

STRICTLY PRIVATE & CONFIDENTIAL

MINUTES OF THE THIRD EXECUTIVE COMMITTEE (EC) MEETING FOR THE YEAR 2022–2023 HELD ON TUESDAY 6<sup>TH</sup> DECEMBER 2022, AT 11.00 A.M. IN PERSON AT IAP HOUSE AND THROUGH VIDEO LINK

PRESENT

Mr. Muhammad Hussain Hirji, Chairman  
Mr. Zain Ibrahim, Vice-Chairman through video link  
Dr. Bakht Jamal Shaikh  
Mr. Altaf Q. Gokal through video link  
Mr. Faisal Khan through video link  
Mr. Ihtsham Ul Haq Qureshi through video link  
Mr. M. Faisal Siddiqui through video link  
Mr. Nawaid Jamal  
Mr. Omer Farooq through video link  
Mr. Saqib Zeeshan

In Attendance

Nabeel W. Sabir (Deputy Secretary General)

-x-x-x-x-x-x-x-x-x-

Syed Kazim Hasan could not attend the meeting and was granted leave of absence. Mr. Azfar Arshad, Ex-Officio Member did not attend the meeting

-x-x-x-x-x-x-x-x-x-

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

- 1. Confirmation and Signing of the Minutes of Executive Committee (EC) 2022-23 Meeting No.2 held on Tuesday, 8<sup>th</sup> November, 2022 at 11:00 A.M. through video link**

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

- 2. NICL's Membership Application**

NICL's membership was approved.

- 3. 5<sup>th</sup> Pillar Family Takaful's Membership Application**

The EC approved membership application of 5th Pillar Family Takaful



#### **4. Follow-up Meeting on Crop Insurance**

As advised by the Committee last month the following gentleman who attended the 5th October 2022 meeting were updated about the subject FIO letter for a meeting originally planned for 6<sup>th</sup> December 2022 and later postponed to 9<sup>th</sup> December 2022.

- Mr. Murtaza Mughal, United Insurance
- Mr. Rizwan Hussain, Salaam Takaful
- Mr. Abdul Waheed, Askari General

Chairman IAP has also been invited and agreed to participate.

With regard to SBP's formulated special subcommittee in relation to the subject meeting and proposals to be sent to President's office from SBP to enhance the scope and effectiveness of the existing Crop loan Insurance Scheme (CLIS) and Livestock Loan Insurance Scheme (LLIS), the EC was updated that SBP has scheduled a meeting of its subcommittee on 6<sup>th</sup> December 2022 (same day) at 3:00 pm.

The EC advised to invite the following (whoever is available can attend)

- I. all EC members
- II. Adamjee Insurance
- III. TPL Insurance

#### **5. IAP Cricket Tournament 2023**

The Committee approved resumption of IAP cricket tournament this year set to start from 4<sup>th</sup> February 2023 with 16 companies and per company participation fee of Rs. 85,000/-

The draft IAP circular and team details format was also found in order.

The EC was requested to nominate Mr. Akif Zia Malik from TPL Insurance and Mr. Naseem from EFU General to serve on the IAP Sports Committee which was approved.

The Chairman requested to check with Mr. Amir Abbas if any other industry cricket event is planned during the proposed dates and adjust the IAP schedule as needed.

#### **6. Secretary RCN's Retirement and Service Extension**

The EC advised to extend the Secretary RCN's service on contract for a year and a replacement to be hired within 3 months with an overlap of not more than 9 months before he/she takes charge from Secretary RCN.

#### **7. 9<sup>th</sup> Insurance and Takaful Week 2023**

The Committee's advice was requested on preparation for the 9<sup>th</sup> Insurance and Takaful Week to be held in March 2023 (April being Ramazan), with associated activities such as cricket tournament set to begin in February 2023.

List of activities carried out historically were presented to the EC with suggested theme and topics this year.



The EC advised to discuss the matter with Chairman Insurance Development and Promotional Activities Committee, and the following EC group was formed to review the event planning.

- I. Mr. Saqib Zeeshan
- II. Mr. Zain Ibrahim
- III. Mr. Omer Farooq
- IV. Mr. Nawaid Jamal

The above team was also advised to meet PAS to evaluate their suggestions in improving insurance awareness, please see agenda item no. 10

#### **8. SECP Letter: Awareness Drive on Insurance Coverage of Flood and other Disaster Risks**

As advised at the last meeting response to SECP on the subject SECP letter dated 13<sup>th</sup> October 2022 was sent on 11<sup>th</sup> November 2022, while the following message to members was sent on 11<sup>th</sup> November 2022.

*“SECP through its a ached letter has stressed the need to create awareness about protection products against natural disasters and climate related risks including crop and livestock insurance. IAP encourages members to utilize all their available information mediums to help promote these products among general public and especially farmers in flood prone areas.*

*SECP's letter dated 13th October 2022 is enclosed for members information.”*

A follow up email to members seeking their feedback on Pula Advisors session was sent on 11<sup>th</sup> November 2022, which appears below

*“With reference to the orientation session conducted by Pula Advisors and Pakistan Agricultural Coalition on 19th October 2022 (recording of the session is available at (<https://www.youtube.com/watch?v=Sd6lzol4dwY>), we request members for their feedback. Please indicate whether you are interested in offering the Area Yield Index (AYI) crop insurance product designed by Pula Advisors.*

*As briefed earlier Pula Advisors have presented a proposal to the government to introduce government supported/subsidized AYI crop insurance on a national scale to be offered by local insurers collectively as a consortium. The Pula Advisors team is visiting Pakistan again in the near future and are meeting both federal and provincial governments to follow-up in this regard.*

*Members' response is requested. Please indicate as to whether or not you are interested in considering to join the consortium and provide any suggestions you may have on how best to take this matter forward. “*

#### **9. PAS to Partner with IAP for Insurance Awareness Campaign**

The Committee was updated on the subject letter dated 11th November 2022 received from Pakistan Advertisers Society which was also forwarded for the Committee's input on 17<sup>th</sup> November 2022.



PAS would like IAP to partner with it for the Insurance Awareness Marketing Campaign initiated by its member companies.

Briefly introducing ourselves, PAS is an industry body of advertisers, and our member companies, local and multinationals, belong to a wide cross section of industry from Telecommunication to FMCG's to Banking, Automobile, and Insurance Sector. Together we represent approx. 85% of the marketing spend of Pakistan.

As we know that the penetration of insurance in Pakistan remains less than 1% of the GDP and perhaps one of the lowest in the region, this initiative has specifically been taken to support the marketing efforts of our member insurance companies through a media campaign that will raise the awareness of insurance, highlights its benefits and breaks myths and misconceptions around it.

This initiative is being led by our member companies that include Jubilee Life Insurance, EFU Life and TPL and during the course we have also on-boarded Adamjee Insurance and IGI Insurance. Some preliminary work is already done, and we are in talks with specialized communication agencies.

As this campaign will benefit all the companies, big and small, operating in the sector, I strongly feel that other insurance companies should also join hands and here IAP can play a vital role. In this regard, I believe that IAP and PAS share a common goal and together can create an impact that benefits our members and the insurance industry in general.

It would be great if we can set a meeting to discuss the proposition in detail and see how we can collaborate and together take this initiative forward.

The Committee advised the following team identified in agenda item no.7 to meet PAS and see how the existing efforts can be synergized to create a larger impact.

- V. Mr. Saqib Zeeshan
- VI. Mr. Zain Ibrahim
- VII. Mr. Omer Farooq
- VIII. Mr. Nawaid Jamal

#### **10. Formation of Self-Regulatory Organization (SRO) for Insurance Sector**

The Committee had advised the following team to seek a meeting with MUFAP to understand their views/ benefits of becoming a SRO for Mutual Fund Industry, their roadmap, experience and evaluate IAP's possibility of becoming a SRO.

- 1) Mr. Zain Ibrahim
- 2) Dr. Bakht Jamal
- 3) Mr. Faisal Siddiqui
- 4) Syed Kazim Hasan

Dr. Bakht Jamal updated the Committee on the meeting with MUFAP held on 23<sup>rd</sup> November 2022

Dr. Bakht Jamal instructed IAP to circulate documents received from MUFAP to EC for information.

#### **11. Matters received from Regional Committee North**

- i. Cooption of Mr. Satwat Mahmood Butt as special invitee

The EC was updated that RCN has coopted Mr. Satwat Mahmood and decided to invite him to all RCN meetings.



The EC approved the cooption

**12. Outstanding Payments of Khalid Mahmood, Syed Asad Ali Shah, Akhtar & Hasan Actuaries and Deloitte**

Committee's attention was drawn towards subject payments, the EC advised to form a small committee comprising of following members to discuss the matter with each company online.

- I. Mr. Nawaid Jamal
- II. Mr. Altaf Gokal

**13. Matters Arising out of the Previous Minutes**

i. IAP Recommendations for reconciliation of PRCL balances

Mr. Nawaid Jamal briefed the EC on the ongoing SECP initiative to help resolve reconciliation issues with PRCL and devise a mechanism to streamline the process in future. In this regard a 3 member IAP team comprising of Jubilee General, Adamjee General and EFU General met SECP in presence of ICAP and Audit Firms on 8<sup>th</sup> November 2022.

To seek members' comments on the discussion and proposed mechanism, a meeting of all CFOs was called on 24<sup>th</sup> November 2022 and comments from all companies were requested.

Based on this feedback a set of recommendations has been finalized and will be sent to SECP and PRCL on 6<sup>th</sup> December 2022 (today)

The recommendations were advised to be circulated among EC if they want to add anything.

ii. Hiring of risk surveyors in Karachi and Lahore

Mr. Faisal Khan drew the EC's attention towards vacant risk surveyor positions in Karachi and Lahore which were advertised on 18<sup>th</sup> September 2022.

The EC advised the Property Committee (or its sub group) to screen resumes and conduct interviews of suitable candidates before shortlisted candidates can be assessed by the Finance, Administration and HR committee.

**14. Reporting Requirements / plan of activities and performance review- Rules 22 & 23 of Trade Organizations (TO) Rules 2013**

The Committee was updated that T.O. Rules 22 & 23 require to submit plan of activities for the next three years and performance review by 31<sup>st</sup> December each year to Directorate General Trade Organizations (DGTO).

Last year the IAP had submitted the following to DGTO:

- a) Annual financial statements (audited).



- b) Plan of activities for the next three years along with Annual Report. Plan was also placed on IAP's website.
- c) Soft and hard copies of list of members as on November 30, 2021.

Draft 'Plan of Activities' shared by IAP was approved by the Committee.

**15. Brief on Technical Committees' Activities**

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

**16. Any Other Matter with the Permission of the Chairman**

None

**17. Matters for Record**

None

**18. 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 Tuesday 3rd January 2022 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 12:55 p.m. with a vote of thanks to the Chair.

  
CHAIRMAN