited	43	7 700
		33,640	7,793
	Others	94,934	59,942
		128,574	67,735
13.	PREPAYMENTS		
	Prepaid reinsurance premium ceded	67,773	43,478
	Prepaid expenses	4,724	2,495
	to the settle is the sear more district or the search of t	72,497	45,973

# 14. OPERATING FIXED ASSETS

# 14.1. Tangible

		Cost		Accumulated depreciation			Written	
Particulars	At the beginning of the year	Additions		At the beginning of the year	For the year	At the end of the year	down value at Dec. 31, 2006	Rate (%)
Owned			(rc	ipees in inous	anu)		137772	(10)
Furniture & fixture	5,134	1,644	6,778	1,631	1,356	2,987	3,791	20
							[T. 60 (TV. 61))	
Office equipments	1,465	1,580	3,045	404	609	1,013	2,032	20
Computers	3,438	1,610	5,048	1,804	1,683	3,487	1,561	33.33
Motor vehicles	1,845	4,881	6,726	408	1,345	1,753	4,973	20
	11.882	9.715	21.597	4.247	4.993	9.240	12.357	
Leased	And Street				Service upon	- Alexandr		
Motor vehicles	16,883		16,883	3,792	3,376	7,168	9,715	20
2006	28,765	9,715	38,480	8,039	8,369	16,408	22,072	

	Cost			Accumu	Written			
Particulars	At the beginning of the year	Additions	At the end of the year	At the beginning of the year	For the year	At the end of the year	down value at Dec. 31, 2005	Rate
O			(Ru	pees in thous	and)			(%)
Owned								
Furniture & fixture	3,018	2,116	5,134	604	1,027	1,631	3,503	20
Office equipments	554	911	1,465	111	293	404	1,061	20
Computers	1,977	1,461	3,438	658	1,146	1,804	1,634	33.33
Motor vehicles	194	1,651	1,845	39	369	408	1,437	20
	5,743	6,139	11,882	1,412	2,835	4,247	7,635	
Leased				No.				
Motor vehicles	2,073	14,810	16,883	415	3,377	3,792	13,091	20
2005	7,816	20,949	28,765	1,827	6,212	8,039	20,726	



1,213

# 14.1.1. The depreciation charge for the year has been allocated as follows:

	2006	2005
	(Rupees in	thousand)
Management expenses	7,523	5,585
General and administrative expenses	846	627
. 1 및 100명은 100명 : 100g : 100	8,369	6,212

# 14.2. Intangible

Bank charges

			Cost		Accumu	lated amor	Written		
	Particulars	At the beginning At the end of the year Additions of the year (Ru			At the At the beginning For the end of the of the year year year pees in thousand)			down value at Dec. 31, 2006	Rate (%)
	Software	3,500	-	3,500	2,334	1,166	3,500	-	33.3
	2006	3,500	-	3,500	2,334	1,166	3,500	8 -5	
			Cost	0,000	Accumu	lated amort	ization	Written	
	Particulars	At the beginning of the year	Petroniana.	At the end of the year	At the beginning of the year spees in thous	For the year	At the end of the year	down value at Dec. 31, 2005	Rate (%)
	Software	3,500	-	3,500	1,167	1,167	2,334	1,166	33.3
	2005	3,500	-	3,500	1,167	1,167	2,334	1,166	
5.	MANAGEMENT EX	XPENSES				Note	2006 (Rup	ees in thou	200 usand
	Salaries, wages ar Rent, rates and tax Electricity, gas, etc Office renovation Repairs and maint Conveyance Staff expenses Printing and station Tour and travel Vehicle running an Advertisement Computer running Communication Survey fee Service charges Health insurance Depraciation Amortisation  Add: Opening defe	kes c. enance nery nd maintenance	e on cost			14.1.1 14.2	39,27 4,65 1,32 19 76 4 1,21 1,64 2,44 3,83 8,30 1,21 2,74 44 94 64 7,52 1,16 78,38 25,81 104,19 36,21	8	22,52 3,29 1,08 66 37 2 90 3,16 8,13 8,13 40 5,58 1,16 52,62 9,92 62,55 25,81 36,73
<b>6</b> 4	This includes staff	retirement her	nefits amou	nting to Rs. 4	5 6 million /20	05: Nil)	01,30		30,13
5.1. 6.	MARK-UP / FINAN			nung torta. t	2.0 million (20	00. IVII).			
	Mark-up on finance						82	13	1,02



			2006	2005
		Note	(Rupees in	thousand)
17.	GENERAL AND ADMINISTRATIVE EXPENSES			
	Salaries, wages and other benefits	17.1	6,273	4,992
	Rent, rates and taxes		758	536
	Electricity, gas, etc.		334	273
	Repairs and maintenance		19	9
	General office expense		848	606
	Staff expenses		209	156
	Vehicle running and maintenance		340	281
	Advertising		67	65
	Computer running		83	60
	Communication		553	380
	Club expenses		504	261
	Books and periodicals		514	140
	Documentation charges		55	29
	Depreciation	14.1.1	846	627
	Donation		•	154
	Directors'fee		155	170
	Membership fee		14	73
	Sundry expenses		385	515
	Entertainment		482	404
	Auditors' remuneration	17.2	217	168
	Legal and professional		2,203	900
	Software maintenance		120	360
			14,979	11,159
17.1.	This includes staff retirement benefits amounting to Rs.0.76	million (2005: Nill).		
17.2.	Auditors' remuneration			
	Audit fee		200	100
	Review and certification			60
	Out of pocket expenses		17	8
	CHARLES OF THE STATE OF THE STA		217	168

# 18. TAXATION

18.1. The tax assessments of the company have been finalized upto and including the sssessment year 2006 as the company has filed tax returns which are deemed assessed in terms of Section 120 (1) of the income Tax Ordinance, 2001.

# 18.2. Relationship between tax expense and accounting profit:

Accounting profit before tax	36,917	3,311
Tax at the applicable rate of 35% (2005:37%)  Tax effects of amounts that are:	12,921	1,225
Not deductible in determining taxable income	5,379	4,342
Deductible in determining taxable income	(3,129)	(2,852)
( )	2,250	1,490
Effect of previous year's tax loss	-	(919)
Effect of prior year's tax	(80)	
Tax effect of capital gain	(2,588)	3.43
Tax effect of dividend income taxed at lower rate	(1,196)	1(e)
Effect of tax rebate		(53)
Effect of deferred tax resulting from temporary differences	(2,533)	-
	8,774	1,743

18.2.1. The change in applicable tax rate is due to the change in enacted tax rate under Income Tax Ordinance.2001.



# 19. REMUNERATION OF CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

Aggregate amounts charged in the financial statements for remuneration, including all benefits to Chief Executive, Directors, and Executives of the company are as follows:

		2006			2005			
	Chief Executive (Rup	Directors ees in thous	Executives and)	Chief Executive (Rupe	Directors es in thous	Executives and)		
Fess		155	N		170			
Managerial remuneration	5,375	-	9,088	4,598	-	4,720		
Housing and utilities	79	-		68	-			
Medical expenses	98	€.	177	36	2	56 85		
Others	142	-	114	90	-	85		
	5,694	155	9,379	4,792	170	4,861		
Number of persons	1	7	7	1	4	3		

- 19.1. The company also provides some of the executives with company maitained cars.
- 19.2. The Chief Executive is also provided with company maintained cars and reimbursed for some utility expenses.

### 20. TRANSACTIONS WITH RELATED PARTIES

Related parties comprise of related group companies, associate, staff retirement funds, directors and key managment personnel. The company in the normal course of business carries out transactions with various related parties. Material transactions with related parties and balances with them, other than remuneration and bebefits to directors and key management personnel under the terms of their employment, are given below:

2006

	(Rupees in ti	nousand)
Premium income	51,768	24,670
Commission expense	* ·	3
Claim expense	25,507	6,664
Interest income	10,183	9,346
Rent	40	
Bank charges	390	151
Lease payments (including financial charges of Rs. 0.82 Million)	3,603	3,568
Staff retierment benefits		
Contribution for - Staff Provident Fund	1,353	*
- Staff Gratuity Fund	5,010	7
Balances with related parties / associated undertakings		
Liabilities against asset subject to finance lease	10,656	13,418
Cash and bank deposits - Bank balances - Deposits maturing within 12 months	127,580 25,000	166,298
Lease deposits	1,656	1,656
Premium due but unpaid	33,640	7,793

# 21. SEGMENT REPORTING

21.1. The information regarding segments results for the year ended December 31, 2006 have been disclised in the profit and loss account and related statements.

# 21.2. Other Information

	FI INSUF BUSI		MAR INSUR BUSII	ANCE	MOT INSUR BUSIN	ANCE	ACCID HEA BUSE	LTH	MISCELLA INSURA BUSIN	INCE	UNALLO	CATED	тот	AL
	2006	2005	2006	2005	2006	2005	2006	2005	2006 ousand) ····	2005	2006	2005	2006	2005
Segment assets	132,664	101,996	23,061	16,163	73,615	45,878	12,554	8,122	100,578	40,807		2	342,472	212.966
Unallocated corporate assets	-	<u>-</u>	-		-	-	-	-	_	-	263,887	233,753	263,887	233,753
Consolidated corporate assets	132,664	101,996	23,061	16,163	73,615	45,878	12,554	8,122	100,578	40,807	263,887	233,753	606,359	446.719
Segment liabilities	112,540	95,817	17,605	14,591	125,206	67,563	31,466	11,157	63,792	38,586			350,609	227,714
Unaflocated corporate liabilities		-	-	-	-		-	-	-	-	29,649	21,047	29,649	21,047
Consolidated corporate liabilities	112,540	95,817	17,605	14,591	125,206	67,563	31,466	11,157	63,792	38,586	29,649	21,047	380,258	248,761



### 22. FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES

#### 22.1. Interest rate risk

Interest rate risk is the risk of changes in market interest rates reducing the overall return on interest bearing assets. The company is exposed to interest rate risk only in respect of bank balances and deposits. Effective interest rates on such accounts are disclosed in the relevant note.

### 22.2. Liquidity risk

Liquidity risk is the risk that the company will be unable to meet its funding requirements. To guard against the risk, the company has diversified funding sources and assets are managed with liquidity in mind, maintaining a healthy balance of cash and cash equivalents and readily marketable securities. The maturity profile is monitored to ensure adequate liquidity is maintained.

#### 22.3. Market Risk

Market risk is the risk that the value of a financial instrument will fluctuate as a result of changes in market prices, whether those changes are caused by factors specific to the individual security, or its issuer, or factors affecting all securities traded in the market.

The company is not exposed to market risk as it does not hold any marketable investments at year end.

#### 22.4. Credit risk and concentration of credit risk

Credit risk is the risk, which arises with the possibility that one party to a financial instrument will fail to discharge its obligation and cause the other party to incur a financial loss. The company attempts to control credit risk by monitoring credit exposures by undertaking transactions with a large number of counterparties in various industries and by continually assessing the credit worthiness of counterparties.

Concentration of credit risk arises when a number of counterparties have a similar type of business activities. As a result, any change in economic, political or other conditions would effect their ability to meet contractual obligations in a similar manner.

#### 22.5. Fair value of financial instruments

Fair value is an amount for which an asset could be exchanged, or a liability settled, between knowledgeable willing parties in an arm's length transaction. Consequently, differences may arise between the carrying values and the fair value estimates.

The fair values of all the financial instruments are estimated to be not significantly different from their carrying values.

#### 22.6. Reinsurance risk

In common with other insurance companies, in order to minimize the financial exposure arising from large claims, the company, in the normal course of business, enters into agreement with other parties for reinsurance purposes.

Reinsurance ceded does not relieve the company from its obligation to policy holders and as a result the company remains liable for the portion of outstanding claim reinsured to the extent that reinsurer fails to meet the obligation under the reinsurance agreements.

To minimize its exposure to significant losses from reinsurer insolvencies, the company evaluates the financial condition of its reinsurers and monitors concentration of credit risk arising from similar geographic regions, activities or economic characteristics of reinsurers.

#### 23. EARNINGS PER SHARE – Basic and diluted

Net profit for the year attributable to ordinary shareholders

Weighted average number of ordinary shares outstanding during the year

Earnings per share

2006	2005
(Rupees in	thousand)

(Rs. in 000') 28,143 1,568 20,000,000 20,000,000

Rs. 0.08

Rs. 1.41



### 24. DATE OF AUTHORIZATION FOR ISSUE

These financial statements were authorized for issue on March 13, 2007 by the Board of Directors of the company.

# 25. DIVIDEND

Subsequent to the year ended December 31, 2006, the Board of Directors have proposed a final cash dividend of Rs. 1 per share (2005: nil) amounting to Rs. 20 million (2005: nil) in their meeting held on March 13, 2007 for approval of the members at the Annual General Meeting. The above dividend will be accounted for in the financial statements for the year ending December 31, 2007.

### 26. CORRESPONDING FIGURES

Previous year's figures have been rearranged and reclassified wherever necessary for the purposes of comparison. Following significant corresponding figures have been changed:

Particulars					
То	Rupees in thousand				
Security deposits	2,924				
Liabilities against assets subject to finance lease	2,762				
Prepayments	2,495				
Prepayments	43,478				
Management expenses	6,752				
General and administrative expenses	6,752				
Other income – Return on bank deposits and PLS account	10,808				
	To  Security deposits  Liabilities against assets subject to finance lease  Prepayments  Prepayments  Management expenses  General and administrative expenses				

# 27. GENERAL

Figures in these financial statements have been rounded off to the nearest thousand rupees.

5,1			
Chairman	Director	Director	Chief Executive / Principal Officer

**End of Financial Statements**