



YOUR WELLBEING
OUR COMMITMENT!



Corporate Briefing Session – December 2024

Agenda



Company Overview

Recent Awards

Industry Performance

Financial Performance

Regulatory and Fiscal Developments

Outlook

Company Overview



About Us



Leading company in the private life and health insurance sector of Pakistan.

Jubilee Life is the subsidiary of Aga Khan Fund for Economic Development.

Incorporated in Pakistan on 29th June 1995 as a Public Limited Company.

Jubilee Life is engaged in both Individual Life and Corporate Insurance Business.

Company launched Family Takaful operations in 2015.



Number of Branches
151



Individuals Customers
550,000+



Corporate Clients
4,000+



Total Clients Insured
11 Mn +



Number of Employees
1,588

Integrity

Passion

Excellence

Teamwork

Credit Rating

Jubilee Life has been assigned Insurer Financial Strength (IFS) rating of "AA++" (Double A Plus Plus) with 'Stable' outlook by JCR-VIS Credit Rating Co. Ltd.

Jubilee Life enjoys a sizeable market share in the Life and Health insurance sector of Pakistan.



Our Products and Plans



Child Education Plans



Marriage Plans



Saving & Protection Plans



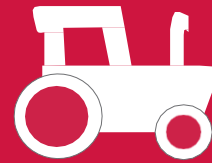
Retirement Plans



Wealth Accumulation



Plans for Women



Rural Plans



Family Takaful Plans

Biggest Panel Network



LARGEST HEALTH INSURANCE PROVIDER
with the widest panel network
of more than
600+ HOSPITALS

Our Banca Partners

HBL

UBL

HABIBMETRO

Jubilee
LIFE INSURANCE

Standard
Chartered

faysabank

samba سامبا

Bank Alfalah

Allied Bank

askari bank
LIMITED

MCB

بنك دبي الإسلامي
Dubai Islamic Bank

HBL
MICROFINANCE BANK
ماتيكرو فنانيس بيتك

بنك إسلامي
Bank Islami

NBP
National Bank of Pakistan

alBaraka

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Awards & Accoladed - 2024



Jubilee Life Insurance received the Certificate of Merit in Insurance category at the South Asian Federation of Accountants (SAFA) Best Presented Annual Reports Awards 2023 ceremony held in Colombo, Sri Lanka.



Jubilee Life received award in life insurance category at the "39th Corporate Excellence Award" organized by the Management Association of Pakistan.



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Taxation and Regulatory Matters

Company has successfully submitted Phase-3 of IFRS-17 Financial Impact Assessment to SECP and Phase-4 is currently in progress

Withdrawal of income tax credits to the individuals on payment of life insurance and health premium in Finance Act 2021.

- Imposition of Super Tax
- Provincial WWF
- Revision in Stamp Duty

No conclusion yet on petition against sales tax on services on life and health insurance imposed by Provincial Tax Authorities

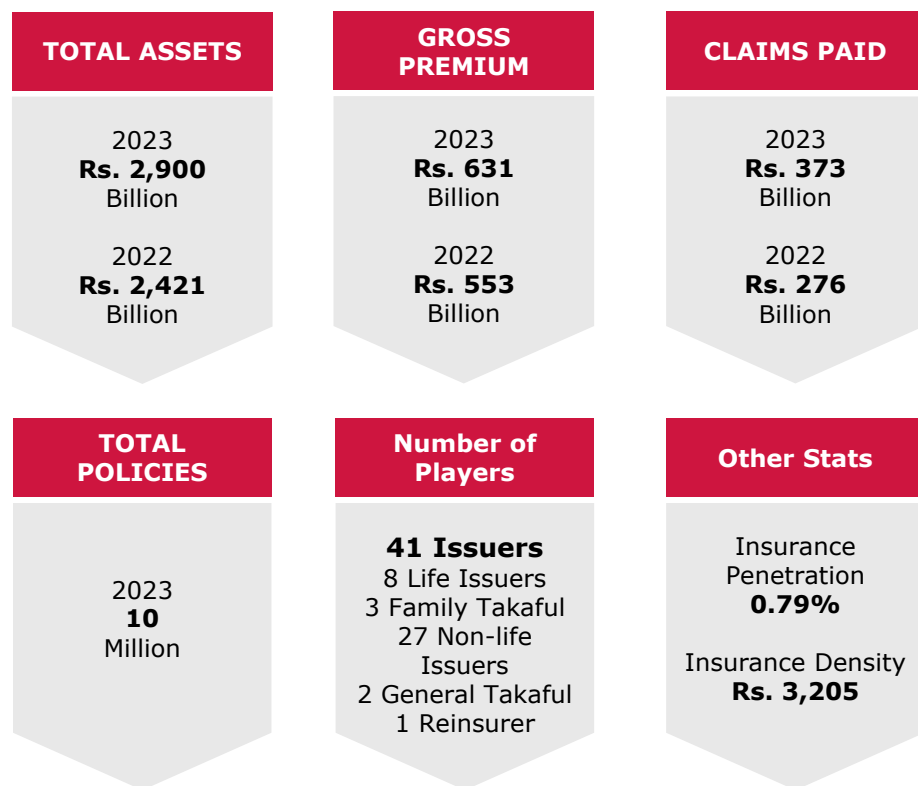
Jubilee
LIFE INSURANCE

Industry Performance

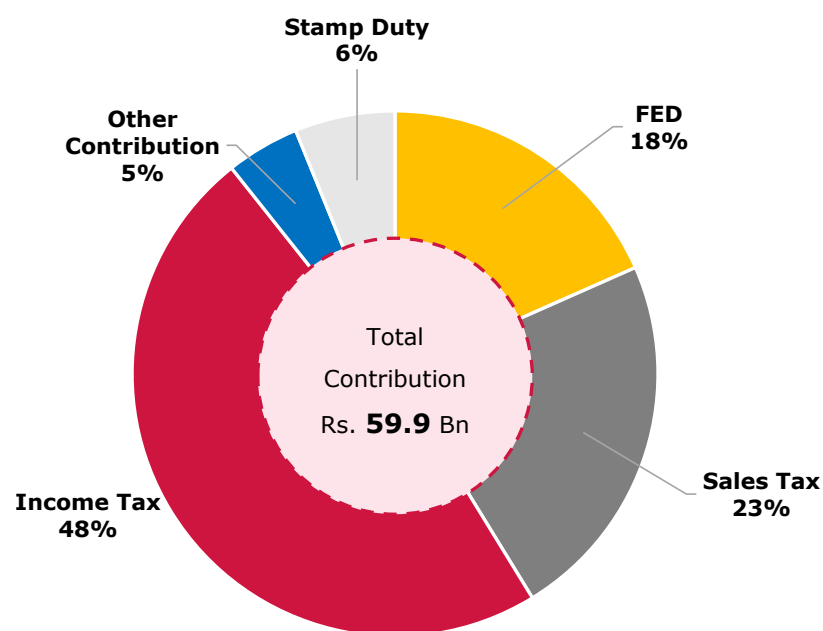


Pakistan Insurance Sector

Industry Overview



Contribution to National Economy



During FY23, 'Financial and Insurance Activities' contributed **~1.7%** to the country's (SPLY: ~1.8%), while in 9MFY24, the share clocked in at ~1.5% (SPLY: ~1.7%).

Source: SECP, Insurance Industry Statistics 2023

Jubilee
LIFE INSURANCE

Financial Performance



Financial Snapshot



Amount in PKR	9MCY24	9MCY23	YoY
Net Premium /Contribution Revenue	33,523	32,433	3%
Investment Income	27,615	21,545	28%
Net realized FV gains / (losses) on financial assets	996	-448	3.22x
Net FV gains/ (losses) on financial assets at FVTPL	7,548	-524	15.40x
Net Income	70,185	53,492	31%
Insurance Benefits	42,271	36,412	16%
Net Insurance Benefits	40,797	35,565	15%
Net change in insurance liabilities (other than outstanding claims)	16,065	6,127	162%
Acquisition expenses	4,646	4,591	1%
Marketing and administration expenses	5,514	4,177	32%
Total Expenses	26,238	14,922	76%
Results of Operating Activities	3,010	2,856	5%
Profit Before Tax	3,028	2,873	5%
Profit After Tax	1,738	1,482	17%
Earnings Per share - Rupees	17.32	14.77	
Dividend Per Share - Rupees	3.00	3.00	

Source: Company Accounts

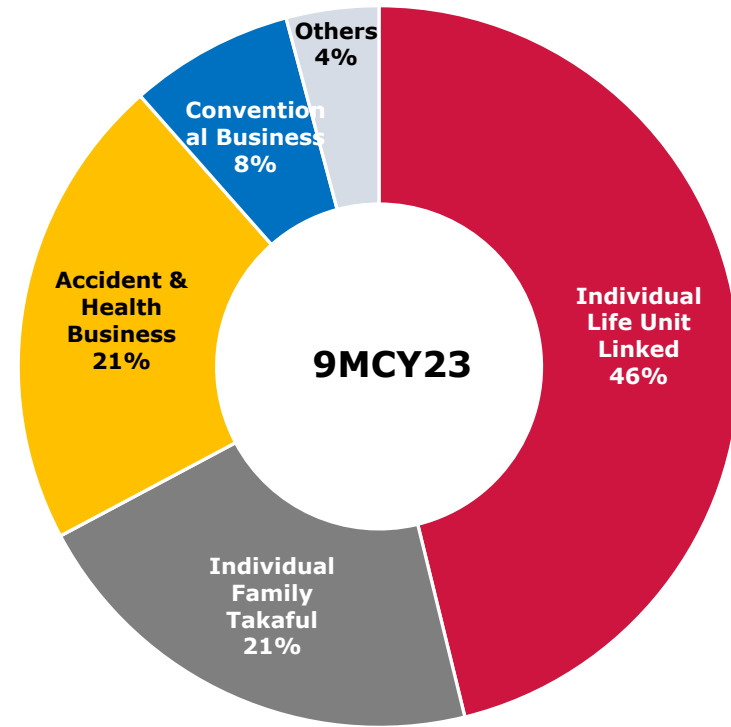
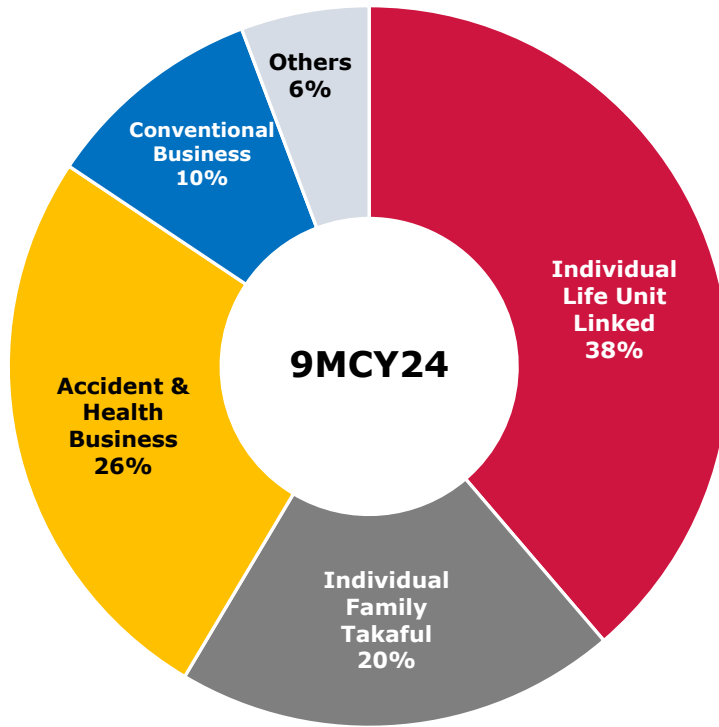
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Premium – Segment Wise



Source: Company Accounts

Integrity

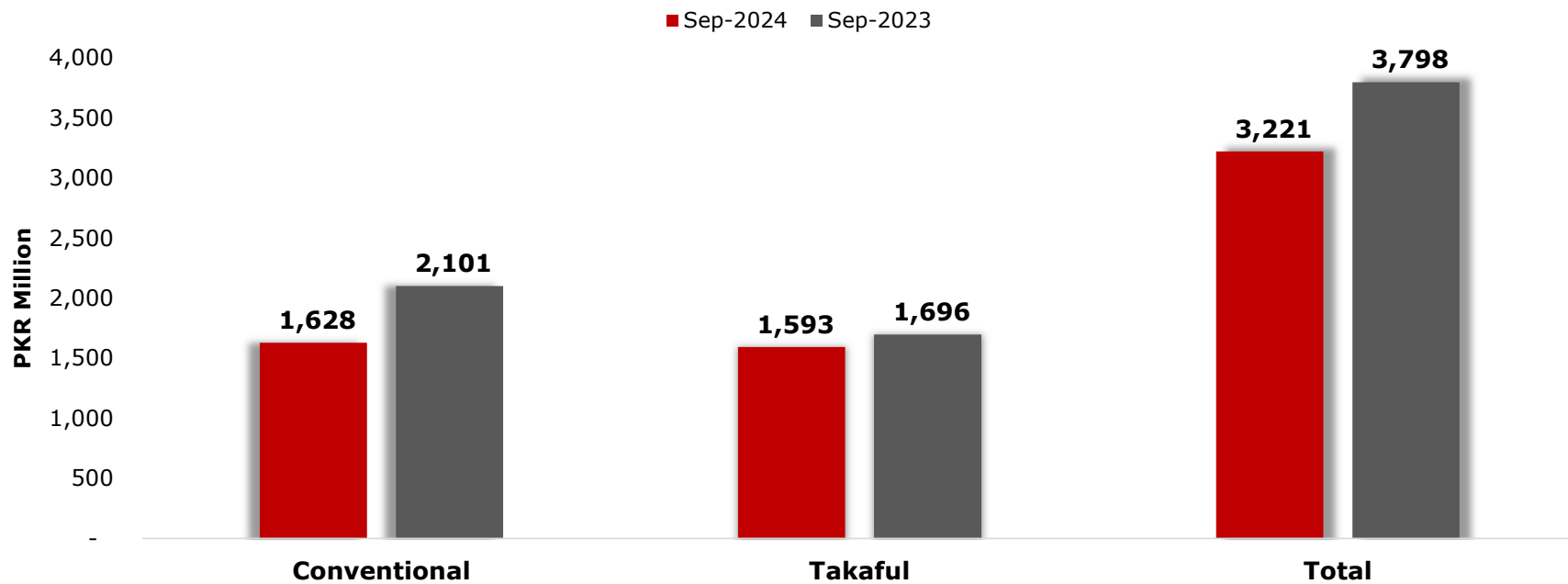
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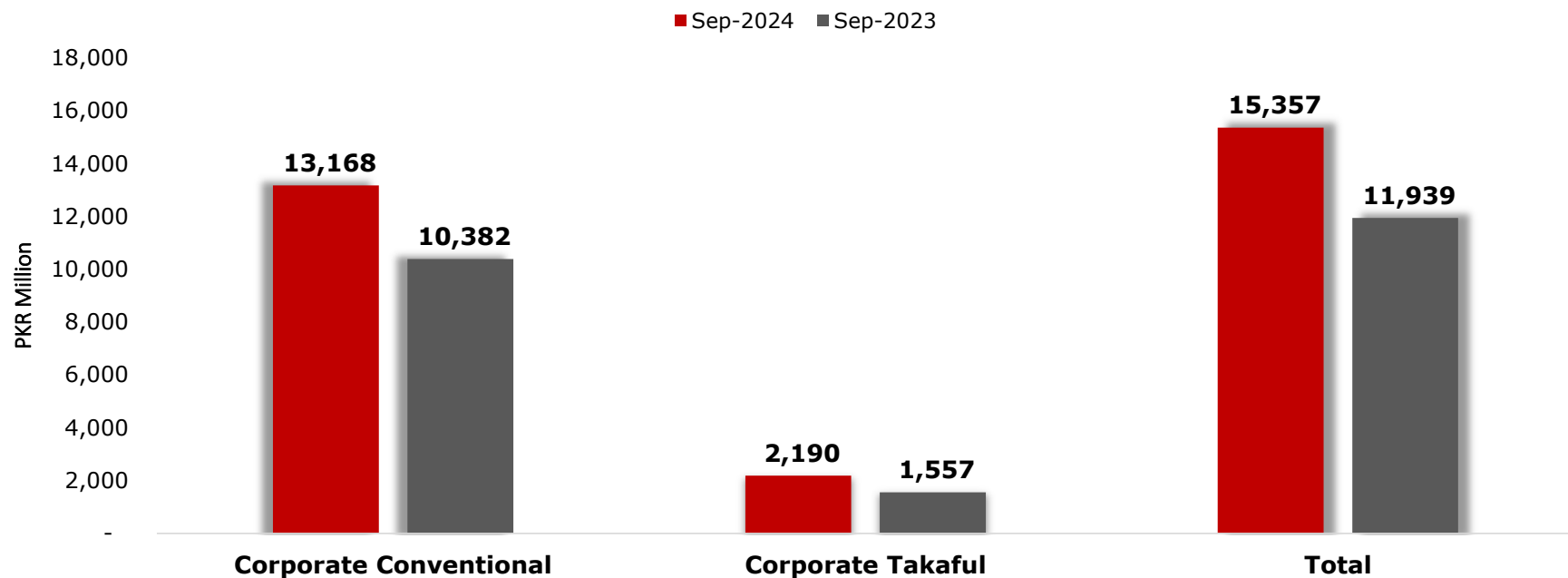
Performance of Retail Business

Retail Business Comparison

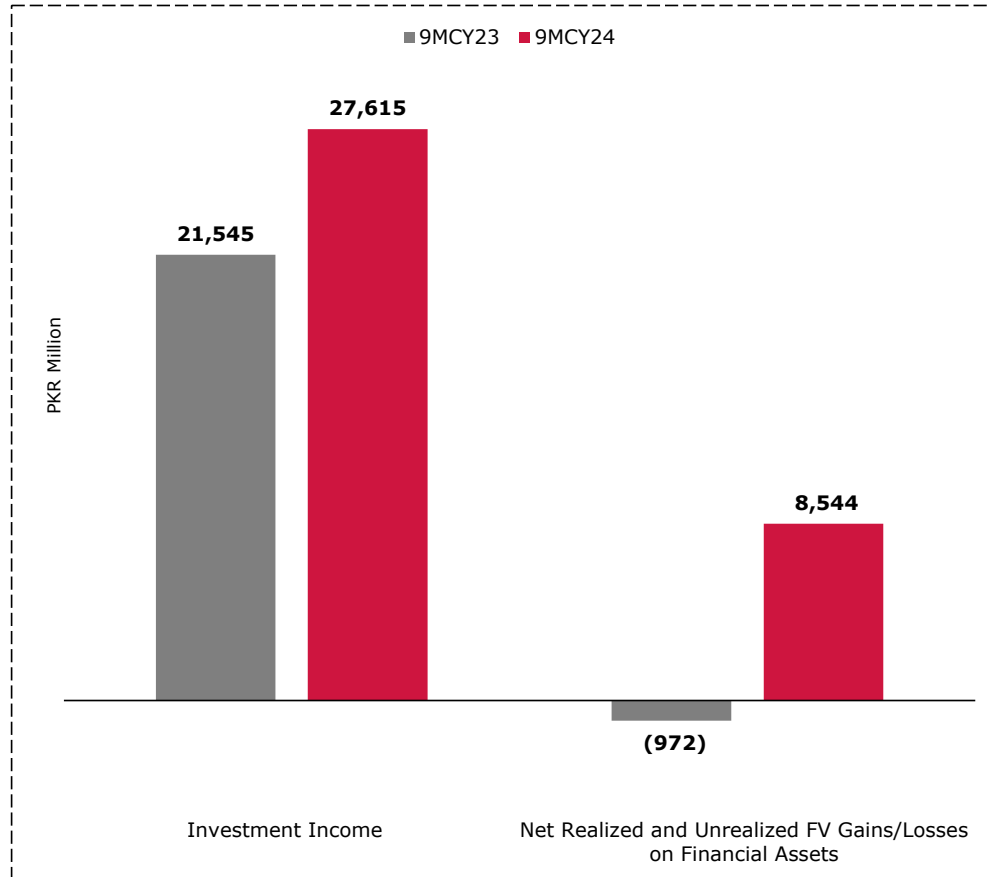


Performance of Corporate Business

Corporate Business Comparison



Investment Income

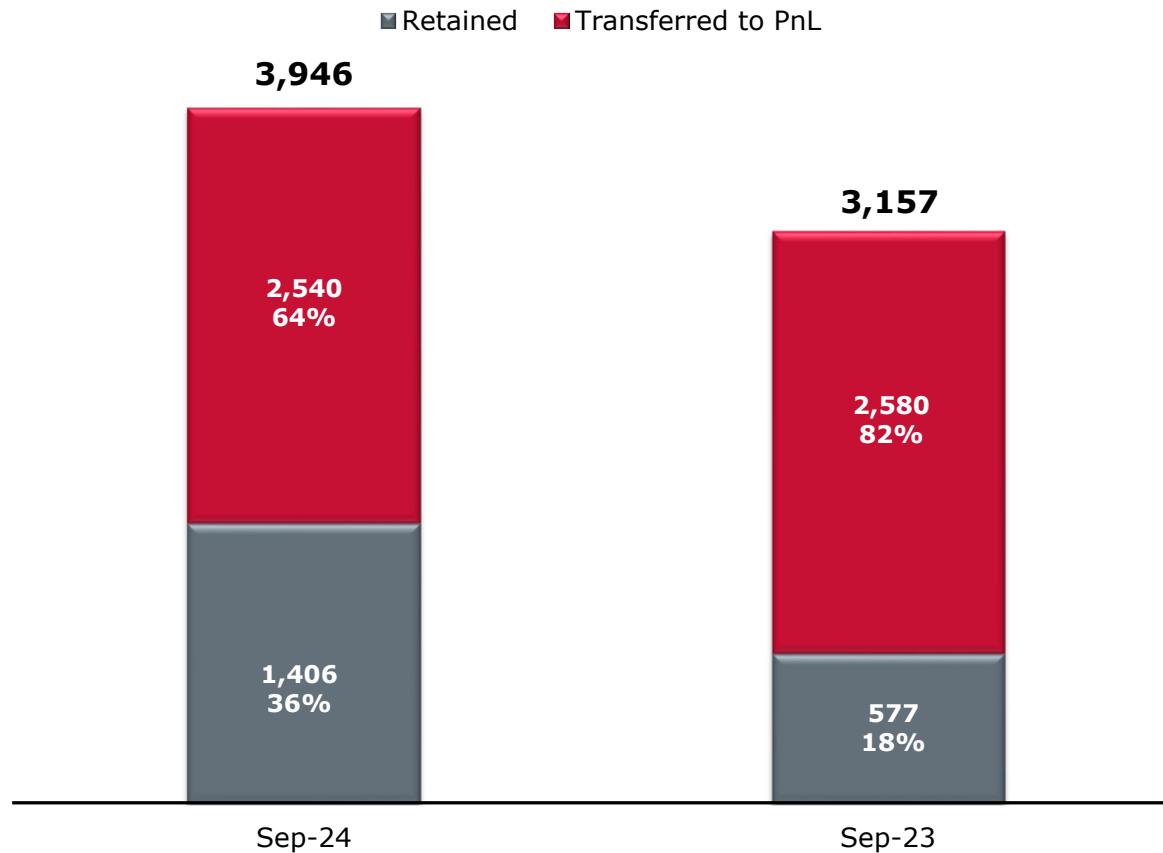


Source: Company Accounts

Unit Linked Funds	CY24TD
Balanced Fund	18.44%
Aggressive Fund	25.72%
Meesaq Balanced Fund	17.49%
Government Securities Fund	16.76%
Balanced Takaful Fund	16.71%
Aggressive Takaful Fund	21.53%
Family Takaful Balanced Fund	16.18%
Family Takaful Income Fund	16.12%

Surplus Distribution

Surplus Generated vs. Surplus Transferred



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Key Initiatives



Key Collaborations - 2024



Jubilee Life Insurance has partnered with the Pakistan Fintech Network to sponsor the upcoming Pakistan Insurtech Summits in 2024, 2025, and 2026.



Jubilee Life Insurance partners up with Spectreco to accelerate towards smooth net zero transition.



Jubilee Life Insurance has collaborated with OLADOC, aiming to provide health care (OPD) services to all Jubilee Life employees, retail and corporate customers and Jubilee Active app users.



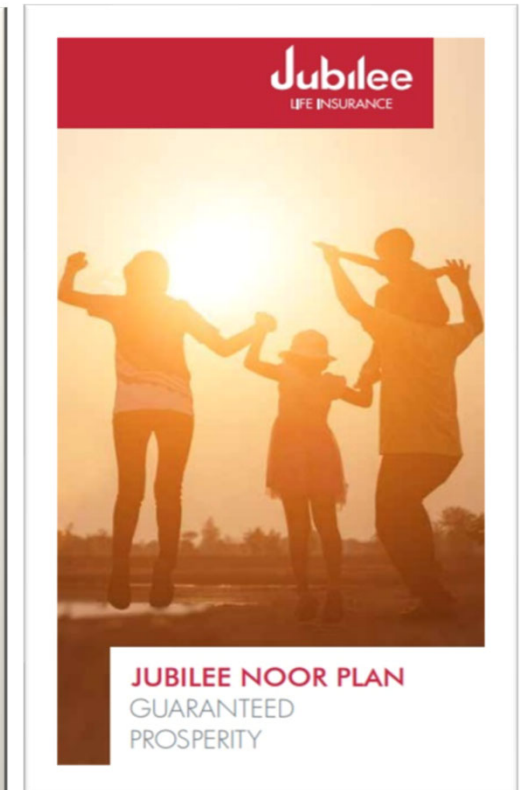
Jubilee Life Insurance and Sehat Kahani are expanding healthcare access!
The policyholders can now enjoy smooth OPD claims management – all in one seamless experience.

Jubilee Life Insurance signed a MoU with NOWPDP. This strategic alliance marks a significant step in Jubilee Life's ongoing commitment to diversity, equity, and inclusivity (DEI) within its workforce.



Introduction of Traditional Products

- The company has launched ingenious conventional traditional products and riders.
- These traditional non-participating product offer
 - ✓ Guaranteed Surrender Values
 - ✓ Guaranteed Death Benefit
 - ✓ Guaranteed Maturity Benefit
 - ✓ Free of cost Additional Accidental Death Rider.

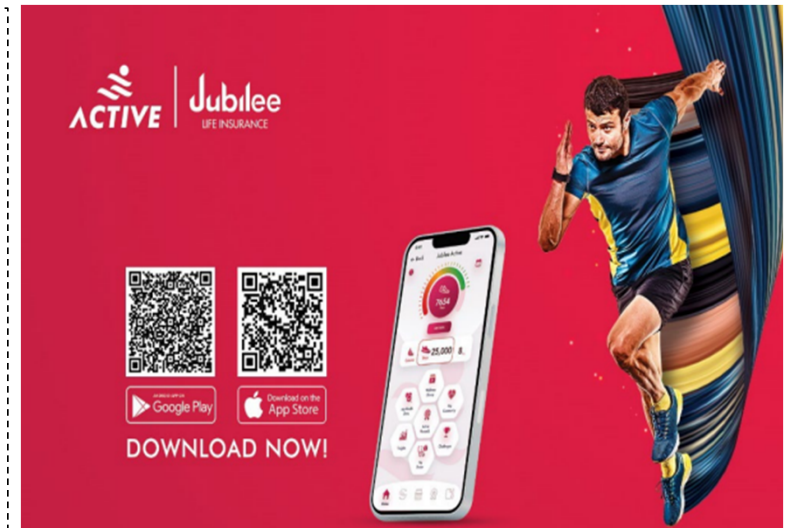


Digital Transformation

The company is focused on leveraging Technology and Data Analytics to enhance customer experience, streamline operations, take competitive edge.

Jubilee Active App

- ✓ User Base has increased to 280,089 since its launch
- ✓ Comprehensive collection of wellness related content (Tracking of BMI, Blood Pressure and other vitals).
- ✓ Active Rewards & Loyalty Plans.
- ✓ The primary destination for lifestyle choices.
- ✓ A comprehensive life and related products.
- ✓ Community Building and Challenges.
- ✓ Online doctors' availability 24/7.
- ✓ Customer Journey from purchase to claim.



Jubilee Active has been making notable strides in capturing the younger demographic by offering tailored solutions and engaging experiences that align with their lifestyle. Such strategies will further drive engagement and loyalty in this segment.



Thank You.

Q/A Session.