To be Pakistan's leading and most highly reputed life insurance company, enjoying the confidence and trust of its Shareholders, Policyholders, Business Partners and the Communities in which it operates.



Shareholders are the backbone of our business. They provide the initial capital which enables the Company to commence the business and to grow the business through retention of profits and by investing additional capital when required. We will strive to achieve above average earnings on their invested capital.

Our Policyholders are our most valuable assets. We will strive to provide them with a full range of life insurance and other products, security of their investment, a satisfactory return on their investments and efficient personal service.

Employees are our Partners enabling us to fulfill our vision and mission. We will endeavor to provide them a fair reward based on their performance and achievements, a good working environment, adequate training and opportunities for self development to empower them to grow and prosper with the company.

The Community in which we exist along with our Shareholders, Policyholders, Employees, etc also deserves our consideration. We will participate and contribute to the uplift and welfare of the community, and the improvement of the environment.

8

THRE

FOUR



## **CONTENTS**

3	Director's Report to the Shareholders
4	Balance Sheet
6	Profit & Loss Account
7	Statement of Changes in Equity
8	Cash Flow Statement
9	Revenue Account
10	Statement of Premiums
1	Statement of Claims
12	Statement of Expenses
13	Statement of Investment Income
14	Notes to the Financial Statements
20	Statement of Directors
20	Statement of Appointed Actuary

Corporate Information

## **CORPORATE**

# information

#### **BOARD OF DIRECTORS**

Masood Noorani Javed Ahmed Towfiq H. Chinoy Sultan Allana Shahid Mahmood Loan Xavier Gwenael Lucas

Managing Director / CEO Director Director Director Director

Chairman

John Joseph Metcalf Director (effective 19.02.2007)

#### **COMPANY SECRETARY**

Manzoor Ahmed

### **BOARD COMMITTEES**

1. AUDIT

Towfiq H.Chinoy Chairman John Joseph Metcalf Member Xavier Gwenael Lucas Member

2. FINANCE

Masood Noorani Chairman
Javed Ahmed Member
John Joseph Metcalf Member
Manzoor Ahmed Member/Secretary

3. HUMAN RESOURCE

Towfiq H. Chinoy Chairman Masood Noorani Member John Joseph Metcalf Member

4. TECHNICAL

John Joseph Metcalf Chairman Javed Ahmed Member Xavier Gwenael Lucas Member

### **HEAD OFFICE**

74/1-A, Lalazar, M. T. Khan Road, Karachi -74000 Ph:(0096)(21) 5611071-75, 5611802-08 Fax:(0096)(21) 5610959 Web: www.njilife.com E-mail: info@njilife.com

#### APPOINTED ACTUARY

Nauman A. Cheema Nauman Associates, 7-B, Block F, Gulberg III, Lahore Ph:(0096)(42)5760204, 5754036 Fax:(0096)(42)5757867 E-mail: info@naumanassociates.com

### LEGAL ADVISORS

Kabraji & Talibuddin Advocate & Legal Counsellors Ph:(0096)(21)5838874, 5838876 Fax:(0096)(21)5838871 E-mail:kandt@kandtlaw.com

#### **BANKERS**

Habib Bank Limited Standard Chartered Bank

### MANAGEMENT COMMITTEES

#### i. CLAIMS

Javed Ahmed Chairman Manzoor Ahmed Member Zahid Barki Member/Secretary

#### i. REINSURANCE

Javed Ahmed Chairman Zahid Barki Member Jabran Noor Member/Secretary

#### iii. UNDERWRITING

Javed Ahmed Chairman Syed Ali Ameer Rizvi Member Zahid Barki Member/Secretary

### **REGISTERED OFFICE**

16/2, KSB Pumps Building, Sir Aga Khan Road, Lahore Ph:(0096)(42)6308956-65 Fax:(0096)(42)6308963

#### **AUDITORS**

KPMG Taseer Hadi & Co. Chartered Accountants Ist Floor, Shaikh Sultan Trust Building No. 2 Beaumont Road, Karachi – 75530 Ph: (0096)(21) 5685847 Fax:(0096)(21) 5685095

### **REGISTRAR & SHARE TRANSFER OFFICE**

THK Associates (Pvt) Ltd. Ground floor, State Life Building No. 3 Dr. Ziauddin Ahmed Road, Karachi- 75530 Ph:(0096)(021)111000322 Fax:(0096)(21)5655595



### Directors' Review

The Board of Directors of New Jubilee Life Insurance Company Limited have pleasure in presenting the condensed interim un-audited Financial Statements of the Company for the 1st quarter ended March 31, 2007.

The overall performance of the Company during this quarter has been quite satisfactory. All classes of insurance have shown good growth in terms of new business as well as renewals. The overall premium revenue at Rs. 727 million shows an increase of 35% over the previous years revenue of Rs. 537 million.

Investment Income during the period was Rs. 227 million (2006 : Rs. 163 million); an increase of 39%.

The claims and expense ratios remained satisfactory.

The pre tax profit of the Company was Rs. 24 million, an increase of 33% over the corresponding figure of Rs. 18 million for the first quarter of 2006.

The after tax profit was 33% higher at Rs. 16 million (2006: Rs. 12 million).

Various initiatives are being taken to increase the tempo of growth and improve operating efficiencies. We hope these efforts will enhance the profitability of the Company, and look forward to the future with confidence.

On behalf of the Board of Directors

**Javed Ahmed** 

Managing Director & Chief Executive Officer

Masood Noorani

Chairman

Karachi: 24<sup>th</sup> April, 2007



## Condensed Interim Balance Sheet (Unaudited) as at 31 March 2007

as at 31 Platen 2007	N. A	O.		y Funds		Aggregate		
	Note	Share holders' Fund	Individual Life Unit Linked	Conventional business	Group Pension (Rupees in '00	Accident & Health		31 December 2006
Share capital and reserves				· ·	nupees iii oo	0)		
Authorised share capital								
100,000,000 ordinary shares of Rs. 10 each		1,000,000	· :		<u> </u>		1,000,000	1,000,000
Issued, subscribed and paid-up share capital		627,120		-		-	627,120	627,120
Accumulated deficit	8	(254,122)	-	-	-	-	(254,122)	(270,348)
Net shareholders' equity		372,998	-	-		-	372,998	356,772
Balance of statutory fund [including								
policyholders' liabilities Rs. 3,746.711								
million (2006: Rs. 3256.229 million)]		-	3,346,752	229,298	147,149	106,867	3,830,066	3,318,280
Creditors and accruals								
Outstanding claims		-	20,548	112,947	-	19,873	153,368	162,124
Premiums received in advance		-	80,846	20,795	-	9,267	110,908	87,697
Amounts due to other insurers / reinsurers		-	-	24,638	-	13	24,651	2,851
Amounts due to agents		-	15,530	47	-	-	15,577	24,278
Accrued expenses		709	24,276	6,357	1,220	4,580	37,142	38,656
Taxation - provision less payments		9,431	-	-	-	-	9,431	3,007
Other creditors and accruals		462	1,622	558	235	697	3,574	5,360
Inter-fund payable		4,241		-	-	-	4,241	11,339
		14,843	142,822	165,342	1,455	34,430	358,892	335,312
Other Liabilities								
Dividens payable		671	-	-	-	-	671	31,356
Total liabilities		15,514	3,489,574	394,640	148,604	141,297	4,189,629	3,684,948
T. (1. % 1P.199)		200 #42	2.400 ==4	204.640	440.004	444.005	4 800 000	4.044.700
Total equity and liabilities		388,512	3,489,574	394,640	148,604	141,297	4,562,627	4,041,720

The annexed notes 1 to 14 are an integral part of these financial statements.

Masood Noorani

Chairman

Towfiq H. Chinoy Director

John Joseph Metcalf Director

7.7. hvac



## Condensed Interim Balance Sheet (Unaudited) as at 31 March 2007

	Note	Share		Statutory			Aggregate		
	Note	holders' Fund	Individual Life Unit Linked	tional business	Group Pension	Accident & Health	31 March 2007 (Unaudited)	31 Decembe 2006 (Audited)	
				· (	Rupees in '00	0)			
Cash and bank deposits  Cash and others  Current and other accounts  Deposits maturing within 12 months		161 70,935	1,623 220,398 1,276,000	40 22,630 122,000	5,708 42,000	7,357 50,000	1,824 327,028 1,490,000	786 271,170 1,235,000	
		71,096	1,498,021	144,670	47,708	57,357	1,818,852	1,506,956	
Unsecured advances to employees		5,428		-	-	-	5,428	3,285	
Investments Government securities - gross Other fixed income securities Listed equities and closed-end		140,823 7,083	148,970 485,876	190,580 12,000	51,279 8,000	43,953 10,000	575,605 522,959	571,127 496,965	
mutual funds - gross Open-end mutual funds		84,490	1,101,533	5,015	37,476		1,228,514 180,360	1,159,167 123,741	
Less: Provision for impairment in the value		232,396	1,916,739	207,595	96,755	53,953	2,507,438	2,351,000	
of the investments		(9,292) 223,104	1,916,739	(19,425) 188,170	96,755	(2,346) <b>51,607</b>	(31,063) 2,476,375	(33,267) 2,317,733	
Other assets Premiums due but unpaid Investment income due but outstanding Investment income accrued Amounts due from other insurers /		822 4,610	16,770 37,976	51,097 - 7,482	- 546 542	29,938 - 2,052	81,035 18,138 52,662	50,206 2,340 40,934	
reinsurers Taxation - payments less provision		-	7,823	847		-	8,670	17,477	
Prepayments Sundry receivable Inter-fund receivable		5,331 -	5,146 7,099 -	360 627 1,387	99 100 2,854	171 172 -	5,776 13,329 4,241	4,281 13,389 11,339	
Fixed assets		10,763	74,814	61,800	4,141	32,333	183,851	139,966	
Tangible assets									
Furniture, fixtures, office equipments, computers and vehicles Capital work-in-progress		65,074 10,408		-	-	-	65,074 10,408	68,515 3,263	
Intangible assets									
Computer software		2,639 <b>78,121</b>	-	-	-	-	2,639 78,121	2,002 73,780	
Total assets		388,512	3,489,574	394,640	148,604	141,297	4,562,627	4,041,720	

The annexed notes 1 to 14 are an integral part of these financial statements.

Masood Noorani

Chairman

Towfiq H. Chinoy Director

John Joseph Metcalf Director



# Condensed Interim Profit and Loss Account (Unaudited) For the period ended 31 March 2007

	Note	Three months period ended 31 March 2007	Three months period ended 31 March 2006
		(Rupees	in '000)
Investment income not attributable to statutory funds Return on Government securities Return on other fixed income securities Amortisation of discount relative to par Dividend income		2,293 838 20 1,807 4,958	1,694 1,444 1 903 4,042
Gain on disposal of investments		-	-
Provision for impairment in value of investments - Provision on Government securities - Reversal of provision on Government securities		669	281 281
Total investment income		5,627	4,323
Less: investment related expenses  Net investment income		<del>(82)</del> 5,545	4,306
Other revenues Gain on disposal of fixed assets Others		159 - 159	120 121 241
Total investment income and other revenue		5,704	4,547
Less: expenses not attributable to statutory funds Profit before appropriation of surplus to shareholders' fund Add: surplus appropriated to shareholders' fund from ledger account D	6	(1,478) 4,226 20,000	(1,158) 3,389 15,000
Profit before tax		24,226	18,389
Taxation		(8,000)	(6,436)
Profit after tax		16,226	11,953
		(Rup	ees)
Basic and diluted earnings per share	12	0.26	0.19

The annexed notes 1 to 14 are an integral part of these financial statements.

Masood Noorani

Chairman

Towfiq H. Chinoy Director

John Joseph Metcalf Director



# Statement of Changes in Equity For the period ended 31 March 2007

	Note	Share	Ne	t accumulated def	icit	Total
		Capital	Accumulated surplus	Capital contribution to statutory funds (Rupees in '000) -	Net accumulated deficit	
Balance as at 1 January 2006		627,120	218,343	(544,750)	(326,407)	300,713
Changes in equity during the period						
Net profit for the three months period from January 1, 2006 to March 31, 2006		-	11,953	-	11,953	11,953
Capital contributed during the period		-	-	-	-	-
Capital withdrawn during the period		-	-	754	754	754
Balance as at 31 March 2006		627,120	230,296	(543,996)	(313,700)	313,420
Movement during the period						
Net profit for the nine months period from April 1, 2006 to December 31, 2006		-	70,702	-	70,702	70,702
Cash Dividend		-	(31,356)	-	(31,356)	(31,356)
Capital contributed to statutory funds		-	-	(30,000)	(30,000)	(30,000)
Capital withdrawn from statutory funds		-	-	34,006	34,006	34,006
Balance as at 31 December 2006		627,120	269,642	(539,990)	(270,348)	356,772
Movement during the period						
Net profit for three months period from January 1, 2007 to March 31, 2007		-	16,226	-	16,226	16,226
Interim Cash Dividend		-	-	-	-	-
Capital contributed during the period		-	-	-		
Capital withdrawn during ther period		-	-	-		
Balance as at 31 March 2007		627,120	285,868	(539,990)	(254,122)	372,998

The annexed notes 1 to 14 are an integral part of these financial statements.

Masood Noorani Chairman

Towfiq H. Chinoy Director

John Joseph Metcalf Director



## Condensed Interim Cash Flow Statement (Unaudited)

For the period ended March 31, 20	007	Sharo		Statutor	y Funds		Aggr	egate
	I	Share holders' Fund	Individual Life (Unit Linked)	tional business	Group Pension	Accident & Health	period ended	Three months period ended 31 March 2006
Operating cash flows	•			(	Rupees in '00	0)		
a) Underwriting activities								
Premiums received Reinsurance premiums paid Claims paid Surrenders paid Reinsurance and other recoveries received Commissions paid Commissions received	_	- - - - - -	475,433 (6,924) (12,768) (93,772) 5,506 (69,476) 1,418	181,338 (47,638) (121,152) - 47,503 (868) 135	10,578 - (17,276) - - -	51,646 - (23,135) - - (320)	718,995 (54,562) (174,331) (93,772) 53,009 (70,664) 1,553	314,689 (33,893) (83,674) (18,021) 31,612 (46,125) 506
Net cash flow from underwriting activities			299,417	59,318	(6,698)	28,191	380,228	165,094
b) Other operating activities Income tax paid General management expenses paid Other operating payments Other operating receipts Loans advanced Loan repayments received Inter fund transactions		(1,576) (1,136) (138) 7,193 (2,143) - 6,350	(45,560) (9,767) - - - (3,905)	(11,524) (588) - - - - 6,663	(447) (20) - - - (4,298)	(1,717) (22) 281 - (4,810)	(1,576) (60,384) (10,535) 7,474 (2,143)	(2,590) (52,136) (2,222) 1,923 (279) -
Net cash flow from other operating activities	_	8,550	(59,232)	(5,449)	(4,765)	(6,268)	(67,164)	(55,304)
Total cash flow from all operating activities		8,550	240,185	53,869	(11,463)	21,923	313,064	109,790
Investment activities  Profit/ Return received Dividends received Payments for investments Proceeds from disposal of investments Fixed Capital Expenditure Proceeds from disposal of fixed assets		613 1,807 (32,655) - (11,835) 583	74,453 21,444 (122,678) 115,921 -	5,883 165 (12,000) - - -	950 596 (8,000) 2,139 -	2,131 - (10,000) - - -	84,030 24,012 (185,333) 118,060 (11,835) 583	49,913 8,563 (132,702) 47,229 (7,985) 5,735
Total cash flow from investing activities		(41,487)	89,140	(5,952)	(4,315)	(7,869)	29,517	(29,247)
Financing activities								
Capital payments received by statutory funds Capital payments repaid by statutory funds Surplus appropriated to shareholders' fund Dividend paid		20,000 (30,685)	(10,000)	- (10,000) -	- - - -	- - -	(30,685)	5,000
Total cash flow from financing activities	_	(10,685)	-	(10,000)		(10,000)	(30,685)	5,000
Net cash inflow from all activities		(43,622)	329,325	37,917	(15,778)	4,054	311,896	85,543
Cash and cash equivalent at beginning of the year	_	114,718	1,168,696	106,753	63,486	53,303	1,506,956	333,909
Cash and cash equivalent at end of the period  Reconciliation to profit and loss account	=	71,096	1,498,021	144,670	47,708	57,357	1,818,852	419,452
Operating cash flows Depreciation expense Amortisation expense Financial charges expense Profit on disposal of fixed assets Increase in assets other than cash (Increase) / decrease in liabilities other than running frevaluation gain on investments Investment income Other income	inance						313,064 (6,405) (231) (279) 159 46,027 (592,968) 87,152 108,041 361	109,790 (5,729) - 4,800 16,811 (216,021) 809 75,754 525
Surplus of statutory funds Surplus appropriated to shareholders fund <b>Profit after taxation</b>	/						41,305 20,000 16,226	15,600 15,000 17,339
The annexed notes 1 to 14 are an integral part of these fin	ancial streethents.		7.0	1. Leva	acl	(	Muu	#
Masood Noorani Chairman	Towfiq H. Chinoy Director		John	Joseph Me Director	tcalf	A Cl	Javed Ahn Managing Dir nief Executive	ector &



### Condensed Interim Revenue Account (Unaudited)

For the period ended 31 March 2007

Tor the period chided 31 Flaten 2007		Aggregate				
	Individual Life Unit Linked	Conven- tional business	Group Pension	Accident & Health	Three months period ended 31 March 2007	Three months period ended 31 March 2006
			(Rupees in	ı '000)		
Income						
Premiums less reinsurances Net investment income	444,310 199,141	135,687 8,944	10,578 9,987	59,673 3,047	650,248 221,119	479,985 158,394
Total net income	643,451	144,631	20,565	62,720	871,367	638,379
Claims and expenditures						
Claims net of reinsurance recoveries  Management expenses less recoveries	101,495 109,124	72,665 11,117	17,276 541	23,709 3,654	215,145 124,436	171,951 94,488
Total claims and expenditures	210,619	83,782	17,817	27,363	339,581	266,439
Excess of income over claims and expenditures	432,832	60,849	2,748	35,357	531,786	371,940
Add: Policyholders' liabilities at beginning of the year Less: Policyholders' liabilities at end of the period	2,904,994 3,332,328	149,454 186,055	139,347 142,530	62,434 85,798	3,256,229 3,746,711	2,058,432 2,408,961
(Deficit) / surplus	5,498	24,248	(435)	11,993	41,304	21,411
Movement in policyholders' liabilities	427,334	36,601	3,183	23,364	490,482	350,529
Transfers to shareholders' fund - Surplus appropriated to shareholders' fund - Capital returned to shareholders' fund - Capital contributions from shareholders' fund		(10,000)		(10,000)	(20,000)	(15,000) (754)
Net transfer (to) / from shareholders' fund		(10,000)		(10,000)	(20,000)	(15,754)
Balance of statutory funds at beginning of the year	2,913,920	178,449	144,401	81,510	3,318,280	2,103,778
Balance of statutory funds at end of the year	3,346,752	229,298	147,149	106,867	3,830,066	2,459,964
Represented by: (Note 5)						
Capital contributed by shareholders' fund Policyholders' liabilities Retained earnings on other than participating business	519,328 3,332,328 (504,904)	- 186,055 43,243	20,662 142,530 (16,043)	85,798 21,069	539,990 3,746,711 (456,635)	543,996 2,408,961 (492,993)
Balance of statutory funds	3,346,752	229,298	147,149	106,867	3,830,066	2,459,964
The annayed notes 1 to 14 are an integral part of these financial statements					<u> </u>	•

The annexed notes 1 to 14 are an integral part of these financial statements.

Masood Noorani

Chairman

Towfiq H. Chinoy Director 1. 1. Nevac

John Joseph Metcalf Director Olung



### Condensed Interim Statement of Premiums (Unaudited)

For the period ended 31 March 2007

10. 410 period citata o 1 1 410. 2007		Statutory		Aggregate		
Ī	Individual Life Unit Linked	Conven- tional business	Group Pension	Accident & Health	Three months period ended 31 March 2007	Three months period ended 31 March 2006
•			(Rupees ir	n '000)		
Gross premiums						
Regular premium individual policies* First year Second year renewal	63,335 65,196	139 307		-	63,474 65,503	46,799 49,785
Subsequent year renewal	142,592	475	-	-	143,067	103,180
Single premium individual policies	180,111	-	-	599	180,710	147,775
Group policies with cash values	-	-	10,578	-	10,578	7,476
Group policies without cash values		204,191		59,087	263,278	182,453
Total gross premiums	451,234	205,112	10,578	59,686	726,610	537,468
Less: reinsurance premiums ceded	(0.00)	(10)			(070)	(1,000)
On individual life first year business On individual life second year business	(860) (1,395)	(10) (33)			(870) (1,428)	(1,099) (1,743)
On individual life renewal business	(4,669)	(190)			(4,859)	(3,846)
On single premium individual policies	-	-	-	(13)	(13)	(21)
On group policies		(69,192)	-	_	(69,192)	(50,774)
	(6,924)	(69,425)		(13)	(76,362)	(57,483)
Net premiums	444,310	135,687	10,578	59,673	650,248	479,985

<sup>\*</sup> Individual policies are those underwritten on an individual basis, and include joint life policies underwritten as such.

The annexed notes 1 to 14 are an integral part of these financial statements.

Masood Noorani Chairman Towfiq H. Chinoy Director John Joseph Metcalf Director



### Condensed Interim Statement of Claims (Unaudited)

For the period ended 31 March 2007

For the period ended 31 March 2007		Aggregate				
	Individual Life Unit Linked	Conven- tional business	Group Pension	Accident & Health	Three months period ended 31 March 2007	Three months period ended
			(Rupees i	n '000)		
Gross claims						
Claims under individual policies						
by death	7,264	-	-	-	7,264	11,730
by insured event other than death	83	-	-	704	787	255
by maturity	-	-	-	-	-	-
by surrender	93,772	-			93,772	102,582
Total gross individual policy claims	101,119	•	•	704	101,823	114,567
Claims under group policies						
by death	-	104,174	-	-	104,174	58,059
by insured event other than death	-	1,109	-	22,003	23,112	15,900
by maturity	-	-	2,733	-	2,733	104
by surrender	-	-	14,543	-	14,543	1,283
experience refund	-	11,960	-	1,002	12,962	13,283
Total gross group policy claims	•	117,243	17,276	23,005	157,524	88,629
Total gross claims	101,119	117,243	17,276	23,709	259,347	203,196
Less: reinsurance recoveries						
On individual life first year business claims	945	-	-	-	945	(1,961)
On individual life second year business claims	-	-	-	-	-	-
On individual life renewal business claims	(569)	-	-	-	(569)	(925)
On group life claims	-	(38,324)	-	-	(38,324)	(25,511)
On experience refund of premiums	-	(6,254)	-	-	(6,254)	(2,848)
	376	(44,578)			(44,202)	(31,245)
Net claims	101,495	72,665	17,276	23,709	215,145	171,951

The annexed notes 1 to 14 are an integral part of these financial statements.

Masood Noorani Chairman Towfiq H. Chinoy Director John Joseph Metcalf Director



## Condensed Interim Statement of Expenses (Unaudited)

For the period ended 31 March 2007

	Statutory Funds			Aggregate		
	Individual Life Unit Linked	Conven- tional business	Group Pension	Accident & Health	Three months period ended 31 March 2007	period ended
			(Rupees in	· '000)		
Acquisition costs						
Remuneration to insurance intermediaries on						
individual policies:						
- Commission on first year premiums	37,344	49	-	-	37,393	24,009
- Commission on second year premiums - Commission on subsequent renewal premiums	6,298 3,574	31 12	-	-	6,329 3,586	4,925 2,593
- Commission on subsequent renewal premiums	3,698	- 12		120	3,818	3,171
Commission on single premiums	50,914	92		120	51,126	34,698
Remuneration to insurance intermediaries on	30,311	, , , , , , , , , , , , , , , , , , ,		.20	5.,.20	3.,030
group policies:						
- Commission	-	750	-	200	950	217
Branch overheads:						
- Salaries, allowance and other benefits	20,245	687	36	133	21,101	19,493
- Overriding commission	9,886	-	-	-	9,886	8,496
	30,131	687	36	133	30,987	27,989
Other acquisition costs:	4 200	40			4.044	1.016
- Policy stamps	<u>1,302</u> 82,347	1,571	36	453	1,344 84,407	1,016 63,920
Administration expenses	02,347	1,3/1	30	433	04,407	03,920
Salaries, allowance and other benefits	9,210	4,053	107	1,380	14,750	10,288
Traveling expenses	1,593	507	14	141	2,255	1,178
Auditors' fees	186	85	4	25	300	299
Actuary's fees	356	162	8	47	573	669
Medical fees	276	276	16	86	654	518
Advertisements	106	96	5	30	237	101
Computer expenses	-	- 220	- 70	120	-	67
Printing and stationery Depreciation	318   5,415	229 635	72 74	129 202	748 6,326	1,198 6,059
Amortisation	158	50	16	7	231	261
Rental	2,922	1,158	62	405	4,547	2,601
Legal and professional charges	118	54	3	16	191	299
Supervision fees	435	198	10	58	701	299
Utilities	552	259	13	88	912	755
Entertainment	240	88	2	24	354	113
Vehicle running	420	349	10	98	877	762
Repairs and maintenance Bank charges and brokerage	408	208 134	12	69 38	697	709 1,058
Training expenses	1,237	58	3	18	1,413 202	1,036
Postages, telegrams and telephone	915	527	27	159	1,628	1,017
Staff welfare	2,649	423	23	135	3,230	2,629
General insurance	392	125	20	44	581	601
Miscellaneous expenses	166	7		2	175	226
	28,195	9,681	505	3,201	41,582	31,771
Gross management expenses	110,542	11,252	541	3,654	125,989	95,691
Commission from reinsurers	(1,418)	(135)			(1,553)	(1,203)
Net management expenses	109,124	11,117	541	3,654	124,436	94,488

The annexed notes 1 to 14 are an integral part of these financial statements.

Masood Noorani

Chairman

Towfiq H. Chinoy Director John Joseph Metcalf Director



### Condensed Interim Statement of Investment Income (Unaudited)

For the period ended 31 March 2007

For the period ended 31 March 2007	Statutory Funds					
	Individual Life Unit Linked	Conventional business	Group Pension	Accident & Health	Three months period ended 31 March 2007	Three months period ended 31 March 2006
			(Rupees in	ı '000)		
Investment incomet						
- Government securities - Other fixed income securities	5,098	4,113	2,054	1,019	12,284	12,103
and deposits - Dividends	47,438 21,444	3,548 165	1,487 596	1,555	54,028 22,205	24,754 15,045
- Gain / (loss) on sale of investments - Amortisation of premium	46,054	(167)	359	(92)	46,413 (259)	10,894 (257)
- Anotasator of plentian  - Unrealized gain / (loss) on investments	70.445		F F12			
- Other income	79,445	-	5,513	361	84,958 361	96,205
Total	199,479	7,659	10,009	2,843	219,990	158,744
Provision for impairment in the value of the investments						
- Government securities - Shares and stocks	-	1,312	-	213	1,525	258 -
Less: Investment related expenses	(338)	(27)	(22)	(9)	(396)	(608)
Net Investment income	199,141	8,944	9,987	3,047	221,119	158,394

The annexed notes 1 to 14 are an integral part of these financial statements.

Masood Noorani Chairman Towfiq H. Chinoy Director John Joseph Metcalf Director



### Notes to the Financial Statements

For the period ended 31 March 2007

### 1. STATUS AND NATURE OF BUSINESS

New Jubilee Life Insurance Company Limited (the Company) was incorporated in Pakistan on 29 June 1995 as a Public Limited Company under the Companies Ordinance, 1984. Its shares are quoted on the Karachi Stock Exchange. The Company started its business on 20 June 1996. The addresses of its registered and principal office are 16/2, KSB Building, Sir Aga Khan Road, Lahore and NJI Life Building, 74/1-A, Lalazar, M.T Khan Road, Karachi, respectively.

The Company is engaged in life insurance, carrying on non-participating business. In accordance with the requirements of the Insurance Ordinance, 2000 the Company has established a shareholders' fund and following statutory funds in respect of its each class of life insurance business:

- Individual Life (Unit linked)
- Conventional Business
- Group Pension
- Accident and Health

The Company is a subsidiary of Aga Khan Fund For Economic Development S.A Switzerland.

### 2. BASIS OF PRESENTATION AND STATEMENT OF COMPLIANCE

These financial statements have been prepared in accordance with the approved accounting standards as applicable in Pakistan and the requirements of the Companies Ordinance, 1984, the Insurance Ordinance, 2000, Insurance Rules, 2002 and the directives issued by the Securities and Exchange Commission of Pakistan (SECP). Approved accounting standards comprise of such International Accounting Standards (IASs) / International Financial Reporting Standards (IFRSs) as notified under the provisions of the Companies Ordinance, 1984. Where the requirements of the Companies Ordinance, 1984, the Insurance Ordinance, 2000 or directives issued by the Securities and Exchange Commission of Pakistan differ with the requirements of these standards, the requirements of the Companies Ordinance, 1984, the Insurance Ordinance, 2000 or of the said, directives / rules take precedence.

### 3. BASIS OF MEASUREMENT

These financial statements have been prepared under the historical cost convention except as disclosed in accounting policies relating to investments.

The preparation of financial statements in conformity with the approved accounting standards as applicable in Pakistan and the requirements of the Companies Ordinance, 1984, the Insurance Ordinance, 2000 and Insurance Rules, 2002 requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. Estimates and underlying assumption are reviewed on an ongoing basis. Revisions to accounting estimates are recongised in the period in which the estimate in revised and in any future periods affected.

Actual results may differ from these estimates. In particular, information about significant areas of estimation uncertainty and critical judgements in applying accounting policies that have the most significant affect on the amount recognised in the financial statements are described in note 27.

Judgements made by management in the application of approved accounting standards as applicable in Pakistan and the requirements of the Companies Ordinance, 1984, the Insurance Ordinance, 2000 and the Insurance Rules, 2002 that have significant effect on the financial statements and estimates with a significant risk of material adjustment in the next year are discussed in note 27.

These financial statements have been presented in Pakistani Rupee, which is the Company's functional currency.

### 4. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting policies adopted in the preparation of these condensed interim financial statements are the same as those applied in the preparation of the annual financial statements of the company for the year ended 31 December, 2006.



### 5 FINANCIAL RISK MANAGEMENT

The Company's financial risk management objectives and policies are consistent with that disclosed in the annual financial statements for the year ended 31 December 2006.

### 6 MOVEMENT IN EQUITY OF STATUTORY FUNDS

			Aggregate			
	Individual Life Unit Linked	Conventional business	Group Pension	Accident & Health	Three months period ended 31 March 2007	Three months period ended 31 March 2006
Policyholders' liabilities			(Rupees in	n '000)		
Balance at beginning of the year Increase during the year Balance at end of the year	2,904,994 427,334 3,332,328	149,454 36,601 186,055	139,347 3,183 142,530	62,434 23,364 85,798	3,256,229 490,482 3,746,711	2,058,432 350,529 2,408,961
Retained earnings on other than participating business						
Balance at beginning of the year (Deficit) / surplus allocated in	(510,402)	28,995	(15,608)	19,076	(477,939)	(499,404)
respect of the year Surplus appropriated to	5,498	24,248	(435)	11,993	41,304	21,411
shareholders' fund Balance at end of the year	(504,904)	(10,000) 43,243	(16,043)	<u>(10,000)</u> <u>21,069</u>	(20,000) (456,635)	(15,000) (492,993)
Capital contributed by shareholders' fund						
Balance at beginning of the year Capital contributed during	519,328	-	20,662	-	539,990	544,750
the year Capital withdrawn during the	-	-	-	-		-
year - note 5.1 Balance at end of the year	519,328	-	20,662		539,990	(754) 543,996

<sup>6.1</sup> This represents capital distribution by Statutory Funds to Shareholders' Fund in accordance with the appointed actuary's advice.



### POLICYHOLDERS' LIABILITIES GROSS OF REINSURANCE

				Statutory Funds			Aggregate		
				Individual Life Unit Linked	Conventional business	Group Pension	Accident & Health	period ended	Three months period ended 7 31 March 2006
						(Rupees in	1 '000)		
	Actuarial liability relating to future events Provision for outstanding reported claims payable over a period exceeding twelve months Provision for incurred but			3,301,533	212,320	142,472	73,588	3,729,913	2,404,704
				9,551	1,940	-	-	11,491	9,729
	not reported claims			30,769	65,088	58_	12,259	108,174	76,359
				3,341,853	279,348	142,530	85,847	3,849,578	2,490,792
	Actuarial liability relating to future events Provision for outstanding			3,296,300	140,887	142,472	73,555	3,653,214	2,343,446
	reported claims payable over a period exceeding twelve months Provision for incurred but			9,551	1,940		-	11,491	9,729
	not reported claims			26,476	43,228	58	12,243	82,005	55,786
				3,332,327	186,055	142,530	85,798	3,746,710	2,408,961
8	ANALYSIS OF ACCUMULATED SURPLU AS SHOWN IN BALANCE SHEET	JS / (DEFICIT)					period 31 M 20	l ended   1arch 107	Three months period ended 31 March 2006
								(Rupees in	'000)
	Accumulated surplus in statement of changes ignoring effect of capital transfers at start of the Add: Surplus in profit and loss account for the Less: Interim cash dividends							9,642 6,226	218,343 11,953
	Accumulated surplus in statement of char ignoring effect of capital transfers at end of				28	5,868	230,296		
	Less: Accumulated net capital transfers to		ds					9,990)	(543,996)
	Total as shown in balance sheet	,						4,122)	(313,700)
9	INVESTMENTS								
9.1	<b>Government Securities</b>	Note 5	Share		Statutory	Funds		Agg	regate
		h	olders'	<b>Individual Life</b>	Conven-	Group	Accident	31 March	31 March

9.1	<b>Government Securities</b>	Note	ote Share Statutory Funds			Aggregate			
		Note	holders' Fund	Individual Life Unit Linked	Conven- tional business	Group Pension	Accident & Health	31 March 2007 (Unaudited)	31 March 2006 (Unaudited)
					(	Rupees in '00	0)		
	Held to maturity Available for sale		34,800 106,022	68,039 80,931	99,039 91,541	51,279	21,992 21,961	275,149 300,455	236,453 328,313
	Less: Provision for impairment in		140,822	148,970	190,580	51,279	43,953	575,604	564,766
	value of investments		(9,292)		(18,880)		(2,337)	(30,509)	(32,634)
			131,530	148,970	171,700	51,279	41,616	545,095	532,132



### 9.2 Other fixed income securities

	h	Share	Statutory Funds			Aggregate		
		holders' Fund	Individual Life Unit Linked	Conventional business	Group Pension	Accident & Health	31 March 2007 (Unaudited)	31 March 2006 (Unaudited)
				(	Rupees in '00	0)		
Held-to-maturity								
Certificates of Investments (COIs)		-	70,000	12,000	8,000	10,000	100,000	55,000
Available-for-sale								
Term Finance Certificates (TFCs)		7,083 7,083	415,876		8.000		422,959 500,959	<u>159,621</u> 214,621
		7,003			0,000		300,333	

- 9.3 The listed equities are classifed as available for sale. The equities held under Shareholders' Fund are stated at cost, the market value of which was Rs. 112.930 million (31 December 2006: Rs. 92.646 million), equities held under Conventional Business Fund are stated at cost, the market value of which was Rs. 4.470 million (31 December, 2006: Rs. 4.470 million), whereas equities held under Individual Life (Unit Linked Fund) are stated at market value, the aggregate cost of which was Rs. 825.759 million (31 December, 2006: Rs. 832.191 million). The equities held under Group Pension Fund are stated at market value, the aggregate cost of which was Rs. 36.369 million (31 December, 2006: Rs. 38.508 million).
- 9.4 The investment in mutual fund are classifed as available for sale. These are stated at market value, the aggregate cost of which was Rs. 143.453 million (31 December, 2006: Rs. 104.640 million).
- 9.5 Internation Accounting Standard IAS-39 "Financial Instruments "Recognition and Measurement" has been revised effective from 1 January 2005. In the revised IAS-39, the option of taking the revaluation gain / (loss) on the available for sale securities to income / revenue account has been deleted and all such gain / (loss) is to be taken directly into equit. However, the Securities and Exchange Commission of Paksitan (SECP) through Insurance Rules, 2002 has prescribed the format of presentation and disclosure of financial statements, according to which the Statutotory Funds have no equity accounts. Resultantly, the changes in IAS 39 were not implemented.
- **9.6** The Company has deposited 10 years Pakistan Investment Bond amounting to Rs. 3.5 million (2005: Rs. 3.5 million) with the State Bank of Pakistan under Section 29 of the Insurance Ordinance, 2000.

### 10 FIXED ASSETS

The details of additions and deletions during the three months period ended 31 March 2007 are as under:

	Additions Deletions (Rs. In thousand)			
Furniture & Fixtures	496	1,049		
Office equipments	452	328		
Vehicles	2,500	583		
Computers	522			
Intangible asset (software)	995			
Capital work in progress	7,409	1,252		
	12,374	3,212		



### 11 TRANSACTIONS WITH RELATED PARTIES

The Company is controlled by Aga Khan Fund for Economic Development S.A. Switzerland, which owns 57.87% of the Company's shares. Also its associated undertaking- New Jubilee Insurance Company Limited holds 6.43% of the Company shares.

The related parties comprise of related group companies, local associated companies, directors of the Company, companies where directors also hold directorship, key management employees, staff retirement funds and Statutory Funds.

The details of transactions with related parties, other than those which have been specifically disclosed elsewhere in the financial statements are as follows:

Related party name	Nature of Transaction	Aggr	egate
		Three months period ended 31 March 2007	Three months period ended 31 March 2006
Profit & Loss Items Sale of Service to Associates		•	ıdited) in 'ooo)
New Jubilee Insurance Company Limited	Group Insurance Premium	261	110
Pakistan Cables Limited	Incurred claims against insurance cover Group Insurance Premium Incurred claims against insurance cover	719 (203)	- 571
Tourism Promotion Services	Group Insurance Premium Incurred claims against insurance cover	272	222
First Micro Finance Bank Limited	Group Insurance Premium Incurred claims against insurance cover	1,939 (936)	711 (444)
International Industries Limited	Group Insurance Premium Incurred claims against insurance cover	(72)	` - ´
BOC Pakistan Limited	Group Insurance Premium Incurred claims against insurance cover	777 -	-
Habib Bank Limited	Group Insurance Premium	34,201	25,527
New Jubilee Insurance Company Limited	Incurred claims against insurance cover Rent of Building Premium for General Insruance	(31,582) 3,257 600	(15,044) 2,672 600
Noorani Associates	Claim lodged Investment advisory services	(202) 450	- 450
		Aggr	egate
		Three months period ended 31 March 2007	Three months period ended 31 March 2006
			ıdited) in 'ooo)
Key Management Compensation			
Salaries, allowances and other short term en Termination benefits	nployee benefits	7,635 -	6,461
Other long term benefits		<u>542</u> 8,177	<del>483</del> 6,944



Related party name	Nature of Transaction	Aggı	Aggregate		
		As at 31 March 2007 (Unaudited)	As at 31 December 2006 (Audited)		
			housand)		
Balance Sheet items Receivable from associated companies		(KS. III U	nousanu)		
Habib Bank Limited	Business bank account	43,243	112,258		
HBL Asset Management Limited	Investment in HBL Income fund	50,000	-		
New Jubilee Insurance Company Limited	Claim lodged against insurance policy	1,322	1,120		
Tourism Promotion Services	Group Life premium	98	-		
First Micro Finance Bank Limited	Group Life premium	1,333	439		
First International Investment Bank	Group Life premium	•	157		
Pakistan Cables Limited	Group Life premium	260	-		
Habib Bank Limited	Group Life premium	1,830	1,941		
Payable to associated companies		<u>98,086</u>	115,915		
New Jubilee Insurance Company Limited	General Insruance Premium	1,091	1,088		
	Claim lodged and outstanding	-	200		
Pakistan Cables Limited	Claim lodged and outstanding	600	600		
First Micro Finance Bank	Claim lodged and outstanding	95	107		
nternational Industries Limited	Credit premium	19	19		
BOC Pakistan Limited	Credit premium	2.607	777		
Habib Bank Limited	Claim lodged and outstanding	3,687 5,492	2,907 5,698		
		Three months	Three months		
		period ended	period ended		
BASIC AND DILUTED EARNINGS PER SH	ARE	31 March 2007 (Rupee	31 March 2006 s in 'ooo)		
Profit after tax		16,226	11,953		
Number of ordinant shares substanding			r of shares ousand		
Number of ordinary shares outstanding as at period end		62,712	62,712		
		(Ri	ipees)		
Earnings per share basic and diluted		0.26	0.19		
Data of Authorization					

#### **Date of Authorization** 13

These condensed interim financial statements were authorized for issue on 24 April 2007 by the Board of Directors of the Company.

#### 14 General

Figures have been rounded off to the nearest thousand unless stated otherwise.

Masood Noorani

Chairman

Towfiq H. Chinoy

Director

John Joseph Metcalf

Director



### Statement of Directors

(As per the requirement of section 46(6) and section 52(2)<sup>©</sup> of the Insurance Ordinance, 2000)

### Section 46(6)

- a) In our opinion, the first quarter ended March 31, 2007 Condensed Interim Unaudited Financial Statements of the New Jubilee Life Insurance Company Limited set out in the forms attached to the statement have been drawn up in accordance with the Ordinance and anu rules made there under;
- b) that New Jubilee Life Insurance Company Limited has at all the times in the year complied with the provisions of the Ordinance and the rules made there under relating to paid up capital, solvency and reinsurance arrangements; and
- c) As at 31 March 2007, New Jubilee Life Insurance Company Limited continues to be in compliance with the provisions of the Ordinance and the rules there under relating to paid up capital, solvency and reinsurance arrangements.

### Section 52(2)©

d) In our opinion, each statutory fund of New Jubilee Life Insurance Company Limited complies with the solvency requirements of the Insurance Ordinance, 2000, and the Insurance Rules, 2002.

Masood Noorani Chairman Towfiq H. Chinoy Director

John Joseph Metcalf Director

Javed Ahnred Managing Director & Chief Executive Officer

### Statement by the Appointed Actuary

(required under section 52(2) (a) & (b) of the Insurance Ordinance, 2000.

### In my Opinion:

- (a) the policyholder liabilities in the balance sheet of New Jubilee Life Insurance Company Limited as at 31.03.2007 have been determined in accordance with the provisions of the Insurance Ordinance, 2000; and
- (b) each statutory fund of the New Jubilee Life Insurance Company Limited complies with the solvency requirements of the Insurance Ordinance, 2000.

NAUMAN A. CHEEMA

Appointed Actuary of the Company Fellow of the Society of Actuaries (USA) Fellow of the Pakistan Society of Actuaries