



### PAKISTAN'S PIONEER AND THE LARGEST TAKAFUL GROUP

**Together for Better** 

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



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### O Prophet (PBUH)!

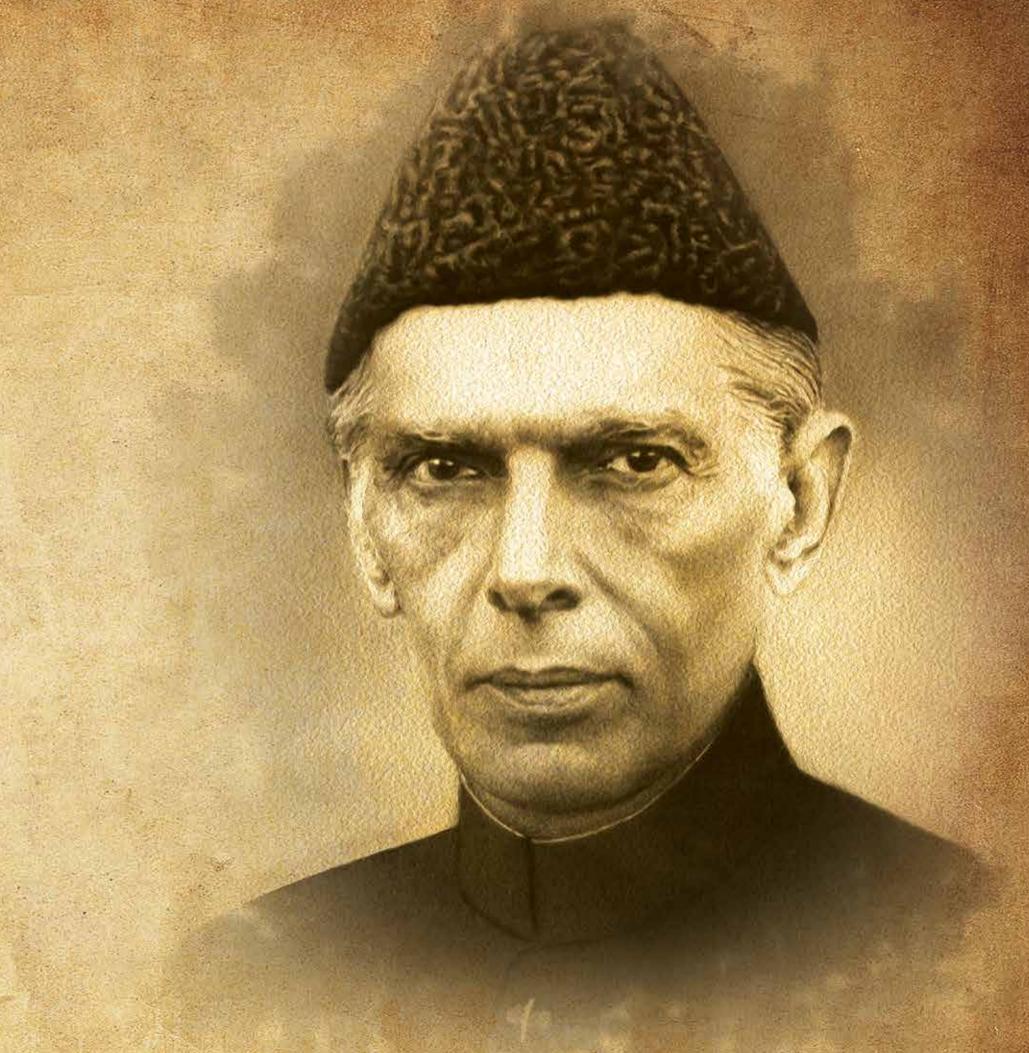
Say, "The evil and the good are not equal, even though the abundance of (what is) evil may attract you. So, fear Allah, O people of understanding, so that you may be successful."

(Al-Ma'edah-100)

We must work our destiny in our own way and present to the world an economic system based on true Islamic concept of equality of manhood and social justice. We will thereby be fulfilling our mission as Muslims and giving to humanity the message of peace which alone can save it and secure the welfare, happiness and prosperity of mankind.

# Muhammad Ali Jinnah

Speech on the occasion of the opening ceremony of the State Bank of Pakistan on 1st of July, 1948.





#### Vision Statement

Providing financial protection through Takaful, to everyone.

#### Mission Statement

- Promote Takaful amongst the masses, encompassing education and awareness, and present an image that is consistent with our ideological values.
- Adhere to best ethical practices in all aspects of our operations, while abiding by the Shari'ah and the law of the land.
- Empower our employees by inspiring, guiding, enabling, and supporting them.
- Ensure our support to the community and the environment with excellence.
- Ensure customer satisfaction by offering quality products and services driven by their needs.
- Ensure optimum returns to the shareholders.

#### **Core Value**

Doing things in a manner that in available resources cannot be done better.

# Pak-Qatar Takaful Group A Brief Profile

Pak-Qatar Takaful Group (PQTG) - The First and Largest Dedicated Takaful enterprise in Pakistan's Islamic Finance industry, comprises of Shari'ah compliant ventures like; Pak-Qatar Family Takaful Limited (PQFTL), Pak-Qatar General Takaful Limited (PQGTL), Pak-Qatar Investment (Private) Limited (PQIL) Pak-Qatar Asset Management Company Limited (PQAMCL) and Qatar Group (Private) Limited. These ventures are driven by modern technology and a service-culture, to achieve the fastest growth and high-credibility, by providing innovative Takaful and investment solutions.

**Alhamdulillah!** Our resolute efforts over the past decade as the pioneer and flag-bearer of Takaful have undoubtedly been rewarded by Allah (SWT) and by the people of Pakistan with the continuous strong & unwavering support from the shareholders representing the State of Qatar.

The Group of Companies are registered with the 'Securities & Exchange Commission of Pakistan' (SECP). PQFTL and PQGTL received their license in 2007 and commenced Takaful operations in the year 2008. The Group has the historic privilege and honor of launching Pak-Qatar Family Takaful Limited as Pakistan's first and largest Family Takaful Company.

Pak-Qatar Takaful Group, with a vision of "Providing financial protection through Takaful to everyone", is not only Pakistan's pioneer and the largest Takaful group but is also the third largest private- sector corporate conglomerate in the entire insurance industry of Pakistan. The Group is proudly managing the assets book valued over PKR 32 Billion.

Pak-Qatar Takaful Group annually contributes over PKR 11 Billion to Pakistan's GDP. Further, the Group has settled and paid claims to Takaful Participants in excess of PKR 34.3 Billion since inception. PQFTL is the world's first and only Family Takaful operator that has consistently declared and distributed surplus of approximately PKR 650 Million since inception.

Takaful serves as a Shari'ah compliant alternative to insurance and thereby all Pak-Qatar Takaful products are duly certified with Fatwas (Islamic Pronouncement) issued by an independent Shari'ah Advisory Board which comprises of world renowned Shari'ah Scholars panel and chaired by Mufti Muhammad Hassaan Kaleem. Mufti Taqi Usmani was the founding chairman of PQTG Shari'ah Advisory Board since inception and had named Mufti Hassaan Kaleem as his successor in 2019. PQTG is the first one to establish a dedicated in-house Shari'ah department with a team of Shari'ah scholars and experts providing round the clock support in all spheres related to Shari'ah learning, research, and compliance.

The Group's shareholders include some of the strongest financial institutions in the State of Qatar, including; Qatar Islamic Insurance Company (QIIC) and Qatar International Islamic Bank (QIIB). Further, our shareholders also include FWU AG (Germany), a leading technology company based in Munich, Germany.

Pak-Qatar Takaful Group's paid-up capital is in excess of PKR 2.8 Billion which entirely represent Foreign Direct Investment (FDI) in Pakistan, mostly from Qatar-based members of the Group's board of directors and shareholders.

The Group is chaired by His Excellency, Sheikh Ali bin Abdullah Thani J.Al-Thani (member of Qatar's Royal family). Other prominent members of the Board of Directors and shareholders from Qatar in the Group include; Abdul Basit Ahmed Al-Shaibei (CEO, Qatar International Islamic Bank), Ali Ibrahim Al Abdul Ghani (CEO, Qatar Islamic Insurance Company), Said Gul and Zahid Hussain Awan, Owais Ansari, to name a few.

PQFTL is strengthened by Re-Takaful arrangements with Munich-Re, Hannover- Retakaful. PQGTL is backed by Re-Takaful arrangements with Pakistan Reinsurance Company Limited, Saudi Re, Arab Re, Kuwait Re-Takaful, Cobalt Re, Tunis Re, and Kenya Re.

The Group's Insurer Financial Rating (IFS) remains robust, whereby PQFTL is rated "A++" (with Stable Outlook) by VIS Credit Rating Co. Ltd. and Pakistan Credit Rating Agency (PACRA) while PQGTL is rated "A+" with Stable Outlook by PACRA.

Pak-Qatar Family Takaful (PQFTL) is currently providing need-based financial protection to more than 3000 corporate clients and over 1,000,000 Individual Takaful members for Individual Family, BancaTakaful, Group Family and Group Health business segments. Pak-Qatar Family has around 300+ prominent hospitals & wellness partners on panel across Pakistan to provide best healthcare to Takaful members.

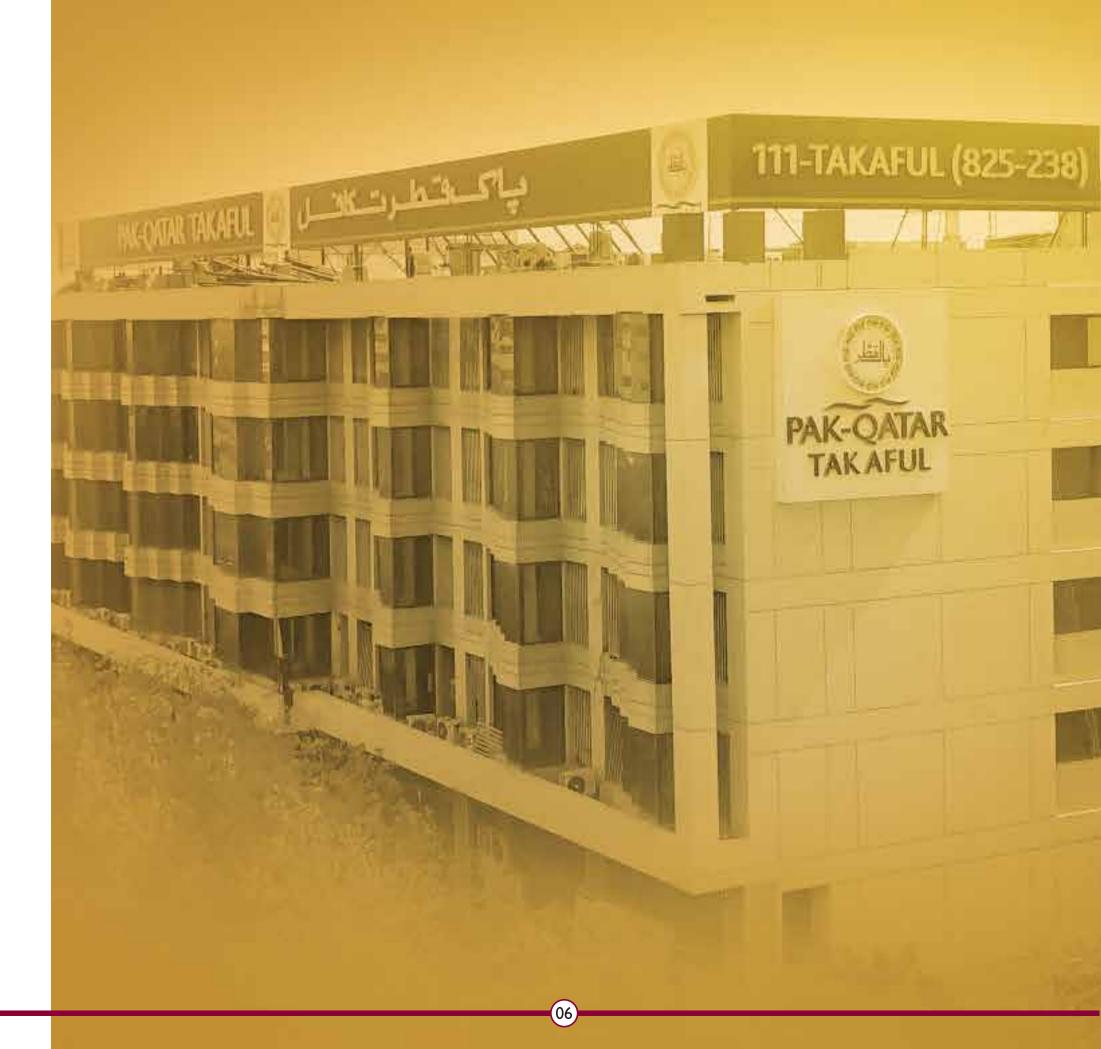
PQTG has the largest Takaful branch networks in Pakistan boasting of over 165 branches in more than 125+ cities nationwide. In addition to our physical presence of branch locations across Pakistan, we also deliver 24/7 Alternate Distribution Channels (ADCs) accessibility through all digital-media, Online Payments and E-Commerce web-portals, pioneering mobile-Applications and other smart electronic touch-points.

PQFTL enjoys a strategic Banca-Takaful alliance with FWU AG (Germany), a leading technology company based in Munich, Germany for distribution and instant issuance of Takaful policies at about 4.500 bank branches across Pakistan in more than 135 Cities. POFTL enjoys strong relationships with 12 commercial banks and 3 Microfinance banks.

Pak-Qatar General Takaful (PQGTL) is offering coverage to approximately 1500 corporate members comprising of Textile, Pharma, Hospital, Various Industrial risk, Banks and Modarbas and over 30,000 individual Takaful members. PQGTL major segments include: Fire and Allied Perils, Marine (Inland, Import and Export), Engineering, Motor, Cash in Safe, Cash in Transit, Personal Accident, Health, Financial Lines & Travel.

The main asset of company is the human talent. Pak-Qatar Takaful Group takes pride in having the best industry practitioners in the world working with dedication for the company. The Group is also considered among the best employers of Pakistan with a workforce of over 3,500+ people spread all over Pakistan. The highly competitive compensation & benefits combined with the opportunity for extensive training & development on continuous basis from fresh graduates to highly trained professionals are commensurate with performance excellence. The group continues to invest in human capital with over PKR 2 Billion in talent investment on an annual basis.

Pak-Qatar Takaful Group has won many international awards including 'Best Takaful Company' Award from FPCCI in 2020, `Best Takaful Company' by Global Islamic Finance Awards in London 2019, `Brand of the Year' at the FPCCI Awards in Karachi 2018, `Best Takaful Operator' by IFN Awards in 2017, `Best Takaful Operator in Pakistan' award at the 10th International Takaful Summit London 2016 and 'Best Takaful Company in Pakistan' for the year 2015 at 'RTC Islamic Banking & Finance Awards' ceremony in Islamabad and many more..



# **Group Snapshot**

We Have The Financial Strength, Resources And Experince To Meet Your Needs Through Our Shari'ah Compliant Takaful Products. We, As a Part Of The Nation, Devotedly Play Our Role In Contributing To the Economy.



I,000,000
INDIVIDUALS
AND 3,000 +
CORPORATE

**CLIENTS** 



**AGAINST FUTURE INCERTAINTIES** 

PAK-QATAR HAS PROVIDED LIFE COVERAGE THROUGH TAKAFUL POLICIES TO MORE THAN 600.000 INHABITANTS

A NATIONWIDE NETWORK OF OVER
165 BRANCHES
SPAN 120 + CITIES

OUR RESOLUTE
EFFORTS HAVE
UNDOUBTEDLY BEEN
REWARDED BY
ALLAH (SWT) AND
BY THE PEOPLE OF
PAKISTAN



SINCE INCEPTION.



STRONG FINANCIAL POSITION
WITH CAPITAL BASE OF

### US\$ 20 MILLION

PAK-QATAR TAKAFUL GROUP'S CAPITAL
BASE IS CURRENTLY AT AROUND US\$ 11.6
MILLION WHICH IS ENTIRELY FINANCED
FROM THE STATE OF QATAR AS
FOREIGN DIRECT INVESTMENT (FDI).
ALL THE SPONSORS/DIRECTORS ARE
BASED IN QATAR.



PAK-QATAR TAKAFUL GROUP EMPLOYS 3,500 PEOPLE ALL OVER PAKISTAN, PAYING REMUNERATION OF AROUND PKR 2 BILLION A YEAR.







PRESENTLY, PAK-QATAR
TAKAFUL GROUP HAS BEEN
MANAGING AN ASSET BASE
(LOCAL POLICYHOLDERS) OF
AROUND

PKR 32 BILLION

RESPONSIBLY CONTRIBUTED

PKR 2.6

BILLION

TO THE NATIONAL EXCHEQUER TO DATE





PKR 650 Million HAS BEEN DISTRIBUTED SINCE INCEPTION. PQTG IS THE ONLY FAMILY TAKAFUL OPERATOR TO DECLARE DISTRIBUTABLE SURPLUS FOR INDIVIDUAL FAMILY TAKAFUL.

# CREDIT RATINGS FAMILY



Pak-Qatar Family Takaful is rated **'A++'** with Stable Outlook by **PACRA** 



Pak-Qatar Family Takaful is rated **'A++'** with Stable Outlook by

VIS Credit Rating Company

# CREDIT RATINGS GENERAL

A+

Pak-Qatar General Takaful is rated 'A+' with Stable Outlook by PACRA

### **Timeline**



2008





Commences operation as the first Family Takaful operator in Pakistan

Starts offering Shari'ah compliant
Family (Life) and
General (Non-life)
Takaful

products in 3 key cities



Implements
Penta Takaful system
within first 8 months of operation

Group gross contribution reaches to **PKR 215.4 million** 

PKK 215.4 MIIIION

Makes inroad into **13 key cities** 



Kick starts Bancatakaful business through 2 leading banks

Best Family Takaful
Operator in Pakistan

**Best Use of Technology** in Islamic Finance by CIP Finanacial UAE

**Brands of the Year Award** 



2010

Becomes the first Takaful operator to implement ERP software

such as SAP

Adds a third leading bank to

Takaful Distribution Network

Proliferates Branch Network to 23 cities

Improves credit rating with JCR-VIS



First company in the industry to go live with SAP

Paid-up capital grows to

PKR 710.63 million

Gross Contribution exceeds **PKR 1.87 billion** 

**Expands Branch Network** 

to 25 cities

6 leading banks

start distributing Takaful products



2012

Record-breaking profit of **PKR 45.37 million** 

in just the fifth year of operation

Launches Health Takaful product

Branch Network reaches to **34 cities** 

Distribution of Takaful products through 7 banks



Widens operations into **39 cities** 

Availability of products at **10 leading banks** 

7 2008 2019 2011 2012 2013



2015

2016 2017

2018

2019

2020

2021



#### Achieves the billion mark

PQFTL paid-up claims exceed **PKR 1.3 billion** 

JCR-VIS and PACRA

ratings affirm the Group's strong financial position



## Best Takaful Company in Pakistan

Best Takaful Operator in Pakistan

at the 10<sup>th</sup> International Takaful Summit, London



PQGTL posts
profit in Health
and Non-health
segments



PQFTL records profit before tax of **PKR 174.4 million** 

Net shareholders' equity reaches the **PKR 1 billion milestone** 

The largest Takaful Branch Network with **over 70 branches across 60 cities nationwide** 



#### **Best Takaful Company**

award 2018 by Global Islamic Finance Awards in London, the United Kingdom

**Brand of the Year** award **2018** by FPCCI in karachi Pakistan



The largest Takaful Branch Network with over 100 branches across 90 cities nationwide



#### **Best Takaful Company**

award 2020 by FPCCI in Pakistan

PQT Group records total Contribution of **PKR 8.56 Billion** 



Over **1 million Takaful members** milestone achieved

Incorporation and SECP license attained of Pak-Qatar Asset Management Company Limited

**4,500+** bank branches and **165+** Pak-Qatar Takaful branches largest network footprint reach achieved

PQT Group records total Contribution of

PKR 11+ Billion

 2014
 2015
 2016
 2017
 2018
 2019
 2020
 2021

### **Board of Directors**



## Sheikh Ali Bin Abdullah Thani J. Al-Thani Chairman

His Excellency Sheikh Ali Bin Abdullah Thani J. Al Thani is a member of the Royal Family of Qatar. He has been the chairman of Pak-Qatar Family Takaful since its inception in year 2007. Sheikh Ali is a prominent businessman in Qatar and currently, is the Chairman of Umm-Haish International, and Al-Jazeera Trading & Contracting. Earlier, he was the Chairman of Qatar International Islamic Bank.

By qualification, he is a science graduate from the Portland State University, USA.

Sheikh Ali has continued to graciously support Pakistan in various noble causes including promotion of Foreign Direct Investment from Qatar, workforce employment and community services, particularly in education and healthcare across the country.

#### Said Gul

#### **Director**

Mr. Said Gul, a prominent Pakistani businessman in the State of Qatar, is working as Executive Director of Eurotec Projects Development for Oil & Gas (a Trading and Consultancy Enterprise). He has been a member of the board of directors for Pak-Qatar Family Takaful since its inception in 2007

Earlier, he had been associated with Qatar Petrochemical Company as Head of General Services for a period of 17 years. Thereafter, he was Director Operations at Al-Muftah Projects & Industrial Services for 14 years.

In addition to his contribution to the economies of both Qatar and Pakistan, he has also played a pioneering role in promoting friendship between the two countries and their business communities. Mr. Said Gul is in the board of Executive Members of the Pak-Qatar Business Forum and among the founding leaders of the Pakistan Welfare Forum in Doha, Qatar.

#### **Abdul Basit Ahmad Al-Shaibei**

#### Director

Mr. Abdul Basit Ahmad Al-Shaibei is the CEO of Qatar International Islamic Bank and Board member of Islamic Financial Securities Company, Doha. He has been a member of the board of directors for Pak-Qatar Family Takaful since its inception in 2007.

By qualification, Abdul Basit is a business graduate from Fayetteville University, North Carolina, USA.

#### Ali Ibrahim Al Abdul Ghani

#### Director

Mr. Ali Ibrahim Al Abdul Ghani is working as the CEO of Qatar Islamic Insurance Company (QIIC). Later, he joined Ministry of Labor & Social Affairs of Qatar and worked in the capacity of Head of Finance & Administration Affairs. He has also served at Qatar Armed forces as Head of Procurement.

He completed his graduation in Business Administration from Campbell University in 1985.

#### **Muhammad Owais Ansari**

#### Director

Muhammad Owais Ansari is the Deputy Chairman of FWU AG based in Munich, Germany and is an expert on Takaful Product Development, particularly in BancaTakaful. He is a Fellow of the Society of Actuaries (FSA) and has significant experience of working for Takaful and conventional insurers in the Middle East & UK.

Prior to joining FWU, Mr. Ansari worked as a Senior Consultant with PwC, UK. He was primarily involved in a variety of consulting projects including Solvency II, M&A, Pension Buyout and Actuarial audits.

#### Zahid Hussain Awan

#### Director

Mr. Zahid Hussain Awan has been associated with Pak-Qatar Family Takaful as director since its inception. Mr. Zahid is a graduate of Punjab University with a rich professional experience of over 36 years in Banking Industry.

He initially gained experience of Banking mainly from GCC countries and worked for almost 10 years in international banking. Later in 1990, he joined Qatar International Islamic Bank (QIIB) where he looked after the Treasury, Corresponding Banking, BancaTakaful and Products & Services development.

### Farrukh V. Junaidy

#### Director

Mr. Junaidy is a Fellow Member of the Institute of Chartered Accountants of Pakistan (ICAP) and has served as the Vice President and Council Member of the ICAP. He is working as a senior partner in Junaidy Shoaib Asad, Chartered Accountants.

Mr. Junaidy brings over 30 years of diversified experience, including over 15 years with KPMG Pakistan where he also served as Partner for 6 years. He has served on the board of directors of Karachi Stock Exchange and National Clearing Company of Pakistan as a nominee of the Securities & Exchange Commission and Karachi Stock Exchange.

#### Mrs. Sameera Usman

#### Director

Mrs. Sameera Usman has a rich and diversified experience of almost 10 years working with local and foreign organizations. With a strong academic background, she has had the privilege to work for various organizations at senior managerial positions.

She is currently associated with Pak-Qatar Investment (Private) Limited as 'Director Marketing'.

#### **Owais Ahmed Yusuf**

#### Director

Mr. Owais Ahmed Yusuf graduated from Kelly School of Business, Indiana University, United States. He is currently serving at Al-Ahmed Textile Mills Limited at a Senior Management position. Mr. Owais has also worked at different senior level positions in Financial as well as Textile sector.



# Message from our **Chairman**

The year of 2020 saw a continuation of economic struggles and strife around the globe. As the world slowly got back into a sense of financial and economic normalcy - Pak-Qatar Takaful Group was able to build upon the success of the previous year through creative adaptation, perseverance and efficient management.

We continued to lead the way in financial security and protection for all through Takaful by investing in product innovation, and providing a better experience for our esteemed members. Our commitment to providing the best in Takaful has not wavered as we continued to digitize our marketing efforts through social media platforms as well as website integration - ushering in a new digital age for Pak-Qatar Takaful. This evolution has enabled an unprecedented level of interaction with our members allowing us to receive and analyze feedback and communication in real-time - thus allowing us to better ourselves and our products.

It is because of these forward thinking initiatives as well as the continuation of our industry leading ethos that Pak-Qatar Takaful Group achieved an aggregate turnover of around PKR 8.56 Billion. The Group posted a net profit after tax of PKR 182.6 Million for the year 2020. Participant Takaful Fund generated the net consolidated surplus of PKR 113 Million.

Profit before tax of Pak-Qatar Family Takaful Limited (PQFTL) increased to PKR 208.1 Million as compared to PKR

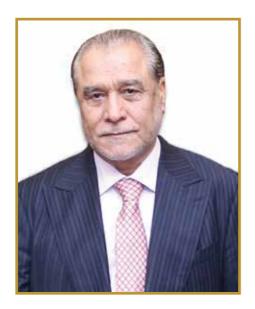
84.1 Million last year, a growth of 147% despite all challenges (economic and political) and the global pandemic caused by COVID-19. The company has increased its balance sheet footing through impressive growth in its investments and financing portfolio. Pak-Qatar General Takaful Limited (PQGTL) posted the profit after tax of Rs 19 million. Earnings per share (EPS) of Pak-Qatar Family Takaful Limited was recorded at PKR 1.25 while PKR 0.37 for Pak-Qatar General Takaful Limited.

As we venture beyond into 2021 we foresee our illustrious companies having a very bright and prosperous future, enabled by our dedicated staff and best-in-industry products and services. As innovation in product development, customer service, as well as marketing and distribution has become our priority for 2021 - we must ready ourselves to tackle the many challenges the future may bring. We foresee the digital realm playing a pivotal role in taking Pak-Qatar Takaful to greater heights, ushering in a new age of growth, prosperity and expansion. Thus, we must adapt, learn and evolve - this means developing a broader vision for what is possible.

We are confident that Pak-Qatar Takaful Group will continue to remain the top Takaful provider in the country.

Sheikh Ali Bin Abdullah Thani J. Al-Thani

Chairman
Pak-Qatar Takaful Group



# Message from our **Member, Board of Directors**

Pak-Qatar Takaful Group remains committed to providing Takaful to every citizen and corporate institution of Pakistan.

Pakistan has immense potential to become a hub of Islamic finance in the region, with strong support from the Government and the regulators. Islamic finance can play a key role in reducing income disparity and promoting financial inclusion in developing countries due to its emphasis on an equitable wealth distribution, charity, and pooling of funds for a noble cause. As a dynamic and technology driven company, we aim at being the most preferred provider of world class Takaful services in the country. We continue to even share the success of our unique Waqf based business model in other countries as well and appreciate our global recognition as one of the Best Takaful operator worldwide.

We are very optimistic that the company will continue to grow in line with our Strategic Business Plan whose goal is to foster growth and profitability for all stakeholders. As an institution whose vision is to provide financial protection through Takaful to everyone, we have come up with products that are specifically tailored to the needs of our customers.

The company is well positioned for further growth and we look to the future with confidence. On behalf of the team, I would like to sincerely thank our valued consumers, partners, shareholders and the many strategic alliances for the continued support in ensuring that we remain the leading Takaful Company in Pakistan.

p w

Said Gul Member, Board of Directors Pak-Qatar Takaful Group

# Chairman Pak-Qatar Takaful Group meets Prime Minister Imran Khan



H.E. Sheikh Ali bin Abdullah Thani Al Thani, Chairman of Pak-Qatar Takaful group met Prime Minister Imran Khan and shared his future business and investment plans in Pakistan.

Sheikh Ali bin Abdullah informed the Prime Minister that he intends to invest in hospitality industry and the planning was in an advanced stage. He noted that his group, Pak-Qatar Takaful, has over 100 branches in Pakistan and was now interested in investing in real estate, housing and hospitality sectors. Sheikh Ali greatly appreciated Prime Minister's efforts of promoting peace and security in the region.

The Prime Minister reaffirmed the importance Pakistan attaches to its strong fraternal ties with Qatar and close cooperation between the two countries. He expressed satisfaction over the positive trajectory of the relationship between Pakistan and Qatar specially after the visit of Amir of Qatar to Pakistan in June 2019.

# Chairman Pak-Qatar Takaful visits Pakistan and meets President, Foreign Minister, and Army Chief



H.E. Sheikh Ali bin Abdullah Thani, Chairman of Pak-Qatar Takaful met President of Pakistan, Chief of Army Staff, and Foreign Minister on his visit to Pakistan to discuss matters of mutual interest.

Acknowledging the positive trajectory of the Pak-Qatar relationship, the Pakistani delegation appreciated Qatar's support to Pakistan in various domains. The visiting dignitary also appreciated Pakistan's contributions to conflict prevention in the region and expressed the desire for enhanced Pakistan-Qatar bilateral collaboration on future project, especially in construction, information technology, infrastructure development, banking, and tourism sector.

# Pak-Qatar Takaful Advisory services to Belgian Insurance Consultant, Ensur



Pak-Qatar Takaful provided Advisory service to Belgian insurance consultant Ensur. Ensur is studying the opportunity to introduce Takaful insurance in Belgium and surrounding countries, and wanted to get an expert view on the different models, the regulatory requirements, the financial flows and the optimal organication and governance related to Takaful.

Pak-Qatar Takaful was selected as ideal entity to deliver this expert view. The first successful live webcast was done between Karachi and Brussels in early 2019 that focused on an overview of the main aspects of Takaful to the Ensur team

# **Brand of the Year 2020**Pak-Qatar Takaful



Pak-Qatar Takaful (PQT) honored with FPCCI Achievement Award as Pakistan's Best Takaful Company by His Excellency Dr. Arif Alvi, President of Pakistan in Islamabad recently.

Mr. Zahid Awan, Director, Pak-Qatar Takaful Group was present to receive the award.. Dr. Hafeez Shaikh (Adviser to the Prime Minister on Finance and Revenue) and Muhammad Hammad Azhar (Federal Minster for Industries and Production), were also present.

#### What is Takaful?

A Shar'iah compliant alternative to insurance.

Takaful is a community-pooling system based on the principles of brotherhood and mutual help wherein, participants contribute in a fund to help those who need it most in times of financial difficulties.

Example of Takaful might be found in the early Islamic history when the Muslim merchants took Takaful protection for safeguarding caravans from travel risks like storms or pirates.

# Difference between Takaful & Conventional Insurance

	Conventional Insurance	Takaful
Nature of Contract	A contract of compensation (Aqd Mua'wza). Risk is purchased by an Insurance Company	A Taburru (Donation) based contract. Risk is mutually shared by the participants.
Premium / Contribution	The premium paid by the insured belongs to the insurance company.	The Contribution belongs to the Waqf; the operator (takaful company) is not the owner of this amount. Takaful company only gets its Wakalah Fee out of that contribution.
Investment Avenues / Modes	Investments can be made in any manner/avenue.	Investments can only be made in Shari'a compliant securities
Investment Profit	All Investment profits belong to the insurance company	Profit on investments of Waqf Fund belongs to Waqf. (Modarib share is paid to Takaful Company on the investments' profit.)
Underwriting Policy	Only underwriting techniques	Underwriting techniques + Shari'ah Framework of Halal and Haram
Claims	Payable from overall fund of the company	Payable from participants, Takaful fund (Waqf Fund)
Underwriting Profit / Surplus	Payable from overall fund of the company	No provision for underwriting profit for Takaful Company. Surplus can only be given to participants.
Shari'ah Supervision	No such kind of supervision takes place nor there is any law concerning it. The insurance company simply invests their fund in any business they deem fit, irrespective if the business is Shari'ah-compliant and Halal.	A Shari'ah Advisor is an integral Part of any Takaful setup, which supervises the entire operations (including investment activities) of the company. As per the Takaful Rules 2012, external Shari'ah compliance audit is also compulsory.

# Introduction of Takaful in Pakistan

MODAG	nanananan
SECURITIES	AND EXCHANGE COMMISSION OF PAKISTAN INSURANCE DIVISION
No. INS : DIV ()	77
Cer	tificate of Registration
	No
TAKAFUL L	INITED.
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his Sexteen	h day of August
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	of the Insurance andersonce 2000, pertaining to life insurance luxiness.
	luciness

Pak-Qatar Family & General Takaful companies were formed in 2006 with a vision to provide financial protection through Takaful to everyone.

To promote Takaful amongst the masses was the Mission set-up by the Group.

Alhamdulillah! This was the beginning of an alternative to insurance in Pakistan.

#### **Financial Strength - Our Sponsors**

#### **Qatar Islamic Insurance Company (QIIC)**

QIIC has grown rapidly to become a leading Takaful insurance company in the world. Combining adherence to the principles of Islamic Sharia with innovatory and dynamic management, QIIC has continually upgraded its operations, and now lead the field in introducing new products and services to its customers.

Over the years, QIIC has achieved outstanding levels of growth, with unprecedented gains across all classes of its business despite increased local & regional competition. This success reflects the Company's strong financial position and its ability to adapt to changes in the business environment.

QIIC is the first insurance company in Qatar to offer insurance products and services on-line, and it has maintained an impressive track-record of innovation in products, services and systems.



#### Qatar International Islamic Bank (QIIB)

QIIB is a privately owned Islamic bank in the State of Qatar offering personal and corporate Islamic banking solutions. Established in 1991, QIIB remains true to its Qatari heritage and values.

The forward thinking approach of QIIB towards Islamic banking and Shari'ah compliant products have significantly contributed in building vast customer base.

QIIB team continues to deliver market leading innovative banking solutions developed with our customers' needs in mind. Regulated by the Qatar Central Bank and highly rated for financial strength and outlook by international rating agencies, QIIB work within local and international standards to deliver the best Shari'ah compliant deposit, finance and insurance products for its valuable customers.



#### Pak-Qatar Investment (Private) Limited

Pak-Qatar Investment (Private) Limited (PQIL) is one of the shareholding entities of Pak-Qatar Takaful Group. Formed in 2017, PQIL currently holds private equities and aims to expand its horizons by investing in various avenues.

PQIL specializes in providing independent assessments and exclusive investment recommendations for its clients. The company is based on offering objective perspective, personalized planning, and sophisticated investment management to individual and corporate investors.

PQIL investment strategies are designed to create value within opportunities and maximize returns for its investors. The company seeks opportunities that provide its investing partners with the highest probability of earning outsized returns with risk controls.

PQIL is committed in providing investors with dedicated and transparent services that they can always trust.



#### **FWU Group**

The FWU Group is a relative young corporate group. Formed in 1989 and on the market with its fund-linked life assurance since 1994, it is today one of the larger independent financial service providers operating internationally. The holding enterprise is the FWU AG, located in Munich and Luxembourg.

The FWU Group has a total of five subsidiaries, namely ATLANTICLUX Lebensversicherung S.A., Luxembourg, PREMIUM SELECT LUX S.A., Luxembourg, FWU Commission Factoring GmbH, Munich, FWU Payment Services GmbH, Munich and FWU Pension Management GmbH, Munich.

The FWU Group offers its products at present in European (Germany, Austria, France, Italy, Luxembourg) as well as non-European (United Arab Emirates, Saudi Arabia, Kuwait, Malaysia, Pakistan) markets.



#### Shari'ah Credibility

An independent Shari'ah Advisory Board chaired by Mufti Muhammad Hassaan Kaleem certifies all products and operations for Shari'ah compliance. Mufti Muhammad Taqi Usmani was the founding Chairman of the group's Shari'ah Advisory Board since inception and named Mufti Hassaan Kaleem as his successor in 2019

### Shari'ah Advisory Board (Pak-Qatar Takaful Group)

### **Mufti Muhammad Hassaan Kaleem** (Chairman)

Mufti Hassaan Kaleem is the world's most renowned Shari'ah scholar. He is also considered the founding father of Islamic finance globally.

Mufti Muhammad Hassaan Kaleem, Chairman of Shari'a Advisory Board for Pak-Qatar Takaful Group is a prominent personality in the Islamic Finance Industry. Prior to his appointment as chairman in 2019, Mufti Hassaan was already serving as member of Shari'ah Pak-Qatar Takaful for more than a decade since the company's inception in 2007. Apart from his role in Shari'ah Advisory Board for Pak-Qatar Family Takaful, he is also serving as member of Shari'a Board for Dubai Islamic Bank Pakistan (DIBPL) and Head of Shari'a, DIBPL.

#### Dr. Mufti Ismatullah

(Shari'ah Advisor & Member)

Mufti Ismatullah is Sharia'h Advisor & Member at Pak-Qatar Family Takaful. He holds a Ph.D on 'Importance of Money and its uses' from Karachi University and did his Takhassus (specialization) in Islamic Fiqh and Fatawa from Jamia Dar ul Uloom, Karachi.

Mufti Ismatullah also holds Shahadh Al-Alamiyyah degree. Mufti Ismatullah has been teaching Quran, Hadith, Fiqh, Philosophy and Arabic Grammar at Dar-ul-Uloom, Karachi since 1993 and has issued over 25,000 fatawas while serving at Dar-ul-Ifta' of Dar-ul-Uloom, Karachi.



#### **Awards & Accolades**

Developing innovative and need-oriented Takaful products for corporate and individual clients has earned Pak-Qatar Takaful Group notable national and international awards.

'BEST TAKAFUL COMPANY' AWARD BY FPCCI IN PAKISTAN

2020



'BRAND OF THE YEAR' AT THE FPCCI AWARDS IN KARACHI, PAKISTAN

'BEST TAKAFUL COMPANY' AWARD BY GLOBAL ISLAMIC FINANCE AWARDS IN LONDON, THE UNITED KINGDOM

2018



'BRANDS OF THE YEAR AWARD' IN TAKAFUL BY FEDERATION OF PAKISTAN CHAMBERS OF COMMERCE AND INDUSTRY IN KARACHI, PAKISTAN

2017



'BEST TAKAFUL OPERATOR' BY ISLAMIC FINANCE NEWS IN KUALA LUMPUR, MALAYSIA

'BEST TAKAFUL OPERATOR IN PAKISTAN' AWARD AT THE  $10^{TH}$  INTERNATIONAL TAKAFUL SUMMIT, LONDON

2016



'BEST TAKAFUL COMPANY IN PAKISTAN' AT ISLAMIC BANKING AWARDS CEREMONY

**2015** 



'BEST TAKAFUL COMPANY IN PAKISTAN' AT CAIRO SUMMIT

**2013** 



'BEST FAMILY TAKAFUL' AWARD BY I $^{\rm ST}$  NATIONAL ACHIEVERS AWARD

'BEST USE OF TECHNOLOGY' AWARD BY THE ISLAMIC BUSINESS & FINANCE AWARDS, UAE

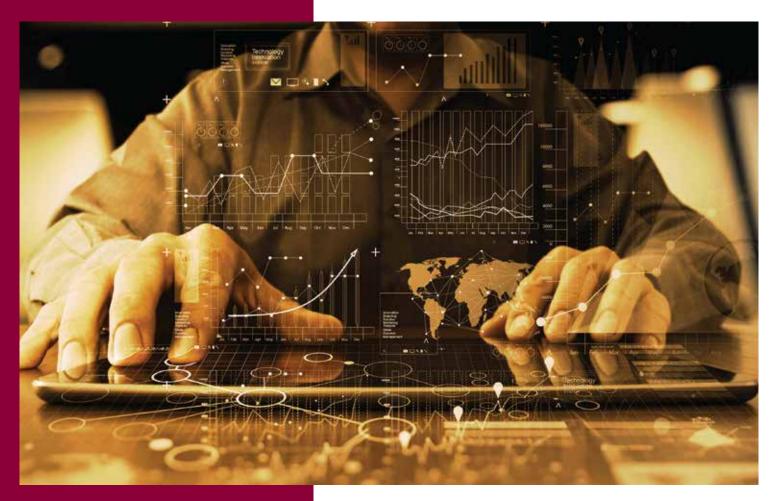
> 'BEST MARKETING STRATEGY' BY WORLD TAKAFUL SUMMIT, LONDON

> > 'BRANDS OF THE YEAR AWARD'

2009



# Technology & Innovation



In line with strategic objectives, the Company has one of the most technologically advance capabilities for product delivery.

The Company has established industry benchmark by providing integrated information at various marketing touchpoints that include 24/7 telephone helpline, smartphone based apps and cyberspace connectivity through various digital media platforms



Available or







# RE-TAKAFUL **ARRANGEMENTS**

We have made our Re-Takaful arrangements with world-renowned Re-Takaful providers. This allows us to enjoy the expertise of some of the strongest companies around the globe.







Pakistan Reinsurance Company Limited













# **FAMILY TAKAFUL**

POFTL. THE FIRST AND LARGEST DEDICATED FAMILY TAKAFUL COMPANY IN ISLAMIC FINANCE INDUSTRY



#### The Company

Pak-Oatar Family Takaful Limited (POFTL) is the first and largest dedicated Family Takaful Company in Pakistan. PQFTL is a progressive and a technology-driven Shari'ah Compliant company providing innovative Takaful solutions since 2007. PQFTL is the fastest growing Family Takaful operator in the

Incorporated in 2006, and beginning operations in 2007, the company is registered with, and supervised by, the Securities and Exchange Commission of Pakistan (SECP). An independent Shari'ah Advisory Board chaired by Mufti Muhammad Hassaan Kaleem certifies all products and operations for Shari'ah compliance. The company is rated "A+" (having Stable Outlook) by VIS Credit Rating Co. Limited and Pakistan Credit Rating Agency (PACRA). The Company's paid-up capital is in excess of Pak- Rs. 1.3 billion, which is With more than 600,000 covered members and over 1850 highest in the industry.

PQFTL has a vision of providing financial protection through

Takaful to everyone. The company's shareholders include some of the strongest financial institutions in the state of Qatar such as Qatar Islamic Insurance Company (QIIC) and Qatar International Islamic Bank (QIIB). The company is further strengthened by its Re-Takaful arrangements with Munich-Re and Hannover Re. Pak-Qatar Family Takaful Limited has strategic BancaTakaful alliance with FWU AG, a leading life insurance company based in Munich (Germany), for distribution of Takaful policies through banking channels.

Pak-Qatar Family Takaful Limited has one of the largest Takaful branch networks across Pakistan (over 160 branches in 100+ cities), in addition to over 2,675 bank branches in over 200 cities that provide BancaTakaful products.

corporate members, the company believes in technological advancement and has presence on all digital mediums thus enabling the customers to keep in touch 24/7 via modern web portals and mobile applications.

Pak-Qatar Family Takaful Limited is recipient of several domestic and international awards and nominations including 'Best Takaful Company' by FPCCI in Pakistan in 2020, 'Best Takaful Company' by Global Islamic Finance Awards in London 2018, 'Brand of the Year' at the FPPCI Awards in Karachi 2018, 'Best Takaful Operator' by IFN Awards in 2017, 'Best Takaful Operator in Pakistan'award at the 10th International Takaful Summit london 2016 and 'Best Takaful Company in Pakistan' for the year 2015 at 'RTC Islamic Banking & Finance Awards' ceremoney in Islamabad

### **PRODUCTS** (CORPORATE)

#### **Health Takaful**

Health is an irreplaceable blessing. To safeguard it, Pak-Oatar Family Takaful Ltd. offers the best facilities for any major or minor health-related issue. Family Health Takaful allows employees and their covered dependents to be treated by the best doctors at the best medical institutions nationwide. There is neither a prior medical check-up nor any limit on the number of days for hospitalization. Moreover, any cost incurred during an emergency medical treatment while traveling abroad are easily reimbursed.

To be eligible for Group Health Takaful, the employee and spouse must be between 18 and 59 year of age, with maximum age of entry relaxed under special circumstances. Children are eligible for coverage from birth till 25 years of age. The maximum age of entry for children is 24 years, with unmarried daughters being exempt from this

#### **Benefits Offered**

In-Patient Benefits: Every expense incurred during hospitalization due to any sickness, accident or surgery is met, pre-and post-hospitalization tests, diagnosis and follow-ups 30 days before admission as well as after discharge are included in the provided

Out-Patient Benefits: This provision caters day-to-day healthcare expense from consultation with a general practitioner to specialist out-patient treatment.

Maternity Benefits: This provision caters to all birth-related medical costs, including pre-and post-natal treatments. Complications during childbirth are catered to as well.

### Family Takaful

Group Family Takaful provides coverage to Participant's employees in event of death or disability. In such an event, the Participant or the beneficiaries receive a multiple of the salary or a pre-determined amount to ease the ensuing financial difficulties. Apart from the basic coverage, a multitude of supplementary benefits have been provided so that the Participant may extend the necessary benefits to its employees for customized coverage.

Any group of 15 or more individuals, with individual ages between 18 and 59 years is eligible for this plan.

This plan expires when the individual reaches 60 years, but the maximum age may be relaxed on request.

#### **Benefits Offered**

Group Accident Death Takaful Benefit: Beneficiaries are provided with an accidental amount to cover for the permanent loss of income.

#### **Group Permanent Partial Disability (Accident Only)**

Takaful Benefit: Partial coverage is provided to the Participant who becomes partially disabled for the rest of his life.

#### **Group Permanent Total Disability (Accident Only)**

Takaful Benefit: Total coverage is provided for situation where the Participant is unable to earn any living for the remaining part of his life.

#### **Group Temporary Total Disability (Accident Only)**

Takaful Benefit: An amount covering the loss of wages in the form of pre-agreed weekly stipend is provided to the Participant who suffers from total disability temporarily. This benefit continues till the Participant resumes work.

### **PRODUCTS** (INDIVIDUAL FAMILY TAKAFUL)

#### **Share n Care**

Share n' Care Takaful Plan is an idea blend of saving and coverage, designed for the Participants' financial protection through investment and long-term savings. This plan, through regular contributions, combines the Takaful function with growth of savings, allowing heads of families to provide their dependents with a comfortable life.

Share n' Care is a general, comprehensive unit-linked plan, and has been designed to cater to all possible investment and coverage needs.

#### **Benefits Offered**

Maturity Benefits: The Participant receives the total Cash Value on his investment account at the end of plan term.

Death Benefits: The beneficiary receives the agreed upon amount. The customer has the option to choose from a wide range of coverage and contribution choices. This feature gives flexibility to tailor the plan to customer's need

**Indexation:** This practice is employed to secure Fund's growth from regressive effects of inflation. The Participant can opt for indexation either at any one out on face value and the contribution or both.

Top-up: The cash value of the Fund to a Participant's name can increase instantly if the Participant contributes an additional amount.

Withdrawal Options: The participant's has the option to get partial one-time or regular withdrawals as and when required, subject to availability of sufficient funds in this investment amount.

Supplementary Benefits: Share n' Care has the provision of being coupled to any supplementary Takaful benefits currently on offer.

#### **Investment Shield**

Investment Shield is a single contribution investment plan, the first of its kind by Pak-Qatar Family Takaful Limited. Its function is to generate stable returns, and with the added benefit of Takaful protection. optimization of profits is ensured.

Investment Shield is tailored for the individuals who have a minimum of Rs. 300,000 available for investment for 5 to 10 years.

#### **Benefits Offered**

Maturity Benefits: The Participant receives the total value of his funds. Natural Death Benefits: The beneficiary receives 105% of the total contribution or the value, whichever is greater.

Accidental Death Benefits: The beneficiary will get Rs. I million in addition to the benefits payable in case of natural death.

Withdrawal Options: Withdrawal option is available as for any other unit linked plan but a free of Rs. 500 per withdrawal is charged.

#### **ABC Education**

ABC Education Takaful is a secured and flexible plan to ensure contributions of children's education. By making use of this platform. parents have the opportunity to establish educational funds for their children by contributing part of their savings regularly. Consequently, by the time membership to ABC Education Takaful is over, a substantial fund will be available for the purpose of continual of

#### **Benefits Offered**

Maturity Benefits: The Participant receives the total value of investment account at the end of the plan term.

Sponsor's Death Benefit: Beneficiary, presumably the child, will be paid a pre-determined monthly amount to ensure that the beneficiary's education does not suffer. Moreover, the regular contributions are paid by the Waaf fund into the investment account of the plan. These along with investment return are available to beneficiary at the time of Maturity of the plan.

Withdrawal Options: The participant has the option to get partial one-time or regular withdrawals as and when required, subject to availability of sufficient funds in this investment account.

**Indexation:** This practice is employed to secure Fund's growth from regressive effects of inflation. The Participant can opt for indexation either any one out of face value the contribution or both.

Supplementary Benefits: ABC Education has the provision of being coupled to any and all supplementary Takaful benefits currently on

### **Salary Saving**

Salary Savings Takaful Plan is a modified version of Share n'Care Takaful Plan, specially designed for employees who can mobilize small and easily manageable contributions in a timely manner. The employeer may deduct contributions from the employees' monthly salaries and pay the total amount through a single cheque, and may use this plan as a fringe benefit for his employees. The employee can also finance the plan from his provident fund.

#### **Benefits Offered**

Benefits offered under Salary Savings Takaful Plan are the same as those of Share n' Care. Moreover, no additional fee will be charged if the employer contributes on a monthly basis.

#### Takaful Shield

Takaful Shield's function is to provide cover for sizable loans in case the Participant passes away before being able to clear his debts. The coverage decreases over the Membership term to account for the repayments made year by year. It is a term Takaful plan providing cover

only and has no savings element. With this plan, the customer is Family Sehat covered with relatively much less contribution.

#### **Benefits Offered**

Death Benefit: The beneficiary receives a payment offsetting the total outstanding balance on the debt.

Maturity Benefit: The plan does not include an investment function. However, there may be a provision for the distribution of any surplus in the Waqf Fund, if any such exist.

Supplementary Benefit: Takaful Shield has the provision of being coupled with Waiver of Contribution on Permanent Total Disability, a supplementary Takaful benefit.

#### **Supplementary Takaful Benefits**

#### **Critical Illness:**

The cost of health care and convalescence for long standing diseases is increasing day by day. The financial impact of such diseases can increase with the customer being compelled to quit his vocation. This supplementary benefit cover 22 major illnesses including but not limited to cancer, heart bypass, major heart attack, major organ transplant and even accidental ampupation of two limbs. The cover provides a lump sum payout in case an individual incurs such critical illnesses

#### **Takaful Accidental Death and Dismemberment:**

The supplementary benefits is to cover disability and death due to accident, providing extra payments to Participants or their beneficiaries who suffer fatal accident, dismemberments or accidental total and permanent disability.

#### **Takaful Accidental Death Benefit:**

This supplementary benefit provides additional coverage in case of death of participants caused by accident.

#### **Takaful Family Income Benefit:**

This supplementary benefit provides a mutually agreed-upon monthly income to the beneficiary if the Participant passes away. The benefit payment continues till maturity date of the basic plan.

#### **Takaful Waiver of Contribution:**

In case the holders of this supplementary benefit suffer from total and permanent disability due to an accident or disease, all further regular contributions will be waived. The Waqf Fund will make these payments to the investment account on behalf of Participant. The cover under the basic plan will continue as usual.

#### **Takaful Hospital Daily Allowance:**

In an event of a Participant's hospitalization for more than two consecutive days, a pre-defined daily allowance for coverage of medical expenses or for loss of income during the period of hospitalization will be provided.

#### Permanent and Total Disability Due to Sickness:

In case the holder of this supplementary benefit suffers from total and permanent disability due to disease, he will be paid the death benefit as agreed under the basic plan. The basic plan will be terminated.

Our health is subject to multiple risks in today's fast-paced lifestyle. To commit to the good health of our family and ourselves, it becomes essential to protect yourself by investing in a reliable health plan that includes medical outlay, laboratory test costs, medication, hospitalization costs, including critical illness. Healthy lifestyle is the key to a happy life, and one must be prepared to tackle health-related problems as and when they occur. Pak-Oatar's FAMILY SEHAT is the solution to all such needs.

#### **Benefits Offered**

Following Takaful Benefits are offered under this Plan;

Hospital Care Benefit Critical Illness Benefit (Optional) Complimentary Benefits

#### **Takaful Bachat Scheme**

Takaful Bachat Scheme is a win-win solution for both your financial protection and long-term savings and investment needs.

Takaful Bachat Scheme combines your need for Takaful protection and your wish for savings growth. The plan facilitates the family heads in providing their loved ones a comfortable and an honorable life through the beauty of regular savings. It accumulates small savings and grows it into a large fund over a period of time to fulfill your dreams for your family by fulfilling Your Dreams...

#### **Takaful Benefits**

A small commitment and discipline can go a long way in securing the fulfillment of your dreams:

Children's Education and Marriage Retirement Income Buying a new House Pilgrimage for Hajj/Umrah Family Vacations Other savings purposes Supplementary Takaful Benefits:

#### Supplementary Takaful Benefits

Takaful Bachat Scheme offers the option to increase the protection levels by making additional Contribution to the Waqf Fund:

Accidental Death Benefit Accidental Death and Dismemberment Permanent Total Disability - Sickness Family Income Benefit Waiver of Contribution Critical Illness Additional Term Takaful Hospital Daily Allowance

The product plan consists of three offering variants i.e. Silver, Gold and Platinum.

#### Flexi Savings

Flexi Savings Takaful Plan is specially designed to offer more flexibility to our customers. It is a specialized Unit-Linked Plan with limited contribution paying term. The Participant has the option to choose Contribution Paying Term lesser than the Membership Plan Term that he has selected.

#### **BENEFITS OFFERED**

#### WITHDRAWAL OPTIONS

Permanent

Withdraw entire Cash Value from \*PIF at no extra cost.

#### Partial

Make ad-hoc or regular withdrawals from \*PIF. No withdrawal charges levied till the fourth withdrawal in a single membership year. Minimum partial withdrawal is Rs. 15,000/-.

#### INDEXATION

To protect your investments from inflation, index your Contribution or Face Value by 5%, 10% or 15%.

#### **MATURITY**

Participant receives the Cash Value available in his \*PIF and the accumulated surplus, if any, from the Waqf.

#### **SURPLUS SHARING**

Surplus in the Waqf Fund, if any, can be distributed amongst the Participants at the end of every year.

#### TOP-UP

Increase your investment portion by making additional Contributions at any time. Minimum top-up-amout should be Rs. 15,000/-.

How Does Flexi Savings Takaful Plan Function?

Contributions received from Participants by Pak-Qatar Family are divided into two accounts, Participant's Investment Fund (PIF) and Wagf Fund. The amount in PIF is invested in Shari'ah compliant business avenues to generate Halal profits. The contribution pooled in Wagf fund is considered Tabarru & is used to pay claims. A Wakala fee(s) is deducted for services rendered in Investment Management and for operating Wagf Fund. Any surplus generated in the Wagf is distributed back to the Participants at the end of each year.

#### Investment Management

Pak-Qatar has set up three investment fund strategies. In each fund a different investment strategy is being followed depending upon the participant's risk-reward appetite. You have the option to switch between these strategies at any time during the year without any charges for up to 3 switches a year.

# **Products (Family)**



# **GENERAL TAKAFUL**

PAK-QATAR GENERAL TAKAFUL LIMITED (PQGTL) IS ONE OF THE LEADING GENERAL TAKAFUL COMPANIES IN PAKISTAN



#### The Company

Pak-Qatar General Takaful Limited (PQGTL) is one of the leading General Takaful companies in Pakistan. The company commenced its operations in 2007. Pak-Qatar General Takaful Limited offers comprehensive General Takaful (Non-Life insurance) products' portfolio for corporate customers as well as individual clients. Incorporated in 2006, and beginning operations in 2007, the company is registered with, and supervised by, the Securities and Exchange Commission of Pakistan (SECP). An independent Shari'ah Advisory Board chaired by Mufti Muhammad Hassaan Kaleem certifies all products and operations for Shari'ah compliance. The company is rated "A" (Single A) with Stable Outlook by PACRA and 'A-' (Single A Minus) with 'Stable' Outlook by the VIS Credit Rating Company Limited.

PQGTL has a vision of providing financial protection through Takaful

to everyone. The company's shareholders include some of the strongest financial institutions in the state of Qatar such as Qatar Islamic Insurance Company (QIIC), and Qatar International Islamic Bank (QIIB). The company is further strengthened by its Re-Takaful arrangements with Pakistan Rinsurance Company Limited, Saudi Re, Arab Re, Kuwait Re-Takaful, Cobalt Re, Tunis Re, and Kenya Re.

Pak-Qatar General Takaful Limited has presence in major cities of the country. Pak-Qatar General Takaful Limited by adhering to the only best practices set down in the Islamic Shariah and Pakistani law is engaged in providing need-based, practical and profitable financial services to its members and participants throughout Pakistan.

The company believes in technological advancement and has presence on all digital mediums thus enabling the customers to keep in touch 24/7 via modern web portals and mobile applications. The company continues to be the recipient of several domestic and international awards.

# PRODUCTS Fire & Property Takaful

We need safety and security for our business place, home, wealth and everyday casualties. Natural calamities, fire, lightening, burglary, other hazards are associated to our everyday life. Pak-Qatar General Takaful Fire and Allied Perils Takaful provides vast coverage against all these risks to make your life and business secure.

Fire Takaful policy provides compensation to the participant in the event of damage to the property (i.e. buildings, stock, machinery and other contents) caused by fire, lightning and explosion. We have extended customized coverage for diversified industrial sector companies as per their needs. Risk management services are also extended for the clients with assessing and recommending improvement in risk exposure to mitigate the risks. Our Fire Takaful coverage is extended for losses due to:

- Fire & Lightning
- Domestic Explosion
- Riot and Strike
- Malicious Damage
- Standard Explosion
- Atmospheric Disturbance
- Earthquake (Fire & Shock)
- Aircraft Damage
- Impact Damage
- Burglary and Housebreaking
- Electrical Clause "B'

Differentiated product range is also designed to cater to the unmet needs of SMEs and individual business owners including

- Property All Risk
- Comprehensive Machinery Takaful
- Home Takaful
- Shop owners' Takaful

#### **Marine Takaful**

Our Marine Takaful products cater to the needs of business such as traders, shipping agents, courier services, and transport related companies. Marine Cargo is extended for losses /damages pertaining to cargo / freight carried on the vessels, aircraft or road transportation. We provide all risks coverage as well as tailor made products depending upon the needs of our customers. There are various coverage available for the following types of cargo:

#### Marine Cargo

All trading businesses linked with goods imports and exports are covered under this policy. These may vary from raw material to finished goods. Our policy is accepted at financial institutions for the purpose of Letter of Credit. The product categories include:

- I. All Risks as per Institute Cargo Clause 'A'
- 2. Institute Cargo Clause 'B'
- 3. Institute Cargo Clause 'C'

#### Marine Inland Transit

We comprehensively cover movement of all kinds of raw material, finished goods and other items pertaining to the business of our clients under the Marine Inland Transit policies. These policies have been designed for damage to the cargo during domestic transit, whether by Road/Rail or by Air.

#### **Motor Takaful**

Vehicles today have become a necessity, whether for personal or commercial needs. They have, in essence, become assets to us which require protection. PQGTL Motor Takaful offers comprehensive coverage for private and commercial vehicles. The vehicle is protected for losses incurred as a result of traffic accident and liabilities that could

incur due to accident. The business is enriched with valued clientele and duly competent staff at the back end for best service provisions.

Pak-Qatar's comprehensive Motor Takaful policy gives you the maximum coverage against theft, accidental damage and third party liability inclusive of Terrorism coverage with greater benefits, innovative features and hassle free post and pre takaful processing. The major scope of our cover includes accidental external means, fire external explosion, snatch and theft, malicious act, riot & strike damage and natural calamities. Terrorism and Third Party liability i.e., Property Damage, Bodily Injury, & Death are additional features of the policy. The package also includes Satellite Tracking system arranged through qualified tracking companies for round the clock surveillance of your vehicle. The special features of our product include:

- Satellite car tracking device
- Competitive pricing
- Proficient claim staff
- Dedicated claim hotlines
- Minimum claim settlement time
- Credit facility at all major workshops across the country

### **Engineering Takaful**

The world of engineering involves a lot of incontrollable factors which make it occupied with all sorts of incidents. Accidents whether minor or major can cause major setbacks and can cause costly delays that endanger the schedule and integrity of the project. PQGTL Engineering Takaful provides your construction site the protection you need to safeguard the unforeseen incidents. Risk management services are also extended for the clients with assessing and recommending important areas to mitigate the risks.

Our offerings are customized and based on the actual need of the client. It include Contractor's All Risk (CAR), Contactor's Plant & Machinery/Equipment (CPM/CPE) covering civil works like construction of roads, bridges, dams, high rises, housing projects, comprehensive and adequate protection against loss or damage in respect of the construction of plant, equipment and machinery damage arising in connection with the execution of a construction project. Other major covers include Erection All Risk (EAR), Machine Breakdown (MB), and Electronic Equipment Takaful (EET).

#### · Contractor All Risk (CAR) Takaful

CAR Takaful offers comprehensive and adequate protection against all the risks involved in the construction of civil works of any kind, including surrounding property and third-party claims in respect of property damage or bodily injury arising in connection with the execution of a project.

#### Electronic Equipment Takaful

Electronic Equipment Takaful covers all equipments with moderate power requirements against material damage. The coverage is extended for all electrical and electronic systems such as Electronic Data Processing (EDP) equipment, Electrical equipment for medical use, Communication facilities, Lighting and navigation facilities and Equipment for research and materials testing.

#### Machinery Breakdown Takaful

The Machinery Breakdown Takaful policy covers sudden and unforeseen physical damage or loss due to any accidental electrical or mechanical breakdowns to the Participant machinery whilst being at

work or rest and during any cleanup, inspection, overhauling or subsequent re-erection and removal to another position within the premises.

#### · Erection All Risk Takaful

Erection All-Risk's (EAR) Takaful provides cover against all the risks involved in the erection of machinery, plant and steel structures. If the Participant suffers any unforeseen and sudden physical loss or damage from any cause, other than those specifically excluded, in a manner necessitating repair or replacement, the Participant shall be indemnified in respect of such loss or damage in anyone event the limit of indemnity where applicable and not exceeding in all the total sum expressed in the Schedule as hereby covered.

#### **Liability Takaful**

Liability Takaful provides coverage against legal liability to pay compensation to any third party for accidental bodily injury or death and/or direct damage to the material property of any third party arising due to any accident caused by Participant's business activities. Our Liability Takaful product provides compensation in respect of

legal liability by law to third party for Bodily injury and / or death and Property damage.

### Premises Liability (Third Party/ Public Liability) Takaful

Exposures arise from the legal duties associated with the ownership, use, occupancy, and/or possession and control of land. These include the duties an owner owes to a tenant, the duties a tenant owes to an owner, the duties one tenant owes to other tenants, and the duties a possessor owes to a "third person" - that is, a person who is not a party to the lease and who is on the premises (or in the vicinity thereof) for a reason other than to work as an employee of the processor.

#### Products Liability Takaful

Product Liability is the legal responsibility of the manufacturer, distributor, or retailer to the user or consumer of a product. The liability arises out of the manufacture distribution, or sale of an unsafe, dangerous, or defective product, and the failure of the manufacturer, distributor, or retailer to meet the legal duties imposed with respect to the particular product. PQGTL safeguards Participant interest for all such due payments.

#### • Employer's Liability Takaful

An employer may become liable to his employee if due to the negligence of the employer the employee is injured at work. Our Employer's Liability Takaful policy will protect the employer in such a case and will pay all sums that the employer becomes legally liable to pay to his employee as compensation. In addition, it will pay for legal fees incurred in preparing a defense in a court of law. Any penalties herein are not covered.

#### Miscellaneous Takaful

Other than contemporary offerings, Pak-Qatar General Takaful also adheres to differentiated propositions as required as per the need of clients. This coverage is personalized and tailor made with the corporate requirements. Cash in Safe, Cash in Transit, Fidelity Guarantee and Personal Accident Takaful coverage are prominent in this section. Differentiated offering of ATM Withdrawal Takaful is also extended for banking clients. Various products offered under miscellaneous portfolio includes:

#### Money Takaful

Cash, during transit or safely kept, have always been a reason for

concern and insecurity. Money Takaful assures security by providing coverage with respect to:

- i. Cash in Safe: Coverage of Cash/Money whilst in Safe at participants premises at home, office or shop under lock & key.
- ii. Cash in Transit: Coverage of Loss due to cash/money whilst in transit (Office to Bank & vice versa, etc.)
- iii. Cash on Counter: Loss coverage of cash/money during hold-ups within the business premises while placed on counter

#### Fidelity Guarantee Takaful

The product is offered to employers to cover infidelity of their employees who hold position of trust like handling cash, stocks, store keeping, etc. This policy is designed to avoid misappropriation and embezzlement risk committed by permanent employees during the course of business.

#### Personal Accident Takaful

This Takaful covers the 'Death', bodily injury, Total and Partial Disablement directly or indirectly caused by an accident.

#### **Health Takaful**

Health is an irreplaceable blessing. To safeguard it, Pak-Qatar General Takaful Limited has started to provide the best facilities for any major or minor health-related issues. Group Health Takaful allows employees and their covered dependents to be treated by the best doctors at the best medical institution nationwide.

The features of our product include:

- In-Patient Benefits
- Out-Patient Benefits
- Maternity Benefits

# **Products (General)**





Healthcare & Pharmaceuticals



**Education** 

Providing Takaful coverage to 3000+Corporate Clients

across Pakistan



**Financial Services** 



Shipping & Logistics



Food & Beverages



#### **Takaful for Individuals**

### Sindh

- Karachi (Head Office)
- Thatta
- Hyderabad
- Mirpurkhas Nawabshah
- Moro
- Jacobabad
- Khairpur
- Sukkur
- Larkana
- Digri
- Badin
- Noshehro Feroz
- Ghotki Shikarpur
- Gambat

#### Gilgit-Baltistan

- Gilgit
- Skardu
- Astore
- Hunza
- Chilas
- Gahkuch
- Battagram
- Mansehra
- Abbotabad
- Haripur
- Danyor

#### **Punjab**

- Lahore
- Sialkot
- Gujrat
- Lalamusa
- Mandi Bahauddin
- Sahiwal
- Okara
- Hasan Abdal
- Rahim Yar Khan
- D.G. Khan
- Bhakkar
- Mian Channu
- Khanpur
- Sadiqabad

- Gojra
- Jehlum
- Kasur
- Charsadda
- Jaranwala

- Guiranwala

- Multan
- Bahawalpur
- Bahawalnagar
- Chistian

- Rawalpindi
- Faisalabad
- Jhang
- Toba Tek Singh
- Sargodha
- Daska
- Shabqadar

• Lyall Pur

Mianwali

Sialkot

• Gujrat

• Lalamusa

Samundari

Bhalwal

Shujabad

Khanpur

Peshawar

Charsadda

Nowshera

• D.I. Khan

• Bannu

• Batkhela

• Chitral

• Khwazakhela

• Timergara

Abbotabad

Haripur

Gahkuch

• Buner

Wari

• Besham

Mingora (Swat)

Mardan

Mandi Bahauddin

**Khyber-Pakhtunkhwa** 

#### Azad Jammu & Kashmir (AJK)

- Mirpur
- Kotli
- Rawalakot
- Muzaffarabad
- Dadyal
- Kuiretta Sehnsa
- Bagh
- Charhoi
- Gulhar Sharif Hajira

#### Federal Capital

Islamabad

Islamgarh

- Dera Murad Jamali
- Balochistan
- Ouetta
- Hub

#### For General Takaful

#### Sindh

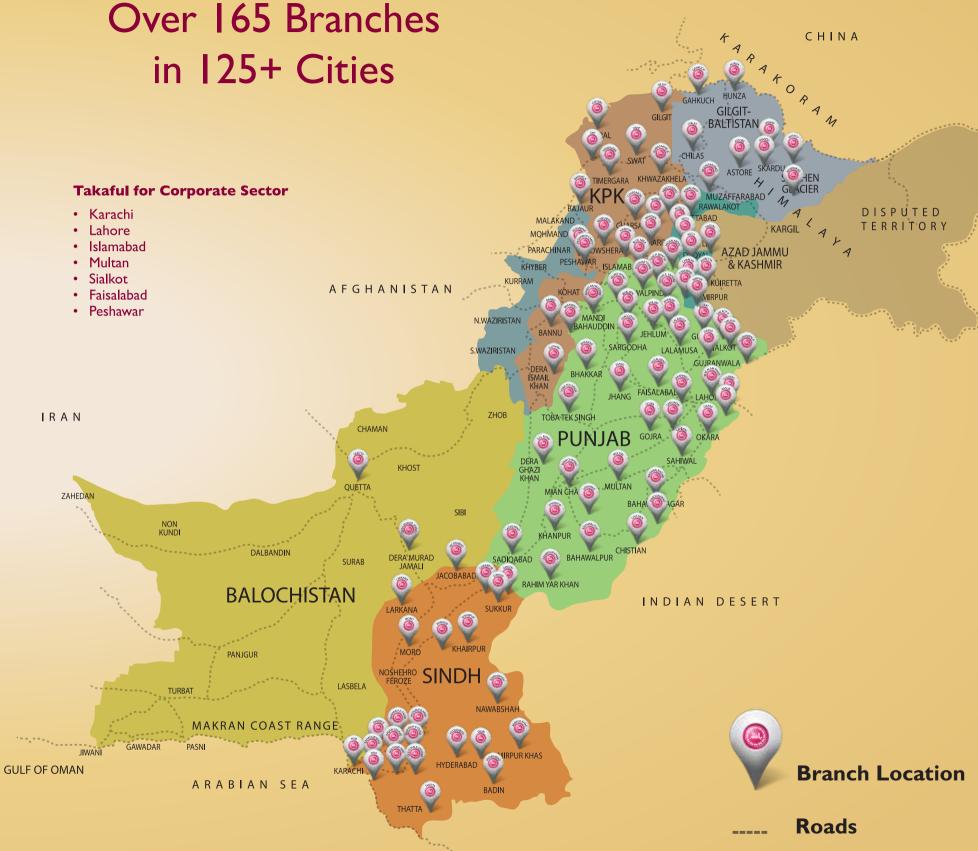
- Karachi
- Hyderabad

#### **Punjab**

- Lahore
- Faisalabad
- Multan
- Gujranwala Sialkot

#### **Khyber-Pakhtunkhwa**

- Peshawar
- **Federal Capital** Islamabad





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