



# Corporate Briefing Session

**IGI Holdings Limited**  
**May 17, 2022**



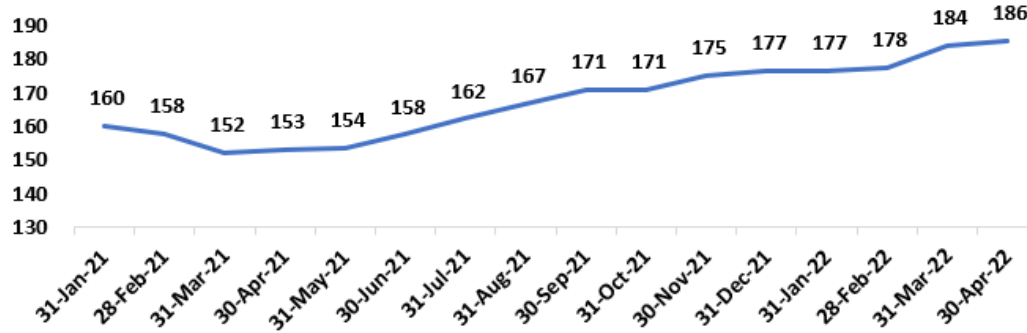
# Content

1. Company Overview
2. Investment Portfolio
3. Financial Highlights
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# Economic Overview

PKR/USD Exchange Rate

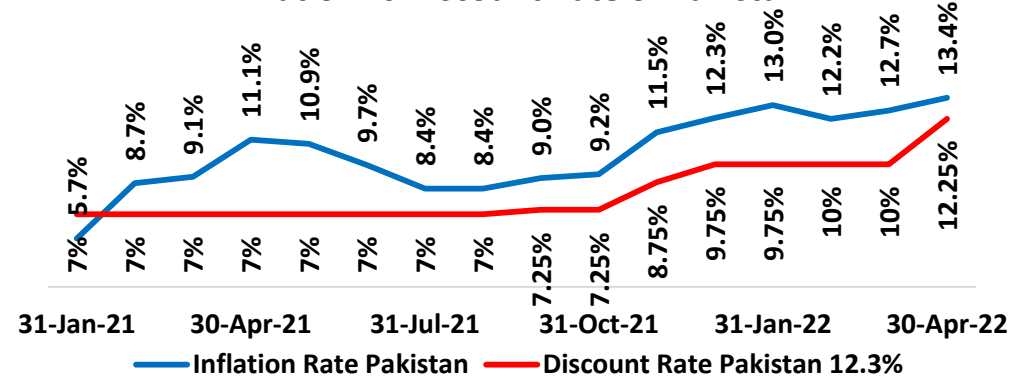


Latest exchange rate: May 16, 2022 – PKR 194.5/ USD

## USD:PKR

- Pak Rupee depreciated to an all-time low against USD amid fall in SBP reserves due to debt repayments and rising CA deficit.
- Rising CA deficit, will keep the currency under pressure in near future.
- USD rate hovering at PKR 194+ on May 17

Inflation vs Discount Rate of Pakistan



Discount rate was increased to 12.25% (250BP+) during April-2022.

## Inflation:

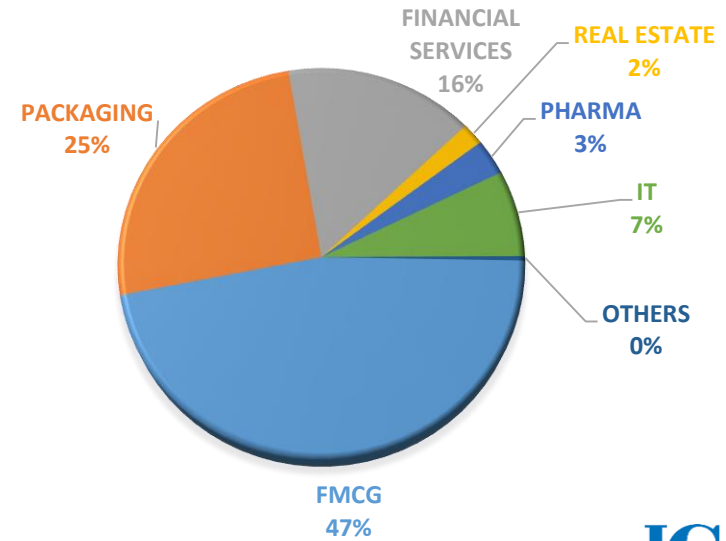
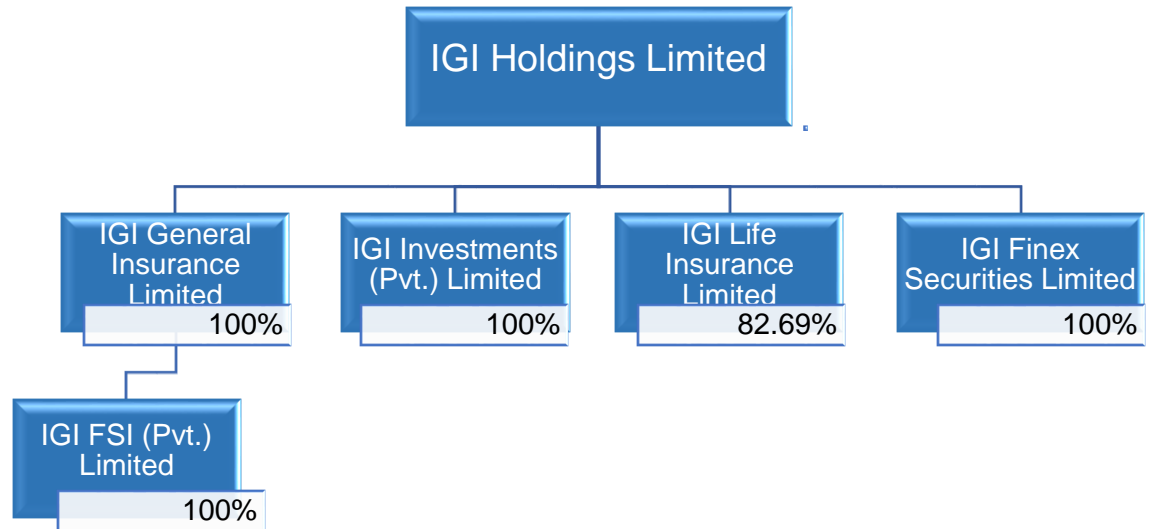
- YoY Inflation increased to **13.4%** during April largely due to food and Utilities inflation.
- Elevated commodity and petroleum prices are expected to keep inflation in double digits in coming months.

**Interest rate outlook:** SBP has indicated that higher than expected adverse movement in CAD and inflation levels due to on-going Russia-Ukraine conflict and high commodity prices could necessitate further changes in the policy rate.



# About IGI Holdings Limited

- Public Listed Company – operating as an investment holding company
- Has investments in financial services, packaging, food and beverage, household cleaning products, pharma and IT companies
- Has **Credit Rating AA (Long Term) and A1+ (Short term)** by PACRA.





# Standalone financial performance

Year ended December 31, 2021



# IGI Holdings

## Profit and Loss — December 31, 2021 vs 2020

Dividend Income

**Rs. 1,260 m vs Rs. 1,110 m**

Profit before tax

**Rs. 1,099 m vs Rs. 975 m**

Profit after tax

**Rs. 1,090 m vs Rs. 944 m**

Earnings per share

**Rs. 7.64 vs Rs. 6.62**



# IGI Holdings Balance Sheet

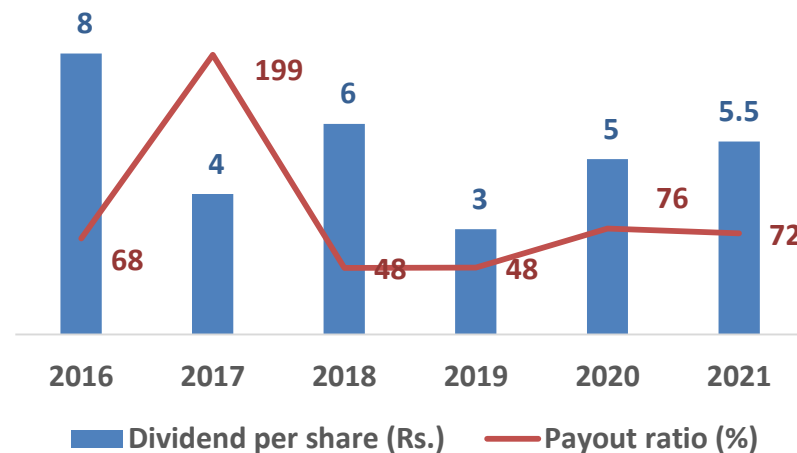
	Dec 31, 2020	Dec 31, 2021
<b>Assets</b>		
Investment in subsidiaries	15,837,753	15,852,412
Dividend receivable	150,000	-
Tax recoverable	46,724	45,353
Withholding tax recoverable	6,530	6,530
Advance payment against super tax levy	-	33,142
Deferred tax asset	21,086	17,551
Bank balances	32,385	85,773
	<b>16,094,478</b>	<b>16,040,761</b>
<b>Liabilities</b>		
Long term loan	600,000	300,000
Short term loan	1,157,699	1,324,965
Accrued markup on long term & short term finances	22,991	13,351
Group shared services payable	8,241	3,781
Accrued expenses	4,578	9,570
Unclaimed dividend	28,749	25,900
	<b>1,822,258</b>	<b>1,677,567</b>
<b>Net Assets</b>	<b>14,272,220</b>	<b>14,363,194</b>
<b>Net Assets - IGI Bank</b>		
- Assets	233,155	233,782
- Liabilities	213,742	215,367
	<b>19,413</b>	<b>18,415</b>
<b>Equity</b>	<b>14,291,633</b>	<b>14,381,609</b>

2020 Final Dividend paid @ Rs. 5 per share (Rs. 713 M)

2021 Interim Dividend paid @ Rs. 2 per share (Rs 285 M)

Long term loan installment repaid Rs 300 M

## Dividend per Share





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# IGI General Insurance Limited



# Product Portfolio

Property & Casualty



Health

Motor



Travel

Engineering & Bond



Takaful

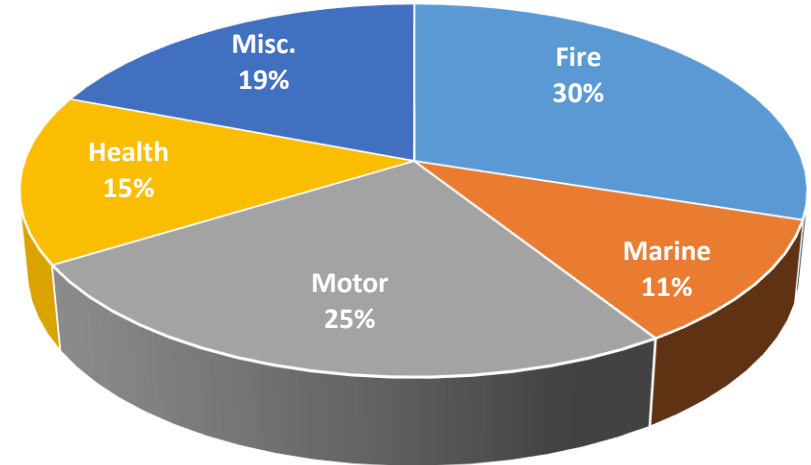
Marine



Liability

FY 2021 GWP  
Rs. 8.5 billion  
(42% YoY Growth)

Market share  
~7.6%





# Major Customers





# Financial Highlights – December 31, 2021 vs 2020

Gross Written Premiums  
Rs. 8,511 m vs 6,014 m

Net Premium Revenue  
Rs. 2,716 m vs Rs. 2,321 m

Underwriting profit (incl. Takaful)  
Rs. 392 m vs 343 m

Investment Income  
Rs. 182 m vs Rs. 369 m

Profit before Tax  
Rs. 603 m vs Rs. 685 m

Profit after Tax  
Rs. 427 m vs Rs. 486 m

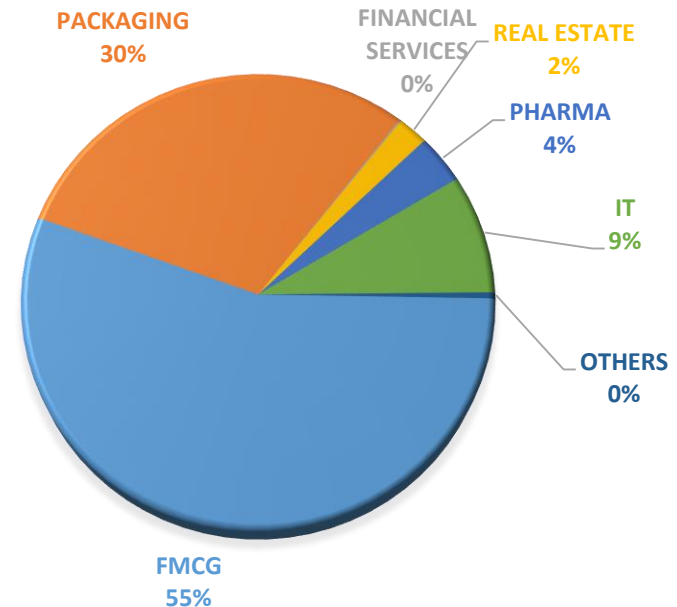


# IGI Investments (Pvt.) Limited



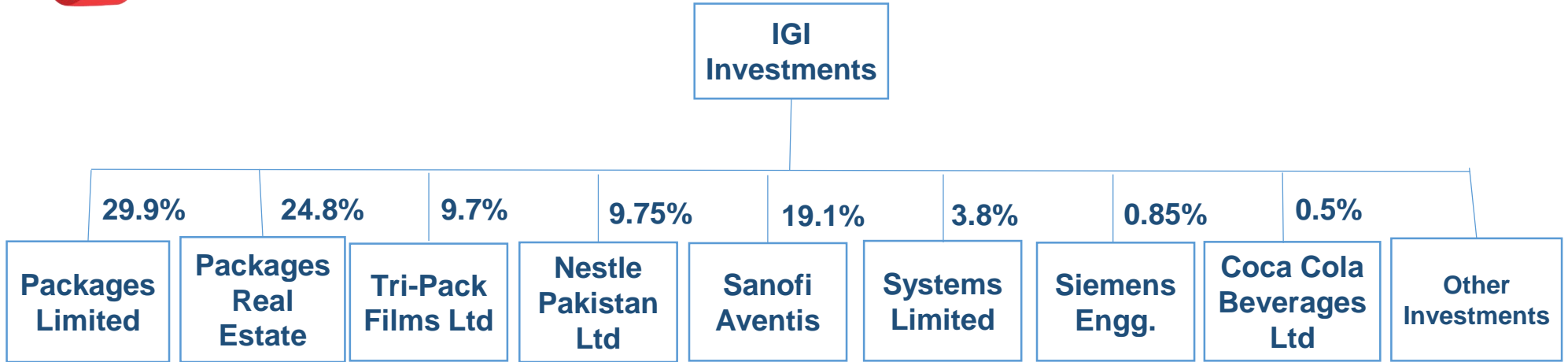
# About IGI Investments

- Operating as an investment holding company
- Has an investment base of Rs. 47 billion (Book Value Rs. 16 billion)
- Has investments in packaging, FMCG pharma, real estate and IT sectors
- During the year 2021, the Board of Directors of the Company have approved proposals of following investment opportunities, subject to due diligence and completion of applicable corporate and regulatory approvals:
  - Acquisition of 20% equity stake in Milvik Mobile Pakistan Limited (BIMA Pakistan), a company engaged in the business of providing consumers with microinsurance products and digital health services.
  - Acquisition of 5.87% further equity stake in Sanofi Aventis Pakistan Limited (Sanofi Pakistan) [current holding: 19.1%] as part of Investor Consortium which includes Packages Limited and affiliates of Arshad Ali Gohar Group for purchase of the entire 52.87% shareholding of Sanofi Foreign Participants B.V. held in Sanofi Pakistan.





# INVESTMENT PORTFOLIO





# Financial Highlights – December 31, 2021 vs 2020

Dividend Income

**Rs. 1,825 m vs Rs. 1,143 m**

Profit after Tax

**Rs. 1,351 m vs Rs. 727 m**

Investments

**Rs. 40,061 m vs Rs. 41,613 m**

Equity

**Rs. 38,105 m vs Rs. 39,468 m**



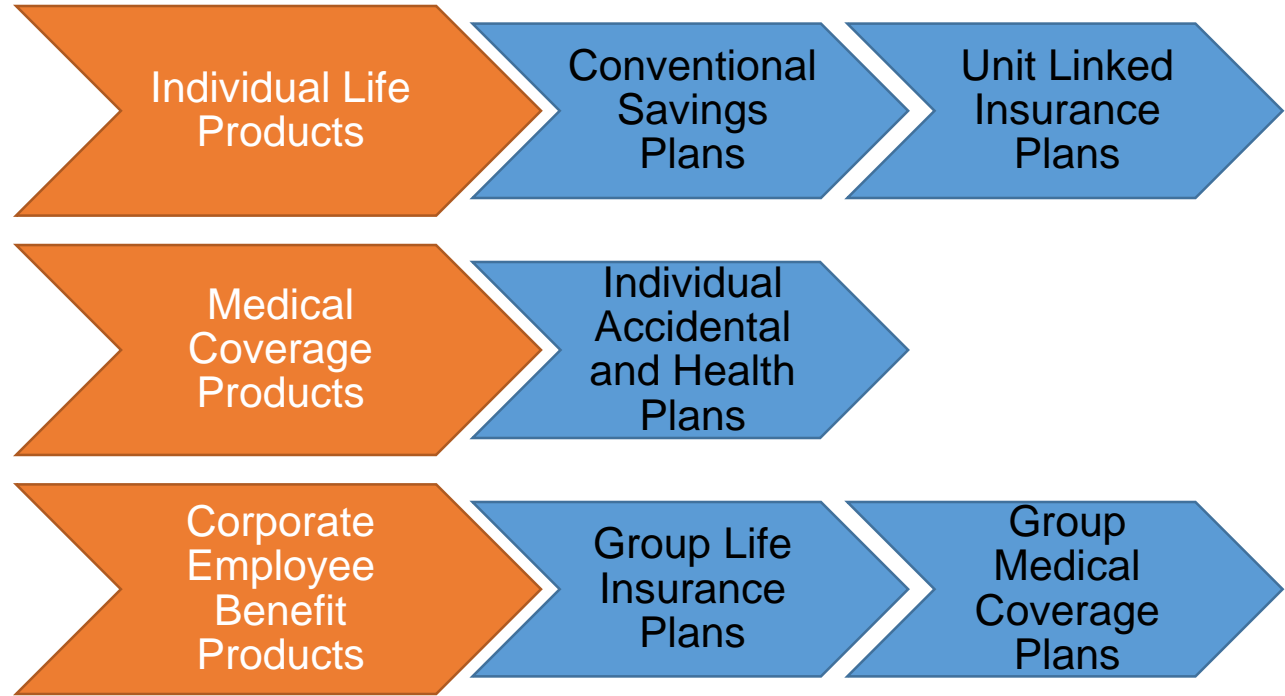


# IGI Life Insurance Limited



# Product Suite of **IGI** *Vitality* Life

Attempting to Disrupt  
through “Innovation”  
*Brought in Vitality  
to Pakistan*





# Our Business Partners

## Banca Partners

- Standard Chartered Bank
- Bank Alfalah
- Soneri Bank
- Silk Bank
- Dubai Islamic Bank

## Reinsurance Partners

- Hannover Re
- Munich Re

## Corporate Relations

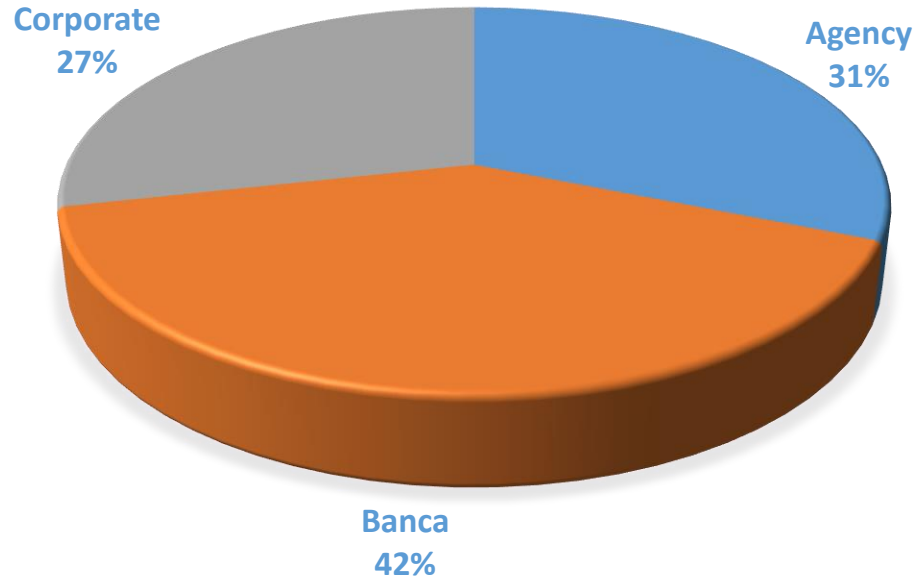
Over 500 Relations



# Gross Premium Analysis

Overall Gross Premium Rs. 7,056 million FY 2021

## GROSS PREMIUM



# Profit and Loss Account

## For the year ended December 31, 2021



The past year has also been very challenging due to COVID-19 pandemic which has caused immense stress and disruptions of many businesses.

Gross Premium written stood at Rs. 7.05 billion as compared to Rs. 6.16 billion in 2020. Vitality continues to spearhead our growth and over the course of last two years, across all distribution channels,

These three trends – high claims incidence due to Covid pandemic, lower investment income due to lower interest rates and strain due to higher topline growth - have resulted in loss for the year ended December 31, 2021. However, the growth in our Gross Premiums and specially in the first-year regular premiums have helped in increase in the value of new business. This value created will flow through our books in the future years.

Company has generated lower return on investments due to volatile market conditions during the year due to smart lockdowns, rapid monetary tightening, increase in commodity demand, rising current account deficit, inflation, and political uncertainty

The Company has recorded loss after tax of Rs. 349.15 million in 2021 against loss after tax of Rs. 95.72 million in 2020 (including surplus/deficit of statutory funds).

The major reason for this loss is increase in acquisition costs for expanding its distribution channels of business and adverse loss ratios in health and life business due to COVID-19. The management is addressing these issues by revisiting acquisition costs and repricing the products of corporate life and health business.

Description	December 31, 2021	December 31, 2020
	Rupees in 000's	
Gross Premium	7,056,672	6,160,785
Net Premium	6,837,969	5,949,885
Net claims (including surrenders)	4,917,339	4,295,989
Investment Income (including other income)	1,322,080	1,996,733
Charge / (reversal) of insurance liabilities	734,670	(1,237,032)
Acquisition cost	2,079,649	1,682,731
Admin Expenses	937,641	836,853
Loss before tax	(492,237)	(135,987)
Loss after tax	(349,157)	(95,725)
LPS	(2.05)	(0.56)



# IGI Finex Securities Limited



# Introduction to IGI Securities

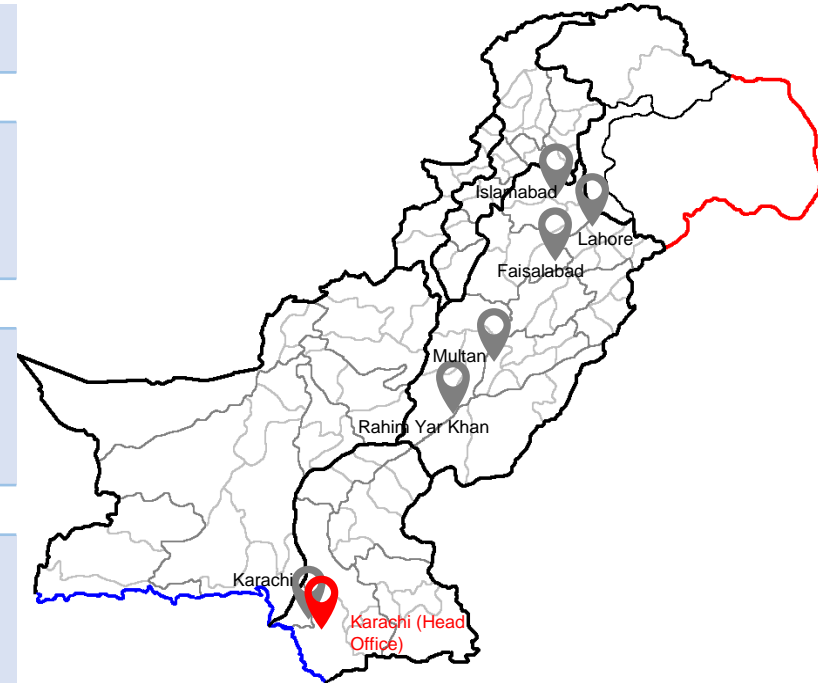


✓ *Established in 1994; Serving for 25 years.*

✓ *TREC holder of Pakistan Stock Exchange; Corporate member of Pakistan Mercantile Exchange.*

✓ *Branch network in Karachi, Lahore, Islamabad, Faisalabad, Rahim Yar Khan & Multan*

✓ *Online trading platform (internet and mobile based) that caters to clients locally as well as abroad.*





# Products and Services

## Equity Brokerage

10,000+ clients in more than 60 cities across Pakistan as well as abroad; Comprising institutions, corporate, high net worth and retail investors.

Market share of +/- 3%.

## Commodity Brokerage

Commodity brokerage service provided by IGI Securities offers trading opportunities to customers at Pakistan Mercantile Exchange (PMEX) – online commodity exchange of Pakistan.

## Research

The research coverage extends over 45 companies across major sectors. Our research papers include:

1. **Day Break:** IGI's daily publication keeping an investigative eye on news on the corporate, economic and political front.
2. **Equity Research:** In depth individual, thematic, and sectoral reports spanning across major sectors.
3. **Economy and Strategy:** Annual Strategy, Monthly and Quarterly Economic reviews, Monetary Policy preview and reviews, Federal Budget preview and reviews.
4. **Flash Note:** This report provides information and analysis by Research team on new updates and corporate results.

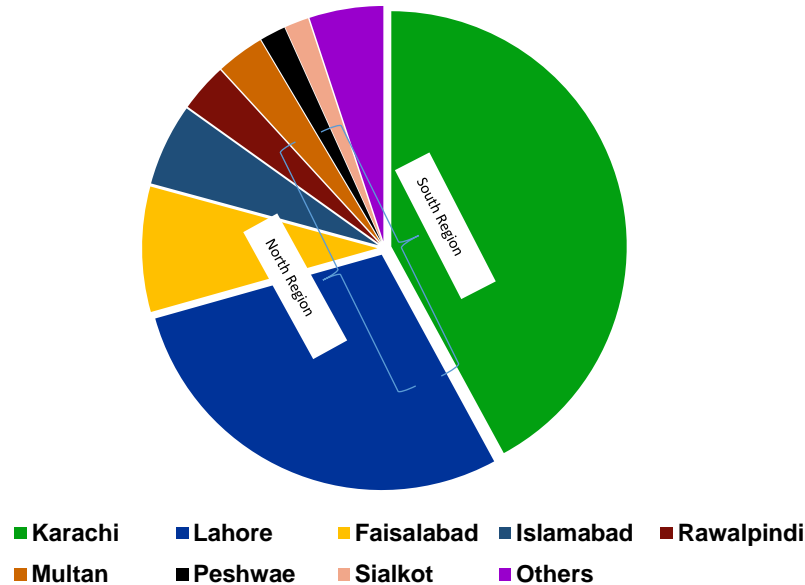




# Retail Footprint

Offering online trading to clientele through iTrade (Internet & Mobile Trading)  
Client base spread over **60 cities** across Pakistan as well as abroad  
Over **10,000** retail accounts

### City Wise Client Distribution





# Financial Highlights – 2021 vs 2020

PKR mn	2021	2020	% change
Average daly volume (No. of shares) - PKR mn	558	389	↑ 43%
Average daily value (Rs.) PKR - bn	22	15	↑ 47%
	Rupees in '000		
Operating revenue	287,116	186,970	↑ 54%
Other income / (expenses)	39,271	39,346	↑ 0%
	326,387	226,316	↑ 44%
Administrative and operating expenses	224,300	173,544	↑ 29%
Financial Charges	706	658	↑ 7%
Profit / (loss) before taxation	101,381	52,114	↑ 95%



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# Consolidated financial performance of the Group

Year ended December 31, 2021



# IGI Holdings consolidated results

FY 2021 vs 2020

Revenue

**Rs. 12,661 m vs Rs. 11,498 m**

Profit before tax

**Rs. 3,159 m vs Rs. 2,222 m**

Profit after tax attributable to Parent

**Rs. 2,650 m vs Rs. 1,737 m**

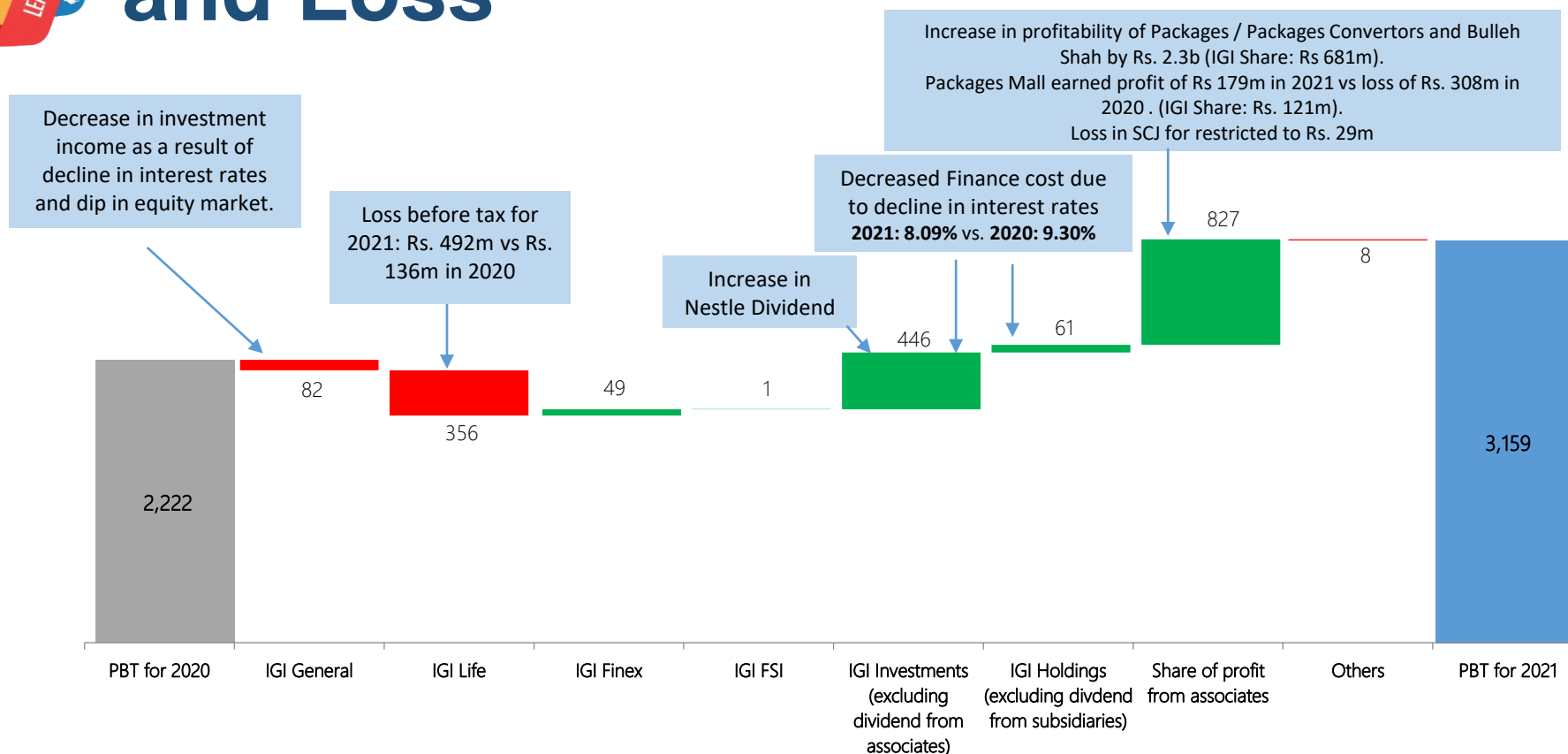
Earnings per share

**Rs. 18.58 vs Rs. 12.18**



# IGI Holdings - Consolidated Profit and Loss

Rupees in millions





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