

TAKAFUL

INSIGHT

A Publication of Pak-Qatar Takaful Group

Issue3, Volume I, April 2020



Pak-Qatar Family Takaful Holds
Annual Conference

TEAM GOAL



Pak-Qater Takaful
Appoint New CEOs

Azeem Iqbal Pirani
Chief Executive Officer
PQFTL



Muhammad Nasir Ali Syed
Chief Executive Officer
PQGTL

TAKAFUL INSIGHT HIGHLIGHTS

EDITORIAL TEAM

Muhammad Waqas Durrani
Editor in-Chief

Tariq Habib
Editor

Muhammad Ahsan Khan
Head - Content Development

Pak-Qatar Family Takaful Holds Annual Conference

Azeem Iqbal Pirani Appointed
Chief Executive Officer for
Pak-Qatar Family Takaful

EVENTS

04



NEWS UPDATE

08



FPCCI appoints Mr. Kamran
Saleem as Convener of
Takaful Standing Committee
for consecutive 3rd term



NEWS UPDATE

07



STRATEGIC ALLIANCES

11

Pak-Qatar General Takaful
Signs Agreement with
Machinesells.com



STRATEGIC ALLIANCES

12

Pak-Qatar General Takaful
Signs Agreement with Gabitt



PAK-QATAR
TAKAFUL
Together for Better

STAY SAFE!

YOUR HEALTH AND SAFETY IS OUR PRIORITY

Dear Valued Participant,

السلام عليكم ورحمة الله وبركاته

COVID-19 (Coronavirus) is changing everything about life and work as we know it. We're all focused on how to best protect and support our families, participants, and employees in the face of this unfolding crisis. We here at Pak-Qatar Takaful want to let you know that our thoughts are with those who are affected.

Given the circumstance, social distancing is the only option to help stop the spread of this disease. As a socially responsible group, we too encourage everyone to practice caution and limit social interactions. Nonetheless, we remain adamant to continue serving our valued participants through digital platforms.

Pak-Qatar Takaful is here to support you during these unprecedented times.

Pak-Qatar Family Takaful Holds Annual Conference



Pak-Qatar Family Takaful held its Annual Conference in Karachi and Lahore, to celebrate the performance excellence of the Takaful Distribution Team business achievement for year 2019 across the regions of Pakistan and to align the strategic Business Growth plans for the year 2020 and beyond. The events were attended by senior management and awards were distributed amongst the top performers.

Speaking on the occasion, Muhammad Nasir Ali Syed (CEO, PQFTL) said: “I would like to congratulate the entire team for the hard work and efforts for achieving 2019 business targets. The Takaful Distribution Team performed exceptionally well across Pakistan and are fully motivated to achieve business targets set for the year 2020”. He further added that, much more coordinated efforts are required to increase number of participants in order to offer convenience to the valuable participants and emphasized upon using digital technology with focus on customer-centric approach thus terming it as the key to sustainable business growth and success.

Zahid Hussain Awan (CEO, PQGTL and member of

board of directors, Pak-Qatar Takaful Group) said: “Pak-Qatar Family Takaful, being the first and the largest Family Takaful operator, is viewed as the key influencer in the progression and advancements in the field of Islamic finance. From establishment of operations just over a decade to a franchise that boasts more than 100+ locations across 90+ cities in Pakistan, is phenomenal growth indeed and something we are all extremely proud of. Today’s gathering is a clear reflection of the Group’s commitment that we endeavor to strengthen and grow our business in this market as **‘One Team One Goal’**.”



Top performing Takaful distribution representatives of Pak-Qatar Takaful for year 2019 business were applauded and presented mementos as a token of appreciation by the company.

COVID-19 Precautionary Measure – Stay Aware; Stay Safe

COVID-19 CORONAVIRUS DISEASE 2019



How is COVID-19 spread and how do you protect yourself against it?

COVID-19 is an infectious disease caused by a new coronavirus introduced to humans for the first time.

It is spread from person to person mainly through the droplets produced when an infected person speaks, coughs or sneezes. These droplets can land in the mouths or noses of people who are nearby. These droplets are too heavy to travel far in the air – they only travel approximately one meter and quickly settle on surfaces.

This is the reason person to person spread is happening mainly between close contacts. The exact time that the virus can survive on the surface is yet not known. So it is wise to clean surfaces regularly, particularly in the vicinity of people infected with COVID-19.

Hands touch many surfaces, which can be contaminated with the virus. You should therefore avoid touching your eyes, nose or mouth, since contaminated hands can transfer the virus from the surface to yourself.

When coughing or sneezing, cover your mouth and nose with the bend of your elbow or use a disposable tissue. If a tissue is used, discard it immediately into a closed bin. The most effective way to prevent the spread of the new coronavirus is to clean your hands frequently with an alcohol-based rub or soap and water. This will eliminate the virus if it is on your hands. Stay healthy and prevent spread of COVID-19.

PROTECT YOURSELF AND OTHERS FROM GETTING SICK **COVID-19**

WASH YOUR HANDS



- Wash your hands with soap and running water when hands are visibly dirty
- If your hands are not visibly dirty, frequently clean them by using alcohol-based hand rub or soap and water
- After handling animals or animal waste, after toilet use, when caring for the sick, also before, during and after you prepare food

PROTECT OTHERS FROM GETTING SICK



- When coughing and sneezing cover mouth and nose with flexed elbow or tissue
- Throw tissue into closed bin immediately after use
- Avoid close contact when you are experiencing cough and fever
- Avoid spitting in public
- If you have fever, cough and difficulty breathing seek medical care early and share previous travel history with your health care provider

ISLAMIC TEACHINGS REGARDING INFECTIOUS DISEASES

TAKE ALL KIND OF PRECAUTIONS TO PREVENT INFECTION:



- Do **ablution** before prayer although you have before
- Properly **wash your hands** before eating
- **Avoid spitting** anywhere especially at home and public places
- Use **tissue** or similar thing before **sneezing** and **coughing**

GOD FORBID IF YOU SUFFER FROM THIS DISEASE, THEN:



- Stay where you are and **stop travelling** to other cities
- Contact to concerned person for **medication**
- **Don't lose hope**, there is no disease which cannot be cured

RECITE FOLLOWING DUA'S FOR FURTHER PREVENTION

اَسْتَغْفِرُ اللهَ رَبِّي مِنْ كُلِّ ذَنْبٍ وَاتُوبُ اِلَيْهِ

(20 times after every prayer)



بِسْمِ اللهِ الَّذِي لَا يَضُرُّهُ شَيْءٌ فِي الْاَرْضِ وَلَا فِي السَّمَاءِ وَهُوَ السَّمِيعُ الْعَلِيمُ (رواه ابوداود والترمذی)

(3 times after Fajar & Magrib prayer)



اَعُوذُ بِكَلِمَاتِ اللهِ التَّامَّةَةِ مِنْ شَرِّ مَا خَلَقَ (رواه احمد)

(3 times in the morning & evening)

FPCCI appoints Mr. Kamran Saleem as Convener of Takaful Standing Committee for consecutive 3rd term



The Federation of Pakistan Chamber of Commerce & Industry (FPCCI) elected Director Finance & Company Secretary, Pak-Qatar Takaful Group, Muhammad Kamran Saleem to a third term as Convener of FPCCI's Central

Standing Committee on Takaful & Window Takaful for the year 2020.

On his appointment for the third consecutive year, Muhammad Kamran Saleem stated, "I am honored and humbled that the President of FPCCI has entrusted me to lead the Committee for another year. I am very excited to represent the Takaful industry for 2020. As the Pak-Qatar Takaful Group is committed to lead this promising sector, this position will help me to promote Takaful amongst the masses, encompassing education and awareness while presenting an image that is in line with our ideological values." Mr. Saleem further said, "The Pak-Qatar Takaful Group adheres to the best ethical practices and complete transparency in all aspects of its operations while adhering Shariah rules and law of the land. With this additional role, I will strive to deploy more competent resources and support for the community to deliver excellence. Providing financial protection and offering customer support is the primary objective of the Takaful business, so we will develop more innovative products and offer excellent service to our valuable customers."

EVENTS

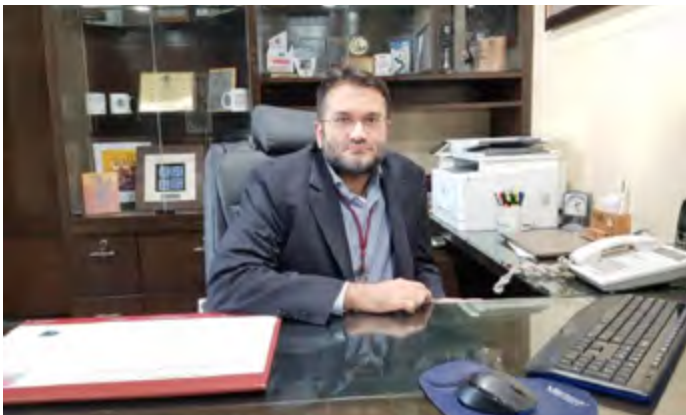


Pak-Qatar Takaful conducts "Annual Hajj Draw"

Pak-Qatar Takaful conducted its "Annual Hajj Draw" 2020 at PQT Headquarters. Mr. Murtaza Soomro from Agency Department was selected at random to perform Hajj in 2020.

Pak-Qatar Takaful gives its best wishes to Mr. Murtaza

Azeem Iqbal Pirani Appointed Chief Executive Officer for Pak-Qatar Family Takaful



Pak-Qatar Family Takaful recently announced the appointment of Azeem Iqbal Pirani as its new Chief Executive Officer (CEO) effective March of 2020.

Mr. Azeem Pirani has been associated with the Pak-Qatar Takaful group (PQT) since its inception in 2007. He was last serving as Deputy Chief Executive Officer (DCEO) at Pak-Qatar General Takaful. Mr. Azeem Pirani, as new CEO of Pak-Qatar Family Takaful, has taken charge from his predecessor, Mr. Muhammad Nasir Ali Syed, who has

taken the CEO role within another company of Pak-Qatar Group.

Mr. Azeem Pirani has been working in various senior roles with the Pak-Qatar Takaful group of companies for over 12 years. These include his senior role in Pak-Qatar Family Takaful as Head of BancaTakaful. He has also worked as Regional Head for Pakistan at FWU AG. Further, he served as Head of Marketing and ADC at Meezan Bank also before 2007. Azeem brings over 20 years of diversified experience in Islamic Banking and Takaful. He actively promotes and provides National as well as International expertise on Islamic Finance and Takaful to various institutions worldwide.

Commenting on his new role, Mr. Azeem Pirani said, "I am honored and excited to lead Pak-Qatar Family Takaful. I strongly believe that PQT, with its vision of providing financial protection through Takaful to everyone, has the potential to achieve its goal with the right mindset and collective team work."

Pak-Qatar Family Takaful is Pakistan's pioneer and the largest family Takaful Company with over 100 branches in 91 cities nationwide.

NEWS UPDATE

Pak-Qatar Takaful increases its footprint; expands its network to 100+ branches across Pakistan

Pak-Qatar Takaful, Pakistan's Pioneer and the Largest Takaful Group announced the completion of over 100 branches across more than 90 cities of the country today. PQTG is committed towards providing financial protection to everyone and serving its customers with the best services 24/7.

Speaking on the achievement, Mr. Muhammad Nasir Ali Syed, CEO Pak-Qatar Family Takaful stated, "With over 100 branches, PQTG is a key player in Pakistan's Takaful Industry and offers its customers with a wide range of Takaful products. In the year 2020, we are determined to continue providing better access and convenience to our diverse range of customers with their continuous support and trust".

The Group is currently providing need-based, practical and profitable financial services to more than 700,000 members and over 1100 corporate clients. This includes Family (Life & Health) financial protection for over 500,000 individual Pakistani citizens that are Takaful participant policy-holders across the country. Moreover, PQGT has an aggregate turnover of PKR 9 billion for 2019 whereas, PQFTL has declared surplus of approximately PKR 447 million since inception.

Over a decade of history with a customer-centric approach, PQTG is determined to ensure that their valuable customers get facilities exceeding their expectations, and to further expand its network in fulfilling customers' needs by the end of 2020.

Muhammad Nasir Ali Syed Appointed Chief Executive Officer for Pak-Qatar General Takaful Limited

Pak-Qatar General Takaful Limited recently announced the appointment of Muhammad Nasir Ali Syed as its new Chief Executive Officer (CEO).

Mr. Muhammad Nasir Ali Syed has been associated with the Pak-Qatar Takaful Group (PQTG) since its inception in 2007. He was last serving as Chief Executive Officer (CEO) at Pak-Qatar Family Takaful Limited. Mr. Muhammad Nasir Ali Syed, as new CEO of Pak-Qatar General Takaful Limited, has taken charge from his predecessor, Mr. Zahid H. Awan, who is and will continue to be a Board member of - Pak-Qatar General Takaful Limited and Pak-Qatar Family Takaful Limited.

Mr. Muhammad Nasir Ali Syed has been working in various senior roles with the Pak-Qatar Takaful Group for over 13 years. He is a seasoned insurance/takaful professional with over 27 years of rich experience in Life Insurance & Takaful industry of Pakistan. He has in-depth knowledge of Operations and Sales.

Commenting on his new role, Mr. Nasir said, "I'm thrilled to be appointed CEO, having played an integral part in Pak-Qatar Family Takaful's growth since we launched the company in 2007, I'm excited to steer Pak-Qatar General



Takaful through the next stage and drive the business forward to achieve our future goals. I truly believe we're already doing an excellent job, and our commitment to exceed expectations and offer a great service will not change."

EVENTS

Pak-Qatar Family Takaful participates in Pathways British School Annual Olympiad



Pak-Qatar Family Takaful was amongst the lead sponsors for Pathways British School Annual Olympiad which was held in Karachi. The team managed to give out information on Family Takaful products and made prospect customers at the event.

Pak-Qatar Takaful Participates at Orange Tree Foundation Family Funfair



Pak-Qatar Takaful proudly participated in Orange Tree Foundation's Family Funfair event held in Karachi recently.

Orange Tree Foundation is a registered nonprofit educational society that extends educational and healthcare support to students coming from less privileged backgrounds. It is a Shariah compliant initiative that is

monitored by scholars from Dar ul Uloom, Karachi. Over 160 students are attending the best schools and colleges under the program. These are children of drivers, peons, sweepers, tailors, painters etc. who are attending institutions like Reflections, DOW Medical, Ziauddin Medical, CBM, Iqra, Bahria College, Avicenna, ICAP etc.

Youth Impact Present Token of Appreciation to Pak-Qatar General Takaful

Mr. Abdul Samad Khan, CEO Youth Impact, presented a token of appreciation to Mr. Azeem Pirani, DCEO Pak-Qatar General Takaful for supporting their event titled, "Markhor 2019".

Markhor is Pakistan's premium wilderness based youth leadership conference which aims to develop social leadership skills amongst the youth.



Pak-Qatar General Takaful Signs Agreement with Machinesells.com



Pak-Qatar General Takaful Limited (PQGTL) has signed an agreement with Machinesells.com, Pakistan's first and largest industrial machinery trading platform. The signing ceremony was held recently and the agreement was signed by Mr. Azeem Iqbal Pirani, (DCEO, Pak-Qatar General Takaful Limited) and Mr. Zeeshan Sheikh (CEO and Co-Founder of Machinesells.com). Through this strategic alliance, the customers of Machinesells.com will have an opportunity to get need based Takaful coverage for their machines instantly.

While speaking on the occasion, Mr. Azeem Pirani said, "This agreement with Machinesells will definitely be very good for consumers. Consumers will now have access to Islamic insurance (Takaful) while purchasing industrial equipment. Insurance is a tool definitely required at industrial and commercial level. Consumers will now have the option on their fingertips. Machinesells (being an online portal) is doing a great service to the industrial sector of Pakistan by allowing consumers to interact with distributors and manufacturers."

He further added, "This was something direly needed. Such platforms will play significant role and I am hopeful

that this agreement will bring fruitful results not only for Pak-Qatar Takaful and Machinesells.com but customers of this particular segment as well."

Mr. Zeeshan Sheikh (CEO, Machinesells.com), commented, "The main purpose is to introduce insurance on our platform through Pak-Qatar Takaful is to create a one stop solution for the customers who are intending to sell, buy or rent machines across Pakistan. This collaboration will not only help reduce the traditional time frame in obtaining coverage facility but give a hassle free experience throughout the policy period.. I hope this agreement will be beneficial for both Pak-Qatar and Machinesells and will lead to long-term business relationship."

This initiative has been taken to facilitate the decision of customers for buying machines and getting it secured through Pak-Qatar General Takaful. This is the first step to make machinesells.com a one-stop solution for the customers of this industry. Machinesells.com is expanding and accumulating to build a strong connected wall for their clientele. Machinesells.com will procure to have more steps and stands on this industrial platform with its strategic collaborator.

Pak-Qatar General Takaful Signs Agreement with Gabitt

Pak-Qatar General Takaful Limited (PQGTL) has recently signed an agreement with Gabitt, a ride hailing service. The ceremony was attended by Mr. Muhammad Nasir Ali Syed, CEO, Pak-Qatar General Takaful Limited and Mr. Farhan Ahmed, CEO LI Solution Private Limited alongwith other senior officials from both the companies. Through this strategic alliance, the users and driving partners of Gabitt will have an opportunity to get various coverage solutions specifically designed and developed by PQGTL.

While speaking on the occasion, Mr. Nasir said, "This agreement with Gabitt will surely bring a positive change in the life of the driving partners as they are more prone to risks when they are out on the roads. Offering complementary Takaful Coverage will give them the much needed comfort and peace of mind that will eventually translate into a better performance, required social security and enhanced loyalty. Moreover, the optional coverage solutions, available to them on their fingertips, will allow driving partners and users of Gabitt to fulfill their coverage needs without any hassle, which not only save their time but their hard earned money as well."

Mr. Farhan Ahmed further added, "We realize how



important our driving partners are to us, we consider them as a family member, therefore, their protection and their comfort has been our top priority, so that they can focus on their earnings and we take care what is important to them. I hope this collaboration will be beneficial for both Pak-Qatar Takaful and Gabitt which will further lead to a long-term business relationship."

STRATEGIC ALLIANCES



Pak-Qatar Takaful Signs Agreement with Surmawala

Pak-Qatar Takaful recently signed an agreement with Surmawala, the premium online Shopping Store in Pakistan for buying Home Appliances and Electronic Products at unbeatable & discounted prices.

The agreement will enable our staff to purchase appliances and equipments on easy installments. For more information, please call our HR department.

Pak-Qatar Family Takaful Holds Annual Conference South



Pak-Qatar Family Takaful Holds Annual Conference South



Pak-Qatar Family Takaful Holds Annual Conference South



Pak-Qatar Family Takaful Holds Annual Conference South



Pak-Qatar Family Takaful Holds Annual Conference Central - North



Pak-Qatar Family Takaful Holds Annual Conference

Central - North



Pak-Qatar Family Takaful Holds Annual Conference

Central - North



Pak-Qatar Family Takaful Holds Annual Conference

Central - North





PAK-QATAR
FAMILY TAKAFUL



PAK-QATAR
GENERAL TAKAFUL

CELEBRATING PAKISTAN'S LARGEST TAKAFUL BRANCH NETWORK AND PARTICIPANT BASE



FINANCIAL STRENGTH

PQFTL is rated **A+** (Stable Outlook)
by **PACRA** and **VIS** Credit Rating Company
PQGTI is rated **A** (Stable Outlook)
by **PACRA** and **A-** (Stable Outlook)
by **VIS** Credit Rating Company



SHARI'AH CREDIBILITY

Under supervision of renowned
Shari'ah Scholars
of Islamic
Finance Industry



TECHNOLOGY AND INNOVATION

Industry benchmarked
and **technologically
advanced** capabilities
for **product** delivery



BRANCH NETWORK

**Largest Takaful
branch network** across Pakistan,
100+ branches
in **90+ cities** and **3,500+**
bank branches for Banca Takaful



DECLARED SURPLUS AND AGGREGATE TURNOVER

PQFTL has declared surplus
of approximately **PKR 447 million**
since inception. **PQGTI** has an aggregate
turnover of **PKR 9 billion** for 2019



PAKISTAN'S PIONEER AND THE LARGEST TAKAFUL GROUP

Alhamdulillah! We have become the first Takaful Company in Pakistan to reach the 100+ branch network milestone, offering Shari'ah-compliant financial protection and investment plans across the length and breadth of the country. In a little over a decade, we have expanded our network to more than 90 cities with approximately PKR 9 billion annual contributions and a combined investment fund of more than PKR 24 billion. And this couldn't have been possible without the trust of more than 700,000 satisfied Takaful members and more than 1100 corporate clients. JazakAllah!

Together for Better

www.pakqatar.com.pk | 111-TAKAFUL(825-238) |