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TAKAFUL INSIGHT

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Chairman Pak-Qatar Takaful Group meets Prime Minister Imran Khan

TAKAFUL INSIGHT HIGHLIGHTS

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PAK-QATAR TAKAFUL
Together for Better

From the Desk of

Nasir Ali Syed

CEO, Pak-Qatar Family Takaful

&

Zahid H. Awan

CEO, Pak-Qatar General Takaful

Alhamdulillah! I am pleased to report that Pak-Qatar Takaful had a good year despite all challenges in 2019. 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. PQTG is committed towards providing financial protection to everyone and serving its customers with the best services 24/7.

We owe this success to our valued participants and our dedicated and hardworking PQT staff members. Now that a new benchmark has been set, our goal is to supersede the targets and the goals achieved in 2019. This will be done by means of a focused strategy that will not only serve beneficial to the organization but our valued participants as well. While our business is guided by core Islamic values, we remain abreast of industry innovation.

Pak-Qatar Takaful, now in its 12th year, remains committed in providing our valued customers with the best and innovative Shari'a compliant products in the market which will take the company to the next level. We here at Pak-Qatar Takaful wish everyone, a healthy and prosperous 2020.

Chairman Pak-Qatar Takaful Group meets Prime Minister **Imran Khan**, discusses investment plans in Pakistan

H.E. Sheikh Ali bin Abdullah Thani Al Thani, Chairman of Pak-Qatar Takaful Group called on Prime Minister Imran Khan today 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 and wished well for his visit to Saudi Arabia aimed in this direction.

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.

Dr. Ishrat Husain welcomes **Said Gul** as IBA-CEIF New Board Observer

Mr. Said Gul, Director for Pak-Qatar Takaful Group has been proudly welcomed as the newest member (with observer status) on the board for IBA-CEIF by Dr. Ishrat Husain. The ceremony was held at IBA-CEIF premises in presence of senior officials.

Dr. Ishrat Husain is currently Chairman of the Board for IBA-CEIF and also Special Advisor to Prime Minister Imran Khan for Institutional Reforms & Austerity, Government of Pakistan. The Board of IBA-CEIF comprises of all the renowned leaders of Pakistan's Islamic Finance Industry.

Mr. Said Gul's new appointment to IBA-CEIF Board indicates yet another coveted recognition of Pak-Qatar Takaful Group's sole leadership and standing not only for the entire Takaful industry but also as the best Shari'ah compliant alternative for the whole insurance sector of Pakistan.

Pak-Qatar Takaful awards Scholarships to 2 more students of IBA-CEIF

Pak-Qatar Takaful Group (PQTG), Pakistan's Pioneer and the Largest Takaful Group, recently at a special ceremony awarded two more scholarships to MS IBF students Mr. Adil Memon and Ms. Zainab Usmani – highest meritorious students at the Institute of Business Administration – Centre of Excellence in Islamic Finance (IBA-CEIF), Karachi.

The Scholarship cheques were awarded by Member, Board of Directors of PQTG – Mr. Said Gul. Dr. Ishrat Husain, Chairman IBA-CEIF and other senior management team were also present at the occasion.

Pak-Qatar Takaful Group is a strategic partner of IBA-CEIF and has collaborated with the institute nationwide to support valuable initiatives and academic programmes for nurturing qualified professionals with specialized skills in managing Shari'ah-Compliant financial business models.

This Scholarship-awarding ceremony was graced by prominent personalities including:

Dr. Ishrat Husain (Chairman, IBA-CEIF) and also special Advisor to PM for Institutional Reforms & Austerity, Government of Pakistan, Presidents of Islamic Banks and senior management of Pak-Qatar Takaful Group and IBA-CEIF.

Mr. Said Gul, Managing Director of PQTG said, "We are extremely honored to be associated with IBA-CEIF and our company's values are fully aligned Dr. Ishrat Husain's vision of promoting Islamic Finance across Pakistan. This scholarship is just one of many areas we look forward in contributing our common shared goal spreading Takaful as part of Islamic Finance as a Shari'ah compliant alternative to the people of Pakistan nationwide".

Chairman Shari'ah Board Visits PQT Head Office

Mufti Muhammad Hassaan Kaleem, Chairman Shari'ah Advisory Board, Pak-Qatar Takaful Group, addresses Head Office staff, on the blessings and serious responsibilities of working in Takaful Company. The broadcast was LIVE for all nationwide staff.

In his session, he emphasized upon the need of interacting with each other during office hours other than official meetings. He further stated that to work for a company offering Shari'ah-compliant products and also working for a cause to spread Takaful amongst the masses, is a great pride.

He stressed upon the significance of Waqf pool according to which the company operates wherein all the participants are fortunate enough to avail good deeds till day of judgment.

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'a 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.

Pak-Qatar General Takaful Signs Agreement with Emaan Islamic Banking

Pak-Qatar General Takaful Limited, recently signed an agreement with Emaan Islamic Bank (Islamic window Banking operations of Silk Bank) to offer Personal Accident Takaful and ATM Cash Withdrawal Takaful to the customers of the Bank. A signing ceremony took place and the agreement was signed jointly by Mr. Zahid Awan, CEO, PQGTL and Mr. Jawad Majid Khan, Director Emaan Islamic Bank along with senior officials from both organizations at Emaan Islamic Bank Head Office, Islamabad.

Speaking at the occasion, Mr. Zahid Awan, CEO, PGFTL said, "This partnership between Pak-Qatar General Takaful and Emaan Islamic Bank will help prosper business relations and will increase awareness amongst the masses about Takaful coverages. These kind of business partnerships will resultantly contribute towards the growth of Islamic Finance Industry."

Pak-Qatar Takaful Signs MoU with International Islamic University

Pak-Qatar Family Takaful signed exclusive MoU with School of Islamic Banking and Finance, International Islamic University, Islamabad (IIUI) for the promotion of Takaful. Mr. Tariq Chaudhry, Head of Corporate Distribution, PQFTL and Atiq-uz-Zafar, Director General, IIUI are seen in the picture after signing the agreement, at IIUI campus in Islamabad

PQFTL & Mawazna Signs MoU Agreement

Pak-Qatar Family Takaful Limited and Finovators Digital Private Limited (Mawazna) sign formal Memorandum of Understanding recently for PQFTL Easy Takaful Plan online selling on Mawazna's website. The MOU was signed by Mr. Azeem Iqbal Pirani, Country Head BancaTakaful & ADC, and Mr. Waqar Asghar, Founder & CEO of Mawazna along with other senior officials from both organizations.

Pak-Qatar & Smart Choice Sign MoU

Pak-Qatar Family Takaful Limited and Smart PFM Private Limited sign formal Memorandum of Understanding for PQFTL Easy Takaful Plan online selling on their website. The MOU was signed by Mr. Azeem Iqbal Pirani, Country Head BancaTakaful & ADC and Mr. Sibtain Jiwani, CEO of Smart Choice. The ceremony was also attended by officials from both organizations

Pak-Qatar Takaful Group Celebrates **Qatar National Day**

The Embassy of the State of Qatar to the Islamic Republic of Pakistan held a reception hosted by His Excellency Saqr bin Mubarak Al-Mansouri, Ambassador of Qatar in Islamabad on the occasion of Qatar National Day. Mr. Zahid Awan, CEO Pak-Qatar General Takaful attended this event and gave felicitations personally to the Ambassador of Qatar.

Senior officials from Pak-Qatar Takaful Group including Mr. Nasir Ali Syed, CEO Pak-Qatar Family Takaful, Mr. Muhammad Kamran Saleem, Director Finance, Pak-Qatar Takaful Group, Mr. Azeem I. Pirani, DECO, Pak-Qatar General Takaful, and others also celebrated Qatar National Day with Qatar Consulate event in Karachi.

Pak-Qatar Takaful proudly participated in this joyous occasion. The ceremony was also attended by a number of ambassadors of Arab & foreign countries and a number of members of the diplomatic corps, ministers of state, regional ministers, members of the parliament & the Senate, a number of businessmen & directors of the Pakistani Foreign Ministry and senior officials of the state & Pakistani society.

During the ceremony, a number of cultural and media programs were played, as well as a special pavilion for publications that highlighted the various aspects of the renaissance and the State's march and the achievements made in various fields.

PQFTL holds Nationwide FTC

Pak-Qatar Family Takaful Limited (PQFTL) held its Foundation Training Course (FTC) for newly appointed Takaful distribution individuals across Pakistan.

The Course offers a wide array of understanding towards the concept and functioning of Takaful and aligns the individual to better disseminate the knowledge to the prospects.

HAFIZABAD

PESHAWAR

BHIMBER

MULTAN

JARANWALA

Training - Khushhali MF Bank Staff

PQFTL BancaTakaful & ADC, and FWU AG Pakistan jointly conducted country wide training sessions of specially designed Takaful Plan (Unit Linked) for Microfinance participants to the branch staff of Khushhali MF Bank in various cities, including; Hyderabad, Sukkur, Bahawalpur, Multan, Gilgit, Lahore, Faisalabad, and Islamabad.

Pak-Qatar General Takaful Participates in IBA CEIF 'Islamic Finance Conference'

Pak-Qatar General Takaful Limited participated at IBA CEIF Islamic Finance Conference (IFC) 2019 held in Karachi. The conference theme was 'Emerging Trends in Islamic Finance' in which the key objective was to promote innovation and research in the Islamic Finance industry. The conference gave a chance to researchers to present their papers on various emerging trends in the industry including Digital Banking, Fintech & Islamic Finance, Innovative Products & Role of Central Bank in an Interest-Free Economy to name a few.

Mr. Azeem Pirani, Deputy CEO, PQGTL was chairperson of Takaful session at the event. The conference was also attended by renowned people from the Islamic Finance Industry representing Islamic Banks, Mutual Funds and Takaful. The research conference identified the contemporary strengths and weaknesses of the industry as well as suggested well-thought and practical solutions for future growth and reform.

Pak-Qatar Takaful Participates in **IFN Pakistan Forum**

RedMoney Group, a global provider of specialized Islamic Financial media services, hosted an event titled, "IFN Pakistan Forum 2019" in Karachi. Pak-Qatar Takaful proudly participated at the event.

Mr. Azeem I. Pirani, DCEO Pak-Qatar General Takaful along with other senior officials from the Islamic Finance Industry participated in a panel discussion on "Financial Inclusion trough Islamic Finance" which included conversations on economic empowerment, driving financial inclusion through microTakaful, and Islamic Mutual Funds and market efficiency. The discussion was moderated by Mr. Yavar Moini, Financial Sector Expert, World Bank Group.

PQFTL hands over cheques of more than PKR 468 million in Death Claims

Pak-Qatar Family Takaful hands over death claim to the bereaved family of PQFTL participants. Pak-Qatar Takaful remains committed to the swift protection of all Takaful members and their families' future together.

SUKKUR

QUETTA

TOBA TEK SINGH

FAISALABAD

MANDI BAHAUDDIN

FAISALABAD

NRSP MF Bank – Islamic Division

NRSP MF Bank is the first bank in the microfinance sector to have started its Islamic Banking Division. Pak-Qatar Family Takaful Limited is proud to have won their tender to provide coverage to their borrowers.

In the case of death of the borrower, PQFTL will cover the balance outstanding/due of the amount borrowed by the customer.

PQFTL Easy Takaful Online Selling

PQFTL proudly launched its personal accident product, Easy Takaful, for sales via the PQFTL website recently. This is a first for Pak-Qatar Takaful group offering which is available for sales via our online channel directly available to the public.

The initiative was made possible by a tremendous team effort under the supervision and support of Mr. Waqas Ahmad (ex COO-IL), Mr. Muhammad Umair (Head of IT) and Mr. Azeem Pirani (Head of Banca & ADC).

CSR ACTIVITY

Blood Donation Drive at PQT Head Office

Pak-Qatar Takaful, in collaboration with Indus Hospital, conducted a Blood Drive on recently at our Head Office building in Karachi.

The Indus Hospital, a product of dedication and passion of doctors and entrepreneurs, is an example for how "life should come without a price tag". We at Pak-Qatar partnered in service to the nation by collaborating with them to fulfill our responsibility toward society in supporting someone's critical need by donating blood.

EVENTS

Pak-Qatar Takaful proudly participating in FENTA

Pak-Qatar Takaful proudly participated in FENTA, Family Expo and Talent Award, event at the Karachi Expo Center recently. A stall was setup at the venue to create awareness of Pak-Qatar Takaful products and services.

Takaful Awareness Session held at National University, FAST

Mr. Syed Naveed Akhter, BUH Dhorajee Branch, recently delivered an awareness session on Takaful at National University FAST in Karachi.

The session was a part of FAST university seminar on "Islamic Finance, Islamic Insurance, Understanding and Scope of Takaful".

Art of Selling Islamic Financial Products – A session at IBA

PQT Team participates in ELP – Islamic Capital Markets and Sukuk at IBA

Pak-Qatar Takaful team participates in ELP- Islamic Capital Markets and Sukuk recently held at IBA CEIF.

IBA CEIF successfully concluded two and a half days course on Islamic Capital Markets and Sukuk with Mr. Yavar Moini, Consultant, World Bank.

Pak-Qatar Takaful Participates in a Distinguished Lecture Session in Karachi

Pak-Qatar Takaful participates in Distinguished Lecture session of Dr. Reza Baqir on Pakistan's current improving macroeconomics situation held recently in Karachi. Mr. Mehmood Arshad from Pak-Qatar Takaful along with other team members were present at the high profile event.

BRANCH NETWORK

PQFTL Broadens Reach with New Branches

Pak-Qatar Family Takaful Limited (PQFTL) opened its new branches in multiple cities. The new branches were inaugurated by Muhammad Nasir Ali Syed (CEO, PQFTL) along with senior management team. The new branches will create great convenience and provide a wide range of Takaful services to a vast number of consumers, living in these cities and nearby vicinities.

Mr. Nasir Ali Syed said that he is very pleased to inaugurate the new branches and appreciated the regional team's commitment and dedication to the long-term promotion of Takaful across Pakistan. He said that, Pak-Qatar Family Takaful being the first and the largest Takaful Company in Pakistan is committed to the long term prosperity of Pakistan and Takaful industry as a whole.

- **Charsadda City, KPK**
- **Expo Center, Karachi**
- **Kandkhot, Sindh**
- **Pir Mahal, Toba Tek Singh**
- **Mianwali**
- **Bahadurabad, Karachi**
- **Multan**
- **Hub Chowki, Balochistan**
- **Shikarpur, Sindh**
- **And more…**

Please visit our website at www.pakqatar.com.pk to view our complete branch network.

NEW HIRING

PQFTL Appoints New COO

PQFTL appoints new COO, Mr. Pervaiz Altaf for Individual Life.

Mr. Pervaiz Altaf is a seasoned Life Insurance/ Takaful professional with over 27 years of illustrious experience in Underwriting, Policyholder Service, Inspection & Evaluation, Compliance, and Takaful Operations with State Life Insurance Corporation of Pakistan at senior level positions, and was lastly heading Takaful Operations. During his career, he led various departments and teams, and was instrumental in initiating several projects and leading initiatives.

Mr. Pervaiz Altaf is a Fellow of Life Management Institute, USA. In addition, he is an Associate – Customer Service, Associate – Insurance Regulatory Compliance, Associate – Reinsurance Administration and has also completed Life & Health Underwriting certification from Life Management Institute. He is MBA in Finance as well M.A. in Economics. Furthermore, he has also acquired certifications in Islamic Banking, Finance & Takaful.

PQFTL holds Lucky Draw for its Takaful Participants across Pakistan worth Millions of Rupees

Pak-Qatar Family Takaful Limited (PQFTL) held lucky draw for gifts of worth **millions of rupees** (including brand new motorcycles) for its valued participants all over Pakistan. The lucky draw took place in the presence of Mr. Said Gul (Member, Board of Directors of Pak-Qatar Takaful Group) besides other senior management staff.

The aforesaid contest helps the company to increase customer interaction and inculcate loyalty.
This Loyalty Program is of utmost importance for ensuing profitability and sustained growth of the Takaful / Insurance companies.

Share your Love for Pakistan Social Media Contest

To celebrate the 72nd birthday of Pakistan, Pak-Qatar Takaful organized a social media contest in which we asked our esteemed followers to #ShareYourLoveForPakistan.

We got the conversation rolling by asking individuals to share views on making a brighter Pakistan along with a picture of a landscape of Pakistan (monument, a famous building, natural beauty, etc) they had recently visited. Winners were shortlisted and selected at random. A special gift box was sent to them courtesy Pak-Qatar Takaful.

Pak-Qatar Family Takaful Participates in 24th Challengers Corporate Cup Cricket Tournament

Solidarity with Kashmir

Pak-Qatar Takaful staff held a gathering at the Head Office and Branches to show solidarity for the Kashmir cause. Special prayers were held at building masjid for Pakistan, Kashmir and peace in the region.

TOP TAKAFUL CONSULTANT (2019)

1st POSITION
SYED YASIR ABBAS
LAHORE REGION

2nd POSITION
TALAT MAHMOOD
RAWALPINDI REGION

3rd POSITION
MEHWISH ARIF
LAHORE REGION

HONORARY MENTION

M. SHAHRYAR CHAUDHRY
LAHORE REGION

WAQAS AHMED
AJK REGION

KANWAR ARSALAN AHMED
KARACHI REGION 3

ALLAH BUX NAREJO
SUKKUR REGION

SEEMAB HUSSAIN
KARACHI REGION 3

KALEEM AKHTAR KAYANI
ISLAMABAD REGION

MAHTAB HUSSAIN
AJK REGION

SYED KHAWAJA MOIN UDDIN
KARACHI REGION 2

M. MUBASHIR IQBAL
GUJRANWALA REGION

MUHAMMAD WASEEM
GUJRANWALA REGION

MUHAMMAD IMTIAZ
FAISALABAD REGION

SYED ASAD MEHMOOD
AJK REGION

MUHAMMAD ADNAN
GUJRANWALA REGION

KHALIL ULLAH
MALAKAND REGION

MUHAMMAD HAMMAD
KARACHI REGION 2

MUHAMMAD ABDUL MUNIM
KARACHI REGION I

ADIL REHMAN
KARACHI REGION 2

TOP UNIT HEADS (2019)

1st POSITION
MUHAMMAD KHURRAM
KARACHI REGION 3

2nd POSITION
SYED MUDASSIR HUSSAIN
GILGIT BALTISTAN REGION

3rd POSITION
MUHAMMAD ASHRAF
RAWALPINDI REGION

HONORARY MENTION

MUHAMMAD HASEEB
AJK REGION

AMIR AKHTAR
KARACHI REGION 3

TOP ASSISTANT BRANCH UNIT HEADS (2019)

1st POSITION
USAMA AHMED
AJK REGION

2nd POSITION
ZULFIQAR ALI
GILGIT BALTISTAN REGION

3rd POSITION
TARIQ HAMEED
FAISALABAD REGION

HONORARY MENTION

SYED AZHER ALI
KARACHI REGION 3

SYED KHAWAJA WAHEED UDDIN
KARACHI REGION 2

TOP BRANCH UNIT HEADS (2019)

1st POSITION
ABDUL HASEEB JILANI
FAISALABAD REGION

2nd POSITION
SHANI KHAN
KARACHI REGION 3

3rd POSITION
SYED ASHER ALI
KARACHI REGION 3

HONORARY MENTION

GHAFFAR AHMED
KARACHI REGION 1

MUHAMMAD ABID
AJK REGION

TOP GROUP HEADS (2019)

1st POSITION
WAQAR AHMED SHAIKH
KARACHI REGION 3

2nd POSITION
MUHAMMAD TANSEER
FAISALABAD REGION

3rd POSITION
ZIA ULLAH
GUJRANWALA REGION

TOP ZONAL HEADS (2019)

1st POSITION
SYED ALI AHMED GILANI
KARACHI REGION 3

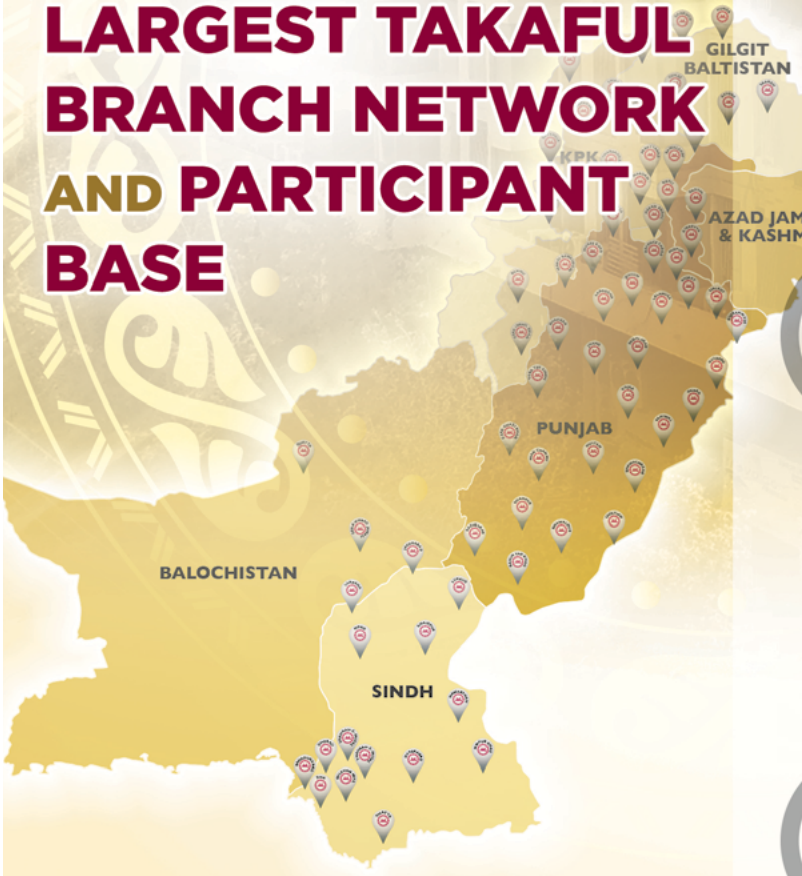
2nd POSITION
ZIA AHMED
FAISALABAD REGION

3rd POSITION
MUHAMMAD USMAN
GUJRANWALA REGION

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
PQGTL 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. **PQTG** 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!

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