

# TAKAFUL INDUSTRY: TODAY & TOMORROW

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**Pak-Qatar Family Takaful Limited**

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# Agenda

**Section A:** Pak-Qatar Family & General Takaful  
(Company Overview)

**Section B:** Takaful – Introduction

**Section C:** The Global & Regional Potential of  
Takaful

**Section D:** Takaful Potential in Pakistan



# Pak-Qatar Takaful Group



PAK-QATAR FAMILY TAKAFUL  
*Together for Better*



PAK-QATAR GENERAL TAKAFUL  
*Together we Protect*



PAK-QATAR FAMILY & GENERAL TAKAFUL  
*Together for the Future*

# Pak-Qatar Takaful Group

- **First dedicated Takaful Group** in Pakistan comprising of both Family (Life) Takaful and General Takaful Operations
- **Pioneers of Family Takaful:** S.E.C.P. issued license to Pak-Qatar Family Takaful for operations on 16 August 2007
- Pak-Qatar Family is the **fastest growing** Family Takaful company in the region



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## Company's Vision

Providing **financial protection**  
**to everyone**, through **Takaful**



## Core Value

***“Doing things in a manner that in available resources cannot be done better”***



# Our Sponsors

- Sponsors include some of the most prominent financial institutions from the State of Qatar and Munich-based FWU AG
- Total assets under management of our top sponsors: Qatari Riyal 95 bn (US\$26.12bn)
- Name of Pak-Qatar Family Takaful Sponsors:
  - Qatar Islamic Insurance Company (QIIC)
  - Qatar International Islamic Bank (QIIB)
  - Qatar Islamic Bank (QIB)
  - Qatar National Bank (QNB)
  - Masraf Al Rayan
  - The Amwal Group
  - FWU AG



# Our BancaTakaful Arrangements

- We have a strategic BancaTakaful alliance with FWU AG, which is a Munich-based company
- We have BancaTakaful arrangements through FWU AG with the following banks in Pakistan:
  - Standard Chartered
  - Dubai Islamic Bank
  - Al Baraka Islamic Bank (Formerly Emirates Global Islamic Bank)
  - Faysal Bank
  - Burj Bank
  - MCB Bank





# Our Re-Takaful Arrangements

## Family Takaful

- **Hannover Re**
- **Takaful Re**
- **Munich Re**

## General Takaful

- **BEST Re – A-, Malaysia**
- **Hannover ReTakaful – A, Bahrain**
- **Labuan Re – A-, Malaysia**
- **Takaful Re Limited– BBB+, Dubai, UAE**
- **MNRB Retakaful Berhad, - BBB+, Malaysia**



# Family Takaful Products Portfolio

- Individual Takaful:



- Group Takaful:



# General Takaful Products Portfolio

- General Takaful – offers all kinds of non-life risk coverage. It is normally divided into following classes:
  - Fire & Property Takaful
  - Marine Takaful
  - Motor Takaful
  - Hajj & Umrah Takaful
  - Travel Takaful Coverage
  - Engineering Takaful
  - Liability Takaful
  - Miscellaneous Takaful



## Our Human Resource

- **200+** Permanent Employees; **1500+** Takaful Consultants in only 5 year of operations
- 

## Our Technology

- State-of-the-art PentaTakaful system imported from Malaysia.
- SAP ERP Solution – first company to implement it in the financial sector of Pakistan.
- Health Web Portal



# Our Branch Network

**43 Branches  
Countrywide**

Peshawar

Kotli (AJK)

Quetta

Karachi -2  
Hyderabad

Lahore – 2  
Islamabad  
Faisalabad  
Multan  
Gujrat  
Sialkot  
Gujranwala  
Rahim Yar Khan



# Major Achievements

- Received an **“A”** (having Stable Outlook) rating from JCR-VIS Credit Co. while still in fifth year of operations
- Have **Re-Takaful** arrangements with some of the best Re-Takaful global companies in the world
- Are present in **having 43 branches all over Pakistan**
- Have a trained sales force of **1500+ strength** in the market in less than 5 years of operations
- Have on board **450+ corporate clients** in less than 5 years of operations

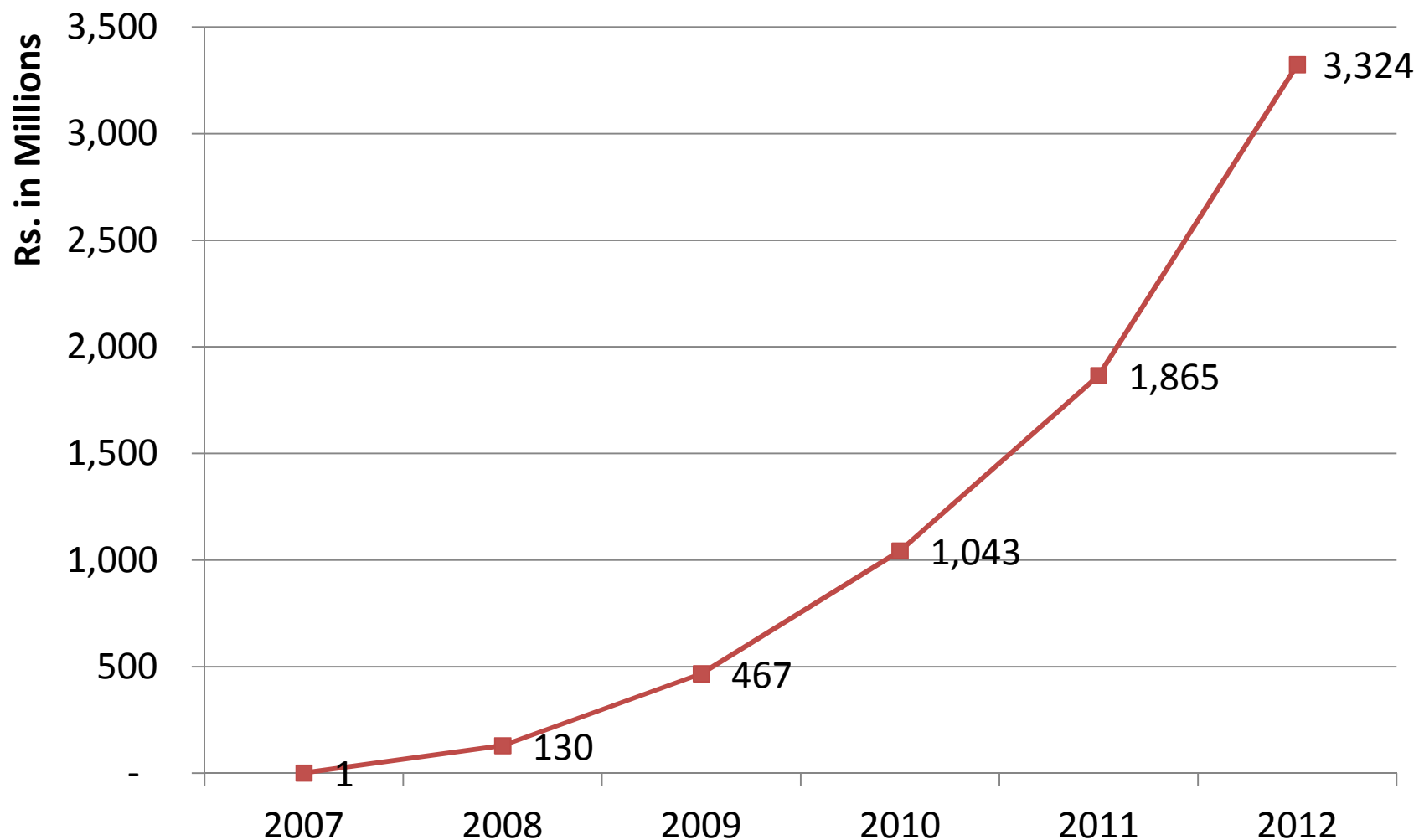


# Awards & Recognition

- **WON:** Declared as the “**Best Family Takaful Operator**” in Pakistan by 1<sup>st</sup> National Achiever Award (2009)
- **NOMINATED:** for “**Best Takaful Operator**” in the world by CPI Financial, UAE (2009)
- **WON** for “**Best Use of Technology**” in Islamic Finance Industry by CPI Financial, UAE (2009)
- **RANKED:** Top 4 in “**Best Marketing Strategy**” by World Takaful Summit, London, UK (2009)
- **WON:** **Brands of the Year** Award – 2009



# Business Growth Analysis 2007-2012





# Introduction of Takaful

# Takaful - Introduction

- Takaful is a practical manifestation of the Quranic injunction for mutual co-operation and assistance for the common good/benefit
- It encompasses the predominant elements of social good, brotherhood and solidarity – founded on the core Shariah principles
- By doing so, one gets benefited – from cradle to grave and even in the Hereafter!



# Applied Takaful: from **Customer's** Perspective

- Takaful resonates with the beliefs and values system of people from different cultures:

**Shariah  
Compliant**

**Ethical**

**Transparent  
& Full-  
Disclosure**

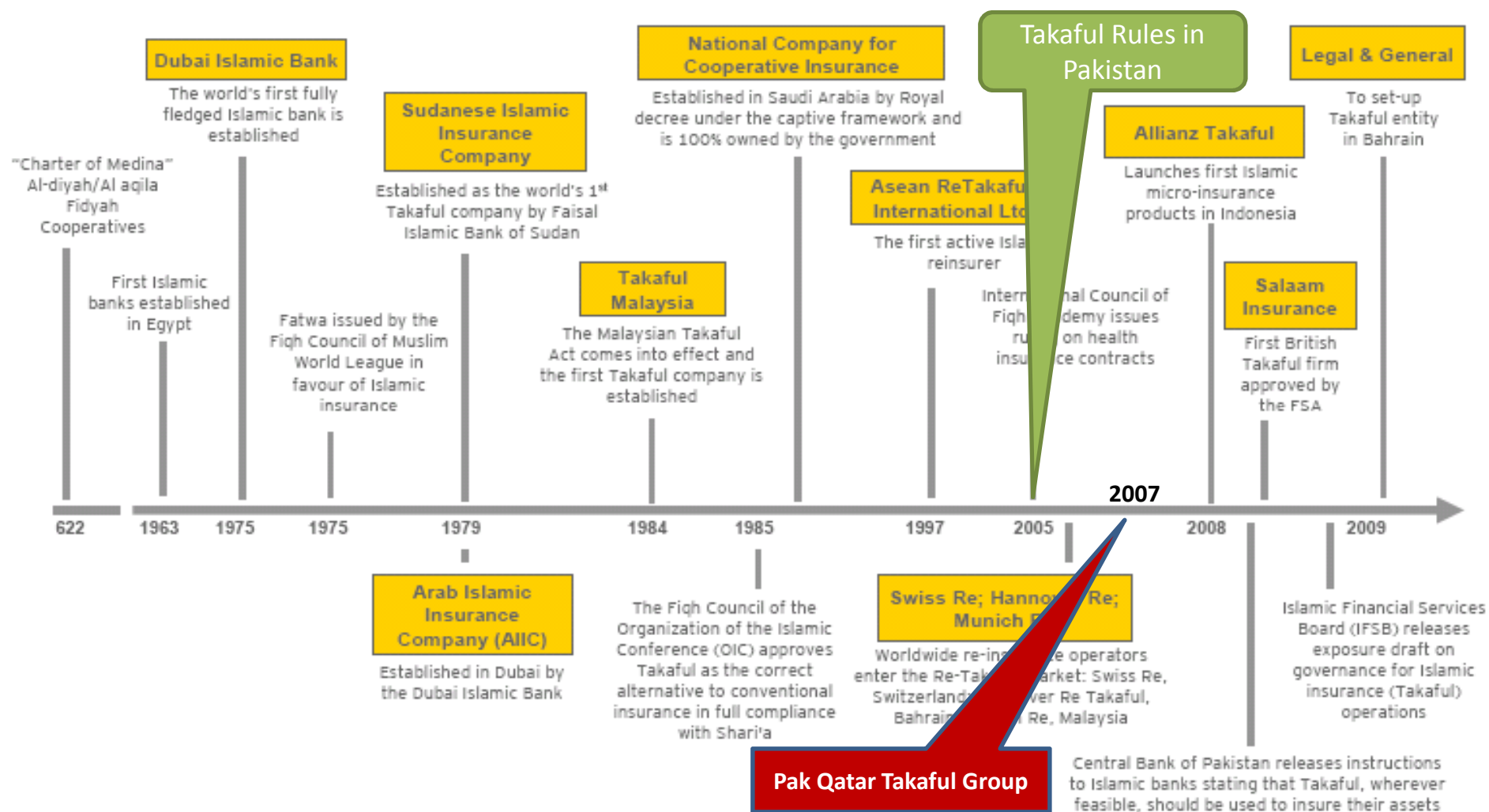
**Shariah &  
Socially  
Responsible  
Investments**

**Surplus  
Sharing**



# **Global & Regional Takaful Potential**

# Global Progress of Takaful

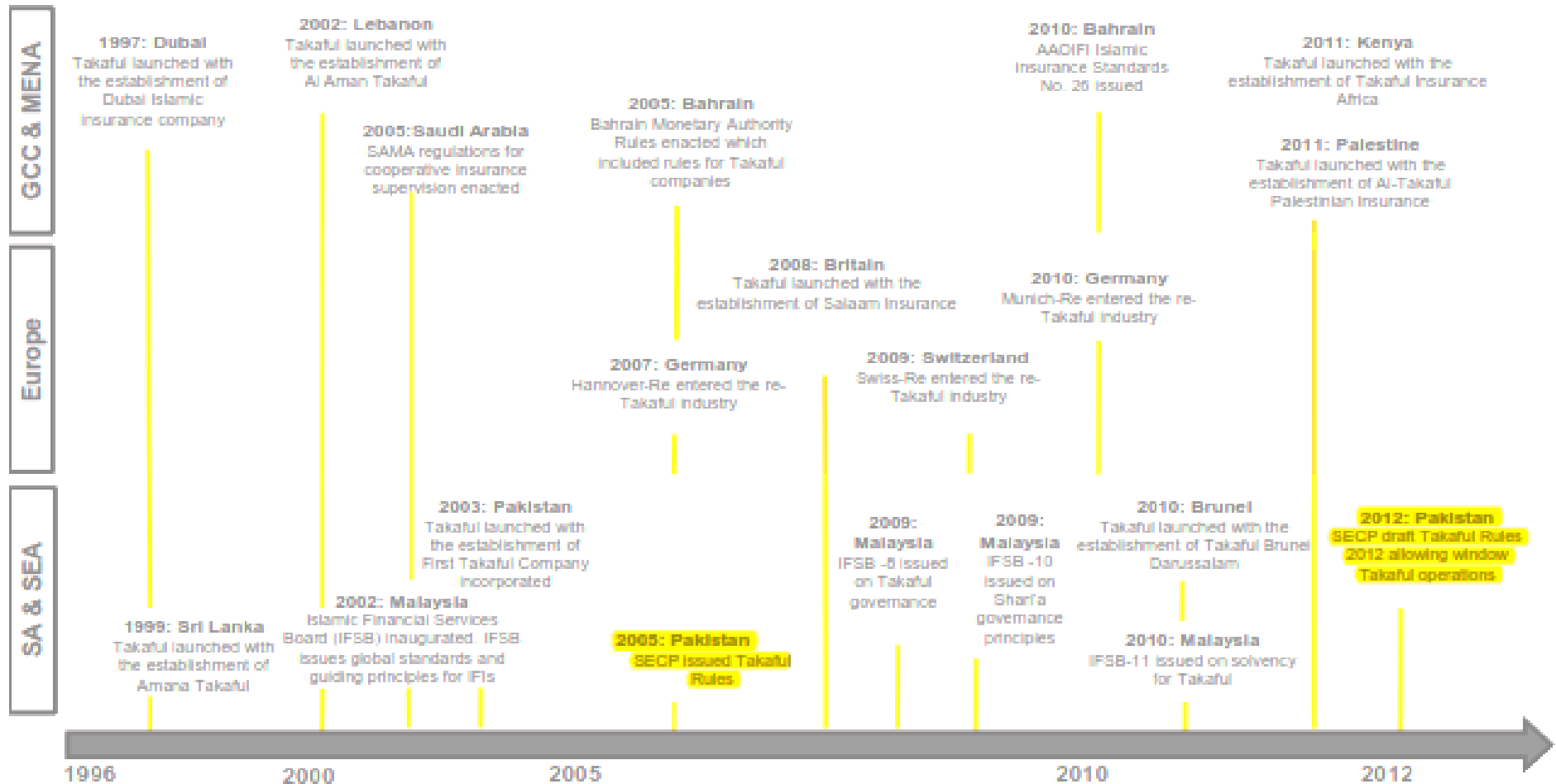


Source: Factiva; Literary Search; IFSB; Central Bank Annual Reports; Ernst & Young analysis



PAK-QATAR FAMILY & GENERAL TAKAFUL  
Together for the Future

# Global Progress of Takaful



Note: This chart intends to provide timelines of certain important events with reference to evolution of Takaful and the same shall not be construed to include all significant events.



# Takaful's untapped potential

The Takaful industry is currently concentrated in limited markets, segments and business lines. However, there is immense unrealized potential that can be achieved

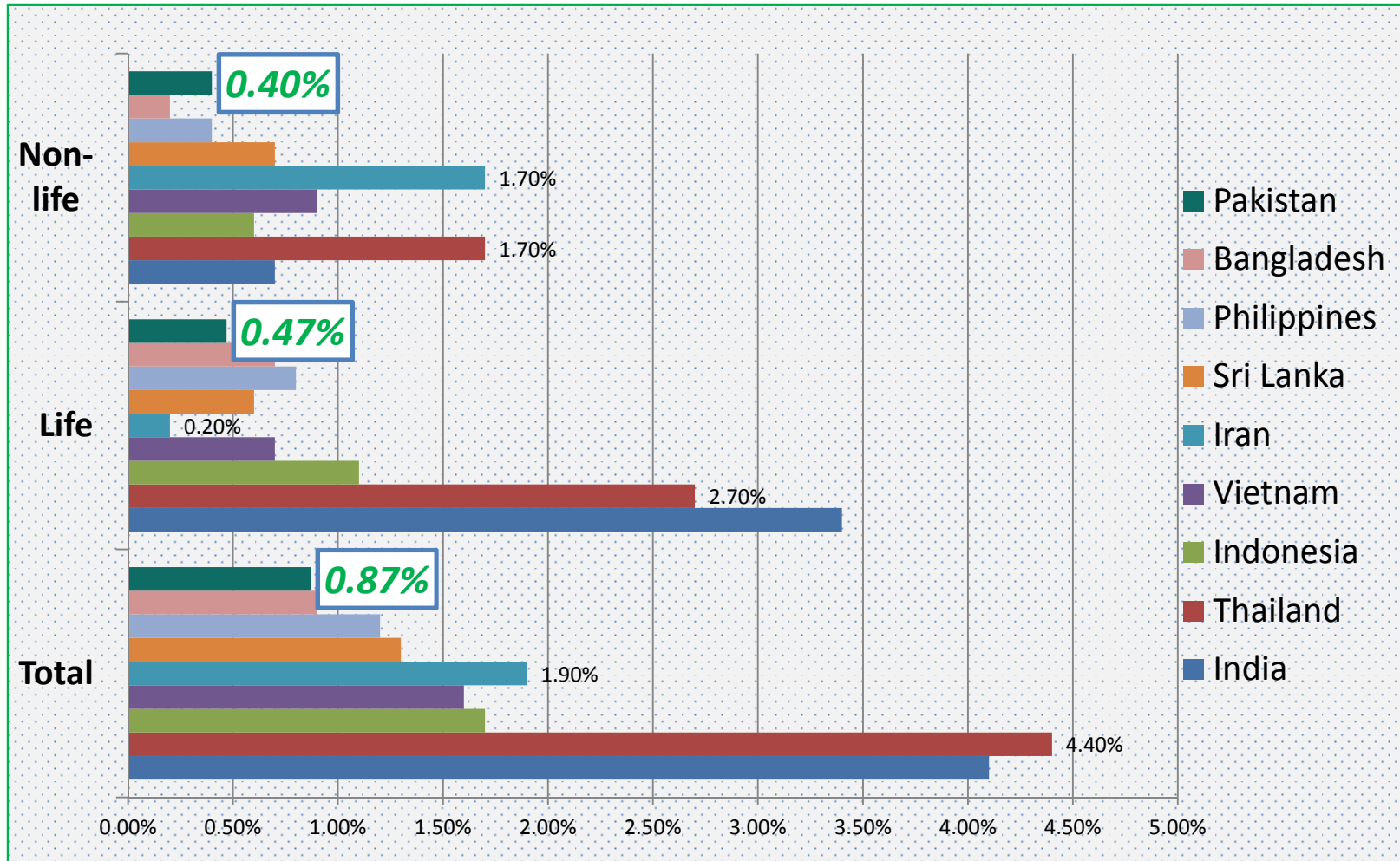


Source: Global Insights (Per Capita Income is based on PPP of individual markets), PwC Forum



# Regional Comparison of Insurance Penetration

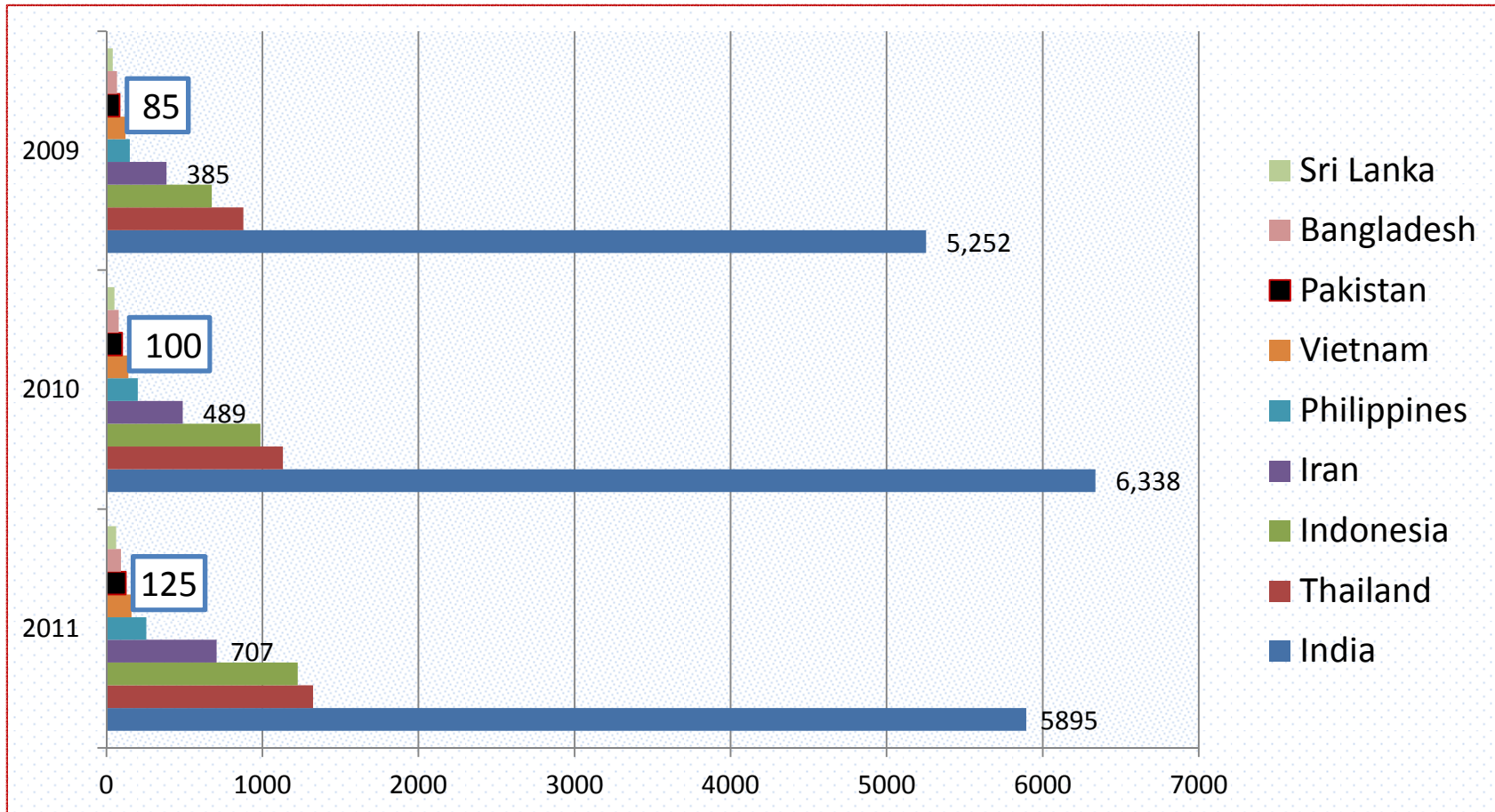
*Insurance Penetration is measured as ratio of premium to GDP FY-2011*



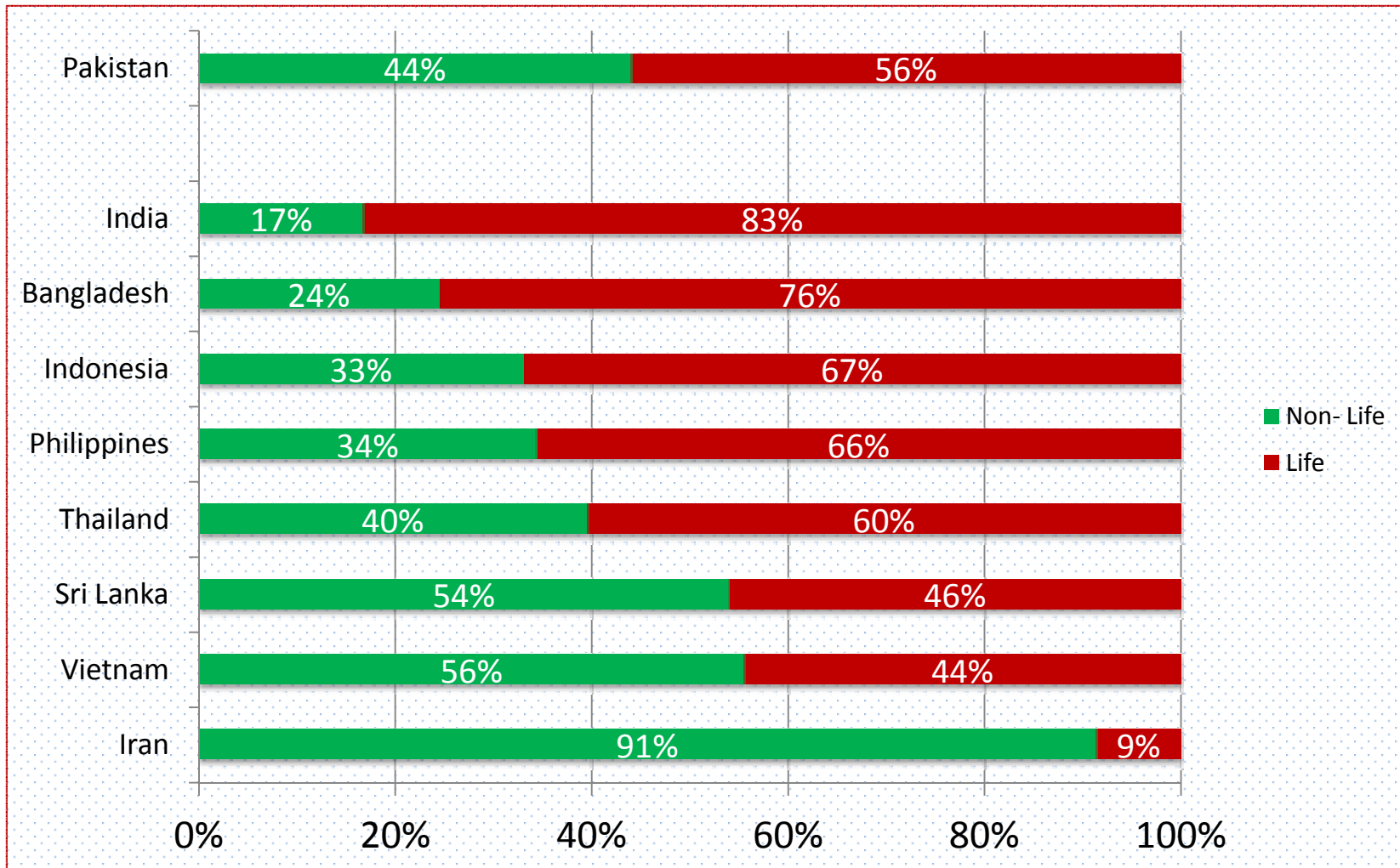


# Regional Comparison of Gross Written Premiums

(In Billion PKR – FY 2011)



# Regional composition of Life and Non-life Businesses based on Gross Premium – FY 2011



# Takaful Potential in Pakistan

# Current number of Insurance players in Pakistan

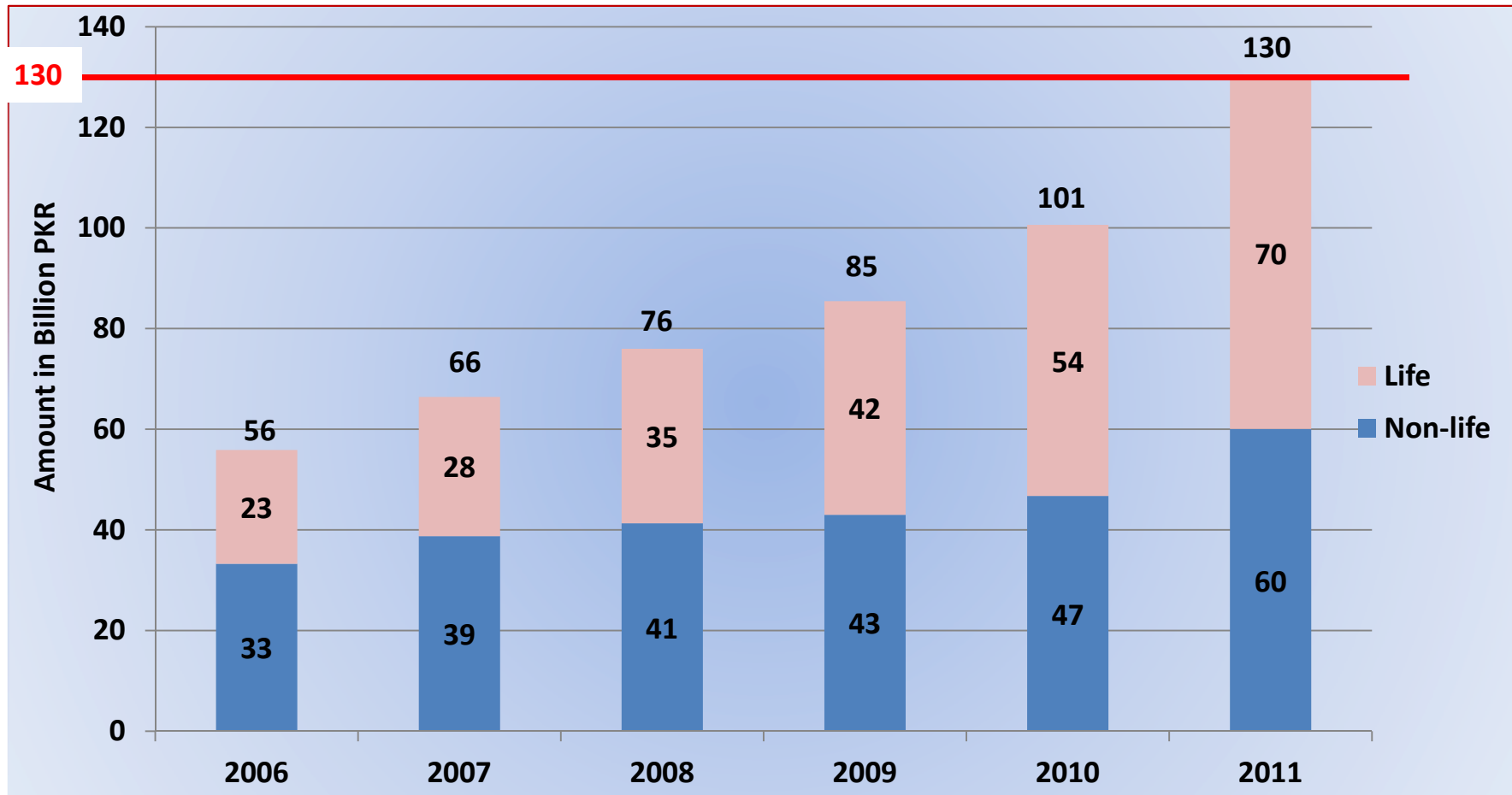
Type of Business	Public Sector	Private Sector	Total
Life Insurance	1	8*	9
Non-life Insurance	1	38**	39
Reinsurance	1	0	1
Total	3	46	49

\* Includes 2 Family Takaful Operators

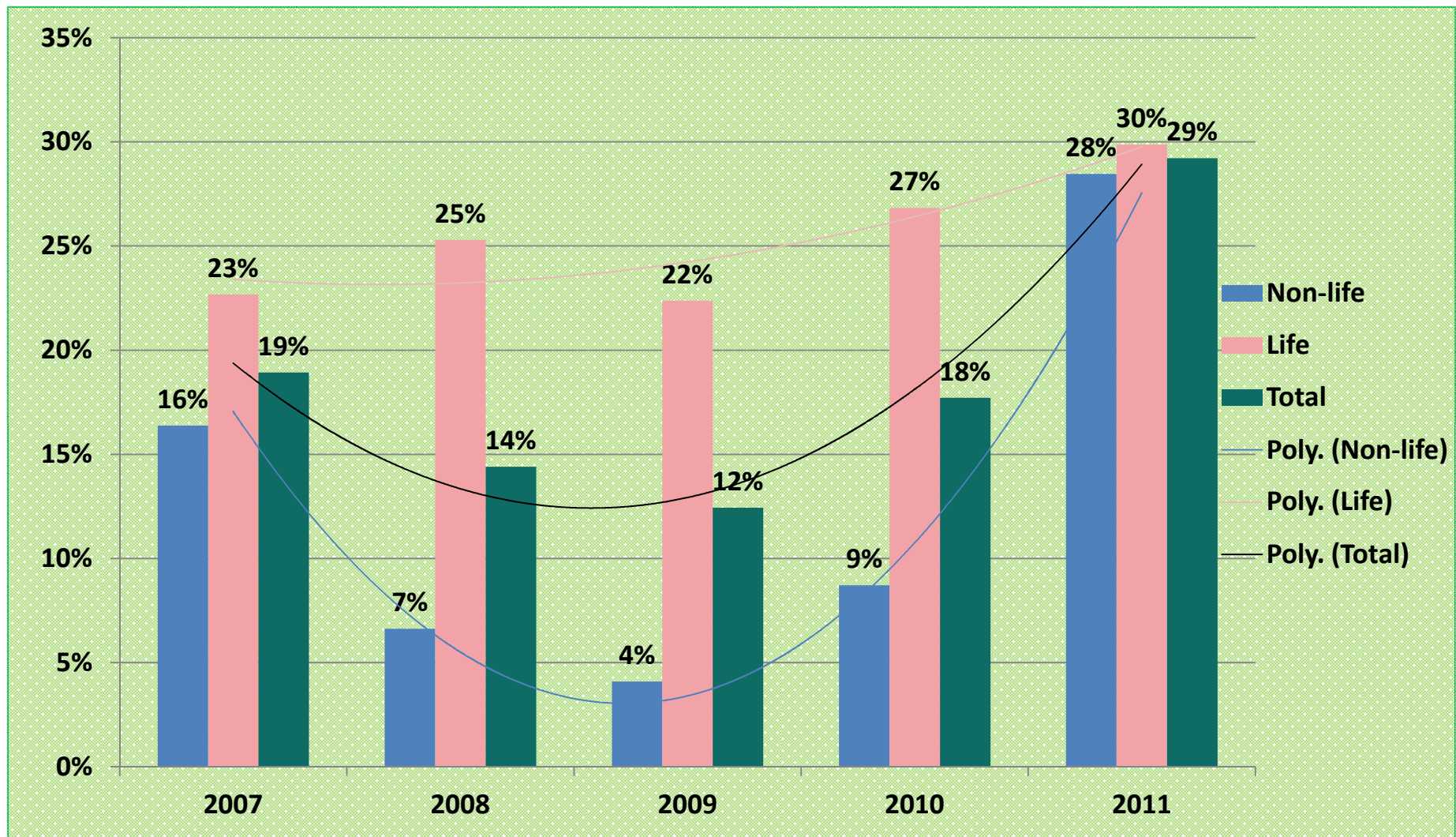
\*\* Includes 3 General Takaful Operators



# Total Premium of the Pakistan Insurance Industry



# Growth of the Insurance Industry in Pakistan



# Takaful Players in Pakistan

## Family Takaful

1. Pak-Qatar Family Takaful
2. Dawood Family Takaful

## General Takaful

1. Pak-Qatar General Takaful
2. Pak-Kuwait General Takaful
3. Takaful Pakistan



# Jazak'Allah Khairain

for your patience & attentiveness

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