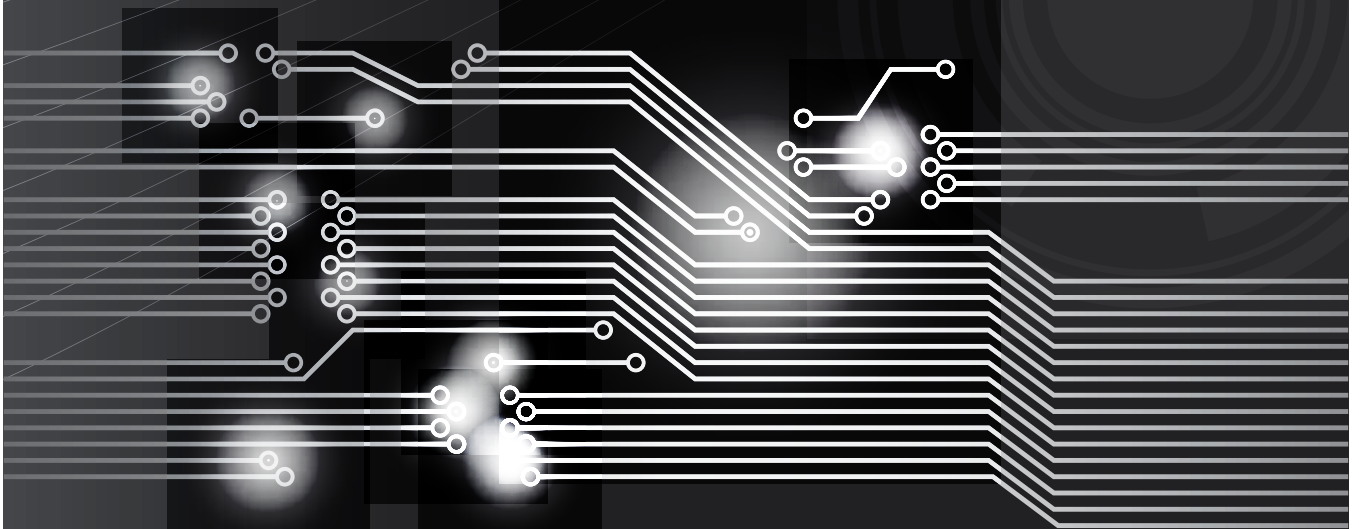


Report (Un-audited)  
Nine Months Ended  
30 September  
2015

**EFU Life**  
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**EFU LIFE ASSURANCE LTD.**  
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9898

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## Company Information

### Chairman

Rafique R. Bhimjee

### Managing Director & Chief Executive

Taher G. Sachak

### Directors

Saifuddin N. Zoomkawala

Muneer R. Bhimjee

Hasanali Abdullah

Heinz Walter Dollberg

Syed Salman Rashid

Kamal Afsar

Mahmood Lotia

### Corporate Secretary

S. Shahid Abbas

### Appointed Actuary

Omer Morshed, F.C.A., F.P.S.A., F.I.A.

### Legal Advisor

Mohammad Ali Sayeed, M.A.B.L.

### Auditors

KPMG Taseer Hadi & Co.

Chartered Accountants, Karachi

### Shariah Advisor

Mufti Muhammad Ibrahim Essa

### Rating

Rating Agency: JCR-VIS

Insurer Financial Strength Rating AA

Outlook: Stable

### Registrar

Technology Trade (Pvt.) Ltd.

Dagia House 241-C

Block-2, P.E.C.H.S.

Off Shahra-e-Quaideen

Karachi

Ph: (92-21) 34391316-17 & 19

Fax: (92-21) 34391318

### Website:

[www.efulife.com](http://www.efulife.com)

### Registered Office

Al-Malik Centre

70 W, F-7/G-7

Jinnah Avenue, (Blue Area)

Islamabad

### Main Office

37-K, Block 6, P.E.C.H.S.

Karachi

## Directors' Review, 30 September 2015

The Director's of your Company are pleased to present the Condensed Interim Financial Statements (Un-audited) for the nine months ended 30 September 2015.

Your Company's total premium income during the first nine months of 2015 is Rs.22.67 billion (2014: Rs12.46 billion) an increase of 81.94%. Total Individual life premium, inclusive of renewal premium and single premium, is Rs.21.16 billion (2014: Rs.11.24 billion). Group Benefits business increased by 24% at Rs. 1.51 billion (2014: Rs. 1.22 billion).

Your Company had a Profit after Tax of Rs.983 million (2014: Rs.575 million), an increase of 71%. The Earnings per Share is Rs.9.84 (2014: Rs.5.75).

The Directors have pleasure in declaring 3rd Interim Cash Dividend of Rs.1/- per share. i.e. 10% . This dividend is in addition to Interim Cash Dividend of Rs.2/- per share i.e. 20% already declared and paid during the year 2015.

During the period Mr Mahmood Lotia has been appointed as Director of the Company to fill the casual vacancy occurred due to the resignation of Mr Jahangir Siddiqui.

During the third quarter, Company launched a 360 degree marketing campaign with presence on all offline and online advertising mediums, TV including Cable, Cinema, Outdoor, Print, Radio, Social and Digital media.

EFU Life's Annual Report 2014 has been awarded the first runner up for the Best Corporate Report Award 2014 in the Non Banking Financial Institutions (NBFI) Category, declared by Joint Committee of the Institute of Chartered Accountants of Pakistan (ICAP) and Institute of Cost & Management Accountants of Pakistan (ICMAP).

Your Directors would like to thank all our clients for their continued confidence in the Company. At the same time we would like to place on record our appreciation for the contributions made by the EFU LifeHead Office team and all distribution channels towards the development and growth of the Company. We would also like to thank the Securities and Exchange Commission of Pakistan for its guidance and understanding, and our main reinsurer Munich Re for its continuous support over the years.

HASANALI ABDULLAH  
Director

SAIFUDDIN N. ZOOMKAWALA  
Director

TAHER G. SACHAK  
Managing Director &  
Chief Executive

RAFIQUE R. BHIMJEE  
Chairman

## Condensed Interim Balance Sheet as at 30 September 2015 (Unaudited)

Rupees '000

	Note	Shareholders Fund	Statutory Funds					Aggregate										
			Investment Linked Business	Conventional Business	Pension Business (Unit Linked)	Accident & Health Business	Individual Family Takaful	Group Family Takaful	30 September 2015 Unaudited	31 December 2014 Audited								
<b>Share capital and reserves</b>																		
Authorised share capital																		
[150 000 000 ordinary shares (2014: 150 000 000) of Rs.10 each]									1 500 000	1 500 000								
Issued, subscribed and paid-up share capital																		
15 000 000 Ordinary Shares (2014: 15 000 000) of Rs 10/- each issued as fully paid in cash									150 000	150 000								
85 000 000 Ordinary Shares (2014: 85 000 000) of Rs 10/- each issued as fully paid as bonus shares									850 000	850 000								
									1 000 000	1 000 000								
Accumulated surplus									1 067 802	1 083 773								
General reserves									950 000	750 500								
Net shareholders' equity									3 017 802	2 834 273								
<b>Balance of statutory fund [including policyholders' liabilities Rs. 76 670 million (2014: Rs. 59 923 million)]</b>																		
Statutory fund									6	77 380 912	744 550	21 154	3 293	35 810	3 582	78 189 301	61 222 367	
Cede Money- Waqf										-	-	-	-	2 000	-	2 000	-	
Shareholder's Fund unit holding in PIF										-	-	-	-	5 060	-	5 060	-	
										77 380 912	744 550	21 154	3 293	42 870	3 582	78 196 361	61 222 367	
<b>Deferred tax liability</b>										15 100	-	-	-	-	-	15 100	14 900	
<b>Creditors and accruals</b>																		
Outstanding claims										-	789 212	627 047	-	833	-	500	1 417 592	1 117 444
Premiums / Contribution received in advance										-	670 976	84 701	65	81	3 675	571	760 069	615 180
Amounts due to reinsurers / retakaful										-	87 422	123 897	576	-	2 083	3 834	217 812	82 990
Amounts due to agents										-	207 778	16 323	11	60	6 578	25	230 775	409 164
Accrued expenses										2 704	275 640	17 907	2	28	-	-	296 281	407 804
Unclaimed dividend										14 172	-	-	-	-	-	-	14 172	12 216
Other creditors and accruals										43 527	90 428	7 087	-	45	1 335	86	142 508	125 349
Inter-fund payable										-	223 132	69 744	1 255	13 660	-	-	307 791	386 795
<b>Total liabilities</b>										60 403	2 344 588	946 706	1 909	14 707	13 671	5 016	3 387 000	3 156 942
<b>Contingencies and commitments</b>									8									
<b>Total equity and liabilities</b>										3 093 305	79 725 500	1 691 256	23 063	18 000	56 541	8 598	84 616 263	67 228 482

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.

Rupees '000

Note	Shareholders Fund	Statutory Funds						Aggregate	
		Investment Linked Business	Conventional Business	Pension Business (Unit Linked)	Accident & Health Business	Individual Family Takaful	Group Family Takaful	30 September 2015 Unaudited	31 December 2014 Audited
<b>Cash and bank deposits</b>									
Policy stamps in hand	165	11 936	422	–	–	–	–	12 523	14 059
Current and other accounts	293 459	1 982 527	694 652	5 364	11 518	43 270	6 234	3 037 024	2 402 310
Deposits maturing within 12 months	100 000	4 375 000	124 000	1 000	–	–	–	4 600 000	5 250 000
	393 624	6 369 463	819 074	6 364	11 518	43 270	6 234	7 649 547	7 666 369
<b>Loans</b>									
To employees - secured	68 425	–	–	–	–	–	–	68 425	61 631
To employees and agents - unsecured	13 368	–	–	–	–	–	–	13 368	9 669
	81 793	–	–	–	–	–	–	81 793	71 300
<b>Investments</b>									
7									
Government securities	970 524	50 749 161	689 413	11 364	6 022	5 042	–	52 431 526	38 845 000
Other fixed income securities	–	1 371 482	–	–	–	–	–	1 371 482	1 753 864
Listed equities and mutual funds	732 611	18 981 318	44 104	4 969	269	3 184	–	19 766 455	14 935 208
Unlisted equities	508	–	–	–	–	–	–	508	508
	1 703 643	71 101 961	733 517	16 333	6 291	8 226	–	73 569 971	55 534 580
<b>Current assets - others</b>									
Premiums due but unpaid	–	–	88 274	–	–	–	–	88 274	70 332
Amounts due from reinsurers	–	61 151	21 601	–	–	–	–	82 752	102 622
Prepayments	4 647	36 303	3 086	–	20	–	–	44 056	25 287
Sundry receivables	30 694	42 061	2 741	–	17	3 708	–	79 221	55 530
Investment income accrued	23 469	1 002 254	17 203	366	117	257	–	1 043 666	1 999 974
Shareholders' Fund unit holding in PIF	5 060	–	–	–	–	–	–	5 060	–
Taxation - provision less payments	117 421	–	–	–	–	–	–	117 421	157 367
Advances and deposits	706	67 767	5 760	–	37	–	–	74 270	74 721
Inter-fund receivable	304 347	–	–	–	–	1 080	2 364	307 791	386 795
	486 344	1 209 536	138 665	366	191	5 045	2 364	1 842 511	2 872 628
<b>Fixed assets</b>									
9									
Tangible assets									
Leased hold land	–	126 505	–	–	–	–	–	126 505	126 505
Furniture fixtures office equipment and vehicles	425 520	–	–	–	–	–	–	425 520	381 315
Capital work in progress	–	918 035	–	–	–	–	–	918 035	569 580
<b>Intangible assets</b>									
Computer software	2 381	–	–	–	–	–	–	2 381	6 205
	427 901	1 044 540	–	–	–	–	–	1 472 441	1 083 605
<b>Total assets</b>	<b>3 093 305</b>	<b>79 725 500</b>	<b>1 691 256</b>	<b>23 063</b>	<b>18 000</b>	<b>56 541</b>	<b>8 598</b>	<b>84 616 263</b>	<b>67 228 482</b>

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.

HASANALI ABDULLAH  
Director

SAIFUDDIN N. ZOOMKAWALA  
Director

TAHER G. SACHAK  
Managing Director &  
Chief Executive

RAFIQUE R. BHIMJEE  
Chairman

## Condensed Interim Profit and Loss Account for the nine months period ended 30 September 2015 (Unaudited)

Rupees '000

	Note	Nine months ended 30 September		Three months ended 30 September	
		2015	2014	2015	2014
Investment income not attributable to statutory funds					
Return on government securities		76 817	74 721	26 599	23 286
Return on other fixed income securities and deposits		6 385	6 447	148	–
Dividend income		40 705	30 279	7 126	12 505
		123 907	111 447	33 873	35 791
(Provision for) / reversal of impairment in the value of available for sale investments		( 33 001 )	176 947	( 29 269 )	( 29 336 )
Net investment income		90 906	288 394	4 604	6 455
Other revenue		14 835	10 068	4 966	4 342
		105 741	298 462	9 570	10 797
Expenses not attributable to statutory funds		( 36 426 )	( 24 413 )	( 10 798 )	( 6 875 )
		69 315	274 049	( 1 228 )	3 922
Surplus transferred from statutory funds		1 429 714	595 356	416 620	197 351
Profit before tax for the period		1 499 029	869 405	415 392	201 273
Taxation	10	( 515 500 )	( 294 300 )	( 133 800 )	( 66 300 )
Profit after tax for the period		983 529	575 105	281 592	134 973
Earnings per share - basic and diluted		9.84	5.75	2.82	1.35

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.

HASANALI ABDULLAH  
Director

SAIFUDDIN N. ZOOMKAWALA  
Director

TAHER G. SACHAK  
Managing Director &  
Chief Executive

RAFIQUE R. BHIMJEE  
Chairman



## Condensed Interim Statement of Changes in Equity for the nine months period ended 30 September 2015 (Unaudited)

	(Rupees '000)			
	Share Capital	General Reserves	Accumulated Surplus	Total
<b>Balance as at 1 January 2014</b>	1 000 000	500 500	1 032 872	2 533 372
Profit for the nine months period ended 30 September 2014	–	–	575 105	575 105
<b>Transactions with owners of the company</b>				
Transfer to General Reserve	–	250 000	(250 000)	–
Dividend for the year 2013 at Rs. 5.00 per share	–	–	(500 000)	(500 000)
Interim Dividend		–	(150 000)	(150 000)
<b>Balance as at 30 September 2014</b>	<u>1 000 000</u>	<u>750 500</u>	<u>707 977</u>	<u>2 458 477</u>
<b>Balance as at 1 January 2015</b>	1 000 000	750 500	1 083 773	2 834 273
Profit for the nine months period ended 30 September 2015	–	–	983 529	983 529
<b>Transactions with owners of the company</b>				
Transfer to General Reserve	–	199 500	(199 500)	–
Dividend for the year 2014 at Rs. 6.00 per share	–	–	(600 000)	(600 000)
Dividend for the quarter ended 31 March 2015 at Rs. 1.00 per share	–	–	(100 000)	(100 000)
Dividend for the quarter ended 30 June 2015 at Rs. 1.00 per share	–	–	(100 000)	(100 000)
<b>Balance as at 30 September 2015</b>	<u>1 000 000</u>	<u>950 000</u>	<u>1 067 802</u>	<u>3 017 802</u>

The annexed notes 1 to 14 form an integral part of these condensed interim financial statements.

HASANALI ABDULLAH  
Director

SAIFUDDIN N. ZOOMKAWALA  
Director

TAHER G. SACHAK  
Managing Director &  
Chief Executive

RAFIQUE R. BHIMJEE  
Chairman

## Condensed Interim Statement of Cash Flows for the nine months period ended 30 September 2015 (Unaudited)

								Rupees '000	
		Statutory Funds						Aggregate	
	Shareholders Fund	Investment Linked Business	Conventional Business	Pension Business (Unit Linked)	Accident & Health Business	Individual Family Takaful	Group Family Takaful	30 September 2015 Unaudited	30 September 2014 Audited
<b>Operating cash flows</b>									
<b>a) Underwriting activities</b>									
Premiums / contribution received	-	21 139 765	1 514 727	714	1 310	131 525	8 854	22 796 895	12 594 776
Reinsurance premiums paid	-	(104 512)	82 734	297	(807)	-	1	(22 287)	(174 907)
Claims paid	-	(671 290)	(854 287)	(2 348)	(304)	-	(1 200)	(1 529 429)	(1 140 753)
Surrenders paid	-	(4 830 154)	-	(145)	-	-	-	(4 830 299)	(2 454 794)
Commissions paid	-	(2 211 693)	(210 011)	(23)	(161)	(56 537)	(80)	(2 478 505)	(2 076 393)
<b>Net cash generated from / (used in) underwriting activities</b>		13 322 116	533 163	(1 505)	38	74 988	7 575	13 936 375	6 747 929
<b>b) Other operating activities</b>									
Income tax paid	(475 354)	-	-	-	-	-	-	(475 354)	(502 988)
General management expenses paid	(35 722)	(1 336 395)	(114 393)	(26)	(276)	(87 603)	(157)	(1 574 572)	(1 462 276)
Other operating payments	(2 587)	(419 244)	(42 454)	(242)	(16 145)	-	(2 278)	(482 950)	(733 002)
Other operating receipts	502 794	-	-	-	-	4 375	-	507 169	782 686
Loans advanced	(55 961)	-	-	-	-	-	-	(55 961)	(33 252)
Loan repayments received	45 468	-	-	-	-	-	-	45 468	39 321
Other payments on operating assets	(15 242)	(24 697)	(1 455)	-	(11)	(3 708)	-	(45 113)	(22 679)
<b>Net cash (used in) / generated from other operating activities</b>	(36 604)	(1 780 336)	(158 302)	(268)	(16 432)	(86 936)	(2 435)	(2 081 313)	(1 932 190)
<b>Total cash (used in) / generated from all operating activities</b>	(36 604)	11 541 780	374 861	(1 773)	(16 394)	(11 948)	5 140	11 855 062	4 815 739
<b>Investment activities</b>									
Profit / return received	110 252	4 845 375	93 821	1 055	620	1 323	-	5 052 446	2 280 879
Dividends received	40 705	664 407	1 691	259	-	-	-	707 062	427 282
Payments for investments	(48 736)	(31 331 444)	(3 510)	-	(999)	(8 468)	-	(31 393 157)	(32 577 555)
Proceeds from disposal of investments	-	15 004 677	-	-	-	-	-	15 004 677	22 948 790
Fixed capital expenditure	(466 246)	-	-	-	-	-	-	(466 246)	(297 908)
Proceeds from disposal of fixed assets	23 334	-	-	-	-	-	-	23 334	9 840
<b>Total cash (used in) / generated from all investing activities</b>	(340 691)	(10 816 985)	92 002	1 314	(379)	(7 145)	-	(11 071 884)	(7 208 672)
<b>Financing activities</b>									
Surplus appropriated to shareholders' fund	1 433 158	(1 390 976)	(99 276)	(239)	(680)	59 283	(1 270)	-	-
Cede Money	(2 000)	-	-	-	-	2 000	-	-	-
Dividends paid	(800 000)	-	-	-	-	-	-	(800 000)	(650 000)
<b>Total cash generated from / (used in) all financing activities</b>	628 571	(1 390 976)	(99 276)	(239)	(680)	61 506	1 094	(800 000)	(650 000)
<b>Net cash generated from / (used in) all activities</b>	250 419	(666 181)	367 587	(698)	(17 453)	43 270	6 234	(16 822)	(3 042 933)
<b>Cash and cash equivalents at beginning of the period</b>									
	143 205	7 035 644	451 487	7 062	28 971	-	-	7 666 369	7 614 047
<b>Cash and cash equivalents at end of the period</b>	393 624	6 369 463	819 074	6 364	11 518	43 270	6 234	7 649 547	4 571 114
<b>Reconciliation to profit and loss account</b>									
Operating cash flows								11 855 062	4 815 739
Depreciation								(57 614)	(53 284)
Amortization								(4 448)	(7 327)
Profit on disposal of fixed assets								7 986	3 513
Other revenue								6 849	6 555
Investment revenue								4 796 351	3 597 054
Appreciation in market value of investments								92 667	1 448 412
(Provision for) / reversal of impairment in the value of available for sale equity investments								(33 299)	184 517
(Provision for) / reversal of impairment in the value of available for sale fixed income securities								(6 558)	40 942
Profit on sale of investments								1 594 101	738 141
Increase / (Decrease) in assets other than cash								(63 316)	(217 103)
Increase in liabilities								(17 204 252)	(9 982 054)
<b>Profit after taxation</b>								<b>983 529</b>	<b>575 105</b>

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.

HASANALI ABDULLAH  
Director

SAIFUDDIN N. ZOOMKAWALA  
Director

TAHER G. SACHAK  
Managing Director &  
Chief Executive

RAFIQUE R. BHIMJEE  
Chairman

## Condensed Interim Revenue Account for the nine months period ended 30 September 2015 (Unaudited)

Rupees '000

Note	Statutory Funds						Aggregate			
	Investment Linked Business	Conventional Business	Pension Business (Unit Linked)	Accident & Health Business	Individual Family Takaful	Group Family Takaful	Nine months ended 30 September		Three months ended 30 September	
							2015	2014	2015	2014
<b>Income</b>										
Premiums / contribution less reinsurances / retakaful	20 867 963	1 174 913	696	983	125 767	4 450	22 174 772	11 992 943	6 282 684	3 617 732
Net investment income	6 270 254	79 342	882	540	1 338	–	6 352 356	5 720 672	1 214 421	2 062 649
Total net income	27 138 217	1 254 255	1 578	1 523	127 105	4 450	28 527 128	17 713 615	7 497 105	5 680 381
Claims net of reinsurance recoveries	5 606 007	744 198	2 493	222	–	1 700	6 354 620	3 453 483	2 327 464	1 156 847
Management expenses	3 293 668	329 766	53	453	151 658	262	3 775 860	3 311 744	1 184 261	1 052 780
Total claims and expenditure	8 899 675	1 073 964	2 546	675	151 658	1 962	10 130 480	6 765 227	3 511 725	2 209 627
Excess of income over claims and expenditure	18 238 542	180 291	(968)	848	(24 553)	2 488	18 396 648	10 948 388	3 985 380	3 470 754
Add : policyholders' liabilities at beginning of the period	59 490 506	408 153	21 997	2 604	–	–	59 923 260	42 842 022	73 143 989	49 642 820
Less : policyholders' liabilities at end of the period	76 153 349	457 152	20 820	2 744	33 873	2 003	76 669 941	52 835 922	76 669 941	52 835 922
	(16 662 843)	(48 999)	1 177	(140)	(33 873)	(2 003)	(16 746 681)	(9 993 900)	(3 525 952)	(3 193 102)
<b>Surplus / (Deficit) before tax</b>	1 575 699	131 292	209	708	(58 426)	485	1 649 967	954 488	459 428	277 652
Movement in policyholders' liabilities	16 662 843	48 999	(1 177)	140	33 873	2 003	16 746 681	9 993 900	3 525 952	3 193 102
Transfer of (surplus) / deficit to shareholders' fund	(1 390 976)	(99 276)	(239)	(680)	60 363	1 094	(1 429 714)	(595 356)	(416 620)	(197 351)
Balance of statutory funds at beginning of the period	60 533 346	663 535	22 361	3 125	–	–	61 222 367	43 582 653	74 620 541	50 662 282
Balance of statutory funds at end of the period	77 380 912	744 550	21 154	3 293	35 810	3 582	78 189 301	53 935 685	78 189 301	53 935 685
<b>Represented by:</b>										
Policyholders' liabilities	76 153 349	457 152	20 820	2 744	33 873	2 003	76 669 941	52 835 922	76 669 941	52 835 922
Retained earnings on other than participating business	1 227 563	287 398	334	549	1 937	1 579	1 519 360	1 099 763	1 519 360	1 099 763
<b>Balance of statutory funds</b>	77 380 912	744 550	21 154	3 293	35 810	3 582	78 189 301	53 935 685	78 189 301	53 935 685

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.

HASANALI ABDULLAH  
Director

SAIFUDDIN N. ZOOMKAWALA  
Director

TAHER G. SACHAK  
Managing Director &  
Chief Executive

RAFIQUE R. BHIMJEE  
Chairman

## Condensed Interim Statement of Premiums / Contributions for the nine months period ended 30 September 2015 (Unaudited)

Rupees '000

	Statutory Funds						Aggregate			
	Investment Linked Business	Conventional Business	Pension Business (Unit Linked)	Accident & Health Business	Individual Family Takaful	Group Family Takaful	Nine months ended 30 September		Three months ended 30 September	
							2015	2014	2015	2014
<b>Gross premiums / contribution</b>										
Regular premium / Contribution individual policies*										
First year	2 124 020	1 347	–	142	115 563	–	2 241 072	2 354 454	684 986	632 518
Second year renewal	1 818 271	698	–	60	–	–	1 819 029	1 655 603	543 815	505 095
Subsequent year renewal	6 273 155	2 227	714	1 108	–	–	6 277 204	5 582 218	2 022 331	1 779 315
Single premium / Contribution individual policies	10 812 302	–	–	–	12 287	–	10 824 589	1 650 444	2 659 989	439 489
Group policies with cash values	20 644	–	–	–	–	–	20 644	10 356	4 261	3 257
Group policies without cash values	–	1 479 127	–	–	–	8 283	1 487 410	1 204 701	554 135	382 878
<b>Total gross premiums / Contribution</b>	<b>21 048 392</b>	<b>1 483 399</b>	<b>714</b>	<b>1 310</b>	<b>127 850</b>	<b>8 283</b>	<b>22 669 948</b>	<b>12 457 776</b>	<b>6 469 517</b>	<b>3 742 552</b>
Less: Reinsurance premiums / Retakaful contribution ceded										
On individual life first year business	30 734	110	–	1	2 083	–	32 928	35 211	12 525	18 454
On individual life second year business	20 240	366	–	8	–	–	20 614	16 803	4 487	2 456
On individual life renewal business	129 455	1 061	18	318	–	–	130 852	115 507	37 576	26 150
On group policies	–	306 949	–	–	–	3 833	310 782	297 312	132 245	77 760
<b>Total reinsurance premium / retakaful contribution ceded</b>	<b>180 429</b>	<b>308 486</b>	<b>18</b>	<b>327</b>	<b>2 083</b>	<b>3 833</b>	<b>495 176</b>	<b>464 833</b>	<b>186 833</b>	<b>124 820</b>
<b>Net premium / contribution</b>	<b>20 867 963</b>	<b>1 174 913</b>	<b>696</b>	<b>983</b>	<b>125 767</b>	<b>4 450</b>	<b>22 174 772</b>	<b>11 992 943</b>	<b>6 282 684</b>	<b>3 617 732</b>

\* Individual policies are those underwritten on an individual basis, and includes joint life policies underwritten as such.

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.

HASANALI ABDULLAH  
Director

SAIFUDDIN N. ZOOMKAWALA  
Director

TAHER G. SACHAK  
Managing Director &  
Chief Executive

RAFIQUE R. BHIMJEE  
Chairman

## Condensed Interim Statement of Claims for the nine months period ended 30 September 2015 (Unaudited)

Rupees '000

	Statutory Funds						Aggregate			
	Investment Linked Business	Conventional Business	Pension Business (Unit Linked)	Accident & Health Business	Individual Family Takaful	Group Family Takaful	Nine months ended 30 September		Three months ended 30 September	
							2015	2014	2015	2014
<b>Gross claims</b>										
Claims under individual policies										
by death	432 963	1 585	–	–	–	–	434 548	366 456	99 246	115 328
by insured event other than death	15 798	–	–	341	–	–	16 139	16 999	6 322	7 868
by maturity	405 178	–	2 348	–	–	–	407 526	79 629	106 345	37 630
by surrender	4 844 308	–	145	–	–	–	4 844 453	2 475 171	1 857 798	802 759
Total gross individual policy claims	5 698 247	1 585	2 493	341	–	–	5 702 666	2 938 255	2 069 711	963 585
Claims under group policies										
by death	1 620	791 546	–	–	–	1 700	794 866	772 238	268 580	238 389
by insured event other than death	–	44 259	–	–	–	–	44 259	36 826	16 693	16 228
by surrender	808	–	–	–	–	–	808	623	323	623
experience refund	–	117 277	–	–	–	–	117 277	71 439	49 519	38 859
Total gross group claims	2 428	953 082	–	–	–	1 700	957 210	881 126	335 115	294 099
<b>Total gross claims</b>	5 700 675	954 667	2 493	341	–	1 700	6 659 876	3 819 381	2 404 826	1 257 684
<b>Less: Reinsurance recoveries</b>										
On individual life first year business	24 768	–	–	–	–	–	24 768	35 353	(15)	2 207
On individual life second year business	9 832	–	–	–	–	–	9 832	7 430	3 949	1 938
On individual life subsequent renewal business	60 068	635	–	119	–	–	60 822	26 095	4 213	12 113
On group claims	–	150 419	–	–	–	–	150 419	275 588	51 833	76 927
On experience refund of premiums	–	59 415	–	–	–	–	59 415	21 432	17 382	7 652
<b>Total reinsurance recoveries</b>	94 668	210 469	–	119	–	–	305 256	365 898	77 362	100 837
<b>Net claims</b>	5 060 007	744 198	2 493	222	–	1 700	6 354 620	3 453 483	2 327 464	1 156 847

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.

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Chief Executive

RAFIQUE R. BHIMJEE  
Chairman

## Condensed Interim Statement of Expenses for the nine months period ended 30 September 2015 (Unaudited)

Rupees '000

	Statutory Funds						Aggregate			
	Investment Linked Business	Conventional Business	Pension Business (Unit Linked)	Accident & Health Business	Individual Family Takaful	Group Family Takaful	Nine months ended 30 September		Three months ended 30 September	
							2015	2014	2015	2014
<b>Acquisition costs</b>										
Remuneration to insurance intermediaries on individual policies:										
– commission on first year premiums / Contribution	955 999	449	–	57	56 287	–	1 012 792	1 098 718	309 379	292 857
– commission on second year premiums / Contribution	158 756	50	–	8	–	–	158 814	153 925	46 436	48 183
– commission on subsequent renewal premiums / Contribution	173 220	48	17	64	–	–	173 349	129 941	48 289	41 280
– commission on single premiums / Contribution	424 270	–	–	–	493	–	424 763	62 908	102 774	16 553
– override commission	311 608	144	7	33	6 335	–	318 127	277 940	85 780	80 705
– other benefits to insurance intermediaries	352 195	165	16	43	38 867	–	391 286	417 230	131 360	127 788
	2 376 048	856	40	205	101 982	–	2 479 131	2 140 662	724 018	607 366
Remuneration to insurance intermediaries on group policies:										
– commission	1 256	210 910	–	–	–	105	212 271	182 463	80 334	67 284
– other benefits to insurance intermediaries	607	34 394	–	–	–	157	35 158	33 527	12 116	10 785
	1 863	245 304	–	–	–	262	247 429	215 990	92 450	78 069
Branch overheads	213 555	4 260	13	32	9 363	–	227 223	189 154	76 845	68 282
Other acquisition costs										
– policy stamps	57 003	258	–	1	80	–	57 342	44 591	15 637	13 044
<b>Total acquisition cost</b>	<b>2 648 469</b>	<b>250 678</b>	<b>53</b>	<b>238</b>	<b>111 425</b>	<b>262</b>	<b>3 011 125</b>	<b>2 590 397</b>	<b>908 950</b>	<b>766 761</b>
<b>Administration expenses</b>										
Salaries and other benefits	266 665	48 221	–	117	14 180	–	329 183	282 077	107 428	93 296
Travelling expenses	47 699	2 362	–	2	700	–	50 763	43 429	10 265	15 604
Cede money-Waqf	–	–	–	–	2 000	–	2 000	–	–	–
Actuary's fees	7 433	575	–	3	269	–	8 280	7 308	3 480	2 436
Medical fees	13 999	368	–	–	135	–	14 502	13 918	4 151	4 515
Legal and professional fee	21 404	1 651	–	9	5 306	–	28 370	19 262	17 374	7 812
Advertisements and publicity	71 600	2 516	–	–	6 634	–	80 750	123 305	47 347	89 439
Computer expenses	9 260	770	–	4	526	–	10 560	3 979	3 965	1 317
Printing and stationery	24 311	2 133	–	10	1 649	–	28 103	24 440	7 797	7 780
Depreciation	16 614	2 808	–	6	486	–	19 914	18 252	4 583	3 303
Amortisation	3 993	309	–	2	144	–	4 448	7 327	1 483	2 854
Rental	15 918	3 641	–	7	540	–	20 106	15 220	6 513	5 165
Exchange (gain) / loss	(3 990)	–	–	–	–	–	(3 990)	2 541	(2 850)	(4 095)
Postage	42 928	546	–	–	85	–	43 559	44 935	13 439	14 171
Fees and subscription	13 783	1 988	–	6	2 410	–	18 187	34 892	11 280	15 358
Other management expenses	112 984	11 242	–	49	5 169	–	129 444	93 790	45 961	30 377
Gross management expenses	3 313 070	329 808	53	453	151 658	262	3 795 304	3 325 072	1 191 166	1 056 093
Commission from reinsurers	(12 899)	(42)	–	–	–	–	(12 941)	(8 140)	(4 808)	(1 743)
Fees charged to policy holders	(6 503)	–	–	–	–	–	(6 503)	(5 188)	(2 097)	(1 570)
<b>Net management expenses</b>	<b>3 293 668</b>	<b>329 766</b>	<b>53</b>	<b>453</b>	<b>151 658</b>	<b>262</b>	<b>3 775 860</b>	<b>3 311 744</b>	<b>1 184 261</b>	<b>1 052 780</b>

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.

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Director

SAIFUDDIN N. ZOOMKAWALA  
Director

TAHER G. SACHAK  
Managing Director &  
Chief Executive

RAFIQUE R. BHIMJEE  
Chairman

## Condensed Interim Statement of Investment Income for the nine months period ended 30 September 2015 (Unaudited)

Rupees '000

	Statutory Funds						Aggregate			
	Investment Linked Business	Conventional Business	Pension Business (Unit Linked)	Accident & Health Business	Individual Family Takaful	Group Family Takaful	Nine months ended 30 September		Three months ended 30 September	
							2015	2014	2015	2014
<b>Investment income</b>										
On government securities	3 490 755	56 900	882	425	238	–	3 549 200	2 507 218	1 228 709	983 193
On other fixed income securities and deposits	441 186	17 406	57	52	1 342	–	460 043	585 855	159 480	187 541
Dividend income	664 407	1 691	259	–	–	–	666 357	397 003	247 947	142 400
Amortisation of (premium) / discount	(20 206)	2 968	48	23	(9)	–	(17 176)	73 017	34 710	36 860
	4 576 142	78 965	1 246	500	1 571	–	4 658 424	3 563 093	1 670 846	1 349 994
<b>Gain on sale of investments</b>	1 594 101	–	–	–	–	–	1 594 101	738 141	481 580	90 183
<b>Unrealised gain on investment</b>	110 440	–	(364)	–	(233)	–	109 843	1 375 395	(935 631)	636 066
<b>(Provision for) / Reversal of impairment in value of investments</b>										
Available-for-sale fixed income securities	(6 558)	–	–	–	–	–	(6 558)	40 942	–	(11 577)
Available-for-sale equity securities and mutual fund units	(715)	377	–	40	–	–	(298)	7 570	(1 796)	(1 203)
	(7 273)	377	–	40	–	–	(6 856)	48 512	(1 796)	(12 780)
	6 273 410	79 342	882	540	1 338	–	6 355 512	5 725 141	1 214 999	2 063 463
<b>Less : Investment related expense</b>	(3 156)	–	–	–	–	–	(3 156)	(4 469)	(578)	(814)
<b>Net investment income</b>	6 270 254	79 342	882	540	1 338	–	6 352 356	5 720 672	1 214 421	2 062 649

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.

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Director

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Chief Executive

RAFIQUE R. BHIMJEE  
Chairman

## Notes to the Condensed Interim Financial Statements (Unaudited) For the nine months period ended 30 September 2015

### 1. STATUS AND NATURE OF BUSINESS

- 1.1** EFU Life Assurance Limited (the Company) was incorporated in Pakistan on 09 August 1992 as a public limited company under the Companies Ordinance, 1984 and started its operation from 08 November 1992. The shares of the Company are quoted on Karachi Stock Exchange. The registered office of the Company is located at Al-Malik Centre, 70W, F-7/G-7 Jinnah Avenue, Islamabad while principal place of business is located at 37-K, Block 6, PECHS, Karachi.
- 1.2** The Company is engaged in life insurance business including ordinary life business, pension fund business and accident and health business and has established following statutory funds, as required by the Insurance Ordinance, 2000:
- Investment Linked business (includes individual life business)
  - Conventional business (includes group life and individual life businesses)
  - Pension business (unit linked)\*
  - Accident and health business
  - Individual Family Takaful (Refer note 1.3)
  - Group Family Takaful (Refer note 1.3)
- \* The Company had discontinued pension business and accordingly no new business has been written under this fund.
- 1.3** The Company was granted authorisation on 19 January 2015 under Rule 6 of the Takaful Rules, 2012 to undertake Takaful Window Operation in respect of family takaful products by Securities and Exchange Commission of Pakistan (SECP) and subsequently the Company commenced Window Takaful Operations on 6 February 2015 under the brand name "Hemayah". For the purpose of carrying on takaful business, the Company has formed a Waqf namely EFU Life - Window Family Takaful Limited Waqf (here-in-after referred to as the Participant Takaful Fund (PTF)) was formed on 6 February 2015 under a Waqf deed executed by the Company with a cede amount of Rs.2 million. The cede money is required to be invested in Shariah compliant investments and any profit thereon can be utilized only to pay benefits to participants or defray PTF expenses. Waqf deed also governs the relationship of the company and policyholders for the management of Takaful operations, investment of policyholders' funds and shareholders' funds as approved by the Shariah Advisor appointed by the Company

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

- 2.1** The condensed interim financial information of the Company for the nine months period ended 30 September 2015 has been prepared in accordance with the requirements of the International Accounting Standard 34 - 'Interim Financial Reporting' as applicable in Pakistan, provisions of and directives issued under the Companies Ordinance, 1984, the Insurance Ordinance, 2000, SEC (Insurance) Rules, 2002 and Takaful Rules, 2012. In case requirements differ, the provisions or directives of the Companies Ordinance, 1984, Insurance Ordinance, 2000, SEC (Insurance) Rules, 2002 and Takaful Rules, 2012 shall prevail.
- 2.2** The condensed interim financial information does not include all the information and disclosures required in the annual financial statements, accordingly, the condensed interim financial information should be read in conjunction with the Company's annual financial statements as at and for the year ended 31 December 2014.
- 2.3** The financial results of the Window Takaful Operations of the Company have been included in these condensed interim financial information for reporting purposes. Key financial figures of Takaful Window are disclosed in note 12 of these condensed interim financial information.

### 3. SIGNIFICANT ACCOUNTING POLICIES

- 3.1** The significant accounting policies and the methods of computation adopted by the Company in the preparation of this condensed interim financial information are the same as those applied in the preparation of the annual financial statements of the Company for the year ended 31 December 2014, except for the policies disclosed in note 3.2 of these condensed interim financial information which have been adopted by the Company during the current period.

#### **3.2 Significant Accounting Policies-Window Family Takaful Operations**

##### **3.2.1 Takaful Contracts**

The takaful contracts are based on the principles of Wakala Waqf Model. Takaful is a programme based on shariah compliant, approved concept founded on the principles of mutual cooperation, solidarity and brotherhood.

The obligation of Waqf for Waqf participants' liabilities is limited to the amount available in the Waqf fund. In the event where there is insufficient funds in Waqf to meet their current payments less receipts, the deficit is funded by way of an interest free loan (Qard-e-Hasna) from the shareholders' fund to the statutory fund (Takaful Business Statutory Funds). The amount of Qard-e-Hasna is refundable to the shareholders' fund.



Technical reserves are stated at a value determined by the appointed actuary through an actuarial valuation carried out as at each balance sheet date, in accordance with section 50 of the Insurance Ordinance, 2000.

### **3.2.2 Group Takaful**

The group family takaful contracts are issued typically on yearly renewable term basis. The Company offers group term life and group credit plans to its participants.

### **3.2.3 Individual Takaful Contracts Unit-Linked**

The Company offers unit Linked Takaful plans which provide shariah compliant financial protection and investment vehicle to individual participants contribution received from policyholders, after deducting specific charges and takaful donations, are invested in internal unit funds of the Company.

The basic plan contains family takaful cover over and above the unit value with additional protection.

### **3.2.4 Retakaful**

These contracts are entered into by the Company with retakaful operator under which the retakaful operator cedes the takaful risk assumed during normal course of its business and according to which the waqf is compensated for losses on contract issued by it are classified as retakaful contracts held.

#### **Retakaful Contribution**

Retakaful contribution is recorded at the time the retakaful is ceded. Surplus from retakaful operator is recognised in the revenue account.

#### **Retakaful Expenses**

Retakaful expenses are recognized as a liability in accordance with the pattern of recognition of related contribution.

#### **Retakaful assets and liabilities**

Retakaful assets represent balances due from retakaful operator. Recoverable amounts are estimated in a manner consistent with the associated retakaful treaties.

Retakaful liabilities represent balances due to retakaful companies. Amounts payable are calculated in a manner consistent with the associated retakaful treaties.

Retakaful assets are not offset against related Retakaful liabilities. Income or expenses from retakaful contract are not offset against expenses or income from related Retakaful contracts as required by Insurance Ordinance, 2000.

Retakaful assets and liabilities are derecognized when the contractual rights are extinguished or expired .

### **3.2.5 Business Segment - Window Family Takaful Operation**

The Company has two primary business segment for reporting purposes; Individual Family Takaful and Group Family Takaful.

- a) The individual Family Takaful segments provides family takaful coverage to individuals under unit-linked policies issued by the PTF.
- b) The Group Family Takaful business segment provides family takaful coverage to member of business enterprises, corporate entities and common interest groups under group family takaful scheme operated by the Company.

### **3.2.6 Takaful operator's fee**

The shareholders of the Company manage the family takaful operations for the participants and act as Wakeel of the Waqf fund. The Company is entitled for the wakala fee for the management of takaful operation under Waqf fund to meet its general and administrative expenses.

The window takaful operator is also entitled for Wakalt-ul-Istismar fee as it manages Participant Investment Fund.

## **4. FINANCIAL RISK MANAGEMENT / JUDGEMENTS AND ESTIMATES**

The financial risk management objectives and policies are consistent with those disclosed in the financial statements of the Company for the year ended 31 December 2014.

In preparing this condensed interim financial information, management has made judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

The significant judgements made by management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the financial statements as at the year ended 31 December 2014.

## 5. POLICYHOLDERS' LIABILITIES

							Rupees '000	
	Statutory Funds						Aggregate	
	Investment Linked Business	Conventional Business	Pension Business (Unit Linked)	Accident & Health Business	Individual Family Takaful	Group Family Takaful	30 September 2015 Unaudited	31 December 2014 Audited
<b>5.1 Gross of reinsurance/retakaful</b>								
Actuarial liability relating to future events	75 957 354	453 761	20 833	2 951	35 331	4 387	76 474 617	59 737 073
Provision for outstanding reported claims payable over a period exceeding twelve months	359 199	86 655	–	–	–	–	445 854	390 626
Provision for incurred but not reported claims	116 806	128 253	–	–	–	–	245 059	225 077
	<u>76 433 359</u>	<u>668 669</u>	<u>20 833</u>	<u>2 951</u>	<u>35 331</u>	<u>4 387</u>	<u>77 165 530</u>	<u>60 352 776</u>
<b>5.2 Net of reinsurance/retakaful</b>								
Actuarial liability relating to future events	75 838 406	327 054	20 820	2 744	33 873	2 003	76 224 900	59 546 312
Provision for outstanding reported claims payable over a period exceeding twelve months	223 406	29 723	–	–	–	–	253 129	214 820
Provision for incurred but not reported claims	91 537	100 375	–	–	–	–	191 912	162 128
	<u>76 153 349</u>	<u>457 152</u>	<u>20 820</u>	<u>2 744</u>	<u>33 873</u>	<u>2 003</u>	<u>76 669 941</u>	<u>59 923 260</u>

## 6. RECONCILIATION OF STATUTORY FUNDS

							Rupees '000	
	Statutory Funds						Aggregate	
	Investment Linked Business	Conventional Business	Pension Business (Unit Linked)	Accident & Health Business	Individual Family Takaful	Group Family Takaful	30 September 2015 Unaudited	31 December 2014 Audited
<b>Policyholders' liabilities</b>								
Balance at beginning of the year	59 490 506	408 153	21 997	2 604	–	–	59 923 260	42 842 022
Increase / (decrease) during the year	16 662 843	48 999	(1 177)	140	33 873	2 003	16 746 681	17 081 238
Balance at end of the year	<u>76 153 349</u>	<u>457 152</u>	<u>20 820</u>	<u>2 744</u>	<u>33 873</u>	<u>2 003</u>	<u>76 669 941</u>	<u>59 923 260</u>
<b>Retained earnings on other than participating business</b>								
Balance at beginning of the year	1 042 840	255 382	364	521	–	–	1 299 107	740 631
Surplus for the year	1 575 699	131 292	209	708	(58 426)	485	1 649 967	1 531 559
Surplus appropriated to shareholders' fund	(1 390 976)	(99 276)	(239)	(680)	60 363	1 094	(1 429 714)	(973 083)
Balance at end of the year (refer note no. 6.1)	<u>1 227 563</u>	<u>287 398</u>	<u>334</u>	<u>549</u>	<u>1 937</u>	<u>1 579</u>	<u>1 519 360</u>	<u>1 299 107</u>
Balance of statutory funds	<u>77 380 912</u>	<u>744 550</u>	<u>21 154</u>	<u>3 293</u>	<u>35 810</u>	<u>3 582</u>	<u>78 189 301</u>	<u>61 222 367</u>

- 6.1 The SECP has issued amendments to the SEC (Insurance) Rules, 2002, which includes revision in the solvency margin for the life insurers. Keeping in view such future solvency requirements, the Company has retained an aggregate amount of Rs.1,485 million (2014: Rs. 1,280 million) in the Statutory Funds, based on the advice of the appointed actuary.

## 7. INVESTMENTS

	Statutory Funds						Rupees '000	
	Shareholders Fund	Investment Linked Business	Conventional Business	Pension Business (Unit Linked)	Accident & Health Business	Individual Family Takaful	Group Family Takaful	Aggregate
								30 September 2015 Unaudited
								31 December 2014 Audited
<b>Government Securities</b>								
Held to maturity (at amortized cost)	970 524	935 688	689 413	1 920	6 022	–	–	2 603 567
Available for sale (at fair value)	–	49 813 473	–	9 444	–	5 042	–	49 827 959
	970 524	50 749 161	689 413	11 364	6 022	5 042	–	52 431 526
<b>Other fixed income securities</b>								
Held to maturity (at amortized cost)	–	–	–	–	–	–	–	–
Available for sale (at fair value)	–	1 371 482	–	–	–	–	–	1 371 482
	–	1 371 482	–	–	–	–	–	1 371 482
<b>Listed equities and mutual funds</b>								
Available for sale (at fair value)	–	18 466 411	–	4 969	–	3 184	–	18 474 564
Held for trading (at fair value)	–	424 200	–	–	–	–	–	424 200
Available for sale (at lower of cost or market value)	1 298 499	94 416	88 138	–	1 034	–	–	1 482 087
	1 298 499	18 985 027	88 138	4 969	1 034	3 184	–	20 380 851
Less: Provision for impairment in value of investments	565 888	3 709	44 034	–	765	–	–	614 396
	732 611	18 981 318	44 104	4 969	289	3 184	–	19 766 455

- 7.1 Market value of the government securities carried at amortized cost amounted to Rs.3,031.88 million (31 December 2014: Rs.2,715.914 million).
- 7.2 Market value of other fixed income securities carried at amortized cost amounted to Rs. 0.00 million (31 December 2014: Rs. 48.815 million).
- 7.3 Government securities includes Rs.115 million (31 December 2014: Rs. 115 million) placed with the State Bank of Pakistan, in accordance with Section 29 of the Insurance Ordinance, 2000.
- 7.4 Listed equities and mutual funds include investment in EFU General Insurance Limited (a related party) at carrying value of Rs. 1,585.474 million (31 December 2014: Rs. 1,205.972 million) representing 6.81% (31 December 2014: 6.81%) of the issued capital of the related party.
- 7.5 Market value of the listed equities and mutual funds held at lower of cost or market value amounted to Rs. 1,420.97 million (31 December 2014: Rs. 1,568 million).

## 8. CONTINGENCIES AND COMMITMENTS

- 8.1 Income tax assessment for Tax Year 2014 has been finalised. However, in 2013 Income Tax Department has imposed an additional tax demand under section 151(1)(d) on account of non-deduction of withholding tax on surrender and maturity amounting to Rs. 13.833 million and Rs. 15.014 million for Tax Year 2012 and 2013 respectively. The Company filed an appeal before Commissioner Inland Revenue (Appeals) and the same was dismissed. The Company has now filed a second appeal before the Appellate Tribunal and believes that the matter will be settled in its favour. No provision has been made in respect of the aforementioned additional tax demand.

- 8.2 The tax department has reopened the amended order u/s 125 (5A) for tax year 2009-2013 and raised a demand of Rs.25.7 million against dividend income so received by the Company to be tax at corporate rate instead of reduced rates as per first schedule read with section 5 of the income tax ordinance. The Company has now filed an appeal before CIT appeal and believes that the matter will be settled in its favour. No provision has been made in respect of aforementioned additional demand.

The Company is also in the process of filing a petition in Sindh High Court against the said amended orders.

- 8.3 Bank guarantees amounting to Rs.9.278 million has been given in respect of Group Life coverage. These bank guarantees will expire by 30 June 2017.

## 9. FIXED ASSETS

Rupees in '000

		Nine months ended - Unaudited			
		30 September 2015		30 September 2014	
		Additions	Disposals	Additions	Disposals
9.1	<b>Tangible and intangible</b>				
	Furniture, fixture and fittings	5 570	159	2 236	–
	Office equipment	5 337	–	2 519	3
	Computers	22 236	175	14 488	125
	Motor Vehicles	77 571	23 000	81 676	14 726
	Intangibles	624	–	243	–
	Capital work in progress	348 455	–	196 746	–
		<u>459 793</u>	<u>23 334</u>	<u>297 908</u>	<u>14 854</u>

Rupees in '000

		Nine months ended	
		30 September 2015	30 September 2014
10	<b>TAXATION</b>		
	Current	( 472 164 )	( 291 000 )
	Prior years	( 43 136 )	–
	Deferred	( 200 )	( 3 300 )
		<u>( 515 500 )</u>	<u>( 294 300 )</u>

- 10.1 Finance Act, 2015 has introduced a new tax under the section 5A of the Income Tax Ordinance, 2001 on every public company other than a scheduled bank or a Modaraba, that derives profits for a tax year but does not distribute cash dividend within six months of the end of the said tax year (requisite time) or distributes dividends to such an extent that its reserves, after such distribution, are in excess of hundred percent of its paid up capital. Such company is liable to pay tax at the rate of ten percent on undistributed reserves that exceed hundred percent of its paid up capital. The said provision shall not apply to public company which distributes profit equal to either forty per cent of its after tax profits or fifty per cent of its paid up capital, whichever is less, within six months of the end of the tax year.

The Company's undistributed reserves are in excess of its paid up capital. However, no provision has been made for tax on undistributed reserves as the Company intends to distribute sufficient cash dividend for the year ending 31 December 2015, so that such tax is not required to be paid.

The Company has provided for prior year taxation aggregating to Rs.43 million in this condensed interim financial information.

## 11. RELATED PARTY TRANSACTIONS

The related parties comprise of directors, key management personnel, associated companies / associated undertakings, and entities with common directors and retirement benefit fund. The transactions for the period and balances at the period / year end with related parties are as follows:

		Rupees in '000	
		Nine months ended - Unaudited	
		30 September 2015	30 September 2014
<b>11.1 Transactions</b>			
<b>11.1.1 Associated companies</b>			
Premium written		34 273	34 632
Premium paid		33 282	30 860
Claims paid		5 493	8 704
Claims received		5 083	3 259
Commission paid		67 945	87 069
Dividend paid		450 313	417 774
Dividend received		66 534	45 306
Bonus shares received		—	271 733
Redemption on mutual fund		208 523	—
<b>11.1.2 Employees' funds</b>			
Contribution to provident fund		15 417	13 924
Contribution to pension fund		12 045	11 114
<b>11.1.3 Key Management Personnel</b>			
Loan to Key Employees		13 000	—
Loan recovered		750	—
Compensation paid		82 109	75 592

		(Rupees in '000)	
		30 September 2015 Unaudited	31 December 2014 Audited
<b>11.2 Balances</b>			
Loan Receivable		13 000	750
Bank balances		670 667	40 085
Premium payable		38	224
Premium receivable		1 100	7
Investment in EFU General Insurance Company Limited		1 124 811	1 205 972
Investment in Jahangir Siddiqui & Company Limited		128 178	77 497
Investment in Associates		144 062	339 484

## 12. WINDOW TAKAFUL OPERATIONS

The Statement of financial position of Window Takaful Operations as at 30 September 2015 and its financial performance for the period ended 30 September 2015 are as follows:

## 12.1 Balance sheet

Note	Rupees '000				
	Shareholders' Fund	Statutory Funds		Aggregate	
		Individual Family Takaful	Group Family Takaful	30 September 2015 Unaudited	31 December 2014 Audited
<b>Share capital and reserves</b>					
Operator's Fund	50 000	–	–	50 000	–
Accumulated deficit	(61 457)	–	–	(61 457)	–
Net shareholders' equity	(11 457)	–	–	(11 457)	–
<b>Balance of statutory fund [including policyholders' liabilities Rs. 35.876 million (2014: Nil)]</b>					
Participant Investment Fund	3 444	30 520	–	33 964	–
Participant Takaful Fund - Waqf	–	4 210	2 003	6 213	–
Cede Money- Waqf	–	2 000	–	2 000	–
Shareholder's Fund unit holding in PIF	–	5 060	–	5 060	–
	3 444	41 790	2 003	47 237	–
<b>Creditors and accruals</b>					
Contribution received in advance	–	3 675	571	4 246	–
Amounts due to reinsurers/retakaful	–	2 083	3 834	5 917	–
Amounts due to agents	–	6 578	25	6 603	–
Accrued expenses	704	–	–	704	–
Other creditors and accruals	22 246	1 335	586	24 167	–
Inter funds payable	–	1 080	1 579	2 659	–
<b>Total liabilities</b>	22 950	14 751	6 595	44 296	–
<b>Total equity and liabilities</b>	14 937	56 541	8 598	80 076	–
<b>Cash and bank deposits</b>					
Policy stamps in hand	165	–	–	165	–
Current and other accounts	1 661	43 270	6 234	51 165	–
	1 826	43 270	6 234	51 330	–
<b>Investments</b>	7				
Government securities	–	5 042	–	5 045	–
Mutual funds	–	3 184	–	3 184	–
	–	8 226	–	8 226	–
<b>Current assets - others</b>					
Prepayments	4 647	–	–	4 647	–
Sundry receivables	2 697	3 708	785	7 190	–
Investment income accrued	–	257	–	257	–
Shareholder's Fund unit holding in PIF	5 060	–	–	5 060	–
Advances and deposits	707	–	–	707	–
Inter funds payable	–	1 080	1 579	2 659	–
	13 111	5 045	2 364	20 520	–
<b>Total assets</b>	14 937	56 541	8 598	80 076	–

## 12.2 Revenue Account

Rupees '000

	Statutory Funds		Aggregate			
	Individual Family Takaful	Group Family Takaful	Nine months ended		Three months ended	
			30 September 2015	30 September 2014	30 September 2015	30 September 2014
<b>12.2.1 Participants' Investment Fund (PIF)</b>						
<b>Income</b>						
Allocated contribution	34 075	–	34 075	–	21 222	–
Net investment income	(49)	–	(49)	–	(139)	–
Total net income	34 026	–	34 026	–	21 083	–
<b>Less: Claims and Expenditure</b>						
Wakalat-ul-Istismar	3 506	–	3 506	–	1 946	–
<b>Excess of income over claims and expenditure</b>	30 520	–	30 520	–	19 137	–
Add : Technical reserves at the beginning of the period	–	–	–	–	–	–
Less : Technical reserves at the end of the period	30 520	–	30 520	–	19 137	–
	(30 520)	–	(30 520)	–	(19 137)	–
<b>Surplus / (Deficit)</b>						
Movement in technical reserves	30 520	–	30 520	–	19 137	–
Balance of PIF at beginning of the period	–	–	–	–	–	–
Balance of PIF at end of the period	(a) 30 520	–	30 520	–	19 137	–
<b>12.2.2 Participants' Takaful Fund (PTF)</b>						
<b>Income</b>						
Contribution net of retakaful recoveries	6 774	4 449	11 223	–	5 299	–
Net investment income	28	–	28	–	–	–
Total net income	6 802	4 449	11 251	–	5 299	–
<b>Less: Claims and Expenditure</b>						
Wakala Fee	2 592	3 231	5 823	–	3 639	–
<b>Excess of income over claims and expenditure</b>	4 210	1 218	5 428	–	1 660	–
Add : Technical reserves at the beginning of the period	–	–	–	–	–	–
Less : Technical reserves at the end of the period	3 352	2 003	5 355	–	2 334	–
	(3 352)	(2 003)	(5 355)	–	(2 334)	–
<b>Surplus / (Deficit) before distribution</b>	858	(785)	73	–	(674)	–
Movement in technical reserves	3 352	2 003	5 355	–	2 334	–
Balance of PTF at beginning of the period	–	–	–	–	–	–
Qard-e-Hasna contributed from shareholder's fund	–	785	785	–	785	–
Balance of PTF at end of the period	(b) 4 210	2 003	6 213	–	2 445	–

### 12.2.3 Shareholders' Sub-Fund

(Rupees in '000)

	Statutory Funds		Aggregate			
	Individual Family Takaful	Group Family Takaful	Nine months ended 30 September		Three months ended 30 September	
			2015	2014	2015	2014
<b>Income</b>						
Un-allocated contribution	84 918	–	84 918	–	49 052	–
Net investment income	1 359	–	1 359	–	65	–
Wakalat-ul-Istismar - PIF	3 506	–	3 506	–	1 946	–
Wakala Fee - PTF	2 592	1 532	4 124	–	1 940	–
Total net income	92 375	1 532	93 907	–	53 003	–
<b>Less: Expenditure</b>						
Acquisition costs	111 425	262	111 687	–	61 647	–
Administration expenses	40 233	–	40 233	–	17 146	–
	151 658	262	151 920	–	78 793	–
<b>(Shortfall) / Excess of income over expenditure</b>	( 59 283 )	1 270	( 58 013 )	–	( 25 790 )	–
Add : Technical reserves at the beginning of the period	–	–	–	–	–	–
Less : Technical reserves at the end of the period	–	–	–	–	–	–
	–	–	–	–	–	–
<b>(Deficit) / surplus transferred to shareholders' fund</b>	( 60 363 )	( 1 094 )	( 61 457 )	–	( 29 234 )	–
Movement in technical reserves	–	–	–	–	–	–
Balance of shareholders' sub fund at beginning of the period	–	–	–	–	–	–
Qard-e-Hasna contributed from shareholder's fund	–	( 785 )	( 785 )	–	( 785 )	–
Retained earnings on other than participating business	1 080	1 579	2 659	–	2 659	–
Balance of shareholders' sub fund at end of the period (c)	1 080	1 579	2 659	–	2 659	–
Balance of statutory funds at end of the period (a+b+c)	35 810	3 582	39 392	–	24 241	–

### 12.3 Statement of contribution

#### Gross contribution

Regular contribution individual policies

First year	115 563	–	115 563	–	66 498	–
Single contribution individual policies	12 287	–	12 287	–	8 465	–
Group policies without cash values	–	8 283	8 283	–	3 627	–
Total gross contribution	127 850	8 283	136 133	–	78 590	–

#### 12.3.1 Participants' Investment Fund

Allocated regular contribution	21 788	–	21 788	–	12 757	–
Allocated single contribution	12 287	–	12 287	–	8 465	–
Total allocated contribution	34 075	–	34 075	–	21 222	–



### 12.3 Statement of contribution

	Statutory Funds		Aggregate		Rupees '000	
	Individual Family Takaful	Group Family Takaful	Nine months ended 30 September		Three months ended 30 September	
			2015	2014	2015	2014
<b>12.3.2 Participants' Takaful Fund</b>						
Allocated gross contribution	8 857	8 283	17 140	–	8 316	–
<b>Less: Retakaful contribution ceded</b>						
On individual life first year business	2 083	–	2 083	–	1 644	–
On group policies	–	3 834	3 834	–	1 373	–
<b>Total retakaful contribution ceded</b>	2 083	3 834	5 917	–	3 017	–
<b>Net Risk Contribution of PTF</b>	6 774	4 449	11 223	–	5 299	–
<b>12.3.3 Shareholders' Sub-Fund</b>						
Unallocated regular contribution	84 918	–	84 918	–	49 052	–

### 12.4 Statement of claims

#### Claims under Group Life Policies

Death Claim

1 700	1 700	–	1 700	–
1 700	1 700	–	1 700	–

### 12.5 Statement of Expenses

	Statutory Funds		Aggregate		Rupees '000	
	Individual Family Takaful	Group Family Takaful	Nine months ended 30 September		Three months ended 30 September	
			2015	2014	2015	2014
<b>Acquisition costs</b>						
<b>Shareholders' Sub-Fund</b>						
Remuneration to insurance intermediaries on individual policies:						
– commission on first year Contribution	56 288	–	56 288	–	34 020	–
– commission on single Contribution	493	–	493	–	416	–
– override commission	6 335	–	6 335	–	3 235	–
– other benefits to insurance intermediaries	38 866	–	38 866	–	18 269	–
	101 982	–	101 982	–	55 940	–
Remuneration to insurance intermediaries on group policies:						
– Commission	–	105	105	–	57	–
– other benefits to insurance intermediaries	–	157	157	–	157	–
Branch overheads	9 363	–	9 363	–	5 471	–
Other acquisition costs						
– policy stamps	80	–	80	–	22	–
<b>Total acquisition cost</b>	111 425	262	111 687	–	61 647	–
<b>Administration expenses</b>						
Salaries and other benefits	14 180	–	14 180	–	4 925	–
Travelling expenses	700	–	700	–	231	–
Cede money-Waqf	2 000	–	2 000	–	–	–
Actuary's fees	269	–	269	–	113	–
Medical fees	135	–	135	–	( 22 )	–
Legal and professional fee	5 307	–	5 307	–	2 705	–
Advertisements and publicity	6 633	–	6 633	–	5 463	–
Computer expenses	526	–	526	–	129	–
Printing and stationery	1 649	–	1 649	–	836	–
Depreciation	486	–	486	–	87	–
Amortisation	145	–	145	–	49	–
Rental	540	–	540	–	172	–
Postage	85	–	85	–	57	–
Fees and subscription	2 410	–	2 410	–	626	–
Other management expenses	5 168	–	5 168	–	1 775	–
<b>Net Management Expenses</b>	151 658	262	151 920	–	78 793	–

## 12.6 Statement of Investment Income

		Statutory Funds		Aggregate		Three months ended	
		Individual	Group	Nine months ended		30 September	
		Family	Family	30 September		30 September	
		Takaful	Takaful	2015	2014	2015	2014
<b>12.6.1 Participants' Investment Fund (PIF)</b>							
Return on government securities		117	–	117	–	46	–
Other Fixed Income securities		44	–	44	–	44	–
Unrealised gain on Investment		(210)	–	(210)	–	(229)	–
<b>Net investment income of PIF</b>	(a)	(49)	–	(49)	–	(139)	–
<b>12.6.2 Participants' Takaful Fund (PTF)</b>							
Interest on bank deposits		28	–	28	–	–	–
<b>Net investment income of PTF</b>	(b)	28	–	28	–	–	–
<b>12.6.3 Shareholders' Sub-Fund</b>							
Return on government securities		121	–	121	–	23	–
Interest on bank deposits		1 238	–	1 238	–	42	–
<b>Net investment income of shareholders' sub-fund</b>	(c)	1 359	–	1 359	–	65	–
<b>Net Investment Income</b>	(a+b+c)	1 338	–	1 338	–	(74)	–

## 13 GENERAL

**13.1** Corresponding figures have been rearranged and reclassified, wherever necessary, to facilitate comparison. However, there are no material reclassifications to report.

**13.2** Figures have been rounded off to the nearest thousand of rupees, unless otherwise stated.

## 14. DATE OF AUTHORIZATION FOR ISSUE

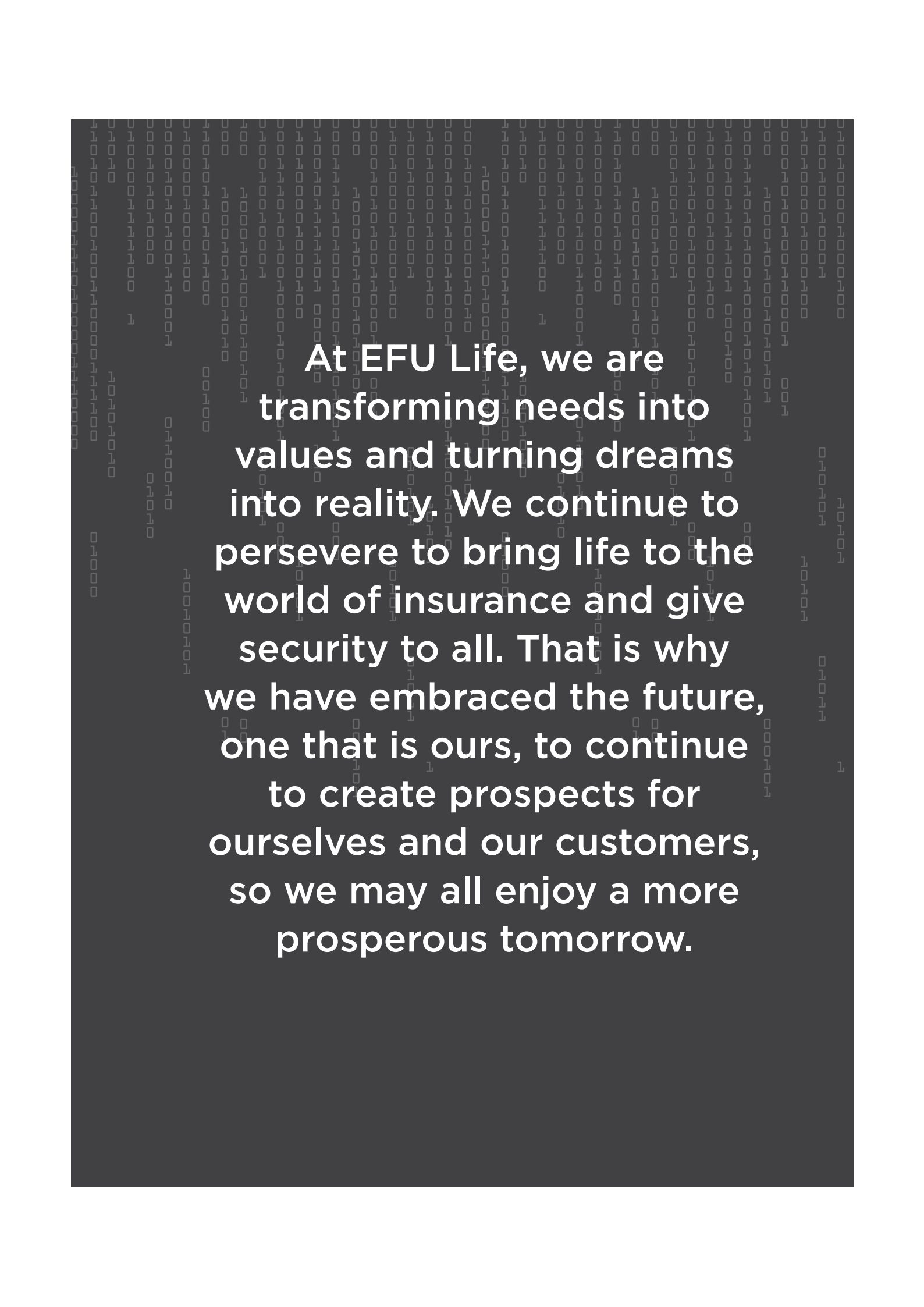
These condensed interim financial information were authorized for issue by the Board of Directors of the Company in their meeting held on 31 October 2015.

HASANALI ABDULLAH  
Director

SAIFUDDIN N. ZOOMKAWALA  
Director

TAHER G. SACHAK  
Managing Director &  
Chief Executive

RAFIQUE R. BHIMJEE  
Chairman



**At EFU Life, we are  
transforming needs into  
values and turning dreams  
into reality. We continue to  
persevere to bring life to the  
world of insurance and give  
security to all. That is why  
we have embraced the future,  
one that is ours, to continue  
to create prospects for  
ourselves and our customers,  
so we may all enjoy a more  
prosperous tomorrow.**

