Interim Financial Report for the nine month period ended September 30, 2010 (Unaudited)



PREMIER INSURANCE



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## **Company Information**

Board of Directors Syed Arshad Ali

Khalid Bashir

Zahid Bashir (Chairman)

Imran Maqbool Nadeem Maqbool Khurram Mazhar Shams Rafi

Fakhir Rahman (Chief Executive)

Company Secretary Afroz Quraishi

Audit Committee Khalid Bashir (Chairman)

Imran Maqbool Nadeem Maqbool

Auditors Anjum Asim Shahid Rahman

Chartered Accountants

Legal Advisors Arfin & Company

Advocates

**Registered & Head Office** 5th Floor, State Life Building No. 2A

Wallace Road, Karachi-74000, Pakistan

Phones : (21) 32416331-4
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Email : info@pil.com.pk
Website : www.pil.com.pk

Registrar FAMCO Associates (Pvt) Limited

1st Floor, State Life Building No.1-A

I.I.Chundrigar Road, Karachi-74000, Pakistan



## Report of the Directors to the Members

The directors are pleased to present the unaudited interim financial report of the company for the nine month period ended September 30, 2010.

Review	(Amounts in Rupees millions)				
	2010	2009			
Premium written	603.1	531.1			
Net premium	275.2	247.1			
Underwriting result	30.1	21.3			
Investment income	104.1	111.6			
Impairment of financial assets	(3.7)	(126.2)			
Profit / (loss) before taxation	104.5	(22.3)			
Profit / (loss) after taxation	83.9	(23.8)			

All business classes contributed to the 13.6% and 11.4% respective growth in written premium and, except for fire, net premium. With a significantly improved claims ratio overcoming expense and commission cost increases, your company's underwriting result improved more than 41% over the corresponding period.

Despite a lower investment income reflecting efforts towards low risk, tax efficient investments, the company earned Rs 1.39 per ordinary share of Rs 5 each.

In addition to strong profitability, and after a 15% bonus issue, every share of Rs 5 each had a net asset value of almost Rs 30 at the balance sheet date.

#### Outlook

As stated in our last report at the half year, the multiple uncertainties of our operating environment preclude the presentation of a reliable outlook for the whole year. However, all the company's stakeholders can be assured of our best efforts on their behalf.

#### Acknowledgement

The directors acknowledge the dedication of the company's employees, thank all our business associates and members for their confidence reposed in the company, and our regulators for their guidance and support.

On behalf of the Board

Zahid Bashir Chairman

Karachi: October 14, 2010



## Condensed Interim Balance Sheet

As at September 30, 2010

(Amounts in Rupees '000)	Note	Unaudited September 30, 2010	Audited December 31, 2009
SHAREHOLDERS' EQUITY AND LIABILITIES			
Share capital and reserves			
Authorised share capital			
Rs 100,000,000 ordinary shares of Rs 5 each			500,000
Issued subscribed and paid-up capital			
60,564,269 (2009: 52,664,582) ordinary shares of Rs.5 each		302,821	263,323
Retained earnings		232,758	240,992
Reserves		1,270,025	1,270,025
Shareholders' equity		1,805,604	1,774,340
Underwriting provisions			
Provision for outstanding claims (including IBNR)		281,655	251,112
Provision for unearned premium		381,997	314,524
Commission income unearned		45,974	37,206
Total underwriting provisions		709,626	602,842
Deferred liability			
Staff retirement benefits		25,362	21,068
Creditors and accruals			
Amounts due to other insurers / reinsurers		185,968	84,239
Accrued expenses		12,383	13,620
Taxation - provision less payments		121,841	104,434
Other creditors and accruals	9	200,573	181,677
		520,765	383,970
Other liabilities			
Unclaimed and dividend payable		7,840	6,499
TOTAL EQUITY AND LIABILITIES		3,069,197	2,788,719
CONTINGENCIES AND COMMITMENTS	10		

The annexed notes from 1 to 18 form an integral part of this condensed interim financial report.



(Amounts in Rupees	s '000)	Note	Unaudited September 30, 2010	Audited December 31, 2009
ASSETS Cash and bank depo Cash and other equiva Current and other acc Deposits maturing wi Deposits maturing aft	alents counts thin 12 months		915 117,836 - 5,246 123,997	302 211,533 3,497 5,246 220,578
Loans to employees			1,882	2,412
Investments		11	1,405,119	1,245,694
Investment properti	es		55,968	56,393
unsecured, considered Accrued investment in Accrued salvage recov	cher insurers / reinsurers - ed good ncome veries s against outstanding claims		410,837 358,563 2,956 8,232 166,401 56,255 226,168 13,897 1,243,309	276,503 362,988 2,690 9,350 138,774 43,941 173,245 29,467 1,036,958
Fixed assets Tangible Land and buildings Furniture, fixtures and Motor vehicles Capital work in progre	1 1		146,240 19,166 41,146 30,072	146,465 16,956 31,050 30,072
<b>Intangible</b> Computer software			2,298 238,922	2,141 226,684
TOTAL ASSETS			3,069,197	2,788,719
Zahid Bashir Chairman	Nadeem Maqbool Director	Imran Mac Director	qbool	Fakhir Rahman Chief Executive



# Condensed Interim Profit and Loss Account (unaudited) For the quarter and nine month period ended September 30, 2010

(Amounts in Rupees '00	,	Marine,	nded Septe	mber 30,		2010	2009
	Fire and property	aviation & transport	Motor	Others	Treaty	Aggregate	Aggregate
Revenue accounts		-					
Net premium revenue	29,993	17,903	42,511	7,152	- ,	97,559	89,322
Net claims	(4,454)	(3,356)	(22,049)	(6,540)	4	(36,395)	(30,738)
Expenses Net commission	(11,562) (4,717)	(7,071) (2,333)	(16,366) (5,936)	(2,789) 2,071	-	(37,788) (10,915)	(32,113) (8,354)
Underwriting result	9,260	5,143	(1,840)	(106)	4	12,461	18,117
Investment income						33,347	38,957
Gain on disposal of fixed assets						243	-
Rental income						82	506
Other income General and administration expenses						527 (9,909)	377 (7,942)
Impairment of financial assets					Note 15	(3,718)	(1,772)
Profit / (loss) before tax					11000 15	33,033	50,015
Provision for taxation						(7,094)	(382)
Profit / (loss) after tax						25,939	49,633
Earnings / (loss) per share - basic a						0.43	0.82
	N	Vine month pe	riod ended	September 3	30,	2010	2009
Revenue accounts	00.224	44.744	107.100	40.050	40	200	247.440
Net premium revenue	88,221	41,611	126,423	18,950	(4)	275,201	247,119
Net claims Expenses	(10,885) (36,641)	(7,592) (17,282)	(75,566) (52,506)	(14,815) (7,870)	(253)	(109,111) (114,297)	(110,856) (95,707)
Net commission	(9,096)	(4,578)	(14,027)	6,032	2	(21,667)	(19,302)
Underwriting result	31,599	12,159	(15,676)	2,297	(253)	30,126	21,254
Investment income						104,066	111,579
Gain on disposal of fixed assets						1,323	528
Rental income						250	1,425
Other income						1,354	377
General and administration expenses					Note 15	(28,888)	(31,296)
Impairment of financial assets  Profit / (loss) before tax					Note 15	(3,718) 104,513	(126,161) (22,294)
Provision for taxation						(20,584)	(1,542)
Profit / (loss) after tax						83,929	(23,836)
Profit and loss appropriation account	nt						
Balance at commencement of year						240,992	109,464
Profit / (loss) after tax for the period						83,929	(23,836)
Cash dividend for 2009 Re 1 per share	(2008: Re 1 per share)					(52,665)	(47,877)
Bonus shares for 2009 at 15% (2008: 1	0%)					(39,498)	(23,938)
Transfer from general reserve	1.6.1					- 222.750	150,000
Balance unappropriated profit at the Earnings / (loss) per share - basic a	*				Note 16	232,758 1.39	<u>163,813</u> (0.39)
The annexed notes from 1 to 18 form		ensed interim fin	ancial report.				
Zahid Bashir	Nadeem Maqboo	l	Imran N	Maqbool		Fakhir 1	Rahman
Chairman	Director		Directo	-		Chief I	Executive



# Condensed Interim Statement of Cash Flows (unaudited) For the nine month period ended September 30, 2010

(An	mounts in Rupees '000)	2010	2009
OP	ERATING CASH FLOWS		
a)	Underwriting activities		
	Premium received Reinsurance premium paid Claims paid Reinsurance and other recoveries received Commissions paid Commissions received Net cash flow from underwriting activities	473,158 (209,510) (231,906) 125,711 (72,201) 66,036	366,779 (210,750) (339,931) 236,287 (45,387) 58,091 65,089
b)	Other operating activities		
Tota	Income tax paid General management expenses paid Other operating payments Advances, deposits and sundry receivables Other liabilities and accruals Net cash used in other operating activities al cash flow from / (used in) operating activities	(3,177) (114,297) (14,430) (6,249) (3,110) (141,263) 10,025	(8,365) (95,707) (19,323) (8,530) 4,587 (127,338) (62,249)
INV	VESTMENT ACTIVITIES		
Tota	Investment income received Payments for investments Proceeds from disposal of investments Fixed capital expenditure Proceeds from disposal of fixed assets Rental received Other income received Deposits impaired / matured al cash used in investing activities	18,544 (3,210,500) 3,158,249 (22,762) 2,655 675 1,354 (3,497) (55,282)	78,271 (1,402,579) 745,342 (19,308) 962 1,517 377 1,749 (593,669)
FIN	NANCING ACTIVITIES		
Tota Cas	Dividends paid Payments against finance leases al cash used in financing activities al cash used in all activities th and cash equivalents at beginning of the period th and cash equivalents at the end of the period	(51,324) - (51,324) (96,581) 215,332 118,751	(46,283) (595) (46,878) (702,796) 876,571 173,775



(Amounts in Rupee	s '000)		
		2010	2009
Reconciliation to prof	it and loss account		
Operating cash flows		10,025	(62,249)
Depreciation expense		(9,192)	, , ,
Investment income		104,066	111,579
Profit on disposal of fix	red assets	1,323	528
Rental income		250	1,425
Other income		1,354	377
mpairment of financial	assets	(3,718)	(126,161)
Increase in assets other	than cash	226,945	181,398
Increase in liabilities		(247,124)	(123,295)
Profit / (loss) after tax	ation	83,929	(23,836)
Definition of cash			
	hand, stamps in hand, current and the statement of cash flows cons	l saving accounts and short-term d sists of:	eposits.
Cash and other equiva	lents		
Cash		674	738
Stamps in hand		241	171
		915	909
Current and other acc	ounts		
Current accounts		11,511	25,180
Savings accounts		106,325	144,937
		117,836	170,117
Deposits maturing	g within 12 months	-	2,749
Total cash and cash ed	quivalents	118,751	173,775
Γhe annexed notes fron	n 1 to 18 form an integral part of	this condensed interim financial re	port.

Director

Chief Executive

Chairman

Director



# Condensed Interim Statement of Changes in Equity (unaudited) For the nine month period ended September 30, 2010

#### (Amounts in Rupees '000)

	Share capital				Reserves				
			apital reserv	es	Re	evenue reserv	es		
	Issued, subscribed and paid-up	Reserve for exceptional losses	Devaluation reserve	Reserve for issue of bonus shares	General	Reserve for bad and doubtful debts	Unappro- priated profit	Total reserves	Total equity
Balance as at January 1, 2009	239,385	19,490	185	-	1,400,000	350	109,464	1,529,489	1,768,874
Loss for the nine month period ended September 30, 2009	-	-	-	-	-	-	(23,836)	(23,836)	(23,836)
Cash dividend for the year 2008	-	-	-	-	-	-	(47,877)	(47,877)	(47,877)
Transfer to reserve for issue of bonus shares	-	-	-	23,938	-	-	(23,938)	-	-
Bonus shares issued	23,938	-	-	(23,938)	-	-	-	(23,938)	-
Transfer from general reserve Balance as at September 30, 2009	263,323	19,490	185	-	(150,000) 1,250,000	350	150,000 163,813	1,433,838	1,697,161
Profit for the three month period ended December 31, 2009 Balance at January 1, 2010	263,323	19,490	185		1,250,000	350	77,179 240,992	77,179 1,511,017	77,179 1,774,340
Profit for the nine month period ended September 30, 2010	-	-	-	-	-	-	83,929	83,929	83,929
Cash dividend for the year 2009	-	-	-	-	-	-	(52,665)	(52,665)	(52,665)
Transfer to reserve for issue of bonus shares	-	-	-	39,498	-	-	(39,498)	-	-
Bonus shares issued	39,498	-	-	(39,498)	-	-	-	(39,498)	-
Balance as at September 30, 2010	302,821	19,490	185		1,250,000	350	232,758	1,502,783	1,805,604

The annexed notes from 1 to 18 form an integral part of this condensed interim financial report.

Zahid Bashir Fakhir Rahman Nadeem Maqbool Imran Maqbool Chief Executive Chairman Director Director



## Condensed Interim Statement of Premium (unaudited)

For the quarter and nine month period ended September 30, 2010

(Amounts in Rupees '000)

Business underwritten inside Pakistan

			Quarter ended September 30,								2010	2009
	Cl	ass	Premium written	Unearned rese		Premium earned	Reinsurance ceded	Prepaid re premium Opening		Reinsurance expense	Net premium revenue	Net premium revenue
Direct and Facultative	1	Fire and property damage	65,983	211,454	198,438	78,999	48,148	137,584	136,726	49,006	29,993	33,374
	2	Marine, aviation and transport	23,737	18,391	11,089	31,039	10,810	11,334	9,008	13,136	17,903	12,701
	3	Motor	44,814	97,726	97,506	45,034	3,827	6,445	7,749	2,523	42,511	39,080
	4	Miscellaneous	32,806	72,752	74,966	30,592	22,884	66,057	65,501	23,440	7,152	4,171
	Total		167,340	400,323	381,999	185,664	85,669	221,420	218,984	88,105	97,559	89,326
Treaty	5	Proportional	(1)	(1)	(2)	-	-	-	-	-	-	(4)
	G	rand Total	167,339	400,322	381,997	185,664	85,669	221,420	218,984	88,105	97,559	89,322
Direct and				Nine month period ended September 30,							2010	2009
Facultative	1	Fire and property damage	277,492	154,578	198,438	233,632	177,195	104,942	136,726	145,411	88,221	93,241
	2	Marine, aviation and transport	82,798	11,193	11,089	82,902	40,120	10,179	9,008	41,291	41,611	28,705
	3	Motor	138,925	91,813	97,506	133,232	10,379	4,179	7,749	6,809	126,423	110,890
	4	Miscellaneous	103,854	56,944	74,966	85,832	83,545	48,838	65,501	66,882	18,950	14,293
	To	otal	603,069	314,528	381,999	535,598	311,239	168,138	218,984	260,393	275,205	247,129
Treaty	5	Proportional	(2)	(4)	(2)	(4)	-	-	-	-	(4)	(10)
	G	rand Total	603,067	314,524	381,997	535,594	311,239	168,138	218,984	260,393	275,201	247,119

The annexed notes from 1 to 18 form an integral part of this condensed interim financial report.

Zahid Bashir Chairman

Nadeem Maqbool Director

Imran Maqbool Director

Fakhir Rahman Chief Executive



# **Condensed Interim Statement of Claims (unaudited)** For the quarter and nine month period ended September 30, 2010

(Amounts in Rupees '000)

Business underwritten inside Pakistan

			Quarter ended September 30,						2010	2009	
	Class	Reinsurance Reinsurance and other Reinsurance and other recoveries in respect of and other recoveries outstanding claims Claims recoveries outstanding claims recoveries paid Opening Closing expense received Opening Closing revenue		and other recoveries	Net claims expense	Net claims expense					
Direct and Facultative		24,934	85,709	104,181	43,406	22,299	57,853	74,506	38,952	4,454	5,061
	2 Marine, aviation and transport	14,855	53,957	49,679	10,577	11,112	37,695	33,804	7,221	3,356	2,673
	3 Motor	21,564	47,322	47,967	22,209	36	165	289	160	22,049	22,804
	4 Miscellaneous	17,965	65,319	74,771	27,417	14,518	51,443	57,802	20,877	6,540	200
	Total	79,318	252,307	276,598	103,609	47,965	147,156	166,401	67,210	36,399	30,738
Treaty	5 Proportional	(4)	5,057	5,057	(4)	-	-	-	-	(4)	-
	Grand Total	79,314	257,364	281,655	103,605	47,965	147,156	166,401	67,210	36,395	30,738
				Nine mor	nth period	ended Septe	ember 30,			2010	2009
Direct and Facultative		64,146	79,142	104,181	89,185	56,755	52,961	74,506	78,300	10,885	17,780
	2 Marine, aviation and transport	32,017	55,240	49,679	26,456	23,367	38,307	33,804	18,864	7,592	5,199
	3 Motor	78,549	50,839	47,967	75,677	258	436	289	111	75,566	82,642
	4 Miscellaneous	56,941	60,834	74,771	70,878	45,331	47,070	57,802	56,063	14,815	5,050
	Total	231,653	246,055	276,598	262,196	125,711	138,774	166,401	153,338	108,858	110,671
Treaty	5 Proportional	253	5,057	5,057	253	-	-	-	-	253	185
	Grand Total	231,906	251,112	281,655	262,449	125,711	138,774	166,401	153,338	109,111	110,856

The annexed notes from 1 to 18 form an integral part of this condensed interim financial report.

Zahid Bashir Imran Maqbool Fakhir Rahman Nadeem Maqbool Director Chief Executive Chairman Director



# Condensed Interim Statement of Expenses (unaudited) For the quarter and nine month period ended September 30, 2010

#### (Amounts in Rupees '000)

Business underwritten inside Pakistan

		Quarter ended September 30,								2009
	Class	Commission paid or payable	deferred	Closing deferred commission	Net commission expense	Other management expenses	Underwriting expenses	Commission from reinsurers	Net underwriting expense	Net underwriting expense
Direct and Facultative	1 Fire and property damage	12,660	38,587	36,047	15,200	11,562	26,762	10,483	16,279	16,605
	2 Marine, aviation and transport	4,319	3,196	1,964	5,551	7,071	12,622	3,218	9,404	6,039
	3 Motor	7,310	10,119	11,308	6,121	16,366	22,487	185	22,302	18,040
	4 Miscellaneous	2,698	7,155	6,936	2,917	2,789	5,706	4,988	718	(213)
	Total	26,987	59,057	56,255	29,789	37,788	67,577	18,874	48,703	40,471
Treaty	5 Proportional	-	-	-	-	-	-	-	-	(4)
	Grand Total	26,987	59,057	56,255	29,789	37,788	67,577	18,874	48,703	40,467
			Nir	ne month po	eriod ended	l September	30,		2010	2009
Direct and Facultative	1 Fire and property damage	50,403	27,299	36,047	41,655	36,641	78,296	32,559	45,737	46,167
	2 Marine, aviation and transport	14,789	1,891	1,964	14,716	17,282	31,998	10,138	21,860	13,620
	3 Motor	16,843	9,051	11,308	14,586	52,506	67,092	559	66,533	54,119
	4 Miscellaneous	9,214	5,701	6,936	7,979	7,870	15,849	14,011	1,838	1,111
	Total	91,249	43,942	56,255	78,936	114,299	193,235	57,267	135,968	115,017
Treaty	5 Proportional	(1)	(1)	-	(2)	(2)	(4)	-	(4)	(8)
	Grand Total	91,248	43,941	56,255	78,934	114,297	193,231	57,267	135,964	115,009

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

The annexed notes from 1 to 18 form an integral part of this condensed interim financial report.

Zahid Bashir Chairman

Nadeem Maqbool Director

Imran Maqbool Director

Fakhir Rahman Chief Executive



## Condensed Interim Statement of Investment Income (unaudited)

For the quarter and nine month period ended September 30, 2010

$\begin{tabular}{ c c c c c c c c c c c c c c c c c c c$	(Amounts in Rupees '000)					
Income from non-trading investments         Held to maturity       2,440       2,359       11,108       45,472         Available for sale       2,682       3,245       8,026       14,848         Gain on sale of investments       28,309       33,441       85,036       51,382         30,991       36,686       93,062       66,230         Investment management expenses       (84)       (88)       (104)       (123)		-			•	
Held to maturity         Return on bank deposits       2,440       2,359       11,108       45,472         Available for sale       2,682       3,245       8,026       14,848         Gain on sale of investments       28,309       33,441       85,036       51,382         30,991       36,686       93,062       66,230         Investment management expenses       (84)       (88)       (104)       (123)		2010	2009	2010	2009	
Return on bank deposits       2,440       2,359       11,108       45,472         Available for sale       2,682       3,245       8,026       14,848         Gain on sale of investments       28,309       33,441       85,036       51,382         30,991       36,686       93,062       66,230         Investment management expenses       (84)       (88)       (104)       (123)	Income from non-trading investments					
Available for sale  Dividend income  2,682 3,245 8,026 14,848  Gain on sale of investments 28,309 30,991 36,686 93,062 66,230  Investment management expenses (84) (88) (104) (123)	Held to maturity					
Dividend income       2,682       3,245       8,026       14,848         Gain on sale of investments       28,309       33,441       85,036       51,382         30,991       36,686       93,062       66,230         Investment management expenses       (84)       (88)       (104)       (123)	Return on bank deposits	2,440	2,359	11,108	45,472	
Dividend income       2,682       3,245       8,026       14,848         Gain on sale of investments       28,309       33,441       85,036       51,382         30,991       36,686       93,062       66,230         Investment management expenses       (84)       (88)       (104)       (123)						
Gain on sale of investments         28,309         33,441         85,036         51,382           30,991         36,686         93,062         66,230           Investment management expenses         (84)         (88)         (104)         (123)	Available for sale					
30,991 36,686 93,062 66,230  Investment management expenses (84) (88) (104) (123)	Dividend income	2,682	3,245	8,026	14,848	
30,991 36,686 93,062 66,230  Investment management expenses (84) (88) (104) (123)	Gain on sale of investments	28 309	33 441	85 036	51 382	
	Gain on sale of investments					
Investment income         33,347         38,957         104,066         111,579	Investment management expenses	(84)	(88)	(104)	(123)	
	Investment income	33,347	38,957	104,066	111,579	

The annexed notes from 1 to 18 form an integral part of this condensed interim financial report.

Zahid Bashir Chairman Nadeem Maqbool Director Imran Maqbool Director Fakhir Rahman Chief Executive



### Notes to the Condensed Interim Financial Report (unaudited)

For the nine month period ended September 30, 2010

#### 1. STATUS AND NATURE OF BUSINESS

Premier Insurance Limited (the company) was incorporated as a public limited company in Pakistan in May 1952 and is engaged in general insurance business. The shares of the company are listed on the Karachi, Lahore and Islamabad stock exchanges. The registered office of the company is situated at 5th Floor, State Life Building No.2A, Wallace Road, Karachi.

#### 2. STATEMENT OF COMPLIANCE

This condensed interim financial report of the company for the nine month period ended September 30, 2010 has been prepared in accordance with the requirements of the International Accounting Standard 34 - (IAS 34): Interim Financial Reporting, provisions of and directives issued under the Companies Ordinance, 1984, the Insurance Ordinance, 2000 and the SEC (Insurance) Rules, 2002. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984, the Insurance Ordinance, 2000 and the SEC (Insurance) Rules have been followed.

As the company follows the format of financial statements prescribed by the SECP through SEC (Insurance) Rules, 2002 vide its Circular No.7 of 2003 dated August 27, 2003, the changes introduced through IAS 1 (revised): Presentation of Financial Statements have not been taken into consideration in preparation of this condensed interim financial report. Other new standards, amendments and interpretations that were mandatory for accounting periods beginning on or after January 1, 2010 and are not considered to be relevant or to have any significant effect on the company, are not detailed in this condensed interim financial report.

#### 3. BASIS OF PRESENTATION

This condensed interim financial report has been prepared under the historical cost convention, except that obligations under employee benefits are measured at present value.

This condensed interim financial report has been prepared following accrual basis of accounting except for cash flow information.

This condensed interim financial report has been prepared and presented in Pakistani Rupees, which is the company's functional and presentation currency.

#### 4. ACCOUNTING POLICIES

The accounting policies and the methods of computation adopted in the preparation of this condensed interim financial report are the same as those applied in the preparation of the financial statements for the year ended December 31, 2009.

#### 5. INVESTMENTS

All investments are initially recognized at cost, being the fair value of the consideration given and include transaction costs. All purchases and sales of investments that require delivery within the time frame established by regulations or market convention are accounted for at the trade date. Trade date is the date when the company commits to purchase or sell the investment. Subsequently, these are recognized and classified into "at fair value through profit or loss", "held to maturity" or "available for sale".



### Notes to the Condensed Interim Financial Report (unaudited)

For the nine month period ended September 30, 2010

#### (Amounts in Rupees '000)

Investments which are intended to be held for an undefined period of time but may be sold in response to the need for liquidity, changes in interest rates, equity prices or exchange rates are classified as available for sale. Subsequent to initial recognition at cost, quoted investments are stated at the lower of cost or market value (market value on an individual investments basis being taken as lower if the fall is other than temporary) in accordance with the requirements of S.R.O. 938 issued by the SECP in December 2002. Under the requirements of IAS-39, Financial Instruments: Recognition and Measurement, the investments of the company would have been lower by Rs. 22.6 million (December 31, 2009: higher by Rs. 1.8 million) and the corresponding amount would have either been reflected in the profits or a revaluation reserve by the same amount subject to the accounting policy adopted by the company.

#### 6. ESTIMATES AND JUDGMENTS

Preparation of the condensed interim financial report requires management to make judgments, estimates and assumptions that effect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates.

In preparing the condensed interim financial report, the significant judgments made by the management in applying the company's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the financial statements as at and for the year ended December 31, 2009.

#### 7. FINANCIAL AND INSURANCE RISK MANAGEMENT

The company's financial and insurance risk management objectives and policies are consistent with those disclosed in the annual financial statements as at and for the year ended December 31, 2009.

#### 8. PREMIUM DEFICIENCY RESERVE

No provision has been made as the unearned premium reserve for each class of business as at nine month period ended is adequate to meet the expected future liability after reinsurance from claims and other expenses, expected to be incurred after the balance sheet date in respect of policies in force at the balance sheet date.

#### 9. OTHER CREDITORS AND ACCRUALS

	Unaudited	Audited
	September 30,	December 31,
	2010	2009
Commission payable	165,769	146,722
Federal excise duty	8,457	9,494
Federal insurance fee	179	661
Advance recoveries	247	297
Others	25,921	24,503
	200,573	181,677



## Notes to the Condensed Interim Financial Report (unaudited)

For the nine month period ended September 30, 2010

#### (Amounts in Rupees '000)

#### 10. CONTINGENCIES AND COMMITMENTS

#### **CONTINGENCIES**

Departmental orders have been received for payment of income tax amounting to Rs 37.7 million for the tax year 2005 and Rs 28.6 million (Revised) for the tax year 2009, against which writ petitions were filed in the High Court of Sindh. Restraint orders have been passed by the Honorable High Court. The management does not consider any additional provisioning to be required in this regard.

#### **COMMITMENTS**

Commitments for capital expenditure amount to Rs 21.3 million (December 31, 2009: Rs 21.3 million).

#### 11. INVESTMENTS

Available for sale	Unaudited September 30, 2010	Audited December 31, 2009
Related Parties		
Quoted shares (market value: Rs 35,532 [2009: Rs 33,211])	33,691	32,536
Unquoted shares	4,000	4,000
•	37,691	36,536
Others		
Quoted shares (market value: Rs 189,758 [2009: Rs 102,729])	222,208	108,579
Unquoted shares	115,203	115,203
Mutual funds (market value: Rs 1,038,025 [2009: Rs 992,393])	1,030,017	985,376
	1,367,428	1,209,158
	1,405,119	1,245,694

Mutual funds include statutory deposit of Rs 30.9 million (December 31, 2009: Rs 28 million) with the State Bank of Pakistan.

#### 12. FIXED ASSETS

During the period, the company expended Rs 22.8 million (2009: Rs 19.3 million) on acquisition of fixed assets with disposals at cost of Rs 4.8 million (2009: Rs 1.5 million).

#### 13. TRANSACTIONS WITH RELATED PARTIES

Related parties comprise associated companies, entities under common control, entities with common directors, major shareholders, directors, key management personnel and funded employee retirement benefit scheme.



## Notes to the Condensed Interim Financial Report (unaudited)

For the nine month period ended September 30, 2010

Transactions and balances with related parties, including remuneration and retirement benefits, are as follows:

	September 30, 2010	September 30, 2009
Associated undertakings	<b>T</b> ( 400	50 525
Premium written	76,468	59,735
Claims paid Commission paid	9,733 7,911	25,753 5,077
Dividend received	45	45
Dividend paid	5,830	5,387
Claims outstanding	13,988	23,479
Premium receivable	130,253	117,284
Others		
Dividend paid	1,805	1641
Premium receivable	73	-
Rent received	675	-
Remuneration and retirement benefits to key personnel	34,383	29,384

Transactions with related parties are in the normal course of business at rates and terms consistent with the market. Other related party transactions such as those relating to key management personnel and retirement plans are in accordance with terms of employment and company policy.

#### 14. SEGMENT REPORTING

The following presents segment assets and liabilities information for the nine month period ended September 30,2010 and December 31,2009.

	Fire and property		Marine, aviation & transport		M	Motor		Miscellaneous		Total	
	September	December 31,	September	December 31,	September	December 31,	September	December 31,	September	December 31,	
	30, 2010	2009	30, 2010	2009	30, 2010	2009	30, 2010	2009	30, 2010	2009	
Segment assets	605,094	483,666	151,541	128,896	198,484	186,250	264,153	200,882	1,219,272	999,694	
Unallocated corporate assets									1,849,925	1,789,025	
Consolidated total assets									3,069,197	2,788,719	
Segment liabilities	421,379	300,879	89,250	80,036	189,349	164,864	195,615	141,302	895,593	687,081	
Unallocated corporate liabilities									368,000	327,298	
Consolidated total liabilities									1,263,593	1,014,379	



## Notes to the Condensed Interim Financial Report (unaudited)

For the nine month period ended September 30, 2010

#### 15. IMPAIRMENT OF FINANCIAL ASSETS

This represents the current maturity and accrued income of deposits with Innovative Investment Bank Limited (IIBL - formerly Crescent Standard Investment Bank Limited), considered impaired consequent to the SECP's order dated September 22, 2010 expressing its intention to move the Honourable High Court for winding up of IIBL. Deposits maturing after twelve months of Rs 5.2 million are also with IIBL.

A better estimation of eventual realisability / impairment can be made only with further input from SECP in this regard.

The corresponding 2009 amount of Rs 126.2 million represents impairment in value of available for sale investments.

#### 16. EARNINGS / (LOSS) PER SHARE - basic and diluted

Basic earnings / (loss) per share are calculated by dividing the net profit or loss for the period by the weighted average number of shares at the period end as follows:

	September 30, 2010	September 30, 2009
Profit / (loss) after tax for the period	83,929	(23,836)
Weighted average number of shares	60,564,269	60,564,269
Basic earnings / (loss) per share of Rs.5 each	1.39	(0.39)

The company has not issued any instrument which would dilute its basic earnings per share when exercised.

Earnings per share for the corresponding period have been adjusted for the effect of subsequent issue of bonus shares.

#### 17. DATE OF AUTHORIZATION OF ISSUE

This condensed interim financial report was authorized for issue on October 14, 2010 by the directors of the company.

#### 18. GENERAL

All amounts have been rounded off to the nearest thousand Rupees.

Zahid Bashir	Nadeem Maqbool	Imran Maqbool	Fakhir Rahman
Chairman	Director	Director	Chief Executive



#### Locations

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#### **SIALKOT**

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#### **GUJRANWALA**

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### KHANPUR

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#### **LAHORE**

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