



**TRANSFORMING IMAGINATION  
THROUGH DIGITIZATION**



QUARTERLY REPORT MARCH 2018

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# Company Information

## BOARD OF DIRECTORS

Jameel Yusuf (S.St)  
Ali Jameel  
Saad Nissar  
Andrew Borda  
Rana Assad Amin  
Waqar Ahmed Malik  
Syed Nadir Shah

## BOARD COMMITTEES

### Audit Committee

Syed Nadir Shah  
Ali Jameel  
Andrew Borda  
Chief Internal Auditor

Chairman  
Member  
Member  
Secretary

### Ethics, Human Resources, Remuneration & Appointment Committee

Waqar Ahmed Malik  
Ali Jameel  
Rana Assad Amin  
Syed Nadir Shah  
Head of HR

Chairman  
Member  
Member  
Member  
Secretary

### Finance & Investment Committee

Ali Jameel  
Andrew Borda  
Waqar Ahmed Malik  
Saad Nissar  
Chief Financial Officer

Chairman  
Member  
Member  
Member  
Secretary

## MANAGEMENT COMMITTEES

### Underwriting Committee

Andrew Borda  
Athar Abbas  
Kamran Hanif  
Head of Underwriting

Chairman  
Member  
Member  
Secretary

### Risk Management & Compliance Committee

Waqar Malik  
Chief Underwriting Officer  
Saad Nissar  
Chief Risk Officer

Chairman  
Member  
Member  
Secretary

### Claim Settlement Committee

Saad Nissar  
Shehzad Dhedhi  
Syed Kazim Hassan  
Head of Claims

Chairman  
Member  
Member  
Secretary

### Reinsurance & Coinsurance Committee

Andrew Borda  
Athar Abbas  
Head of Reinsurance

Chairman  
Member  
Secretary

## BANKERS

Al-Baraka Bank.  
Bank Al Habib Ltd.  
Bank Islami Pakistan Ltd.  
Dubai Islamic Bank.  
Faysal Bank Ltd.  
Habib Bank Ltd.  
Habib Metropolitan Bank.  
JS Bank Ltd.  
MCB Bank Ltd.  
Meezan Bank Ltd.  
MobilinkMicro Finance Bank Ltd.  
National Bank of Pakistan  
Silk Bank  
Summit Bank  
Telenor Micro Finance Bank Ltd.  
United Bank Ltd

## AUDITORS

EY Ford Rhodes  
Chartered Accountants

## LEGAL ADVISOR

Lari & Co. Maritime &  
Insurance Advocates

## SHARE REGISTRAR

THK Associates (Pvt) Limited  
1st Floor, 40-C, Block-6, P.E.C.H.S  
Karachi-75400, Pakistan.  
Tel: 021.34168270  
UAN: 021.111.000.322  
Fax: 021.34168271

## REGISTERED OFFICE

11th & 12th Floor, Centrepoint,  
Off Shaheed-e-Millat Expressway,  
Adjacent KPT Interchange Flyover,  
Karachi, Postal Code: 74900  
Fax: 021.35316032  
UAN: 021.111.000.301  
Tel: 021.37130223

## WEB PRESENCE

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



## Geographical Presence

### KARACHI

#### Head Office

TPL Insurance Ltd.  
11 & 12 Floor, Centrepont,  
Off Shaheed-e-Millat Expressway,  
Adjacent K.P.T. Interchange,  
Karachi - 74900  
Tel: 021.37130223  
Fax: 021.35316031-2  
UAN: 021.111.000.301

### LAHORE

Branch Office Lahore  
51-M, Denim Road,  
Quaid-e-Azam Industrial Estate,  
KotLakhpat, Lahore.  
UAN: 042.111.000.300  
Fax: 042.35157233

### ISLAMABAD

Branch Office Islamabad  
55-B, 10th Floor (South) ISE Tower,  
Jinnah Avenue, Blue Area,  
Islamabad.  
UAN: 051.111.000.300  
Fax: 051.2895073

### FAISALABAD

Branch Office Faisalabad  
Office No. 4-02, 4th Floor,  
Meezan Executive Tower,  
Civil Lines, Faisalabad.  
UAN: 051.111.000.300  
Tel: 041.8501471-3  
Fax: 041.8501470

### MULTAN

Branch Office Multan  
Haider Street, Shalimar Colony  
Northern Bypass-Boson Road,  
Multan.  
UAN: 061.111.000.300  
Fax: 061.44243451

### HYDERABAD

Branch Office Hyderabad  
A-8, District Council Complex,  
Hyderabad.  
Tel: 022.2728676  
Fax: 022.2783154

## Directors' Report

On behalf of the Board of Directors, I am pleased to present the unaudited condensed interim financial statements for the quarter ended 31 March 2018.

Gross written premium grew from Rs. 587 million in the corresponding period last year to Rs. 665 million this year which represents a growth of 13% (including contributions from Window Takaful Operations). Motor insurance grew from Rs. 554 million to Rs. 587 million (6% growth) and non-motor insurance (fire, marine, travel and health) more than doubled from Rs. 33 million to Rs. 78 million (129% growth). The increase in non-motor lines is due to our strong focus and ongoing investment in this area.

The Company reported loss after tax amounting to Rs. 10 million (2017: profit after tax Rs. 31.8 million). This is partly due to ongoing investment in human capital and infrastructure in our non-motor lines. Further, there has been an increase in the claim ratio by 3% over prior year due to an increase in claim frequency by 2% over the same period.

We are confident that given the current economic progress of the country, coupled with improved law and order situation, the outlook for the insurance industry is promising. With focus on developing our non-motor segments, increasing our market share in motor and leveraging on our strength of unrivaled customer service, we will deliver profitable growth across all lines of business.

We would like to thank all our stakeholders, business partners, Pakistan Stock Exchange, SECP and staff for their continued support.

For and on behalf of the Board of Directors.



**Saad Nissar**  
Chief Executive Officer

24 April 2018



## ڈائریکٹرز کا جائزہ:

بورڈ آف ڈائریکٹرز کی طرف سے میں 31 مارچ، 2018 کو ختم ہونے والی سہ ماہی کے لئے غیر آڈٹ شدہ کنڈیٹسڈ عبوری مالیاتی گوشوارے پیش کرنے پر خوشی محسوس کر رہا ہوں۔


اس سال کل تحریر کردہ پریمیم، پچھلے سال کے اسی دورانیہ سے حاصل ہونے والے 587 ملین روپے سے بڑھ کر 665 ملین روپے ہو گیا جو کہ 13% ترقی کی نمائندگی کرتا ہے (بشمول شراکت وٹڈ وٹاکفل آپریشنز)۔ موثر انشورنس 554 ملین روپے سے بڑھ کر 587 ملین روپے (6% کی ترقی) ہو گئی اور کمرشل لائنز آف بزنس (فائز، میرین، ٹریول اور ہیلتھ) 33 ملین روپے دو گئے سے زیادہ بڑھ کر 78 ملین روپے (129% کی ترقی) تک پہنچ گئی۔ کمرشل لائنز آف بزنس میں اضافے کی وجہ ہماری اس میں مضبوط توجہ اور جاری سرمایہ کاری ہے۔

کمپنی نے ٹیکس کی ادائیگی کے بعد 10.0 ملین روپے کا نقصان کیا (2017: منافع بعد از ٹیکس 31.8 ملین روپے)۔ یہ جزوی طور پر ہماری کمرشل لائنز آف بزنس میں انسانی سرمایہ اور بنیادی ڈھانچے میں جاری سرمایہ کاری کی وجہ سے ہے۔ اسکے علاوہ گیمز کے تناسب میں گزشتہ سال کے مقابلے میں 3% کی شرح میں اضافہ ہو ہے جس کی وجہ اسی مدت کے دوران 2% کے گیمز کی تعداد میں اضافہ ہے۔

ملک کی موجودہ اقتصادی پیش رفت، امن وامان کی بہتر صورتحال کے باعث، ہمیں یقین ہے کہ انشورنس کی صنعت کا آؤٹ لک امید افزاء ہے۔ کارپوریٹ لائنوں پر مرکوز توجہ اور غیر جانبدار کسٹمر سروس کی طاقت کے فائدے کے ساتھ ہم تمام کاروباری لائنز میں منافع بخش ترقی فراہم کریں گے۔

ہم اپنے تمام اسٹیک ہولڈرز، کاروباری شراکت دار، پاکستان اسٹاک ایکسچینج، SECP اور اسٹاف کا مسلسل مدد کرنے پر شکریہ ادا کرنا چاہتے ہیں۔

برائے اور من جانب بورڈ آف ڈائریکٹرز

  
صدر شمار

چیف ایگزیکٹو آفیسر

24 اپریل، 2018



# **FINANCIAL STATEMENTS**

CONDENSED INTERIM  
**STATEMENT OF FINANCIAL POSITION**  
AS AT 31 MARCH 2018

	Note	Unaudited 31 March 2018	Audited 31 December 2017
		(Rupees)	
ASSETS			
Property and equipment		148,698,101	79,476,151
Intangible assets		14,816,730	11,913,934
Investments			
Equity securities and mutual fund units	6	476,158,780	620,003,489
Debt securities	7	133,758,730	99,457,402
Term deposits		325,000,000	350,000,000
Loans and other receivables		449,371,091	274,370,944
Insurance / reinsurance receivables		302,638,565	258,493,866
Reinsurance recoveries against outstanding claims		29,609,265	21,515,947
Salvage recoveries accrued		36,577,185	40,201,885
Deferred commission expense	11	70,248,517	61,621,674
Deferred taxation		19,213,177	21,237,574
Taxation - provision less payment		324,183	-
Prepayments		171,839,434	193,241,458
Cash and bank balances		76,938,587	133,592,489
		2,255,192,345	2,165,126,813
Total assets of General Takaful Operations - Operator's Fund		356,423,722	335,497,378
Total Assets		2,611,616,067	2,500,624,191
EQUITIES AND LIABILITIES			
Ordinary share capital		755,158,990	755,158,990
Share premium - net of share issuance cost		138,676,334	138,676,334
Unappropriated profits		243,892,127	253,917,562
Available-for-sale reserve		(21,070,548)	(26,446,916)
Total Equity		1,116,656,903	1,121,305,970
Liabilities			
Underwriting Provisions			
Outstanding claims including IBNR	10	191,267,804	129,515,223
Unearned premium reserves	9	685,193,696	671,873,202
Unearned reinsurance commission	11	5,980,801	4,358,320
Premium received in advance		4,590,063	2,779,623
Insurance / reinsurance payables		133,115,269	114,673,701
Other creditors and accruals		225,097,529	219,116,925
Taxation - provision less payment		-	2,733,398
Total Liabilities		1,245,245,162	1,145,050,393
Total equity and liabilities		2,361,902,065	2,266,356,363
Total liabilities of General Takaful Operations - Operator's Fund		249,714,002	234,267,828
Total equity and liabilities		2,611,616,067	2,500,624,191
Contingencies and commitment	8		

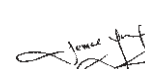
The annexed notes from 1 to 16 form an integral part of these financial statements.

  
Director

  
Director

  
Chief Financial Officer

  
Chief Executive Officer

  
Chairman

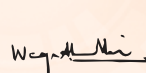


CONDENSED INTERIM STATEMENT OF  
**COMPREHENSIVE INCOME (UNAUDITED)**  
 FOR THE THREE MONTHS PERIOD ENDED 31 MARCH 2018

	Note	March 2018	March 2017
		(Rupees)	
Net insurance premium	9	322,070,244	331,843,668
Net Insurance claims	10	(156,382,639)	(139,928,927)
Net commission expense	11	(29,256,009)	(28,458,533)
Insurance claims and commission expense		(185,638,648)	(168,387,460)
Management expenses		(113,690,888)	(99,663,296)
Underwriting results		22,740,708	63,792,912
Investment income		14,412,828	3,430,656
Other income		44,802,952	42,475,301
Other expenses		(77,449,334)	(74,011,644)
<b>Results of operating activities</b>		<b>4,507,154</b>	<b>35,687,225</b>
Financial charges		(321,414)	-
Profit before tax from General Insurance Operations		4,185,740	35,687,225
Profit / (Loss) before tax from Window Takaful Operations		(8,661,998)	13,300,982
<b>Profit / (Loss) before tax for the period</b>		<b>(4,476,258)</b>	<b>48,988,207</b>
Income tax expense		(5,549,177)	(17,186,862)
<b>Profit / (Loss) after tax</b>		<b>(10,025,435)</b>	<b>31,801,345</b>
<b>Other comprehensive income:</b>			
Unrealised gains / (loss) on available-for-sale investments during the period		10,728,986	(2,008,529)
Less: Net gain transferred to profit and loss on disposal / redemption of investment		(3,048,460)	-
		7,680,526	(2,008,529)
Related tax impact		(2,304,158)	622,644
<b>Other comprehensive income / (loss) for the period</b>		<b>5,376,368</b>	<b>(1,385,885)</b>
<b>Total comprehensive income for the period</b>		<b>(4,649,067)</b>	<b>30,415,460</b>
<b>Earning (after tax) per share - Rupees</b>	12	<b>(0.13)</b>	<b>0.42</b>

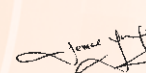
The annexed notes from 1 to 16 form an integral part of these financial statements.

  
 Director

  
 Director

  
 Chief Financial Officer

  
 Chief Executive Officer

  
 Chairman


**CONDENSED INTERIM STATEMENT OF  
CHANGES IN EQUITY (UNAUDITED)**  
FOR THE THREE MONTHS PERIOD ENDED 31 MARCH 2018

	Share Capital	Reserves					Total
		Capital reserve		Revenue Reserves		Total	
		Share Premium	Share Issuance Cost	Net share premium	Unappropriated profit		
----- (Rupees) -----							
Balance as at January 1, 2017	755,158,990	147,579,495	(8,903,161)	138,676,334	148,890,951	2,266,815	1,044,993,090
Net profit for the period	-	-	-	-	31,801,345	-	31,801,345
Change in fair value of available for sale investments	-	-	-	-	-	(1,385,885)	(1,385,885)
Total comprehensive income for the period	-	-	-	-	31,801,345	(1,385,885)	30,415,460
Balance as at March 31, 2017	755,158,990	147,579,495	(8,903,161)	138,676,334	180,692,296	880,930	1,075,408,550
Balance as at January 1, 2018	755,158,990	147,579,495	(8,903,161)	138,676,334	253,917,562	(26,446,916)	1,121,305,970
Net loss for the period	-	-	-	-	(10,025,435)	-	(10,025,435)
Change in fair value of available for sale investments	-	-	-	-	-	5,376,368	5,376,368
Total comprehensive income / (loss) for the period	-	-	-	-	(10,025,435)	5,376,368	(4,649,067)
Balance as at March 31, 2018	755,158,990	147,579,495	(8,903,161)	138,676,334	243,892,127	(21,070,548)	1,116,656,903

The annexed notes from 1 to 16 form an integral part of these financial statements.

  
Director

  
Director

  
Chief Financial Officer

  
Chief Executive Officer

  
Chairman

CONDENSED INTERIM  
**STATEMENT OF CASH FLOW (UNAUDITED)**  
 FOR THE THREE MONTHS PERIOD ENDED 31 MARCH 2018

	March 2018	March 2017
	(Rupees)	
<b>Operating cash flow</b>		
(a) Underwriting activities		
Insurance premium received	318,336,290	332,301,341
Reinsurance premium paid	(20,429,915)	(7,384,938)
Claims paid	(159,106,817)	(170,047,118)
Reinsurance and other recoveries received	60,008,142	43,055,291
Commission paid	(35,191,738)	(24,802,491)
Commission received	5,522,666	-
Management and other expenses paid	(260,132,712)	(105,179,377)
<b>Net cash flow from underwriting activities</b>	<b>(90,994,084)</b>	<b>67,942,708</b>
(b) Other operating activities		
Income tax paid	(5,519,498)	(7,989,640)
Other operating payments	(58,316,642)	(23,579,149)
Loans advanced	(1,460,000)	(692,325)
Loan repayment received	902,508	383,080
Net cash flow from other operating activities	(64,393,632)	(31,878,034)
<b>Total cash flow from all operating activities</b>	<b>(155,387,716)</b>	<b>36,064,674</b>
<b>Investment activities</b>		
Profit / return received	7,936,321	7,398,485
Payment for investments	(34,635,265)	(300,000,000)
Proceeds from investments	179,573,695	1,708,050
Fixed capital expenditure	(78,819,523)	(1,353,500)
<b>Total Cash flow from (used in) investing activities</b>	<b>74,055,228</b>	<b>(292,246,965)</b>
<b>Financing activities</b>		
Financial charges paid	(321,414)	(61,286)
<b>Total cashflow from financing activities</b>	<b>(321,414)</b>	<b>(61,286)</b>
<b>Net cash flow from all activities</b>	<b>(81,653,902)</b>	<b>(256,243,577)</b>
Cash and cash equivalents at beginning of period	483,592,489	893,417,583
<b>Cash and cash equivalents at end of period</b>	<b>401,938,587</b>	<b>637,174,006</b>

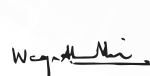
CONDENSED INTERIM  
**STATEMENT OF CASH FLOW (UNAUDITED)**  
 FOR THE THREE MONTHS PERIOD ENDED 31 MARCH 2018

	March 2018	March 2017
	<b>(Rupees)</b>	
<b>Reconciliation to Profit and Loss Account</b>		
Operating cash flows	(155,387,716)	36,064,674
Depreciation expense	(13,018,344)	(19,138,297)
Income Tax Paid	5,519,498	7,989,640
Financial charges expense	(321,414)	(61,286)
Profit/(loss) on disposal of Property, plant and equipment	(189,160)	-
Return on Government Securities	2,264,302	2,607,606
Profit/(loss) on disposal of investments	-	823,050
Profit on Term Deposits	9,113,035	7,776,927
Other Income	44,802,952	42,475,301
Share of Profit from WTO-OF	(8,661,998)	13,300,982
Provision for taxation	(5,549,177)	(17,186,862)
Increase / (decrease) in assets other than cash	211,597,357	76,284,594
(Increase) / decrease in liabilities other than borrowings	(100,194,770)	(119,134,984)
<b>Profit (loss) after taxation</b>	<b>(10,025,435)</b>	<b>31,801,345</b>

The annexed notes from 1 to 16 form an integral part of these financial statements.



Director



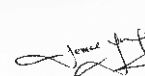
Director



Chief Financial Officer



Chief Executive Officer



Chairman

NOTES TO THE  
**CONDENSED INTERIM FINANCIAL STATEMENTS**  
FOR THE THREE MONTHS PERIOD ENDED 31 MARCH 2018

**1 LEGAL STATUS AND NATURE OF BUSINESS**

- 1.1** TPL Insurance Limited (Formerly TPL Direct Insurance Limited) (the Company) was incorporated in Pakistan in 1992 as a public limited company under the Companies Ordinance, 1984 (now Companies Act, 2017) to carry on general insurance business. The Company was allowed to work as Window Takaful Operator on 04 September 2014 by Securities and Exchange Commission of Pakistan (SECP) under SECP Takaful Rules, 2012 to carry on General Window Takaful Operations in Pakistan. The Company is listed at Pakistan Stock Exchange Limited. The principal office of the Company is located at 12th Floor, Centrepoint, Off Shaheed-e-Millat Expressway, Near KPT Interchange Flyover, Karachi, Pakistan.

**2 BASIS OF PREPARATION**

- 2.1** These condensed interim financial information has been prepared in accordance with the requirement of the International Accounting Standard 34 - Interim Financial Reporting as applicable in Pakistan, provision of and directives issued under the Companies Act 2017, Insurance Ordinance 2000, Insurance Rules 2017, Takaful Rules 2017. In case requirements differ, the provisions or directives of the Companies Act, 2017, Insurance Ordinance 2000, Insurance Rules 2017 and Takaful Rules 2012 have been followed.
- 2.2** In terms of the requirements of the Takaful Rules 2012, read with SECP Circular 25 of 2015 dated 09 July 2015, the assets, liabilities and profit and loss of the Operator's Fund of the General Takaful Operations of the Company have been presented as a single line item in the statement of financial position and statement of comprehensive income of the Company respectively.
- 2.3** Further, a separate set of financial statements of the General Takaful operations has been annexed to these financial statements as per the requirements of the Takaful Rules 2012.
- 2.4** This condensed interim financial statements has been prepared on the historical cost basis except for certain investment which are carried at fair value.
- 2.5** This condensed interim financial statements has been presented in Pak Rupees which is also the Company's functional currency. All financial information presented in Pak Rupees has been rounded to nearest Rupees, unless otherwise stated.

**3 SIGNIFICANT ACCOUNTING POLICIES**

The accounting policies and method of computation adopted in the preparation of this condensed interim financial information are consistent with those followed in the preparation of the annual financial statements of the Company as at and for the year ended 31 December 2017.

**4 ESTIMATES AND JUDGEMENTS**

The preparation of this condensed interim financial information in conformity with approved accounting standards requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Company's accounting policies. The estimates / judgments and associated assumptions used in the preparation of the financial statements are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.



## 5 FINANCIAL AND INSURANCE RISK MANAGEMENT

The Company's financial and insurance risk management objectives and policies are consistent with those that were disclosed in the annual financial statements as at and for the year ended 31 December 2017.

## 6 INVESTMENT IN EQUITY SECURITIES AND MUTUAL FUNDS

	(Unaudited)				(Audited)			
	31 March 2018				31 December 2017			
	Cost	Impairment / Provision	Revaluation surplus/(deficit)	Carrying Value	Cost	Impairment / Provision	Revaluation surplus/(deficit)	Carrying Value
(Rupees)								
<b>Available-for-sale</b>								
<b>Related party</b>								
<b>Listed shares</b>								
TPL Properties Limited (3% holding)	100,000,000	-	(21,280,000)	78,720,000	100,000,000	-	(4,960,000)	95,040,000
	100,000,000	-	(21,280,000)	78,720,000	100,000,000	-	(4,960,000)	95,040,000
<b>Others</b>								
<b>Listed shares</b>								
Business Industrial Insurance Company Limited	251,260	(251,260)	-	-	251,260	(251,260)	-	-
Bank of Punjab Limited	357,727	(294,024)	12,679	76,382	357,727	(294,024)	-	63,703
Hub Power Company Limited	357,000	-	648,000	1,005,000	357,000	-	553,000	910,000
Bank of Khyber	162,975	-	52,491	215,466	162,975	-	42,158	205,133
Summit Bank Limited	514,765	(470,445)	(3,200)	41,120	514,765	(470,445)	-	44,320
	1,643,727	(1,015,729)	709,970	1,337,968	1,643,727	(1,015,729)	595,158	1,223,156
<b>Mutual funds</b>								
AKD Aggressive Income	28,046,960	-	728,175	28,775,135	101,258,483	-	1,655,064	102,913,547
AKD Opportunity	95,312,797	-	(3,248,496)	92,064,301	95,312,797	-	(14,162,374)	81,150,423
Askari High Yield Scheme	50,738,889	-	1,070,440	51,809,329	100,000,000	-	369,396	100,369,396
Alfalsh GHP Income Multiplier	-	-	-	-	2,245,206	-	51,315	2,296,521
Alfalsh GHP Stock Fund	68,825,591	-	(5,794,323)	63,031,268	68,825,591	-	(11,603,296)	57,222,295
Faysal Asset Allocation	44,970,104	-	(5,310,756)	39,659,348	44,970,104	-	(9,758,347)	35,211,757
Faysal Money Market	25,000,000	-	681,152	25,681,152	25,000,000	-	356,445	25,356,445
First Habib Cash Fund	25,398,859	-	419,384	25,818,243	50,000,000	-	170,325	50,170,325
First Habib Stock Fund	499,999	-	384,680	884,679	499,999	-	290,444	790,443
HBL Cash Fund	50,428,710	-	1,568,390	51,997,100	50,428,710	-	887,469	51,316,179
UBL Growth & Income	-	-	-	-	2,206,252	-	40,942	2,247,194
UBL Stock Advantage	16,957,212	-	(576,956)	16,380,256	16,957,212	-	(2,261,404)	14,695,808
	406,179,121	-	(10,078,310)	396,100,812	557,704,354	-	(33,964,021)	523,740,333
	507,822,848	(1,015,729)	(30,648,340)	476,158,780	659,348,081	(1,015,729)	(38,328,863)	620,003,489

## 7 INVESTMENT IN DEBT SECURITIES

		(Unaudited) 31 March 2018	Audited 31 December 2017
	Note	(Rupees)	
<b>Held to maturity</b>			
Pakistan Investment Bonds (PIBs)	8.1	133,758,730	99,457,402

- 7.1 This represents ten & five years Pakistan Investment Bonds having face value of Rs. 135 million (market value of Rs. 139.351 million) [31 December 2017: Rs. 100 million (market value of Rs. 106.402 million)]. These carry mark-up ranging from 7.75% to 12% (31 December 2017: 8.75% to 12%) per annum and will mature between 03 September 2019 to 29 December 2021. These have been deposited with the State Bank of Pakistan (SBP) as statutory deposit in accordance with the requirements of Section 29 of the Insurance Ordinance 2000 and circular No. 15 of 2008 dated 7 July 2008 issued by the Securities and Exchange Commission of Pakistan.

## 8 CONTINGENCIES AND COMMITMENT

There is no change in the status of the contingencies and commitments and is same as disclosed in the financial statements of the Company as at and for the year ended 31 December 2017.

	(Unaudited) 31 March 2018	(Unaudited) 31 March 2017
	----(Rupees)----	
<b>9 NET INSURANCE PREMIUM</b>		
Written net premium	360,670,549	366,951,139
Add: Unearned premium reserve opening	671,873,202	699,873,641
Less: Unearned premium reserve closing	(685,193,696)	(717,809,591)
<b>Premium earned</b>	<b>347,350,055</b>	<b>349,015,189</b>
Less: Reinsurance premium ceded	38,871,483	23,531,015
Add: Prepaid reinsurance premium opening	31,040,660	29,880,970
Less: Prepaid reinsurance premium closing	(44,632,333)	(36,240,464)
<b>Reinsurance expense</b>	<b>25,279,811</b>	<b>17,171,521</b>
<b>Net Insurance Premium</b>	<b>322,070,244</b>	<b>331,843,668</b>
<b>10 NET INSURANCE CLAIMS EXPENSE</b>		
Claims paid/ payable	159,106,817	170,047,118
Add: Outstanding claims including IBNR closing	191,267,804	137,943,927
Less: Outstanding claims including IBNR opening	(129,515,223)	(126,585,842)
<b>Claims expense</b>	<b>220,859,398</b>	<b>181,405,203</b>
Less: Reinsurance and other recoveries received	60,008,142	43,055,291
Add: Reinsurance and other recoveries in respect of outstanding claims net of impairment - closing	66,186,450	38,363,879
Less: Reinsurance and other recoveries in respect of outstanding claims net of impairment - opening	(61,717,833)	(39,942,894)
<b>Reinsurance and other recoveries revenue</b>	<b>64,476,759</b>	<b>41,476,276</b>
<b>Net Insurance Claims Expense</b>	<b>156,382,639</b>	<b>139,928,927</b>
<b>11 NET COMMISSION EXPENSE</b>		
Commissions paid or payable	41,783,037	29,002,502
Add: Deferred commission - opening	61,621,674	60,865,415
Less: Deferred commission - closing	(70,248,517)	(59,102,097)
<b>Commission expense</b>	<b>33,156,194</b>	<b>30,765,820</b>
Less: Commission from reinsurers		
Commission received or receivable	5,522,666	2,840,487
Add: Deferred commission - opening	4,358,320	4,569,980
Less: Deferred commission - closing	(5,980,801)	(5,103,180)
<b>Commission from reinsurance</b>	<b>3,900,185</b>	<b>2,307,287</b>
<b>Net Commission Expense</b>	<b>29,256,009</b>	<b>28,458,533</b>

	(Unaudited) 31 March 2018	(Unaudited) 31 March 2017
	----(Rupees)----	
<b>12 EARNINGS PER SHARE - BASIC AND DILUTED</b>		
Profit / (Loss) after tax for the period	(10,025,435)	31,801,345
	----(Number of Shares)----	
Weighted average number of ordinary shares of Rs.10 each	75,515,899	75,515,899
	----(Rupees)----	
Earnings per share - basic and diluted	(0.13)	0.42

### 13 TRANSACTIONS WITH RELATED PARTIES

**13.1** The related parties comprise Holding Company, associated undertakings, common directorships, employees provident fund, directors and key management personnel. The balances with / due from and transactions with related parties, other than those which have been specifically disclosed elsewhere in the financial statements are as follows:

#### 13.2 Balances and transactions with related parties

	(Unaudited) 31 March 2018	(Unaudited) 31 March 2017
	----(Rupees)----	
<b>TPL Trakker Limited - (associated company)</b>		
Opening balance - receivable	31,369,420	75,450,164
Services received in respect of tracking devices	-	(53,834,691)
Interest charged during the period	2,400,000	1,912,423
Equipment removal / transfer charges	-	(4,833,048)
Net expenses charged - group shared costs	(2,639,512)	(9,786,482)
Rent charged on tracking units	(12,825,471)	(2,447,957)
Net payment made by the Company	158,801,098	27,250,937
<b>Closing balance - receivable</b>	<b>177,105,535</b>	<b>33,711,346</b>
<b>Advance to TPL Trakker Limited - (associated company)</b>		
Balance at the beginning and end of the period	200,000,000	-

This represents advance to a related party. A special resolution of the shareholders authorizing the Company to extend advance upto Rs. 200 million was passed in Extraordinary General Meeting of the Company held on 11 December 2017. The balance carries interest at the rate of 1 year KIBOR + 3.5% with a floor of 10% per annum.

	(Unaudited) 31 March 2018	(Unaudited) 31 March 2017
	----(Rupees)----	
<b>TPL Properties Limited- common directorship</b>		
Opening balance - receivable	11,763,149	8,578,400
Advance rent paid during the period	28,471,672	45,014,501
Rent and maintenance expenses during the period	(11,253,624)	(10,230,285)
Expenses incurred by the company	2,472,620	-
<b>Closing balance - receivable</b>	<b>31,453,817</b>	<b>43,362,616</b>

	(Unaudited) 31 March 2018	(Unaudited) 31 March 2017
	----- (Rupees) -----	
<b>Virtual World (Private) Limited - common directorship</b>		
Opening accrued outsourcing expenses	644,000	736,000
Services received during the period	1,932,000	2,346,000
Payments made during the period	(644,000)	(1,518,000)
<b>Closing Accrued Outsourcing Expenses</b>	<b>1,932,000</b>	<b>1,564,000</b>
<b>TRG Pakistan Limited</b>		
Opening balance - receivable	884,936	5,050,162
Sublet of office premises	-	1,139,165
Payment received during the period	-	(3,322,596)
<b>Closing balance - Receivable</b>	<b>884,936</b>	<b>2,866,731</b>
<b>Centrepont Management Services (Private) Limited - common directorship</b>		
Opening balance - receivable (payable)	1,812,001	(2,665,969)
Prepaid maintenance charges during the period	8,266,896	8,492,357
Services received during the period	(3,156,480)	(2,173,202)
Payments made during the period	1,344,479	3,154,125
<b>Closing balance - Receivable</b>	<b>8,266,896</b>	<b>6,807,311</b>
<b>TPL Security Services (Private) Limited - common directorship</b>		
Opening balance	719,357	-
Expenses incurred by the company	824,206	-
Services received during the period	300,000	80,000
Payments made during the period	(300,000)	(80,000)
<b>Closing balance - Receivable</b>	<b>1,543,563</b>	<b>-</b>
<b>TPL Direct Insurance Limited Employees Provident Fund</b>		
Opening balance - payable	3,323,344	1,173,732
Charge for the period	6,149,646	4,984,024
Contribution made during the period	(9,472,990)	(4,534,398)
<b>Closing balance - Payable</b>	<b>-</b>	<b>1,623,358</b>
<b>TPL Life Insurance Limited - common directorship</b>		
Opening balance - receivable	1,561,209	-
Expenses incurred on behalf of TPL Life	3,496,826	-
Services received from TPL Life	(286,987)	(1,321,458)
Payments made during the period	11,490,552	-
<b>Closing balance - Receivable</b>	<b>16,261,600</b>	<b>(1,321,458)</b>
<b>Window Takaful Operations - Participant Takaful Fund</b>		
Opening balance - receivable	14,608,836	5,897,661
Tracking rental charged by the Company during the period	45,700,000	34,460,000
Payments made / (received) by the Company on behalf of PTF - net	(85,131,314)	(7,639,741)
Payments received / (made) by PTF - net	33,000,000	-
<b>Closing balance - Receivable</b>	<b>8,177,522</b>	<b>32,717,920</b>

## 14 SEGMENT REPORTING

Gross Written Premium  
(inclusive of Administrative Surcharge)

Insurance premium earned

Insurance premium ceded to reinsurers

**Net insurance premium**

Commission income

**Net underwriting income**

Insurance claims

Insurance claims recovered from reinsurers

**Net Claims**

Commission expense

Management expenses

Net insurance claims and expenses

**Underwriting result**

Investment income

Other income

Other expenses

**Results of operating activities**

Other charges

**Profit before tax from General Insurance Operations**

Profit before tax from Window Takatuf Operations - Operator's Fund

**Loss before tax for the period**

(Unaudited)					
Three months period ended 31 March 2018					
Fire & property damage	Marine, aviation & transport	Motor	Health	Miscellaneous	Aggregate
(Rupees)					
23,829,817	13,261,365	286,607,010	33,497,782	3,474,575	360,670,549
19,888,980	10,967,319	296,722,299	16,345,694	3,425,763	347,350,055
(15,018,105)	(6,830,534)	(2,965,725)	(284,243)	(181,204)	(25,279,811)
<b>4,870,875</b>	<b>4,136,785</b>	<b>293,756,574</b>	<b>16,061,452</b>	<b>3,244,559</b>	<b>322,070,244</b>
2,251,218	1,625,547	-	-	23,421	3,900,185
<b>7,122,092</b>	<b>5,762,331</b>	<b>293,756,574</b>	<b>16,061,452</b>	<b>3,267,980</b>	<b>325,970,429</b>
(16,308,323)	(2,623,118)	(185,858,683)	(2,349,252)	(13,720,022)	(220,859,398)
11,279,678	2,543,189	44,305,833	-	6,348,060	64,476,759
<b>(5,028,645)</b>	<b>(79,930)</b>	<b>(141,552,850)</b>	<b>(2,349,252)</b>	<b>(7,371,962)</b>	<b>(156,382,639)</b>
(3,965,938)	(1,914,682)	(19,706,104)	(7,165,194)	(404,276)	(33,156,194)
(7,511,656)	(4,180,259)	(90,344,514)	(10,559,200)	(1,095,259)	(113,690,888)
(16,506,239)	(6,174,871)	(251,603,468)	(20,073,646)	(8,871,496)	(303,229,721)
<b>(9,384,147)</b>	<b>(412,539)</b>	<b>42,153,106</b>	<b>(4,012,195)</b>	<b>(5,603,517)</b>	<b>22,740,708</b>
					14,412,828
					44,802,952
					(77,449,334)
					<b>4,507,153</b>
					(321,414)
					<b>4,185,739</b>
					(8,661,998)
					<b>(4,476,259)</b>

Gross Written Premium  
(inclusive of Administrative Surcharge)

Insurance premium earned

Insurance premium ceded to reinsurers

**Net insurance premium**

Commission income

**Net underwriting income**

Insurance claims

Insurance claims recovered from reinsurers

**Net Claims**

Commission expense

Management expenses

Net insurance claims and expenses

**Underwriting result**

Investment income

Other income

Other expenses

**Results of operating activities**

Other charges

**Profit before tax from General Insurance Operations**

Profit before tax from Window Takatuf Operations - Operator's Fund

**Profit before tax for the period**

(Unaudited)					
Three months period ended 31 March 2017					
Fire & property damage	Marine, aviation & transport	Motor	Health	Miscellaneous	Aggregate
(Rupees)					
12,511,009	4,183,656	334,016,677	14,348,297	1,891,500	366,951,139
14,031,882	4,430,446	309,192,324	19,572,508	1,788,029	349,015,189
(11,198,662)	(2,914,706)	(2,652,614)	(104,929)	(300,610)	(17,171,521)
<b>2,833,220</b>	<b>1,515,740</b>	<b>306,539,710</b>	<b>19,467,579</b>	<b>1,487,419</b>	<b>331,843,668</b>
1,523,117	699,528	-	-	84,642	2,307,287
<b>4,356,337</b>	<b>2,215,268</b>	<b>306,539,710</b>	<b>19,467,579</b>	<b>1,572,061</b>	<b>334,150,955</b>
(5,264,879)	(1,121,247)	(172,133,257)	(2,533,716)	(352,104)	(181,405,203)
5,660,254	1,431,576	34,403,201	-	(18,755)	41,476,276
<b>395,375</b>	<b>310,329</b>	<b>(137,730,056)</b>	<b>(2,533,716)</b>	<b>(370,859)</b>	<b>(139,928,927)</b>
(1,382,765)	(990,389)	(18,646,495)	(9,143,326)	(602,845)	(30,765,820)
(731,209)	(698,981)	(95,327,939)	(2,805,753)	(99,414)	(99,663,296)
(1,718,599)	(1,379,041)	(251,704,490)	(14,482,795)	(1,073,118)	(270,358,043)
<b>2,637,738</b>	<b>836,227</b>	<b>54,835,220</b>	<b>4,984,784</b>	<b>498,943</b>	<b>63,792,912</b>
					3,430,656
					42,475,301
					(74,011,644)
					<b>35,687,225</b>
					-
					<b>35,687,225</b>
					13,300,982
					<b>48,988,207</b>

## 15 GENERAL

Figures have been rounded off to the nearest Rupee.

## 16 DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements have been authorised for issue on 24 April 2018 by the Board of Directors of the Company.

				
Director	Director	Chief Financial Officer	Chief Executive Officer	Chairman





# **ANNEXURE A**

## **WINDOW TAKAFUL OPERATIONS**

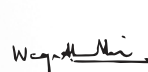
CONDENSED INTERIM  
**STATEMENT OF FINANCIAL POSITION**  
AS AT 31 MARCH 2018

**WINDOW TAKAFUL OPERATIONS**

Note	Unaudited 31 March 2018			Audited 31 December 2017		
	(Rupees)			(Rupees)		
	Operator's Fund	Participants' Takaful Fund	Aggregate	Operator's Fund	Participants' Takaful Fund	Aggregate
<b>ASSETS</b>						
<b>Investments</b>						
Mutual Funds	-	94,768,236	94,768,236	-	63,856,353	63,856,353
Term deposits	50,000,000	-	50,000,000	75,000,000	5,000,000	80,000,000
	50,000,000	94,768,236	144,768,236	75,000,000	68,856,353	143,856,353
Other receivables including Qard-e-Hasna to PTF of Rs. 199 million (2017: 199 million)	216,298,362	55,189,732	271,488,094	204,908,282	-	204,908,282
Accrued Investment Income	677,397	-	677,397	663,014	-	663,014
Takaful / retakaful receivable	-	219,463,042	219,463,042	-	190,121,088	190,121,088
Salvage recoveries accrued	-	42,719,170	42,719,170	-	40,253,650	40,253,650
Deferred Wakala expense	-	165,253,887	165,253,887	-	173,113,525	173,113,525
Deferred commission expense	51,885,315	-	51,885,315	43,955,293	-	43,955,293
Receivable from TPL Insurance Limited	-	-	-	14,306,989	-	14,306,989
Prepayments	-	82,103,330	82,103,330	-	77,123,012	77,123,012
Bank balances	37,562,648	101,036,575	138,599,223	10,970,789	102,674,658	113,645,447
<b>Total Assets</b>	<b>356,423,722</b>	<b>760,533,972</b>	<b>1,116,957,694</b>	<b>349,804,367</b>	<b>652,142,286</b>	<b>1,001,946,653</b>
<b>EQUITY AND LIABILITIES</b>						
<b>RESERVES ATTRIBUTABLE TO:</b>						
<b>- OPERATORS' FUND (OF)</b>						
Statutory Fund	50,000,000	-	50,000,000	50,000,000	-	50,000,000
Unappropriated profit	55,811,678	-	55,811,678	65,536,539	-	65,536,539
	105,811,678	-	105,811,678	115,536,539	-	115,536,539
<b>- WAQF / PARTICIPANT'S TAKAFUL FUND (PTF)</b>						
Ceded money	-	2,000,000	2,000,000	-	2,000,000	2,000,000
Accumulated deficit	-	(196,210,815)	(196,210,815)	-	(193,753,691)	(193,753,691)
Unrealized loss on available-for-sale investments	-	(2,435,999)	(2,435,999)	-	(9,900,875)	(9,900,875)
<b>Balance of WAQF / PTF</b>	<b>-</b>	<b>(196,646,814)</b>	<b>(196,646,814)</b>	<b>-</b>	<b>(201,654,566)</b>	<b>(201,654,566)</b>
<b>LIABILITIES</b>						
<b>PTF Underwriting provisions</b>						
Outstanding claims (including IBNR)	8	-	110,882,195	-	98,896,694	98,896,694
Unearned contribution reserve	7	-	541,482,629	-	477,955,216	477,955,216
Unearned retakaful commission	9	-	361,760	-	1,040,281	1,040,281
Unearned Wakala Fee	10	165,253,887	-	173,113,525	-	173,113,525
Qard-e-Hasna	5	-	199,000,000	-	199,000,000	199,000,000
Contribution received in advance	-	-	3,436,596	-	1,661,239	1,661,239
Takaful / retakaful payable	-	-	47,343,853	-	44,251,205	44,251,205
Other creditors and accruals	-	52,272,378	98,768,609	30,029,429	16,383,382	46,412,811
Payable to TPL Insurance Limited	-	898,042	9,075,564	-	14,608,835	14,608,835
Taxation - payments less provision	-	32,187,737	32,187,737	31,124,874	-	31,124,874
<b>Total Liabilities</b>	<b>250,612,044</b>	<b>957,180,786</b>	<b>1,207,792,830</b>	<b>234,267,828</b>	<b>853,796,852</b>	<b>1,088,064,680</b>
<b>Total fund and liabilities</b>	<b>356,423,722</b>	<b>760,533,972</b>	<b>1,116,957,694</b>	<b>349,804,367</b>	<b>652,142,286</b>	<b>1,001,946,653</b>

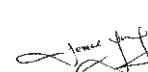
The annexed notes from 1 to 14 form an integral part of these financial statements.

  
Director

  
Director

  
Chief Financial Officer

  
Chief Executive Officer

  
Chairman

CONDENSED INTERIM STATEMENT OF  
**COMPREHENSIVE INCOME (UNAUDITED)**  
 FOR THE THREE MONTHS PERIOD ENDED 31 MARCH 2018

		2018	2017
		(Rupees)	
<b>Participants' Takaful Fund</b>			
Net takaful contribution	7	233,649,636	174,317,832
Net takaful claims	8	(111,521,290)	(94,072,626)
Wakala fee	10	(91,566,807)	(75,498,700)
Direct expenses		(34,961,667)	(26,783,333)
<b>Underwriting result</b>		<b>(4,400,128)</b>	<b>(22,036,827)</b>
Investment income			
net of mudarib's fee of Rs. 0.78 (2017: Rs. 1.26) million		1,943,004	2,970,337
<b>Deficit for the period</b>		<b>(2,457,124)</b>	<b>(19,066,490)</b>
<b>Other comprehensive income :</b>			
-Unrealised gain on available-for-sale investments		7,464,876	-
Total other comprehensive income		7,464,876	-
<b>Total comprehensive income/ (loss) for the period</b>		<b>5,007,752</b>	<b>(19,066,490)</b>
<b>Operator's Fund</b>			
Wakala fee	10	91,566,807	75,498,700
Net commission expense	9	(21,455,606)	(6,546,942)
Management expenses		(50,673,497)	(32,298,608)
		<b>19,437,704</b>	<b>36,653,150</b>
Investment income including			
net of mudarib's fee of Rs. 0.78 (2017: Rs. 1.26) million		2,010,391	2,610,672
		<b>21,448,095</b>	<b>39,263,822</b>
Other expenses		(30,110,093)	(25,962,840)
<b>Profit/ (Loss) before taxation</b>		<b>(8,661,998)</b>	<b>13,300,982</b>
Taxation - net		(1,062,863)	(4,123,304)
<b>Profit/ (Loss) after tax for the period</b>		<b>(9,724,861)</b>	<b>9,177,678</b>
<b>Other comprehensive income</b>		<b>-</b>	<b>-</b>
<b>Total comprehensive income for the period</b>		<b>(9,724,861)</b>	<b>9,177,678</b>

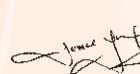
The annexed notes from 1 to 14 form an integral part of these financial statements.

  
 Director

  
 Director

  
 Chief Financial Officer

  
 Chief Executive Officer

  
 Chairman

CONDENSED INTERIM STATEMENT OF  
**CHANGES IN FUND (UNAUDITED)**  
 FOR THE THREE MONTHS PERIOD ENDED 31 MARCH 2018

Operators' Fund

Statutory Fund	Accumulated profit	Unrealized gain / (loss) on revaluation of available for sale investments - net of tax	Total
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(Rupees)

Balance as at 1 January 2017	50,000,000	34,780,105	-	84,780,105
Net profit for the period	-	9,177,678	-	9,177,678
<b>Balance as at 31 March 2017</b>	<b>50,000,000</b>	<b>43,957,783</b>	<b>-</b>	<b>93,957,783</b>
Balance as at 1 January 2018	50,000,000	65,536,539	-	115,536,539
Net loss for the period	-	(9,724,861)	-	(9,724,861)
<b>Balance as at 31 March 2018</b>	<b>50,000,000</b>	<b>55,811,678</b>	<b>-</b>	<b>105,811,678</b>

Participants' Takaful Fund

Ceded Money	Accumulated deficit	Unrealized gain / (loss) on revaluation of available for sale investments - net of tax	Total
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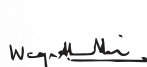
(Rupees)

Balance as at 1 January 2017	2,000,000	(123,881,544)	-	(121,881,544)
Deficit for the period	-	(19,066,490)	-	(19,066,490)
<b>Balance as at 31 March 2017</b>	<b>2,000,000</b>	<b>(142,948,034)</b>	<b>-</b>	<b>(140,948,034)</b>
Balance as at 1 January 2018	2,000,000	(193,753,691)	(9,900,875)	(201,654,566)
Unrealized gain on revaluations of - available-for-sale investments	-	-	7,464,876	7,464,876
Deficit for the period	-	(2,457,124)	-	(2,457,124)
Total comprehensive surplus / (deficit) for the period	-	(2,457,124)	7,464,876	5,007,752
<b>Balance as at 31 March 2018</b>	<b>2,000,000</b>	<b>(196,210,815)</b>	<b>(2,435,999)</b>	<b>(196,646,814)</b>

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



Director



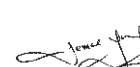
Director



Chief Financial Officer



Chief Executive Officer



Chairman

CONDENSED INTERIM  
**STATEMENT OF CASH FLOW (UNAUDITED)**  
 FOR THE THREE MONTHS PERIOD ENDED 31 MARCH 2018

	Operator's Fund	Participants' Takaful Fund	2018 March Aggregate	2017 March Aggregate
	(Rupees)			
<b>Operating activities</b>				
(a) Takaful activities				
Contributions received	-	275,286,830	275,286,830	130,446,807
Retakaful contribution paid	-	2,174,285	2,174,285	(12,040)
Claims paid	-	(134,542,190)	(134,542,190)	(85,143,675)
Retakaful and other recoveries received	-	32,540,881	32,540,881	20,787,313
Commission paid	(45,294,247)	-	(45,294,247)	(3,007,853)
Wakala fees received	73,000,000	-	73,000,000	110,705,490
Wakala fees paid	-	(73,000,000)	(73,000,000)	(110,705,490)
Mudarib fees received	96,547	-	96,547	-
Mudarib fees paid	-	(96,547)	(96,547)	-
<b>Net cash inflow from takaful activities</b>	<b>27,802,300</b>	<b>102,363,259</b>	<b>130,165,559</b>	<b>63,070,552</b>
(b) Other operating activities				
Income tax adjustment/ paid	-	-	-	(372,150)
Direct expenses paid	-	(45,822,798)	(45,822,798)	(7,689,938)
Management and other expenses paid	(73,411,480)	-	(73,411,480)	(107,121,475)
Other operating (payments) / receipts	45,205,031	(41,674,541)	3,530,490	51,486,926
<b>Net cash outflow from other operating activities</b>	<b>(28,206,449)</b>	<b>(87,497,339)</b>	<b>(115,703,788)</b>	<b>(63,696,637)</b>
<b>Total cash generated from / (used in) all operating activities</b>	<b>(404,149)</b>	<b>14,865,920</b>	<b>14,461,771</b>	<b>(626,085)</b>
<b>Investment activities</b>				
Profit / return received	1,996,008	1,943,004	3,939,012	3,900,231
Investment in Mutual Funds - net	-	(23,447,007)	(23,447,007)	-
Payments for purchase of investments	-	-	-	(75,000,000)
<b>Total cash (used in) / generated from investing activities</b>	<b>1,996,008</b>	<b>(21,504,003)</b>	<b>(19,507,995)</b>	<b>(71,099,769)</b>
<b>Financing activities</b>				
Financial charges paid	-	-	-	-
<b>Total cash used in financing activities</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net cash generated from all activities</b>	<b>1,591,859</b>	<b>(6,638,083)</b>	<b>(5,046,224)</b>	<b>(71,725,854)</b>
Cash and cash equivalent at beginning of the period	85,970,789	107,674,658	193,645,447	299,450,920
<b>Cash and cash equivalent at end of the period</b>	<b>87,562,648</b>	<b>101,036,575</b>	<b>188,599,223</b>	<b>227,725,066</b>



**WINDOW TAKAFUL OPERATIONS**

CONDENSED INTERIM  
**STATEMENT OF CASH FLOW (UNAUDITED)**  
 FOR THE THREE MONTHS PERIOD ENDED 31 MARCH 2018

	Operator's Fund	Participants' Takaful Fund	2018 March Aggregate	2017 March Aggregate
	(Rupees)			
<b>Reconciliation to profit and loss account</b>				
Operating cash flows	(404,149)	14,865,920	14,461,771	(626,085)
Profit on term deposit	1,996,008	1,943,004	3,939,012	5,581,009
Increase in assets other than cash	5,027,496	84,117,886	89,145,382	108,187,867
Increase in liabilities	(16,344,216)	(103,383,934)	(119,728,150)	(123,031,603)
<b>Profit / (loss) after taxation</b>	<b>(9,724,861)</b>	<b>(2,457,124)</b>	<b>(12,181,985)</b>	<b>(9,888,812)</b>
<b>Attributed to:</b>				
Operators' Fund			(9,724,861)	9,177,678
Participants' Takaful Fund			(2,457,124)	(19,066,490)
			<b>(12,181,985)</b>	<b>(9,888,812)</b>
<b>Definition of cash</b>				

Cash comprises of cash in hand, policy stamps, bank balances which are readily convertible to cash in hand and which are used in the cash management function on a day-to-day basis.

 Director	 Director	 Chief Financial Officer	 Chief Executive Officer	 Chairman
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NOTES TO THE  
**CONDENSED INTERIM FINANCIAL STATEMENTS**  
FOR THE THREE MONTHS PERIOD ENDED 31 MARCH 2018

**1 STATUS AND NATURE OF BUSINESS**

- 1.1** TPL Insurance Limited (the Operator) was allowed to work as Window Takaful Operator on 04 September 2014 by Securities and Exchange Commission of Pakistan (SECP) under SECP Takaful Rules, 2012 to carry on General Window Takaful Operations in Pakistan.
- 1.2** For the purpose of carrying on the takaful business, the Operator formed a Waqf / Participant Takaful Fund (PTF) on 20 August 2014 under the Waqf deed. The Waqf deed governs the relationship of Operator and Participants for management of takaful operations.

**2 BASIS OF PREPARATION AND STATEMENT OF COMPLIANCE**

- 2.1** These condensed interim financial information has been prepared in accordance with the requirement of the International Accounting Standard 34 - Interim Financial Reporting as applicable in Pakistan, provision of and directives issued under the Companies Act 2017, Insurance Ordinance 2000, Insurance Rules 2017, Takaful Rules 2017. In case requirements differ, the provisions or directives of the Companies Act, 2017, Insurance Ordinance 2000, Insurance Rules 2017 and Takaful Rules 2012 have been followed.
- 2.2** This condensed interim financial statements reflect the financial position and results of operations of both the Operator's Fund (OPF) and Participants' Takaful Fund (PTF) in a manner that the assets, liabilities, income and expenses of the Operator and PTF remain separately identifiable.
- 2.3** This condensed interim financial statements does not include all the information and disclosures required in the annual financial statements. Accordingly these condensed interim financial information should be read in conjunction with the annual financial statements for the year ended 31 December 2017.
- 2.4** These financial statements are presented in Pak Rupees which is also the Company's functional currency. All financial information presented in Pak Rupees has been rounded to nearest Rupees, unless otherwise stated.
- 2.5** These financial statements have been prepared under the historical cost convention except investments which are carried at fair value.

**3 SIGNIFICANT ACCOUNTING POLICIES**

The accounting policies and method of computation adopted in the preparation of this condensed interim financial statements are consistent with those disclosed in the annual financial statements of the Operator as at and for the year ended 31 December 2017.

**4 ESTIMATES AND JUDGEMENTS**

The preparation of this condensed interim financial information in conformity with approved accounting standards requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Company's accounting policies. The estimates / judgments and associated assumptions used in the preparation of the financial statements are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

## WINDOW TAKAFUL OPERATIONS

	(Unaudited) 31 March 2018	(Audited) 31 December 2017
	----- (Rupees) -----	
<b>5 QARD-E-HASNA</b>		
Balance as at the beginning of the year	199,000,000	110,000,000
Qard-e-Hasna provided during the period / year	-	89,000,000
<b>Balance as at the end of the period / year</b>	<b>199,000,000</b>	<b>199,000,000</b>

In accordance with the Takaful Rules, 2012, if at any point in time, assets in participant takaful fund are not sufficient to cover its liabilities, the deficit shall be funded by way of an interest free loan (Qard-e-Hasna) from Operator Fund. In the event of future surplus in the Participant Takaful Fund to which a Qard-e-Hasna has been made, the Qard-e-Hasna shall be repaid prior to distribution of surplus to participants.

The Operator has prepared financial projections of Participant Fund and based on such financial projections believes that the Participant Takaful Fund would be able to repay Qard-e-Hasna to Operator's Fund. During the period, the Operator has reduced the Wakala Fee to 25% on all classes of business except health business. The Operator will not charge any Wakala Fee on Health business.

## 6 INVESTMENT - AVAILABLE-FOR-SALE

	(Unaudited) 2018				(Audited) 2017			
PTF	Cost	Impairment / Provision	Revaluation surplus/(deficit)	Carrying Value	Cost	Impairment/ Provision	Revaluation surplus/(deficit)	Carrying Value
	----- (Rupees) -----							
<b>Others</b>								
<b>Mutual funds</b>								
MCB Arif Habib AlHamra Islamic Stock Fund	72,204,234	-	(2,609,785)	69,594,449	72,204,234	-	(10,066,333)	62,137,901
MCB Arif Habib AlHamra Islamic Income Fund	-	-	-	-	1,552,994	-	165,458	1,718,452
AKD Islamic Income Fund	25,000,000	-	173,787	25,173,787	-	-	-	-
	<b>97,204,234</b>	<b>-</b>	<b>(2,435,998)</b>	<b>94,768,236</b>	<b>73,757,228</b>	<b>-</b>	<b>(9,900,875)</b>	<b>63,856,353</b>

	(Unaudited) 31 March 2018	(Unaudited) 31 March 2017
	----- (Rupees) -----	
<b>7 NET TAKAFUL CONTRIBUTION</b>		
Written net contribution	303,853,427	220,467,271
Add: Unearned contribution reserve opening	477,955,216	353,131,293
Less: Unearned contribution reserve closing	(541,482,629)	(396,564,077)
<b>Contribution earned</b>	<b>240,326,014</b>	<b>177,034,487</b>
Less: Retakaful contribution ceded	918,363	705,097
Add: Prepaid retakaful contribution opening	16,078,846	7,873,838
Less: Prepaid retakaful contribution closing	(10,320,831)	(5,862,280)
<b>Retakaful expense</b>	<b>6,676,378</b>	<b>2,716,655</b>
<b>Net takaful contribution</b>	<b>233,649,636</b>	<b>174,317,832</b>

	(Unaudited) 31 March 2018	(Unaudited) 31 March 2017
	----- (Rupees) -----	
<b>8 NET TAKAFUL CLAIMS EXPENSE</b>		
Claims paid/ payable	134,542,190	85,143,675
Add: Outstanding claims including IBNR closing	110,882,195	82,680,446
Less: Outstanding claims including IBNR opening	(98,896,694)	(63,703,488)
<b>Claims expense</b>	<b>146,527,691</b>	<b>104,120,633</b>
Less: Retakaful and other recoveries received	32,540,881	20,787,313
Add: Retakaful and other recoveries in respect of outstanding claims net of impairment - closing	42,719,170	21,013,000
Less: Retakaful and other recoveries in respect of outstanding claims net of impairment - opening	(40,253,650)	(31,752,306)
<b>Retakaful and other recoveries revenue</b>	<b>35,006,401</b>	<b>10,048,007</b>
<b>Net takaful claims expense</b>	<b>111,521,290</b>	<b>94,072,626</b>
<b>9 NET COMMISSION EXPENSE</b>		
Commissions paid or payable	29,728,418	3,548,146
Add: Deferred commission - opening	43,955,293	13,089,882
Less: Deferred commission - closing	(51,885,315)	(10,079,046)
<b>Commission expense</b>	<b>21,798,396</b>	<b>6,558,982</b>
Less: commission from reinsurers		
Commission received or receivable	(335,731)	13,107
Add: Deferred commission - opening	1,040,281	35,684
Less: Deferred commission - closing	(361,760)	(36,751)
<b>Commission from reinsurance</b>	<b>342,790</b>	<b>12,040</b>
<b>Net commission expense</b>	<b>21,455,606</b>	<b>6,546,942</b>
<b>10 NET WAKALA FEE</b>		
Gross Wakala Fee	83,707,169	92,871,814
Add: Deferred wakala fee - opening	173,113,525	141,252,517
Less: Deferred wakala fee - closing	(165,253,887)	(158,625,631)
<b>Net wakala fee</b>	<b>91,566,807</b>	<b>75,498,700</b>

## WINDOW TAKAFUL OPERATIONS

### 11 SEGMENT REPORTING

(Unaudited)						
For the three months period ended 31 March 2018						
	Fire & property damage	Marine	Motor	Health	Miscellaneous	Aggregate
	(Rupees)					
<b>11.1 Participants' Takaful Fund</b>						
Gross Written Premium (inclusive of Administrative Surcharge)	430,040	1,762,606	300,191,140	1,276,117	193,524	303,853,427
Insurance premium earned	4,066,646	2,077,725	233,379,311	774,796	27,537	240,326,015
Insurance premium ceded to reinsurers	(2,746,426)	(1,333,452)	(2,596,500)	-	-	(6,676,378)
<b>Net insurance premium</b>	<b>1,320,220</b>	<b>744,273</b>	<b>230,782,811</b>	<b>774,796</b>	<b>27,537</b>	<b>233,649,637</b>
<b>Net underwriting income</b>	<b>1,320,220</b>	<b>744,273</b>	<b>230,782,811</b>	<b>774,796</b>	<b>27,537</b>	<b>233,649,637</b>
Insurance claims	(35,000)	-	(146,301,505)	43,814	(235,000)	(146,527,691)
Insurance claims recovered from reinsurers	558,000	-	34,448,401	-	-	35,006,401
<b>Net Claims</b>	<b>523,000</b>	<b>-</b>	<b>(111,853,104)</b>	<b>43,814</b>	<b>(235,000)</b>	<b>(111,521,290)</b>
Wakala expensed during the period	(1,689,579)	(757,701)	(88,838,139)	(267,201)	(14,187)	(91,566,807)
Direct expenses	-	-	(34,961,667)	-	-	(34,961,667)
<b>Underwriting result</b>	<b>153,641</b>	<b>(13,428)</b>	<b>(4,870,099)</b>	<b>551,409</b>	<b>(221,650)</b>	<b>(4,400,128)</b>
Investment income						1,943,004
<b>Deficit for the period</b>						<b>(2,457,124)</b>
<b>11.2 Operator's Fund</b>						
Wakala fee	1,689,579	757,701	88,838,139	267,201	14,187	91,566,807
Commission income	337,947	4,843	-	-	-	342,790
Commission expense	(377,301)	(300,645)	(21,110,435)	(9,516)	(499)	(21,798,396)
Management expenses	(71,718)	(293,949)	(50,062,739)	(212,817)	(32,274)	(50,673,497)
<b>Underwriting result</b>	<b>1,578,507</b>	<b>167,950</b>	<b>17,664,965</b>	<b>44,868</b>	<b>(18,586)</b>	<b>19,437,704</b>
Investment income						2,010,391
Other expenses						(30,110,093)
<b>Loss before taxation</b>						<b>(8,661,998)</b>



### 11.3 Participants' Takaful Fund

(Unaudited)						
For the three months period ended 31 March 2017						
	Fire & property damage	Marine	Motor	Health	Miscellaneous	Aggregate
	(Rupees)					
Gross Written Premium (inclusive of Administrative Surcharge)	961,486	-	219,505,785	-	-	220,467,271
Insurance premium earned	710,003	-	175,897,517	426,967	-	177,034,487
Insurance premium ceded to reinsurers	(570,155)	-	(2,146,500)	-	-	(2,716,655)
<b>Net insurance premium</b>	<b>139,848</b>	<b>-</b>	<b>173,751,017</b>	<b>426,967</b>	<b>-</b>	<b>174,317,832</b>
<b>Net underwriting income</b>	<b>139,848</b>	<b>-</b>	<b>173,751,017</b>	<b>426,967</b>	<b>-</b>	<b>174,317,832</b>
Insurance claims	-	-	(104,023,926)	(96,707)	-	(104,120,633)
Insurance claims recovered from reinsurers	-	-	10,048,007	-	-	10,048,007
<b>Net Claims</b>	<b>-</b>	<b>-</b>	<b>(93,975,919)</b>	<b>(96,707)</b>	<b>-</b>	<b>(94,072,626)</b>
Wakala expensed during the period	(304,832)	-	(75,023,081)	(170,787)	-	(75,498,700)
Direct expenses	-	-	(26,783,333)	-	-	(26,783,333)
<b>Underwriting result</b>	<b>(164,984)</b>	<b>-</b>	<b>(22,031,316)</b>	<b>159,473</b>	<b>-</b>	<b>(22,036,827)</b>
Investment income						2,970,337
<b>Deficit for the period</b>						<b>(19,066,490)</b>

### 11.4 Operator's Fund

Wakala fee	304,832	-	75,023,081	170,787	-	75,498,700
Commission income	12,040	-	-	-	-	12,040
Commission expense	(28,996)	-	(6,529,986)	-	-	(6,558,982)
Management expenses	(129,535)	-	(32,091,176)	(77,897)	-	(32,298,608)
<b>Underwriting result</b>	<b>158,341</b>	<b>-</b>	<b>36,401,919</b>	<b>92,890</b>	<b>-</b>	<b>36,653,150</b>
Investment income						2,610,672
Other expenses						(25,962,840)
<b>Profit before taxation</b>						<b>13,300,982</b>

## WINDOW TAKAFUL OPERATIONS

	(Unaudited) 31 March 2018	(Unaudited) 31 March 2017
	------(Rupees)-----	
<b>12 TRANSACTIONS WITH RELATED PARTIES - PTF</b>		
<b>TPL Insurance Limited</b>		
Opening balance - payable	14,608,836	5,897,661
Tracking rental charged by the Company during the period	45,700,000	34,460,000
Payments made / (received) by the Company on behalf of PTF - net	(85,131,314)	(7,639,741)
Payments received / (made) by PTF - net	33,000,000	-
<b>Closing balance - Payable</b>	<b>8,177,522</b>	<b>32,717,920</b>
<b>Operator's Fund</b>		
Opening balance - payable (including Qard-e-Hasan)	204,908,282	182,242,290
Wakala fee charged during the period	83,707,169	92,871,814
Modarib Fee charged during the period	779,458	1,273,001
Taxes and other movement	25,725,664	49,082,829
Payments made during the period	(108,000,000)	(110,705,490)
<b>Closing balance - Payable</b>	<b>207,120,573</b>	<b>214,764,444</b>

### 13 GENERAL

Figures have been rounded off to the nearest Rupee.

### 14 DATE OF AUTHORISATION FOR ISSUE

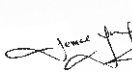
These financial statements have been authorised for issue on 24 April 2018 by the Board of Directors of the Operator.

  
Director

  
Director

  
Chief Financial Officer

  
Chief Executive Officer

  
Chairman



# **OTHER INFORMATION**

## PATTERN OF SHAREHOLDING

AS OF 31 MARCH 2018

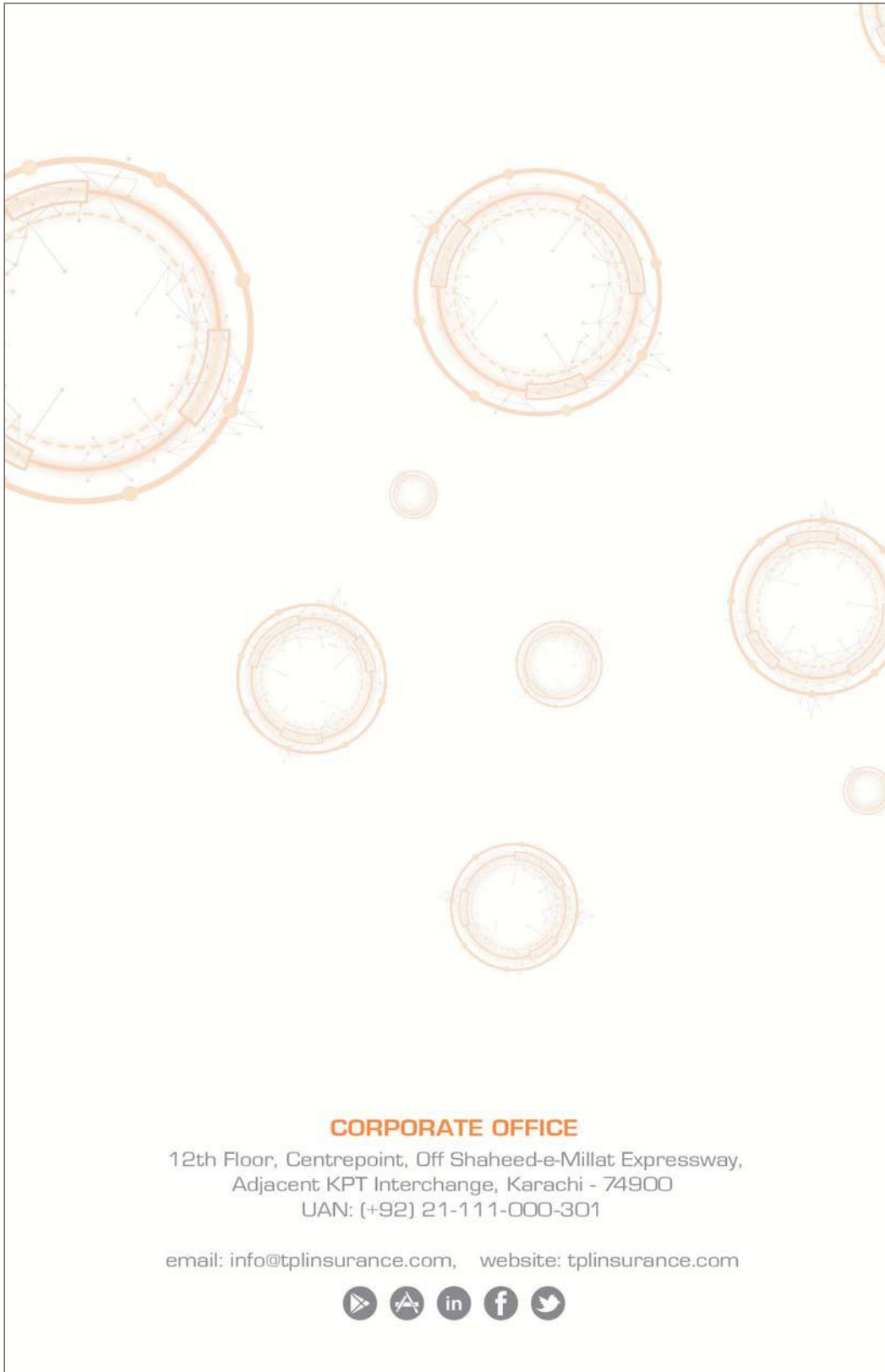
No. of Shareholders	From	To	Shares Held	Percentage
236	1	100	2,055	0.0027
120	101	500	55,185	0.0731
58	501	1,000	57,232	0.0758
59	1,001	5,000	160,838	0.213
15	5,001	10,000	130,932	0.1734
1	10,001	15,000	12,000	0.0159
8	15,001	20,000	147,140	0.1948
3	20,001	25,000	70,669	0.0936
1	25,001	30,000	27,004	0.0358
2	30,001	35,000	65,742	0.0871
1	35,001	40,000	40,000	0.053
2	40,001	45,000	88,500	0.1172
4	45,001	50,000	196,644	0.2604
1	50,001	55,000	54,000	0.0715
1	60,001	65,000	64,976	0.086
1	65,001	70,000	68,845	0.0912
1	70,001	75,000	75,000	0.0993
1	75,001	80,000	77,500	0.1026
2	95,001	100,000	200,000	0.2648
1	110,001	115,000	112,000	0.1483
1	125,001	130,000	129,813	0.1719
1	150,001	155,000	153,708	0.2035
1	215,001	220,000	220,000	0.2913
1	250,001	255,000	255,000	0.3377
1	255,001	260,000	255,500	0.3383
1	285,001	290,000	289,847	0.3838
1	300,001	305,000	301,686	0.3995
1	320,001	325,000	321,388	0.4256
1	345,001	350,000	350,000	0.4635
1	370,001	375,000	370,184	0.4902
1	545,001	550,000	547,114	0.7245
1	11,015,001	11,020,000	11,020,000	14.593
1	59,595,001	59,600,000	59,595,397	78.9177
<b>236</b>			<b>75,515,899</b>	<b>100</b>

## CATEGORY OF SHAREHOLDING

AS OF 31 MARCH 2018

Particulars	No of Folio	Balance Share	Percentage
<b>Directors, CEO &amp; their Spouse and Minor Children</b>	<b>6</b>	<b>222,001</b>	<b>0.2941</b>
Mr. Jameel Yousuf		500	0.0007
Mr. Ali Jameel		500	0.0007
Mr. Andrew Borda		1	-
Syed Nadir Shah		500	0.0007
Waqar Ahmed Malik		500	0.0007
Saad Nisar		220,000	0.29
<b>Associated Companies</b>	<b>3</b>	<b>71,162,511</b>	<b>94.235</b>
TPL Corp Limited		59,595,397	78.92
TPL Trakker Limited		11,020,000	14.59
TPL Holdings (Pvt) Limited		547,114	0.72
<b>Mutual Funds</b>	<b>4</b>	<b>841,758</b>	<b>1</b>
Golden Arrow Selected Stocks Fund Limited		301,686	0.3995
CDC - Trustee PICIC Investment Fund		153,708	0.2035
CDC - Trustee PICIC Growth Fund		321,388	0.4256
CDC - Trustee AKD Opportunity Fund		64,976	0.086
<b>General Public (Local)</b>	<b>506</b>	<b>2,955,699</b>	<b>3.914</b>
<b>General Public (Forgein)</b>	<b>3</b>	<b>113,501</b>	<b>0.150</b>
<b>Others</b>	<b>9</b>	<b>220,429</b>	<b>0.292</b>
Toyota Hyderabad Motors		27,004	0.036
Habib Sugar Mills Ltd		48,322	0.064
Maple Leaf Capital Limited		1	-
Pearl Securities Limited		45,000	0.060
Fawad Yusuf Securities (Pvt.) Limited		267	0.000
Sherman Securities (Private) Limited		50,000	0.066
Falcon-I (Private) Limited		1	-
Toyota Sahara Motors (Pvt) Ltd		30,742	0.041
Paradigm Factors (Private) Limited		19,092	0.025
<b>Company Total</b>	<b>531</b>	<b>75,515,899</b>	<b>100</b>





### **CORPORATE OFFICE**

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