

Pakistan Insurance Institute Quarterly Newsletter

INSURE



Pakistan Insurance Institute

Issue 3, September 2013

CONTENTS

Glimpses of the Last Two Conferences 2

- International Insurance Conference on 'Political Violence' (2010)

- International Insurance Conference on 'Catastrophe Events - A Challenge' (2012)

Workshops / Seminars 6

- Risk Assessment-Property & Business Interruption

- Property Treaty Reinsurance

- Pakistan Insurance & Takaful Conference 2013 - Managing Risks

- Role of Trustees in Provident, Pension and Gratuity Funds

Securities & Exchange Commission of Pakistan 10

Importance of Health Insurance 12

Agent Foundation Course 14



Winds of Change

Trends and Innovations
in the Insurance Industry

Karachi, April 13~15, 2014

Pakistan Insurance Institute
is organizing the **International Insurance Conference**
on the topic of
Trends and Innovations in the Insurance Industry

Glimpses of the Last Two Conferences

International Insurance Conference on 'Political Violence (IICPV) April 11-13, 2010

An International Conference on the topic of Political Violence was organized by Pakistan Insurance Institute on April 11-13, 2010. The conference was well-attended by over 300 local and foreign delegates from the insurance industry as well as large organizations.

CONFERENCE PROGRAMME	
Sunday, 11th April 2010	
08.00 pm - 10.00 pm	Welcome Dinner Ballroom, Sheraton Hotel & Towers
Monday, 12th April 2010	
08.15 am - 09.00 am	Registration Ballroom, Sheraton Hotel & Towers
09.00 am - 09.10 am	Recitation from the Holy Quran
09.10 am - 09.25 am	National Anthem & Documentary on Pakistan
09.25 am - 09.35 am	Welcome Address by Mr. Saifuddin N. Zoomkawala Chairman, Pakistan Insurance Institute
09.35 am - 10.00 am	Key Note Address by the Guest of Honour Mr. Salman All Shaikh Chairman, Securities & Exchange Commission of Pakistan
Working Session I	
Underwriting Considerations in a Dynamic Pakistan Industry 10.00 am - 10.35 am	Mr. Andrew Bauckham Political Violence Underwriter Chaucer Syndicates Limited Lloyd's of London
Terrorism Pools Drawbacks & Benefits 10.35 am - 11.10 am	Mr. John Richard Thorpe Head of Business Development (Asia) Aon Benfield Asia Pte. Limited Singapore
10.35 am - 11.10 am	Networking Tea / Coffee Break
Working Session II	
The Pakistani Terror Pool - a reinsurers view 11.25 am - 12.00 pm	Mr. Siegfried Busch , Client Manager Swiss Reinsurance Company Limited Zurich, Switzerland
Sri Lanka - Case Study on Terrorism Insurance Pools 12.00 pm - 12.35 pm	Mr. Jagath Alwis , Director (Technical) Ceylinco Insurance Plc. Colombo Sri Lanka
12.35 pm - 01.05 pm	Panel Discussion (Q&A)
01.05 pm - 02.15 pm	Networking Lunch & Prayer Break
Working Session III	
The International Perception of Terrorism in Pakistan and the Advantages of a Local Solution 02.15 pm - 02.50pm	Mr. Piers Gregory Terrorism Underwriting Manager ACE Overseas General, UK.
Political Risks: Private Market Solutions or Government-Backed Scheme - A Reinsurers Point of View 02.50 pm - 03.25 pm	Mr. Cyril L. Empeigne Senior Treaty Manager SCOR Reinsurance Asia Pacific Pte. Limited - Singapore
03.25 pm - 03.40 pm	Networking Tea / Coffee Break
Working Session IV	
The Benefits of an Independent Security Risk Assessment 03.40 pm - 04.15 pm	Mr. Tony Tesar , Independent Security Assessor / Risk Manager Le Beck Middle East Limited Crescent Global Insurance Services Kingdom of Bahrain
04.15 pm - 04.45	Panel Discussion (Q&A)
08.00 pm - 11.00 pm	Gala Dinner & Cultural Show Ballroom, Sheraton Hotel & Towers
Tuesday, 13th April 2010	
Working Session V	
Market Perception of Pakistan and Ideas for Improving Perception 09.10 am - 10.00 am	Mr. Jonathan Powell , Terrorism Underwriter, Talbot Underwriting Limited - Lloyd's of London & Mr. Peter Draper , Senior Broker Non-Marine & Energy Division United Insurance Brokers Ltd, London
Terrorism - Its Economic Impact and Insurability 10.00 am - 10.35 am	Mr. Heinz Dollberg Executive Vice President Asia, Middle East & North Africa Allianz SE - Germany
10.35 am - 10.50 am	Networking Tea / Coffee Break
Working Session VI	
Terrorism - from Broker's Perspective 10.50 am - 11.25 am	Mr. Julian Taylor Regional Director (Crisis Management) Aon Asia Pacific Limited Hong Kong
Impact of Political Violence on Work Done by Actuaries 11.25 am - 12.00 pm	Mr. Omer Morshed Vice President Pakistan Society of Actuaries Karachi
12.00 pm - 12.30 pm	Panel Discussion (Q&A) Vote of Thanks by Ms. Farzana Siddiq Executive Director Pakistan Insurance Institute
12.30 pm - 12.40 pm	Memento Presentation
12.40 pm - 12.50 pm	Lunch
12.50 pm - 02.00 pm	Golf at Arabian Sea Country Club For Foreign Delegates (Optional)
02.15 pm onward	

Conference in Photographs



International Insurance Conference on 'Catastrophe Events - A Challenge' April 10-12, 2012

An International Insurance Conference on the topic of 'Catastrophe Events - A Challenge' was held on April 10-12, 2012. More than 400 local and foreign delegates attended the conference.

PROGRAM

Tuesday, April 10, 2012

08:00-10:00 p.m. Welcome Dinner Poolside, Sheraton Hotel

Wednesday, April 11, 2012

08:15 a.m. Registration
09:00 a.m. Recitation from the Holy Quran
09:10 a.m. National Anthem
09:25 a.m. Welcome Address
09:40 a.m. Keynote Address
Mrs. Rukhsana Saleem
Chairperson, Pakistan Insurance Institute
Dr. Zafar Iqbal Gadir
Chairman, National Disaster Management Authority
Pakistan

Working Session I COPING WITH CHANGE

10:00 a.m. Climate Change
Dr. Jens Mehlhorn
Head of Flood Group
Swiss Reinsurance Company, Switzerland
10:45 a.m. Social and Political Dimensions of Catastrophe
Mr. Javed Jabbar
Vice President
IUCN, Pakistan
11:15 a.m. Tea Break

Working Session II PREPARE

11:30 a.m. Rising Awareness on NatCat
A Global Underwriter's View
Mr. Carlos Beltran
Regional Manager Property & Construction
MENA & South Africa
ACE Insurance DIFC Ltd. UAE
12:00 noon Catastrophe Assessment and Management
Mr. George Attard
Managing Director, Analytics
Aon Benfield Asia, Singapore
12:30 p.m. Panel Discussion (Q&A)
01:00 p.m. Lunch & Prayer Break

Working Session III SHARE

02:00 p.m. Tsunami - Sri Lankan Experience
Mr. Jagath Alwis
Director (Technical)
Ceylinco Insurance Plc, Sri Lanka
02:30 p.m. A Practical Approach to Insurance Risk Engineering
Mr. David North
Director Risk Management Division
Crescent Global Group, Bahrain
03:00 p.m. Tea Break

Working Session IV SUSTAIN

03:15 p.m. Actuarial Aspects
Mr. Samee ul Hasan
Chief Executive Officer
Akhtar & Hasan (Pvt) Ltd., Pakistan
03:45 p.m. The Role of a Global Broker when Natural Disasters Occur
Mr. Bruce Garnett
Managing Director - Energy Practice
Marsh, UK
04:15-05:00 p.m. Panel Discussion (Q&A)

08:00-11:00 p.m. Gala Dinner & Musical Evening Grand Ballroom, Sheraton Hotel

Thursday, April 12, 2012

Working Session V REINFORCE

09:15 a.m. Contingent Business Interruption - Recent Lessons Learnt
Mr. Dewi James
Consulting Actuary
United Insurance Brokers, United Kingdom
09:45 a.m. Natural Catastrophe Risk Analysis in Pakistan
Dr. Rashmin Gunsekara,
Lead Analyst, Senior Catastrophe Risk Analyst
Willis Re, UAE
10:15 a.m. Pakistan: In the Eye of the Storm
Mr. Tahir Ahmed
Managing Director
Jubilee General Insurance Company Limited, Pakistan
10:45 a.m. Tea Break

Working Session VI RESOLVE

11:00 a.m. Catastrophe Pool
Mr. Kunal Narayan Jadhav
Catastrophe Modeling Analyst
Mitsui Sumitomo Reinsurance Company, Malaysia
11:30 a.m. Coping with the recent trend of devastating challenges and NatCat perils in the Middle East & Gulf Region
Mr. Serge Said Asmar
Deputy Director - Middle East, Turkey & Iran
ARIG, Bahrain
12:00 noon Panel Discussion (Q&A)
12:30 p.m. Vote of Thanks
Ms. Farzana Siddiq
Executive Director, Pakistan Insurance Institute
12:35 p.m. Memento Presentation
01:00-02:00 p.m. Lunch

02:15 p.m. onwards Golf at Arabian Sea Country Club for Foreign Delegates (Optional)

Conference in Photographs



Risk Assessment–Property & Business Interruption Workshop held in Lahore September 16, 2013

A workshop on Risk Assessment-Property & Business Interruption was held in Lahore on September 16, 2013 from 2:00 pm to 5:00 pm at the premises of the Lahore Insurance Institute.

The workshop was conducted by Mr. M. Vaqaruddin, faculty member, Pakistan Insurance Institute. The workshop got a very positive response and 47 participants from various insurance companies working in the risk management, underwriting and claims departments attended the workshop.

The workshop started by defining the risk and how important it is for an insurance company to understand the risk. Mr. Vaqaruddin emphasized that the best way to have an idea of the risk is to see it. The objectives of conducting a risk survey were discussed in detail. By using this tool the material facts of the risk are known and therefore assist the underwriter in assessment and rating of the risk.

Following a risk survey / pre risk inspection, the surveyors and underwriters sit together to develop a loss prevention programme for the proposer. Requirements and recommendations are made available to the proposer in order for the proposer to make the risk acceptable to the insurance company and then to continue to improve upon the risk for most competitive rates. The insurance company in turn has adequately assessed and rated the risk.

Thus, it is a win-win situation for both insurer and the insured.

The importance of the use of survey reports and their interpretation was highlighted. Citing examples, the concept and the importance of a standard risk were explained and how any deviation affects the rates and terms of the insurance contract.

Post loss surveys are equally important as these explain the cause of loss and what remedial measures and actions have been taken to prevent it from happening again. Whether corrective actions were taken? At this point insurer decides whether to continue acceptance of the risk and if yes than on what terms.

A comprehensive check list was provided to the participants that may be used at the time of survey so that they may not miss anything while on the premises for survey. Sample survey report was also shared with the participants that comprised of all that was presented in the workshop.

The workshop was very interactive and well received by the participants and the feedback was very positive 'a difficult concept presented in a very simple manner'.



Property Treaty Reinsurance Workshop August 27 – 28, 2013

Aon Pakistan organized a Property Treaty Workshop on 27-28 August 2013 at the Avari Towers, Karachi. The training was conducted by a seasoned professional trainer Mr. Charles Robertson. This was the third such workshop in two years.

Mr. Charles Robertson, Senior Director of Training at Aon, has 50 years of experience in the Insurance and Reinsurance Industry. The workshop, which presented a great opportunity to learn from Mr. Robertson's professional training experience was thought provoking and interactive. He expanded on the knowledge he imparted last year and provided training in advanced Reinsurance concepts and practical skills which will help the participants in their careers.

The workshop was well attended and had 40 participants from key Insurance companies of Pakistan.

Mr. Mohammed Asif Arif, Commissioner (Insurance) Securities & Exchange Commission of Pakistan graced the occasion on the last day of the Workshop and distributed Certificates of participation.



Pakistan Insurance & Takaful Conference 2013-Managing Risks August 20, 2013

Pakistan Insurance and Takaful Conference 2013 organized by the Pakistan Society of Actuaries (PSOA) on Tuesday August 20, 2013 at the Karachi Sheraton Hotel and Towers attracted participants belonging to the insurance, banking and other related sectors. The conference provided a forum for generating ideas so as to stimulate growth in the sector.

The conference held in 2 parts i.e. the first half of the day consisted of presentations / talk by eminent speakers from the insurance sector. The afternoon was dedicated to the technical sessions, featuring presentations from distinguished speakers and industry experts, there being some parallel sessions relating to life insurance and non-life insurance business.

Speakers and panelists included senior executives of the life and non life Insurance and Takaful companies of Pakistan. Two learned speakers from Munich Re also participated in the conference.

Seminar on Role of Trustees in Provident, Pension and Gratuity Funds

For 47 years, Akhtar & Hasan (Pvt.) Limited is providing actuarial advice, and provident fund, pension fund and gratuity fund administration services to its corporate clients. Since commencement for our services in 1965, our practice has steadily grown and today we are well established in Pakistan with clients also based in neighbouring countries.

From time to time, we hold Early Bird Seminars on topics of current interest. An Early Bird Seminar was held on June 20, 2013 on the "Role of Trustees in Provident, Pension and Gratuity Funds". The main speaker of the seminar was Mr. Samee-ul-Hasan Chief Executive and Senior Actuary Akhtar & Hasan (Pvt.) Ltd. He became a Fellow of the UK Institute of Actuaries in 1963, and was awarded the Sir Joseph Burn Prize. He is also a Fellow of the UK Chartered Insurance Institute, and a Fellow 'with distinction' of the US Life Offices Management Association Institute. He joined this firm in 1975. He was Board Member and in-charge of State Life's investment portfolio for several years, and served as Chairman for three years from May 2000 to May 2003.

Recognised Provident Funds, Approved Superannuation (i.e. pension) Funds and Approved Gratuity Funds have delivered benefits to a large number of Pakistani employees over decades. Trustees have worked without charging any fees, and the expenses debited to the Funds have been either zero or negligible. Thus, the investment returns have been fully passed through to the beneficiaries. No serious problems have come to the public notice; however, some trustees have on occasion asked us to conduct a seminar to list their various duties.

The seminar was very well attended and imparted very useful knowledge about responsibilities, laws and regulations relating to

the Trustees of the Provident, Pension and Gratuity Funds. Trustees of these funds administer the funds under the terms of the Trust Deeds. These Funds are affected by:

- The Trusts Act, 1882
- The Trust Deed and Rules of their own Fund
- S.227 (2) and (3) of the Companies Ordinance, 1984, in the case of an entity governed by that Ordinance
- The Employees' Provident Fund (Investment in Listed Securities) Rules, 1996, framed under the Companies Ordinance, 1984
- The Income Tax Ordinance, 2001 and The Income Tax Rules, 2002
- The laws on "insider trading", if applicable

This compliance relates not only to investments, but also to other aspects. Each of the above regulations and laws were discussed in great detail during the seminar.

Typically, the trustees also have a role in the Company. Either they are key management personnel, or represent employees. It was examined in the seminar how these roles relate to their duties as Trustees. This inevitably means additional duties and additional risks. Often, the implications are not fully appreciated when the appointment is offered and accepted. The risks can be extreme. Although no serious problems have come to public notice in Pakistan but trusteeship is not a role to take lightly, and one should think carefully before accepting the appointment.

*Contributed by Mr Muhammad Hussain Boricha, FSA, FPSA
Senior Manager and Actuary
Akhtar & Hasan (Pvt.) Limited*





Our greatest
accomplishment continues to be
your **trust** for over 80 years

Trust is priceless.
We remain committed to customer trust
- our greatest accomplishment.

EFU GENERAL INSURANCE LTD.
your insurance company
www.efuinsurance.com

□ THINER

EFU - The only insurance group in Pakistan underwriting all classes of business: LIFE - GENERAL - HEALTH

Securities & Exchange Commission of Pakistan

Training of Insurance Agents

To facilitate the insurers in encountering the practical difficulties in compliance of the Circular 2 of 2013, the Securities and Exchange Commission of Pakistan (SECP) vide its Circular 2/2 of 2013 extended the deadline for the compliance of Rule 26 of the SEC (Insurance) Rules of 2002 latest by March 31, 2014, after which any insurance business or transaction carried out by an agent, lacking the requisite qualification, shall therefore be construed as null and void and no commission shall be payable by the insurers to such non-compliant agents.

Revised Legal Framework for the Insurance Brokers

The SECP proposed draft amendments in the Insurance Rules, 2002 affecting the licensing of direct insurance brokers which were published in the Official Gazette of Pakistan on September 19, 2013 for seeking public comments. The amendments touch upon the areas of exclusivity of insurance broking license, paid-up capital requirements, requirement to maintain net asset value, registration and renewal fees, statutory deposit requirements, professional indemnity insurance requirements and fit and proper criteria for the directors and chief executive of the insurance brokers. After due consultation, the amendments are expected to be finalized in the first quarter of 2014.

Bancassurance Regulations

To align the long-term interests of the policyholders, insurers and agents (banks in this case), the SECP published the draft Bancassurance Regulations, 2013 in September 2013, thus replacing the earlier Bancassurance Guidelines of 2010. The draft Regulations are aimed at introducing the regulatory measures such as rationalization of bank's remuneration structure, introduction of commission claw-back provision, minimum surrender values, minimum financial underwriting parameters and a restriction on recycling of life insurance policies. The draft Regulations also address the improvement in the overall sales process for Bancassurance by introduction of insurance need analysis document, requirement of Urdu version of illustrations and provision of these illustrations at point of sale as a stand-alone document to the prospective policyholders and mandatory after sale call-back requirements. A minimum financial protection element has also been introduced to stress on the insurance element of the products sold through this channel.

*Contributed by Mr. Syed Irfan Habib
Assistant Director
Policy, Regulation & Development Department (Insurance)*



Group photo of senior executives of the insurance industry of Pakistan at Luncheon meeting on June 20, 2013 hosted by Chairman, Pakistan Reinsurance Company Limited



Mark Smith – Head of Aon Affinity Asia–made his inaugural visit to Pakistan in June to introduce innovative Insurance products to the local team and key officials of reputed Insurance Companies in Pakistan.

Jubilee
GENERAL INSURANCE

B++
A.M. Best

AA+
PACRA

AA+
JCR - VIS

**THE HIGHEST IFS* RATED GENERAL INSURANCE
COMPANY OF PAKISTAN BY LOCAL AND
INTERNATIONAL RATING AGENCIES**

*Insurer Financial Strength

www.jubileegeneral.com.pk | UAN: 111-654-111



Importance of Health Insurance

Dr. Mazhar Hasan

Deputy General Manager
Head of Medical Services & Claims Management
Allianz EFU Health Insurance Ltd

Health is undoubtedly the real wealth. In fact, good health is a treasure that every individual cherishes the most. But unfortunately illness and diseases are part and parcel of life and always exist. With the rising healthcare cost, sickness may not only lead to mental distress for the whole family, but could also adversely affect the finances for a long time to come. The implications become even more severe if the illness results in prolonged hospitalization.

Realizing the Risk involved

Who saves for any such sickness? We might save for a vacation, LCD, Fridge or furniture, but rarely do we set aside a chunk of our salaries for any unforeseen accidental injury, sickness, gallbladder removal or a knee replacement. Most of us try to protect ourselves from financial losses when a home, car or even motorcycle is purchased. So if you suddenly find yourself saying, 'why does this happen to me,' in the middle of a medical emergency, you'll probably have to sacrifice a dream or compromise a fund you saved for something else. Same should be followed for health but what we don't realize is the cost we may have to pay in case of an emergency visit to a hospital due to an accident or injury can be much more costly than you might expect. Here are some facts of the average cost of treatment of:

- Enteric fever / Typhoid fever Rs. 25,000 - Rs. 35,000
- A broken leg can cost up to Rs. 60,000 to Rs. 80,000
- Appendectomy Rs. 55,000
- Dengue fever Rs. 25,000 (This definitely increases in case of Platelet transfusions)
- Angioplasty Rs. 300,000
- Heart Bypass Rs. 450,000

These examples sound scary, but the good news is that, with a health Insurance policy, we can protect ourselves from most of these and other types of medical bills.

Similarly the globalization of economy, employee mobility, high cost of employee replacement, and the need to retain valuable employees, have posed new challenges for companies. While healthcare costs are escalating at an alarming rate, employees today demand and choose to work for companies that offer medical benefits. Some companies have offered medical benefits to their employees by maintaining an accounts ledger of medical expenses and reimbursing claims. They have not only experienced steadily rising costs but also sudden peaks in expenses caused by major medical events. Managing health care requires a combination of clinical knowledge, contractual administration, tracking systems and healthcare management expertise. As their primary focus is to make a profit in their core business they neither have the time nor the resources to undertake healthcare management on their own and then there is also the risk associated with major medical events.

Solution to the problem

That's where Health Insurance steps in, so that one can have access to the best healthcare without fearing the financial strain. Health insurance provides you with an affordable way for you and the ones you love to stay healthy and get medical care when ill. It also protects you and your family from the high cost of health care. In some cases, medical bills can be financially devastating.

Many people don't even think about health insurance until they need it. That's because they may be worried about the cost. It may also be because they don't have access to the best resources. By doing some research and making good choices ahead of time, you can save time and money down the road.

One of the key benefits of health insurance is access to a large network of doctors and hospitals, as well as other handy resources to help you stay healthy. Some of the benefits of health insurance include:

- Being able to quickly and easily find the help you need close to home
- Peace of mind and less stress during a tough time because you know you're covered
- Access to affordable care and health information to keep you happy and healthy

Types of Health Insurance Coverage

There are two types of Health Insurance Coverage

- **Individual health Insurance**

Individual Health Insurance is purchased by a single person for themselves or their families. This coverage can cover more than one person (i.e. the entire immediate family) and is not "just for one person"

- **Group Health Insurance**

GHI provides benefits to a defined group of individual who are eligible because of relation to a particular organization. This type of insurance is designed for the purpose of a company purchasing insurance for its employees.

Choosing a Health Plan

The following are the factors which should be reviewed before buying Health Insurance Plans:

- It is very important to choose a reputable and experienced health insurance company as far as you have to be sure by 100% that you'll be provided will all necessary health care services when you need them
- Wide Range of Hospitals on Panel
- Different types of Benefits plans / Annual Limits enabling to choose according to one's need
- Maximum Life Time Cover
- What is not Covered under the Policy (exclusions)
- Any waiting Period in the policy
- Is there any Deductible / Co-Insurance in the policy
- Reimbursement Procedure in case of Non-Panel Hospitals
- Facility Of Help Lines



Agent Foundation Course Examination held in Islamabad September 14, 2013

To accommodate agents desirous of appearing in examination on self study basis in Rawalpindi and Islamabad, Pakistan Insurance Institute arranged the Agent Foundation Course Examination at the Islamabad Model College for Girls (Post Graduate) on September 14, 2013 from 11:00 am to 12:00 noon. This well known college is centrally located and is easily accessible, thus candidates around Islamabad and Rawalpindi found it very convenient to commute to the examination centre. The room could easily accommodate 40-45 candidates at a time. The agents started arriving at the centre 15 minutes before time and the exam started exactly at 11:00 am.



Out of the 43 registered candidates, 32 appeared for the exam and the 30 successful candidates have been awarded the certificates.



Following candidates declared successful:

S.No.	Registration No.	Name	S.No.	Registration No.	Name
1	AFC-B-01/2013-01	Omar Abid s/o Abid Hussain	16	AFC-B-01/2013-16	Shumila Aziz d/o. Aziz Ahmed
2	AFC-B-01/2013-02	Zohra Bano w/o Ikram Ullah Baig	17	AFC-B-01/2013-17	Syed Murid Abbas s/o Haider Riaz Hussain Shah
3	AFC-B-01/2013-03	Naila Irum d/o M. Ashraf	18	AFC-B-01/2013-18	M. Zaheer Uddin s/o Mian Abdul Aziz
4	AFC-B-01/2013-04	Khalid A. Muhammad s/o Allaudin Mohammad	19	AFC-B-01/2013-19	M. Iqbal Tahir s/o Hassan Mohammad
5	AFC-B-01/2013-05	Yasir Jawad Khan s/o Abdul Samad Khan	20	AFC-B-01/2013-20	Raffat Khan s/o Jamshaid Alam Khan
6	AFC-B-01/2013-06	Majid Mukhtar s/o Mukhtar Ahmed	21	AFC-B-01/2013-21	M. Tariq Khan s/o Saeed Ahmed Khan
7	AFC-B-01/2013-07	Amna Latif w/o Asif Khan	22	AFC-B-01/2013-22	Faisal Manzoor s/o Manzoor Ahmed
8	AFC-B-01/2013-08	Arslan Omar s/o M. Omar	23	AFC-B-01/2013-23	M. Shoaib s/o M. Jamil
9	AFC-B-01/2013-09	Shakeeba Moin w/o Moin ur Rehman	24	AFC-B-01/2013-24	Syed Ahsan Raza s/o Syed Ali Hassan
10	AFC-B-01/2013-10	M. Asghar s/o Allah Ditta	25	AFC-B-01/2013-25	Humayun Pervaiz Hashmi s/o Pervaiz Iqbal Hashmi
11	AFC-B-01/2013-11	Sanam Bilal w/o Bilal Ahmed	26	AFC-B-01/2013-26	Salahuddin Bangash s/o Sultan Jan Bangash
12	AFC-B-01/2013-12	Waqar Ul Shams s/o Shams Ul Haq	27	AFC-B-01/2013-27	M. Abdul Majid s/o Pervaiz Akhtar
13	AFC-B-01/2013-13	Saad Gul Warrach s/o Ch. Gulflm Nasir Warrach	28	AFC-B-01/2013-28	Adnan Aziz s/o Abdul Aziz
14	AFC-B-01/2013-14	Syed Qamar Shoukid s/o Syed Shoukid Hussain Shah	29	AFC-B-01/2013-29	Adnan Ahmed s/o Amir Mohammad
15	AFC-B-01/2013-15	Saad Shaheen Awan s/o M. Ayaz Shaheen Awan	30	AFC-B-01/2013-30	Abdul Ghaffar s/o Rao Shahjahan

Agent Foundation Course

July to September 2013

Following candidates have been declared successful:

24th Batch (July 24 to August 8, 2013)						Lahore
S.#	Registration No.	Name	S.#	Registration No.	Name	
1	694	Kiran Javed D/o Javed Mirza	28	721	Muhammad Tariq S/o Malik M. Aslam	
2	695	Humaira Naeem Ghauri W/o M. Naeem Ghauri	29	722	Sabir Ilyas S/o Mohammad Ilyas	
3	696	Shah Bano Hamid Bokhari D/o Qamber Hamid	30	723	Muhammad Bilal Javed S/o M. Bilal Javed	
4	697	Hashim Abbas S/o Mohammad Tufail	31	724	Danish Rashid Kitchlew S/o Rashid Z. Kitchlew	
5	698	Qaisera Shahid W/o Shahid Raza Kazmi	32	725	Masood Azam S/o Inayat Ullah	
6	699	Rubina Saleem W/o M. Saleem Babar	33	726	Manzoor Hussain Bhatti S/o Khadim Hussain Bhatti	
7	700	Muhammad Ashraf S/o Mohammad Ramzan	34	727	Sohail-ud-Din Zafar S/o Malik Miraj-Ud-Din	
8	701	Fouzia Iftikhar W/o Iftikhar-Ud-Din	35	728	Hira Usman W/o Malik Usman	
9	702	Farah Sobera D/o Allah-Ud-Din	36	729	Adeel Sabir S/o Sabir Shakeel	
10	703	Zarqa Kamran D/o M. Khalil Khan	37	730	Muhammad Javed Ahmad s/o Mohammad Rafiq	
11	704	Rubina Javed Khan D/o M. Khalil Khan	38	731	Noor-ul-Huda Faisal D/o Shakil Aslam	
12	705	Yasmin Malik D/o Malik Fazal Rehman	39	732	Lyba Khan D/o Khalid Akram Khan	
13	706	Lubna Naz D/o Syed Zulfiqar Ali	40	733	Uzma Tauqeer D/o Kaneez Batool	
14	707	Muhammad Amjad S/o Abdul Rehman	41	734	Kaneez Batool D/o Qasim Ali	
15	708	Muzammil Akram Khan S/o M akram Khan	42	735	Maham Ahsan D/o Shoaib Mansoor	
16	709	Naeem Ahmed Khan S/o M. Shafi Khan	43	736	Sheikh Siddique S/o Ghulam Qadir	
17	710	Hassan Subhani S/o Sheikh M. Jamil	44	737	Khurram Mansoor S/o Khurram Manzoor	
18	711	Ali Imran Qazi S/o Najeem Ahmed Qazi	45	738	Raja Muhammad Akhtar Khan S/o Raja M Akhtar	
19	712	Farhan Tariq S/o Tariq Pervaiz	46	739	Edwin Jamil S/o Pooran Masih Jamil	
20	713	Najaf Ali Faisal W/o Syed ali Faisal	47	740	M. Imran Shahzaib S/o Abdul Rauf	
21	714	Sajida Perveen D/o Mohammad Sabir	48	741	Muhammad Asim S/o Malik M Miskeen	
22	715	Nasrin Tariq D/o Ch. M. Islam	49	742	Arsalan Raza S/o Hamid Raza	
23	716	Shamsa Naqvi D/o Ishfaq Hussain	50	743	Syed Jafar Abbas S/o Syed Sajjad Ali Shah	
24	717	Muhammad Ismail S/o Mohammad Yaqoob	51	744	Tariq Butt S/o Fazal Elahi	
25	718	Muhammad Shabbir S/o Mohammad Yaqoob	52	745	Zafar Mahmood S/o M. A. Qadeer	
26	719	Humaira Arshad D/o Ch. Saeed Ahmed	53	746	Sonia Tariq W/o Tariq Butt	
27	720	Huma Khurram D/o Javed Akhter Jamil	54	747	Samson Ayub S/o Ayub Bhatti	
			55	748	Manzar Zubair S/o Mohammad Zubair	

25th Batch (August 12 to 27, 2013)						Lahore
S.#	Registration No.	Name	S.#	Registration No.	Name	
1	749/25-01	Syed M. Rauf A. Bukhari S/o Syed M. Ramzan Bukhari	31	779/25-31	Usman Iqbal S/o Mohammad Iqbal	
2	750/25-02	Hassan Inayat S/o Inayat Miran Chaudhary	32	780/25-32	Asim Bashir S/o Bashir Ahmed	
3	751/25-03	Shabnam Noreen W/o Zahid Iqbal Khan	33	781/25-33	Ruqiyah Tayyab W/o Ch. Tayyab Hussain	
4	752/25-04	Amna Farooq W/o Farooq Ejaz	34	782/25-34	Riffat Abid W/o Abid Ali	
5	753/25-05	Hamza Yaqoob S/o Mohammad Yaqoob	35	783/25-35	Abida Waseem W/o M. Waseem Ihsan	
6	754/25-06	Usman Latif S/o Muhammad Latif	36	784/25-36	Tanveer Asif S/o Yousaf Ali	
7	755/25-07	Muhammad Asif Habib S/o Habib Ahmed	37	785/25-37	Mohsin-ul-Hassan S/o M. Munir Qazi	
8	756/25-08	Muhammad Nawaz S/o Mohammad Azam	38	786/25-38	Amna Zeeshan W/o Ch. Zeeshan Ahmed	
9	757-25-09	Uzma Rasool Gill D/o M. Ashfaq-Ur-Rehman Gill	39	787/25-39	Irum Rabbani D/o Ghulam Rabbani	
10	758/25-10	Shahzeb Sajid S/o Sajid Mehmood	40	788/25-40	Nasir Ahmad Chughtai S/o Haji Feroz Din	
11	759/25-11	Nasreen Tariq D/o Ch. Mohammad Islam	41	789/25-41	Aziz Ahmad Chughtai S/o Haji Feroze Din	
12	760/25-12	Sonia John D/o Jhon Waltan	42	790/25-42	Fouzia Nisar D/o Nisar Ahmed Chughtai	
13	761/25-13	Alla ud Din S/o Shafa Khan	43	791/25-43	Riaz Ahmad S/o Mahmood Ahmed	
14	762/25-14	Sidra Iqbal D/o M. Iqbal Butt	44	792/25-44	Mudassar Farooq Chughtai S/o M. Farooq	
15	763/25-15	Shabbir Saeed S/o Saeed Ahmed	45	793/25-45	Sara Chughtai D/o Nisar Ahmed Chughtai	
16	764/25-16	Syed Fakhar Abbas Naqvi S/o Syed Abbad Ali Shah	46	794/25-46	Shagufta Akhtar Chughtai W/o Fasi-ud-Din	
17	765/25-17	Mehmood Ali S/o Mohammad Ali	47	795/25-47	Noureen Anwar D/o Jehangir Anwar	
18	766/25-18	Ghulam Murtaza Rashid S/o Abdul Rashid	48	796/25-48	Faisal Hassan Khan S/o Jahangir Hassan	
19	767/25-19	Naeem Ashraf S/o Mohammad Ashraf	49	797/25-49	Fareeda Ayub D/o Muhammad Ayub	
20	768/25-20	Nabila Akhtar W/o Mohammad Taufique	50	798/25-50	Nageen Imran D/o Jehangir Anwar	
21	769/25-21	Mohammad Azhar Javed S/o Ch. M. Rafiq	51	799/25-51	Hina Faisal D/o Jahangir Anwar	
22	770/25-22	Muhammad Javed S/o Wali Mohammad	52	800/25-52	Saniya Shahjahan D/o M. Suleman Farooq	
23	771/25-23	Liaque Moeen Bhutta S/o M. Rafique Bhutta	53	801/25-53	Shahjahan Anwar Sheikh S/o Jahangir Anwar	
24	772/25-24	Raheela Naz D/o Mohammad Siddique	54	802/25-54	Amna Saad D/o Sohail Naseer	
25	773/25-25	Hina Usman Sheikh W/o Usman Ali Sheikh	55	803/25-55	Saad Anwar S/o Jahangir Anwar	
26	774/25-26	Zohaib Mansoor S/o Shoaib Mansoor	56	804/25-56	Hina Elahi W/o Asif Elahi	
27	775/25-27	Syeda Nabeela Naqvi W/o Syed Muntazir Mehdi Naqvi	57	805/25-57	Shabir Gul S/o Israr Gul	
28	776/25/28	Tehseen Zahid Bhutta S/o Zahid Farman Bhutta	58	806/25-58	Adnan Amin S/o M. Amin Riffat	
29	777/25-29	Aziza Nasir W/o Nasir Hussain	59	807/25-59	Shahjahan S/o Khadim Hussain	
30	778/25-30	M. Maryam Hayee D/o Abdul Hayee	60	808/25-60	Tanveer Riaz S/o Riaz ud Din	



Pakistan Insurance Institute

Agent Foundation Course July to September 2013

Following candidates have been declared successful:

24th Batch (August 19 to 29, 2013)			25th Batch (September 2 to 12, 2013)			Karachi
S.#	Registration No.	Name	S.#	Registration No.	Name	
1	AFC-B-24/2013-01	Masood Alam s/o Abrar ul Haq	1	AFC-B-25/2013-01	Basharat Saeed s/o Jahan Zeb Saeed	
2	AFC-B-24/2013-02	Sidra Iqbal d/o Iqbal	2	AFC-B-25/2013-02	Mohammed Amjad s/o Mohammed Jaffer	
3	AFC-B-24/2013-03	Qamar Saleem s/o Mazhar Saleem	3	AFC-B-25/2013-03	Muhammad Anas Siddiqui s/o M. Abbas Siddiqui	
4	AFC-B-24/2013-04	Adeel Ahmed s/o Zaheer Uddin	4	AFC-B-25/2013-04	Haroon Rasheed s/o M. Rasheed	
5	AFC-B-24/2013-05	Muhammad Salman s/o Muhammad Subhan	5	AFC-B-25/2013-05	Syed Yasir Jamal s/o Khursheed Jamal	
6	AFC-B-24/2013-06	Hafiz M. Mustafa Qaiyum s/o M. A. Qayum	6	AFC-B-25/2013-06	M. Zohaib Siddiqui s/o M. Ilyas	
7	AFC-B-24/2013-07	Sarwan Kumar s/o Jadhya Rajput	7	AFC-B-25/2013-07	Shahid Ali Shaikh s/o Mohammad Ibrahim Shaikh	
8	AFC-B-24/2013-08	Syed Irshad Rabbani s/o Syed Quresh Rabbani	8	AFC-B-25/2013-08	Kashif Hafeez s/o Abdul Hafeez	
9	AFC-B-24/2013-09	Bilal Mansoor s/o Haji Mansoor	9	AFC-B-25/2013-09	M. Nawaz Khan s/o Umar Sharif Khan	
10	AFC-B-24/2013-10	Raju s/o Shanti Lal	10	AFC-B-25/2013-10	Zubair s/o Abdul Ghaffar Memon	
11	AFC-B-24/2013-11	Amna Avais d/o Altaf Hussain	11	AFC-B-25/2013-11	Abdul Qadus s/o M. Masood Khan	
12	AFC-B-24/2013-12	Sadia Asif d/o Ansar Ahmed	12	AFC-B-25/2013-12	Saad Ibrahim s/o Ibrahim Kapadia	
13	AFC-B-24/2013-13	Abida Mustafa d/o Syed Ghulam Mustafa Shah	13	AFC-B-25/2013-13	Muhammad Anwar s/o M. Elahi Khan	
14	AFC-B-24/2013-14	Uzma Naveed w/o Kouser	14	AFC-B-25/2013-14	Navid Fatima d/o Jawwad Hussain	
15	AFC-B-24/2013-15	Mahwish Asghar w/o Asghar Moiz	15	AFC-B-25/2013-15	M. Danish s/o M. Munir	
16	AFC-B-24/2013-16	Farheen Nasir d/o Nasir Iqbal	16	AFC-B-25/2013-16	M. Hanif Kasbati s/o M. Siddiq	
17	AFC-B-24/2013-17	Urooj Yasar w/o Yasar Hussain Zaidi	17	AFC-B-25/2013-17	Farhat Naz d/o Javed Farroqui	
18	AFC-B-24/2013-18	Zareen Akbar w/o Akbar Allauddin	18	AFC-B-25/2013-18	M. Iqbal s/o Late Abdullah Godil	
19	AFC-B-24/2013-19	Seema Jamal d/o Jamal uddin Khan	19	AFC-B-25/2013-19	M. Ishaq Kothawala s/o Akhtar Kothawala	
20	AFC-B-24/2013-20	Isma Najia d/o Syed Mehmood Meer	20	AFC-B-25/2013-20	M. Hanif Abdul Aziz s/o Abdul Aziz	
21	AFC-B-24/2013-21	Talat Firdous d/o Syed Hameed Hassan	21	AFC-B-25/2013-21	Asad Abdullah s/o Tanveer Abdullah	
22	AFC-B-24/2013-22	Yasir Ali s/o Ch. Basharat Ali	22	AFC-B-25/2013-22	Tariq Manzoor s/o Manzoor Ellahi	
23	AFC-B-24/2013-23	M. Salim s/o Rahim	23	AFC-B-25/2013-23	Syed Kamran Ahmed s/o Syed Nizamuddin	
24	AFC-B-24/2013-24	Abdul Rauf Opel s/o Mehrjadin	24	AFC-B-25/2013-24	Mina Kashani d/o A. Saeed Khan Kashani	
25	AFC-B-24/2013-25	Imran Khan s/o Khursheed	25	AFC-B-25/2013-25	Sumair Shakir s/o Shakir S. Sadiq	
26	AFC-B-24/2013-26	Emad ul Haque s/o Nasim ul Haq	26	AFC-B-25/2013-26	Saeeda Zeeshan Bhatti w/o Zeeshan Bhatti	
27	AFC-B-24/2013-27	Mansoor ul Haque s/o Khursheed ul Haq	27	AFC-B-25/2013-27	Zunaira Salman w/o M. Salman Aziz	
28	AFC-B-24/2013-28	Akhtar Esbhani s/o Ghulam Muhammad	28	AFC-B-25/2013-28	Nadeem Alam Ansari s/o Nisal Alam	
29	AFC-B-24/2013-29	Sheema Rizwan w/o Rizwan ul Haq	29	AFC-B-25/2013-29	Asim Jamal s/o Latif Ahmed	
30	AFC-B-24/2013-30	Nazeer Ahmed s/o Bashir Ahmed	30	AFC-B-25/2013-30	Zeeshan Kaleem s/o Kaleem ullah Siddiqui	
31	AFC-B-24/2013-31	S. Amir Ali s/o Masroor-ul-Hassan	31	AFC-B-25/2013-31	Syed Anas Ahmed s/o S. Ejaz Ahmed Soofi	
32	AFC-B-24/2013-32	Abdul Subhan s/o Mohammad Iqbal	32	AFC-B-25/2013-32	Danish Saleem Qayum s/o M. Saleem Qayum	
33	AFC-B-24/2013-33	M. Iqbal s/o Late H. Mohammad Ishaq	33	AFC-B-25/2013-33	M. Hunzala Shahzad s/o Shahzad	
34	AFC-B-24/2013-34	Owais Memon s/o Wali Mohammad				
35	AFC-B-21/2013-30	Syed Naveed Kazmi s/o Farman Kazmi				

26th Batch (September 16 to 26, 2013)						Karachi
S.#	Registration No.	Name	S.#	Registration No.	Name	
1	AFC-B-26/2013-01	Kishwer Fatima w/o M. Rafique	14	AFC-B-26/2013-14	Sabina Faisal d/o M. Sharif	
2	AFC-B-26/2013-02	Sumbul Jabbar w/o Jabbar Qadir	15	AFC-B-26/2013-15	S. M.Naveed s/o M. Rafique Khan	
3	AFC-B-26/2013-03	M. Muzammil s/o Siraj ul Hassan	16	AFC-B-26/2013-16	Faiza Qamar w/o Qamar Saleem	
4	AFC-B-26/2013-04	Abdul Wahab s/o M. Abdul Qadir	17	AFC-B-26/2013-17	Faraz Anjum s/o Anjum Saleem	
5	AFC-B-26/2013-05	Aziza Fatima d/o Abdul Hai	18	AFC-B-26/2013-18	Nazish Atif w/o Atif Farooq	
6	AFC-B-26/2013-06	Beenish Fatima d/o Mohammad Shahid Farooqui	19	AFC-B-26/2013-19	Shama Shumail w/o Shumail	
7	AFC-B-26/2013-07	Shagufta d/o Abdul Wahid	20	AFC-B-26/2013-20	Faraz Haider s/o Ghulam Haider	
8	AFC-B-26/2013-08	Sadaf Afroz d/o S. Furqan Ahmed	21	AFC-B-26/2013-21	Feroza Sohail Dawra w/o Sohail Dawra	
9	AFC-B-26/2013-09	Sumaira Qazi d/o Qazi Saleem	22	AFC-B-26/2013-22	Shahana Naveed w/o M. Naveed Jamil Khan	
10	AFC-B-26/2013-10	Hina Rizvi d/o Khalid Mehmood Shah	23	AFC-B-26/2013-23	Zain s/o Zulfikar Ali	
11	AFC-B-26/2013-11	Shameen Abdul Khalid d/o Abdul Khalid	24	AFC-B-26/2013-24	Gholam Farid s/o Late M. Mujtaba Quadry	
12	AFC-B-26/2013-12	Muhammad Shahzad s/o Muhammad Khalid	25	AFC-B-26/2013-25	M. Rabi Khan s/o M. Asad Khan	
13	AFC-B-26/2013-13	Muhammad Ayatullah s/o Muhammad Naimatullah	26	AFC-B-26/2013-26	Mohsin M. Rafique s/o M. Rafique Memon	

2nd Batch (September 3 to 11, 2013)						Peshawar
S.#	Registration No.	Name	S.#	Registration No.	Name	
1	AFC-B-2/2013-01	Aman ullah Khan s/o Shafi ullah Khan	17	AFC-B-2/2013-17	Shamim Bagum w/o Altaf Hussain	
2	AFC-B-2/2013-02	M. Nawaz s/o Mohabat Khan	18	AFC-B-2/2013-18	Aftab Ullah s/o Fazal Ullah	
3	AFC-B-2/2013-03	Niaz Ahmed s/o Hussain Khan	19	AFC-B-2/2013-19	Nouman Ahmed s/o Shabbir Ahmad Raza	
4	AFC-B-2/2013-04	Misbah Hussain s/o Iftikhar Ahmed	20	AFC-B-2/2013-20	Nabeela Nuzhat d/o Farman Ali Afridi	
5	AFC-B-2/2013-05	Imran Ahmed Farooqi s/o Ahmad Kalmal Farooqi	21	AFC-B-2/2013-21	Khursheed Ahmed s/o Hazrat Abbas	
6	AFC-B-2/2013-06	Tasawar Elahi Awan s/o Raheem Bakhsh Awan	22	AFC-B-2/2013-22	Salman Fahad s/o Inayat Ullah	
7	AFC-B-2/2013-07	Sardar Abdul Khalil s/o Sardar Abdul Jalil	23	AFC-B-2/2013-23	Irfanullah Khalil s/o Inayat Ullah	
8	AFC-B-2/2013-08	Zahoor Ahmed s/o M. Yousaf	24	AFC-B-2/2013-24	M. Jalil s/o Abdul Qadir	
9	AFC-B-2/2013-09	Iftikhar Uddin Tariq s/o Mukhammad Din	25	AFC-B-2/2013-25	M. Sher Shah s/o Haji Khursheed	
10	AFC-B-2/2013-10	M. Shafiq Saval s/o Nazeer Saval	26	AFC-B-2/2013-26	Abdul Haseeb Awan s/o Saeed Jan Awan	
11	AFC-B-2/2013-11	Verda Adnan Rana w/o Adnan Shafi Rana	27	AFC-B-2/2013-27	Rukhsana Ejaz w/o Ejaz Ahmed	
12	AFC-B-2/2013-12	Syeda Ayesha Qudsiya d/o Syed Saeed Ahmad	28	AFC-B-2/2013-28	Ehsan Karim s/o Azizur Rehman	
13	AFC-B-2/2013-13	Asma Zahra d/o M. Azmi	29	AFC-B-2/2013-29	Asma Hafeez d/o Abdul Hafeez	
14	AFC-B-2/2013-14	Zohra Jabeen d/o Ghulaam Hassan	30	AFC-B-2/2013-30	Zamurrad Siddiqui s/o Sher Muhammad	
15	AFC-B-2/2013-15	Fareha Akhter d/o Khwaja Yaqoob Akhter	31	AFC-B-2/2013-31	Asad Mehmood s/o Muhammad Yaqoob	
16	AFC-B-2/2013-16	Naila Malik w/o Malik Firdus Alam	32	AFC-B-2/2013-32	Azmat Burhan s/o Syed Burhanuddin	

Pakistan Insurance Institute

30-B Lalazar Drive, M.T. Khan Road, Karachi-74000.

Tel: +92 21 35611063-64 Fax: +92 21 35610020

Email: customer.service@pii.com.pk Website: www.pii.com.pk