



The Pakistan Credit Rating Agency Limited

## Rating Report

### Dawood Family Takaful Limited

#### Report Contents

1. Rating Analysis
2. Financial Information
3. Rating Scale
4. Regulatory and Supplementary Disclosure

#### Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
27-Dec-2018	A-	-	Positive	Maintain	-
12-Jun-2018	A-	-	Stable	Maintain	-
11-Dec-2017	A-	-	Stable	Maintain	-
30-Mar-2017	A-	-	Stable	Maintain	-
31-Mar-2016	A-	-	Stable	Maintain	-

#### Rating Rationale and Key Rating Drivers

The rating denotes strong capacity of the company to meet policyholder and contractual obligations. The rating reflects DFTL's ability to continue capturing takaful volumes. The company has achieved operational break-even however it requires continued business expansion and maintained efficiency. Herein, the company is eyeing bancassurance as an additional source of contribution. A sound IT infrastructure provides support to the operational efficacy of DFTL. The company has adequate risk absorption capacity. The management aims to establish strong footprints in the South region in order to garner increased business. Positive outlook captures the resilience of the company over the years; the company has gradually expanded its wings.

The rating is dependent upon continued improvement in the company's system share, surplus in takaful fund and sustained liquidity position. At the same time, upholding strong governance practices is critical. The sponsors' financial profile was relatively stretched, which is now improving.

#### Disclosure

<b>Name of Rated Entity</b>	Dawood Family Takaful Limited
<b>Type of Relationship</b>	Solicited
<b>Purpose of the Rating</b>	IFS Rating
<b>Applicable Criteria</b>	Methodology   Life Insurance(Jun-18)
<b>Related Research</b>	Sector Study   Life Insurance(Jun-18)
<b>Rating Analysts</b>	Zeeshan Munir   zeeshan.munir@pacra.com   +92-42-35869504

## Profile

**Legal Structure** Dawood Family Takaful (DFTL), an unlisted Shariah-compliant Life Insurer, commenced operations beginning 2009.

**Background** All products in PTF-I are unit linked with the company offering six products. Banca was launched in 2010. Current agreements with Silkbank, Soneri Bank and Bank Al-Baraka are in place.

**Operations** DFTL operates through a network of 44 branches majorly divided in North, Central and South, with majority of the revenue coming from the central region.

## Ownership

**Ownership Structure** The company is majorly owned by Dawood Group holding 51% stake, followed by the Bank of Khyber (15%) and GulfCap (8%).

**Stability** There has been no change in ownership structure this year.

**Business Acumen** First Dawood Group (FDG) represents a branch of the reputable Dawood family, which is one of the well-known business groups in Pakistan. FDG has the experience of operating financial institutions namely Dawood Islamic Bank Limited, B.R.R. Guardian Modaraba, First Dawood Investment Bank Ltd and Dawood Capital Management Limited.

**Financial Strength** First Dawood Group (FDG) has pursued an increasing diversification in the financial sector providing a solid financial footing to the company.

## Governance

**Board Structure** The overall control of the company vests in a seven member Board of Directors.

**Members' Profile** The board includes CEO, three representatives of FDG, including one executive director, one of BoK, and two independent directors.

**Board Effectiveness** Board members possess diversified backgrounds and rich business acumen. They provide their input to the management as well as participate in the decision-making process.

**Financial Transparency** The auditors of the company; Deloitte, expressed an unqualified audit and review opinion on the financial statements for CY17 and 1H18 respectively.

## Management

**Organizational Structure** DFTL has a well-defined organisational structure and segregated reporting lines

**Management Team** Mr. Ghazanfar-ul-Islam, who had been associated with the company for eight years as CFO, was appointed as CEO in Mar'18. Mr. Ghazanfar has vast insurance industry experience and Modaraba experience prior to that.

**Effectiveness** The company has five management committees, a) Underwriting Committee, b) Claims Committee, c) Risk Management & Compliance Committee, d) Human Resource Committee, and e) Re-Takaful Committee.

**Claim Management System** The claims of policyholders on the Waqf are entered into the system after intimation/notification by the customer. The apportionment of the claim to retakaful operator's share is done automatically by the system. On the other hand, the claims on Participants' Investment Fund (PIF) can be made through partial or full redemption of units held in Personal Investment Account (PIA). Request for units redemption along with original policy from the customer, minimum PKR 10,000, is received and processed in the head office.

**Investment Management Function** The Investment Committee (IC), comprising Head of Actuary (HoA), an appointed third-party Actuary (Mr. Shujat Hussain), three BoD members, CEO, and CFO, is responsible for implementation, modification, and execution of investment policy with respect to (i) Shareholders Fund (ii) Waqf Fund – Group and Individual, and (iii) PIF. HoA's ensures proper management of asset/ liability match. As per the investment policy, waqf fund is invested in low risk securities (including GoP Ijara Sukuks and bank deposits).

**Risk Management Framework** Risk is managed at department level, where every department has developed its own statement of risk tolerance, approved by the CEO. The company uses an In-House developed operating software to handle the operations relating to underwriting, claims administration, retakaful transactions, policy administration and unitized investment funds. Software runs on real time basis supported by Oracle.

## Business Risk

**Industry Dynamics** Life insurance sector has seen stupendous growth in recent years (CAGR 4 years: 16%). Major growth is led by the public sector, which grew by 19%; while growth in private sector was 12%. With the advent of takaful window, another avenue has emerged which may benefit the sector in future.

**Relative Position** DFTL is classified as small-sized insurance company with a market share of nearly 1%.

**Persistency** First year Gross Contribution stood at 70% with the second year persistency ratio hovering at a high 86%.

**Revenue** DFTL's Gross Contributions (GC) predominantly come from unit-linked products (97%) while the rest emanated from group business. The business is geographically diversified in central region (55%), north (30%), and south (15%). During 9M18, company's Gross Contribution (PKR 929mln) grew by 4%.

**Profitability** The combined ratio of PTF improved to 83% (9M17: 92%) mainly on the account of improved reserve ratio. The surplus before distribution in PTF stood at PKR 82mln (9M17: PKR 43mln) mainly due increased technical reserves during the year. Simultaneously, the company was successful in reducing its losses in the SHF to 9mln (9M17: 22mln) and aims to achieve breakeven by year-end.

**Investment Performance** The company was able to increase its investment income to PKR 24mln (9M17: 15mln). The Participant Takaful fund (PTF) contributed PKR 31mln while the Participants Investment Fund (PIF) contributed a loss of PKR 6mln.

**Sustainability** The company is targeting 10,000 policies for issuance in year 2019. This is coupled with the management's intention to established strong footprints in the Southern region. The company envisages enhancing business and profitability of the company, as demonstrated in the latest financial statements.

## Financial Risk

**Claim Efficiency** The claims ratio increased to 12.8% 9M18 (9M17: 9.5%) mainly on the account of increased claims in Individual Family Takaful Fund.

**Re-Insurance** DFTL has in place reinsurance treaty arrangements with Munich Re (AA- by S&P) and Hannover Re (AA- by S&P).

**Liquidity** The liquidity base of the company – in shareholders' fund, Takaful fund and the Investment fund provides the comfort. The liquid assets, at 9M18, adequately cover company's liabilities toward participants by 1.1x.

**Capital Adequacy** DFTL has paid-up capital of PKR 750mln. At 9M18, the net shareholder's equity of the company is PKR 357mln (9M18: PKR 349mln).



Dawood Family Takaful Limited

	PKR mln 30-Sep-18	PKR mln 31-Dec-17	PKR mln 30-Sep-17
<b>BALANCE SHEET</b>			
<b>Investments</b>			
Liquid Investments	3,686	3,282	3,081
Others (Sukuk - non-liquid)	-	-	-
	<b>3,686</b>	<b>3,282</b>	<b>3,081</b>
Insurance Related Assets	53	56	55
Other Assets	271	239	242
<b>TOTAL ASSETS (SHF + PTF)</b>	<b>4,010</b>	<b>3,576</b>	<b>3,379</b>
Equity	357	370	349
Balance of Takaful Statutory Funds	3,475	3,036	2,864
Insurance Related Liabilities	76	71	68
Other Liabilities	103	99	98
<b>TOTAL EQUITY &amp; LIABILITIES (SHF + PTF)</b>	<b>4,010</b>	<b>3,576</b>	<b>3,379</b>
<b>INCOME STATEMENT</b>			
	<b>30-Sep-18</b>	<b>31-Dec-17</b>	<b>30-Sep-17</b>
<b>REVENUE ACCOUNT</b>			
Gross Contribution Written (GC)	929	1,313	890
Participants Investment Fund (PIF)	(559)	(778)	(525)
Retakaful Expense	(33)	(46)	(33)
Wakala Fee	(218)	(335)	(219)
Net Claims	(44)	(33)	(31)
Operating Income/(Expenses)	54	80	59
Investment Income	24	21	15
Technical reserves incurred during the year	(72)	(137)	(113)
<b>Surplus Before Distribution</b>	<b>82</b>	<b>84</b>	<b>43</b>
<b>PROFIT AND LOSS (INCLUDING SHAREHOLDERS FUND)</b>			
Profit/(Loss) before Tax	(9)	7	(22)
<b>RATIO ANALYSIS</b>			
	<b>30-Sep-18</b>	<b>31-Dec-17</b>	<b>30-Sep-17</b>
<b>Underwriting Results</b>			
Loss Ratio	13%	7%	9%
Combined Ratio	83%	87%	92%
<b>Performance</b>			
Operating Ratio	76%	83%	87%
Investment Yield (SHF + PTF)	2%	-2%	-1%
<b>Liquidity &amp; Solvency</b>			
Liquidity Ratio – times	1.1	1.2	1.1
<i>SHF: Shareholders' Fund</i>			
<i>PTF: Participants' Takaful Fund</i>			
<b>Dawood Family Takaful Limited</b>			
<b>Dec-18</b>			



## INSURER FINANCIAL STRENGTH (IFS) RATING RATING SCALE & DEFINITIONS

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

RATING SCALE	DEFINITION
<b>AAA</b>	<b>Exceptionally Strong.</b> 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.
<b>AA+</b> <b>AA</b> <b>AA-</b>	<b>Very Strong.</b> 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
<b>A+</b> <b>A</b> <b>A-</b>	<b>Strong.</b> 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.
<b>BBB+</b> <b>BBB</b> <b>BBB-</b>	<b>Good.</b> 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.
<b>BB+</b> <b>BB</b> <b>BB-</b>	<b>Moderately Weak.</b> Moderately weak with an uncertain capacity to meet policyholder and contract obligations. Though positive factors are present, overall risk factors are high, and the impact of any adverse business and economic factors is expected to be significant.
<b>B+</b> <b>B</b> <b>B-</b>	<b>Weak.</b> 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>CCC</b> <b>CC</b> <b>C</b>	<b>Very Weak.</b> 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.
<b>D</b>	<b>Distressed</b> 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><b>Outlook (Stable, Positive, Negative, Developing)</b> 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><b>Rating Watch</b> Alerts to the possibility of a rating change subsequent to, or in anticipation of, a) some material identifiable event and/or b) deviation from expected trend. 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 Outlook of the respective opinion.</p>	<p><b>Suspension</b> It is not possible to update an opinion due to lack of requisite information. Opinion should be resumed in foreseeable future, but may stay in abeyance for long. However, if this does not happen within six (6) months, the rating should be considered withdrawn.</p>	<p><b>Withdrawn</b> A rating is withdrawn on a) termination of rating mandate, b) cessation of underlying entity, or c) the rating remains suspended for six months.</p>
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**Disclaimer:** PACRA's IFS rating does not constitute any form of guarantee of the ability of the insurance company to meet policyholders' obligations; nor does it constitute a recommendation to effect or discontinue any policy of insurance. PACRA's rating is not a recommendation to purchase, sell or hold a security, in as much as it does not comment on the security's market price or suitability for a particular investor.

### **Rating Team Statements**

(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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- (3) No director, officer or employee of PACRA communicates the information, acquired by him for use for rating purposes, to any other person except where required under law to do so. | Chapter III; 10-(5)
- (4) PACRA does not disclose or discuss with outside parties or make improper use of the non-public information which has come to its knowledge during business relationship with the customer | Chapter III; 10-7-(d)
- (5) PACRA does not make proposals or recommendations regarding the activities of rated entities that could impact a credit rating of entity subject to rating | Chapter III; 10-7-(k)

### **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.
- (8) PACRA prohibits its employees and analysts from soliciting money, gifts or favors from anyone with whom PACRA conducts business | Chapter III; 11-A-(q)
- (9) PACRA ensures before commencement of the rating process that an analyst or employee has not had a recent employment or other significant business or personal relationship with the rated entity that may cause or may be perceived as causing a conflict of interest; | Chapter III; 11-A-(r)
- (10) PACRA maintains principal of integrity in seeking rating business | Chapter III; 11-A-(u)
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- (12) PACRA receives compensation from the entity being rated or any third party for the rating services it offers. The receipt of this compensation has no influence on PACRA's opinions or other analytical processes. In all instances, PACRA is committed to preserving the objectivity, integrity and independence of its ratings. Our relationship is governed by two distinct mandates i) rating mandate - signed with the entity being rated or issuer of the debt instrument, and fee mandate - signed with the payer, which can be different from the entity
- (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)

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(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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