

**Quarterly Accounts
for the Period Ending
March 31st, 2015
(Un-Audited)**

Realise your **Dreams**
for a **Bright Future**



EAST WEST LIFE
ASSURANCE COMPANY LIMITED

In Memory of Our Founder Chairman



LATE MR. UNUS KHAN
Founder Chairman, East West Group of Companies

Founder Chairman of our group, late Mr. Unus Khan, was born on December 27, 1927 in a respectable and cultured family. He received his basic education in Quetta and after graduation in Aeronautics and Meteorology in Great Britain, he adopted the field of Civil Aviation as his profession and remained associated with it for over 20 years. Subsequently, he took up the field of commerce/business in 1965 and a few years thereafter proceeded to the United States of America along with his family.

In the 70s, besides other ventures, he was associated with the field of insurance in the Middle East. He returned to Pakistan in 1982 and founded East West Insurance Company Limited, our sister concern, in 1983. Throughout the remaining years of his life, he remained dedicated to development of East West. He organized and strengthened the company on modern lines and, at the same time, encouraged the executives, field and office personnel of the company to face the challenges of the market with courage, sincerity and hard work. It was for his determined leadership, untiring efforts, honesty and sincerity of purpose that Almighty Allah gifted him with such an outstanding success that the company became one of the largest insurance companies of Pakistan during his lifetime.

After taking East West Insurance Company Limited to such heights, it was his desire to develop an insurance company for the life assurance sector so that East West Group of Companies could cater to all insurance related needs of every Pakistani. Unfortunately, private life insurance companies were not allowed to operate in the country during his lifetime. However, when the government permitted operation of life insurance companies in the private sector, the sponsors of East West Insurance Company Limited immediately applied for a license and commenced operations of The Metropolitan Life Assurance Company of Pakistan Limited in March of 1993. In 2008, the company changed its name to East West Life Assurance Company Limited in order to give a unified look of a group with a substantial financial base and to service the best interest of policyholders as well as shareholders. Today, by the Grace of Allah, East West Group of Companies have become symbols of security for thousands of their policyholders and livelihood for their hundreds of hard-working personnel.

Mr. Unus Khan was endowed with piety, simplicity, sincerity, diligence and affection. He will always be remembered for his selfless devotion to the cause of combining profound cultural values of the EAST with the modern technological developments of the WEST. In order to give perpetuity to the late Chairman of our group, all of us have pledged to adopt his practices as guidelines for the future. Our beloved Chairman left us to join his heavenly abode on July 27, 1988. May Allah rest his soul in eternal peace. **Ameen!**



QUARTERLY FINANCIAL REPORT FOR THE PERIOD ENDING MARCH 31, 2015

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BOARD OF DIRECTORS AND COMPANY INFORMATION

Chief Justice (R) Mian Mahboob Ahmad	Chairman
Maheen Yunus, CPCU	Chief Executive Officer (CEO)
Umeed Ansari	Directors
Mohsin Ali Kanchwala	
Javed Yunus	
Pervez Yunus	
Naved Yunus	
Omar P. Yunus	
Sohail Nazeer	Company Secretary
Shujat Siddiqui, MA, FIA, FPSA	Appointed Actuary
Akhtar & Hasan (Private) Limited	Consulting Actuaries
Saiyed Younus Saeed	Legal Advisor
BDO Ebrahim & Company Chartered Accountants	Auditor
Bema Associates (Private) Limited 515 EFU House, M. A. Jinnah Road, Karachi., Pakistan Phone: (021) 32316087 Fax: (92-21) 32316187	Share Registrar
28 Regal Plaza, M. A. Jinnah Road, Quetta, Pakistan. Phone: (081) 2822913, 2821397 Fax: (92-81) 2821460	Registered Office
310 EFU House, M. A. Jinnah Road, Karachi, Pakistan. Phone: (021) 32311662/5, 32310726, 32310904, 32310375, 32315723 Fax: (92-21) 32311667	Head Office
www.eastwestlifeco.com	Website
info@eastwestlifeco.com	E-Mail



MANAGEMENT AND BANKERS

Maheen Yunus, CPCU Chief Executive Officer (CEO)

Imran Ali Dodani Chief Operating Officer (COO)

Sohail Nazeer Chief Financial Officer (CFO)
and Company Secretary

Raja Gustasab Khan Advisor to CEO

Sheikh Khalid Mehmood Zonal Head

Dr. Muhammad Aslam Chief Medical Officer (CMO)
MBBS, MD(USA), FCPS (Part 1)

Nauman Mughal Deputy General Managers

Aqeel Ansari

Sana-ul-Haq Hashmi

Tanveer Iqbal Assistant General Managers

Naveed Ashraf

Anjum Ghazali

Kashif Naeem

Ajaz Hussain

Allied Bank Limited Bankers

Summit Bank Limited

MCB Bank Limited

The Bank of Punjab

Habib Bank Limited

Askari Bank Limited

NIB Bank Limited

Bank Al-Habib Limited

JS Bank Limited

The Karakoram Co-Operative Bank Ltd.

Apna Microfinance Bank Limited

Bank Al-Falah Limited

Sindh Bank Limited



COMMITTEES

Executive Committee

*Pervez Yunus
Maheen Yunus, CPCU
Naved Yunus
Javed Yunus
Sohail Nazeer, Secretary*

Audit Committee

*Umeed Ansari
Naved Yunus
Pervez Yunus
Mohsin Ali Kanchwala
Muhammad Amir Khan, Secretary*

Underwriting Committee

*Pervez Yunus
Mohsin Ali Kanchwala
Javed Yunus
Ajaz Hussain, Secretary*

Claim Committee

*Javed Yunus
Naved Yunus
Mohsin Ali Kanchwala
Kashif Naeem, Co-Secretary
Saleha Usman, Co-Secretary*

Reinsurance Committee

*Naved Yunus
Maheen Yunus, CPCU
Mohsin Ali Kanchwala
Sana-ul-Haq Hashmi, Secretary*

Investment Committee

*Mohsin Ali Kanchwala
Naved Yunus
Maheen Yunus, CPCU
Sohail Nazeer, Secretary*

Human Resource & Remuneration Committee

*Naved Yunus
Pervez Yunus
Imran Ali Dodani
Anjum Ghazali, Secretary*



OUR MISSION, VISION AND PRINCIPLE VALUES

OUR MISSION

To provide high quality, competitive insurance products and services through qualified, professional and committed salespersons.

To maintain financial strength for the benefit of our corporate and individual insurers, shareholders, agents/salespersons and employees.

To earn and protect public trust of the communities where we live and work by supporting good works and contributing to charities.

To create a challenging environment and develop a sense of accomplishment for our employees through tools and training to achieve personal growth and contribute to our organization.

To serve the nation by increasing the rate of literacy through our East West Life Educational Security Schemes for children and their parents.

To provide the right solutions that are in tune with our customer's needs, while facing up to the emerging challenges in the industry.

To help individuals and families financially realize their hopes and dreams and be there when they need us most.

To develop awareness of insurance need, build confidence in the insurance industry and also to develop the concept of saving.

To innovate and develop ideas to design new products for our valued corporate and individual clients to effectively meet their ever-changing needs.

OUR VISION

Our vision is to be the number one provider of wide-ranging insurance solutions to all of Pakistan, a goal we will attain while observing the principal values that have served us well since inception.

OUR PRINCIPLE VALUES

Safety and Security through expansion, development and profitability.

Exceptional and flexible product-line to meet the needs of our clients.

Respect and consideration for our policyholders, agents and employees.

Vision as well as action to achieve our mission.

Integrity and honesty in every aspects of our organization.

Community improvement through participation.

Excellent service.



DIRECTORS' REVIEW TO THE SHAREHOLDERS

The Board of Directors of East West Life Assurance Company Limited is pleased to present the un-audited accounts for the first quarter ended March 31st, 2015.

The after tax loss for the period ended March 31st, 2015 amounts to Rs. 5,122,207 compared to a profit of Rs. 7,246,494 during the corresponding period of 2014. This after tax profit/(loss) has been calculated after taking into account the results of both Shareholders' Fund and Statutory Funds as detailed hereunder:

	For the Quarter Ended	
	March 31st, 2015	March 31st, 2014
	Rupees	Rupees
OPERATING INCOME		
Premium Less Reinsuranes	7,558,383	38,373,537
Net Investment Income	10,678,798	12,171,455
Total Net Income	18,237,181	50,544,992
OPERATING EXPENSES		
Claims, Including Bonuses,		
Net of Reinsurance Recoveries	17,959,351	31,792,837
Management Expenses Less Recoveries	14,909,493	15,128,946
Total Claims & Expenditure	32,868,844	46,921,783
Excess of Income Over Claims and Expenditure	(14,631,663)	3,623,209
Movement in Policyholders' Liability	9,553,085	3,704,033
Profit Before Taxation	(5,078,578)	7,327,242
Taxation	(43,629)	(80,748)
Profit After Taxation	(5,122,207)	7,246,494

As shown above, the primary reason for the loss experienced during the 1st quarter of 2015 is the sizable decrease of more than 80% in premiums of the company's Statutory Funds, which is primarily limited to the corporate portfolio that has experienced a drop of almost 87% during the first 3 months of the year. This drastic drop has been somewhat mitigated through a decrease of approximately 30% in the claims and expenditure of the company. Besides this, a positive effect of almost Rs. 5.85 million or 158% within movement in policyholders' liability has also reduced the overall impact of the net income reduction. The disappointing premium income results have been continuing for the past year (since April of 2014) and, accordingly, the company's management has decided to focus on completely revamping its marketing department strategy to tackle the lackluster premium income results achieved. This will also include reviewing our rating and underwriting standards with the company's actuaries as well as underwriting personnel to pinpoint the reasons for the drastic decrease in premium income along with implementation of steps that will allow our company to achieve higher business volume in the near future.

Needless to say, your company continues to closely monitor the market situation and believes that its business model as well as prudent risk management practice, coupled with a strong customer base with deep client relationship will give it a long term competitive advantage. The company always aggressively pursues new opportunities and ensures adequate internal preparedness to take maximum advantage of such opportunities.

At this time, we would like to express our appreciation to the Government of Pakistan, Ministry of Commerce, and Securities and Exchange Commission of Pakistan (SECP) for their invaluable assistance and guidance. Your directors would also like to place on record their appreciation for the tremendous contribution made by the officers, staff and field force towards the development of the company. Finally, we would like to thank our clients for their confidence reposed in your company.

For and on behalf of the Board of Directors,

Maheen Yunus
Maheen Yunus, CPCU
Chief Executive Officer (CEO)
Karachi: April 28, 2015



**INTERIM CONDENSED BALANCE SHEET
AS AT MARCH 31, 2015 (Un-Audited)**

Figures in Rupees

Note	Shareholders' Fund	Statutory Funds			Aggregate	
		Ordinary Life	Universal Life	Accidental & Health	March 31, 2015	Dec. 31, 2014
		Un-Audited				Audited
Share Capital and Reserves						
Authorized Share Capital	600,000,000	-	-	-	600,000,000	600,000,000
Issued, Subscribed And Paid-Up Share Capital	594,291,500	-	-	-	594,291,500	594,291,500
Accumulated Deficit 7	(370,760,989)	-	-	-	(370,760,989)	(363,799,069)
	223,530,511	-	-	-	223,530,511	230,492,431
Balance of Statutory Fund [Including Policyholders' Liabilities 2015:						
Rs.233,363 Million (Dec. 31, 2014: Rs.242,916 Million)]	-	20,977,703	202,240,945	16,380,418	239,599,066	247,312,438
Deferred Liabilities						
Outstanding Gratuity	9,055	81,495	-	-	90,550	90,550
Creditors and Accruals						
Outstanding Claims	-	32,452,749	41,551,363	3,982,896	77,987,008	71,322,337
Premiums Received in Advance	-	-	15,293,960	-	15,293,960	15,512,593
Amount Due to Other Insurers / Reinsurers	-	428,823	-	-	428,823	154,270
Accrued Expenses	2,047,192	4,965,516	3,980,634	504,891	11,498,233	12,130,889
Agent's Balances	-	1,193,932	1,086,140	147,340	2,427,412	2,176,412
Other Creditors and Accruals	25,116	79,387	20,215	23,845	148,563	135,641
	2,072,308	39,120,407	61,932,312	4,658,972	107,783,999	101,432,142
TOTAL LIABILITIES	2,081,363	60,179,605	264,173,257	21,039,390	347,473,615	348,835,130
TOTAL EQUITY AND LIABILITIES	225,611,874	60,179,605	264,173,257	21,039,390	571,004,126	579,327,561

The annexed notes form an integral part of these accounts.

Dated: April 28, 2015

EAST WEST LIFE ASSURANCE COMPANY LIMITED



Figures in Rupees

Note	Shareholders' Fund	Statutory Funds			Aggregate	
		Ordinary Life	Universal Life	Accidental & Health	March 31, 2015	Dec. 31, 2014
		Un-Audited			Audited	
Cash and Bank Deposits						
Cash in Hand	-					
Current and Other Accounts	12,602,031	30,952,623	34,439	5,848,466	34,439	17,872
Deposits Maturing Within 12 Months	10,000,000	-	73,268,749	-	122,671,869	124,800,780
	22,602,031	30,952,623	145,803,188	5,848,466	205,206,308	207,318,652
Loans Secured Against Life Insurance Policies						
	-	4,245,939	3,991,173	-	8,237,112	8,158,364
Unsecured Loans To Employees						
	23,365	183,720	-	22,565	229,650	198,524
Investments 8						
Government Securities	152,006,318	17,430,342	108,551,074	10,222,787	288,210,521	284,116,177
Listed Equities	23,708,837	-	-	-	23,708,837	784,146
	175,715,155	17,430,342	108,551,074	10,222,787	311,919,358	284,900,323
Current Assets - Other						
Premiums Due But Unpaid	-	1,491,168	429,148	2,442,972	4,363,288	40,652,174
Amount Due From Other Insurer and Reinsurer	-	4,679,251	1,559,694	-	6,238,945	5,351,441
Taxation	997,490	-	-	-	997,490	286,671
Prepayments	-	-	8,000	-	8,000	-
Sundry Receivables	-	1,196,562	3,722,315	2,502,600	7,421,477	4,847,439
Investment Income Accrued	1,757,622	-	108,665	-	1,866,287	2,348,878
Stationery	281,638	-	-	-	281,638	291,555
	3,036,750	7,366,981	5,827,822	4,945,572	21,177,125	53,778,158
Fixed Assets						
Tangible						
Furniture, Fixtures, Office Equipment and Vehicles	24,234,573	-	-	-	24,234,573	24,973,540
Intangible Assets						
Software	-	-	-	-	24,234,573	24,973,540
TOTAL ASSETS	225,611,874	60,179,605	264,173,257	21,039,390	571,004,126	579,327,561

The annexed notes form an integral part of these accounts.

CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman

MAHEEN YUNUS, CPCU
Chief Executive Officer

UMEED ANSARI
Director

JAVED YUNUS
Director



**INTERIM CONDENSED PROFIT AND LOSS ACCOUNT (UN-AUDITED)
FOR THE QUARTER ENDING MARCH 31, 2015**

Figures in Rupees

Note	Quarter Ended	
	March 31, 2015	March 31, 2014
Investment Income Not Attributable to Statutory Funds		
Return on Government Securities	3,557,498	3,177,598
Return on Other Fixed Income Securities and Deposits	805,372	236,119
Amortization of Discount/Premium Relative to Par	179,894	171,399
Dividend Income	279,600	-
(Loss)/Gain on Sale of Investment	90,663	2,431,145
Net Investment Income	4,913,027	6,016,261
Expenses Not Attributable to Statutory Funds	(4,156,318)	(4,365,795)
Profit/(Loss) Before Tax	756,709	1,650,466
Taxation	(43,629)	(80,748)
Profit/(Loss) After Tax	713,080	1,569,718
Earning Per Share	0.012	0.03

The annexed notes form an integral part of these accounts.

CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman

MAHEEN YUNUS, CPCU
Chief Executive Officer

UMEED ANSARI
Director

JAVED YUNUS
Director



**INTERIM CONDENSED STATEMENT OF CHANGES IN EQUITY (UN-AUDITED)
FOR THE QUARTER ENDING MARCH 31, 2015**

Figures in Rupees

	Accumulated Surplus/(Deficit)					<u>Total</u>
	<u>Share Capital</u>	<u>Accumulated Surplus/(Loss)</u>	<u>Capital Contributed to Statutory Fund</u>	<u>Sub Total</u>		
Balance as at January 01, 2014	594,291,500	(113,791,093)	(269,030,426)	(382,821,519)	211,469,981	
Net (Loss) for the Period	-	1,569,718	-	1,569,718	1,569,718	
Balance as at March 31, 2014	<u>594,291,500</u>	<u>(112,221,375)</u>	<u>(269,030,426)</u>	<u>(381,251,801)</u>	213,039,699	
Balance as at January 01, 2015	594,291,500	(84,743,643)	(279,055,426)	(363,799,069)	230,492,431	
Net Profit for the Period	-	713,080	-	713,080	713,080	
Capital Contributed to Statutory Fund	-	-	(7,675,000)	(7,675,000)	(7,675,000)	
Balance as at March 31, 2015	<u>594,291,500</u>	<u>(84,030,563)</u>	<u>(286,730,426)</u>	<u>(370,760,989)</u>	223,530,511	

The annexed notes form an integral part of these accounts.

Mahboob Ahmad
CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman

Maheen Yunus
MAHEEN YUNUS, CPCU
Chief Executive Officer

Umeez Ansari
UMEED ANSARI
Director

Javed Yunus
JAVED YUNUS
Director



**INTERIM CONDENSED CASH FLOW STATEMENT (UN-AUDITED)
FOR THE QUARTER ENDING MARCH 31, 2015**

Figures in Rupees

	Statutory Funds				Aggregate	
	Shareholders' Fund	Ordinary Life	Universal Life	Accidental & Health	March 31, 2015	March 31, 2014
Operating Cash Flows						
a) Underwriting Activities						
Premium Received	-	31,598,947	4,527,184	10,707,646	46,833,777	44,060,968
Net Reinsurance Premium received/(paid)	-	3,557,134	-	-	3,557,134	-
Claims Paid	-	(8,227,815)	(1,058,547)	(7,609,880)	(16,896,242)	(28,879,466)
Surrenders Paid	-	(33,035)	(1,517,724)	-	(1,550,759)	(1,298,001)
Commission Paid	-	(780,226)	(806,845)	(125)	(1,587,196)	(2,714,923)
Net Cash Flow						
Underwriting Activities	-	26,115,005	1,144,068	3,097,641	30,356,714	11,168,578
b) Other Operating Activities						
Income Tax Paid	(754,448)	-	-	-	(754,448)	(431,605)
General Management Expenses Paid	(3,521,003)	(1,983,603)	(6,417,581)	(3,869,383)	(15,791,570)	(15,908,608)
Net Cash (Used In)						
Other Operating Activities	(4,275,451)	(1,983,603)	(6,417,581)	(3,869,383)	(16,546,018)	(16,340,213)
Total Cash (Used In)/Generated						
From All Operating Activities	(4,275,451)	24,131,402	(5,273,513)	(771,742)	13,810,696	(5,171,635)
Investment Activities						
Profit/ Return Received	2,947,598	-	1,790,503	-	4,738,101	4,235,084
Dividend Received	279,600	-	-	-	279,600	-
Payments for Investments	(104,496,553)	(7,188,660)	(195,124,878)	-	(306,810,091)	(252,008,129)
Proceeds From Disposal of Investments	80,800,335	8,310,402	196,758,612	-	285,869,350	256,400,252
Fixed Capital Expenditure	-	-	-	-	-	(175,500)
Total Cash Flow From Investing Activities	(20,469,020)	1,121,742	3,424,237	-	(15,923,040)	8,451,707



Figures in Rupees

	Statutory Funds			Aggregate	
	Shareholders' Fund	Ordinary Life	Universal Life	Accidental & Health	March 31, 2015
Financing Activities					
Share Capital Issued	-	-	-	-	-
Capital Contribution from Shareholder Fund	(7,675,000)	2,275,000	-	5,400,000	-
Dividend Paid	-	-	-	-	-
Total Cash Flow From Financing Activities	(7,675,000)	2,275,000	-	5,400,000	-
Net Cash Inflow / Outflow From All Activities	(32,419,471)	27,528,145	(1,849,276)	4,628,258	(2,112,344)
Cash at the Beginning of the Period	55,021,502	3,424,478	147,652,464	1,220,208	207,318,652
Cash at the End of the Period	22,602,031	30,952,623	145,803,188	5,848,466	192,101,524

Reconciliation to Profit and Loss Account

Operating Cash flows	13,810,696	(5,171,635)
Depreciation Expense	(738,967)	(903,436)
Investment Income	10,613,404	12,171,455
Increase/(Decrease) in Assets Other than Cash	(32,008,568)	11,591,466
(Increase)/Decrease in Liabilities Other than Running Finance	3,201,228	(10,441,356)
Surplus of Statutory Funds	5,835,287	(5,676,776)
Profit/(Loss) After Taxation	713,080	1,569,718

The annexed notes form an integral part of these accounts.

[Signature]
CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman

[Signature]
MAHEEN YUNUS, CPCU
Chief Executive Officer

[Signature]
UMEED ANSARI
Director

[Signature]
JAVED YUNUS
Director



**INTERIM CONDENSED REVENUE ACCOUNT (UN-AUDITED)
FOR THE QUARTER ENDING MARCH 31, 2015**

Note	Statutory Funds			Figures in Rupees	
	Ordinary Life	Universal Life	Accidental & Health	March 31,	Aggregate
				2015	March 31, 2014
Income					
Premiums Less Reinsurances	1,013,700	4,429,952	2,114,731	7,558,383	38,373,537
Net Investment Income	403,119	5,083,087	279,565	5,765,771	6,155,194
Total Net Income	1,416,819	9,513,039	2,394,296	13,324,154	44,528,731
Claims and Expenditure					
Claims, Including Bonuses, Net of Reinsurance Recoveries	3,236,201 2,472,426	5,242,890 4,436,935	9,480,260 3,843,814	17,959,351 10,753,175	31,792,837 10,763,151
Total Claims and Expenditure	5,708,627	9,679,825	13,324,074	28,712,526	42,555,988
Excess/(Deficit) of Income Over Claims and Expenditure	(4,291,808)	(166,786)	(10,929,778)	(15,388,372)	1,972,743
Add: Policyholders' Liabilities at Beginning of Period	20,285,432	202,167,391	20,462,896	242,915,719	258,588,811
Less: Policyholders' Liabilities at End of Period	16,997,792 3,287,640	202,046,704 120,687	14,318,138 6,144,758	233,362,634 9,553,085	254,884,778 3,704,033
Surplus/(Deficit)	(1,004,168)	(46,099)	(4,785,020)	(5,835,287)	5,676,776
Movement in Policyholders' Liabilities	(3,287,640)	(120,687)	(6,144,758)	(9,553,085)	(3,704,033)
Transfer To or From Shareholders' Fund					
-Capital Contribution from Shareholders' Fund	2,275,000	-	5,400,000	7,675,000	-
-Capital Contribution to Shareholders' Fund	-	-	-	-	-
-Transfer of Surplus to Shareholders' Fund	-	-	-	-	-
Net Transfer To or From Shareholders' Fund	2,275,000	-	5,400,000	7,675,000	-
Balance of Statutory Fund at Beginning of Period	22,994,511	202,407,731	21,910,196	247,312,438	269,041,765
Balance of Statutory Fund at End of Period	20,977,703	202,240,945	16,380,418	239,599,066	271,014,508
Represented by:	7				
Capital Contributed by Shareholders' Fund	148,230,426	133,100,000	5,400,000	286,730,426	269,030,426
Accumulated (Deficit)	(144,250,515)	(132,905,759)	(3,337,720)	(280,493,994)	(252,900,696)
	3,979,911	194,241	2,062,280	6,236,432	16,129,730
Policyholders' Liabilities	16,997,792	202,046,704	14,318,138	233,362,634	254,884,778
BALANCE OF STATUTORY FUND	20,977,703	202,240,945	16,380,418	239,599,066	271,014,508

The annexed notes form an integral part of these accounts.

CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman

MAHEEN YUNUS, CPCU
Chief Executive Officer

UMEED ANSARI
Director

JAVED YUNUS
Director

**INTERIM CONDENSED STATEMENT OF PREMIUMS (UN-AUDITED)
FOR THE QUARTER ENDING MARCH 31, 2015**

Figures in Rupees

	Statutory Funds			Aggregate	
	Ordinary Life	Universal Life	Accidental & Health	March 31, 2015	March 31, 2014
Gross Premiums					
Regular Premium Individual Policies*					
First Year	-	662,823	12,500	675,323	698,984
Second Year Renewal	-	377,689	-	377,689	338,516
Subsequent Year Renewal	-	3,632,231	-	3,632,231	3,623,415
Single Premium Individual Policies	-	-	-	-	-
Group Policies	4,054,798	-	2,102,231	6,157,029	46,961,227
Total Gross Premiums	4,054,798	4,672,743	2,114,731	10,842,272	51,622,142
Less: Reinsurance Premiums Ceded					
On Individual Life First Year Business	(5,783)	-	-	(5,783)	(15,404)
On Individual Life Second Year Business	(13,465)	-	-	(13,465)	(1,861)
On Individual Life Renewal Business	(223,543)	-	-	(223,543)	(142,039)
On Group Policies	-	-	-	(3,041,098)	(13,089,301)
	(3,041,098)	(242,791)	-	(3,283,889)	(13,248,605)
Net Premiums	1,013,700	4,429,952	2,114,731	7,558,383	38,373,537

* Individual policies are those underwritten on an individual basis and includes joint life policies underwritten.

The annexed notes form an integral part of these accounts.

CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman

MAHEEN YUNUS, CPCU
Chief Executive Officer

UMEED ANSARI
Director

JAVED YUNUS
Director



**INTERIM CONDENSED STATEMENT OF CLAIMS (UN-AUDITED)
FOR THE QUARTER ENDING MARCH 31, 2015**

Figures in Rupees

	Statutory Funds			Aggregate	
	Ordinary Life	Universal Life	Accidental & Health	March 31, 2015	March 31, 2014

Gross Claims

Claims Under Individual Policies

By Death	74,017	710,077	-	784,094	392,117
By Insured Event Other Than Death	-	-	-	-	-
By Maturity	670,592	2,798,730	-	3,469,322	1,692,041
By Surrender	85,686	1,734,083	-	1,819,769	2,022,910

Total Gross Individual Policy Claims

830,295	5,242,890	-	6,073,185	4,107,068
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Claims Under Group Policies

By Death	9,610,121	-	-	9,610,121	16,301,541
By Insured Event Other Than Death	13,500	-	9,480,260	9,493,760	23,631,384

Total Gross Group Policy Claims

9,623,621	-	9,480,260	19,103,881	39,932,925
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Total Gross Claims

10,453,916	5,242,890	9,480,260	25,177,066	44,039,993
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Less: Reinsurance Recoveries

On Group Life Claims	(7,217,715)	-	-	(7,217,715)	(12,247,156)
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Net Claims	3,236,201	5,242,890	9,480,260	17,959,351	31,792,837
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The annexed notes form an integral part of these accounts.

CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman

MAHEEN YUNUS, CPCU
Chief Executive Officer

UMEED ANSARI
Director

JAVED YUNUS
Director

**INTERIM CONDENSED STATEMENT OF EXPENSES (UN-AUDITED)
FOR THE QUARTER ENDING MARCH 31, 2015**

Figures in Rupees

	Statutory Funds			Aggregate	
	Ordinary Life	Universal Life	Accidental & Health	March 31, 2015	March 31, 2014
Acquisition Costs					
Remuneration to Insurance Intermediaries on Individual Policies:					
Commission on First Year Premiums	-	420,841	3,250	424,091	411,046
Commission on Second Year Premiums	-	34,306	-	34,306	29,936
Commission on Subsequent Renewal Premiums	-	120,249	-	120,249	90,624
Other Benefits to Insurance Intermediaries	-	286,509	-	286,509	126,733
Remuneration to Insurance Intermediaries on Group Policies:					
Commission	973,041	-	-	973,041	1,885,617
	<u>973,041</u>	<u>861,905</u>	<u>3,250</u>	<u>1,838,196</u>	<u>2,543,956</u>
Branch Overhead	-	317,948	-	317,948	442,725
Other Acquisition Cost Policy Stamps	-	5,000	-	5,000	5,000
Total Acquisition Cost	973,041	1,184,853	3,250	2,161,144	2,991,681
Administration Expenses					
Salaries and Other Benefits	908,173	1,227,120	2,486,800	4,622,093	4,825,170
Travelling Expenses	55,863	224,731	76,362	356,956	457,512
Auditor Remuneration	-	-	-	-	-
Actuary's Fees	225,000	157,500	45,000	427,500	427,500
Medical Fees	-	-	-	-	13,300
Advertisements	12,400	12,400	12,400	37,200	71,934
Printing and Stationary	43,766	51,862	43,416	139,044	69,257
Rental	17,800	90,667	17,800	126,267	294,057
	<u>1,263,002</u>	<u>1,764,280</u>	<u>2,681,778</u>	<u>5,709,060</u>	<u>6,158,730</u>
Other Management Expenses	464,465	1,495,979	1,158,786	3,119,230	2,602,084
Gross Management Expenses	2,700,508	4,445,112	3,843,814	10,989,434	11,752,495
Commission From Reinsurers	(228,082)	(8,177)	-	(236,259)	(989,344)
Net Management Expenses	2,472,426	4,436,935	3,843,814	10,753,175	10,763,151

The annexed notes form an integral part of these accounts.

CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman

MAHEEN YUNUS, CPCU
Chief Executive Officer

UMEED ANSARI
Director

JAVED YUNUS
Director



**INTERIM CONDENSED STATEMENT OF INVESTMENT INCOME (UN-AUDITED)
FOR THE QUARTER ENDING MARCH 31, 2015**

Figures in Rupees

	Statutory Funds			Aggregate	
	Ordinary Life	Universal Life	Accidental & Health	March 31, 2015	March 31, 2014
Investment Income					
On Government Securities	393,122	2,308,982	224,168	2,926,272	2,809,880
On Other Fixed Income Securities and Deposits	-	1,713,141	-	1,713,141	1,851,240
Amortization of Premium	-	-	-	-	-
Amortization of Discount	-	1,118	-	1,118	1,143
Other Miscellaneous Income	9,997	-	55,397	65,394	-
	403,119	4,023,241	279,565	4,705,925	4,662,263
Gain on Sale of Investments	-	1,059,846	-	1,059,846	1,492,931
Total Investment Income	403,119	5,083,087	279,565	5,765,771	6,155,194
Net Investment Income	403,119	5,083,087	279,565	5,765,771	6,155,194

The annexed notes form an integral part of these accounts.

CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman

MAHEEN YUNUS, CPCU
Chief Executive Officer

UMEED ANSARI
Director

JAVED YUNUS
Director



NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (UN-AUDITED) FOR THE QUARTER ENDING MARCH 31, 2015

1. STATUS AND NATURE OF BUSINESS

East West Life Assurance Company Limited (the company) was incorporated in Pakistan on August 18, 1992 as a public limited company under the Companies Ordinance, 1984. Its shares are quoted on Karachi Stock Exchange. The company commenced life insurance operations on February 22, 1993 after registration with Controller of Insurance on February 14, 1993. The addresses of its registered and principal office are 57 Regal Plaza, M.A. Jinnah Road, Quetta and 310 EFU House, M.A. Jinnah Road Karachi, respectively. The company is engaged in life insurance business. In accordance with the requirements of Insurance Ordinance, 2000. The company has established shareholders' fund and following statutory funds in respect of its each class of life insurance business:

Ordinary life;
Universal life; and
Accident and health.

2. BASIS OF PRESENTATION

These financial statements have been prepared on the format of financial statements issued by Securities and Exchange Commission of Pakistan (SECP) through Securities and Exchange Commission (Insurance) Rules, 2002 (the Rules).

3. STATEMENT OF COMPLIANCE

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Boards as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984, Insurance Ordinance, 2000 and the Rules. In case the requirements differ, the provisions or directives under the Companies Ordinance, 1984, Insurance Ordinance, 2000 and the Rules, shall prevail.

4. BASIS OF MEASUREMENT

The financial statements have been prepared under the historical cost convention except for certain financial assets and liabilities which are stated at fair value or amortized cost as applicable.

5. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies adopted in the preparation of these financial statements are in line with the audited annual accounts for the year ended December 31st, 2014.



EAST WEST LIFE

ASSURANCE COMPANY LIMITED

6. ANALYSIS OF ACCUMULATED SURPLUS/(DEFICIT) AS SHOWN IN BALANCE SHEET

Un-Audited March 31, 2015 Rupees	Audited Dec 31, 2014 Rupees
--	-----------------------------------

Accumulated Deficit in Statement of Changes in Equity Ignoring Effect of Capital Transfers at Start of Period	(84,743,643)	(113,791,093)
Add: Profit in Profit & Loss Account for the Period	713,080	29,047,450
	<u>(84,030,563)</u>	<u>(84,743,643)</u>
Less: Accumulated Net Capital Transferred in Statutory Funds	(286,730,426)	(279,055,426)
Total Accumulated Deficit as Shown in Balance Sheet	<u>(370,760,989)</u>	<u>(363,799,069)</u>

7. MOVEMENTS IN STATUTORY FUNDS

	Statutory Funds			Aggregate	
	Ordinary Life	Universal Life	Accidental & Health	Un-Audited March 31, 2015	Un-Audited March 31, 2014
	(Rupees)				
Policyholders' Liabilities					
Balance at Beginning of the Period	20,285,432	202,167,391	20,462,896	242,915,719	258,588,811
Increase / (Decrease) During the Period	(3,287,640)	(120,687)	(6,144,758)	(9,553,085)	(3,704,033)
Balance at End of the Period	<u>16,997,792</u>	<u>202,046,704</u>	<u>14,318,138</u>	<u>233,362,634</u>	<u>254,884,778</u>
Capital Contributed By Shareholders' Fund					
Balance at the Beginning of the Period	145,955,426	133,100,000	-	279,055,426	269,030,426
Capital Contributed During the Period	2,275,000	-	5,400,000	7,675,000	-
Balance at End of the Period	<u>148,230,426</u>	<u>133,100,000</u>	<u>5,400,000</u>	<u>286,730,426</u>	<u>269,030,426</u>
Accumulated Deficit					
Balance at the Beginning of the Period	(143,246,347)	(132,859,660)	1,447,300	(274,658,707)	(258,577,472)
Deficit Allocated in Respect of the Period	(1,004,168)	(46,099)	(4,785,020)	(5,835,287)	5,676,776
Balance at End of the Period	<u>(144,250,515)</u>	<u>(132,905,759)</u>	<u>(3,337,720)</u>	<u>(280,493,994)</u>	<u>(252,900,696)</u>



8. INVESTMENTS

	Note	Shareholders' Fund	Statutory Funds			Un-Audited March 31, 2015	Audited December 31, 2014
			Ordinary Life	Universal Life	Accidental & Health		
----- (Rupees) -----							
Government Securities	8.1	152,006,318	17,430,342	108,551,074	10,222,787	288,210,521	284,116,177
Listed Equities	8.2	23,708,837				23,708,837	784,146
		175,715,155	17,430,342	108,551,074	10,222,787	311,919,358	284,900,323

8.1 Government Securities

Held to Maturity

10 Years Pakistan Investment Bonds	19,373,911	-	-	-	19,373,911	19,238,133
10 Years Pakistan Investment Bonds	1,983,215	-	-	-	1,983,215	1,982,004
10 Years Pakistan Investment Bonds	3,796,005	-	-	-	3,796,005	3,786,541
10 Years Pakistan Investment Bonds	15,675,399	-	-	-	15,675,399	15,662,871
10 Years Pakistan Investment Bonds	-	-	1,192,129	-	1,192,129	1,191,764
10 Years Pakistan Investment Bonds	9,531,972	-	577,696	-	10,109,668	10,096,496
10 Years Pakistan Investment Bonds	7,948,279	-	-	-	7,948,279	7,939,785
03 Months Treasury Bills	73,251,964	-	40,811,099	-	114,063,063	112,069,613
06 Months Treasury Bills	-	7,207,555	4,633,429	-	11,840,984	-
12 Months Treasury Bills	20,445,573	10,222,787	61,336,721	10,222,787	102,227,868	112,148,970
	152,006,318	17,430,342	108,551,074	10,222,787	288,210,521	284,116,177

The particulars of investments are as follows:

	Amount in Rupees	Maturity	Principal Repayment	Coupon Percentage	Coupon Payment
Held to Maturity					
10 Years Pakistan Investment Bonds	19,373,911	May 2016	On Maturity	9.6%	Semi-Annually
10 Years Pakistan Investment Bonds	1,983,215	August 2018	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	3,796,005	July 2020	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	15,675,399	August 2021	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	1,192,129	July 2020	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	10,109,668	July 2020	On Maturity	12%	Semi-Annually
10 Years Pakistan Investment Bonds	7,948,279	July 2022	On Maturity	12%	Semi-Annually
12 Months Treasury Bills	102,227,868	April 2015	On Maturity	9.25%	On Maturity
03 Months Treasury Bills	114,063,063	May 2015	On Maturity	8.15%	On Maturity
06 Months Treasury Bills	11,840,984	July 2015	On Maturity	7.38%	On Maturity
	288,210,521				

8.2 Listed Equities

	Shareholders' Fund	Statutory Funds			Un-Audited March 31, 2015	Audited Dec. 31, 2014
		Ordinary Life	Universal Life	Accidental & Health		
----- (Rupees) -----						
Available For Sale		-	-	-	23,708,837	784,146
Listed equities	23,708,837	-	-	-	23,708,837	784,146



9. TRANSACTION WITH RELATED PARTIES

The related parties comprises East West Insurance Company Limited (Associated Company), directors of the company, key management personnel, associated undertakings, entities with common directors, statutory funds and employees' funds. Following are the balances and transactions with related parties.

	March 31, 2015			December 31, 2014		
	Providend Fund	Key Management Personnel	Associated Companies & Common Directorship	Providend Fund	Key Management Personnel	Associated Companies & Common Directorship
Transactions						
Contribution During the period	224,738	-	-	867,218	-	-
Balances						
Investment	-	-	280,518	-	-	280,518

10. DATE OF ISSUE

These financial statements are authorised for issue on April 28, 2015 by the Board of Directors of the Company.

11. CORRESPONDING FIGURES

Previous figures have been rearranged and reclassified wherever necessary for the purpose of comparison.


CHIEF JUSTICE (R) MIAN MAHBOOB AHMAD
Chairman


MAHEEN YUNUS, CPCU
Chief Executive Officer


UMEED ANSARI
Director


JAVED YUNUS
Director



Enjoy a Brilliant Future with us

All of us dream the same dream and start making plans accordingly, but life is never short of surprises.

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EAST WEST LIFE
ASSURANCE COMPANY LIMITED
A Member of East West Group of Companies

Head Office: 310-EFU House, 3rd Floor, M.A. Jinnah Road, Karachi-74000, Pakistan.
Tel: (021) 32311662/5, 32310904, 32310726, Fax: (021) 32311667 E-mail: info@eastwestlifeco.com



BRANCH NETWORK

Lahore

Punjab Zone*
2nd Floor, Naqi Arcade,
71-Shahrah-e-Quaid-e-Azam, Lahore.
Tel.: (042) 36370717, 36362033
Fax: (92-42) 36370711
E-Mail: lahore.zone@eastwestlifeco.com

Sialkot

Office No-3, 2nd Floor,
Sharif Centre, Fateh Garh,
Agency Chowk, Defence Road,
Sialkot.
Tel.: (052) 3560260

Sahiwal

1st Floor, Mansha Plaza,
Lahore Commercial Centre,
Near General Bus Stand, G.T. Road, Sahiwal.
Mobile: (0346) 7505655

Multan

2nd Floor, Ghaffar Plaza, Bohra Street,
Multan Cantt., Multan.
Tel.: (061) 4504345

Layyah

1st Floor of Khan Plaza,
Main Choubara Road, Layyah.
Tel.: (060) 6410372

Rawalpindi

Corporate / Group Marketing*
55-A, Bank Road, Rawalpindi Cantt., Rawalpindi.
Tel.: (051) 5514322 Fax: (92-51) 5564809
E-Mail: rawalpindi.zone@eastwestlifeco.com

Gujrat

Near Grid Station / Police Chowki,
Sargodha Road, Gujrat.
Tel.: (053) 3535658

Chakwal

1st Floor,
Bait-ul-Mukarram Masjid,
Talagang Road, Chakwal.
Tel.: (0543) 553226

Jhelum

F-1, 3rd Floor, Shabbir Plaza,
Shandar Chowk, Jhelum.
Tel.: (0544) 623261

Bhimber (Azad Kashmir)

Ch. Barkat Plaza,
Samahni Road,
Bhimber (A.K.).
Tel.: (058650) 43551

Note: Besides the company's head office (stated on page number 2), and the group marketing office in Rawalpindi shown on this page, corporate (group life and group health) insurance services are also offered at the above individual life sales offices marked with an asterisk (*).



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Everybody agree that efficient, skillful and cooperative efforts of both employer and employees are essential for the growth and profitability of any business operation. Satisfied employees, assured of a secure financial future of their families, tend to be more loyal to the organization and apply fully and devotedly to the work entrusted to them.

Our **Group Life** and **Health** insurance policies are ideal to manage employee growth. Being generous and customizable, our policies are the preferred choice for the corporate client interested in providing the best cover to the employees and their families.



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