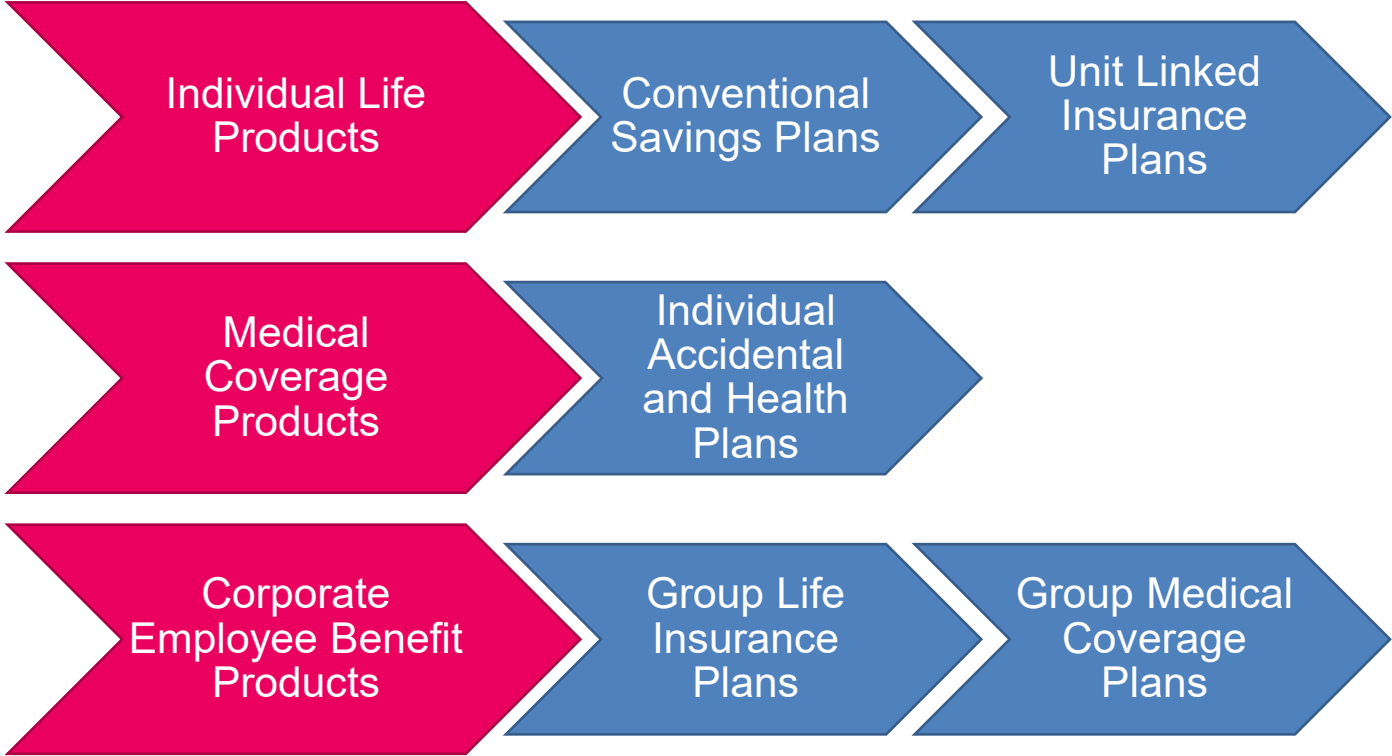


# Corporate Briefing Session 2026

May 22, 2026

# Product Suite of IGI Life Vitality

Attempting to Disrupt through "Innovation"  
***Brought in Vitality to Pakistan***



# Vitality has a global presence

## AMERICAS

- Manulife
- John Hancock
- GEOTAB
- Saludsa equisuiza

## EUROPE

- MULTICARE
- C.S.I.



## ASIA

- 中国平安 PINGAN
- SUMITOMO LIFE
- AIA
- TATA AIA
- IGI Life

## MIDDLE EAST

- SOLIDARITY
- تعاونية tawuniya



**36**  
VITALITY  
MARKETS



**52M**  
LIVES  
IMPACTED

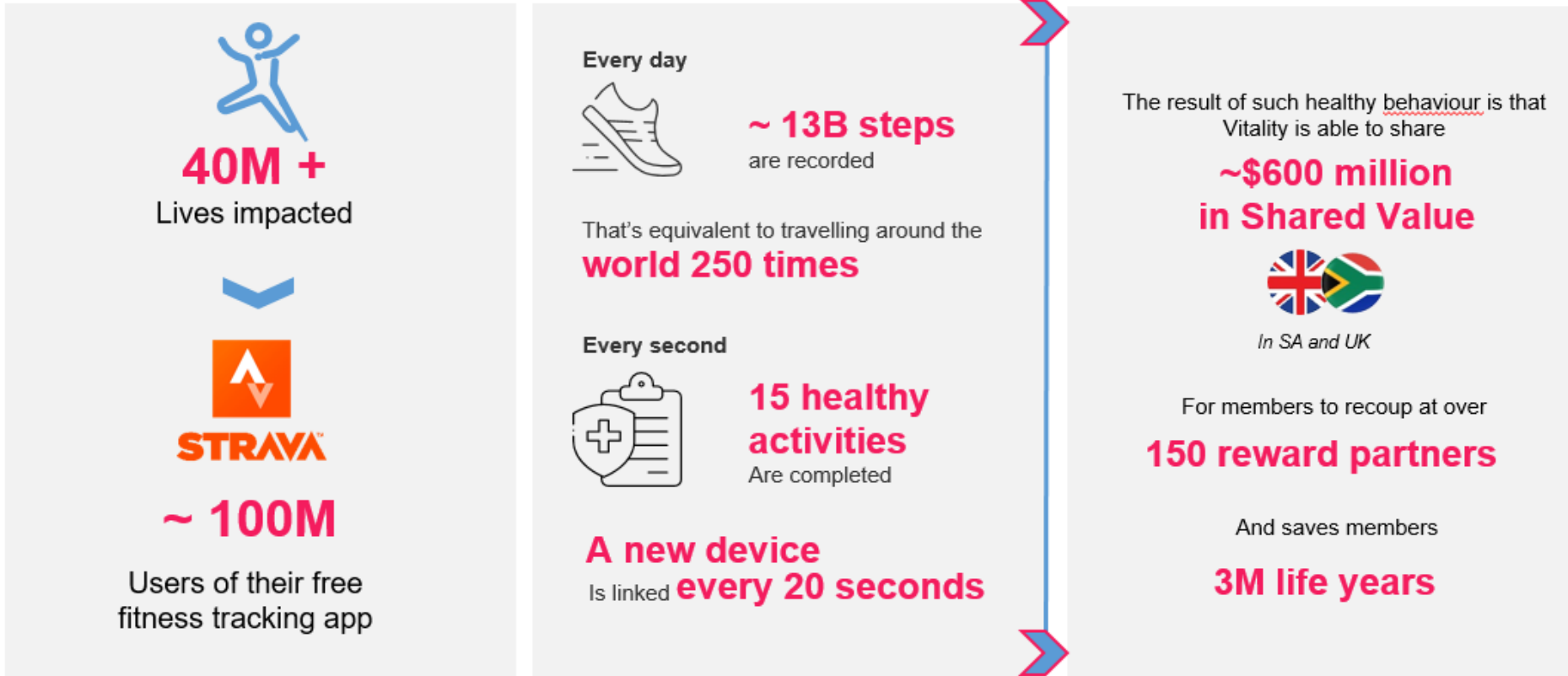


**150+**  
PROGRAMME  
PARTNERS



**100K+**  
NEW DEVICES  
LINKED PER MONTH

# Vitality is changing the world for the better



1997

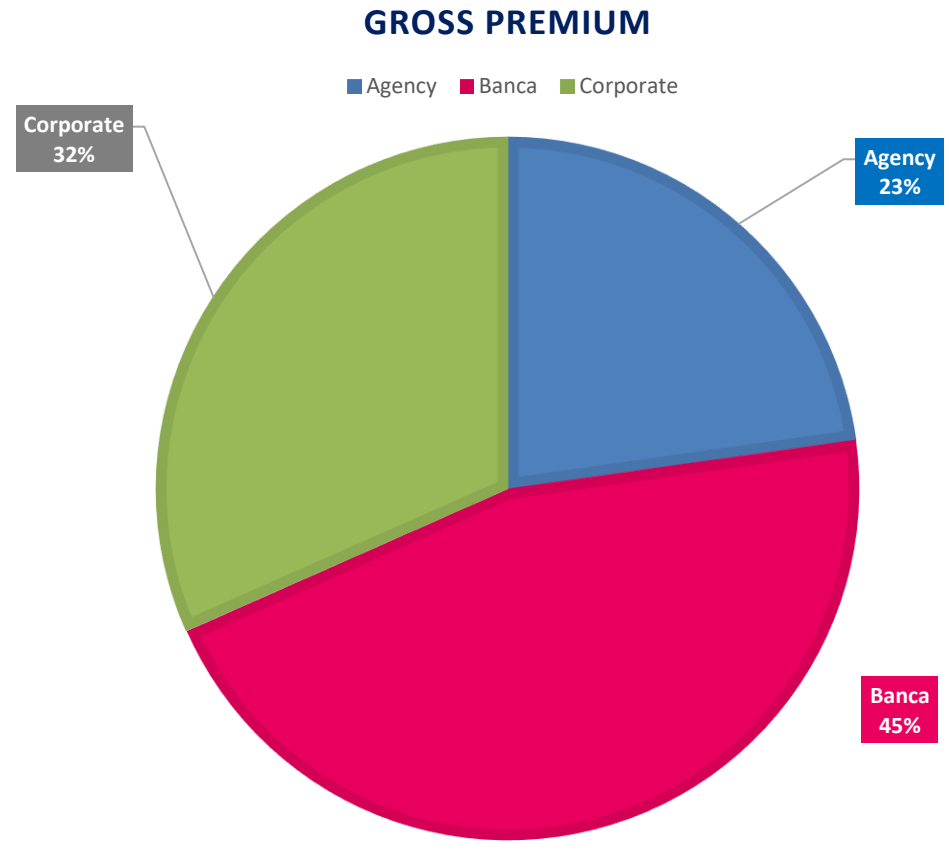
**27 years experience** in behavioural insurance

2024



# Gross Premium Analysis

Overall Gross Premium Rs. 14,104 million Jan – Dec 2025



# Our Business Partners

## Banca Partners

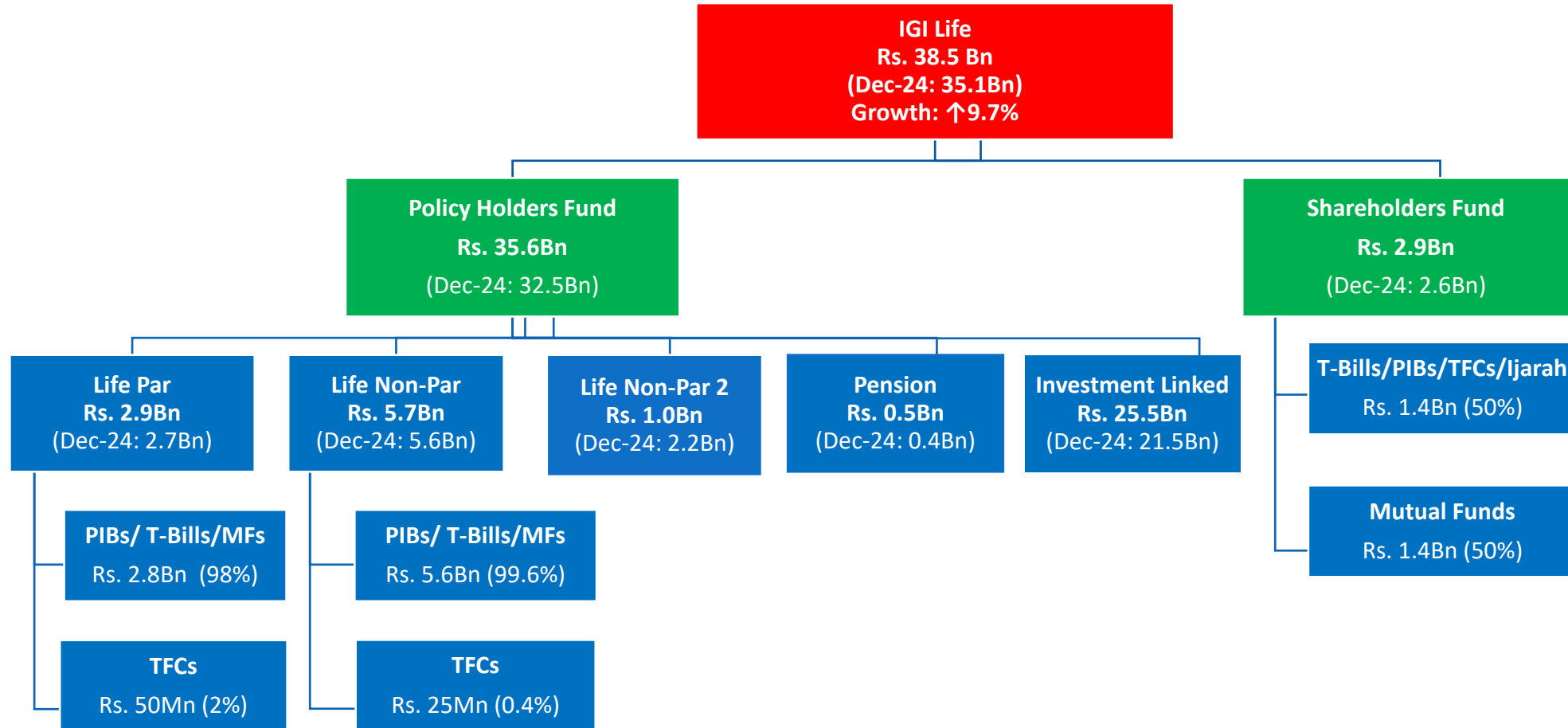
- Standard Chartered Bank
- Bank Alfalah
- HBL
- UBL
- BOP
- Silk Bank
- Dubai Islamic Bank
- MCB
- Allied Bank
- Faysal Bank
- Soneri Bank

## Reinsurance Partners

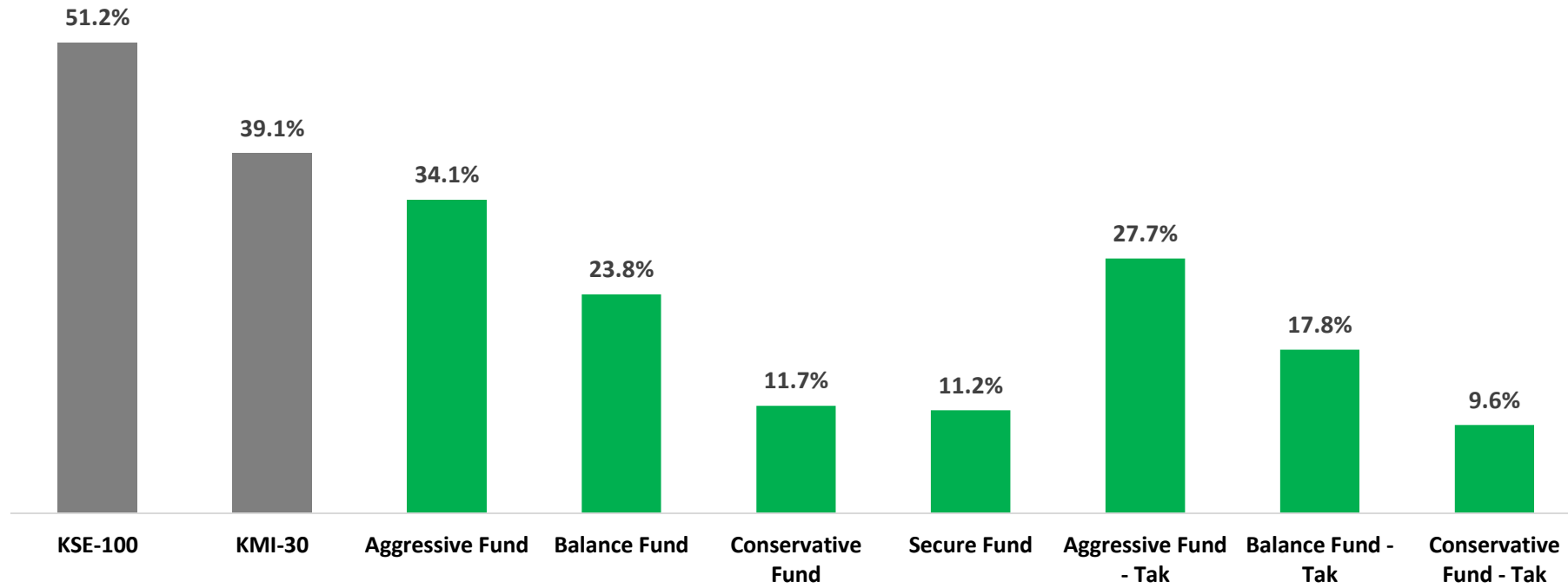
- Hannover Re
- Munich Re
- Hannover ReTakaful

Corporate Relations  
Over 500 Relations

# Investment Portfolio December 31, 2025



# Investment Performance (Jan-2025 – Dec-2025) – Gross Returns



# Profit and Loss Account For the year ended December 31, 2025

During 2025, the Company remained focused on executing its strategic priorities, which resulted in notable improvements in overall performance. Our efforts were directed towards strengthening the Agency and Bancassurance distribution channels, optimizing the corporate business portfolio, and managing administrative and distribution costs efficiently. Our flagship product, Vitality, continued to be a key growth driver, contributing 77% of the regular premium business through both Agency and Bancassurance channels. As a result of these initiatives, the Company achieved Profit before Tax of Rs. 593 million, representing an increase of Rs. 191 million compared to the previous year, despite the challenging macroeconomic environment and persistent inflationary pressures.

During the year, Gross Premium Written, including Takaful contributions, amounted to Rs. 14.10 billion, compared to Rs. 13.49 billion in 2024.

Individual Life Regular Premium (including Takaful contributions) increased by 15%, reaching Rs. 4.64 billion compared to Rs. 4.02 billion in the previous year. The renewal premium base increased to Rs. 3.14 billion (2024: Rs. 2.86 billion), registering a growth of 10%.

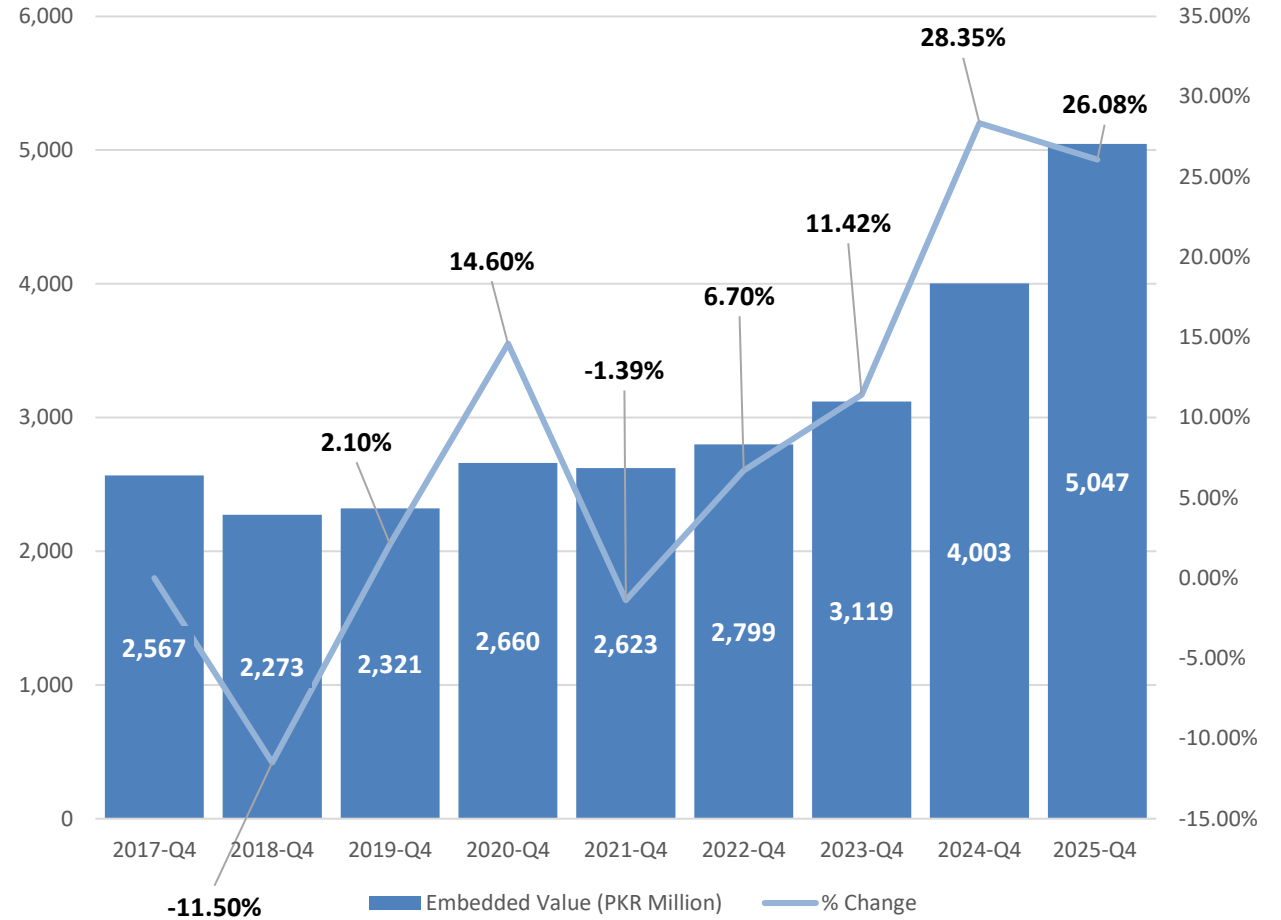
Group Life and Health Premium (including Takaful Group Family and Health) amounted to Rs. 4.46 billion, compared to Rs. 3.18 billion in 2024, reflecting a 40% increase over the previous year.

Single premium / contribution individual policies declined slightly from Rs. 6.29 billion in 2024 to Rs. 5.00 billion, representing a 20% decrease.

Description	31-Dec-25	31-Dec-24
	Rupees in 000's	
Gross Premium	14,104,660	13,492,975
Net Premium	13,635,120	13,094,600
Net claims (including surrenders)	(11,300,095)	(5,569,720)
Investment Income (including other income)	3,806,018	4,646,080
Change in insurance liabilities (other than outstanding claims)	(2,364,404)	(9,011,212)
Acquisition cost	(1,920,197)	(1,649,315)
Admin Expenses	(1,263,064)	(1,108,327)
Profit before tax	593,378	402,106
Profit after tax	423,374	278,902
EPS	2.48	1.64

### Embedded Value (PKR Million)

Year - Quarter	Embedded Value (PKR Million)	Change in Embedded Value	% Change
2017-Q4	2,567	-	0.0%
2018-Q4	2,273	-294	-11.5%
2019-Q4	2,321	48	2.1%
2020-Q4	2,660	339	14.6%
2021-Q4	2,623	-37	-1.39%
2022-Q4	2,799	-176	6.70%
2023-Q4	3,119	320	11.42%
2024-Q4	4,003	884	28.35%
2025-Q4	5,047	1,044	26.08%



# Profit and Loss Account

## For the quarter ended March 31, 2026

- During the first quarter of 2026, gross premium written by your Company (including takaful contributions) stood at Rs. 2,644 million as against Rs. 3,956 million in the corresponding period last year.
- The Company posted profit after tax of Rs. 80 million as compared to profit after tax of Rs. 70 million in corresponding period of last year.
- The management is addressing the issues of higher acquisition costs and repricing the products of corporate life and health business to improve the profitability of the company.
- Despite first quarter of 2026 has been encouraging, especially given the difficult environment businesses in Pakistan continue to operate in. We are mindful that challenges remain—ranging from economic uncertainty and global energy pressures to rising inflation in everyday essentials and ongoing regulatory changes. That said, we are approaching this period with a balanced and responsible mindset. Our focus is on staying steady, making thoughtful decisions, and continuing to grow in a way that is both sustainable and mindful of the risks ahead.

Description	31-Mar-26	31-Mar-25
	Rupees in 000's	
Gross Premium	2,644,465	3,955,748
Net Premium	2,524,750	3,832,514
Net claims (including surrenders)	(3,483,616)	(2,394,060)
Investment Income (including other income)	528,014	858,293
Change in insurance liabilities (other than outstanding claims)	1,291,951	(1,456,267)
Acquisition cost	(412,423)	(454,431)
Admin Expenses	(333,092)	(285,272)
Profit before tax	115,584	100,777
Profit after tax	79,514	70,005
EPS	0.47	0.41

# Thank you