



The Pakistan Credit Rating Agency Limited

Rating Report

EFU General Insurance Limited

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Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
21-Aug-2020	AA+	-	Stable	Maintain	-
24-Dec-2019	AA+	-	Stable	Maintain	-
25-Jun-2019	AA+	-	Stable	Maintain	-
24-Dec-2018	AA+	-	Stable	Maintain	-
29-Jun-2018	AA+	-	Stable	Maintain	-
30-Dec-2017	AA+	-	Stable	Maintain	-
30-Jun-2017	AA+	-	Stable	Maintain	-
30-Jun-2016	AA+	-	Stable	Maintain	-
30-Jun-2015	AA+	-	Stable	Initial	-

Rating Rationale and Key Rating Drivers

The rating reflects the leading position of the EFU General in the general insurance sector. The company's performance matrix provides comfort. The profitability has a healthy contribution from both underwriting and investment functions. Increasing emphasis on customer service including concerted efforts to bring efficacy in claims settlement process with support from technology helps in sustaining market share. Strong liquidity and sound cash flow generation ability provide strength to the rating. EFU Group continues to enjoy leadership in insurance industry – General and Health while securing second position in Life Insurance. The company's strength is reflected in its sizeable underwriting profitability. In window takaful, EFU General Insurance remained leader, with Participant's Takaful Fund and Operator's Fund both in surplus. This furnishes strength to the brand and ability to serve diverse client needs. The company is well positioned to sustain the large client base in these distressed times.

Prior to COVID-19, the general insurance industry witnessed a growth of 11% YoY. The current pandemic affected the volumes, which led to a contraction in the growth. However, volumes have picked up post-June 2020 amidst increase in economic activities throughout the country.

The volumes need to sustain, indeed, improve in tandem with the longer historical trend. The interest rate regime would impact the fixed income stream but the equity market is improving though requiring a prudent approach.

The rating is dependent on sustained competitiveness of the company. High growth in business volume, the industry leaders are expected to enhance their risk retention appetite with the emphases on risk management practices.

Disclosure

Name of Rated Entity	EFU General Insurance Limited
Type of Relationship	Solicited
Purpose of the Rating	IFS Rating
Applicable Criteria	Methodology GI(Jun-20)
Related Research	Sector Study General Insurance(May-20)
Rating Analysts	Maryam Ijaz maryam.ijaz@pacra.com +92-42-35869504



Profile

Legal Structure EFU General (EFU), incorporated in 1932; is the largest general insurance company in Pakistan and listed on Pakistan Stock Exchange.

Background EFU was the first company to establish a separate entity - EFU Life Assurance Limited (EFU Life) when private sector was allowed to undertake life insurance in 1992.

Operations Company's operations are divided into two zones i.e. 1). Southern Zone and 2). Northern Zone. It operates through a network 54 branches including a branch in the Export Processing Zone (EPZ).

Ownership

Ownership Structure JS Group (JS) holds 36% stake through institutions whereas the Bhimjee family holds 24% of the shareholding through individuals. Individuals contribute 15% shareholding.

Stability The Company assessed its control position in EFU Life Assurance and classified it as its subsidiary with effect from 31st March 2018. EFU Life holds 2.3% stake in EFU General.

Business Acumen Bhimjee family- one of the sponsors of the company - has strong footings in the insurance sector; General Insurance, Life Insurance, and Health Insurance. There is common brand name - EFU, and group is named as EFU group. JS Group is a well-renowned business group of the country. The group has varied interests in the financial sector, including asset management, financial advisory, stock brokerage and banking.

Financial Strength The sponsoring groups have a sound financial profile reflected by its highly successful business ventures in various sectors.

Governance

Board Structure EFU General's BoD comprises nine members including the CEO.

Members' Profile The Chairman of the Board, Mr. Saifuddin N. Zoomkawala - ex-CEO of EFU General and seasoned insurance professional, has been associated with EFU Group since 1964. Mr. Hasanali Abdullah, the company's CEO & MD since July-2011, is associated with the EFU Group from 1979. He is supported by a team of experienced professionals, long associated with the company.

Board Effectiveness There are three board level committees including Audit Committee (AC), Investment Committee (IC) and Human Resource & Remuneration Committee (HRRC).

Financial Transparency The Company's auditor, KPMG Taseer Hadi & Co, issued an unqualified audit report and review for CY19.

Management

Organizational Structure The Company has instituted a detailed hierarchical organizational structure with clearly demarcated reporting lines to cope with extensive operations. The company has qualified and experienced human resource including qualified engineers with substantial exposure of the insurance business.

Management Team The management team has demonstrated commitment to the company having long term association, contributing positive energies for the betterment of the organization.

Effectiveness Management committee is further divided into four committees, a) Underwriting Committee, b) Claims Committee, c) Re-insurance/Co-insurance Committee d) Risk Management and Compliance Committee - all headed by the Chief Executive Officer.

MIS EFU has implemented Business Intelligence Tool to help in better decision making, meet the business challenges, enhance controls and provide better services to customers. Management Information System is robust. Quarterly End Report, presented to BoD, includes segment wise quarterly analysis (YoY and QoQ) of Premiums, and Claims highlighting major claims - paid and outstanding - for the period.

Claim Management System The respective department performs settlement of claims on the basis of size, strength, and capacity of the branch. The head office sets and reviews periodically the limits for settlement by the branches. Claims higher than that limit, are not only circulated to the higher management, but are also monitored by Head Office. After complete assessment and evaluation of the Survey Report and collection of relevant documents, the claim is paid.

Investment Management Function EFU General has a comprehensive Investment Policy Statement (IPS) laying down the guidelines for investment. IPS delegates the authority to investment committee of Board to oversee the investment function. The members of the committee have the ongoing responsibility for managing the investment portfolio. There is a separate investment department, reporting to CFO.

Risk Management Framework The Company has established an ERM system overseen by Risk Management Committee to identify and monitor risks associated with various operations of the Company. Risk is categorized into five slots based on scores assigned in accordance with the guidelines. The underwriting authority limits lie with divisions and units, whereas branches are authorized to issue pre-approved policy.

Business Risk

Industry Dynamics Prior to COVID-19, the general insurance industry witnessed a growth of 11% YoY. The current pandemic affected the volumes, which led to a contraction in the growth. However, volumes have picked up post-June 2020 amidst increase in economic activities throughout the country. The volumes need to sustain, indeed, improve in tandem with the longer historical trend. The interest rate regime would impact the fixed income stream but the equity market is improving though requiring a prudent approach.

Relative Position With a market share of 21% as at CY19, EFU General is classified as one of the top players in the General Insurance industry of the country.

Revenue The company witnessed an increase of 6% in terms of GPW written (conventional and takaful) as at CY19. Fire remained the highest grossing segment with 56% share followed by Motor (24%), Marine (12%) and Miscellaneous (8%). The miscellaneous segment comprises of crop, livestock, bankers' blanket, bond and travel sub-segments.

Profitability The company's profitability in terms of underwriting results remained stable in both conventional and takaful segment. However, due to 20% overall increase in claims (CY19 PKR 4,650mln CY18 PKR 3,862mln) and 10% increase in management expenses (CY19 PKR 3,064mln CY18 PKR 2,796mln) the combined ratio increased to 94% in CY19 compared to 84% in CY18. Nonetheless, due to impressive increase in investment income the company was able to record a profit before tax of PKR 3,924mln from combined operations in CY19.

Investment Performance The company experienced an impressive increase of 65% in investment income (CY19 PKR 2,933mln CY18 PKR 1,782mln). Income from government securities contributes the highest revenue in this segment (PKR 1,007mln).

Sustainability EFU plans to retain its leadership position in the market while managing sustainable profitability, ensuring consistent improvement in prudent underwriting and risk management.

Financial Risk

Claim Efficiency EFU General's risk absorption capacity is reflected by its strong liquidity position, providing 2.4 times cover to the claim's liability.

Re-Insurance EFU General maintains re-insurance treaties - mix of Surplus, Quota share and XoL - with international reinsurers mostly having S&P and or AM Best rating of 'A+' and 'A-' including Swiss Re (A+ by A.M Best), Scor Re (A+ by A.M best), TOA (A by A.M Best) and Malaysia Re (A- by A.M Best).

Liquidity Sizeable investment book PKR 29.1bln at CY19 (CY18: PKR 28.3bln), a major portion of this investment is in liquid investment (PKR 16.5bln).

Capital Adequacy The company is well equipped in capital adequacy as per the requirements of SECP. The total equity of company stands at PKR 20.6 bln.



GENERAL INSURANCE
Financials [Summary]

EFU General Insurance Limited (EFU General)

	PKR mln 31-Mar-20	PKR mln 31-Dec-19	PKR mln 31-Dec-18
BALANCE SHEET			
Investments			
Liquid Investments	16,500	16,575	16,513
Investment in Subsidiary*	9,411	10,169	9,898
Other Investments	2,343	2,341	1,879
	28,254	29,086	28,290
Insurance Related Assets	9,423	8,440	7,293
Other Assets	10,299	10,622	9,476
TOTAL ASSETS	47,977	48,149	45,059
Equity	19,436	20,667	20,442
Underwriting Provisions	11,284	10,709	9,820
Insurance Related Liabilities	14,079	13,696	11,641
Other Liabilities	3,179	3,077	3,156
TOTAL EQUITY & LIABILITIES	47,977	48,149	45,059
INCOME STATEMENT			
Net Premium			
Gross Premium Written (GPW)	6,219	22,064	20,813
Net Premium Revenue (NPR)	2,494	9,378	9,121
Net Claims	(1,155)	(4,650)	(3,862)
Net Expenses	(844)	(3,405)	(3,083)
Net Commission	(261)	(731)	(718)
UNDERWRITING RESULTS	234	592	1,458
Investment Income	722	2,933	1,782
Other Income/ (expense)	63	399	176
PROFIT BEFORE TAX	1,019	3,924	3,417
RATIO ANALYSIS			
Underwriting Results			
Loss Ratio	46%	50%	42%
Combined Ratio	91%	94%	84%
Performance			
Operating Ratio	59%	58%	63%
Net Investment (Income)/ loss as a % of Total Operating Income	76%	83%	55%
Liquidity & Solvency			
Liquidity Ratio – times	2.2	2.4	3.0

* EFU General converted its associate to subsidiary in March 2018

EFU General Insurance Limited (EFU General)

Aug-20

Insurer Financial Strength (IFS) Rating

Insurer Financial Strength (IFS) rating reflects forward-looking opinion on relative ability of the insurance company to meet policyholders and contractual obligations.

Scale	Definition
AAA	Exceptionally Strong. Exceptionally strong capacity to meet policyholder and contract obligations. Risk factors are minimal and the impact of any adverse business and economic factors is expected to be extremely small.
AA+ AA AA-	Very Strong. Very strong capacity to meet policyholder and contract obligations. Risk factors are modest, and the impact of any adverse business and economic factors is expected to be very small.
A+ A A-	Strong. Strong capacity to meet policyholder and contract obligations. Risk factors are moderate, and the impact of any adverse business and economic factors is expected to be small.
BBB+ BBB BBB-	Good. Good capacity to meet policyholder and contract obligations. Although risk factors are somewhat high, and the impact of any adverse business and economic factors is expected to be manageable.
BB+ BB BB-	Weak. Weak capacity to meet policyholder and contract obligations. Risk factors are very high, and the impact of any adverse business and economic factors is expected to be very significant.
B+ B B-	Very Weak. Very weak with a very poor capacity to meet policyholder and contract obligations. 'CCC': Risk factors are extremely high, and the impact of any adverse business and economic factors is expected to be insurmountable. 'CC': Some form of insolvency or liquidity impairment appears probable. 'C': Insolvency or liquidity impairment appears imminent.
CCC CC C	Very high credit risk. Substantial credit risk "CCC" Default is a real possibility. Capacity for meeting financial commitments is solely reliant upon sustained, favorable business or economic developments. "CC" Rating indicates that default of some kind appears probable. "C" Ratings signal imminent default.
D	Distressed. Extremely weak capacity with limited liquid assets to meet policyholders and contractual obligations, or subjected to some form of regulatory intervention and declared insolvent by the regulator.

<p>Outlook (Stable, Positive, Negative, Developing) Indicates the potential and direction of a rating over the intermediate term in response to trends in economic and/or fundamental business/financial conditions. It is not necessarily a precursor to a rating change. 'Stable' outlook means a rating is not likely to change. 'Positive' means it may be raised. 'Negative' means it may be lowered. Where the trends have conflicting elements, the outlook may be described as 'Developing'.</p>	<p>Rating Watch Alerts to the possibility of a rating change subsequent to, or, in anticipation of some material identifiable event with indeterminable rating implications. But it does not mean that a rating change is inevitable. A watch should be resolved within foreseeable future, but may continue if underlying circumstances are not settled. Rating watch may accompany rating outlook of the respective opinion.</p>	<p>Suspension It is not possible to update an opinion due to lack of requisite information. Opinion should be resumed in foreseeable future. However, if this does not happen within six (6) months, the rating should be considered withdrawn.</p>	<p>Withdrawn A rating is withdrawn on a) termination of rating mandate, b) cessation of underlying entity, c) the debt instrument is redeemed, d) the rating remains suspended for six months, e) the entity/issuer defaults., or/and f) PACRA finds it impractical to surveil the opinion due to lack of requisite information.</p>	<p>Harmonization A change in rating due to revision in applicable methodology or underlying scale.</p>
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Surveillance. Surveillance on a publicly disseminated rating opinion is carried out on an ongoing basis till it is formally suspended or withdrawn. A comprehensive surveillance of rating opinion is carried out at least once every six months. However, a rating opinion may be reviewed in the intervening period if it is necessitated by any material happening.

Note. This scale is applicable to the following methodology(s): General Insurance & Takaful Operator, Life Insurance & Family Takaful Operator.

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(1) Rating is just an opinion about the creditworthiness of the entity and does not constitute recommendation to buy, hold or sell any security of the entity rated or to buy, hold or sell the security rated, as the case may be | Chapter III; 14-3-(x)

2) Conflict of Interest

- i. The Rating Team or any of their family members have no interest in this rating | Chapter III; 12-2-(j)
- ii. PACRA, the analysts involved in the rating process and members of its rating committee, and their family members, do not have any conflict of interest relating to the rating done by them | Chapter III; 12-2-(e) & (k)
- iii. The analyst is not a substantial shareholder of the customer being rated by PACRA [Annexure F; d-(ii)] Explanation: for the purpose of above clause, the term "family members" shall include only those family members who are dependent on the analyst and members of the rating committee

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Conduct of Business

- (6) PACRA fulfills its obligations in a fair, efficient, transparent and ethical manner and renders high standards of services in performing its functions and obligations; | Chapter III; 11-A-(a)
- (7) PACRA uses due care in preparation of this Rating Report. Our information has been obtained from sources we consider to be reliable but its accuracy or completeness is not guaranteed. PACRA does not, in every instance, independently verifies or validates information received in the rating process or in preparing this Rating Report.
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- (10) PACRA maintains principal of integrity in seeking rating business | Chapter III; 11-A-(u)
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- (13) PACRA does not provide consultancy/advisory services or other services to any of its customers or to any of its customers' associated companies and associated undertakings that is being rated or has been rated by it during the preceding three years unless it has adequate mechanism in place ensuring that provision of such services does not lead to a conflict of interest situation with its rating activities; | Chapter III; 12-2-(d)
- (14) PACRA discloses that no shareholder directly or indirectly holding 10% or more of the share capital of PACRA also holds directly or indirectly 10% or more of the share capital of the entity which is subject to rating or the entity which issued the instrument subject to rating by PACRA; | Reference Chapter III; 12-2-(f)
- (15) PACRA ensures that the rating assigned to an entity or instrument is not be affected by the existence of a business relationship between PACRA and the entity or any other party, or the non-existence of such a relationship | Chapter III; 12-2-(i)
- (16) PACRA ensures that the analysts or any of their family members shall not buy or sell or engage in any transaction in any security which falls in the analyst's area of primary analytical responsibility. This clause shall, however, not be applicable on investment in securities through collective investment schemes. | Chapter III; 12-2-(l)
- (17) PACRA has established policies and procedure governing investments and trading in securities by its employees and for monitoring the same to prevent insider trading, market manipulation or any other market abuse | Chapter III; 11-B-(g)

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- (18) PACRA monitors all the outstanding ratings continuously and any potential change therein due to any event associated with the issuer, the security arrangement, the industry etc., is disseminated to the market, immediately and in effective manner, after appropriate consultation with the entity/issuer; | Chapter III | 18-(a)
- (19) PACRA reviews all the outstanding ratings on semi-annual basis or as and when required by any creditor or upon the occurrence of such an event which requires to do so; | Chapter III | 18-(b)
- (20) PACRA initiates immediate review of the outstanding rating upon becoming aware of any information that may reasonably be expected to result in downgrading of the rating; | Chapter III | 18-(c)
- (21) PACRA engages with the issuer and the debt securities trustee, to remain updated on all information pertaining to the rating of the entity/instrument; | Chapter III | 18-(d)

Probability of Default

(22) PACRA's Rating Scale reflects the expectation of credit risk. The highest rating has the lowest relative likelihood of default (i.e, probability). PACRA's transition studies capture the historical performance behavior of a specific rating notch. Transition behavior of the assigned rating can be obtained from PACRA's Transition Study available at our website. (www.pacra.com). However, actual transition of rating may not follow the pattern observed in the past | Chapter III | 14-(F-VII)

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