

EFU GENERAL INSURANCE LTD.

Corporate Briefing Session

For the year ended December 31, 2024

25 March, 2025

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About Us

The Company was incorporated in 1932.

The Company was listed on the stock exchange in 1949.

The Company was allowed to undertake Window Takaful Operations on 16 April 2015.

EFU General is the most experienced Non-Life Insurance Company.

The Company's Paid-up Capital is Rs. 2 billion.

EFU Life Assurance Limited is the subsidiary of the company.

VISION AND MISSION

VISION

To continue our journey to be better than the best.

MISSION

To provide services beyond expectation with a will to go an extra mile. In the process, continue to upgrade technology, human resource and reinsurance protection.

OUR VALUES

OUR VALUES

Our philosophy is to be the leading Company with service above par, with integrity, excellence, and professionalism.

FOLLOWING ARE OUR CORE VALUES:

- **Integrity and Ethics**
Conduct business with ethics, dignity, fairness and transparency.
- **Excellence**
We measure our performance by results but more by quality of service.
- **Professionalism**
We believe professionalism is perfection. Business resources are utilized in a manner to achieve optimum returns on resources.
- **Discipline**
Our pursuit of excellence is anchored in discipline, driven by a clear and consistent strategy.
- **Ownership**
Driven by initiative and accountability, we work with a relentless focus on strategic success.
- **Community**
We foster a culture of giving with purpose, enriching communities and driving national progress.

Reinsurance Arrangements with :

- Allianz SE Reinsurance
- Hannover Ruck SE
- Korean Reinsurance
- PICC Reinsurance, China
- Lloyds of London
- Swiss Reinsurance
- SCOR Reinsurance Asia
- MS First Capital Insurance

Premium Underwritten :

Premium Underwritten, December 31, 2024 = Rs. 41.27 Billion.

EFU Group's Total Premium, December 31, 2024 = Rs. 79.53 Billion.

Group's Financial Strength Ratings



PACRA
AA++

VIS
AA++

***A.M. BEST**
B-



VIS
AA++

*For latest rating, visit www.ambest.com

PRODUCT PORTFOLIO



Fire and Property



Marine, Aviation & Transport



Motor



Miscellaneous



Window Takaful Operations

Governance Structure

Board of Directors

- Comprises of Eight Directors
- Two independent Directors (Including a female)
- Five Non Executive Directors
- One Executive Director - CEO

Board Committees

- Audit Committee
- Investment Committee
- Ethics, Human Resource & Remuneration Committee

Management Committees

- Underwriting Committee
- Claims Settlement Committee
- Re-insurance and Coinsurance Committee
- Risk Management & Compliance Committee

AWARDS



**Brands
Icon Award
2024**



**16th Corporate
Social Responsibility
Award 2024**



**21st Environment
Excellence
Awards 2024**

AWARDS



**18th Consumer
Choice Award
2024**



**Shaukat Khanum
CSR Award
2024**



**14th Annual
Fire Safety
Award 2024**

KEY DEVELOPMENTS DURING 2024

Completed / Went Live:

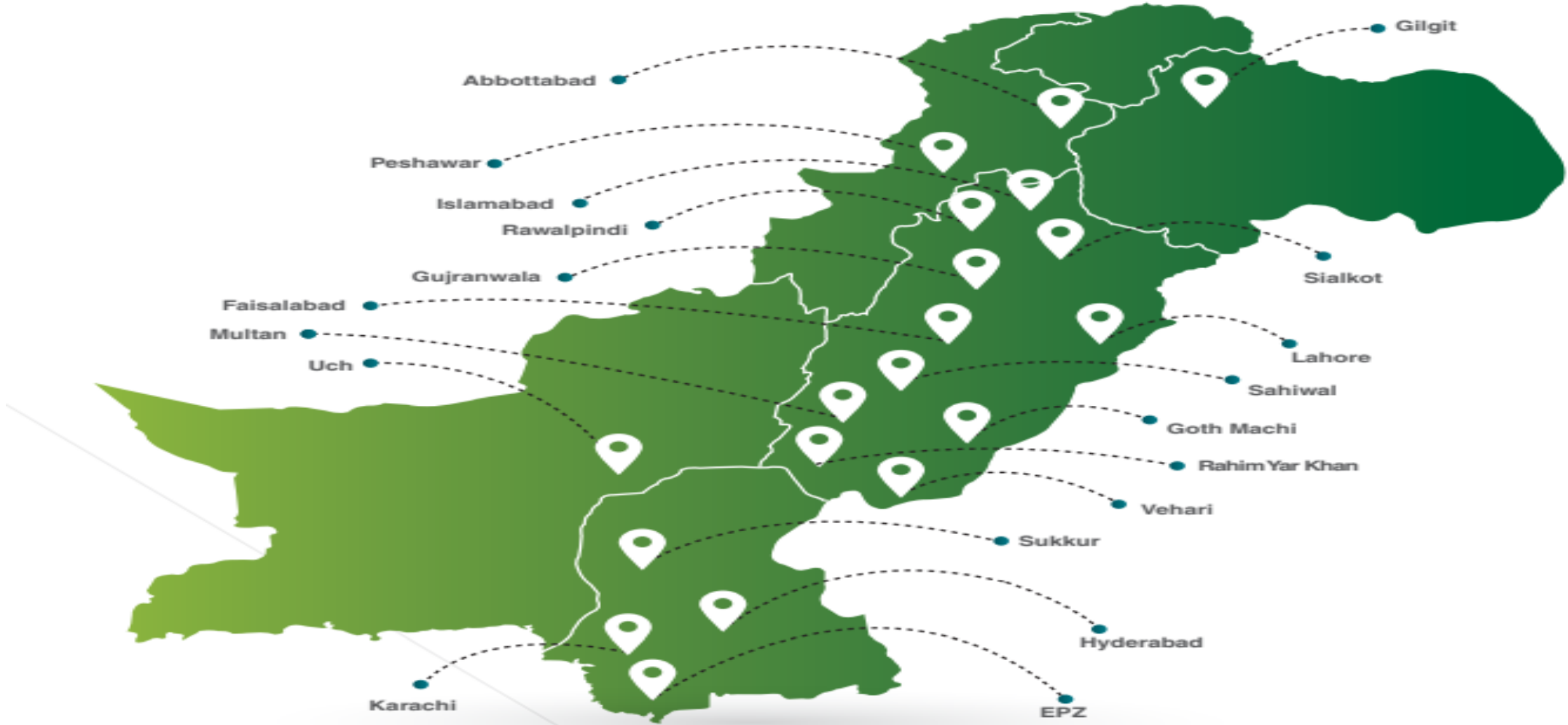
- Mobile application (travel) and WhatsApp Chatbot for insurance customers.
- Development and testing of applications to digitize and automate EFU's help desk management and audit functions.
- Developed new products to facilitate transactional / Home Insurance customers.

KEY DEVELOPMENTS IN PROGRESS FOR 2025

In-progress / Under Development:

- Automation & Digitalization of Financial Process and Dashboards.
- Development of additional features to facilitate travel insurance customers.
- Upgrade of the back-end Oracle infrastructure to reduce the transaction time for customers.

Geographical Presence (32 Locations)



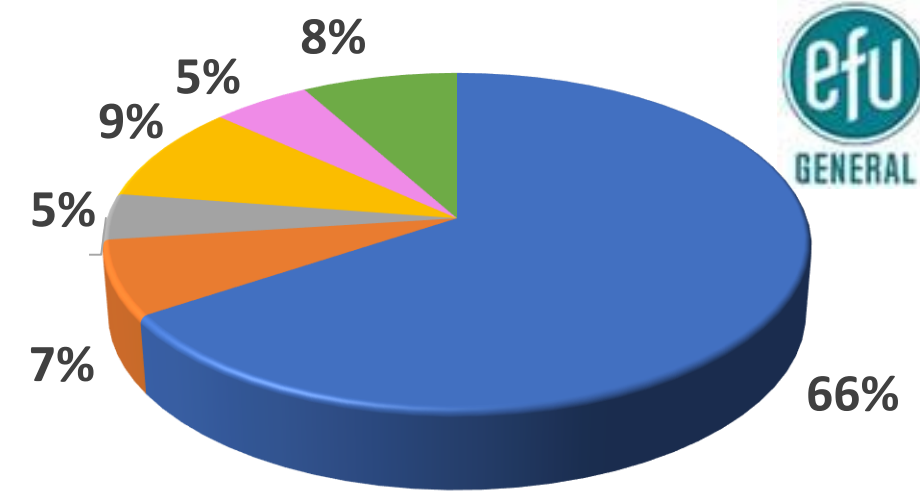


FINANCIAL PERFORMANCE AT A GLANCE

KEY FINANCIAL HIGHLIGHTS DECEMBER 2024

GROSS PREMIUM (Including takaful contribution) 41.27 (Rupees in Billion)	CLAIMS PAID 8.20 (Rupees in Billion)	UNDERWRITING RESULTS 2.42 (Rupees in Billion)
INVESTMENT & OTHER INCOME 3.62 (Rupees in Billion)	PROFIT AFTER TAX 3.71 (Rupees in Billion)	EARNING PER SHARE 18.56 (Rupees per share)
TOTAL ASSETS 72.40 (Rupees in Billion)	SHAREHOLDERS EQUITY 24.17 (Rupees in Billion)	INVESTMENTS & INVESTMENT PROPERTIES 36.26 (Rupees in Billion)

Class wise Gross Premium for the year ended December 31



Rupees in billion

	2024	2023	Growth %
Property	27.13	27.44	(1)
Marine	2.98	2.74	9
Aviation	1.83	2.15	(15)
Motor	3.83	4.09	(6)
Miscellaneous	2.14	2.03	5
Total Conventional	37.91	38.45	(1)
Takaful	3.36	3.07	9
Total Business	41.27	41.52	(1)

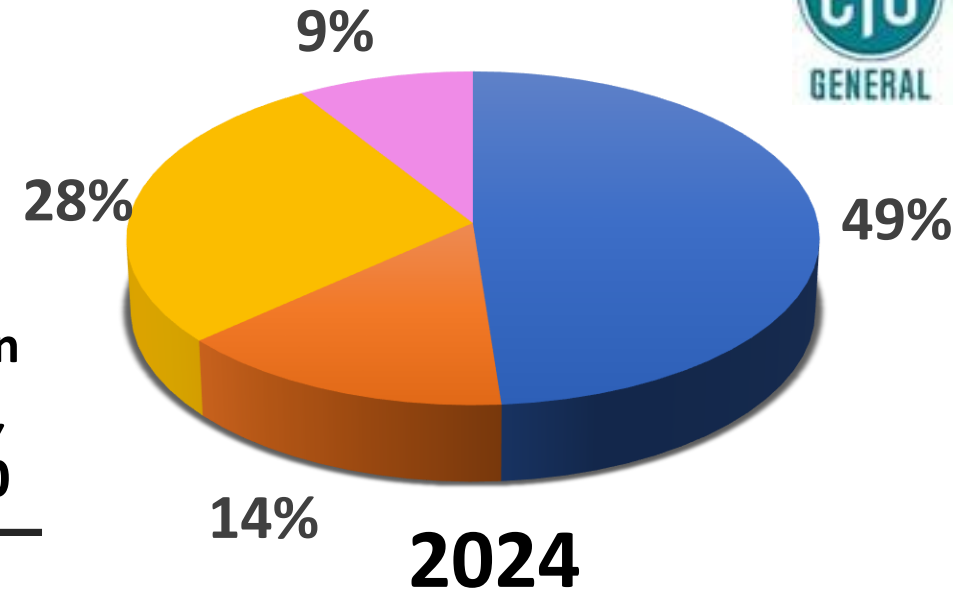
2024
Gross Premium Composition

	2024 %	2023 %
Property	66	66
Marine	7	7
Aviation	5	5
Motor	9	10
Others	5	5
Takaful	8	7
	100	100

Class wise Net Premium for the year ended December 31

Rupees in billion

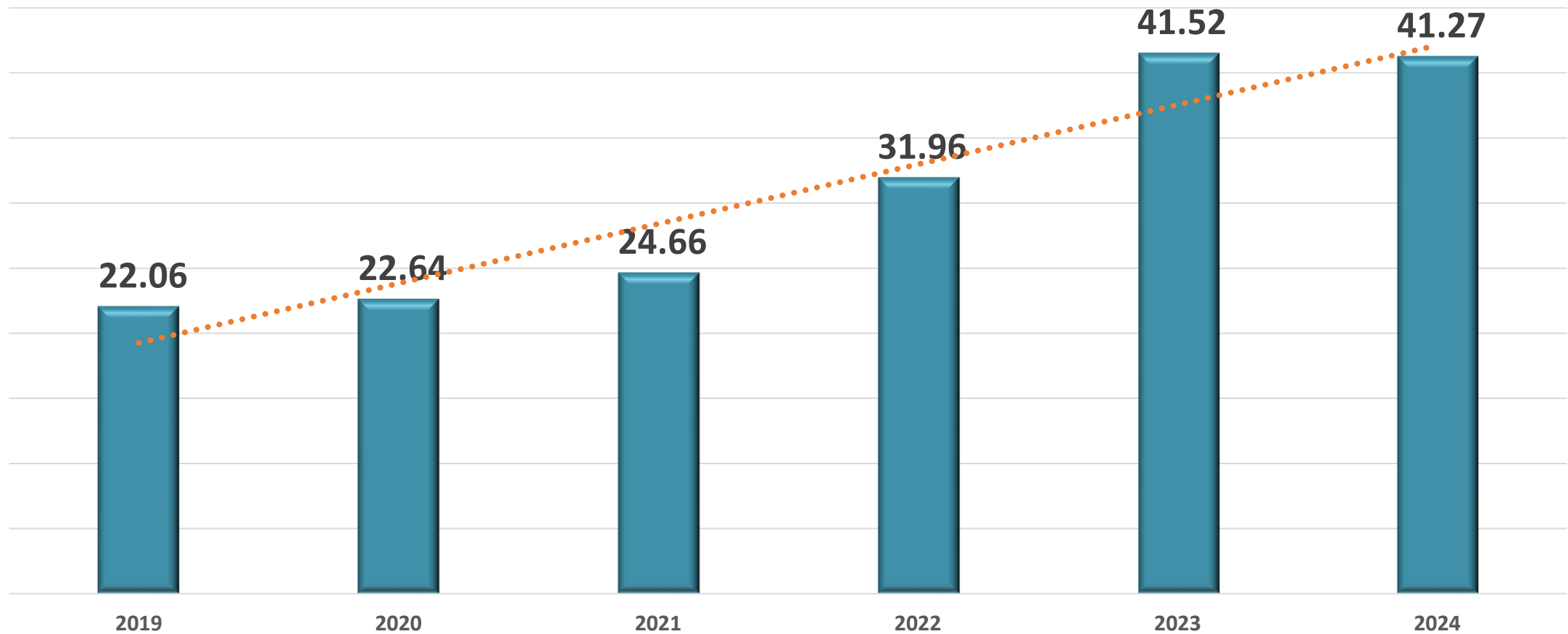
	2024	2023	Growth%
Property	7.10	5.32	33
Marine	2.12	1.98	7
Motor	4.02	3.89	3
Miscellaneous	1.31	1.20	9
Total	14.55	12.39	17



	2024 %	2023 %
Property	49	43
Marine	14	16
Motor	28	31
Miscellaneous	9	10
	100	100

Written Premium (Including Takaful Contribution) for the year ended December 31

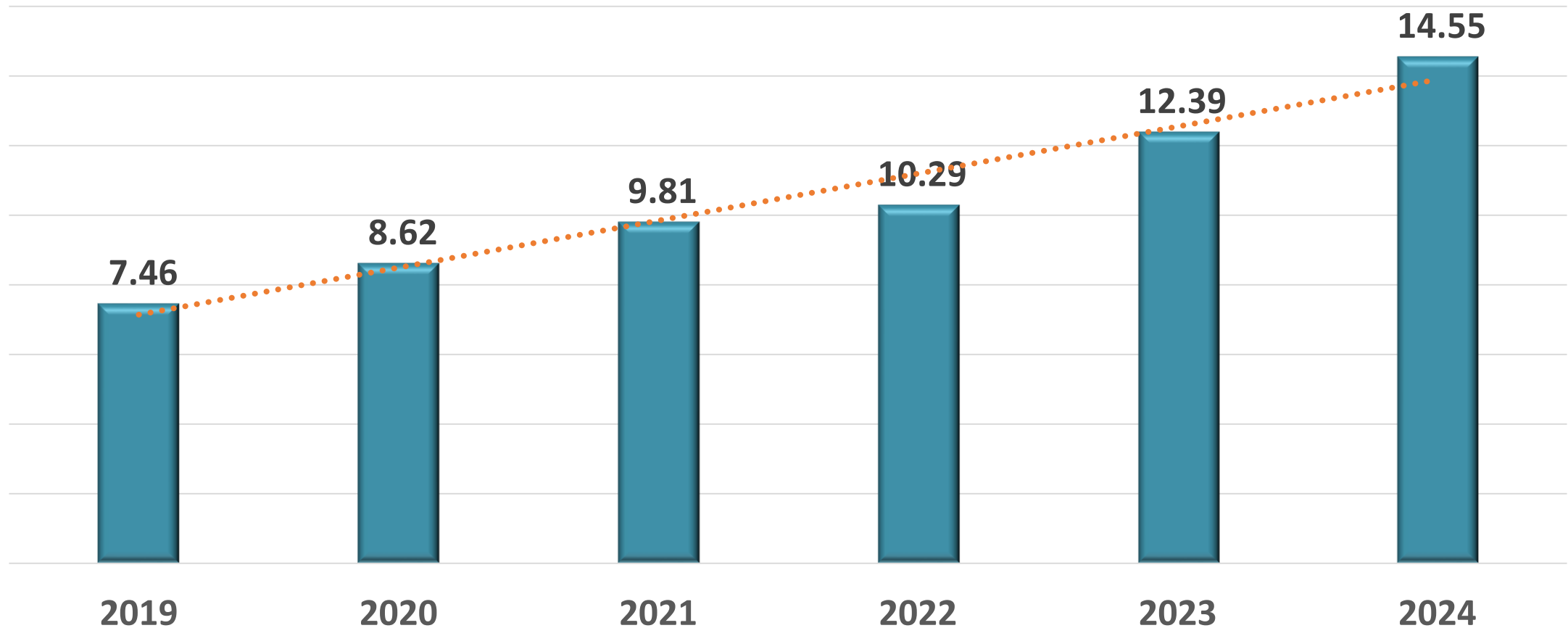
(Rupees in billion)



CAGR 13.34%

Net Premium Revenue for the year ended December 31

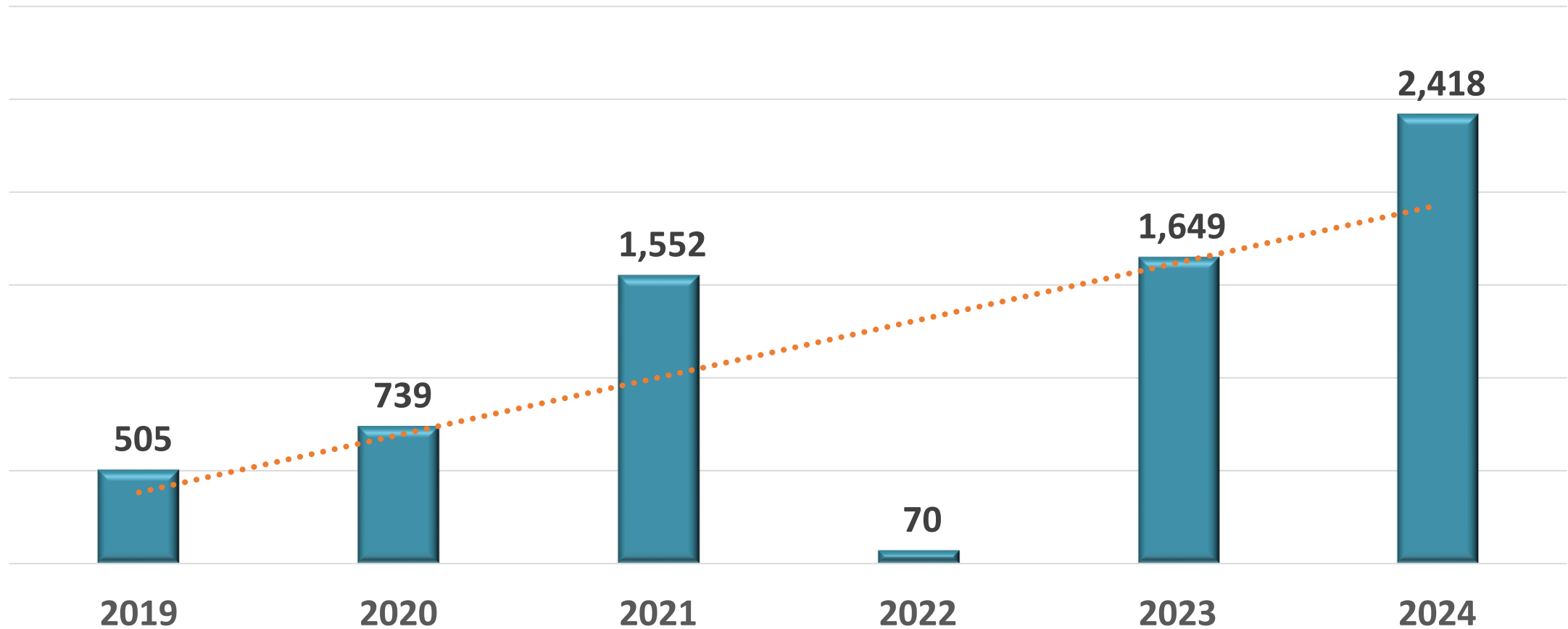
(Rupees in billion)



CAGR 14.30%

Underwriting Results for the year ended December 31

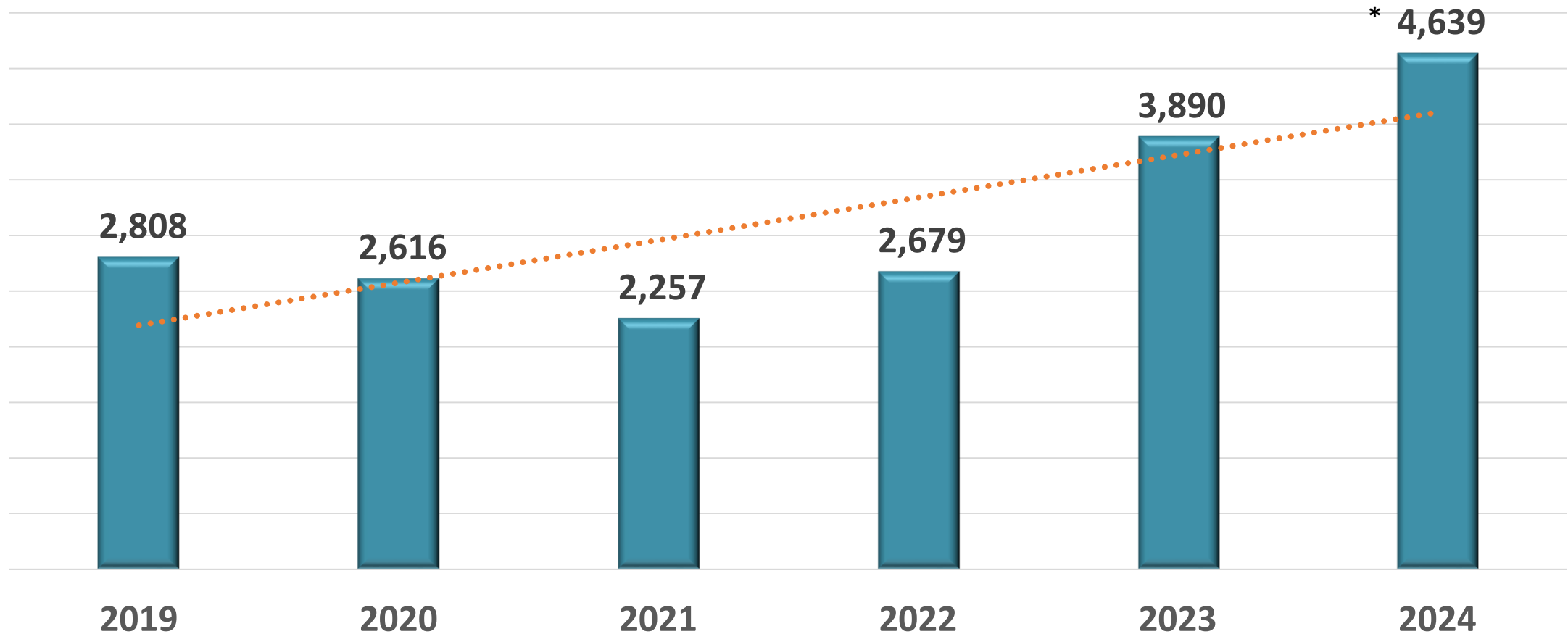
(Rupees in million)



CAGR 36.78%

Investment & Other Income for the year ended December 31

(Rupees in million)

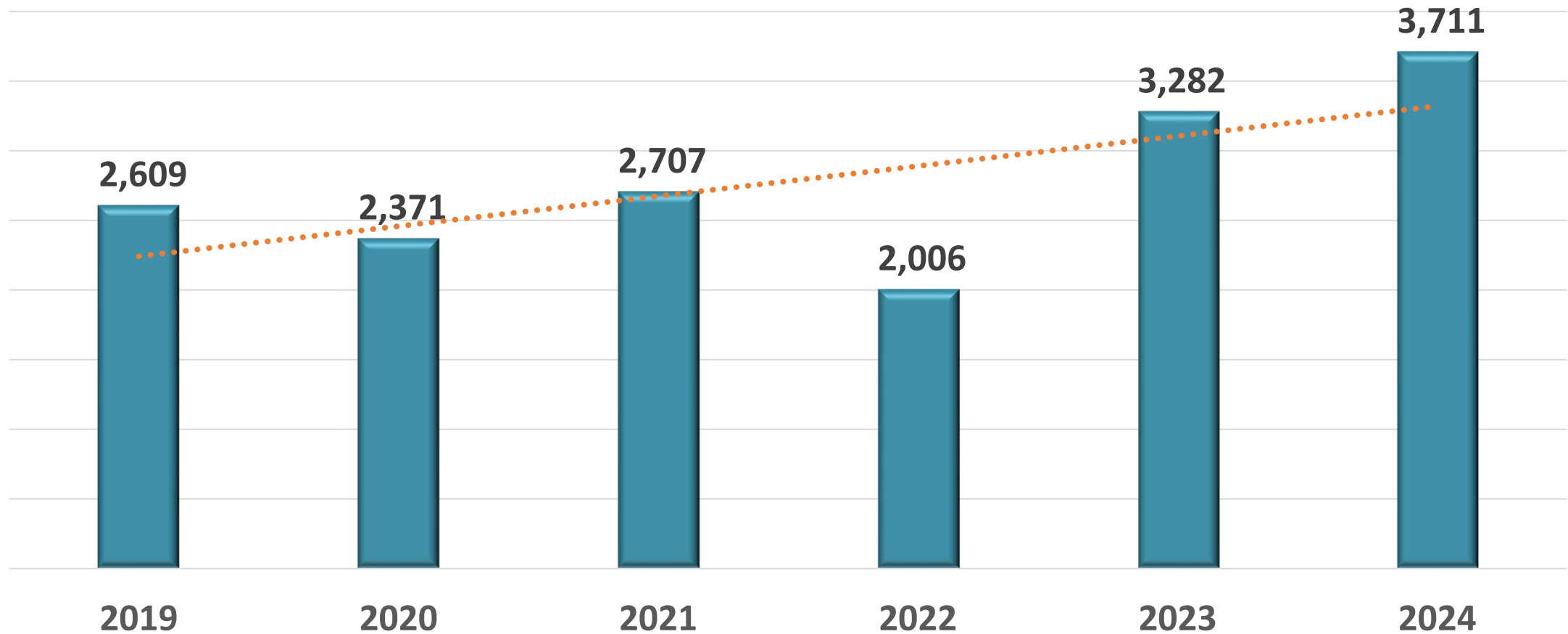


CAGR 10.56%

*** Excluding charge of impairment on subsidiary.**

Profit after tax for the year ended December 31

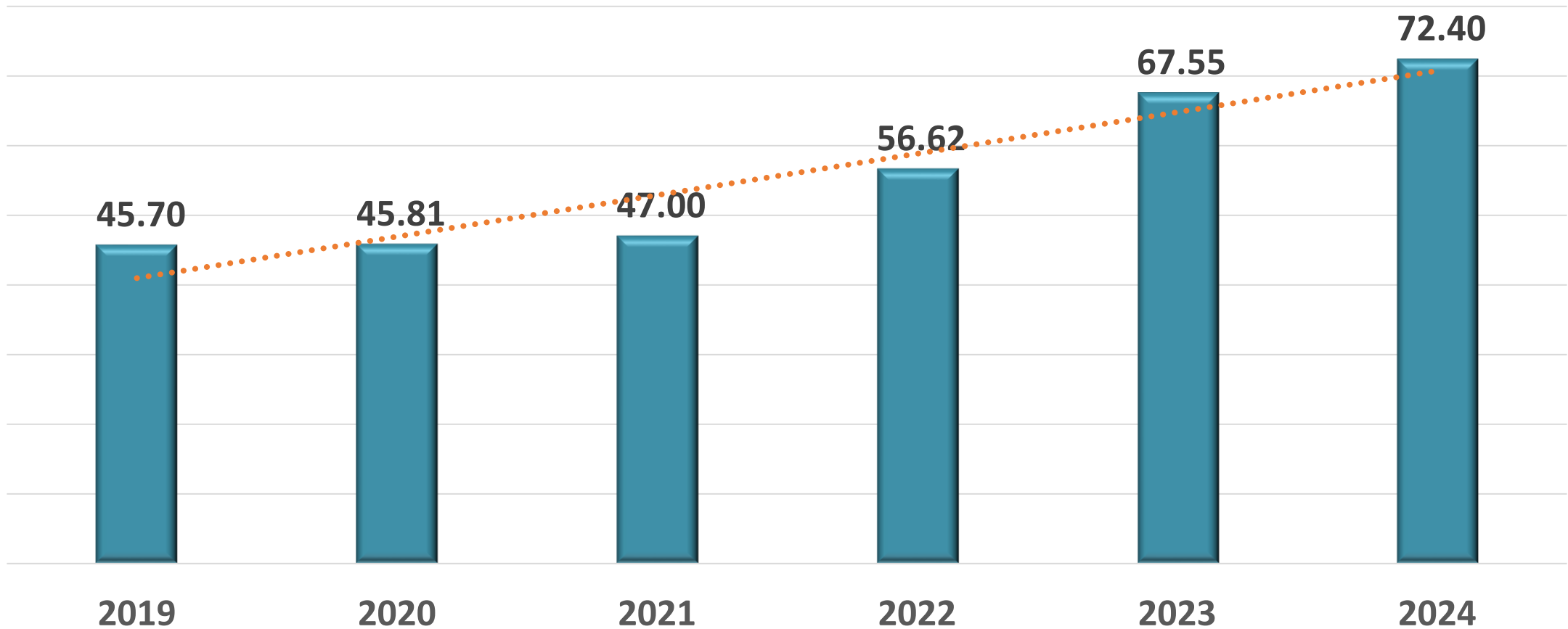
(Rupees in million)



CAGR 7.30%

Total Assets as at December 31

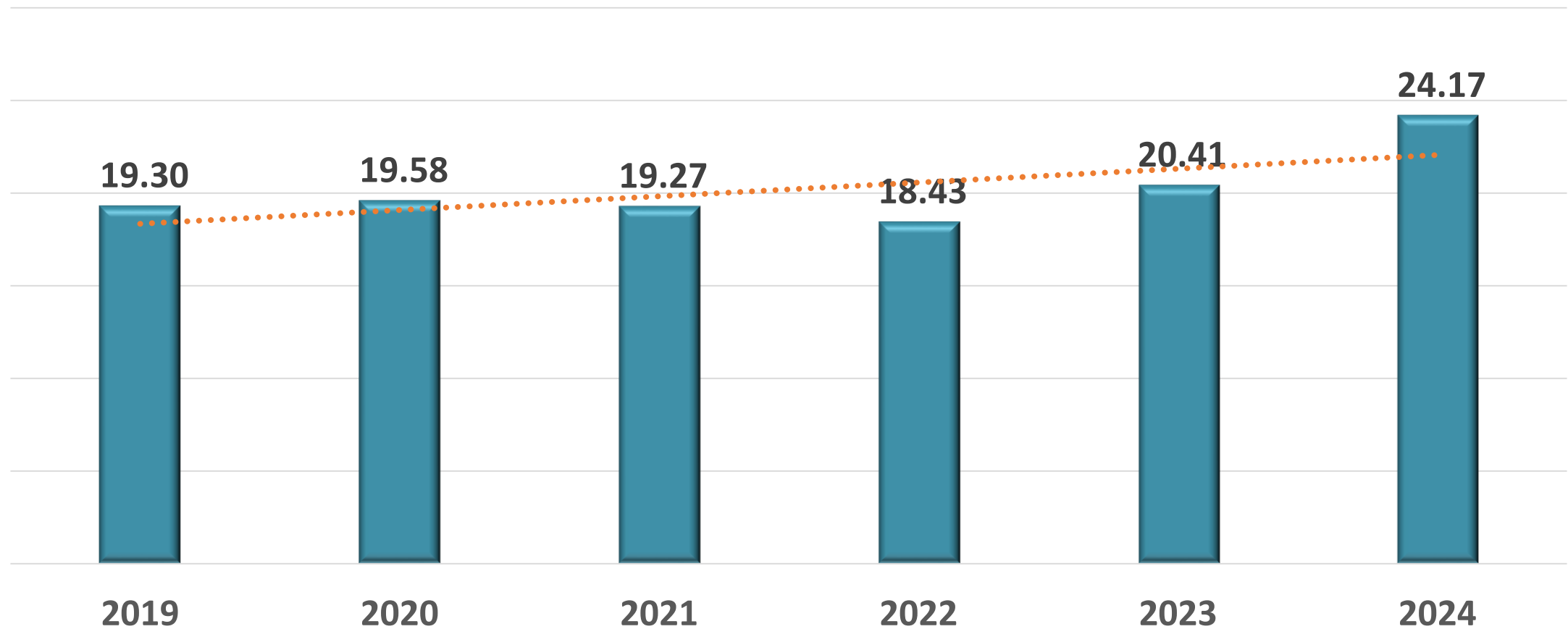
(Rupees in billion)



CAGR 9.64%

Total Equity as at December 31

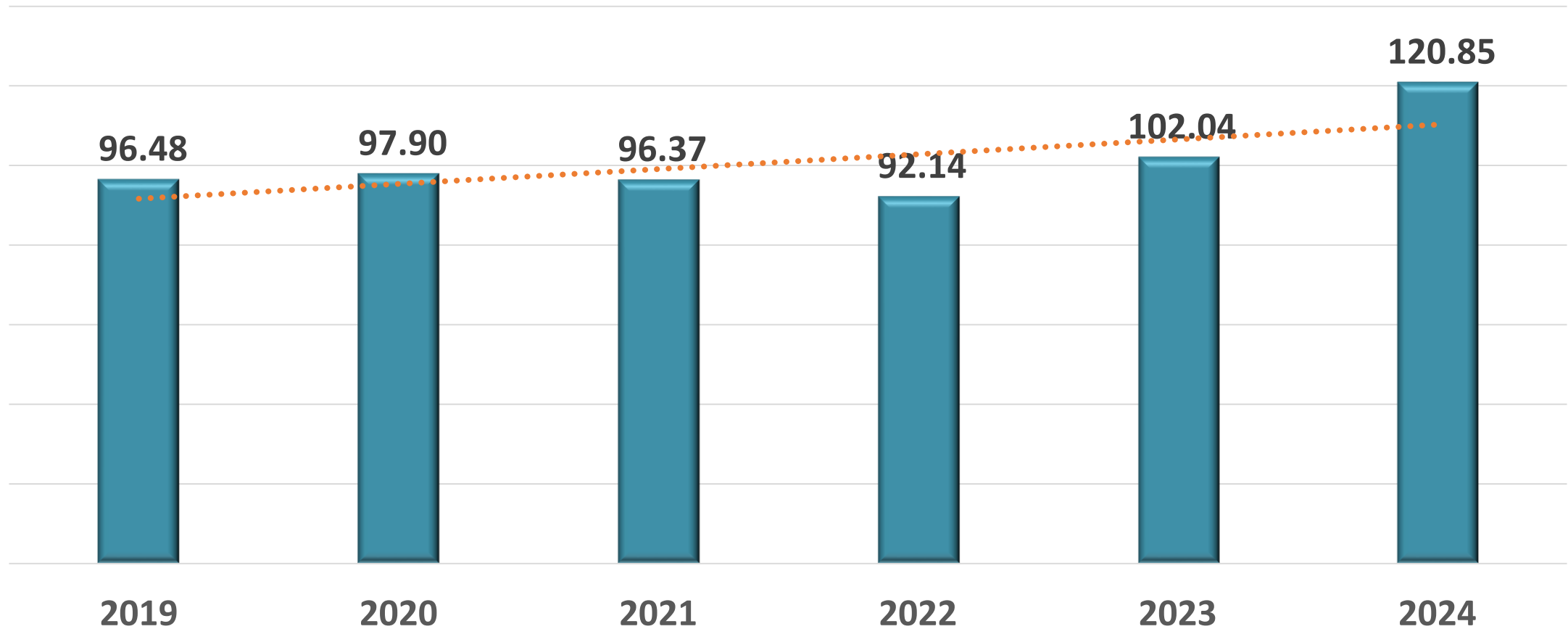
(Rupees in billion)



CAGR 4.61%

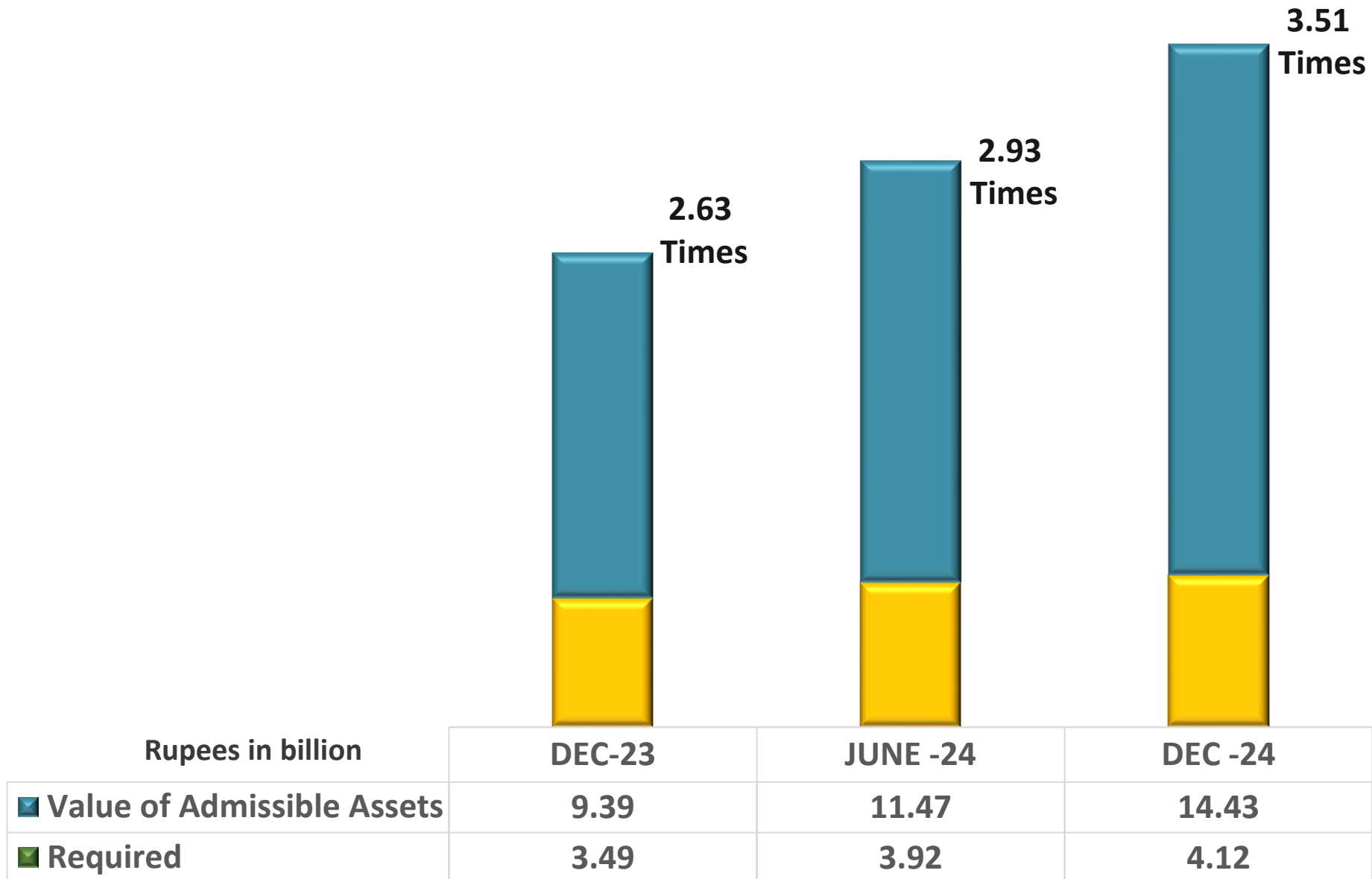
Breakup value per share as at December 31

(Rupees in million)



CAGR 4.61%

Solvency



**Contribution to National Exchequer for
the year ended December 31, 2024**

Rs. 9.88 Billion

Our Company's Remarkable Contribution in Taxes and Duties



OUTLOOK

The Company retained market leadership despite economic challenges. Net premium revenue grew to Rs. 14.5 billion, while investment income reached Rs. 3.6 billion. Key priorities included customer satisfaction, risk management, and shareholder value. Employee well-being was enhanced through healthcare, insurance, and training. A Human Resource software was implemented, and management remains proactive in protecting stakeholder interests.



PROSPECTS-2025



For sustained economic recovery in 2025, the Government of Pakistan plans to implement comprehensive reforms in taxation, energy, and public sector management. Additionally, continued financial backing from international institutions will be key to manage debt burden and stabilizing the economy.

Additionally, the implementation of comprehensive, profound structural reforms will be imperative in laying the groundwork for a robust economic recovery. In this context, continued adjustments in energy prices, attracting foreign investment inflows, and maintaining fiscal discipline are crucial for stabilizing the currency exchange rate. This, in turn, would facilitate a gradual alleviation of inflationary pressures, thus allowing for a reduction in interest rates down the road.

Q & A Session

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THANK YOU