

PSX Corporate Briefing FY 2025



Strategic Objectives



Increase market share & attain profitability in direct distribution model



Capitalize strategic partnerships to capture digital space



Bring product innovation to strengthen long term value for our customers



Create product awareness and its value proposition among masses



Achieve excellence in quality of sales and after sales service



Prepare for new lines and territories of business, especially exploring retail health insurance



Distribution footprint

Bancassurance
<ul style="list-style-type: none">• Bancassurance acts as the major driver of revenue for the company generating 82% of the New Business.• About 877 sales representative of the company are currently working in bancassurance segment• Adamjee life Market share of total banca industry is 22%• Major partners include MCB Bank, MCB Islamic and HMB in both conventional and Islamic window.

Direct Distribution
<ul style="list-style-type: none">• Private sector market share of 10%.• The Company has built a strong distribution network of 67 sales offices including smart offices across the country generating 18% of the new Business.• A direct sales force of more than 2,289 agents is working to bring long term business

Group Life
<ul style="list-style-type: none">• Number of Corporate accounts as at 2025 is 278• Gross Premium underwritten in year 2025 is Rs. 1.426 billion.• Claim ratio is 83.55% (54.53% Net of RI Recoveries)• Adamjee life private sector market share is 7%.



Six Year Financial Review -1

Description	2025	2024	2023	2022	2021	2020
Rs. in Million.....					
BALANCE SHEET						
Paid up capital	2,625	2,500	2,500	2,500	2,500	935
Reserves	2,154	1,884	1,048	772	585	527
Equity (unappropriated profit)	1,555	1,049	870	476	164	28
Investments (Market Value)	123,463	105,751	78,608	60,771	49,678	38,547
Investment Property	1,182	1,155	1,065	944	939	855
Fixed Assets	928	924	319	367	370	402
Cash & Bank deposits	6,412	6,246	3,927	5,317	9,726	9,955
Other Assets	2,607	2,352	2,171	1,768	1,204	1,080
Total Assets	134,593	116,428	86,090	69,166	61,918	50,839
Total Liabilities	128,259	110,996	81,672	65,418	58,668	49,349
Financial Strength Rating (PACRA)	AA	A++	A++	A++	A+	A+



Six Year Financial Review -2

Description	2025	2024	2023	2022	2021	2020
Rs. in Million.....					
OPERATING RESULTS						
Gross Premium	36,413	30,969	23,351	20,949	20,658	17,101
Net Premium	35,430	30,285	22,686	20,315	20,128	16,537
Investment Income	21,001	26,772	18,062	3,734	3,128	4,285
Net Claims	(32,086)	(24,350)	(18,997)	(14,234)	(9,106)	(6,839)
Acquisition Cost	(3,832)	(3,434)	(3,174)	(3,184)	(3,138)	(2,692)
Net Change In Insurance/Takaful Liabilities	(16,778)	(25,293)	(15,897)	(4,937)	(9,490)	(9,937)
Underwriting Results	3,736	3,980	2,680	1,694	1,522	1,354
Financial Charges	(49)	(12)	(10)	(18)	(24)	(26)
Operating Expenses	(1,542)	(1,432)	(1,129)	(865)	(1,267)	(1,018)
Profit Before Tax	2,145	2,536	1,541	810	231	310
Profit After Tax	1,314	1,554	908	498	174	191
Earnings per share (EPS)	5.01	6.22	3.63	1.99	0.70	2.04



Six Year Financial Review-3

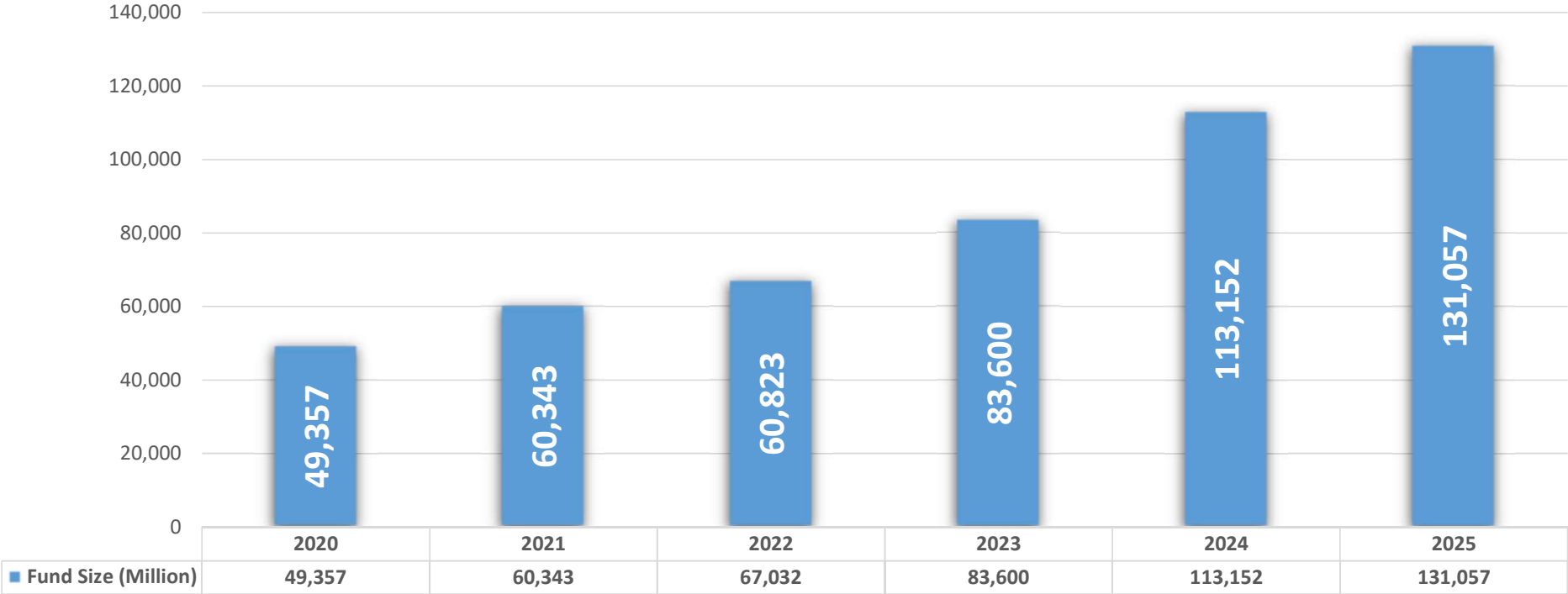
Description	2025	2024	2023	2022	2021	2020
SHARE PRICE ANALYSIS						
Break-up Value Per Share	24.13	21.73	17.67	14.99	13.00	15.93
No. of Shares	262,500,000	250,000,000	250,000,000	250,000,000	250,000,000	93,549,400
Free Float	15%	9%	9%	9%		
Share price at year end	31.50	30.98	24.96	19.49		
Highest Share price during year	38.00	44.50	29.33	19.55		
Lowest Share price during year	25.57	22.00	11.80	19.00		
Market price to Break up value	1.53	1.39	1.41	1.30		
Market Capitalization - (Rupees in Million)	8,269	7,745	6,240	4,873		



Growth Trend in AUM



Assets Under the Management (Millions)





Thank you

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