



Key Operating and Financial Data

Six years summary
Financial Ratios

Profitability Ratios

		2018	2017	2016	2015	2014	2013
Profitability Ratios							
Profit Before Tax / Gross Premium	%	7.6%	8.5%	11%	7%	8%	10%
Profit Before Tax / Net Premium	%	7.7%	8.7%	12%	7%	8%	10%
Profit After Tax / Gross Premium	%	5.1%	5.8%	8%	5%	5%	7%
Profit After Tax / Net Premium	%	5.2%	5.9%	8%	5%	5%	7%
Gross Yield on Earning Assets	%	6.3%	6.3%	6%	7%	8%	8%
Net Claims / Net Premium	%	43.4%	46.1%	74%	29%	27%	26%
Commission / Net premium	%	14.3%	11.7%	12%	10%	14%	17%
Acquisition Cost / Net premium	%	22.4%	17.7%	18%	14%	21%	25%
Administration Expenses / Net premium	%	5.4%	5.3%	5%	3%	5%	6%
Change in PHL / Net Inflow	%	21.7%	11.9%	35%	57%	61%	52%
Net investment income / Net Premium	%	0.7%	-11.7%	66%	29%	59%	41%
Return On Capital Employed	%	17.7%	20.7%	23%	22%	16%	15%
Return on Equity	%	26.2%	41.8%	45%	43%	34%	37%

Liquidity Ratio

Current Ratio		7.51	4.85	3.54	4.39	3.35	2.91
Quick Ratio		7.51	4.85	3.54	4.39	3.35	2.91
Cash to Current Liability	%	633%	397%	287%	358%	242%	255%

Investment / Market Ratio

Breakup Value Per Share	Rupees	60.28	43.41	41.93	34.10	28.34	25.33
Earnings per share (pre tax) Diluted	Rupees	23.26	26.81	27.98	22.25	14.23	13.98
Earnings per share (after tax) Diluted	Rupees	15.81	18.12	18.73	14.75	9.51	9.29
Price Earning Ratio -PAT	Times	14.41	13.99	11.50	13.49	17.86	8.80
Mkt price per share at end of the year	Rupees	227.92	253.49	215.47	199	169.85	81.71
Mkt price per share - Highest during the year	Rupees	311.48	329.95	247.47	260	177.99	96.45
Mkt price per share - Lowest during the year	Rupees	195.66	209	162.3	140	80.60	68.01
Cash Dividend per Share	Rupees	15	15	15	10	7.50	6.5
Price to book ratio		0.20	0.23	0.20	0.22	0.25	0.17
Cash Dividend %	%	150%	150%	150%	100%	75%	65%
Dividend Yield	%	7%	6%	7%	5%	4%	8%
Dividend Payout	%	94.86%	82.76%	80.09%	67.78%	78.87%	69.97%
Dividend Cover	Times	0.95	0.83	0.80	0.68	0.79	0.70
Stock Dividend per share	Times	-	-	-	-	-	-
Bonus %	%	-	-	-	-	-	-

Capital Structure Ratio

Return on Asset	%	2.0%	2.4%	3%	2.4%	2%	3%
Earning Asset to total asset	%	91%	92%	95%	94%	93%	97%
Total Liabilities / Equity	Times	18.37	24.40	24.35	25.77	22.70	18.38
Paid-up Capital / Total Asset	%	0.86%	0.91%	0.94%	1.10%	1.49%	2.04%
Equity/ total Asset	%	5.2%	3.9%	4%	4%	4%	5%

Comments:

Profitability Ratios:

Net profit after tax have decreased from 1.909 billion to 1.581 billion the decrease in profitability ratios is due to one off transaction in 2017 the Company has managed to underwrite Rs. 30.79 billions of business (new and subsequent) in 2018.

Liquidity Ratio

EFU Life's liquidity position had always been very strong. Increase in liquidity ratios is mainly due to effective working capital management

Investment / Market Ratio

EPS has gone down by roughly 13% to Rs. 15.81 per share as a result poor economic condition and ill performance of Pakistan Stock Exchange throughout the year relative increase in P/E ratio is due to decrease in share price as well as EPS dividend yield ratio has slightly increased due to decrease in the market value of share despite tough year The Company has announced 112.5% final dividend and 37.5% interim dividend (which sum up to 150% total dividend for 2018), reflecting robust and strong footprint in Industry

Capital Structure Ratio

EFU Life's paid up capital is 1 Billion which is the largest in the life insurance industry in Pakistan. Total assets of the company has increased from 116.76 Billion to 109.54 Billion making an increase of almost 7%.

In addition to this, company has maintained Rs. 2.26 billion in ledger account D, along with 3.28 billion in accumulated surplus and reserves.

