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“Insurance is not about avoiding risk; it’s about being prepared for life’s uncertainties.”  
– Peter Lewis



# Message to all stakeholders / Readers

As we close the final quarter of 2025, I extend my sincere and heartfelt thanks to every stakeholder who has stood by the Institute and the Insurance Newsletter with unwavering confidence and support. The progress we have achieved during this quarter is truly a collective accomplishment—made possible by the trust of the industry, the engagement of our Council members, and the commitment of our partners.



## **A Quarter of Momentum and Meaningful Growth**

The last quarter of 2025 has been one of energy, expansion, and impact for the Institute. We witnessed steady progress across our core pillars—professional education, industry engagement, and knowledge dissemination. Participation levels rose across programs, feedback from practitioners was also very encouraging.

## **Workshops and Capacity Building**

This quarter was marked by a robust calendar of high-impact workshops, thoughtfully designed to address emerging risks, regulatory developments, underwriting excellence, claims management, reinsurance strategy, and the growing influence of technology and data analytics in insurance. The response from professionals across insurers, brokers, intermediaries, and allied services has been both inspiring and motivating.

## **Exclusive Corporate Training Programs**

We were proud to deliver several customized corporate training programs this quarter, developed exclusively for organizations seeking targeted, role-specific up skilling for their teams.

## **Academic Collaborations and Talent Development**

During the quarter, we have collaborated with Hailey College of Banking and Finance.

## **Looking Ahead: New Year, New Ambitions**

As we step into the new year, our plans are ambitious and forward-looking. Upcoming projects include: Diploma programs and workshops in Lahore. Deeper corporate partnerships and long-term training engagements. New collaborative programs with academic institutions focused on employability and leadership development. Digital learning initiatives to reach wider audiences with flexible, high-quality content

## **Our Gratitude**

To our members, faculty, trainers, corporate partners, academic collaborators, regulators, and readers—thank you for believing in the Institute's vision. Your continued encouragement and participation inspire us to raise the bar, quarter after quarter. We look forward to your ongoing support as we build on this momentum and work together to strengthen the insurance profession in the year ahead.

With sincere appreciation

**Ather Rahat Siddiqui**

Executive Director

# Insurance Industry Networking Meet-Up Lahore

Our **Executive Director, Mr. Ather Rahat Siddiqui**, had the privilege of meeting with insurance industry leaders and senior management teams in Lahore, engaging in high-impact discussions on innovation, industry transformation, customer-centric solutions, and the evolving role of the Pakistan Insurance Institute-particularly in Lahore-within a rapidly changing insurance landscape. We extend our sincere appreciation to all the CEOs and senior management teams for their time, insights, and constructive engagement. Together, we continue to push boundaries and shape the next chapter of Pakistan's insurance ecosystem.



# Diploma in Takaful



Governance Framework for Takaful and AAOIFI Sharia Standards for Re-Takaful By Mufti Muhammad Awais Naeem



AAOIFI sharia Standards for Takaful By Mufti Muhammad Hassan Kaleem



Takaful Marketing, Distribution & Customer Experience and Transformation from Conventional to Takaful By Mr. Tariq Saeed Chaudhry



Technology Advancement in Takaful By Mr. Muhammad Azam Khan



Future of Takaful in Pakistan Emerging Opportunities by Syed Nayyar Hussain



Accounting & Financial Reporting Standards for Takaful including IFRS 17 By Mr. Ghazanfar-ul-Islam



Underwriting & Claims By Dr. Bakht Jamal Shaikh



Investment Strategies in Takaful Funds By Mr. Ali Ather

## Participating Companies





## Exclusive Corporate Training in Lahore

Exclusive Corporate Training Program for  
Atlas Insurance Limited on the topic of  
“Property & Engineering Claims Management”



Exclusive Corporate Training Program for  
National Insurance Company Limited on the topics of  
“Anatomy of Conventional Insurance” & “Claims Management”



# Exclusive Corporate Training in Lahore

A Two-Day Exclusive Corporate Training Program for IGI General Insurance Limited on “Marine Underwriting,” “Engineering Insurances,” & “Reinsurance”



# Exclusive Corporate Training In Karachi

Exclusive Corporate Training Program for  
IGI General Insurance Limited on the topic of  
“Marine Underwriting”, “Interpersonal & Communication Skills,  
“Engineering Insurances” & “Reinsurance”





## Events in the Industry

**EFU General Insurance Ltd.** continues to set industry benchmarks, earning multiple prestigious recognitions including the **Brands Icon Award 2025**, the **FPCCI Award**, the **SAFA Best Presented Annual Report 2024**, and the **Corporate Excellence Award at the 2025 Management Association of Pakistan (MAP) Awards**, presented in Karachi on 4 December 2025.

These accolades underscore EFU General's strong corporate governance, financial strength, ethical practices, and customer-focused innovation, built on a legacy of over 90 years as Pakistan's oldest and largest non-life insurer. Complementing these achievements, EFU General recently conducted an interactive **General Takaful** training session for the **HMB Call Center** team, reaffirming its commitment to service excellence, employee development, and enhanced customer experience.



## Events in the Industry

Reliving the energy of Pakistan Insurtech Summit III feels even better the second time. From the packed sessions to the big ideas, from new product launches to the moments of real collaboration, the whole day was buzzing with momentum. This montage captures the people, the conversations and the spark that made this summit stand out.





GENERAL

EFU GENERAL INSURANCE WINS THE  
MAP 40TH  
CORPORATE  
EXCELLENCE  
AWARD 2025



EFU GENERAL  
INSURANCE LTD  
ISO 9001 : 2015 Certified  
ISO 27001: 2022 Certified

Insurer Financial Strength  
**B** **AA++**  
Outlook Stable Outlook Stable  
A.M.BEST\* PACRA

UAN: 111 338 000

# Workshops & Seminars October to December 2025

01

Half day Workshop on the topic of **Focused Analysis of Institute Cargo Clauses (A, B & C)** was held on October 16, 2025. The workshop was conducted by Mr. Muhammad Sohail Nazir



02

Half day Workshop on the topic of **Decoding Risk & Trust: Smarter Life Insurance Underwriting and Claims Management** was held on October 22, 2025. The workshop was conducted by Mr. Arshad Iqbal



03

Half day Workshop on the topic of **Project Construction Insurances – Principles, Practices & Claims Handling** was held on November 26, 2025. The workshop was conducted by Mr. Mansoor Ali Khan



## Mandatory Certification Courses

For the months October 2025 to December 2025

S.No.	Courses	No. of Batches
1	Agent Foundation Course (AFC)	02
2	Authorized Surveying Officer (ASO)	01



مکمل  
Sehat



## Sehat sab se pehle

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## PII Congratulates

Muhammad Usman Ghani is a distinguished insurance professional holding multiple international designations including Chartered Property Casualty Underwriter (CPCU), Associate in Risk Management (ARM), Associate of the Chartered Insurance Institute (ACII), and Chartered Insurer.

He joined National Insurance Company Limited (NICL) in 2021 as General Manager (Reinsurance), where he spearheaded the transformation of the Reinsurance Department from manual data processing to a fully digitalized system, enhancing operational efficiency, accuracy, and transparency.

Recognizing his leadership and vision, he was later entrusted with the charge of the Operations Department, where he developed NICL's Takaful Transition Plan and laid the foundation for the Company's Window Takaful Operations, positioning NICL to embrace Islamic insurance principles and expand its product horizon.

In 2025, Mr. Ghani attained the prestigious CPCU designation from The Institutes, USA, marking another academic milestone in his pursuit of professional excellence. His contributions continue to drive NICL toward modernization, innovation, and alignment with global best practices.



With over 20 years of industry leadership, I have consistently delivered growth-driven insurance strategies across complex markets. As Executive Vice President, I oversee high-impact portfolios, emphasizing risk mitigation, client-centric solutions, and team excellence. My global credentials, including ACII (UK) from the Chartered Insurance Institute and Senior Associate CIP from ANZIIF, reflect my commitment to international best practices. I am currently pursuing CPCU to further enhance my knowledge and expertise.



Receiving my ACII qualification (Charter Insurer Status) from the CII President, Ms. Nicola Stacey (Group Chief Underwriting Officer (CUO) and an Executive Director at Chaucer Group), during my graduation ceremony at the Central Hall of Westminster, UK



# LEADERSHIP FROM STRENGTH

Our customer's trust inspires us to lead the way with quality services both in Pakistan and the UAE. We are grateful to all our customers for the countless contributions through Written Premium and Takaful Contribution that has led to our phenomenal success.

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PACRA RATING "AA++"  
AM BEST RATING "B"

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Fire and Property | Marine, Aviation and Transport | Motor | Health | Travel | Miscellaneous

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# Memorandum of Understanding



*SINCE 2015*



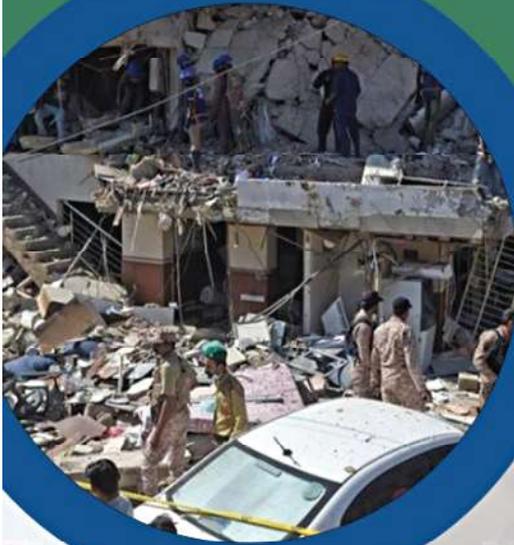
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Ph # : 021-32427164-7.

Email : [qas@qashirazi.com](mailto:qas@qashirazi.com)  
[qashirazi@yahoo.com](mailto:qashirazi@yahoo.com)



## Visiting Faculty Members

S.No.	NAME	COMPANY
1	Mr. Kahalid Hamid	Ex. National Insurance Company Ltd.
2	Capt. Azhar Ehtesham Ahmed	M-Liberty Insurance Brokers (Pvt) Ltd.
3	Mr. Mansoor Ali Khan	EFU General Insurance Ltd.
4	Mr. Darius Hormusji Sidhwa	Ex. EFU General Insurance Ltd.
5	Mr. S.M. Iqbal	Ex. Adamjee General Insurance Ltd.
6	Mr. Karim Merchant	EFU General Insurance Ltd.
7	Lt. Col. Rizwan Ahmed	National Insurance Company Ltd.
8	Mr. Ahsan Jamal	Unique Insurance Brokers (Pvt) Ltd.
9	Mufti Muhammad Shakir Siddiqui	Pak Qatar General Takaful Ltd.
10	Mr. Ather Rahat Siddiqui	Pakistan Insurance Institute
11	Mr. Khizr Hasan	Chubb Insurance Pakistan Ltd.
12	Mr. Zulfiqar Ali Khan	Bharosa Insurance Brokers (Pvt) Ltd.
13	Farhan Qazi / Tahir Ali	YouExcel
14	Ms. Niina Khan	Premier Insurance Ltd.
15	Mr. Muhammad Sohail Nazir	EFU General Insurance Ltd.
16	Ms. Fatima Bano	EFU General Insurance Ltd.
17	Mr. Muhammad Waqas	IGI General Insurance Ltd.
18	Mr. Nabeel Turabi	Chubb Insurance Pakistan Ltd.
19	Mr. Farrukh Khan	Habib Insurance Co. Ltd.
20	Mufti Sajjad Ashraf Usmani	Salaam Takaful Ltd.
21	Mr. Muhammad Nasir Ali Syed	5th Pillar Family Takaful Ltd.
22	Mr. Azeem Iqbal Pirani	EFU Life Assurance Ltd.
23	Mr. Saqib Zeeshan	Pak Qatar General Takaful Operations
24	Mr. Tariq Saeed Chaudhry	State Life - Window Takaful Operations
25	Syed Nayyar Hussain	Salaam Takaful Ltd.
26	Mr. Ali Ather	EFU Life Assurance Ltd.
27	Mr. Muhammad Azam Khan	FWU AG - Pakistan Branch
28	Dr. Irum Saba	Institute Business Administration (IBA)
29	Mr. Ghazanfar-ul-Islam	Dawood Family Takaful Ltd.
30	Dr. Bakht Jamal	Adamjee Life Assurance Co. Ltd.
31	Mr. Shumail Iqbal	TPL Insurance Ltd.
32	Syed Haider Hassan	Adamjee Insurance Company Ltd.
33	Mr. Arshad Iqbal	EFU Life Assurance Ltd.
34	Ms. Nazish Shafiq	Berkshire Hathaway Specialty Insurance Co. UAE

Health  
Insurance

Energy  
Insurance

Property  
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Travel  
Insurance



Cargo  
Insurance

Motor  
Insurance



Protection isn't optional,  
its **Essential**



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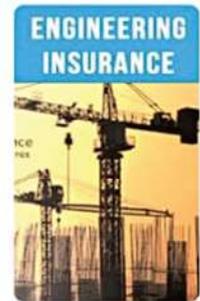
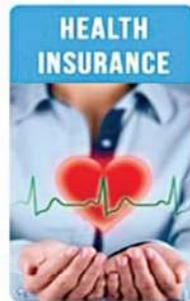
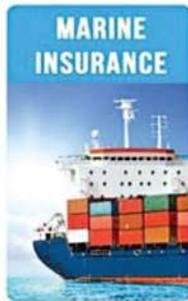
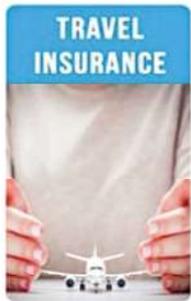
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