



# 2023

# Pakistan

## General Insurance Industry Performance of Listed Companies Year End – 2023

- Based on preliminary results of EFU, AICL & JGICL

Date: April 17, 2024



## Vision

Solution architects strengthening our partners to optimize performance

## Mission

We help our clients be the best version of themselves by fostering partnerships, challenging norms and providing cutting edge solutions. We inspire our people to constantly evolve and chase excellence with integrity in a diverse, exciting and growth-oriented culture.

## Core Values



Integrity

Chasing Excellence

Fostering Partnerships

Breeding Excitement

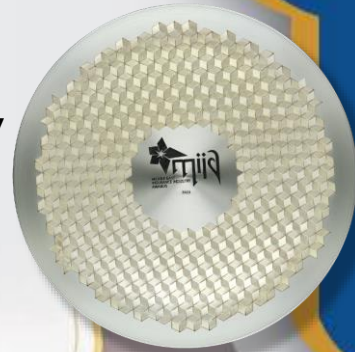
Growth-Centric





# 10<sup>th</sup> Middle East Insurance Industry Awards 2023

Newest Award on our shelf:  
**Strategic Partner to the Industry**  
**BADRI Management Consultancy**



## Awards & Achievements

Award winning strategic partner to the insurance industry with our 170+ talented staff in UAE, KSA and Pakistan drive innovation and provide cutting edge solutions to our business partners across the globe. We strive to ensure that we provide the best quality solutions, turning our experience and industry knowledge into value for our clients.

### Our Awards

- Strategic Partner to the Industry 2023, 2022, 2021 & 2020 by MIIA
- Best Actuarial/Risk Consultancy Firm of 2023, 2018 & 2016 by MENAIR
- Corporate Risk Manager of the Year 2023 by InsureTek





## About **BADRI**

BADRI over the years has emerged to be a global consulting company that provides diverse sets of services to clients across Middle East and other regions.

Today, our **170+** talented staff spread across UAE, KSA & Pakistan drive innovation and provide cutting edge solutions to our business partners across the globe. We strive to ensure that we provide the best quality solutions, turning our experience and industry knowledge into value for our clients.

We specialize in all range of actuarial services and have also been able to integrate to provide services in other segments including Financial Services, Strategic HR consulting, Data Management and Business Intelligence to our clients.

## What We Can Do For You!

### Actuarial Consultancy

- Appointed Actuary
- End of Services
- Actuarial Support for General & Life Insurance
- IFRS 17
- Pricing, Reserving & Capital Modelling
- Actuarial Support for Motor & Medical Insurance

### Strategic Consultancy

- Financial Services
- Strategic HR Consultancy
- ERM
- Product Development
- Merger and Acquisition
- Compliance and Forensics
- Advisory & Risk Management

### Technology Consultancy

- Digitalization
- Business Intelligence
- Data Management
- Big Data & Analytics
- IFRS 17 Systems





## ACE-17

ACE-17, our flagship IFRS 17 calculation engine, provides a seamless and cost-effective solution to generate the IFRS 17 financials and disclosures, saving your time and effort in your IFRS 17 reporting processes. Users can move through an intuitive, fully transparent, and flexible calculation process that is built to generate all the reporting requirements to deliver the IFRS 17 financial statements.



## Financial Services

Our professional and dedicated team possess the expertise in financial services domain and offer wide range of services. Our core services are:

- IFRS Implementation
- Reconciliation Services
- MIS Reporting
- Backlog Accounting
- Loan Staff (Outsource)

### Reconciliation Services

- Improve collections from insurance companies/ brokers and customers by reconciling the statement of account on regular basis.
- Accurate reporting of LRC and LIC balances. As currently most businesses struggled to isolate their receivables, payables, and commission from their net position.
- Reduce risk of error and compliance with regulation/ standard.

### Loan Staff

- Availability of Qualified and competent staff immediately.
- No lengthy hiring process as no change in the headcount.
- Benefit from a consultant's knowledge of the market.
- Cost containment.



## Invest In Your Team

métier – a BADRI Group Company is a renowned boutique Executive search and HR solutions consulting firm that works with teams across the globe, to develop a tailored HR plan and resolve your business challenges.

We take a personalized approach in ensuring that the solutions provided to you are in line with your company strategy to help you achieve your business goals through sustainable HR practices.

Since our inception in 2014, we have been recognized as Executive search leaders across multiple industries in the MENA region. métier’s seasoned professionals focus on your HR transformation, while you focus on your business.

### Our Competitive Edge

- Improving Workplace Productivity
- Increasing Value Through People
- Inspiring Partnerships

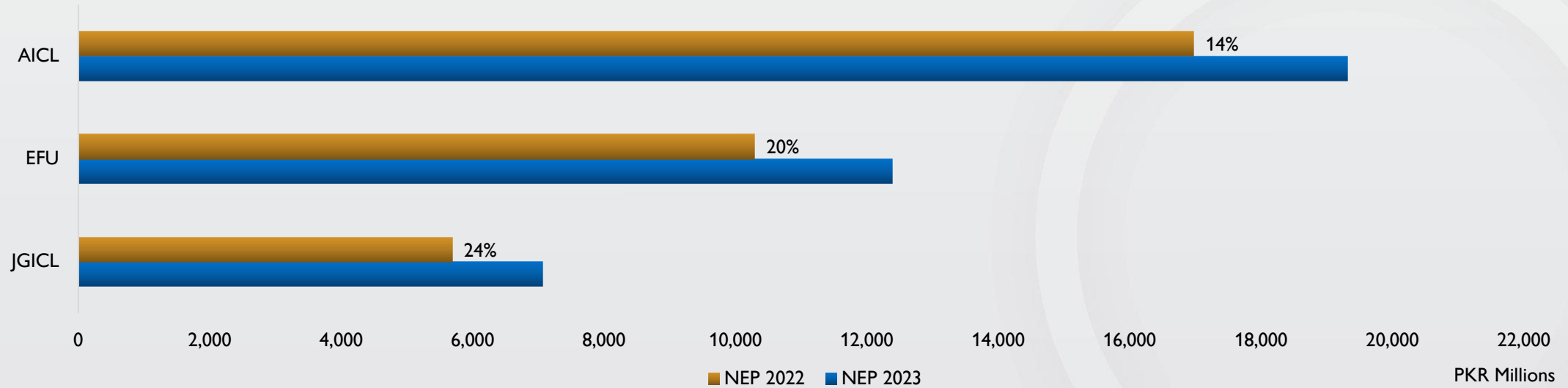
### Our Service Offerings

- Strategic HR Consulting
- Digital HR Solutions
- Talent Acquisition Services
- Training Solutions

**métier**

a  BADRI group company

## Net Earned Premium



On an overall basis, the net earned premium for the top 3 companies increased by 18% to PKR 39 billion.

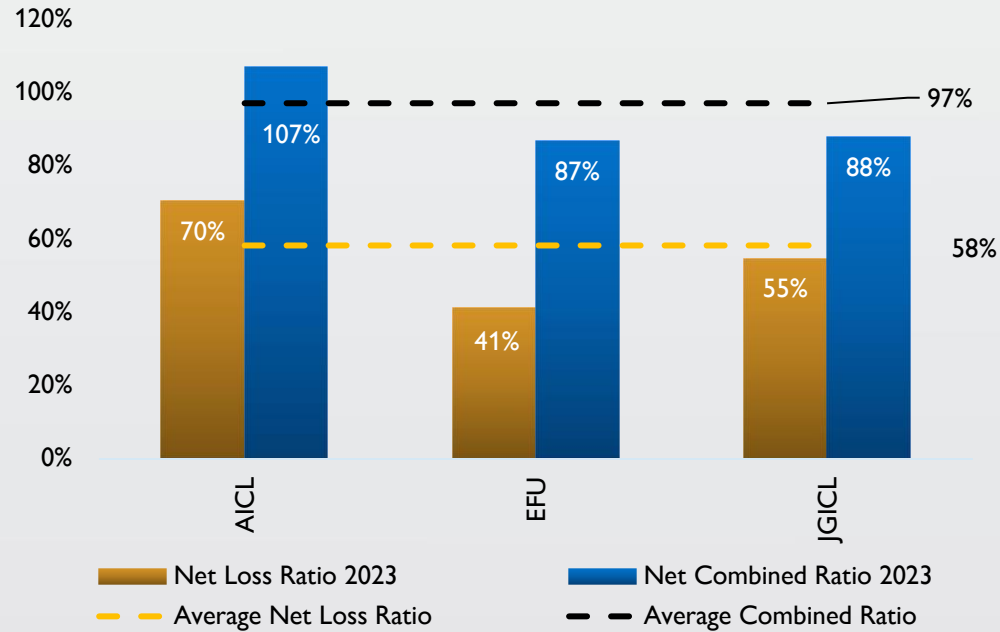
AICL dominates the market with a NEP of PKR 19 billion, followed by EFU and JGICL with NEP of PKR 12 billion and PKR 7 billion respectively. In comparison to the same period last year, AICL has seen a 14% rise in NEP, whereas EFU and JGICL have experienced a 20% and 24%.

*\*AICL includes business underwritten inside and outside Pakistan*

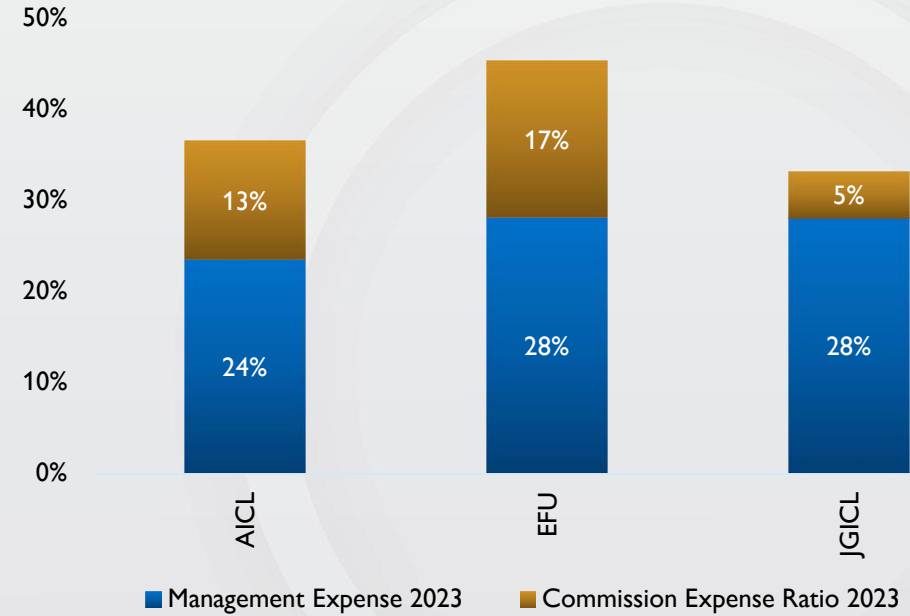
*\*\*the numbers reflect conventional business only throughout the report except for profit before tax which includes window takaful operations as well*



### Net Loss & Combined Ratio



### Expense Ratio



The weighted average net loss and combined ratios for EFU, AICL and JGICL stand at 58% and 97% respectively.

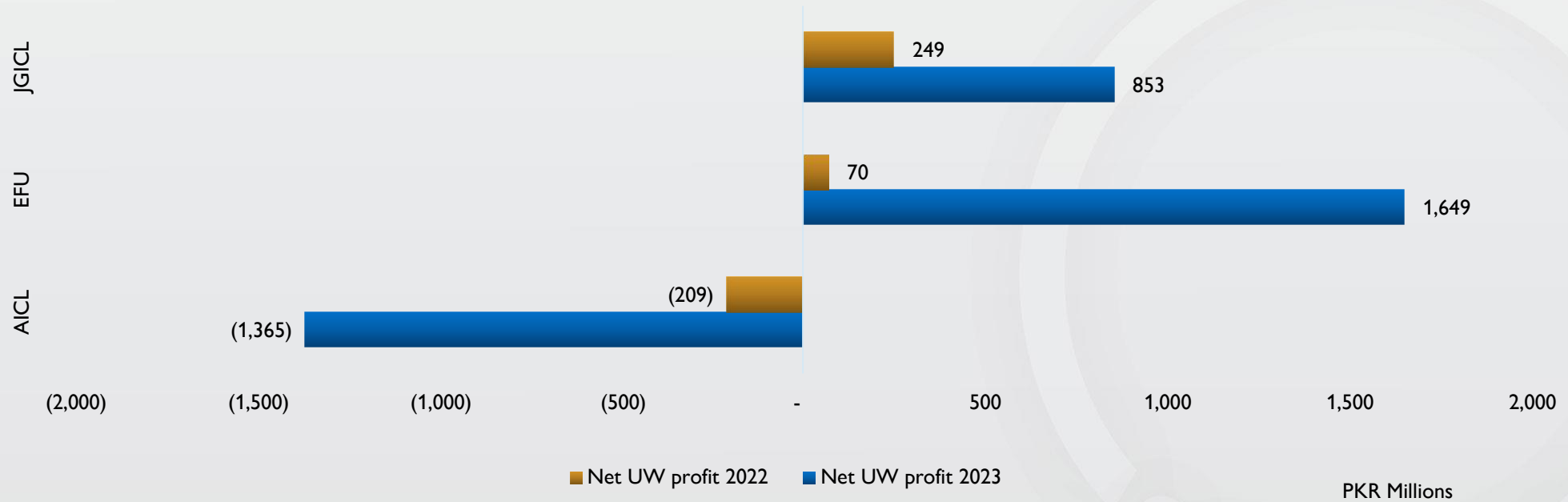
In 2023, EFU had the lowest loss ratio of 41%, while AICL had the highest loss ratio of 70%. AICL also recorded the highest combined ratio of 107%, whereas EFU had the lowest combined ratio of 87%.

In terms of expense ratios, the weighted average management expense and commission ratio is 26% and 13% respectively. EFU had the highest expense ratio of 45%, followed by AICL at 37% and JGICL at 33%. JGICL experienced the lowest commission ratio of 5% while AICL had the lowest management expense ratio of 24%.

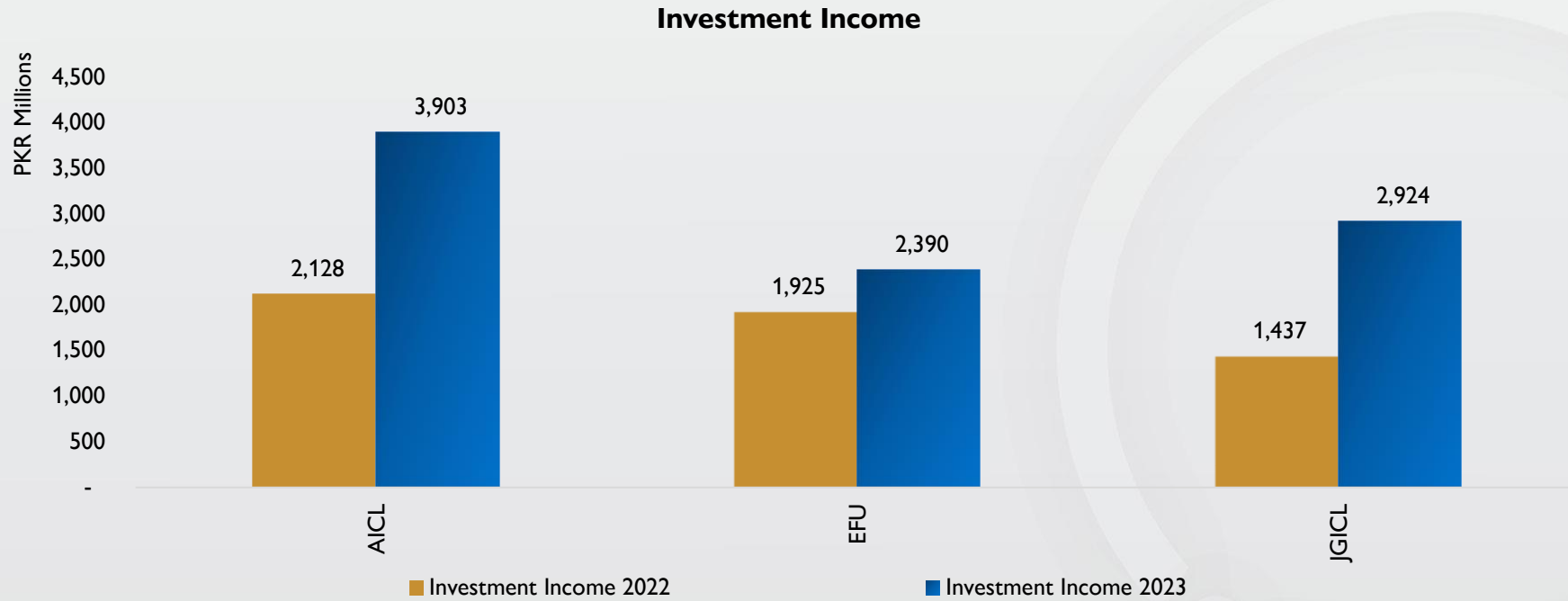




## Net Underwriting Profit



In 2023, the net underwriting profit has increased to PKR 1.1 billion, compared to the previous year's profitability of PKR 0.11 billion. JGICL and EFU have experienced a notable increase in their underwriting profitability where as AICL has suffered a decline.



Overall, investment incomes have increased by 68%. JGICL had a significant increase of 104% followed by AICL and EFU experiencing 83% and 24% respectively.



# Profit Before Tax

Company	PBT 2022	PBT 2023
EFU	3,116	5,460
JGICL	2,470	4,569
AICL	3,147	3,912
<b>Total</b>	<b>8,733</b>	<b>13,942</b>

On an overall basis, EFU, AICL, and JGICL experienced a 60% increase in earnings, mainly due to increase in underwriting and investment income performance. all 3 companies experienced a double-digit increase in earnings.





Company	EPS 2022	EPS 2023
EFU	10.03	16.41
JGICL	7.73	15.09
AICL	7.39	6.46

# Earning Per Share

EPS has increased for EFU and JGICL where as AICL has experienced a decline.



## Conclusion

In 2023, amid persistent global economic challenges, the depreciation of the PKR against the USD impacted various sectors across the economy, both major and minor.

However, despite these hurdles, the general insurance sector in Pakistan exhibited resilience by offering protective products to customers and maintaining stable premium rates. Companies placed a strong emphasis on risk management and financial stability, showcasing their preparedness to adapt to the evolving economic landscape of Pakistan.

The top 3 general insurance companies experienced an 18% increase in Net Premium for the sector, rising from PKR 33 billion in 2022 to PKR 39 billion in 2023. Furthermore, the before-tax profit surged to PKR 14 billion, marking a significant 60% increase from the previous year's level of PKR 9 billion.



## Disclaimer

We have undertaken an analysis of the Key Performance Indicators (KPIs) of the top 3 listed general insurance companies in Pakistan for the year end 2023. The data has been extracted from the preliminary reports of those companies which were publicly listed and available till the compilation of this report.

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# About Our Team

## Directors

## 6 Staff

UAE/ Oman  
Actuarial

**41** Staff

Medical

**6** Staff

KSA  
Actuarial

**44** Staff

IFRS 17

**13** Staff

Business  
Intelligence

**9** Staff

HR  
Consultancy

**3** Staff

End of  
Services

**5** Staff

Financial  
Services

**14** Staff

Sales

**1** Staff

Strategy  
Consulting

**1** Staff

Support & Admin

**28** Staff

Data Science

**4** Staff

# Total Strength **175**



**BADRI**

Year End 2023 (Preliminary) - Pak General Listed Insurance Companies

# Our Feedback

BADRI is proud to present Pakistani general insurance industry preliminary performance analysis year end 2023. We have a dedicated team that is working to bring you research reports. Our doors are open for feedback, and we welcome them. Feel free to inquire about the report.

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# Our Team



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