

Analyst Briefing
Group Performance

March 08, 2021















 **TPLInsurance**

The only tech insurance player disrupting
Pakistan's insurance landscape through
targeting retail masses with simple,
innovative and need-based products digitally

Growth Strategy - 2021

Market Share Analysis (Current vs Desired 2025)

	Property	Marine	Motor	Health	Agri	Misc	Total
Industry Composition	37.6%	9.2%	25.7%	11.4%	2.2%	13.9%	
							
Industry							
Current (PKR)	34.6b	8.5b	23.6b	10.5b	2b	12.8b	92b
Projected 2025 (PKR)	54.9b	13.5b	37.5b	16.6b	3.2b	20.3b	146b
CAGR	42.7%	36.0%	16.1%	27.3%	100.0%	71.7%	23.2%
							
TPLI							
Current (PKR)	0.14b	0.07b	2.2b	0.1b	0b	0.04b	2.5b
Projected 2025 (PKR)	1.19b	0.4b	5.3b	0.4b	0.4b	0.6b	8.4b

- TPLI will increase overall market share from 2.7% to 6% by 2025 @ CAGR of 23%
- At an industry CAGR of 8%, TPLI can reach 6th position on GWP in 2025 (currently ranked 12th)
- In Motor, with a CAGR of 16%, TPLI may achieve 2nd position by 2025

Growth Strategy - 2021

Opportunities & Challenges

Opportunities

- ❑ **Discount rate is @ 7%** which is expected to remain at this level for some time. This improves the prospect of insurance for vehicles and mortgage.
- ❑ TPLI invested in **agriculture insurance** during the year 2020, coalitions with banks / microfinance institutions are in pipeline that are expected to generate premiums in 2021.
- ❑ TPLI is launching a **Student Ambassador Program** in 8 universities through which **Bike Insurance** product is being launched. Due to closure of universities, the program launch is delayed, however, it is expected to generate traction on digital front in year 2021.
- ❑ **Telematics** based Insurance will be re launched with improved features based on pilot learning.
- ❑ **Banks** have been engaged for **non auto products** in digital and bancassurance which is expected to develop a new premium stream for TPLI.
- ❑ With investment from DEG, capacity and rating is expected to improve during the year 2021 which will assist in corporate insurance business.
- ❑ A separate division under **Business Solution Department** is established to improve conversion and service of Direct Corporate Business.

External Challenges

- ❑ Due to Covid-19, business growth on corporate and retail segments is expected to remain slow in 2021.
- ❑ Vehicles sales that plummeted 43% last year have picked up marginally, however the sales volume is still lower as compared to previous years.
- ❑ GDP forecast for year 2021 is expected to remain @2% (Asian Development Bank).
- ❑ **New entrants** in the market are targeting the same customer segments as TPLI.
- ❑ **Prices** have been reduced drastically by competitors; mandatory tracking requirement have been removed by all insurance companies.
- ❑ Banks are installing own tracking devices resulting in reduced premiums for TPLI.

Growth Strategy - 2021

Channel Development Initiatives

Channel Composition

■ B2B2C ■ B2B



B2C

Call Center

- Cross Sell to existing auto customers for different products
- Referral program to be launched
- Upsell Value Add-ons to existing customers



Digital

- Materialize digital leads generated through Social Media, Mobile App & Website



Corporate

- A list of corporates have been compiled via wallet sizing and clients are being tagged to agents for existing relationships



B2B2C

Retail

- Increased penetration in Central and North Region
- Continue competitive pricing to protect current market share and achieve growth
- Improve engagements with dealerships
- Regularly train and engage with travel agents to increase travel insurance penetration
- Establish and enhance relationships with dealerships of new car manufacturers



FIG

- Digital Integration with M- Wallet & Internet Banking for Personal line products
- Offer Bancassurance products other than Auto
- Improve relationship and engagements with existing banks
- Increase in limits and share of business with existing banks
- To be enlisted with New Banks -for Auto Financing Portfolio



Diversified Product Portfolio

“Conventional” & “Takaful”

Auto

1. Comprehensive
2. Old Car Comprehensive
3. 2T & 3T
4. Secure T
5. Drive Pro (Pay How you drive)
6. Auto First Class

Health

1. Individual Health
2. Micro Health
3. Group Health

Home

1. Structural & Content Cover
2. Landlord Cover
3. Tenant Cover

Travel

1. International Travel Plans (Inclusive of Covid-19 cover)
2. Domestic Travel Plans
3. Students Cover
4. Hajj / Umrah Cover
5. Ziarat Cover

Property

1. Fire
2. Business Interruption
3. Comprehensive Machinery
4. Terrorism
5. Hotel owners
6. Engineering

Marine

1. Inland Transit
2. Import
3. Export
4. Hull & Machinery

Agri

1. Livestock
2. Crop
3. Tractor

Miscellaneous

1. Mobile Insurance
2. Afghan Transit
3. Shop Insurance
4. Cash in Safe / Transit
5. Extended Warranty
6. Cyber / Art / Yacht and Others

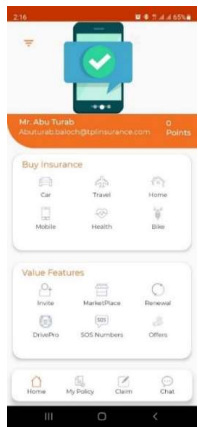
Bike

1. Comprehensive
2. Smart Ride

■ Products in Focus for year 2021

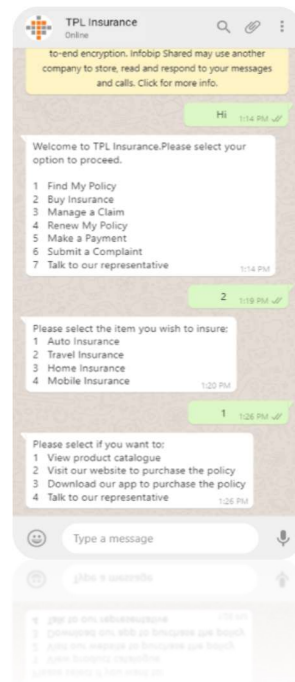
Tech Capability

TPL Insurance Mobile Lifestyle App



- Mobile App Based Insurance Products
 - Auto
 - Travel
 - Home
 - Bike
 - Health
 - Mobile
- In App Renewals, Claims & Policy Management
- Multiple Integrated Payment Options

Auto-Botic WhatsApp services



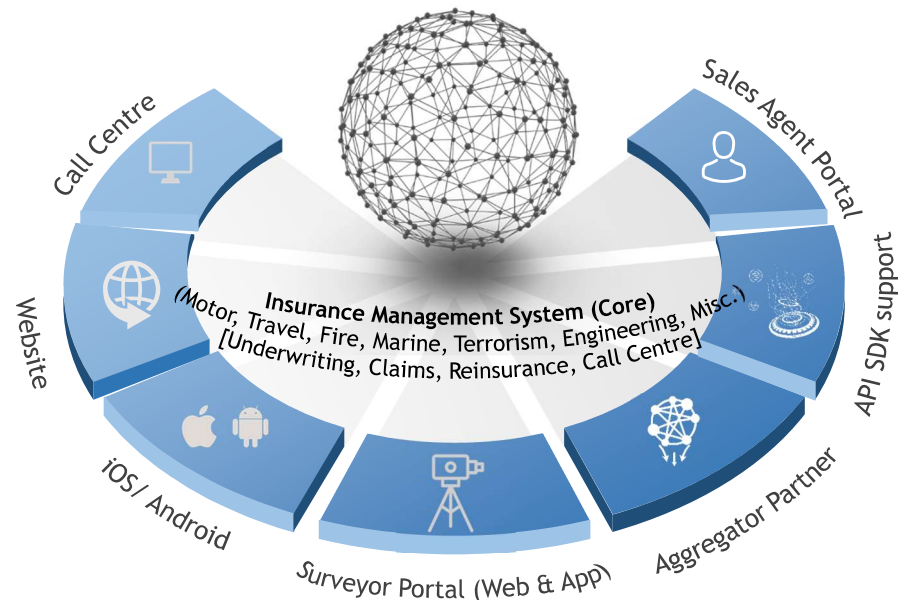
KYLS- Know Your Livestock for Livestock Insurance



Tech based Innovation Network

Tech Infrastructure

Integrated Cloud Based
Financial Solution



Innovation Lab

Objectives

- Digitization of sales journeys for all channels,
- Develop new areas for B2C sales,
- Developing customer base, generate insightful data and build use cases for the data using technology
- Automation of claim services to reduce timeline
- Digitize customer insurance experience for both retail and corporate segment
- Innovation in Product & Alternative Channels

Key Focus Areas

1. Business Process reengineering
 - i. Customer acquisition
 - ii. Internal ops
 - iii. Customer experience
2. Incubate New Product & Channel Initiatives
3. Fast Track Development Timelines - Dedicated resources for project execution



Financial Performance - 2020

Market Development December 2020

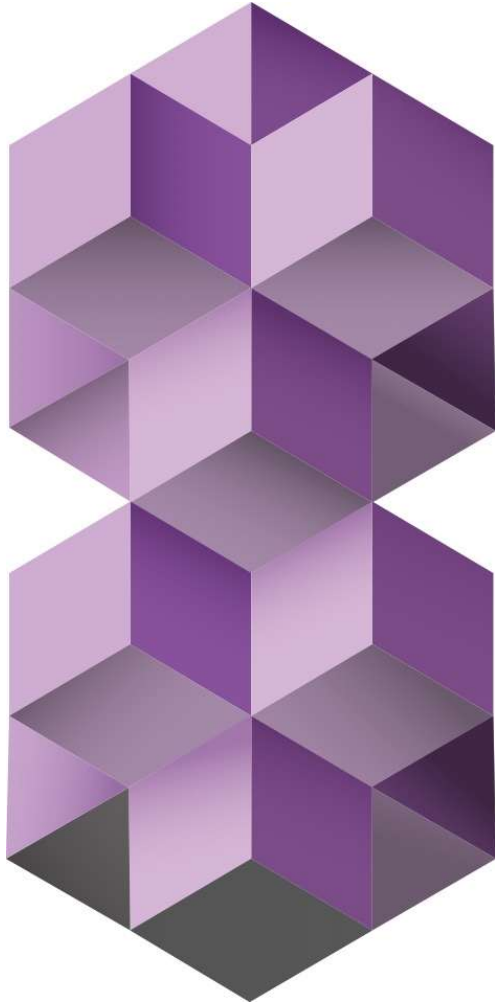
- ❑ Covid-19 related lockdowns during Q2 2020 impacted motor sales during the year and consequently impacted our motor portfolio growth during 2020;
- ❑ Discount rate was decreased from 13.25% to 7% to mitigate the effects of economic slowdown caused by the pandemic (2019: Discount rate increased from 10.00% to 13.25%, further increasing cost of bank financing);
- ❑ Motor vehicle sales plunged by 64% YoY during first half of 2020 (37,361 units in H1 2020 Vs 103,592 units in H1 2019). However, during H2 2020, the sales have started to pick-up and reported YoY growth of 13.5%. On YTD basis car sales fell by 36% at 104,387 units (2019: 162,686 units);
- ❑ USD parity remained relatively stable with minor fluctuations. PKR depreciated 3% YoY at Rs. 159.30 per USD (31 December 2019: Rs. 154.85 per USD);
- ❑ PSX index reported YoY increase of 7.4% (2020: 43,766 Vs 2019: 40,735)
- ❑ Large Scale Manufacturing dipped 10.7% during FY 2019-20 due to shutdowns as a result of Covid. From second half 2020, manufacturing activities picked up which had positive impact on corporate and commercial business;

Financial Performance - 2020

Financial Results - Year ended 31st December 2020

PKR (m)	TPL INSURANCE LTD		
	Actual	PY	D PY
GWP	2746	2505	241 +10%
NEP	2162	2136	26 +1%
Net Claims	(970)	(883)	(87) -10%
Net Commissions	(198)	(274)	76 +28%
Marketing & Sales Promotion	(83)	(92)	9 +10%
Operating Profit	911	887	24 +3%
Net Management Expenses	(1035)	(983)	(52) -5%
Net UW Result	(124)	(96)	(28) -29%
Investment / Other Income	204	152	52 +34%
Business Operating Profit	80	56	24 +43%
Total Loss Ratio	45%	41%	4%
Net Commission Ratio	9%	13%	-4%
Marketing Expense Ratio	4%	4%	0%
Management Expense Ratio	48%	46%	2%
Combined Ratio	106%	104%	1%

- The Company generated **Profit Before Tax** of Rs. 80m compared to the prior year of Rs. 56m.
- **GWP** increased by Rs 241m (10%) YoY has been reported.
- **Motor premium** has slightly declined by Rs 1m (0%). **Marine** segments reported shortfall of Rs 26m (-38%). Premium under **Fire & Health** increased by Rs 96m (68%) and Rs 168m (173%) respectively. **Misc.** class reported ascended of 3m (7%).
- **Claim ratio** increased by 4% at 45% vs PY of 41%, mainly ascribed to increased proportion of corporate health business.
- **Commission ratio** improved by 4% due to reduced engagement costs on FIG segment and net recovery of commission from reinsurer in fire class
- Overall **Expenses** have increased by Rs 43m, mainly due to investment in digitization initiatives.
- **Investment / Other income** reported improvement of Rs. 52m mainly due to unrealized gain on mutual funds which are now classified as fair value through income statement.



 **TPL**Properties

**Pakistan's emerging real estate developer &
operator, aggressively investing in Real
Estate Development Projects & Logistics
Warehousing Sector**

TPL Properties – Consolidated

P&L Comparison - for half year ended December 31,2020

Description	Actual	Actual	Variance
	Jul - Dec-20 PKR'000	Jul - Dec-19 PKR'000	CY vs LY
Total Revenue	280,410	335,216	-16%
Direct operating costs	(80,908)	(100,041)	-19%
Gross profit	199,503	235,175	-15%
Administrative & General expenses	(87,554)	(47,843)	83%
Operating profit	111,949	187,332	-40%
Finance costs	(173,053)	(197,962)	-13%
Other Income	36,400	7,795	367%
Valuation Gain	9,933	307,663	-97%
(Loss)/Profit before taxation	(14,772)	304,828	-105%
Taxation	6,338	(6,838)	-193%
(Loss)/Profit for the period	(8,434)	297,991	-103%
(Loss)/earning per share	(0.03)	0.91	

Sale of Centrepoint Building

Transaction Progress



- ❑ Building due diligence has been completed by Bank Al Habib (BAHL)
- ❑ The Company has successfully negotiated with all tenants for vacation of floors by 31st March except for one tenant, who will vacate between 15-30 April
- ❑ Engaged with BAHL to complete sale by 31st March, 2021



ONE HOSHANG

KARACHI

One Hoshang

Premier Residential Apartment Tower

Overview

Project



Project: Pakistan's one of a kind premium-end luxurious **residential apartment tower** and **showrooms** with world class amenities.

Brief: 31 semi- furnished premier luxurious apartments to be constructed on One floor One Unit Concept and multiple retail showrooms on the ground floor.

Development

Development: International Consultants including Squire & Partners. 1508 London and Atelier Ten undertaking project design

~2,539 sq. yds.

Built Up Area: 280,000 Sq. ft.

Exp. Completion: Dec, 2023

Current Status:

Land acquired; Concept & Schematic Design finalized; Detailed Design Completed; Regulatory approvals in-process; Tender documents being prepared

Salient Features



LEED Gold Certification



Unique & Distinct Penthouse



Siesmic Standards Compliant



Eco Friendly Sustainable Design

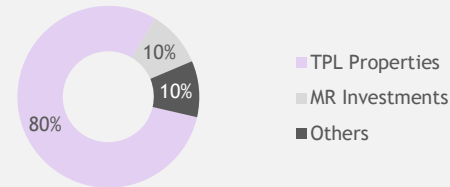


Exquisite luxurious Amenities



Excess parking bays

Shareholding



Project Details

PKR 8 - 10 Bn
Total Sales Proceeds

PKR 6 - 7 Bn
Total Project Cost

22% - 26%
Investment IRR

Prime Location

- Civil Lines area is rated as the top residential area in Karachi due to:
 - Downtown area and is the only poshest neighborhood Close proximity to Karachi's financial hub I.I. Chundrigar road and other business streets
 - Presence of almost all kinds of institutions, businesses, retail chains, health facilities, schools, parks, hotel, leisure clubs, consulates etc.



Key Amenities

- Museum
- Swimming Pool
- Fitness & Recreation
- Grand Lobby
- Cinema
- Concierge Service
- Spa & Treatment Room
- Meeting Room
- Children Play Area
- Resident Lounge



Technology Park

Technology Park

Prime Location



- Plot area of 10,002 Square yards at Korangi industrial area

Technology Park

State of the art Commercial Office Towers

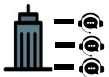
Overview

- First of a kind Technology Park in Pakistan, with high end IT infrastructure to be designed for world-class technology companies looking for an office space that fosters innovation, collaboration and stimulates health & wellness

- Key Features of the Project are as follows:



Targeting LEED Gold Certification to meet highest standards of sustainability & eco-friendly design



One unit of high end office spaces for IT & Technology firms **on each floor**



High-end internet with high availability - Data links & internet services from top notch service providers



Data Centre with high availability - with stand-by components



Co-location services for Data Centre - Rackspace & network to be provided on rental basis



Iconic Hotel of Pakistan- High quality accommodations and personalized service, exquisite restaurant, luxurious amenities



Luxurious amenities: Auditorium & Conference area, Food court - Shops plus staff cafeteria, day care center, Gym & swimming pool, etc

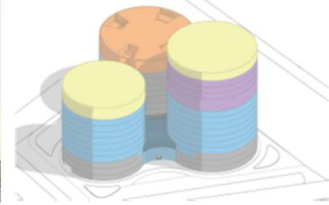
Development Plan

10,002 sq. yds.

At Korangi Industrial Area

3 Connected Towers

70 Boutique Hotel Keys

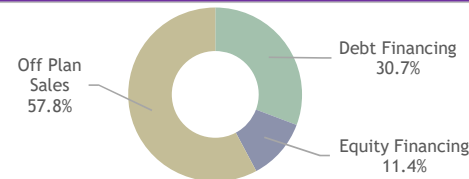


- Saleable Area: ~250,000 Sq. ft.
- Built Up Area: ~500,000 Sq. ft.
- Completion by October, 2023 - inc. of 3-4 months timeline for obtaining Regulatory Approvals

Business Model

- ✓ Partial Office to be Sold, while remaining to be retained and operated on rental basis
- ✓ Hotel to be retained & operated by TPL

Financing Mix



Key Project Details

PKR 6 - 7 Bn

Sales Proceeds from Partial Sale of Offices

PKR 2 - 3 Bn

Total 4 Years Rental Income from Office & Hotels

PKR 7 - 8 Bn

Total Project Cost

PKR 35% - 40%

Investment IRR

- The development project will be providing for excess parking bays, amenities and service areas beyond the requirement of the local applicable Laws

Project A

Master Planned Housing Community

Overview

A Master planned housing society to be developed

- Water front property to be developed in multiple phases over a 40 acre land parcel located in Korangi Industrial Area offering high-end residential apartments to the buyers
- Designed to provide all modern facilities in one location living

Key Features	✓ Phase wise Construction Plan
	✓ 8-10 Yr Development Tenor
	✓ Safe & Secure Gated Community

Current Status:

- Land price negotiated & high level feasibility developed
- Engaged Colliers international for best use study.
- Legal due diligence under process

Project Details

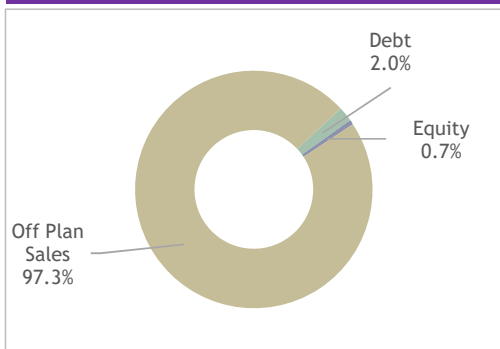
PKR 300 - 325 Bn

Sales Proceeds

PKR 150 - 175 Bn

Project Cost

Financing Mix



Business Model

- Phase wise development in land parcels of 5 acres each
- Residential Apartments & Retail Showrooms to be sold on off-plan basis
- Easy saleability due to lack of quality gated residential community in Korangi
- Built quality infrastructure which most of the existing housing communities lack

Features

~3 - 3.5K
No. of Apartments

~9.0 Mn sq.ft.
Saleable Area

~12.0 Mn sq.ft.
Built-up Area

40 Acres
Land Area

Per Apartment Features

~450 Apts. / Phase

To be built in Each Phase

~14 Floors

on each Apartment Tower



~150 Apartments / Tower

Mix of 2, 3 & 4 bed Apartments

~ 500K Sq. ft.

Total built-up Area of Each Tower

4,000 Sq. Yards

Dedicated Land Parcel for each apartment tower

Total Retail Space Features

48 Retail Units

To be constructed at different Retail Complexes



6 Retail Complexes

Each retail complex will serve 600 apartments

Logistics Park

Investment Progress



Bonded Warehouse

- ❑ The Company has dropped its plan to invest in Logistic Park 10 Acres Project, due to delay in transfer of land in the Project SPV.
- ❑ The Company has redirected its commitment towards another site of 30 acres in Port Qasim for the development of Logistics Park. The investment is subject to due diligence and board approval.
- ❑ The investment shall be done in collaboration with Al - Hamd International Container Terminal (AICT) as a JV partner in this business, which brings 18 years of experience in the logistics industry
- ❑ The Company and the JV partners are currently working on the revised business model for the Logistics Park based on recent surge in requirement of cold storage facilities
- ❑ The Company aims to evaluate and decide the investment proposition within Q4FY21.14



TPLTrakker

Pakistan's first & largest Telematics, IoT & Digital Mapping company offering vehicle analytics solutions & GIS-based scalable solutions

TPL Trakker

Overview of Current Fiscal Year - July 2020 to Jan 2021

Commercial launch of LBS APIs

Product

TPL Maps data was made accessible for commercial use via APIs whereby TPLT is licensing its data to customers

Target Market

Organizations that have developed / under-developing mobile or web applications requiring location services as a critical component

Ideal Verticals

Telecom, Software Houses, Banking, Utilities, Government, Healthcare, Real Estate and On-Demand Services (i.e. Rapid Delivery services, ride hailing services and Et al)

On-Boarded Clients



BYKEA



miRide

eat مبارك
EAT MUBARAK



- Food Panda is a Client for LBS APIs Solution.
- Pakistan is the first country where Delivery Hero i.e. FoodPanda have switched from using Google Maps to a local Mapping services provider.

- B4U Cabs, a Ride Hailing Service originated from Lahore, competing with the market leaders but has better served cars and no peak rate limitations - now expanding to other cities.
- TPLT anticipates significant LBS API consumption via Consumer App and Driver App to exceed even utilization of Food Panda.

Digital Mapping Business

Overview of current fiscal year - July 2020 to Jan 2021

Data Partnership Initiatives

- ❑ TPLT has partnered with organizations with similar data collections of their customer addresses and locations, reinforcing our data collections with respect to entries and accuracy.
- ❑ In process of onboarding KE, PTCL and Jazz to discuss mutually beneficial collaborations.
- ❑ With these strategic partnerships, TPLT can explore various opportunities for monetization of data by making it accessible as third party data in different sectors.

Strategic Partnerships

- ❑ TPLT has partnered with **National Incubation Centers** across Tier 1 cities of Pakistan for its initiative to support Startup Ecosystem.
- ❑ It has introduced free LBS API service to Start-ups to cut their costs by providing solution in comparison to Google.

Contracted for DOAM Project

- ❑ TPLT is awarded with Consultancy Services Contract for **Mapping of Historical & Religious Sites in Pakistan**, in a Bid by the Department of Archeology and Museums (DOAM).
- ❑ TPLT and DOAM together, will conduct a feasibility study for **mapping all cultural locations** such as historical monuments, archaeological and religious sites across Pakistan.
- ❑ Upon completion of field survey, the digitized data will be made available to the DOAM via Mobile and Web Applications.

Tracking & IoT Business

Overview of current fiscal year - July 2020 to Jan 2021

- ❑ Multiple successes in winning **Public Sector Projects** across Pakistan for tracking & monitoring segments.

- | | | |
|---|--------------------------------|---|
| ▪ Sialkot Dry Port | ▪ Zarai Taraqiati Bank Limited | ▪ Waste Management & Municipal Corporations of various cities |
| ▪ City police & City Dolphin Rawalpindi | ▪ DMC Korangi | ▪ Pakistan Red Crescent Society |

- ❑ Became **Official Tracking Partner** for iEngineering - one of the largest providers of base transceiver station.
- ❑ **Exclusive Tracking Partner** of Standard Chartered Bank in Pakistan.
- ❑ **Onboarded Mobilink Microfinance Bank** for tracking of LTVs which are leased by the bank.
- ❑ Became one of the two approved companies to provide **Vehicle Tracking Services** for the fleet of Pakistan State Oil and K-Electric.
- ❑ Became the **ONLY Approved Vendor** to provide bike tracking in Honda Motorcycles and installed trackers in their arrangement with Benazir Income Support Program.
- ❑ **Launched Trakker PRO**
 - ❑ A unique product launched for the first time in the tracking industry globally where TPLT will either recover stolen vehicle or give the cash equivalent to the value of the vehicle.
 - ❑ Interest received from Banks wanting to replace this with Insurance as part of their car financing schemes, enabling us to increase per unit pricing with banks.
- ❑ **Acquired Trakker Middle East** to use a sales & marketing base to take our SaaS solutions outside Pakistan.
- ❑ **Pre-qualified by FBR** as a Solution Provider for Video Analytics Solutions that will be mandated by the FBR to be installed in 30 manufacturing sectors in the next 12 months.

TPL Trakker (Consolidated)

Financial Performance Analysis | 1HFY21 vs. 1HFY20

PKR (000s)	Dec – FY 21	Dec – FY 20	Dec – FY 21 Vs. Dec – FY 20
Particular	Actual	Actual	Variance - %
Revenue			
- Connected Car	521,086	531,639	-2.0%
- Digital Mapping	356,176	364,465	-2.3%
STE / Container Tracking	283,418	336,712	-15.8%
LBS / Data	41,685	457	9025.6%
Navigation	31,074	27,296	13.8%
- Industrial Internet of Things	5,984	22,779	-73.7%
Trakker Middle East	122,097	-	100.0%
Total Revenue	1,005,343	918,883	9.4%
Cost of Sales	(672,788)	(644,926)	4.3%
Gross Profit	332,555	273,957	21.4%
Administrative Expense	(276,944)	(210,591)	31.5%
Distribution Expenses	(45,866)	(56,594)	-19.0%
Operating Profit	9,745	6,772	43.9%
Less: Research & Development Expenses	(40,197)	(11,514)	249.1%
Less: Other Expenses	(15,430)	-	100.0%
Less: Finance Cost	(183,018)	(223,045)	-17.9%
Add: Other Income	80,183	65,893	21.7%
(Loss) / Profit Before Tax	(148,716)	(161,893)	-8.1%
Less: Taxation	(64,345)	(24,907)	158.3%
(Loss) / Profit for the Period	(213,059)	(186,800)	14.1%

Rationale Behind Variance

- Revenue higher than prior period mainly because of acquisition of additional stake in TME.
- Reduction in Finance Cost due to lower policy rate in the current period (7.00%) relative to the prior corresponding period (13.25%)
- Growth in other income is associated with interest income earned on related party balances.
- Other expenses pertain to impairment loss recognized on acquisition of management control of Trakker Middle East.

TPL Trakker (Consolidated)

Financial Performance Analysis | 2QFY21 vs. 1QFY21

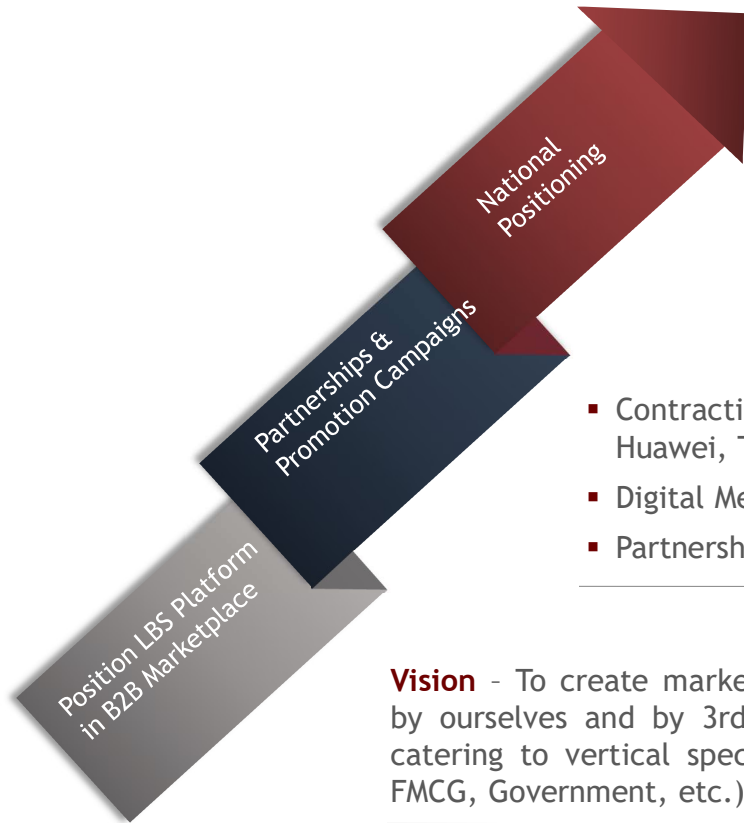
PKR (000s)	2Q – FY 21	1Q – FY 20	2Q – FY 21 Vs. 1Q – FY 20
Particular	Actual	Actual	Variance - %
Revenue			
- Connected Car	291,561	229,525	27.0%
- Digital Mapping	192,024	164,152	17.0%
STE / Container Tracking	153,397	130,021	18.0%
LBS / Data	18,448	23,236	-20.6%
Navigation	20,179	10,895	85.2%
- Industrial Internet of Things	3,931	2,053	91.5%
Trakker Middle East	60,603	61,493	-1.4%
Total Revenue	548,119	457,223	19.9%
Cost of Sales	(347,640)	(325,148)	6.9%
Gross Profit	200,479	132,076	51.8%
Administrative Expense	(130,797)	(146,147)	-10.5%
Distribution Expenses	(23,198)	(22,669)	2.3%
Operating Profit	46,484	(36,740)	-226.5%
Less: Research & Development Expenses	(40,197)	-	100.0%
Less: Other Expenses	-	(15,430)	-100.0%
Less: Finance Cost	(82,512)	(100,507)	-17.9%
Add: Other Income	37,720	42,463	-11.2%
(Loss) / Profit Before Tax	(38,506)	(110,214)	-65.1%
Less: Taxation	(57,331)	(7,014)	717.4%
(Loss) / Profit for the Period	(95,835)	(117,228)	-18.2%

Rationale Behind Variance

- Improvement in GP Margin across periods (2Q 21 – 36.6% vs. 1Q 21 – 28.9%) due to higher revenue.
- Reduction in Finance Cost due to lower policy rate in the current period
- Other expenses pertain to impairment loss recognized on acquisition of management control of Trakker Middle East in 1Q 2021.

Digital Mapping Business

Future Roadmap



TPLT intends to position TPL Maps App as the National Maps App of Pakistan, enabling us to become the go-to Pakistani Maps App in competition with the Google Maps App. Recently, entered into MoU with the NITB for LBS Technology Partnership.

- Contracting for Factory Installed Maps for Huawei, Tecno, Infinix, ITEL Mobile and Vivo
- Digital Media promotion campaigns
- Partnership with Tourism Service Providers

Vision - To create marketplace of B2B apps (developed by ourselves and by 3rd parties) on our LBS platform catering to vertical specific needs (Logistics, Telecom, FMCG, Government, etc.).



Pakistan's first life insurance company
providing innovative life and health
insurance products, tailored to cater
divergent needs of the local population

Life Insurance in Pakistan

Less than 1% of Pakistan is insured



Key findings

- At present, Insurance Market is pictured as:
 - Tight Margins due to high operational cost
 - High operating costs on account of high acquisition cost
 - Slow growth due to infrastructural limitations
- More **focused** on SEC A & B, while ignoring the need of volume classes
- Further, services are being rendered with a pure traditional approach where focal distribution channels are monotonous. Resultantly, **lack of focus on digitalized mechanism** which could be tapped moving forward.

1. Social Economic Classes ("SEC")
A - Upper B - Upper-middle

C - Middle D - Working

TPL Life | Introduction

Leading the digital revolution in the life insurance industry of Pakistan

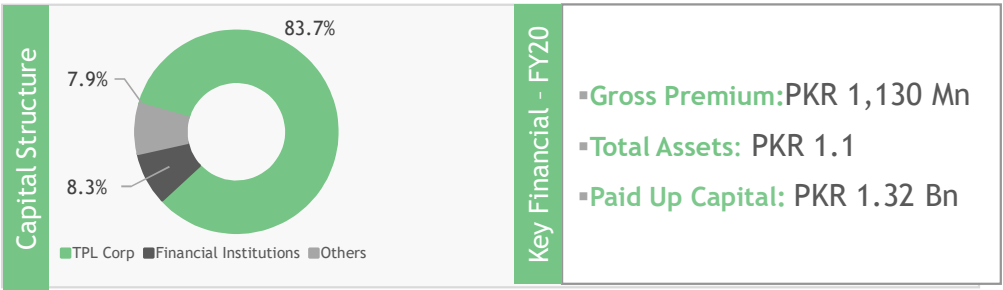
About the Company

- TPL life Insurance, a technology driven insurer was established in August 2016 and commenced Life Insurance operations in 2017
- Highest paid up capital in its class of business
- It received approval to operate Window Takaful Operations in 2018.
- The company recorded premium CAGR of **43%** during 2017-20
- TPL Life Insurance has **314** panel hospitals onboard

Impacted more than 0.7 million lives in last 3 years
Reinsurance by Hannover Re - rated A+ by A.M. Best.

Product Categories

 Unit-Linked Products	 Individual Health Insurance	 Epidemic Products
 Digital Insurance	 Specialized Corporate Products	 Bancassurance Products
 Term Life Products	 Retail Products	



True InsurTech

First In Pakistani Market - Unique Products, Ecosystem & Platforms

Pakistan's First Usage Based Insurance

- ❑ Pioneer of Pakistan's First Usage Based Insurance
- ❑ A Unique App based insurance product to cater the daily traveler
- ❑ Buy As You Go with Hassle Free Payment Options
- ❑ Based on Pay As You Use Model with no recurring charges



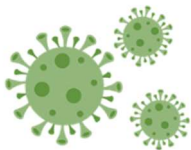
Spearheading Instant Cover Market Demands

- ❑ Insurance Inclusion at a low cost
- ❑ Originator of Mass Retail Channel in Pakistan
- ❑ Based on Scratch Cards and SMS Activation
- ❑ Available for as low as PKR 375



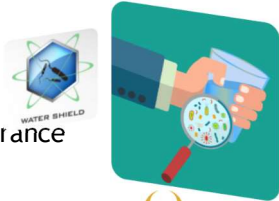
First Insurer in Pakistan to offer COVID-19 Protection Shield

- ❑ First Insurance product in Pakistan to offer coverage against COVID-19
- ❑ A comprehensive package for the entire family covering up to 12 members.
- ❑ Getting the first mover advantage plus the trust of customers!



Spearheading Seasonal Market Demands

- ❑ First Insurer to fill the gap for covering seasonal illnesses
- ❑ Provides financial assistance up to PKR 100,000
- ❑ Leader in providing small ticket life & health insurance solutions.



TPL Rehbar Objectives

Develop an End to End Digital & Virtual Insurance Agent Platform with **5,000+** certified agents

Why Rehbar?

An out-of-the box approach to penetrate the untapped insurance customers in Pakistan



The Rehbar Journey

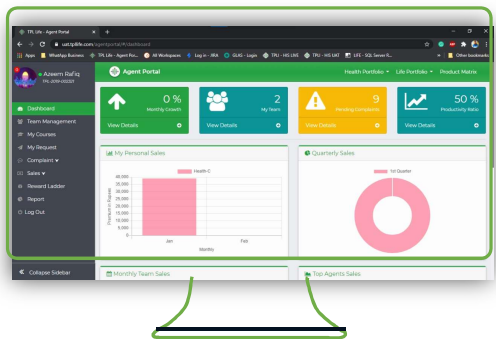
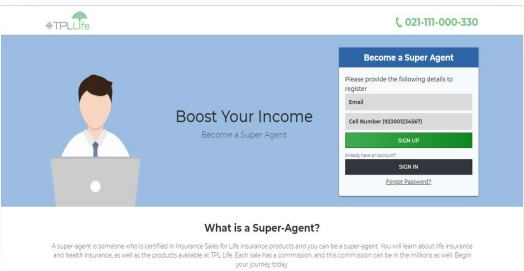
- ❑ **E2E** Equipping the digital platform for agent training
- ❑ A *quick & paperless* virtual agency process
- ❑ Creating an analytics platform to *monitor & drive* Rehbar-Muavin relationship & performance
- ❑ *Automated* risk assessment & underwriting process
- ❑ Digital scaling of *agency channel* in the commercial portfolio
- ❑



The Rehbar Impact

- ❑ **First Insurer** in the country to offer an end-to-end affiliate program.
- ❑ Dedicated **monetary incentive structure** for virtual agents.
- ❑ *New channel development* with improved sales cycle.
- ❑ *Reduction in onboarding costs.*
- ❑ *Virtual POC* availability to the customer
- ❑

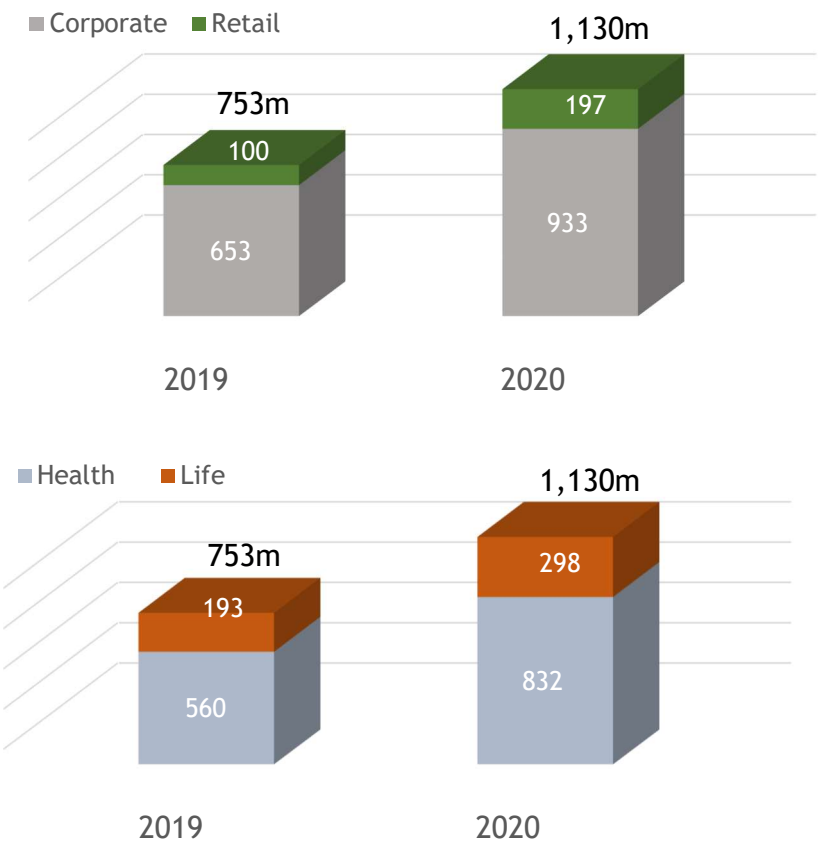
Platform Snapshot



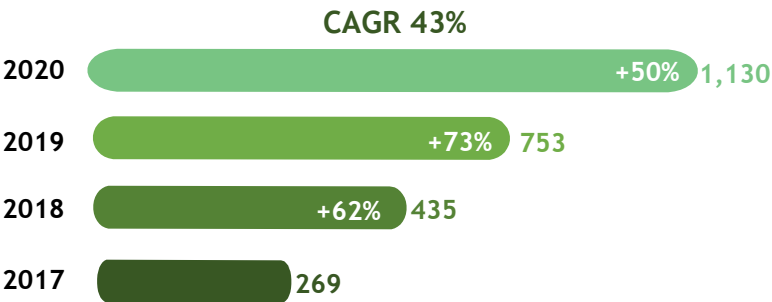
Top Line Performance Overview

Comparison : 2020 vs 2019 | YOY Trend

Revenue Growth



| GWP Trend Over The Years |

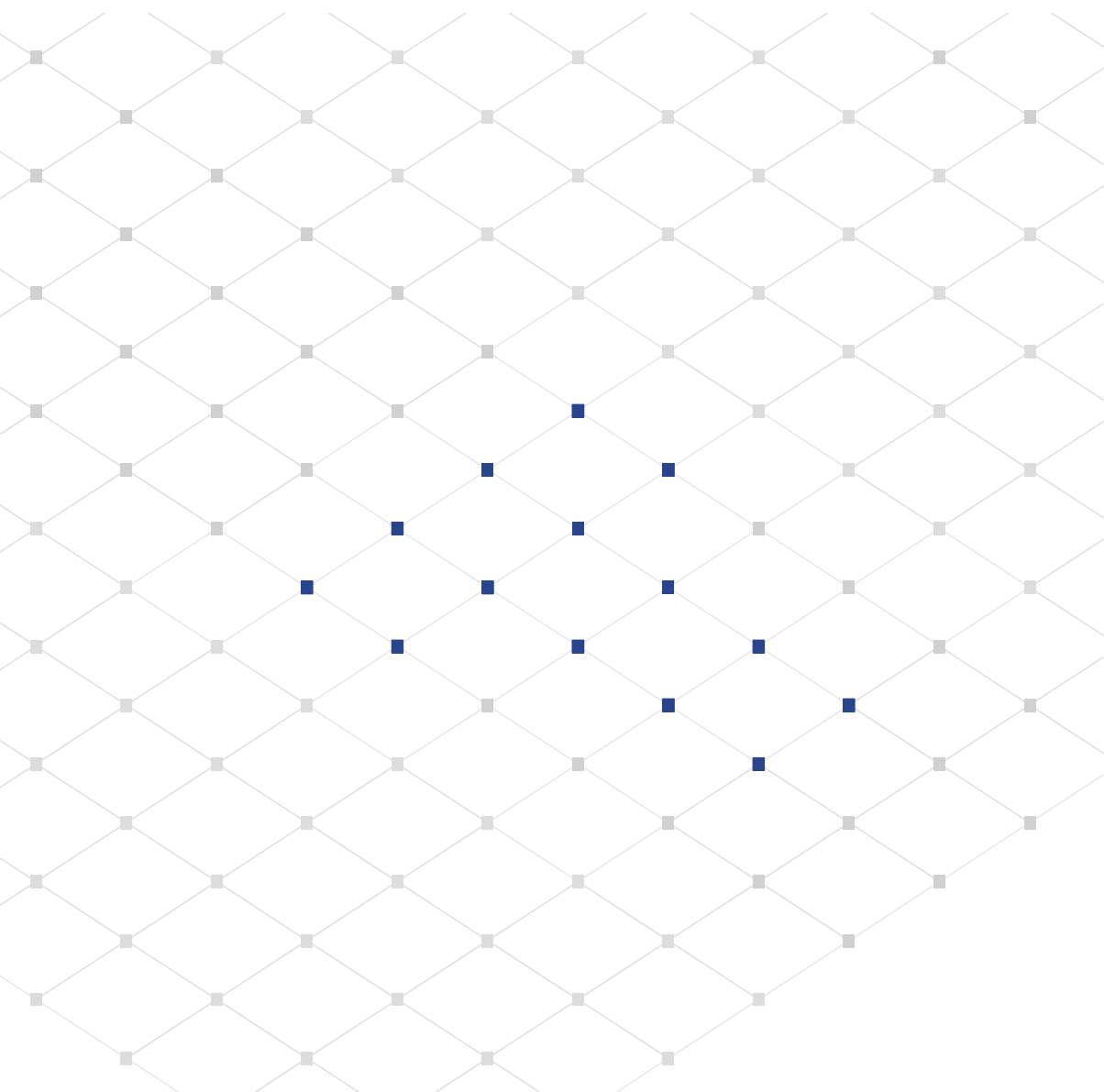


All figures are in PKR millions

Performance Overview

P&L - 2020 vs 2019 (Actual)

	Actual YTD 2020	Actual YTD 2019	Variance %
Rupees in '000'			
Premium revenue	1,130,165	753,110	50%
Premium ceded to reinsurers	(178,325)	(110,326)	62%
Movement in insurance liabilities	(81,157)	(147,033)	-45%
Net Premium Revenue	870,683	495,751	76%
Investment income	48,472	42,164	15%
Other income / (loss)	(224)	-	100%
	48,248	42,164	14%
Net Income	918,931	537,915	71%
Insurance benefits	(720,840)	(385,963)	87%
Acquisition expenses	(187,844)	(87,219)	115%
Administrative Expenses	(360,658)	(334,833)	8%
Financial Charges	(929)	(726)	28%
	(1,270,271)	(808,741)	57%
Tax expense	(516)	(438)	18%
Profit & loss after tax	(351,856)	(271,264)	30%
Loss ratio	83%	78%	
Acquisition cost / Premium	17%	12%	
Admin cost / Premium	32%	44%	
Loss for the period / Premium	31%	36%	



Pakistan's leading technology driven
conglomerate with a diverse investment
portfolio and a vision to disrupt, innovate,
and create value

TPL Corp

Group Revenue

“PKR’000”

Description	Actual Jul - Dec-20	Actual Jul - Dec-19	Variance Amount	%
TPL Corp	-	-	-	0%
TPL Trakker	907,464	791,956	115,507	15%
TPL Insurance	1,072,653	1,093,769	(21,116)	(2%)
TPL Life	467,218	364,523	102,695	28%
TPL Security Services	62,666	68,171	(5,505)	(8%)
TPL Properties	191,741	226,589	(34,848)	(15%)
	2,701,741	2,545,008	156,733	6%

TPL Corp

Consolidated Profit & Loss Account

“PKR’000”

Description	Actual Jul - Dec-20	Actual Jul - Dec-19	Variance Amount	%
Turnover - net	2,701,741	2,545,008	156,733	6%
Cost of sales and services	(2,357,288)	(1,954,763)	(402,525)	(21%)
Gross profit	344,453	590,245	(245,792)	(42%)
Distribution expenses	(76,133)	(188,203)	112,070	60%
Administrative expenses	(648,134)	(580,294)	(67,841)	(12%)
Operating profit	(379,814)	(178,251)	(201,563)	(113%)
Other expenses	(6,014)	(1,274)	(4,740)	(372%)
Finance costs	(379,685)	(570,287)	190,602	33%
Other income	162,195	91,712	70,484	77%
Gain on revaluation of Property	9,933	307,663	(297,730)	(97%)
Share of loss from investment in associates - net	-	(23,992)	23,992	100%
Add/(Less): Share of PTF	18,141	(80,690)	98,831	122%
Loss before taxation	(575,244)	(455,120)	(120,124)	(26%)
Taxation	(80,687)	(38,449)	(42,238)	(110%)
Loss for the year	(655,931)	(493,569)	(162,361)	(33%)
Other comprehensive income / (loss) for the period net of tax	19,955	(15,205)	35,160	231%
Less: Share of PTF	-	-	-	-
Total comprehensive income/ (loss) for the period	(635,976)	(508,775)	(127,201)	(25%)
Profit / (loss) for the period attributable to:				
Owners of the Holding Company	(520,315)	(659,358)	139,042	21%
Non-controlling interest	(135,615)	165,788	(301,404)	(182%)
	(655,931)	(493,569)	(162,361)	(33%)
Loss per share - basic and diluted	(1.95)	(2.47)	0.52	21%



Thank You