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# **Company Information**

Board of Directors	Mr. Mohammed Basheer Janmohammed
	(Chairman)
	Mr. Muhammad Rafiq Tumbi
	Mr. Yameen Kerai
	Mr. Rizwan Abbas
	Mr. Muhammad Riaz
	Mr. Ahmed Salahuddin
	(MD & Chief Executive Officer)
<b>Board Audit Committee</b>	Mr. Yameen Kerai
	Mr. Rizwan Abbas
	Mr. Muhammad Rafiq Tumbi
CFO & Company Secretary	Mr. Muhammad Haneed
Auditors	Ernst & Young Ford Rhodes Sidat Hyder
	Chartered Accountants
Legal Advisor	Syed Ali Hyder
Bankers	NIB Bank Limited
	Habib Metropolitan Bank Limited
Shares Registrar	FAMCO Associates (Pvt.) Ltd.
	State Life Building # 1-A, 1st floor
	I.I. Chundrigar Road Karachi Pakistan.
Credit Rating	Single A Minus "A-" by JCR-VIS
Registered & Head Office	8th Floor , Shaheen Complex
AND THE RESERVE OF THE PROPERTY OF THE PROPERT	M.R Kiyani Road Karachi
	200 per en 190 per 190 per en 190
	Tel # (92-213) 2219555-60



<b>Branch Network</b>	Branch Head / Incharge	Details
Karachi Corporate Branch	Mr. Aseem Ahmed	Suit No.E-1,Executive Floor, Glass Tower, Main Clifton Road, Karachi. TEL: 021-3565 3394-5,3565 5612-3 & 3563 9713 FAX: 021-3565 4764
Lahore Branch	Mr. Nadeem Quraishi	3rd Floor, PICIC House, 14-A, Shahrah-e-Aiwan-e-Tijarat, Lahore. TEL: 042-920 3890 & 920 3670-1 FAX: 042-920 3714
Islamabad Branch	Mr. Muhammed Iftikhar Awan	4th Floor Malik Complex, 80-West Jinnah Avenue, Blue Area, Islamabad TEL: 051-287 0613 -14, 227 1974, 287 6452 & 287 7020 FAX: 051-287 0621
Multan Branch	Mr. Muhammed Waheed Zafar	Ground floor, Commercial Plaza No. 1 Opp.Civil Hospital, Multan TEL : 061-458 9398 - 99 & 458 6665 FAX : 061-458 5896
Faisalabad Branch	Mr. Sajjad Ali	State Life Building, 12th Floor, 2 Liquat Raod, Faisalabad. TEL: 041-254 0418-21 FAX: 041-254 0423
Sukkur Branch	Mr. Muhammed Jamshed	Mezanine Floor , Madina Complex, Opp.Makki Masjid, Minara Road, Sukkur. TEL: 071-562 7263 FAX: 071-562 7283
Rahim Yar Khan Branch	Mr. Nadeem Qureshi	1st Floor , Near Saudi Pak Commercial Bank Ltd 26-Shahi Road, Rahim Yar Khan. Tel :06858-83055 & 73083 Cell :0300-8631030
Bahawalpur Branch	Mr. Nadeem Qureshi	1st Floor , Aga Khan Lab, Circular Road, Bahawalpur. Cell :0300-8631030



# **Directors' Review**

The Directors would like to present the condensed un-audited financial statements of the Company as at 31 March 2010.

## **Business Review**

The gross premium written for the first quarter of the year is Rs.115 million as compared to Rs.69.4 million for the corresponding period last year, showing a growth of around 65.9%. However, the retained premium for the period has declined by 36% to Rs.31.9 million as compared to Rs.49.9 million for the same corresponding period last year. This was due to higher cession in health business from 0.54% in first quarter of last year to 97% in first quarter of the current year. While gross premium has shown significant growth, the Company has suffered losses in all the segments except Accident & Health business.

		Clai	ms	
	31 Marc	h 2010	31 Marc	ch 2009
	Amount (Rs. in '000)	Ratio (%)	Amount (Rs. in '000)	Ratio (%)
Fire	1,813	35.2	(179)	(2)
Marine	2,158	72.7	2,927	46.4
Motor	21,347	105.7	15,336	75.6
Miscellaneous	3,256	128.1	3,123	78.2

In the first quarter of the year, the Company had experienced increases in both the quantum and frequency of losses in view of deteriorating law and order situation in the country especially in Motor and Marine classes of business. Underwriting guidelines have been tightened and rates on selected high risk vehicles increased. Your Company is also exercising greater restraint and caution in insuring leased automobiles.

The Company has focused on expense management resulting in a 19.2% reduction in aggregate expenses between the first quarter of current year and previous year.

Further, because of decrease in mark up rates and unpredictable position of the stock market the investment income have decreased by around 42%.

All the above factors have contributed towards the after tax loss of Rs.13.5 million for the quarter ended 31 March 2010. However, the management of your Company would like to maintain that the above adverse results are not due to any relaxation of the Company's standard underwriting practice. Appropriate measures are being taken by the management to ensure better results in future.

Your Company is planning to grow in those targeted segments that have both potential to grow and are also able to contribute to bottom line profit such as travel insurance, SMEs and Bancassurance. Business plans and marketing strategies are being put in place to move the Company forward to achieve profitable growth as per the expectations of our shareholders.



## Financial Highlights

The comparative financial highlights of your Company for the quarter ended 31 March 2010 are as follows:

	2010	2009	Variance
	Rupees in	thousand	%
Gross Premium Written	115,217	69,421	65.9
Net Premium Revenue	31,903	49,935	(36.1)
Net Claims including IBNR	28,768	31,821	(9.6)
Management Expenses charged to Revenue Accounts	17,335	22,673	(23.5)
Net Commission earned	2,118	4,939	(57.1)
(Loss) / Profit from underwriting business	(12,082)	380	(3,279.5)
Investment Income	4,186	7,179	(41.7)
Gain on disposal of fixed assets	53	5	-
Other expenses	5,691	5,813	(2.1)
(Loss) / Profit before Taxation	(13,534)	1,746	(875.1)
(Loss) / Profit after Taxation	(13,534)	1,746	(875.1)
(Loss) / Earnings per share (Rupees)	(0.39)	0.05	

## Acknowledgement

The Board of Directors expresses its sincere appreciation to all our valued clients, reinsurers, brokers, business partners and collaborators, the Securities and Exchange Commission of Pakistan, Karachi Stock Exchange, Lahore Stock Exchange, Islamabad Stock Exchange and Central Depository Company for their professional approach and guidance. The Board looks forward to the continued encouragement of all these parties in the future.

For and on behalf of the Board

Mohammed Basheer Janmohammed Chairman Ahmed Salahuddin MD & Chief Executive Officer

Karachi: 23 April 2010



# **Interim Condensed Balance Sheet**

As at 31 March 2010

	Note	(Un-audited) 31 March 2010 (Rupees in	(Audited) 31 December 2009
Share capital and reserves		(Rupees III	thousandy
Authorised share capital			
[50,000,000 Ordinary shares of Rs. 10/- each]		500,000	500,000
Paid-up share capital [35,000,000 Ordinary shares of Rs. 10/- each]		350,000	350,000
Accumulated loss		<u>(137,724)</u> 212,276	<u>(124,190)</u> 225,810
Underwriting provisions		212,210	225,010
Provision for outstanding claims (including IBNR) Provision for unearned premium Commission income unearned		118,086 198,479 17,003 333,568	121,053 176,216 15,773 313,042
Creditors and accruals  Amounts due to other insurers / reinsurers Sundry creditors and accruals		181,474 73,916 255,390	122,024 70,018 192,042
Other liability Unclaimed dividend		195	195
		904 400	0500
TOTAL EQUITY AND LIABILITIES		801,429	731,089
Contingencies	4		

The annexed notes form an integral part of these interim condensed financial statements.

Mohammed Basheer Janmohammed Chairman Yameen Kerai Director



	Note	(Un-audited) 31 March 2010	(Audited) 31 December 2009
		(Rupees ir	thousand)
Cash and bank deposits			
Cash and other equivalent		439	190
Current and other accounts		29,905	45,820
Deposits maturing within 12 months		190,000	115,000
		220,344	161,010
Investments	5	45,438	45,118
Other assets			
Premiums due but unpaid		196,668	198,407
Amounts due from other insurers / reinsurers		81,286	91,844
Accrued interest		3,513	4,695
Reinsurance recoveries against outstanding claims		43,501	47,456
Taxation - payments less provision		13,130	12,135
Deferred commission expense		13,578	14,410
Deferred acquisition costs		27,948	28,033
Prepayments - prepaid reinsurance premium ceded		146,166	117,015
- others		7,243	7,883
		533,033	521,878
Fixed assets	6		
Tangible			
Furniture and fixture		994	1,148
Office equipment		757	896
Computer equipment		220	290
Motor vehicles		352	416
Intangible		2003,6350	Cagmon.
Computer software		291	333
		2,614	3,083
TOTAL ASSETS		801,429	731,089

Muhammad Rafiq Tumbi Director Ahmed Salahuddin MD & Chief Executive Officer



# **Interim Condensed Profit and Loss Account**

For the quarter ended 31 March 2010 (Unaudited)

						Quarter	ended
	Fire and	Marine, aviation and		Accident and		31 March 2010	31 March 2009
	property	transport	Motor	health	Miscellaneous	Aggregate	Aggregate
			(Ru	pees in thou	ısand)		
Revenue account							
Net premium revenue	5,157	2,968	20,189	1,048	2,541	31,903	49,935
Net claims	(1,813)	(2,158)	(21,347)	(194)	(3,256)	(28,768)	(31,821)
	3,344	810	(1,158)	854	(715)	3,135	18,114
Management expenses	(2,848)	(3,706)	(4,118)	(2,614)	(4,049)	(17,335)	(22,673)
Net commission	671	923	(1,640)	964	1,200	2,118	4,939
	(2,177)	(2,783)	(5,758)	(1,650)	(2,849)	(15,217)	(17,734)
Underwriting results	1,167	(1,973)	(6,916)	(796)	(3,564)	(12,082)	380
Net investment income						184	1,318
Return on bank balances	2					4,002	5,861
Gain on disposal of fixed asset	S					(7,843)	7,559
						(7,043)	7,559
General and administrative exp	enses					(5,634)	(5,715)
Financial charges						(57)	(98)
(Loss) / Profit for the period						(13,534)	1,746
(Loss) / Earnings per share - ba	asic and diluted	(Rupee)				(0.39)	0.05



# **Interim Condensed Statement of Changes in Equity**

For the quarter ended 31 March 2010 (Unaudited)

	Paid-up share capital	Accumulated loss	Total
		(Rupees in thousand)	
Balance as at 01 January 2009	350,000	(141,044)	208,956
Net profit for the period	-	1,746	1,746
Balance as at 31 March 2009	350,000	(139,298)	210,702
Balance as at 01 January 2010	350,000	(124,190)	225,810
Net loss for the period	-	(13,534)	(13,534)
Balance as at 31 March 2010	350,000	(137,724)	212,276



# **Interim Condensed Statement of Cash Flows**

# For the quarter ended 31 March 2010 (Unaudited)

	31 March 2010	31 March 2009
OPERATING ACTIVITIES	(Rupees in	thousand)
(a) Underwriting activities		
Premiums received	182,212	36,759
Reinsurance premiums paid	(91,444)	(37,635)
Claims paid	(48,409)	(59,382)
Reinsurance and other recoveries received	20,630	25,475
Commission paid	(14,077)	(11,459)
Commission received	12,244	13,195
Net cash inflow from / (used in) underwriting activities	61,156	(33,047)
(b) Other operating activities Income tax paid	(996)	(308)
General management expenses paid	(13,733)	(14,937)
Operating receipts / (payments) - net	7,826	(1,413)
Bank charges	(57)	(66)
Net cash used in other operating activities	(6,960)	(16,724)
Total cash inflow from / (used in) all operating activities	54,196	(49,771)
INVESTMENT ACTIVITIES	54,196	(49,771)
Profit / return received	5,184	3,314
Dividend received	98	20
Payments for investments	(234)	(462)
Proceeds from redemption/disposal of investments	''	3,963
Proceeds from disposal of fixed assets	90	372
Total cash inflow from investing activities	5,138	7,207
FINANCING ACTIVITIES		
Payments on finance leases		(901)
Net cash inflow from / (used in) all activities	59,334	(43,465)
Cash at the beginning of the period	161,010	187,410
Cash at the end of the period	220,344	143,945
Reconciliation to profit and loss account		
Operating cash flows	54,196	(49,771)
Depreciation / amortization	(432)	(1,977)
Gain / (loss) on sale of fixed assets	53	(122)
Financial charges		(31)
Investment income	184	1,318
Return on bank balances	4,002	5,861
(Decrease) / Increase in assets other than cash	(17,809)	6,239
(Increase) / decrease in liabilities	(60,616)	26,602
Decrease in unearned premium (Loss) / Profit after taxation	6,888	13,627
(Loss) / Profit after taxation	(13,534)	1,746
Definition of cash		
Cash comprises of cash in hand and at banks, stamps in hand and short term placements with banks		
Cash for the purpose of statement of cash flows consists of: Cash and other equivalent		
- cash in hand	200	147
- stamps in hand	239	173
230239 1000020333	439	320
Current and other accounts		
- current accounts	7,363	14,925
- saving accounts	22,542	13,700
	29,905	28,625
Deposite meturing within 12 months	190,000	115,000
Deposits maturing within 12 months	220,344	143,945
	220,344	143,945



# Interim Condensed Statement of Premiums

For the quarter ended 31 March 2010 (Unaudited)

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nderwritten	
Business u	

										Net premit	Net premium revenue
		Premiums	Unearned premium reserve	reserve	Premiums	Reinsurance	Prepaid reinsurance premium ceded	nsurance	Reinsurance	Quarter ended 31 March 31 Ma	ended 31 March
S	Class	written	Opening	Closing	earned	ceded	Opening	Closing	expense	2010	2009
ä	Direct and facultative					(Rupees in thousand)	ousand)				
-	<ol> <li>Fire and property</li> </ol>	13,690	37,184	36,393	14,481	8,730	30,728	30,134	9,324	5,157	9,108
ci	2. Marine, aviation and transport	8,463	31,329	17,913	21,879	6,524	28,527	16,140	18,911	2,968	6,314
e	Motor	16,308	48,375	42,326	22,357	1,788	2,499	2,119	2,168	20,189	20,294
4	. Accident and health	7,161	40,930	35,401	12,690	6,975	39,532	34,865	11,642	1,048	10,227
ro.	5. Miscellaneous	69,595	18,398	66,446	21,547	66,185	15,729	62,908	19,006	2,541	3,992
	Total	115,217	176,216	198,479	92,954	90,202	117,015	146,166	61,051	31,903	49,935

The annexed notes form an integral part of these interim condensed financial statements.

Mohammed Basheer Janmohammed Chairman

Muhammad Rafiq Tumbi Director

Yameen Kerai Director

Ahmed Salahuddin MD & Chief Executive Officer



# Interim Condensed Statement of Claims

For the quarter ended 31 March 2010 (Unaudited)

Business underwritten inside Pakistan

					Reinsurance	Reinsurance and other	and other	Reinsurance	Net claim	Net claims expense
Class	Claims	Outstanding claims Opening Closing	ng claims Closing	Claims	recoveries	outstanding claims Opening Closing	ng claims Closing	recoveries	31 March 2010	31 March 2009
					(Rupees	(Rupees in thousand)				
Direct and facultative										
1. Fire and property	16,814	30,262	24,628	11,180	13,936	24,474	19,905	9,367	1,813	(179)
2. Marine, aviation and transport	3,269	11,654	13,018	4,633	2,175	6,895	7,195	2,475	2,158	2,927
3. Motor	21,839	57,677	57,528	21,690	778	707	272	343	21,347	15,336
4. Accident and health	1,187	1,829	836	194	B	,		M	194	10,614
5. Miscellaneous	5,300	19,631	22,076	7,745	3,741	15,380	16,128	4,489	3,256	3,123
Total	48,409	121,053	118,086	45,442	20,630	47,456	43,500	16,674	28,768	31,821

The annexed notes form an integral part of these interim condensed financial statements.

Mohammed Basheer Janmohammed Chairman

Muhammad Rafiq Tumbi Director

Yameen Kerai Director

bi Ahmed Salahuddin MD & Chief Executive Officer



# Interim Condensed Statement of Expenses

For the quarter ended 31 March 2010 (Unaudited)

Business underwritten inside Pakistan

	Commission			Net	Other		Commission	Underwriting expe	Underwriting expense Quarter ended
Class	paid or	Deferred commission Opening Closing	Closing	commission	management	Underwriting	from reinsurers *	31 March 2010	31 March 2009
					(Rupees in thousand)	eand)			
Direct and facultative									
<ol> <li>Fire and property</li> </ol>	1,541	5,766	5,251	2,056	2,848	4,904	2,727	2,177	5,078
2. Marine, aviation and transport	1,155	2,166	1,297	2,024	3,706	5,730	2,947	2,783	4,869
3. Motor	1,152	4,543	4,089	1,606	4,118	5,724	(34)	5,758	4,736
4. Accident and health	499	489	776	212	2,614	2,826	1,176	1,650	2,192
5. Miscellaneous	2,476	1,446	2,165	1,757	4,049	5,806	2,957	2,849	829
Total	6,823	14,410	13,578	7,655	17,335	24,990	9,773	15,217	17,734

<sup>\*</sup> Commission from reinsurers is arrived after taking impact of opening and closing unearned commission.

The annexed notes form an integral part of these interim condensed financial statements.

Mohammed Basheer Janmohammed Chairman

Yameen Kerai Director

Muhammad Rafiq Tumbi Director

Ahmed Salahuddin MD & Chief Executive Officer



# **Interim Condensed Statement of Investment Income**

For the quarter ended 31 March 2010 (Unaudited)

	Quarter	rended
	31 March 2010	31 March 2009
	(Rupees i	n thousand)
Income/(loss) from investments classified as investments at fair value through profit and loss account		
Net (loss) / gain on sale / redemption of investments	(78)	732
Net unrealised (loss) / gain on revaluation of investments	(164)	568
Dividend income	98	20
Return on government securities	330	-
	186	1,320
Investment related expenses	(2)	(2)
Net investment income	184	1,318



# **Notes to the Interim Condensed Financial Statements**

# For the quarter ended 31 March 2010 (Unaudited)

## 1. STATUS AND NATURE OF BUSINESS

PICIC Insurance Limited (the Company) was incorporated on 23 April 2004 under the Companies Ordinance, 1984 as a public limited company and registered as a non-life insurance company by the Securities and Exchange Commission of Pakistan (SECP) under the Insurance Ordinance, 2000. It is engaged in providing all classes of non-life insurance business. The Company is listed on Karachi, Lahore and Islamabad Stock Exchanges. The registered office of the Company is situated at Shaheen Complex, M.R. Kiyani Road, Karachi. The Company operates with 8 (31 December 2009: 8) branches in Pakistan.

## 2. BASIS OF PRESENTATION

These interim condensed financial statements are unaudited and are being submitted to the shareholders as required under Section 245 of the Companies Ordinance, 1984 and the Listing Regulations of the Karachi, Lahore and Islamabad Stock Exchanges and have been prepared in accordance with the requirements of the International Accounting Standard - 34 "Interim Financial Reporting" as applicable in Pakistan and in the format prescribed by the Securities and Exchange Commission of Pakistan in its Circular No. 7 of 2003.

### 3. ACCOUNTING POLICIES

The accounting policies adopted in the preparation of the interim condensed financial statements are consistent with those followed in the preparation of the audited financial statements of the Company for the year ended 31 December 2009.

### 4. CONTINGENCIES

- 4.1 During the year ended 31 December 2009, the taxation officer passed an order alongwith notice of demand under Section 161/205 of the Income Tax Ordinance, 2001 (the Ordinance), on alleged default of non deduction of withholding tax on payments of insurance premium to non resident reinsurer for tax year 2009. The Company filed a writ petition alongwith other insurance companies in the High Court of Sindh against the order. The Company also filed an appeal with the Commissioner Income Tax (Appeals). During the quarter ended 31 March 2010, the High Court of Sindh has quashed the notice and order issued under Section 161/205 of the Ordinance. The tax impact of the above amounts to Rs.5.48 million against which no provision is considered necessary in these interim condensed financial statements.
- 4.2 The tax assessment of the Company has been finalised upto and including the tax year 2010. The tax returns filed are to be taken as deemed assessment in terms of Section 120 of the Income Tax Ordinance, 2001. However, while finalising the tax audit for the tax year 2007, the Taxation Officer has disallowed certain expenses claimed by the Company and raised a demand of Rs. 3.17 million. The Company has filed an appeal before the Commissioner of Income Tax (Appeals) against the impugned order which is pending adjudication. The management, based on the advice of its tax advisor, is confident of a favourable outcome and accordingly, no provision in this respect has been made in these interim condensed financial statements.

		31 March 2010	31 December 2009
		Rupees in	thousand
		(Un-audited)	(Audited)
5.	INVESTMENTS - at fair value through profit and loss account		
	Mutual funds	203	197
	Listed shares	10,235	10,251
	Government securities	35,000	34,670
		45,438	45,118
6.	FIXED ASSETS		
	Opening book value	3,083	13,716
	Additions during the quarter / year - at cost	-	870
	Disposals / adjustment during the quarter / year	(37)	(8,352)
		3,046	6,234
	Depreciation / amortisation for the quarter / year	(432)	(3,151)
	Closing book value	2,614	3,083



## 7. TRANSACTIONS WITH RELATED PARTIES

Related parties of the Company comprise of associated entities, entities under common control or influence, entities with common directors, major shareholders, directors and key management personnel. The transactions with related parties, are as follows:

	31 March 2010	31 March 2009
	Rupees in	thousand
	(Un-audited)	(Un-audited)
Transactions for the period		
Premium income	4,782	5,017
Claims paid		2,991
Lease payments		901
Return on bank deposits	809	2,475
Rent expenses	-	30
Bank charges	57	66
Remuneration of key management personnel	7,433	6,809
Contribution to staff provident fund	589	511

The transaction of related parties are in the normal course of business and basis determined on commercial terms.

	31 March 2010	31 December 2009
	Rupees in	thousand
	(Un-audited)	(Audited)
Balances outstanding at quarter / year end		•
Bank deposits	29,825	45,130
Premiums due but unpaid	7,322	6,613
Accrued interest	3,513	716

## 8. SEGMENT REPORTING

		31 March 2010 (Un-audited)			31 December 2009 (Audited)	
	Segment assets	Unallocated assets	Total assets	Segment assets	Unallocated assets	Total assets
	l,		Rupees i	n thousand		
Fire and property	175,794		175,794	195,930		195,930
Marine, aviation						
and transport	55,629		55,629	70,557		70,557
Motor	77,147		77,147	81,290	_	81,290
Accident and health	60,519		60,519	62,741	_	62,741
Miscellaneous	140,058		140,058	86,646	-	86,646
Unallocated		292,282	292,282	-	233,925	233,925
Total	509,147	292,282	801,429	497,164	233,925	731,089

The information regarding segments results have been disclosed in the profit and loss account and related statements.

## 9. GENERAL

Figures have been rounded off to the nearest thousand rupees.

## 10. DATE OF AUTHORISATION FOR ISSUE

These interim condensed financial statements were authorised for issue by the Board of Directors of the Company on 23 April 2010.

Mohammed Basheer Janmohammed Yameen Kerai Muhammad Rafiq Tumbi Ahmed Salahuddin
Chairman Director Director MD & Chief Executive Officer