

STRICTLY PRIVATE & CONFIDENTIAL

MINUTES OF THE ELEVENTH EXECUTIVE COMMITTEE (EC) MEETING FOR THE YEAR 2022–2023 HELD ON TUESDAY 1ST AUGUST 2023, AT 10:00 A.M. IN PERSON AT IAP HOUSE AND THROUGH VIDEO LINK

PRESENT

Mr. Muhammad Hussain Hirji, Chairman
Dr. Bakht Jamal Shaikh
Mr. Altaf Q. Gokal through video link
Mr. M. Faisal Siddiqui through video link
Mr. Nawaid Jamal through video link
Mr. Omer Farooq through video link
Syed Kazim Hasan through video link

In Attendance

Mr. N A Usmani (Secretary General)
Nabeel W. Sabir (Deputy Secretary General)

-X-X-X-X-X-X-X-X-

Mr. Zain Ibrahim, Vice-Chairman, Mr. Saqib Zeeshan, Mr. Faisal Khan and Mr. Ihtsham Ul Haq Qureshi could not attend the meeting and were granted leave of absence. Mr. Azfar Arshad, Ex-Officio Member did not attend the meeting.

-X-X-X-X-X-X-X-X-

The meeting commenced with the recitation from the Holy Qur'an by the SG.

1. Confirmation and Signing of the Minutes of Executive Committee (EC) 2021-22 Meeting No.10 held on Tuesday, 4th July, 2023 at 10:00 A.M. through video link

The minutes which were circulated to members were confirmed by the Committee and approved to be signed by the Vice Chairman.

2. **Matters pertaining IAP AGM**

- I. To approve draft of Circular Notice & Agenda 62nd AGM of IAP 2023-24

The Committee reviewed the draft and found it in order.

- II. IAP's Annual Report 2022-23 (Draft)

The Committee reviewed the draft annual report and found it in order.

- III. To approve draft of Circular calling nominations for IAP Technical Committees for the year 2023-24

The Committee reviewed the draft circular and found it in order.



3. Memento Awards to Insurance Veterans

Committee noted the following names have been received as potential recipients of IAP award this year which were confirmed

- 1) Mr. Taher Sachak for 'Lifetime Achievement Award'
- 2) Mr. Noman Cheema
- 3) Mr. Muhammad Aslam Sabir
- 4) Mr. Zahid Barki
- 5) Mr. Hasanali Abdullah for "Lifetime Achievement Award" to be confirmed by Mr. Altaf Gokal

4. SECP's Concept Paper on Proposed Risk Based Capital Regime for Pakistan's Insurance Sector

The EC noted that SECP held a briefing session for IAP members on 20th June 2023 at IAP House.

Life RBC working group has shared comments which are being reviewed by the Life Committee.

Members have been reminded to send their comments.

5. Proposal to Launch Life Insurance Policy Locator

Last month the Committee was informed that SECP on 14th April 2023 had requested industry's feedback on the subject concept paper by 28th April 2023, the matter was shared with the Life Committee on 14th April 2023.

EC had advised to seek the Life Committee's comments on the proposal

6. Queries of State Life Insurance Corporation

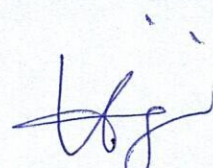
The Committee noted that following response has been sent to SLIC on their questions as advised by the EC

"Dear Sufian,

1. First and foremost, we would like to acknowledge that the IAP recognizes SLIC as the country's largest and oldest life insurer and greatly appreciates its vital role in developing the life insurance sector. Any life insurance industry initiative or hustle without SLIC's active involvement is meaningless. IAP, which has existed for over half a century with a mission to unify the industry on one platform and thus strengthen the industry, has always welcomed and encouraged SLIC's active and deep involvement within IAP for all industry matters.

Regarding IAP's annual levy, it is charged @0.12% with a max cap of Rs 2 million. In 2022, SLIC was charged the maximum amount even though it wrote a substantially large volume of premiums. This maximum amount is consistent with what five other life and family takaful companies paid in 2022. It is worth noting that the total levy collection from life and family takaful companies accounts for 24% of the IAP's total levy collection.

It is important to emphasize that each IAP member has a single vote, regardless of size. This is stipulated in the IAP's Articles and the Ministry of Commerce Rules for all Trade Organizations.



Linking voting rights to the business volume would violate the rules, create an imbalance and deprive smaller members of their rightful representation.

2. *Regarding the representation of life insurance companies on the IAP's Executive Committee (EC), it is worth highlighting that the number of reserved seats for life companies was increased to three from the previous two in 2019. Additionally, the current Vice-Chairman of the IAP comes from the life industry. Furthermore, the remaining eight EC seats are open for contest by life members. As such, there is currently no bar or limitation on more life representation at the IAP's EC.*

That said, if the IAP members believe that the reserved seats for life companies on the EC should be further increased, the matter can be debated among the members within the IAP. For such discussions, it is crucial that SLIC is represented at the IAP so that its perspective can be heard and considered.

The existing structure of the IAP is constantly evolving, and the members would be happy to implement any measure that can enhance the industry's reputation and representation.

3. *We would like to emphasize that under the Directorate General of Trade Organizations license and governing articles, an association like ours can only have one Executive Committee. Having two ECs, as suggested, would go against the governing articles.*

Please note that we already have a dedicated 'Life Committee' where SLIC is represented, and both the committee and the EC greatly value its input.

The next EC election is scheduled for September of this year, and it is hoped that SLIC will participate fully, contributing to the association and striving to add more value to the industry. Together, we can strongly lobby for the industry and take it to the next level of growth.

I hope the above addresses your concerns. Rest assured, the IAP's Executive Committee is available and willing to address any further issues that SLIC may have. If necessary, EC members can arrange a meeting at a mutually convenient time to discuss and alleviate SLIC's concerns."

7. Brief on Technical Committees' Activities

The Committee reviewed the progress of Technical Committees and the brief shared in this regard.

8. Any Other Matter with the Permission of the Chairman

None

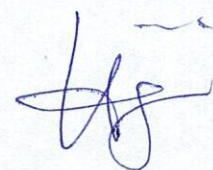
9. Matters for Record

Eid-ul-Adha Holidays

Secretarial Circular No. 4 dated 26th June 2023.

Election of Office Bearers & Members of the Executive Committee of the Association for the year 2023-24

Circular No. C-7 dated 5th July 2023.



Bulletin – Appointment of New Chief Executive Officer
IGI Life Insurance Limited

Circular No. C-8 dated 11th July 2023.

Provisional List of Voters

Circular No. C-9 dated 12th July 2023.

Summary of IAP Election 2023-24

Circular No. C- 10 dated 17th July 2023.

Bulletin – Appointment of New Chief Executive Officer
& MD, Vice Chairman, Chairman of EFU General Insurance Limited
& Appointment of New Chief Executive Officer & MD of EFU Life Assurance Ltd.

Circular No. C-11 dated 18th July 2023.

Admission of Membership National Insurance Company Limited
Karachi

Circular No. C-12 dated 21st July 2023.

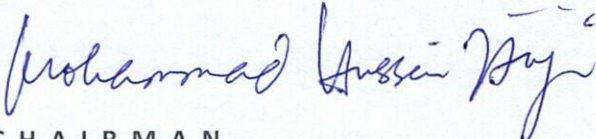
Ashura Holidays

Secretarial Circular No. 5 dated 25th July 2023.

10. To Fix Day, Date, Time & Venue of the Next Executive Committee Meeting

The Committee authorized the Chairman to fix the date of the next meeting. The Chairman advised to hold the next meeting on Saturday 23rd September 2023 at 11:00 am in-person with the option of joining through video link for anyone who wishes to do so.

The meeting ended at 12:02 a.m. with a vote of thanks to the Chair.


C H A I R M A N