

Pakistan Insurance Institute Quarterly Newsletter

# INSURE

Issue 13, March 2016



# PII

Pakistan Insurance Institute  
Since 1951

**TIME  
FOR  
CHANGE**

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# Claims Management

February 9, 2016



Pakistan Insurance Institute and its affiliates have served the insurance industry over the years by arranging knowledge based education programs and organizing workshops / seminars which are not only need of the hour but also relevant to changing trends of insurance sector. Recently Karachi Insurance Institute (KII) arranged a half day seminar on "Claims Management", which attracted fairly good response from the insurance fraternity; as more than 150 participants attended the session.

The event started with the recitation from the Holy Quran which was followed by welcome address by Mr. Ayaz Hussain M Gad Chairman, KII thanked the speakers / panelists and participants and also initiated the formal proceedings of the event.



## The Handling of Major Aircraft Accident

First to present was Mr. Stephen Wilkinson Managing Director, Marsh Aviation & Aerospace Practice on the subject which is not commonly commented or heard about "The Handling of Major Aircraft accident". Mr. Wilkinson has been dealing with the aviation claims since 1970's and has handled numerous claims in that period; hence with his experience he enlightened the audience and shared his insight on a very technical subject.

Mr. Stephen stated that airlines usually have insurance coverage protecting the airlines legal liability for passengers and third parties, which covers death, bodily injury and property damage arising from an occurrence covered under the policy.



Following an occurrence, if a liability arises, the insurers do not get involved directly; in fact they appoint experts e.g. lawyers, adjusters, experts (pollution / contamination) medical experts etc. The team of experts represents insurer and insured in order to retain the claim control, to investigate the circumstances of accident, to gather information and to collect / preserve the evidence.

Evidence holds a vital role handling such claim and spoliation of the same can result in sanctions, adverse inference, striking and pleadings or even be cause of an action.

Mr. Wilkinson specifically highlighted the issue of dealing with media by saying that constructive relationship with media should be built and right person should be designated to face the camera. He also mentioned that factual information after the approval of lawyer should be gradually released to media.

He concluded with the statement that ready supply of cash should be made available at every stage of settlement.

### **Life Insurance Claims**

Dr. Ali Murtaza Khan Head of Claim, EFU Life Assurance a medical doctor by qualification started his presentation by saying that “life insurance claim is an emotional business thus should be dealt with extra care”. He continued that there are two types of life insurance claim; death claims (natural and accidental) and living benefit claims (disability, critical illness, maturity claims).

The main objective, while settling should be timely payment for the genuine claims by detecting the fraudulent ones and also reducing the claim cost at the same time. Data derived from previous claims is the key in future decision making.

Dr. Ali elaborated that during the claims management process various problems arise such as lack of documentation in rural areas, language problem, unreadable police record and collusion by family and friends etc.

Towards the end of his presentation Dr. Ali presented interesting statistics about fraudulent claims and shared startling figures of insurance fraud that steals at least \$ 80 billion every year in the US alone. Therefore, insurers and more specifically claim handlers in the insurance industry should keep frauds in check by taking various anti fraudulent measures such as training claim examiners, non-reliance on easily accessible documentation, using claim investigation agencies and last but not the least effective underwriting.



### **Claims Management – Trends & Best Practices**

Mr. Khurram Ali Khan Senior Executive Director, EFU Life Assurance described the global developments in insurance claims, highlighting the top causes of loss; trends; emerging risks that may impact the claims landscape in future and best practices analysis.

Mr. Khan presented the statistics for top losses during the years (2009-2014) and shared the slide that showed that Ship Grounding, Fire and Aviation remained the top three causes of losses respectively, with Flood at No. 7 and Machinery Break down at No. 10.

The top 10 losses accounted for almost 70% of financial losses, with the list dominated by non- natural catastrophic causes. In 2014, 80% of the major losses came from aviation or fires at Oil & Gas with largest loss at Siberian Refinery complex in June for \$ 800 million. On average losses in Oil & Gas stood at \$ 29 million which was over 10 times the loss amount across all other lines.



He continued that average losses from business interruption are 32% higher than those from direct property damage, and steady increase in BI claim has also been seen recently.

Mr. Khan mentioned that from 2014 till date 10 major losses (excluding natural catastrophe) have been dominated by aviation losses and that mainly because of two Malaysian airlines incidents in 2014.

The 20 largest reported losses in 2013 across the insurance industry excluding the natural catastrophes are totaling \$8.1 billion.

Losses due to natural catastrophes has also increased, he elaborated that people are becoming wealthier and businesses generate more economic activity, this means the value exposed to natural catastrophes is increasing at a rapid pace.

Discussing the best practices the speaker stated that "quick response and fast claim settlement is very important" for which insurers must have right information. He concluded by saying that organization by attracting the best people can accomplish the desired objective.

### **A Claims Management Perspective – The Broker, Loss Adjuster and Forensic Accountant**

A joint presentation on the above topic was conducted by the following experts:

Mr. Michael Van Bergen Assistant Vice President, Marsh Global Claims Practice presented & explained the claims procedure and actions taken in event of accident. He mentioned that "action taken during the first hours and days following the occurrence of an incident are extremely important and a well prepared insured, who executes best practice, will generally be able to optimize (in both speed and quantum) the recovery for the insurance program. He continued explaining the claim consultancy process and in the end he discussed couple of claim scenarios, sharing how claims proceed and are settled.

Mr. John T Kidd Managing Director, John Kidd Loss Adjusters L.L.C. Dubai is actively engaged in the adjustment of large & complex losses in and from the Middle East region for over 30 years.

Mr. Kidd emphasized that customer always sits center stage in the claim management process.

In managing claim the loss adjuster completes the enquiries necessary to:-

- Allow insurers to establish liability under the policy. Yes / No / Maybe.
- Determine the methodology of satisfying the indemnification requirements of the policy-cash or reinstatement.
- Determine and agree the costs of that indemnification to close out the claim.
- Deal with policy limits /sub limits / underinsurance.

Mr. Kidd concluded with the comments that the objective of the claims management process should be the timely processing of payable claims to achieve a sense of satisfaction all around, that the product purchased actually delivers the promise.



Mr. Daniel Thorpe Director, Matson Driscoll & Damico (Dubai) Ltd Forensic Accountants shared his thoughts on claim management - Forensic Accountants Business Interruption (BI) perspective; he stated that forensic accountants are required in claim process due to complex loss situations.

Mr. Thorpe explained in detail the BI coverage components and elaborated on losses of large monetary value, losses that might lead to litigation – need for expert witness, complex accounting issues raised in claim, start-up companies and lack of or inconsistent trading history etc.

Towards the end of his presentation Mr. Thorpe highlighted the common BI issues relating to deductible application, production



vs. sales, accumulated stock, duplication, maintenance brought forward or saved, uninsured standing charges etc.

Following their individual presentation, the speakers took questions from the audience.

**Claim Management, TPA Perspective:**

Dr. Fizzah Hassan Senior Manager Utilization Management, Health eConnex (Pvt.) Ltd shared the position of Third Party Administrator's perspective in the insurance market. While emphasizing the role of TPA in efficiently handling the claim process the challenges were also highlighted.



Following the speaker's presentation panel discussion was held with following participants:

**Mr. Noman Habib**, Manager Insurance, Telenor  
**Mr. Ameer Hasan**, Deputy Executive Director, Adamjee Insurance  
**Mr. Anser Shabbir**, Engineer, Loss Adjuster, Crawford & Company  
**Mr. M. Saleem Khan**, Finance Advisor –Risk & Insurance, Shell Pakistan

Responding to a question put to Mr. Noman Habib about the challenges he faces in a typical loss situation, he said they are often required to produce a multiple set of documents that takes a lot of time.

Mr. Anser Shabbir was asked about the role of Loss adjuster and the insured in facilitating claims settlement. Mr. Shabbir stated that both play a very important and vital role in timely settlement of claims and should furnish the required documentation in support of the claim.

Mr. Saleem Khan was asked to let the audience know of hindrances they might face in settlement of claims. He said he has been dealing with insurance companies for the last 4 years and find no hindrance in settlement of claims. They have long term relationship with the insurance company and exercise effective controls. However, inland marine losses are common, but due to better cooperation with the insurance company & brokers they do not experience any hindrance.

Insureds are continuously being requested improvements for risk mitigation and when Mr. Saleem Khan was asked about implementation of risk recommendations he remarked that they always try to comply and implement the recommendations for improving the risk despite certain limitations.

Mr. Ali Hassan DGM Marketing, IGI Insurance ably moderated the session.

The event concluded with vote of thanks by Mr. Jaffer Dossa, Vice Chairman, Karachi Insurance Institute.

**Asadullah Javeed**  
**Assistant Vice President**  
**Jubilee General Insurance Co Ltd**



## Issuance of SEC Guidelines on Estimation of IBNR Claims Reserve, 2016

The SECP has issued guidelines on the estimation method to be used for the calculation of Incurred but Not Reported (IBNR) claims reserve. The Guidelines prescribe a standard method for the estimation of IBNR claims reserve and will bring standardization and uniformity across the non-life insurance sector in respect of such estimation. The guidelines are aimed at ensuring the adequacy of the reserves by prescribing standard methodology so as to protect the insurance company from the adverse financial impact in case of unanticipated IBNR losses.



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# Underwriting: Medical & Financial

March 29, 2016

The workshop conducted by Dr. Asad Ul Hadi, Underwriting Consultant and Mr. Ameer Abbas Mir Muhammadi, Underwriting Manager of EFU Life Assurance Ltd commenced with definition of risk and how important it is for an insurance company to understand the risk as once the insurance agreement has taken place the company bears the risk till the maturity of the policy. The management and tools / techniques to manage risk and following options available were discussed in detail:

- Avoidance
- Control
- Transfer
- Acceptance

By using above techniques the material facts of the risk are known and therefore it assists an underwriter in assessment and classifying the risk.

Classification of underwriters as Field Underwriter & Technical Underwriter and the importance of the role of underwriter and the underwriting process were also highlighted. The underwriter may decline the risk or may provide a quotation in which the premiums have been loaded (including the amount needed to generate a profit, in addition to covering expenses) or in which various exclusions have been stipulated, which restrict the circumstances under which a claim would be paid.

The presenters then proceeded by classifying Underwriting into 3 broad categories;

- 1) Financial
- 2) Non-Financial
- 3) Medical

Each of the above types was explained in detail, starting from Financial Underwriting. The purpose of insurance was highlighted as insurance is to cover genuine income loss. Financial underwriting can be further classified into;

- a) Need Analysis
- b) Anti-Selection
- c) Insurable Interest
- d) Persistency

The importance of financial risk was explained and how any deviation affects the rates and terms of the insurance contract. Non-financial underwriting helps underwriters to gather other than financial information which assists them in assessing and classifying the risk. Non-Financial underwriting is further classified into:

- a) Occupation
- b) Hobby / Avocation
- c) Residence
- d) Moral hazard
- e) Controversial areas

Individuals involved in hazardous occupations are prone to work-related accidents, amputations or fatal injuries. The importance of residential risk was also highlighted as individuals residing in the countries where there is political instability, ongoing civil war, harsh living conditions, severe law and order situation carry additional risk and are subjected to residential loadings, restrictions, special exclusions or even declination of coverage.





Before proceeding to Medical underwriting different questionnaires were shared with the participants that comprised of all the information that was presented in the workshop. Case studies were also distributed among the participants to get an immediate feel of their understanding on the topic.

The importance of medical underwriting was also highlighted as medical underwriting helps underwriters to ascertain if the applicant is enjoying good health or is suffering from any ailments which require special terms to be imposed while issuing the policy. The presentation was concluded by Question & Answer session.

The core idea of conducting the activities was to make the workshop interactive and to bring all the participants on the same page. The workshop was very interactive and received an overwhelming response from the participants and the feedback was very positive.



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# The Impact Of Climate Change On Non-life Insurance

## What is Climate Change?

Climate Change is a broad term that includes past and future changes in the weather experienced on earth. It does not specifically refer to man-made issues, nor does it necessarily involve heating effects. However, the word Climate Change is derived from the term "Anthropogenic Global Warming" which refers to the effect of human activity in warming the climate.

## The Threat of Climate Change

Future Climate Change is already affecting and will over time significantly affect the incidence of natural conditions such as: tropical cyclones, winter storms, wild fires, hail storms, lightning, droughts and floods. All of these can be expected to impact significantly on property claims to non-life insurers. If a company is initially unaffected by increased claims due to Climate Change, insurance regulators & rating agencies will require non-life insurers to make allowance in their increasingly sophisticated capital assessment for Climate Change risk.

To summarize: Non-life insurers are therefore faced with quadruple risks due to Climate Change:

- Increased liabilities across a range of lines of business
- Falling asset values
- Increased capital requirements
- Reputational risk

## Impact on Non-life Insurers Liabilities

Managing Climate Change risk is a growing priority for insurers and actuaries working in non-life insurance industry.

### Property Lines

The effect of Climate Change on insurance companies is likely to have a significant financial impact on assets and liabilities over a long-term. This will impact on property insurance losses (also include Business Interruption losses).

- The frequency & severity of tropical cyclones is expected to increase in line with rising sea surface temperature.
- Flood events from a variety of causes.
- Increased droughts leading to increased subsidence claims.
- In addition, climate change is adversely impacting the frequency of wild fires, hail storms and lightning strikes.

### Liability Lines

The potential for third party liability claims from Climate Change is less well understood but has even greater potential to affect the industry especially when policies are written on an occurrence basis with the potential for latent claims. The huge economic and social impact of Climate Change will inevitably lead to accusations, claims and lawsuits over attribution of causation which will impact on liability classes.

- D&O: Directors & Officers could be sued where it can be shown they have not managed their company's contribution to, or exposure to the effects of, Climate Change. Some Insurers are also asking policyholders to disclose their corporate practices as part of their D&O underwriting.



- E&O/Professional Indemnity: The construction industry by its very nature can contribute significantly to weather-related risks through bad planning. Bad planning can endanger both the project work and its surrounding environment.
- Employer's Liability: Skin cancer litigation and workers' compensation claims are increasing rapidly in various countries, even affecting companies that comply with the health and safety guidelines.
- Environment Liability: Corporate liabilities may eventually arise from claims against large emitters of greenhouse gases. Flooding often leads to very significant pollution which can often be traced back to a source leaving the door open for legal action.

### Other Lines

Climate Change could also have a significant effect on other lines of business:

- **Motor Third Party Liability:** Coverage could theoretically be attacked by injured parties claiming that carbon dioxide emissions from vehicles have led to adverse climatic effects.
- **Aviation Hull:** Claims may increase over time due to increased hailstorm and lightning strike losses.

Opportunities of Climate Change will change the risks faced by the customers of non-life insurance companies, which gives an opportunity to our industry as our core competency and product offering is the management of risk.

Non-life insurers can develop ways to reduce vulnerability, particularly human vulnerability, to the impact of Climate Change by creating innovative insurance products and services, especially in the area of green building and transportation.

Climate Change therefore offers huge opportunities and threats to non-life Insurers.

**Ahsan Jamal**  
**Risk Engineer**  
**Unique Insurance Brokers (Pvt) Ltd**

*The shift to a cleaner energy economy won't happen overnight, and it will require tough choices along the way. But the debate is settled. Climate change is a fact.*

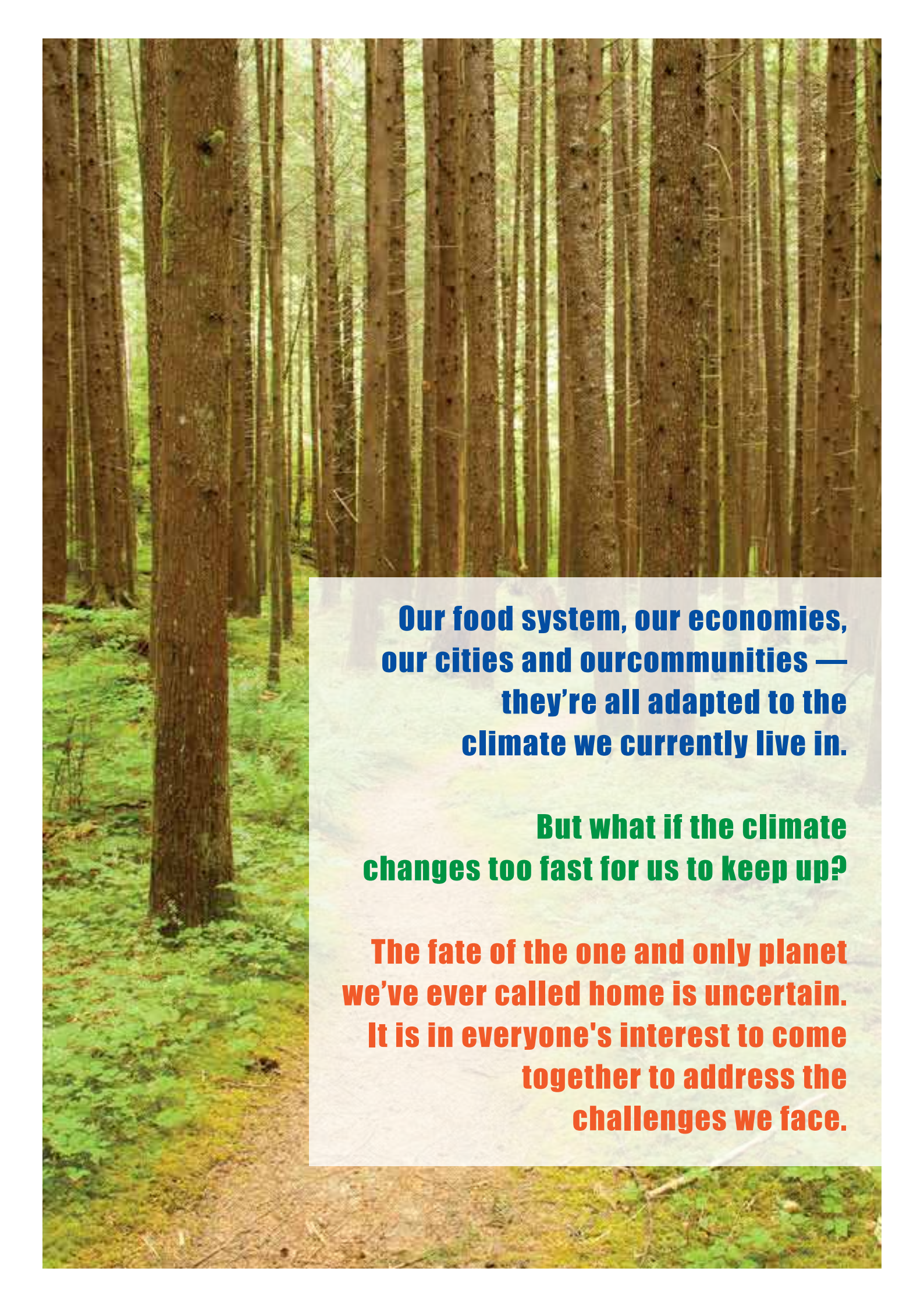
*Barack Obama*

*Climate change does not respect border; it does not respect who you are - rich and poor, small and big. Therefore, this is what we call 'global challenges,' which require global solidarity.*

*Ban Ki-moon*

*We will never end poverty if we don't tackle climate change.*

*Jim Yong Kim*



**Our food system, our economies,  
our cities and our communities —  
they're all adapted to the  
climate we currently live in.**

**But what if the climate  
changes too fast for us to keep up?**

**The fate of the one and only planet  
we've ever called home is uncertain.  
It is in everyone's interest to come  
together to address the  
challenges we face.**

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## Chubb Insurance Pakistan Limited

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Should you have any questions related to this notice please call +92 21 111 789 789.

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# Agents Foundation Course

## Following candidates have been declared successful:

38th batch (February 15 to 23, 2016)

Karachi

S.No.	Registration No.	Name	S.No.	Registration No.	Name
1	AFC-B-38/2016-01	Ameer-ud-Din Shaikh s/o Noor-ud-Din Shaikh	21	AFC-B-38/2016-21	Nausheen Karim d/o Kareemullah Khan
2	AFC-B-38/2016-02	Syeda Shafiq Sarfaraz w/o Sarfraz H. Manjee	22	AFC-B-38/2016-22	Areeba Saleem d/o M. Saleem
3	AFC-B-38/2016-03	Muddasir Anis s/o Anis-ur-Rehman	23	AFC-B-38/2016-23	Tabassum Ikram w/o M. Ikram ul Haq
4	AFC-B-38/2016-04	Muhammad Mohsin Khurāsani s/o M. Hadi Khurāsani	24	AFC-B-38/2016-24	Rizwan Masoom Ali s/o Masoom Ali Maujee
5	AFC-B-38/2016-05	Shama Perveen d/o Syed Riaz-ur-Rehman	25	AFC-B-38/2016-25	Ambreen w/o Nadeem Ansari
6	AFC-B-38/2016-06	Aliya Rashid w/o Syed Rashid Mehmood	26	AFC-B-38/2016-26	Syed Qudrat Ullah Quadri s/o Syed Rehmat Ullah Quadri
7	AFC-B-38/2016-07	Amreen M. Javaid d/o Muhammad Ibrahim	27	AFC-B-38/2016-27	Shiekh Muhammad Younus s/o S.M. Yousuf
8	AFC-B-38/2016-08	Talat Perveen d/o Syed Riaz-ur-Rehman	28	AFC-B-38/2016-28	Irum Ahmed w/o Aamir Ahmed
9	AFC-B-38/2016-09	Ibreeza Shahid d/o Shahid Afzal	29	AFC-B-38/2016-29	Simra Aatif w/o Aatif Zaheer
10	AFC-B-38/2016-10	Aisha Irfan d/o Shah Zaman	30	AFC-B-38/2016-30	Naima Farheen d/o M. Yaseen Khan
11	AFC-B-38/2016-11	Sara Atta d/o Ahmed Basham	31	AFC-B-38/2016-31	Shakila Raees d/o Shah Raees Hussain
12	AFC-B-38/2016-12	Altaf Hussain Anwer s/o Anwer Ali	32	AFC-B-38/2016-32	Mahmood Abdul Salam s/o Abdul Salam
13	AFC-B-38/2016-13	Syeda Nuzhat Fatima w/o Syed Ebad Raza	33	AFC-B-38/2016-33	Aun Ali Badami s/o M. Hussain Badami
14	AFC-B-38/2016-14	Muhammad Hameed s/o Abdul Hameed	34	AFC-B-38/2016-34	Sukaina Aun w/o Aun Ali Badami
15	AFC-B-38/2016-15	Murtaza Muhammad Younus	35	AFC-B-38/2016-35	Husna Laiq w/o Laiq Ahmed Durrani
16	AFC-B-38/2016-16	Zia Kashif s/o Muhammad Shaheen	36	AFC-B-38/2016-36	Wajih Noman w/o Noman Uddin
17	AFC-B-38/2016-17	Dilshad Mohammad s/o Ghayas Muhammad	37	AFC-B-38/2016-37	Akber Uddin s/o Fareed Uddin
18	AFC-B-38/2016-18	Muhammad Zafar s/o Akbar Din	38	AFC-B-38/2016-38	Nouman Uddin s/o Fareed Uddin
19	AFC-B-38/2016-19	Faryal Khalid Butt d/o Khalid Mehmood Butt	39	AFC-B-38/2016-39	Muhammad Bilal Gadar s/o M. Idrees Gadar
20	AFC-B-38/2016-20	Mir Abuzar Talpur	40	AFC-B-38/2016-41	Abdur Rahim s/o Abdul Razzak

45th Batch (January 05, 2016)

Lahore

S.No.	Registration No.	Name	S.No.	Registration No.	Name
1	1404/45-1	Shaharyar Khan s/o Khan Haroon Rasikh	14	1422/45-19	Sohail Ahmed Sheikh s/o M. Qadeer Sheikh
2	1410/45-7	Ifikhar Hussain Shah s/o S. Farzand Ali Shah	15	1423/45-20	Zahid Bhatti s/o Nazir Hussain
3	1411/45-8	M. Ilyas Warrach s/o Bashir Ahmed Warrach	16	1424/45-21	M. Babar s/o M. Ashiq
4	1412/45-9	Qamar Abbas s/o Siraj Din	17	1425/45-22	Tayyab Arsalan s/o Tahir Masood
5	1413/45-10	Jehanzaib Mansoor s/o Karim-ud-Din Mansoor	18	1426/45-23	Kalsoom Rahim Butt d/o Abdul Rahim Butt
6	1414/45-11	Ghulam Abbas s/o Dost Muhammad	19	1427/45-24	Allah Ditta s/o M. Iqbal
7	1415/45-12	Zainab Numan w/o Numan-ul-Haq	20	1428/45-25	M. Zubair Tariq s/o Sheikh Tariq Mehmood
8	1416/45-13	Rahmat Ali s/o Ahmad Din	21	1429/45-26	M. Shayan Ahmed s/o Mahmood Ahmed
9	1417/45-14	Naveed Yasin s/o M. Yasin	22	1431/45-28	Riasat Ali Bhatti s/o Hatim Ali Bhatti
10	1418/45-15	Adil Shahab s/o Shahab-ud-Din	23	1432/45-29	M. Khan s/o Dost Muhammad
11	1419/45-16	Ameer Hamza s/o Khalid Mehmood	24	1433/45-30	Habib Ullah s/o M. Yousaf
12	1420/45-17	M. Naeem s/o Shamusdin	25	1434/45-31	Hafiz Falak Sher Mahmood Hayat s/o Ch. Ahmed Hayat
13	1421/45-18	Hafiz M. Saleem s/o M. Nazir			

46th Batch (February 18, 2016)

Lahore

S.No.	Registration No.	Name	S.No.	Registration No.	Name
1	1435/46-1	Uzma d/o Muhammad Iqbal	12	1450/46-16	Atiq-ur-Rehman s/o Muhammad Riaz
2	1436/46-2	Mirza Mukkaram Baig s/o Mirza Karamat Baig	13	1453/46-19	Muhammad Razaq s/o Ch. Jewan Bukhsh
3	1437/46-3	Nadeem Ahmed s/o Noor Muhammad	14	1456/46-22	Muhammad Wasay s/o Muhammad Safdar
4	1438/46-4	Muhammad Saleem s/o Ghulam Hussain	15	1457/46-23	Fahim Amin s/o Muhammad Amin
5	1439/46-5	Muhammad Mian s/o Muhammad Sultan Khandwani	16	1458/46-24	Anjum Sohail s/o Taj Muhammad
6	1440/46-6	Haseeb Shafi s/o Khalid Shafi	17	1459/46-25	Hadia Sabir w/o Sabir Salam
7	1441/46-7	Habib Shafi s/o Khalid Shafi	18	1460/46-26	Sumaira Ahmed w/o Ali Ahmed
8	1442/46-8	Sohaib Shafi s/o Khalid Shafi	19	1462/46-28	Nadeem Ijaz s/o Ijaz Ahmed
9	1443/46-9	Salma Majid d/o Khalid Shafi	20	1463/46-29	Nauman-ul-Haq s/o Munir-ul-Haq
10	1444/46-10	Irfan Ali Butt s/o Sadiq Butt	21	1464/46-30	Tuseef Ahmed s/o Muhammad Latif
11	1447/46-13	Mushtaq Ahmed s/o Allah Buksh	22	1465/46-31	Yasmin Ahmed d/o Ahmed Khan

47th Batch (March 2, 2016)

Lahore

S.No.	Registration No.	Name	S.No.	Registration No.	Name
1	1466/47-1	Zeenat Ara w/o Zafar Iqbal	15	1480/47-15	Muhammad Sufyan Farooqi s/o Muhammad Azam Farooqi
2	1467/47-2	Lubna Ghazali Farooqi w/o M. Ghazali Farooqi	16	1481/47-16	Abdul Hakeem s/o Abdul wadood
3	1468/47-3	Nasreen Yousaf w/o Muhammad Yousaf	17	1482/47-17	Syed Muhammad Wakeel s/o Syed Muhammad Saddiqi
4	1469/47-4	Hina Basharat w/o Basharat Saeed	18	1483/47-18	Zaib-un-Nisa Bramchari w/o Abdul Razak Bramchari
5	1470/47-5	Sheikh Muhammad younus s/o Sheikh Muhammad Yousaf	19	1484/47-19	Shahida Haider w/o Muhammad Haider
6	1471/47-6	Nadia Atif w/o Syed Muhammad Atif	20	1485/47-20	Pervez Akhtar s/o Lutfur Rahman
7	1472/47-7	Muhammad Asif s/o Khan Shah	21	1486/47-21	Mehreen Raza Khan w/o Muhammad Raza Khan
8	1473/47-8	Deepa Kumari d/o Phero Mal	22	1487/47-22	Muhammad Salman Aamir s/o Muhammad Aamir Ghazali
9	1474/47-9	Madiha Naeem d/o Naeem-ud-Din	23	1488/47-23	Syeda Farah Jabeen Fatima w/o Syed Kashif Raza Naqvi
10	1475/47-10	Mirza Babar Ali Baig s/o Mirza Laeeq Baig	24	1489/47-24	Iqbal Rehman s/o Muhammad Anwar
11	1476/47-11	Khanza Shakeel Khan d/o Shakeel Ahmed Khan	25	1490/47-25	Mehnaz Hafeez w/o Syed Farrukh Ali Bukhari
12	1477/47-12	Nabeela Akram w/o Shahid Mahmood	26	1491/47-26	Muhammad Shafi s/o Wali Muhammad
13	1478/47-13	Azba Mushtaq w/o Mushtaq Ahmed	27	1492/47-27	Ifikhar Hussain s/o Ghulam Mustafa
14	1479/47-14	Rizwana Irfan w/o Irfan-ul-Azeem	28	1493/47-28	Amar Hayat s/o Amir Abdullah

# Pakistan Insurance Institute

## Roll of Chairman

Name	Years	Name	Years
01 Mr. A.R.D. Abreo	1952-53	33 Mr. A. M. Khalfe	1984-85
02 Mr. A.R.D. Abreo	1953-54	34 Mr. A. M. Khalfe	1985-86
03 Mr. A.R.D. Abreo	1954-55	35 Mr. Nasimuddin	1986-87
04 Mr. Raziuddin Ahmed	1955-56	36 Mr. Nasimuddin	1987-88
05 Mr. Raziuddin Ahmed	1956-57	37 Mr. M. A. Chishti	1988-89
06 Mr. Raziuddin Ahmed	1957-58	38 Mr. M. A. Chishti	1989-90
07 Mr. Risaluddin	1958-59	39 Mr. M. Choudhary	1990-91
08 Mr. Risaluddin	1959-60	40 Mr. M. Choudhary	1991-92
09 Mr. K. F. Haider	1960-61	41 Mr. M. A. Chishti	1992-93
10 Mr. S. C. Subjally	1961-62	42 Mr. M. A. Chishti	1993-94
11 Mr. Zal S. D. Contractor	1962-63	43 Mr. M. Choudhary	1994-95
12 Mr. A. M. Khalfe	1963-64	44 Mr. M. Choudhary	1995-96
13 Mr. A. M. Khalfe	1964-65	45 Mr. Afzal Janjua	1996-97
14 Mr. A. M. Khalfe	1965-66	46 Mr. Masood Noorani	1997-98
15 Mr. M. R. Siddiqi	1966-67	47 Mr. Masood Noorani	1998-99
16 Mr. Mohammad Sadiq	1967-68	48 Dr. Mumtaz A. Hashmi	1999-00
17 Mr. Malik Wahedna	1968-69	49 Dr. Mumtaz A. Hashmi	2000-01
18 Mr. M. Ishaque Khan	1969-70	50 Mr. Masood Noorani	2001-02
19 Mr. M. Ishaque Khan	1970-71	51 Mr. Masood Noorani	2002-03
20 Mr. A. M. Khalfe	1971-72	52 Mr. M. A. Lodhi	2003-04
21 Mr. A. M. Khalfe	1972-73	53 Mr. M. A. Lodhi	2004-05
22 Mr. P. Sequeira	1973-74	54 Dr. Mumtaz A. Hashmi	2005-06
23 Mr. Jabbar Akhtar	1974-75	55 Dr. Mumtaz A. Hashmi	2006-07
24 Mr. A. M. Khalfe	1975-76	56 Mr. Abid Javed Akbar	2007-08
25 Mr. A. M. Khalfe	1976-77	57 Mr. Saifuddin Zoomkawala	2008-09
26 Mr. N. A. Qazi	1977-78	58 Mr. Saifuddin Zoomkawala	2009-10
27 Mr. N. A. Qazi	1978-79	59 Mrs. Rukhsana Saleem	2010-11
28 Mr. A. M. Khalfe	1979-80	60 Mrs. Rukhsana Saleem	2011-12
29 Mr. A. M. Khalfe	1980-81	61 Mr. Tahir Ahmed	2012-13
30 Mr. Mahmood Hashmi	1981-82	62 Mr. Tahir Ahmed	2013-14
31 Mr. Mahmood Hashmi	1982-83	63 Mr. Hasanali Abdullah	2014-15
32 Mr. Mahmood Hashmi	1983-84	64 Ms. Zehra Naqvi	2015-16
65 Mr. Taher G. Sachak	2016-		

