



RATED
AA+
BY PACRA



VISION MISSION STATEMENT

Vision

To be a leading insurer by providing the most comprehensive yet flexible cost effective risk management solutions to our clients backed with friendly and efficient claims service and enhance the Alfalah brand value for the benefit of all stakeholders.

Mission Statement

We undertake to provide world class service with unmatched security to our clients and help in increasing awareness about insurance in the country, as well as enhancing public confidence in the insurance industry of Pakistan.

We will introduce new modern insurance products comparable with international standards and will emerge as an innovative insurer providing complete risk management solutions to the public in Pakistan.



ABOUT ALFALAH INSURANCE

Alfalah Insurance Co. Ltd. is one of the latest ventures of The Abu Dhabi Group in Pakistan that began its operations in 2007. It has its offices in:

LAHORE KARACHI ISLAMABAD PESHAWAR FAISALABAD
SIALKOT GUJRANWALA MULTAN HYDERABAD

The paid-up capital to begin operations of the Company was Rs. 230 million, almost three times the minimum paid-up capital requirement of Rs. 80 million. Through its consistent performance and issuance of bonus shares, Alfalah Insurance has increased its paid-up capital to Rs. 500 million.

Our state-of-the-art IT platform and facilities ensure the deliverance of world-class services to the public. We have also secured the support of some of the most renowned reinsurers and provide customized insurance coverages for the most complex industrial, commercial or financial risks.

Head Office Contact Address:

Alfalah Insurance Company Limited, 5-Saint Mary Park, Gulberg III, Lahore, Pakistan.

Phone: 042-111-786-234 **Fax:** 042-35774329-30

Web: <http://www.alfalahinsurance.com> **Email:** afi@alfalahinsurance.com

Facebook: www.facebook.com/alfalahinsurance



THE ABU DHABI GROUP

Abu Dhabi Group is one of the largest foreign investors in Pakistan. Bank Alfalah was the first investment of The Abu Dhabi Group in Pakistan in 1997 and after the spectacular success of Bank Alfalah, the Group has invested in different sectors of the Pakistani economy. Following are the Group's other ventures, presently operating successfully in the country:



Bank Alfalah Limited



Wateen Telecom



TAAVUN Limited



Alfalah GHP Investment Management Limited



Alfalah Securities (Pvt) Ltd.



BOARD OF DIRECTORS



**H.H. SHEIKH NAHAYAN
MABARAK AL NAHAYAN
CHAIRMAN**

His Highness Sheikh Nahayan Mubarak Al Nahayan is a prominent member of the ruling family of Abu Dhabi, United Arab Emirates. Currently, His Highness is UAE Cabinet Member and Minister of State for Tolerance. Prior to his current responsibility, he served as Minister of Culture and Knowledge Development; Culture, Youth, and Social Development and Minister of Higher Education and Scientific Research. Besides his ministerial responsibilities, he has been playing a leading and distinguished part in the educational advancements, focusing on the role of education in achieving development and progress. His Highness owns substantial business interests, hotels and other investments in UAE, Pakistan, Africa, US and Central Asia. His Highness also holds various offices as Chairman and Director at Board and Trusts along with Patronship of various local and foreign organizations and affiliates. His

direct and indirect business interest spread throughout various industry sectors such as banking, telecom, insurance, hospitality, healthcare, construction, project financing and investment management. Moreover, he supports many charitable institutions and devotes special attention to the disabled children as the Honorary President of Abu Dhabi Future Rehabilitation Center, formerly known as Future Center for Special Needs. His Highness is also recipient of Pakistan's highest civilian award, the "Hilal-e-Pakistan", which was conferred upon him in 2005 for his contribution to the economic growth of Pakistan. His Highness received his education from the British Midfield School until the high secondary level before joining Magdalen College at Oxford University-UK.



His Excellency Sheikh Saif Bin Mohammed Bin Butti is a well-known businessman of United Arab Emirates. H.E. holds degree in Bachelor of Politics and Economics from Emirates University, Al Ain. H.E. is the Chairman of Al Wathba National Insurance Company (PJSC), Abu Dhabi National Hotels Company PJSC and Saif Group. H.E. also serves as a Vice-Chairman of United Al Saqer Group LLC (formerly known as Al Hamid Group LLC) and Managing Director of Abu Dhabi Motors. H.E. also serves as Vice-Chairman of Emirates Lebanon Bank S.A.L and as an Independent Non-Executive Director of Bank of Sharjah P.S.C.



**HIS EXCELLENTLY SHEIKH
SAIF BIN MOHAMMED BIN BUTTI
DIRECTOR**

Mr. Khalid Mana Saeed Al Otaiba is the Office Manager of His Excellency Dr. Mana Saeed Al Otaiba (Personal Advisor to His Highness the President of UAE). He holds degree in Bachelor of Arts & Science from Suffolk University of Massachusetts, Boston, USA. He serves as the Chairman of Liwa International Investment Tourism and Royal Mirage Hotel & Resort Ltd, Morocco and the Deputy Chairman of Al Otaiba Group of Companies. Mr. Khalid also serves as Director at Bank Alfalah Limited, Pakistan and at Ghantout International Real Estate.

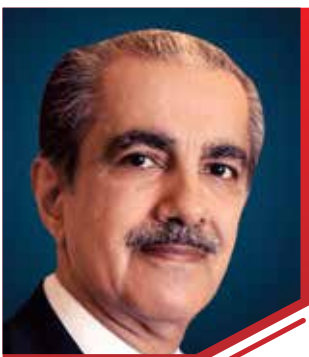


**MR. KHALID MANA SAEED AL OTAIBA
DIRECTOR**



MR. TANVEER HUSSAIN
DIRECTOR

Mr. Tanveer Awan brings 15+ years of experience with focus on large-scale transformations including financial, commercial, and operational transformations in GCC and Europe. He has transformed multiple family businesses focused on overall portfolio restructuring, governance, performance improvement of select assets, and investments/divestments. He has been involved in 20+ M&A transactions for global and regional private equity funds, corporates, and family businesses. His most notable employers include Alvarez & Marsal (Managing Director), Bain & Company, and Schlumberger in GCC and Europe. Academically, Mr. Awan completed a master's degree in engineering from the Norwegian University of Science and Technology in Trondheim, Norway, and an MBA from IMD in Lausanne, Switzerland.



MR. ATIF BAJWA
DIRECTOR

Mr. Atif Bajwa has an extensive international career spanning 37 years of executive leadership roles in banking, and of multiple boards and public interest positions. Having started his professional journey by joining Citibank in 1982, he has since held numerous senior positions in large local and multinational banks, which includes: President/CEO of Bank Alfalah, President/CEO of MCB Bank and Soneri Bank, Regional Head for Citigroup for Central and Eastern Europe, Head of Consumer Banking for ABN AMRO's Asia Pacific region, and Country Manager for ABN AMRO Pakistan. Mr. Bajwa has been active in business, social and public interest areas, and has led key advocacy institutions to impact economic and social sectors. In this regard, he has served as the Chairman of the Pakistan Business Council (PBC) and the President of the Overseas Investors Chamber of Commerce and Industry (OICCI). He has also served as a director on the boards of various private and public sector companies. Mr. Bajwa received his education at Columbia University, New York.



Ms. Anjum Hai Joined Bank Alfalah as Chief Financial officer in November 2017. She has over 26 years of work experience across financial institutions like Soneri Bank Limited, Citibank N. A. Pakistan, Faysal Bank Limited and A. F. Ferguson & Company. She is a Fellow Member of the Institution of Chartered Accountants of Pakistan as well as a Fellow Member of Associated Chartered Certified Accountants. She also holds an Accelerated Certificate in Company Direction from the Institution of Directors, UK.

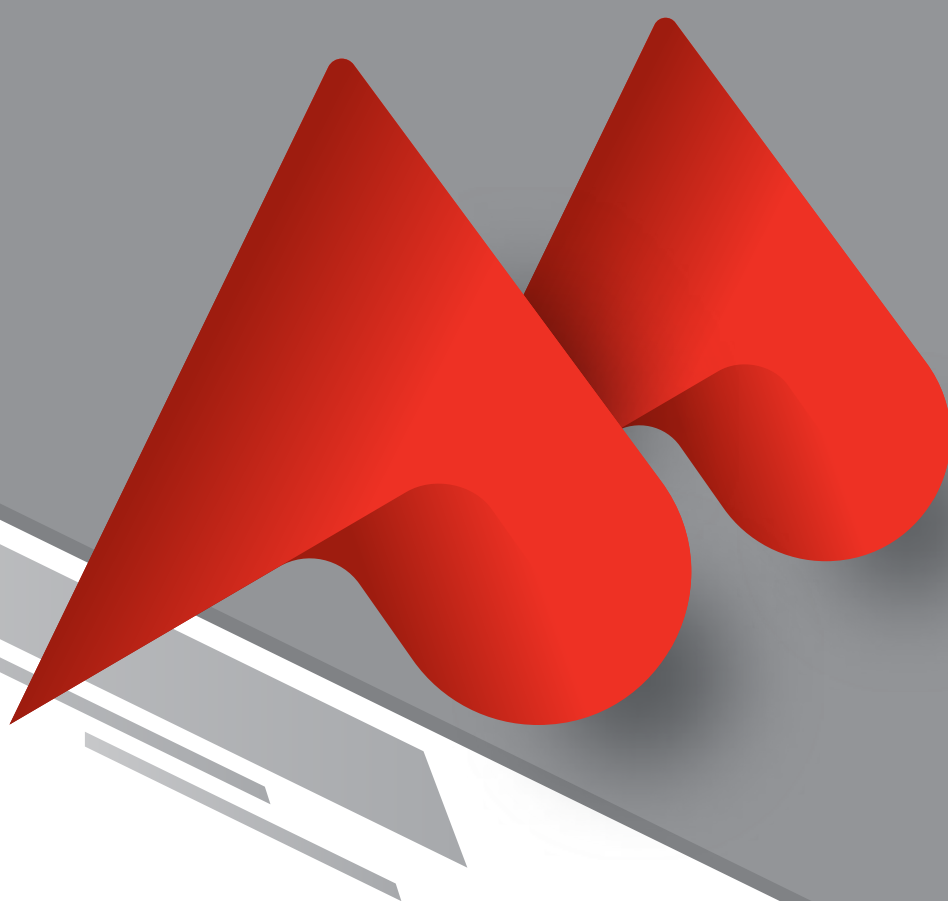


MS. ANJUM HAI
DIRECTOR

Mr. Abdul Haye has been associated with Insurance Industry since last 32 years. He has been with Alfalah Insurance from inception & prior to his existing position, he was working as Executive Director steering the overall operations of the Company. He has diverse and versatile experience of portfolio building and value addition towards continuous organizational growth. Before joining Alfalah Insurance, he worked with one of the leading insurance companies on an elevated position. Besides this he has gained immense recognition on various industry platforms. Mr. Abdul Haye holds Masters Degree in Business Education from University of the Punjab.



MR. ABDUL HAYE
MD & CEO



"A" IS IN OUR DNA

UPGRADED TO "AA+" BY PACRA

Alfalah Insurance takes pride in upholding Abu Dhabi Group's legacy of performance excellence by achieving an upgrade to "AA+" by PACRA.

We generously thank our esteemed customers, shareholders, employees, and the stakeholders for motivating us to achieve this milestone.



MOTOR



INDUSTRIAL



PROPERTY



CARGO



TEXTILE



TRAVEL



ENERGY



HEALTH



AGRICULTURE



Alfalah Insurance



OUR PRODUCTS

Alfalah Insurance offers a comprehensive suite of products to cover various insurance requirements, with each one being tailor-made to cater specific individual needs.

We constantly keep in tune with the changing commercial and social scenarios to understand the increasing diversity of multiple risk exposures. Our extensive knowledge and expertise enables us to structure the right insurance solutions to cover personal and corporate risk exposure in the best way possible.

- PROPERTY INSURANCE
- MOTOR INSURANCE
- MARINE CARGO, HULL & AVIATION INSURANCE
- MISCELLANEOUS INSURANCE
- TAKAFUL ISLAMIC INSURANCE
- GROUP HEALTH INSURANCE
- ENERGY INSURANCE
- ENGINEERING INSURANCE
- TRAVEL INSURANCE / SAFAR BAKHAIR
- AGRICULTURE INSURANCE



PROPERTY INSURANCE

We are fully aware that our clients wish to secure their assets against fortuitous losses. Our Property Insurance provides a comprehensive cover to safeguard the insured assets against various potential risks.

We can provide the following forms of covers:

"PROPERTY ALL RISKS"
COVERS PROPERTY INSURED THAT IS
ACCIDENTALLY PHYSICALLY LOST,
DESTROYED OR DAMAGED THROUGH ANY
CAUSE OTHER THAN WHAT'S EXCLUDED.

"FIRE & ALLIED PERILS"
COVERS ALL LOSSES OR DAMAGES BY
FIRE, LIGHTNING AND OTHER NAMED
ALLIED PERILS.

BUSINESS INTERRUPTION
FOLLOWING INSURED PERILS.

"HOUSEHOLDER'S COMPREHENSIVE"
TO COVER INDIVIDUAL HOMES.



GROUP HEALTH INSURANCE

Human resource is the most important asset of every company. Whether you wish to attract the cream of the industry or retain your finest talent, Health Insurance plays a paramount role. A company is as good as the employees it keeps. Smart employers appreciate the importance of a good medical insurance package which provides top drawer health benefits to keep their workforce happy, attract qualified applicants and reduce staff turnover.

With the rising cost of health insurance, you need a Medical Insurance Plan which is cost-effective and yet offers the most benefits. Alfalah Insurance Company Limited offers ideal Employee Medical Insurance solutions providing quality healthcare with the following features:

FLEXIBLE INSURANCE PLANS
TO SUIT EACH GROUP

"CASHLESS" TREATMENT FACILITIES AT
OUR NETWORK OF PANEL HOSPITALS

A TEAM OF DOCTORS AND
PHARMACISTS FOR COST-EFFECTIVE
TREATMENT & 24 HOURS HELPLINE

PROMPT AND EFFICIENT CASE
MANAGEMENT
FRIENDLY CLAIM SERVICE

Explore Alfalah Insurance Employee Medical Plans and take the first step in building and engaging a high-performance workforce.



MOTOR INSURANCE

Alfalah Motor Insurance is second to none. We have developed a very efficient infrastructure to provide excellent service to our motor insurance clients.

We can cover:

MOTOR COMPREHENSIVE INSURANCE
MOTOR THIRD PARTY LIABILITY INSURANCE

Various add-ons such as:
Personal Accident Benefits to

DRIVER AND PASSENGER
REPLACEMENT VEHICLE
PERSONAL EFFECTS

Can also be provided subject to applicable additional premium. We have established a large network of panel workshops around the country offering high quality & effective claim services



ENERGY INSURANCE

The empowerment of energy sectors fuels the country's economic engine. Through the use of energy insurance, companies can better navigate risks and opportunities that come with oil & gas, petrochemicals, electric utilities and other entities.

We offer Energy Insurance coverages for material damage, business interruption, contingent business interruption, and downstream liabilities. This covers national as well as private companies dedicated to exploring and producing oil and gas. These impart greater confidence in the energy sector to look for alternative sources of energy generation and utilization.

Covers:

Material damage, business interruption, contingent business interruption, and downstream liabilities



MARINE CARGO HULL & AVIATION INSURANCE

Alfalah Insurance offers extensive coverage for Marine and Aviation risks at competitive prices with valuable consultancy services on risk management.

We offer:

MARINE CARGO
MARINE HULL

AVIATION
MARINE LIABILITIES



ENGINEERING INSURANCE

We understand the complexities of Engineering risks & coverage needs and offer the most appropriate and cost-effective insurance solutions.

We have extensive experience in managing Engineering Insurance with in-depth knowledge of the industry, ensuring risk management of the highest standards.

Alfalah Insurance can offer a wide variety of Engineering Insurance solutions such as:

CONTRACTORS ALL RISK
CONTRACTORS PLANT & MACHINERY
ERECTION ALL RISKS

COMPREHENSIVE MACHINERY
ELECTRONIC EQUIPMENT
MACHINERY BREAKDOWN

LOSS OF PROFIT FOLLOWING
MACHINERY BREAKDOWN



MISCELLANEOUS INSURANCE

Alfalah Insurance has underwritten a wide variety of Miscellaneous Insurance products to cover an entire range of insurance needs and provide specialized tailor-made solutions to meet with client specific needs.

The product range includes:

BANKER'S BLANKET
BURGLARY/THEFT/ROBBERY/HOLD-UP
FIDELITY GUARANTEE

GROUP PERSONAL ACCIDENT
PERSONAL ACCIDENT
JEWELLER'S BLOCK

MONEY
PLATE GLASS
SIGNBOARD

PERFORMANCE BOND
ADVANCE PAYMENT BOND
BID BOND

EMPLOYER'S LIABILITY
PROFESSIONAL INDEMNITY
THIRD PARTY LIABILITY

WORKMEN'S COMPENSATION
MEDICAL MALPRACTICE



TRAVEL INSURANCE – SAFAR BAKHAIR

In partnership with one of the largest travel reinsurance providers, we are pleased to announce that we are now in a position to provide complete travel insurance and assistance solutions around the world. Whereas there are many ready packages for individuals/families, we can also tailor-make travel insurance packages for large groups at special rates and terms.

Now you can travel peacefully around the world enjoying following facilities of our 'Safar Bakhair' travel insurance plans:

MEDICAL ADVICE ON TELEPHONE
MEDICINE DELIVERY
HOSPITAL ADMISSION ARRANGEMENTS

MEDICAL TRANSLATION SERVICES
ARRANGEMENT OF EMERGENCY MEDICAL
EVACUATION AND REPATRIATION

ACCOMMODATION ARRANGEMENTS
REFERRALS FOR MEDICAL SERVICE
PROVIDERS WORLDWIDE

INTERPRETER REFERRAL
LEGAL REFERRALS
DOCUMENT DELIVERY

LOST LUGGAGE AND PASSPORT
ASSISTANCE EMERGENCY TRAVEL
ASSISTANCE



TAKAFUL ISLAMIC INSURANCE

We are aware of the fact that a large segment of insuring public desires a Takaful cover as compared to conventional insurance. We have secured the support of Swiss Re Group and other renowned reinsurers for our Takaful operations and we are highly committed to provide the same level of services.

We provide all classes of Takaful covers including but not limited to:

PROPERTY INSURANCE
ENGINEERING INSURANCE
MARINE INSURANCE

MISCELLANEOUS INSURANCE
MOTOR INSURANCE
HEALTH INSURANCE

TRAVEL INSURANCE
(INCLUDING HAJJ AND UMRAH)



AGRICULTURE INSURANCE

Agriculture is the single largest sector of Pakistan's economy; it contributes to 22% of the country's GDP and provides the means of living for more than 75% of its population.

Farmers face production risks, such as drought, floods, etc.

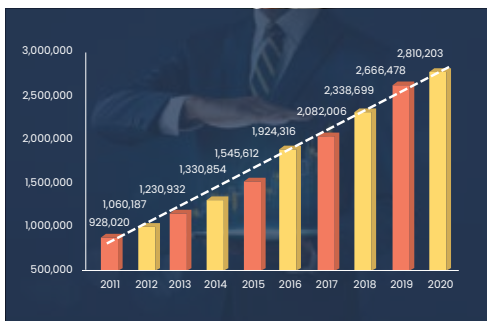
Crop Insurance has gained importance due to large-scale damage caused by natural calamities, crop diseases and locust attacks.

Alfalah Insurance Company is proud to introduce Crop Insurance that provides insurance coverage and financial support to farmers in the event of natural calamities, pests & diseases.

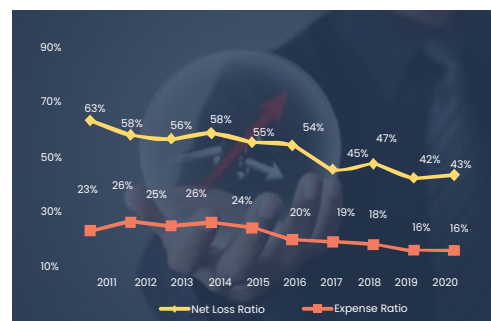
Alfalah Insurance offers the largest per farmer limit in the country with support of AA rated reinsurers providing peace of mind to farmers as well as to financing institutions wherever applicable.

FINANCIAL HIGHLIGHTS

GROSS PREMIUM WRITTEN
(Rupees In Thousands)



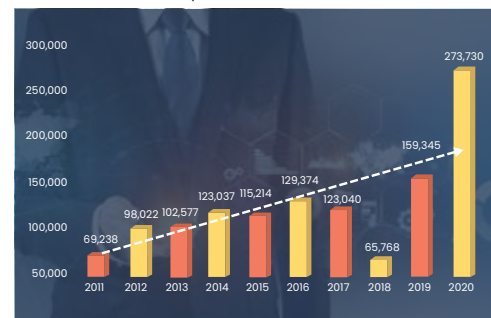
LOSS RATIO AND EXPENSE RATIO



UNDERWRITING RESULTS
(Rupees In Thousands)

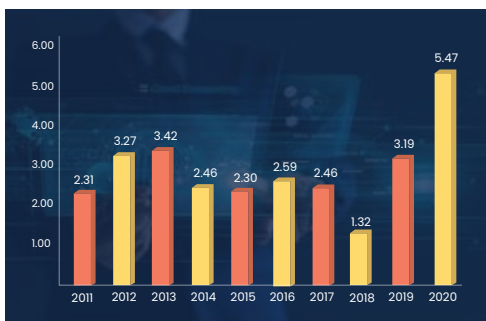


PROFIT AFTER TAX
(Rupees In Thousands)

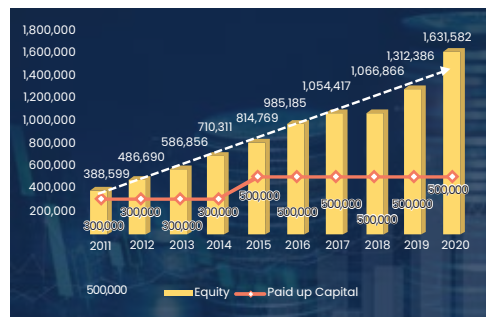




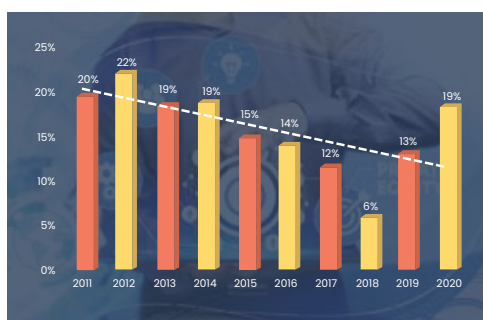
EARNING PER SHARE



SHAREHOLDER EQUITY (Rupees In Thousands)



RETURN ON EQUITY



Alfalalah Insurance Network

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Web: www.alfalahinsurance.com

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Fax # 061-6211449
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E-mail: afi.guj@alfalahinsurance.com

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E-mail: afi.skt@alfalahinsurance.com

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E-mail: afi.khi@alfalahinsurance.com

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Fax: +92-21-32463361
Email: afi.kul@alfalahinsurance.com

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Fax: +92.22-2780656
E-mail: afi.hyd@alfalahinsurance.com



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