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To each and every member of Askari Life family for commitment & dedication, towards helping us achieve the Rs. 1 billion milestone.

DOR | BABAR | KHAWAR | Z AN | SHARIF | HANIF | FAIZA

IL I AQIB I MAHAM I ARAIB

I HARIS I TEHREEM I WAJIF R | AZHAR | ASHFAQ | FAISA

SHOAIB | ISMAIL | DUA | HIB.

I RAMZAN I AZAM I AFRIDI I UZAIR I SAIMA I MAZHAR I IBNE ARSHED I ALEEM I FALAK SHER I MASOOD I KHALIL I ABBAS I SIKANDAR I AKHAR I MEHBOOB I RIZWAN I UMAR I KAINAT I LAIBA I NOOR I BABAR I KHAWAR I ZAIN I SHOAIB I ISMAIL I DUA I HIBA I DANI I ASIF I MOIN I TALHA I NATASHA I IRFAN I RUKHSAR I KHURRAM I NEHA I DANISH I HAMZA I HAREEM I MAHEEN I ROHAAN I SOHAIL I KULSO

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Company Overview

- * Askari Life Assurance Co. Ltd, is part of one of the leading conglomerates in Pakistan, Army Welfare Trust (AWT).
- * AWT acquired the major shareholding of Askari Life in 2018 from East West Insurance Limited. AWT currently holds 66.65% of the shareholding.
- Currently the authorized capital of Askari Life is Rs. 3 billion, out of which Rs.
 1.51 billion is paid-up
- * We offer diversified product range including conventional and takaful products; savings and protection plan
- ❖ Distribution channels include Sales Force, Bancassurance and Group marketing
- ❖ Insurer Financial Strength rating of A (Outlook: Stable) by PACRA
- ❖ Askari Life is reinsured by leading Reinsurers in the market (Munich Re and Hannover Re)

Strategic and Operational Development



AWT	acquired	maior	shareholding	from East	West Insurance
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2018

2017

Change of Name from East West Life to Askari Life Assurance Co. Ltd.

Injection of Rs.500 million through Right Issue

Restructuring of Management and Sales Force

2019

Branches restructuring and renovations

Introduction of new Universal Life Product and Bancassurance Agreement with Askari Bank Limited

Approval and Start of Window Takaful Operations

2020

Bancassurance Agreement with Silk Bank Limited

Offer Right Shares for Rs.400 million

2021

Bancassurance Agreement with Albaraka Bank

Expansion of distribution network

2022

Milestone of 1 Billion Gross Premium achieved

Increase authorized share capital

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Company Governance

Name	Designation
Mr. Naveed Mukhtar	Chairman
Mr. Mohammad Athar Shams	Director
Mr. Rizwan Ullah Khan	Director
Mr. Malik Riffat Mahmood	Director
Mr. Javed Yunus	Director
Ms. Ayesha Rafiq	Director
Mr.Tariq Hameed	Director



Company Management

Name	Designation
Mr. Jehanzeb Zafar	Chief Excecutive Officer
Mr. Azmatullah Sharif	Chief Operating Officer
Mr. Rehan Mobin	Chief Financial Officer
Syed Ali Imran	Head of Distribution
Mr. Waqas Waseem	Head of HR & Administration
Mr. Muhammad Nadeem Rajput	Company Secretary



Product Briefcase

Askari Life offer following diversified product range including conventional and takaful products; savings and protection plan

Corporate Employee Benefit Product

Group Life Protection
Plan

Conventional and Takaful Plan

Individual Life Product

Universal Life
Saving Plan

Conventional and Takaful Plans

Term Life Protection Plan

Conventional Plan

Product Innovation and Digitalization askarilife



Askari Life strongly believe that innovative products and technological acumen are the key of success in the competitive environment of life insurance

- ☐ Individual Life savings products having diversity of Conventional and Shariah Compliant Takaful Products
- ☐ Third party online portals and other digital channels are being introduced n the market which can help insurance industry to sell the products through internet
- ☐ Facilitate customers and other stakeholders by online payment and receipt system that connect with Finance and Operation Department.

Financial Highlights

Un-audited

2023

Audited

2021

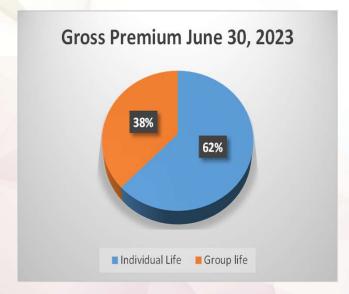
2022



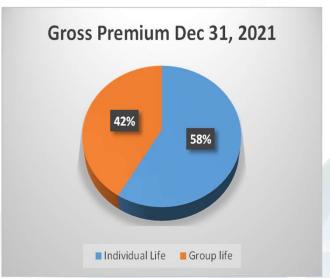
	June 30, 2023	Decem	ber 31
	(Ru	pees in '000)	
Gross premium / contribution revenue	712,828	1,301,556	834,920
Re insurance premium / contribution ceded	(201,545)	(223,804)	(234,499)
Net premium / contribution revenue	511,283	1,077,752	600,421
Investment and other income	128,128	130,434	64,370
Total income	639,411	1,208,186	664,791
Net insurance benefits expense	149,311	148,084	154,944
Total expenses	605,109	1,334,722	751,898
Loss before tax	(115,009)	(274,620)	(242,051)
Income tax expense	(357)	(1,351)	(389)
Loss for the year	(115,366)	(275,971)	(242,440)
Other comprehensive income:			
Unrealised gain on remeasurement of available-for-sale financial assets	(812)	(2,008)	(90)
Actuarial (loss)/gain on defined benefit obligation	-	(1,366)	330
	(812)	(3,374)	240
Total comprehensive loss for the period/year	(116,178)	(279,345)	(242,200)
Loss per share - Rupees	(0.77)	(1.84)	(1.61)

Premium Analysis









Individual Life
Group life
Total

30-Jun-2023	31-Dec-2022 3	1-Dec-2021
Rup	ees in thousan	d
443,948	903,359	487867
268,880	398,197	347053
712,828	1,301,556	834,920



YoY Premium Trends



	2021	2022	2023
Proportion of Ind. Reg Premium in GWP	53%	64%	64%

www.askarilife.com



Business Alliance

Bancassurance

Askari Bank Limited Silk Bank Limited Albaraka Bank

Reinsurance

Hanover Re

Munich Re

Corporate Clients

150+ Customers 169K+ Lives

Individual Policy holders

17K+ Lives

Future Outlook



Challenges

- Economic conditions
- Regulatory Compliance (AML & CFT).
- Taxation on Saving Products
- Lack of Awareness about insurance products

Strategy

- Add effective and trained Sales Force/Channel
- Innovative Product
- Technology driven business operations
- Target the unapproached segment
- Staff training, retention and Development
- Marketing Alliances and Customer engagement



Question and Answer



Thank You