



# Corporate Briefing Session

**IGI**  

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Life

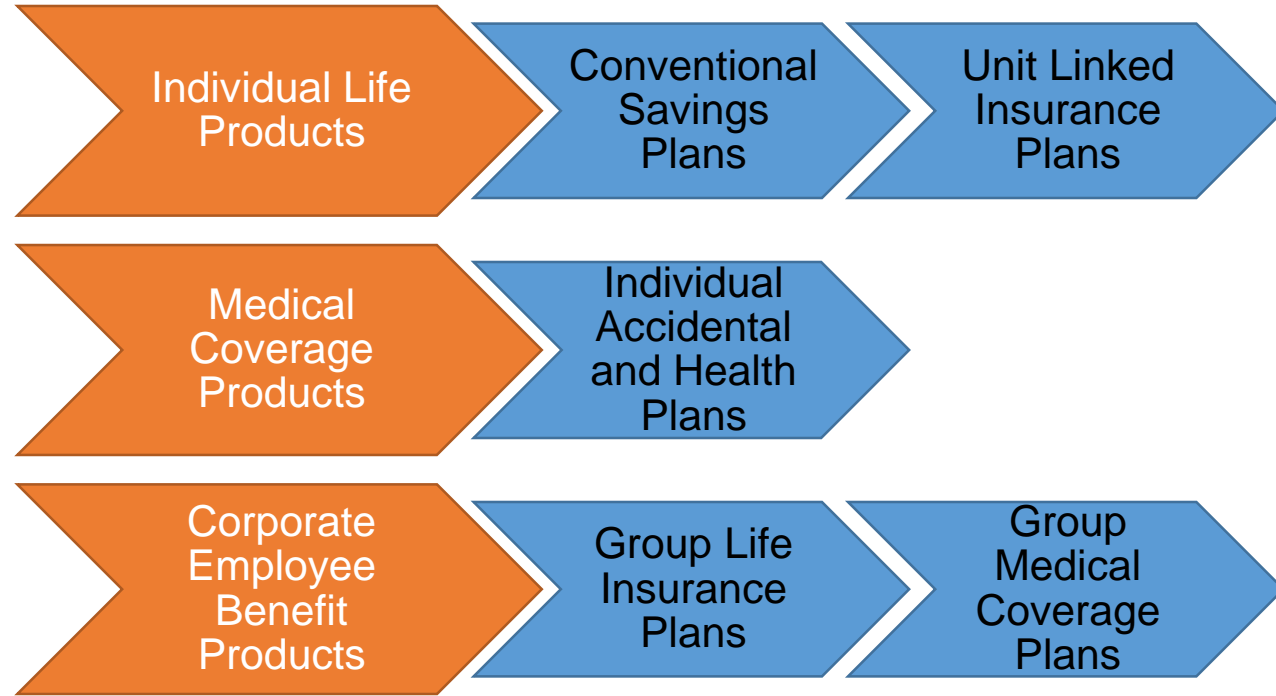
**Vitality<sup>®</sup>**

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# Product Suite of IGI Life Vitality<sup>®</sup>

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



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# Vitality – A Success Story

Operates in more than 22 countries globally\* with over 10 million Vitality members.

200 thousand  
new members  
each month



Launched in 1997

The model is built on a foundation of **40 million** life years of health, life and insurance data linked to wellness behavior

Every **single minute** this platform tracks roughly a **1,000 activities** and picks up about **50 biometric readings**

<https://www.linkedin.com/pulse/dia-interview-andre-nepgen-discovery-all-ecosystems-roger-peverelli>  
<https://www.forbes.com/sites/tobyshapshak/2018/11/14/south-africas-biggest-medical-aid-discovery-launches-first-behavioural-bank/#6dedd2a57900>  
<https://www.vitality.co.uk/careers/our-history/>

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# 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



# Profit and Loss Account

## For the year ended December 31, 2019

- The Gross premium written by the Company were almost same as LY due to shift of focus on regular business than single premium.
- Investment income increased by 54% increased interest rates
- The report loss after tax of Rs. 246 million as compared to loss before tax of Rs. 95 million in the corresponding period last year due to:
  - The launch of Vitality wellness program and implementation of new IT based core business applications. This required significant expense to be incurred.

Description	December 31, 2019	December 31, 2018
	Rupees in 000's	
Gross Premium	4,814,857	4,793,561
Net Premium	4,656,663	4,656,321
Net claims (including surrenders)	4,770,078	5,122,635
Investment Income (including other income)	1,659,314	1,073,768
Charge / (reversal) of insurance liabilities	(154,169)	(683,320)
Acquisition cost	927,462	711,544
Admin Expenses	1,018,403	713,306
Loss before tax	(245,797)	(134,076)
Loss after tax	(176,718)	(94,703)
LPS	(1.29)	(0.78)



# Profit and Loss Account

## For the quarter and three months ended March 31, 2020

- The Gross premium written by the Company had increased by 4% as compared to same period LY.
- Investment income increased by 4% due to effective treasury management
- Earned profit after tax of Rs. 1.254 million as compared to loss before tax of Rs. 25.712 million in the corresponding period last year due to:
  - Reduced claims;
  - Better Investment Management despite of volatile environment in both fixed income and equity market.
- Vitality now accounts for over 20% of our new business portfolio and we are confident that the investment made in this product will pay off in the years to come, leading to a healthy growth in our sales as well as profits.
- We are aware that consumers and businesses of all sizes are under immense stress due to Covid-19 pandemic. We at IGI Life are working to find new ways to meet your needs and through a better usage of technology and resources are ensuring that our quality of service is not affected in any manner.

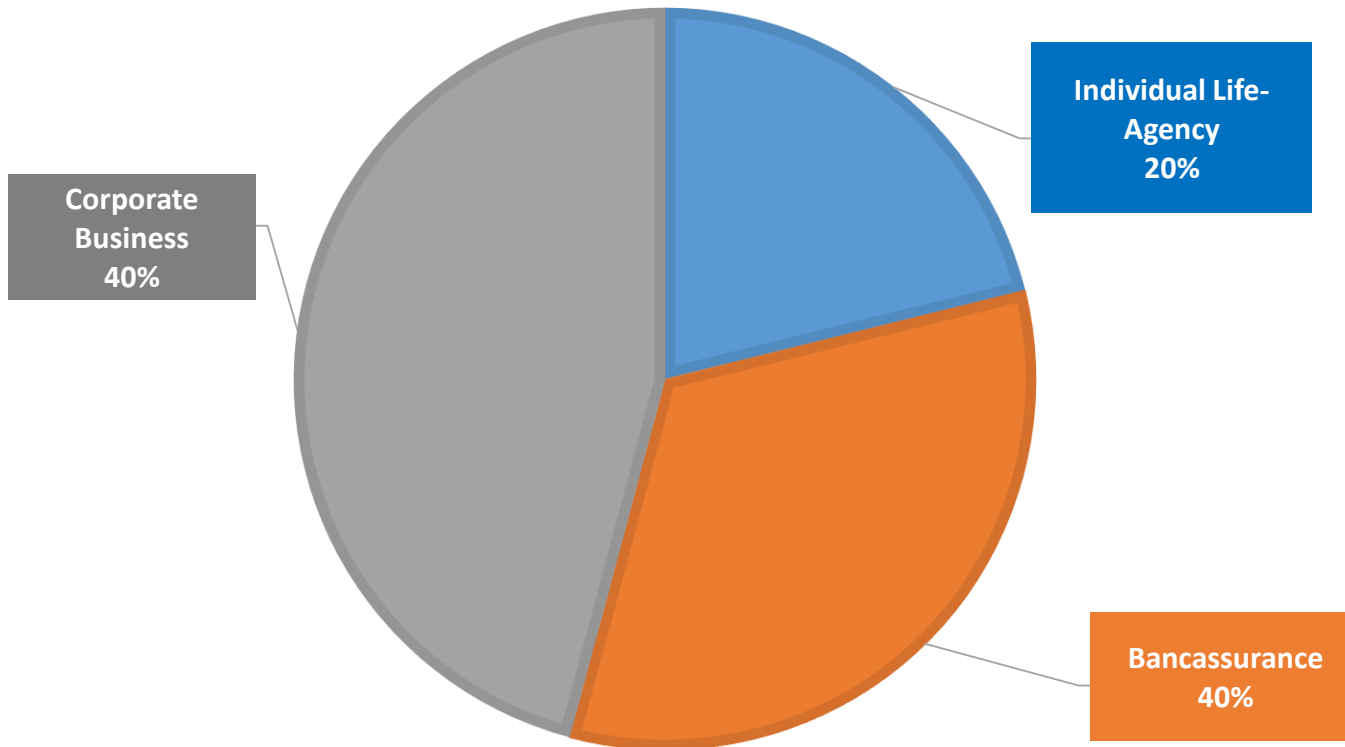
Description	March 31, 2020	March 31, 2019
	Rupees in 000's	
Gross Premium	1,346,124	1,300,439
Net Premium	1,301,093	1,269,591
Net claims (including surrenders)	1,335,799	1,366,510
Investment Income (including other income)	369,592	354,543
Charge / (reversal) of insurance liabilities	(99,196)	(61,215)
Acquisition cost	203,833	160,734
Admin Expenses	228,995	183,817
Profit / (loss) before tax	1,254	(25,712)
Profit / (loss) after tax	891	(18,256)
EPS / (LPS)	0.01	(0.12)

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# Gross Premium Analysis

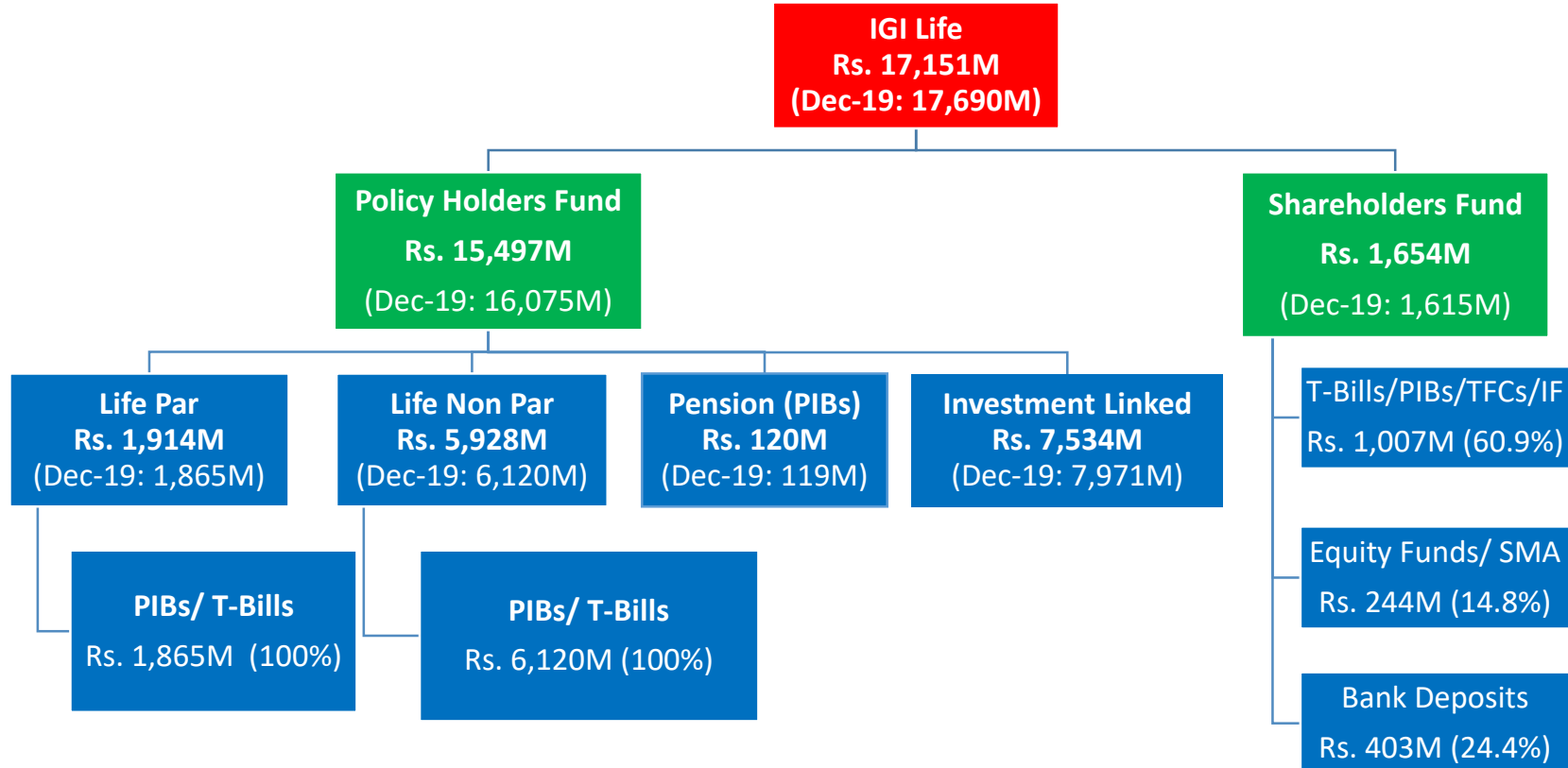
Overall Gross Premium Rs. 1.347 million Jan – Mar 2020



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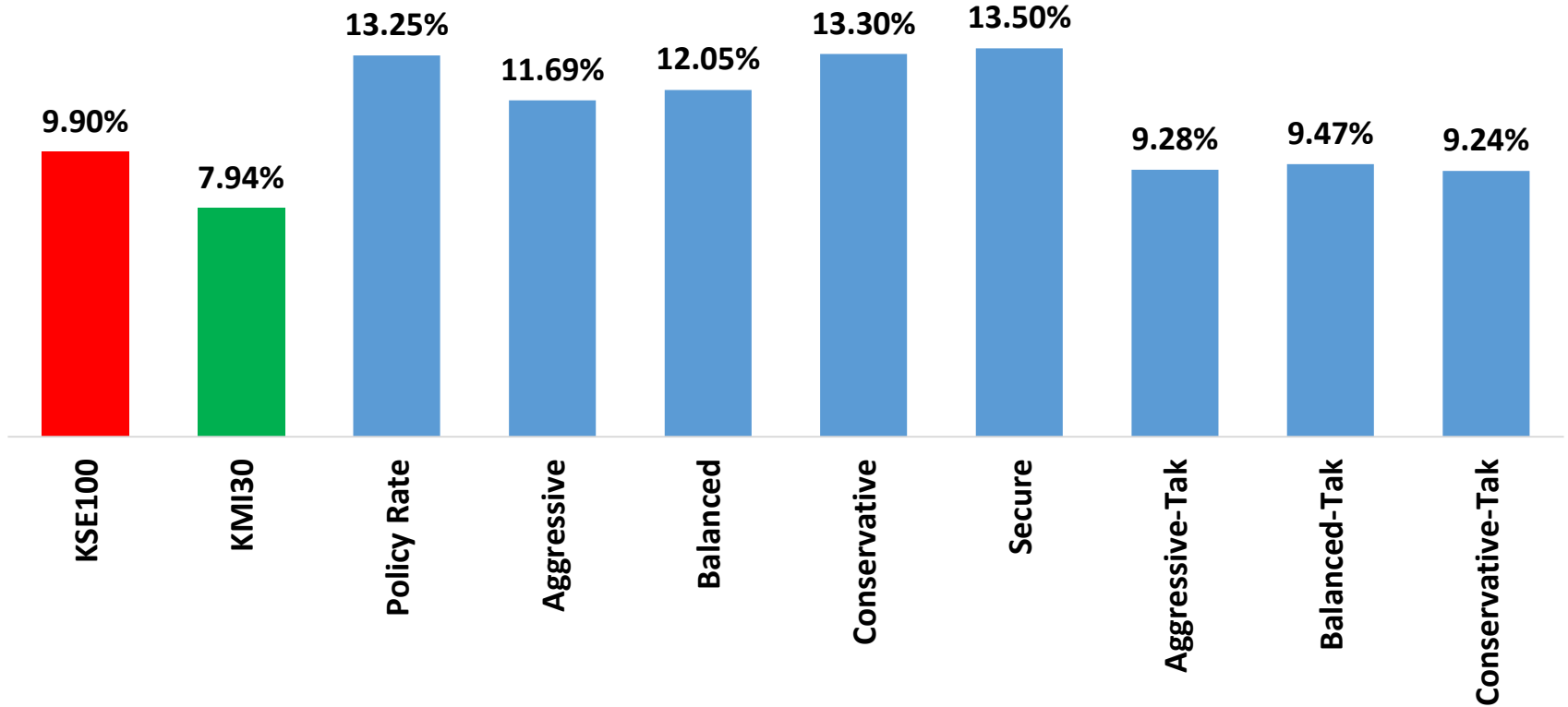
# Assets Under Management







# Investment Performance (Jan 2019 - Dec 2019) – Absolute Returns



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# Thank you

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