



# INSURE

Issue 2, June 2013

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# Insurance Day Celebrations

Press Conference organized by Karachi Insurance Institute & covered by major newspapers



(From Left to Right) Mr. Tahir Ahmed, Chairman Insurance Association of Pakistan, Mr. Ayaz Hussain M. Gad, Executive Director Pakistan Reinsurance Company Limited, Mr. Hasanali Abdullah, Managing Director EFU General Insurance Limited speaking at a Press Conference organized by the Karachi Insurance Institute on April 17, 2013 at the Karachi Press Club.



# Insurance Day Celebrations

## Seminar on Insurance Industry & Career in Insurance

### Department of Statistics, University of Karachi

A seminar 'Insurance Industry & Career in Insurance' was held at the Department of Statistics, University of Karachi on the occasion of Insurance Day celebrations on April 18, 2013. The panel of speakers representing the insurance industry were Mr. Tahir Ahmed, Managing Director Jubilee General Insurance Co. Ltd., Mr. Mohammad Ali Ahmed, Chief Strategy Officer EFU Life Assurance Ltd., Dr. Mumtaz A. Hashmi, Director Takaful Pakistan Ltd., Ms. Zehra Naqvi, Chief Executive Officer ACE Insurance Ltd., and Ms. Farzana Siddiq, Executive Director Pakistan Insurance Institute, who provided an overview of the life and general insurance business in Pakistan and the careers offered by the industry.

The format of the seminar focused on enlightening the students with experiences of the leaders of today as well as with the experiences of the leaders of tomorrow. While the senior professionals offered an insight into various topics, including the competitive edge of companies, unique products, and portfolio composition; the young professionals shared their experiences from the perspective of those individuals who have recently joined the insurance industry.



Mr. Tahir Ahmed, Managing Director Jubilee General Insurance Co. Ltd.



Panel of Speakers



Ms. Zehra Naqvi, Chief Executive Officer ACE Insurance Ltd.



Dr. Mudassiruddin, Chairman Department of Statistics, University of Karachi



Participants

The response received from the participants, mostly students from the discipline of Actuarial Science, was immensely positive. After the seminar, majority of the participants came up for a personalized chat with the speakers seeking to clarify any questions or just for an introduction. The questions asked ranged from whether internships can help solidify the CVs to whether underwriting is a finance or sales job. An interaction on a one-to-one basis, offered by such seminars, between the industry and the academic world will go a long way in increasing visibility of the insurance sector with students as well as serve as a platform for any misconceptions to be addressed. This was an innovative initiative by the Pakistan Insurance Institute and should be continued on a yearly basis to provide the academic world with a true depiction of the insurance industry as well as broaden the talent pool for the insurance industry.

*Contributed by  
Nousheen Shahid, ACE Insurance Ltd.*



*Dr. Mumtaz A. Hashmi, Director Takaful Pakistan Ltd.*



*A participant raising question with the Speakers' Panel*



*Mr. Mohammad Ali Ahmed, Chief Strategy Officer EFU Life Assurance Ltd.*



*Leaders of Tomorrow*



*Participants*

## **Department of Commerce, University of Karachi**

A half-day seminar was organized on 'Insurance Industry & Career in Insurance' at the Department of Commerce, University of Karachi. Over 100 students attended the seminar along with Chairman Mr. Tahir Ali and other faculty members of the Department of Commerce.

Captain Azhar Ehtesham Ahmed, Executive Director Alfalah Insurance Company Limited was the main speaker who presented an overview of the general insurance market in Pakistan and its growth trend over the past 5 years, and job opportunities in the industry. He discussed the regulatory and governance changes that have taken place in the industry since



*Captain Azhar Ehtesham Ahmed, Executive Director Alfalah Insurance Company Ltd.*

the year 2000. He presented a typical organizational chart of an insurance company and explained its various departments. He advised the audience that insurance industry is open to educated persons and young graduates who can look forward to starting a career in insurance industry.



*Panel of Speakers*

An insurance industry requires CAs, ACMAs, Masters, Graduates, Engineers, Actuaries, Doctors, Agronomist, etc. There are 39 Non-life insurers, 9 Life insurers and 2 Health, PRCL, NICL, Brokers and Insurance surveyors who are willing to offer jobs to young graduates.



*Mr. M. Vaqaruddin, Faculty Member Pakistan Insurance Institute*



*Participants*



*Participants*

Mr. Zain Ibrahim, Deputy Executive Director EFU General Insurance Ltd. focused on the life insurance industry. He talked about the concept of life insurance. He emphasized on the promise that relates to need, and the need is then translated into an insurance product. Life insurance is sold not bought i.e. the person has to be convinced on the need. Technological advancement is playing its role in making it more reachable through internet, mobile phones, etc. Young graduates can pursue their careers in marketing, sales, human resource, underwriting, business analysts, finance and IT departments of the insurance company.

Mr. M. Vaqaruddin, Faculty Member PII briefly touched the topic of Takaful which runs on Shariah principles and explained its main idea in promoting brotherhood among masses by which they help each other in time of need.

This was followed by a question answer session. Questions were ably taken by the panel of insurance industry which included besides the above three presenters, Mr. Uzair Mirza, Executive Vice President Jubilee General Insurance Co. Ltd. and Mr. Kamran Arshad Inam, Deputy Executive Director EFU General Insurance Ltd. Tremendous enthusiasm was witnessed among participants who were keen to learn more about the insurance industry and how it works, and the possibility of a career in the industry.

Mr. Tahir Ali, Chairman Department of Commerce gave a vote of thanks to Pakistan Insurance Institute and the insurance industry for making this presentation which helped them in understanding the insurance industry better. He hoped to have such interaction in future on a regular basis.

# Insurance Day Celebrations

## Activities organized by Lahore Insurance Institute

Regional Committee North (RCN) of Insurance Association of Pakistan (IAP) in collaboration with Lahore Insurance Institute (LII) planned various activities to celebrate 'Insurance Day' on April 18, 2013.

### Seminar at Hailey College of Banking & Finance

A seminar on 'Insurance Industry and Career in Insurance' was conducted at Hailey College of Banking & Finance. The seminar was attended by large number of students of MBA and BBA (Hon.) in the discipline of Insurance and Risk Management. Senior executives of all insurance companies also participated.

Mr. Abdul Haye, Chairman RCN, IAP, Lahore inaugurated the seminar highlighting the importance of 'Insurance Day'. Mr. Nasar us Samad Qureshi, Managing Director Alfalah Insurance Co., who is also the Chairman of Lahore Insurance Institute, presented



an overview of the current status of the insurance industry in Pakistan followed by Mr. Muhammad Hisham, DGM IGI Insurance Co., who is also a Council Member of Lahore Insurance Institute, gave his presentation on Career in Insurance.



Mr. Mohammad Ikram, GM Century Insurance was the moderator of this seminar.



Mr. Fida Hussain Bukhari, Incharge Academics of Hailey College of Banking and Finance appreciated the efforts and co-operation of insurance industry in the success of the courses being provided by Hailey College in the field of Insurance and Risk Management.

At the end of the presentations the panel of speakers responded to various questions put up by the students. The seminar ended by 12:00 noon followed by tea and refreshments.



### Super cricket match played in Lahore

First time in the history of insurance in Pakistan, a cricket match was staged between EFU Life, winners of cricket championship from Karachi and United Insurance Company, winners of cricket tournament from Lahore on Insurance Day being celebrated on April 18, 2013.



Keeping in view the nature of the contest between two well-matched teams, it was named as a SUPER MATCH. This match was played at the Wapda Sports Complex. The venue presented a hugely festive look as it was adorned with colorful banners and specially printed Insurance Day balloons. The event was organized by Sports and Social Activities Committee LII, under the supervision of its Chairman Mr. Satwat Butt. Live running commentary made the match even more exciting for the spectators who constantly cheered their respective teams.



This match turned out to be a Clash of the Titans. After winning the toss, EFU Life Karachi elected to bat first. Their innings was a package of mixed fortunes. They started their innings aggressively, but regular fall of wickets soon pushed them on the back foot. However, the middle order batsmen rescued the situation and gave respectability to their team's total by scoring 111 after completion of the allotted 10 overs.

United Insurance Company (UIC) started the chase very well and were comfortably placed before wickets started tumbling which made the match very interesting, and as the time passed by



them in Lahore. He said that his team could not play to its potential and assured his management that next year they will make amends by winning the trophy.

Winners' trophy was lifted by Maqbool Ahmed, Captain of United Insurance team. Medals were also presented to the winning eleven.

It was a well-attended match watched by members of RCN-IAP, Members LII Council, senior management of UIC, and a huge contingent from EFU Life Lahore along with their senior management.

### Fun fair at Hailey College of Banking & Finance

A fun fair was held at the Hailey College of Banking & Finance, where large numbers of stalls offered varied source of entertainment to the visitors. The fun fair timings were from 5:00 pm till 9:30 pm. One large stall was set up by IAP where all the insurance companies placed their printed material and brochures in rotation, which were distributed to the people visiting this stall. Large number of students from various



the match became a cliff hanger. Dropped catches at crucial moments proved costly for the visitors and UIC took full advantage of the lapses to reach target in the last over. UIC turned out to be worthy winners because of their aggressive batting, disciplined bowling and excellent fielding.

Prize distribution ceremony was held after the match. Chairman LII Mr. Nasar us Samad welcomed the visitors from Karachi and commended them for putting up an impressive performance. He also spoke on the significance of the Insurance Day. He congratulated UIC for being a worthy winner. He also lauded the efforts of Mr. Satwat Butt and his team including Salman Hamid, Imran, Munir Khan, and the staff of RCN IAP who worked tirelessly under the supervision of Daood Shah. He also thanked all sponsoring companies for their financial support to make the event successful.

Man of the match award was won by Waqas. Runners-up trophy was presented to Captain of EFU Life Saqib Altaf who, speaking on the occasion, offered his thanks for the great hospitality extended to



disciplines participated in this event and showed their keen interest in the material and insurance products being offered there. About 2,500 youngsters visited and participated in this fun fair. The senior executives and general employees of insurance companies, wearing t-shirts, especially prepared by IAP for Insurance Day, remained at the venue throughout the function.

A painting competition was also arranged in which large number of students participated. At the end, prizes were distributed amongst the winners of this competition.

# Risk Management – Investment or Cost?



**Mansoor Ali Khan**

General Manager

Hamid Mukhtar & Co. (Pvt.) Ltd.

The recent disaster at the Baldia town garments factory and the unnecessary total loss of 260 plus lives and property damages, serves as a stark reminder of how things can go horribly wrong when basic principles of industrial facility management are ignored. As the investigation into what actually caused this catastrophe are still ongoing, it would be unfair to speculate and pinpoint on the actual cause trigger, however to the experienced loss investigator there are significant pointers as to what happened.

Equally disturbing is the loss management capacity of our public rescue services, which if properly equipped and trained would have been successful in saving scores of precious innocent lives. Sadly none of that happened and today with hundreds of bread-winners gone, families are left to pick up the pieces of their shattered lives, and the powers to be are no wiser as to how they prevent this from happening again. This is our dilemma and thus it is imperative to give it a serious thought, create, plan and take action. The insurance companies along with regulators have a prime responsibility to help people make their lives and assets safe and secure.

The word Risk often evokes a scare or negative connotation when it appears either in conversation or as a narration of an outcome of an event(s). Yet, when you add the word Management to it, the meaning changes to one of comfort and security. Risk Management is Good Management is an oft repeated mantra in many organizations, be they manufacturing, services or other public service entities.

The greater emphasis in today's world on Risk awareness, protection, mitigation and management arises out of the conditions and times we live in. The global security situation post 9/11 has led to the world being very different from the one we were born into and grew up in. Life has become risky due to terrorism, law and order, advancements in technology, increased use of gadgets of all description in our work and home lives, and the spiraling increase in travel by all forms of transport.

These changed conditions make the management of risk, hazards and associated consequences all the more important and therefore the emergence of Risk management functions in virtually all sectors of business life. Financial, manufacturing, information technology, transportation, health services, media & even the armaments industry, all have sophisticated procedures, practices and highly qualified and trained professionals making sure that business continues as usual and adequate measures are in place to cater for the foreseen and unforeseen in their respective areas. As an example, post the Tsunami in 2006, which

caused such massive destruction and loss of lives across Asia and as far as the East African coast, a Global Tsunami Warning System is now in place which is accessible to all countries.

From an insurance perspective particularly in the non-life sector, Risks are classified into 2 categories:

- Natural and Physical Risks – Earthquakes, Floods, Tsunami, Storms, Locust Attacks
- Man-made or man-created Risks – Fires, Explosions, Accidents, Mechanical & Electrical Failures, Terrorism, Riots and Civil Commotion, Theft, Forgery, Fraud and Intellectual Piracy

Both categories are not exhaustively illustrated; however following is to highlight their nature and differences.

**Manufacturing Sector:** Industry manages their Risks by proper design, construction, adequate fire-fighting & safety equipment, properly trained personnel and an effective oversight system for compliance. Each Industry i.e. a power plant, fertilizer factory or nuclear facility has its own specific Risk Management Standard Operating Procedures (SOPs).

**Services Sector:** As the nature of assets differ in complexity and value, this sector relies on well designed fire-fighting & safety systems and trained personnel. A hotel will have proper exits, smoke detectors, and a well rehearsed evacuation plan for guests and staff in emergencies.

**IT Sector:** Computers and computer systems are protected by antivirus, firewalls, encryptions and many other security features to safeguard against compromising the integrity of both hardware and software.

**Products & Pure Services:** Are protected by trademarks and patents.

**Transportation:** Increasingly motor vehicles, motorcycles and other vehicles have advanced safety features designed to protect passengers and also other users on the roads and highways. Aircrafts now use fly by wire technology with multiple backups. A look into recent aviation accident history shows that a high percentage of accidents are caused by human error, and others from Act of God perils, whereas only a handful are due to technical failures.

Piracy on the high seas particularly the incidents off the East African coast also highlights the increasing risks to the Maritime industry affecting nearly all countries involved in cargo and people transportation. This has led to extreme security measures and use of technology to counter this growing threat.

Contrary to popular belief, the cost of incorporating these measures is a small investment compared to massive benefits in economic, social and financial terms such as:



- Reputation of an organization
- Higher profits
- Improved productivity
- Better employee morale
- Lower insurance premiums
- Better relationship between insurers & insured

The insurance industry can play a major role in spreading the message and creating more widespread awareness of the benefits of prudent Risk Management. Not to be overly critical of the current situation, the industry has so far not risen to the challenge as it might have... and the phrase – “they can and should do more” would be appropriate to include here.

Insurance companies need to set up credible RM departments, organize and staff them with experienced technical personnel and provide this as a value added service to their insured, existing and those in their target market.

Currently the practice is to conduct a Risk survey, produce a report and let the underwriter make the call of accepting and or refusing new business or renewals. Very little effort goes into educating the insured on the benefits of evaluating observed deficiencies, hazards and potential flash points. When that is done, invariably the insured shies away because of the nature of recommendation which involves major investment or is beyond the organizational capacity of the Insured.

What is needed is to provide simple, can do measures and guidance on how to go about it. The investment in human resources and related administrative infrastructure is a small percentage of the benefits that accrue to Insurers and in turn to Insureds in terms of improved underwriting and avoidance / reduction of losses.

A few basic pointers on how Insurers can assist their customers to start thinking and acting on the Risk factors present in their businesses:

- Types of risks existing – Most and least likely to cause losses
- Assessment of the risk comparing it to quantum of loss potential
- Current state of preparedness
- Desired state and how to practically narrow the gap
- Translate cost of improvements to long term financial benefits
- Staff training needs assessment
- Encouraging business managers to talk to their peers and share experiences

The subject being so vast, complex and multidimensional cannot be dealt with fairly in the space allowed, however it may interest readers in terms of the basic principles to be followed and a guideline on where and how to start.



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## Agents Foundation Course (24 lecture hours)

In reference to circular 2 of 2013 dated March 13, 2013 of the Securities & Exchange Commission of Pakistan, Pakistan Insurance Institute held the Agent Foundation Course in Karachi as follows:

Batch	Date
21st	May 27, 2013 to June 06, 2013
22nd	June 10 - 20, 2013
23rd	June 24, 2013 to July 04, 2013

Certificates were awarded to 93 successful candidates.

To facilitate the candidates in meeting the deadline of September 30, 2013, PII has scheduled the course as follows:

Batch	Date
24th	August 19 – 29, 2013
25th	September 2 – 12, 2013
26th	September 16 – 26, 2013

For further enquiries, interested candidates may contact the office of the Institute or visit the website [www.pii.com.pk](http://www.pii.com.pk)

## Election of Chairman & Vice-Chairman

### Pakistan Insurance Institute

Mr. Tahir Ahmed, Managing Director Jubilee General Insurance Company Limited & Mr. Hasanali Abdullah, Managing Director EFU General Insurance Limited were re-elected as Chairman & Vice-Chairman, Pakistan Insurance Institute for the year 2013-14 in the meeting held on May 28, 2013.



Tahir Ahmed



Hasanali Abdullah

### Karachi Insurance Institute

Mr. Ayaz Hussain M. Gad, Executive Director Pakistan Reinsurance Company Limited & Mr. Jaffer Dossa, Deputy Managing Director Southern Zone, EFU General Insurance Limited were re-elected as Chairman & Vice-Chairman, Karachi Insurance Institute for the year 2013-14 in the meeting held on May 15, 2013.



Ayaz Hussain M. Gad



Jaffer Dossa

## Licensing Examination for Surveyors

In reference to the Circular No. 5 of 2013 dated April 22, 2013 issued by Securities & Exchange Commission of Pakistan, Pakistan Insurance Institute conducted the Licensing Examination for Surveyors on May 22 – 23, 2013 in Karachi & Lahore.

Class of business	Number of candidates appeared	Number of candidates passed
Fire	22	16
Marine	29	16
Misc / MBD	20	17
Motor	28	19
<b>Total</b>	<b>99</b>	<b>68</b>

The next examination is scheduled to be held in November 2013.

List of successful candidates on back page.

# Chartered Insurance Institute

Chartered Insurance Institute (CII) examination for Certificate, Diploma and Advanced Diploma will be held from October 7-10, 2013.

Closing dates for October 2013 CII examination for Advanced Diploma / Diploma / Certificate in Insurance for all applications / entry to reach PII is August 15, 2013.

Following revised updates / editions of CII study text are now available with Pakistan Insurance Institute:

## Certificate in Insurance

IF1 – IF9

## Diploma in Insurance

- P05 Insurance law
- P21 Commercial insurance contract wording
- P80 Underwriting practice
- P81 Insurance broking practice
- P85 Claims practice
- P91 Aviation and space insurance
- P92 Insurance business and finance
- P93 Commercial property and business interruption
- P94 Motor insurance
- P96 Liability insurances

## Advanced Diploma in Insurance

- 530 Economics and business
- 590 Principles of Takaful
- 655 Risk management
- 820 Advanced claims
- 930 Advanced insurance broking
- 945 Marketing insurance products and services
- 960 Advanced underwriting
- 990 Insurance corporate management
- AWB Banc assurance

## Tutorial Session

In order to facilitate candidates appearing for the examination, Pakistan Insurance Institute (PII) is pleased to announce commencement of tutorial session (free of charge) with effect from September 2013.

For more information, contact the office of the Institute or visit website [www.pii.com.pk](http://www.pii.com.pk)



April 2013 CII Examination

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# Introduction to Risk, Insurance & Loss Surveying / Adjusting - Level 'B'

## Motor Insurance (28 lecture hours) February 4-20, 2013

Specialization course on Motor Insurance & Loss Surveying / Adjusting in Level 'B' series was held in the Institute from February 4-20, 2013.

### Learning objectives of the course:

- Market structure of Motor Insurance and the difference between Private and Commercial Motor Insurance
- Legal considerations of Motor Insurance
- Scope of cover for a basic motor policy and non-private car policy variations
- Risk assessment, rating and underwriting for Motor Insurance
- Policy documentation and Renewal Process
- Claim procedures and survey reports for Motor Insurance

Further, through various case studies, the participants appreciated the practical implementation of their learning during the course.

## Property & Pecuniary Insurance (40 lecture hours) April 29, 2013 to May 16, 2013

Specialization course on Property & Pecuniary Insurance & Loss Surveying / Adjusting in Level 'B' series was held in the Institute from April 29, 2013 to May 16, 2013.

### Learning objectives of the course:

- Be aware of the development & structure of Property & Pecuniary Insurance and prevailing market practices in the industry
- Understand various covers / clauses / warranties related to Property & Pecuniary Insurances
- Be able to describe the business interruption covers generally available
- Know various terminologies with particular reference to Pecuniary Insurance
- Appreciate risk perception and assessment with reference to Property & Pecuniary Insurance and essential information needed for the same
- Understand the claim principles / procedures and dispute handling

Further, through various case studies, the participants experienced the practical implementation of their learning during the course.

These courses were conducted by Mr. M. Vaqaruddin, MBA (IBA), ACII, Chartered Insurer, Faculty Member Pakistan Insurance Institute.

## Engineering & Construction Insurance (30 lecture hours)

Specialization course on Engineering & Construction Insurance & Loss Surveying / Adjusting in Level 'B' series is planned to be held in October 2013.

For more information / details of the course, contact the office of the Institute or visit website [www.pii.com.pk](http://www.pii.com.pk)

# Workshop on Risk Assessment Property & Business Interruption

January 22, 2013

A workshop on "Risk Assessment Property & Business Interruption" was held on January 22, 2013 at the Institute's premises.

The workshop was designed for development of the following attributes in the candidates:

- Skills to appreciate Surveys & Risk Assessment by knowing the objective of risk survey, calculation of EML & insurers liability
- Understand what is a standard risk profile and deviation from it

- Ability to interpret risk survey reports
- Ability to appreciate the task of a risk underwriter and present the findings to him
- Appreciation of the use of proposal forms & identification of physical & moral hazard

This workshop was conducted by Mr. M. Vaqaruddin, Faculty Member Pakistan Insurance Institute.





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Pakistan Insurance Institute

# Result of Licensing Examination for Surveyors held on May 22-23, 2013

Following candidates have been declared successful:

Class of Business: FIRE			
S.#	Enrolment No.	Name	Company
<b>Karachi Centre</b>			
1	ASO/05/2013/K-15	Mr. M. Zakaria Khan s/o Mr. M. Yahya Khan	M.L. & Associates (Pvt.) Ltd.
2	ASO/05/2013/K-17	Mr. Riaz Hussain Khan Jadoon s/o Majeed Khan Jadoon	Pakistan Inspection Co (Pvt.) Ltd.
3	ASO/05/2013/K-19	Mr. M. Kamran Siddiqui s/o Mr. Ghous Muhammad	Eren (Pvt.) Ltd.
4	ASO/05/2013/K-22	Mr. M. Moeed Bhombal s/o Late Capt. S. B. Bhombal	Bhombal & Co Surveyors (Pvt.) Ltd.
5	ASO/05/2013/K-23	Syed Masood Alam s/o Mr. A. Barkasha Fatmi (Late)	Atlantic Surveyors (Pvt.) Ltd.
6	ASO/05/2013/K-24	Mr. Arqam Manzoor s/o Mr. Jawed Manzoor	Atlantic Surveyors (Pvt.) Ltd.
7	ASO/05/2013/K-26	Mr. Mujeeb ur Rehman s/o Shafiqur Rehman	Mackinnon Mackenzie & Co (Pvt.) Ltd.
8	ASO/05/2013/K-29	Mr. Ali Zahid s/o Saulat Zahid	Saulat & Co 1960 (Pvt.) Ltd.
<b>Lahore Centre</b>			
1	ASO/05/2013/L-01	Mr. Latif Ahmed Hussain s/o M. Hussain	Ali Murtaza & Co.
2	ASO/05/2013/L-05	Mr. M. Abubakar s/o Mr. M. Aslam	Saifullah Sarim Engineering Services
3	ASO/05/2013/L-08	Mr. Muhammad Rizwan s/o Mr. Hassan Muhammad	Anwar ul Haq & Co.(Pvt.) Ltd.
4	ASO/05/2013/L-09	Mr. Muhammad Imran s/o Mr. M. Younus	Hamid Mukhtar & Co. (Pvt.) Ltd.
5	ASO/05/2013/L-13	Mr. Khadim Hussain s/o Mr. M. Sadiq	Indus Surveyors (Pvt.) Ltd.
6	ASO/05/2013/L-17	Mr. M. Salman Akmal s/o Mr. M. Akmal	Muhammad Akmal & Co. (Pvt.) Ltd.
7	ASO/05/2013/L-18	Mr. Anjum Iqbal s/o Muhammad Iqbal	Malcolm Gaskill Insurance Service
8	ASO/05/2013/L-20	Mr. Asif Javed s/o Allah Rakha	Al-Rafay Services (Pvt.) Ltd.
Class of Business: MARINE			
S.#	Enrolment No.	Name	Company
<b>Karachi Centre</b>			
1	ASO/05/2013/K-02	Ms. Zehra Qazi d/o Zubair ur Rehman Khan	Triangle Ventures (Pvt.) Ltd.
2	ASO/05/2013/K-03	Mr. Mirza Obaidullah Baig s/o Hafiz Ullah Baig	Triangle Ventures (Pvt.) Ltd.
3	ASO/05/2013/K-09	Mr. Bashir Ahmed Vistro s/o Mr. Faqeer M. Vistro	NMCI Pakistan (Pvt.) Ltd.
4	ASO/05/2013/K-11	Syed Mustafa Haider s/o Syed Sultan Haider	Hanlay & Co. (Pvt.) Ltd.
5	ASO/05/2013/K-15	Mr. M. Zakaria Khan s/o Mr. M. Yahya Khan	M.L. & Associates (Pvt.) Ltd.
6	ASO/05/2013/K-19	Mr. M. Kamran Siddiqui s/o Mr. Ghous Muhammad	Eren (Pvt.) Ltd.
7	ASO/05/2013/K-22	Mr. M. Moeed Bhombal s/o Late Capt. S. B. Bhombal	Bhombal & Co. Surveyors (Pvt.) Ltd.
8	ASO/05/2013/K-23	Syed Masood Alam s/o Mr. A. Barkasha Fatmi (Late)	Atlantic Surveyors (Pvt.) Ltd.
9	ASO/05/2013/K-24	Mr. Arqam Manzoor s/o Mr. Jawed Manzoor	Atlantic Surveyors (Pvt.) Ltd.
10	ASO/05/2013/K-29	Mr. Ali Zahid s/o Saulat Zahid	Saulat & Co. 1960 (Pvt.) Ltd.
<b>Lahore Centre</b>			
1	ASO/05/2013/L-02	Mr. Fahid Naveed s/o Mr. Muhammad Naveed	Equalizer (Pvt.) Ltd.
2	ASO/05/2013/L-09	Mr. Muhammad Imran s/o Mr. M. Younus	Hamid Mukhtar & Co. (Pvt.) Ltd.
3	ASO/05/2013/L-10	Mr. Muhammad Haseeb s/o Mr. Mushtaq Ahmed	Mushtaq Ahmed (Pvt.) Ltd.
4	ASO/05/2013/L-11	Mr. Khalid Iqbal Khan s/o Mr. Hamid Hussain Khan	SK Associates (Pvt.) Ltd.
5	ASO/05/2013/L-12	Syed Adeel Azam s/o Syed Azam Ali	Syed A.S. Associates (Pvt.) Ltd.
6	ASO/05/2013/L-20	Mr. Asif Javed s/o Allah Rakha	Al-Rafay Services (Pvt.) Ltd.
Class of Business: MISC / MBD			
S.#	Enrolment No.	Name	Company
<b>Karachi Centre</b>			
1	ASO/05/2013/K-07	Mr. Mirza Itrat Hussain s/o Mirza Nasir Hussain	Khalid & Associates (Pvt.) Ltd.
2	ASO/05/2013/K-11	Syed Mustafa Haider s/o Syed Sultan Haider	Hanlay & Co. (Pvt.) Ltd.
3	ASO/05/2013/K-17	Mr. Riaz Hussain Khan Jadoon s/o Majeed Khan Jadoon	Pakistan Inspection Co (Pvt.) Ltd.
4	ASO/05/2013/K-22	Mr. M. Moeed Bhombal s/o Late Capt. S. B. Bhombal	Bhombal & Co Surveyors (Pvt.) Ltd.
5	ASO/05/2013/K-23	Syed Masood Alam s/o Mr. A. Barkasha Fatmi (Late)	Atlantic Surveyors (Pvt.) Ltd.
6	ASO/05/2013/K-24	Mr. Arqam Manzoor s/o Mr. Jawed Manzoor	Atlantic Surveyors (Pvt.) Ltd.
7	ASO/05/2013/K-27	Mr. Jalal Uddin Siddiqui s/o Saleemuddin Siddiqui	Salim Siddiqui & Co.
<b>Lahore Centre</b>			
1	ASO/05/2013/L-01	Mr. Latif Ahmed Hussain s/o M. Hussain	Ali Murtaza & Co.
2	ASO/05/2013/L-05	Mr. M. Abubakar s/o Mr. M. Aslam	Saifullah Sarim Engineering Services
3	ASO/05/2013/L-06	Syed Shahid Shabbir Naqvi s/o Syed Shabbir Hussain	Officious Meddlers (Pvt.) Ltd.
4	ASO/05/2013/L-07	Mr. Ahsan ul Haq s/o Mr. Abdul Haq (Late)	NAKMS (Pvt.) Ltd.
5	ASO/05/2013/L-09	Mr. Muhammad Imran s/o Mr. M. Younus	Hamid Mukhtar & Co. (Pvt.) Ltd.
6	ASO/05/2013/L-13	Mr. Khadim Hussain s/o Mr. M. Sadiq	Indus Surveyors (Pvt.) Ltd.
7	ASO/05/2013/L-16	Mr. Muhammad Imran s/o Mr. M. Anwar Tahir	Lions Associates (Pvt.) Ltd.
8	ASO/05/2013/L-18	Mr. Anjum Iqbal s/o Muhammad Iqbal	Malcolm Gaskill Insurance Service
9	ASO/05/2013/L-19	Syed Ghulam Abbas s/o Syed Ishiaq Hussain	Syed Ghulam Abbas & Co. (Pvt.) Ltd.
10	ASO/05/2013/L-20	Mr. Asif Javed s/o Allah Rakha	Al-Rafay Services (Pvt.) Ltd.
Class of Business: MOTOR			
S.#	Enrolment No.	Name	Company
<b>Karachi Centre</b>			
1	ASO/05/2013/K-08	Mr. Arif Hussain s/o Hazrat Khan	Pakistan Inspection Co. (Pvt.) Ltd.
2	ASO/05/2013/K-10	Syed Salman Ahmed s/o Syed M. Irfan	NMCI Pakistan (Pvt.) Ltd.
3	ASO/05/2013/K-14	Mr. Waqar Afzal s/o Mr. M. Afzal	M. Aslam Associates (Pvt.) Ltd.
4	ASO/05/2013/K-21	Syed Amir Ali Shah s/o Mr. S. M. Moazzamali	I Hussain Associates (Pvt.) Ltd.
5	ASO/05/2013/K-22	Mr. M. Moeed Bhombal s/o Late Capt. S. B. Bhombal	Bhombal & Co Surveyors (Pvt.) Ltd.
6	ASO/05/2013/K-23	Syed Masood Alam s/o Mr. A. Barkasha Fatmi (Late)	Atlantic Surveyors (Pvt.) Ltd.
7	ASO/05/2013/K-24	Mr. Arqam Manzoor s/o Mr. Jawed Manzoor	Atlantic Surveyors (Pvt.) Ltd.
8	ASO/05/2013/K-28	Mr. Faraz Haider s/o Shafi Haider Ansari	Atlas Surveyors (Pvt.) Ltd.
<b>Lahore Centre</b>			
1	ASO/05/2013/L-02	Mr. Fahid Naveed s/o Mr. Muhammad Naveed	Equalizer (Pvt.) Ltd.
2	ASO/05/2013/L-03	Mr. Zayyad Alam s/o Mr. Zaka ud Din	Equalizer (Pvt.) Ltd.
3	ASO/05/2013/L-04	Mr. Rashid Arfan s/o Mr. Noor Din	Dove Enterprises (Pvt.) Ltd.
4	ASO/05/2013/L-09	Mr. Muhammad Imran s/o Mr. M. Younus	Hamid Mukhtar & Co. (Pvt.) Ltd.
5	ASO/05/2013/L-11	Mr. Khalid Iqbal Khan s/o Mr. Hamid Hussain Khan	SK Associates (Pvt.) Ltd.
6	ASO/05/2013/L-12	Syed Adeel Azam s/o Syed Azam Ali	Syed A.S. Associates (Pvt.) Ltd.
7	ASO/05/2013/L-15	Mr. Raja M. Atif Khan s/o Raja M. Aslam Khan	Ali-ul-Azeem (Pvt.) Ltd.
8	ASO/05/2013/L-16	Mr. Muhammad Imran s/o Mr. M. Anwar Tahir	Lions Associates (Pvt.) Ltd.
9	ASO/05/2013/L-18	Mr. Anjum Iqbal s/o Muhammad Iqbal	Malcolm Gaskill Insurance Service
10	ASO/05/2013/L-20	Mr. Asif Javed s/o Allah Rakha	Al-Rafay Services (Pvt.) Ltd.
11	ASO/05/2013/K-12	Mr. M. Jibran Siddiqui s/o Mr. M. Naveem Siddiqui	MGS Services (Pvt.) Ltd.

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