

Alfalah Buzz

POWERED BY PEOPLE

Alfalah Collaborations

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Strengthening Global Partnerships

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Student Corner

Risk - First Chapter of Insurance

CREDITS



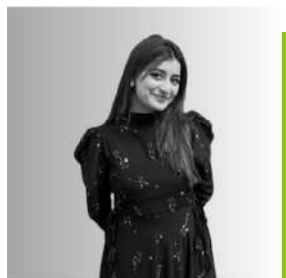
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Ever caught yourself editing an email in your head?
Channel that superpower and join the Editorial Board!

Editorial Board applications are open!

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Message from CEO

Dear Team,



As we step into a new quarter, I want to acknowledge the spirit that drives us, resilience, creativity, and the courage to keep moving forward. Each of you contributes not only to our success but also to the culture of trust and excellence that makes our organization unique.

This past quarter has shown us that challenges are not roadblocks, but opportunities to grow stronger and think bigger. Every achievement whether big or small is a testament to your dedication and belief in our shared vision. The road ahead is full of possibilities. Let us continue to embrace innovation, push boundaries, and inspire one another to achieve more than we imagined. Remember, our greatest strength lies not just in what we do, but in how we do it together.

I am proud of what we've accomplished and even more excited about where we are headed. Let's carry this momentum forward and make the coming months a chapter of bold ideas, meaningful impact, and collective success.

Warm regards,

Khurram Hussain
Chief Executive Officer

#AlfalahCollaboration



THE KEY TO
Success

IS TO
START BEFORE
YOU ARE READY

- MARIE FORLEO

Every great journey begins with a step taken in faith, not certainty.

Alfalah's collaboration is born from this belief - to move ahead with vision, to embrace challenges as opportunities and to create success by daring to begin.

#AlfalahCollaboration



DRIVING IMPACT ACROSS ALFALAH NETWORK

Bank Alfalah secures **PKR 39.5 Billion** annual co-insurance mandate for **Engro Powergen Thar**, driving franchise impact. Alfalah Insurance Company joins as a co-insurer among lead participants; the win was delivered by Corporate South under Khurram Parvez.

Engro Powergen Thar Pvt Ltd

Comprehensive Insurance of PKR 39.5 Bn

Annual premium contribution of ~PKR 145Mn to Alfalah Insurance

Kumail Hussain
(RM –CIBG)

Saniah Syed
(Unit Head -CIBG)

Raza Javid
(GM–Alfalah Insurance)

Corporate South Team has also secured following insurance mandates for Alfalah Insurance in 2025:

 (Marine Insurance of PKR 4 Bn) Madiha Ismail (RM) Samran Shaikh (TL) Saniah Syed (UH)	 (Fire Insurance of PKR 3 Bn) Kumail Hussain (RM) Samran Shaikh (TL) Saniah Syed (UH)	 (Marine Insurance of PKR 2.72 Bn) Suleman Imran (RM) Muhammad Ali Bhatti (TL) Shehzad Ali Memon (UH)	 (Marine Insurance of PKR 2.3 Bn) Suleman Imran (RM) Muhammad Ali Bhatti (TL) Shehzad Ali Memon (UH)
 (Marine Insurance of PKR 699 Mn) Syed Minhaj Hassan (RM) Muhammad Bilal Akbani (TL) Atif Fareed (UH)	 (Marine Insurance of PKR 312 Mn) Shayan Ashraf (RM) Muhammad Ali Bhatti (TL) Shehzad Ali Memon (UH)	 (Marine Insurance of PKR 77 Mn) Syed Minhaj Hassan (RM) Muhammad Bilal Akbani (TL) Atif Fareed (UH)	

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Bank Alfalah WhatsApp
 021 111 225 111 | www.bankalfalah.com

Customers may register their complaint through SBP's customer complaint management service 'Surwat' (<https://surwat.sbp.org.pk>.)

#AlfalahCollaboration

ALFALAH INSURANCE COMPANY & ROOTS MILLENIUM SCHOOLS

Taking yet another step towards Innovation.

A tri-party agreement has been signed between Roots Millennium Schools, Alfalah Insurance, and Oladoc to provide health insurance and telehealth services to students.



#AlfalahCollaboration

ALFALAH INSURANCE COMPANY & ISLAMABAD DIAGNOSTIC CENTRE

Alfalah Insurance Company and Islamabad Diagnostic Centre have signed an Memorandum of Understanding to extend credit facility services, fostering ease and convenience for valued clients.



ALFALAH INSURANCE COMPANY & CHENAB CLUB

Alfalah Insurance Company and Chenab Club have partnered to offer exclusive discounts on motor, fire and home insurance for Club Members.



Strengthening Global Partnerships

Reinsurance Head's Visit to DIFC

As part of Alfalah Insurance's commitment to build stronger collaborations with international reinsurers, our Reinsurance Head recently visited **Dubai International Financial Centre (DIFC)**, leading hub for global insurance and reinsurance.

During the visit, he met with renowned partners including **SCOR, Volante, RSA, Africa Re, MENA Re, Lockton, Amlin, African Specialty Risks (ASR), and Chedid Re.**

A key engagement was with **SCOR**, our lead reinsurer on our marine treaty, the meeting reinforced the value of **close cooperation** to ensure transparent and efficient claim handling. SCOR also reaffirmed their continued support in Alfalah Insurance's conventional treaties.



Strengthening Global Partnerships

This visit also secured **additional marine reinsurance capacity** for our major client, reinforcing Alfalah Insurance's reputation as a trusted partner and **paving the way for further business growth.**

Meetings with Africa Re and MENA Re focused on **expanding Takaful treaty capacities**, in line with SECP's directive, highlighting our readiness for future.

Through these **strategic engagements**, Alfalah Insurance continues to **build global bridges**, **secure capacities** and **strengthening its position** as a reliable & forward looking insurer.





Cybersecurity Awareness Training

As part of our ongoing commitment to strengthening cybersecurity culture, Alfalah Insurance Company Limited organized a comprehensive Security Awareness Training for its nationwide staff on **June 5th, 16th, 17th, and 18th, 2025**. The session focused on rising threats of **Phishing** and **Social Engineering**. During the awareness session, employees were educated about:



Phishing Attacks – how to identify fraudulent emails, fake links, and deceptive attachments.

Social Engineering Tactics – common tricks used by cybercriminals to manipulate individuals into revealing confidential information.

Verification Practices – simple yet effective steps to confirm the authenticity of messages and requests.



Cyber Hygiene Vigilance – reinforcing best practices such as not sharing sensitive data, reporting suspicious activities, and adhering to organizational cybersecurity protocols.

The program highlighted that employees are the first line of defense, making awareness and proactive action vital for safeguarding organizational data. This initiative reflects AICL's proactive approach to cyber resilience and its vision of fostering a secure workplace where information security is a shared responsibility.



WE
ARE A

Team

Together We Dream,
Together We Achieve.

With Trust, Passion and Unity,
No challenge is too big,
no goal out of reach.

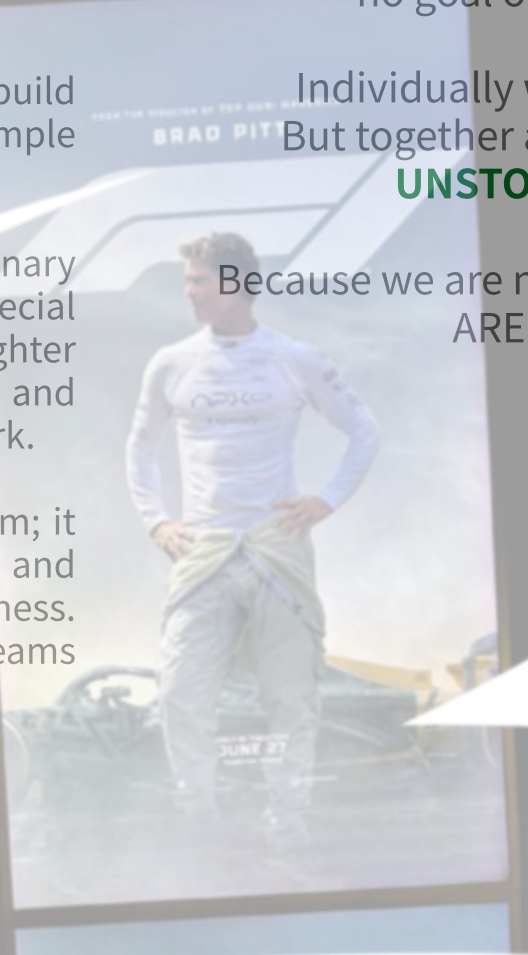
Sometimes the best way to build stronger teams is by sharing simple moments together.

Alfalah Insurance turned an ordinary evening into something special with "**Movie Time**" - laughter echoing, conversation flowing and colleagues connecting beyond work.

It wasn't just about watching a film; it was about pausing, breathing and enjoying the joy of togetherness. Because when hearts align, teams shine brighter.

Individually we are strong -
But together as team, we are
UNSTOPPABLE.

Because we are not just a team, WE
ARE TEAM



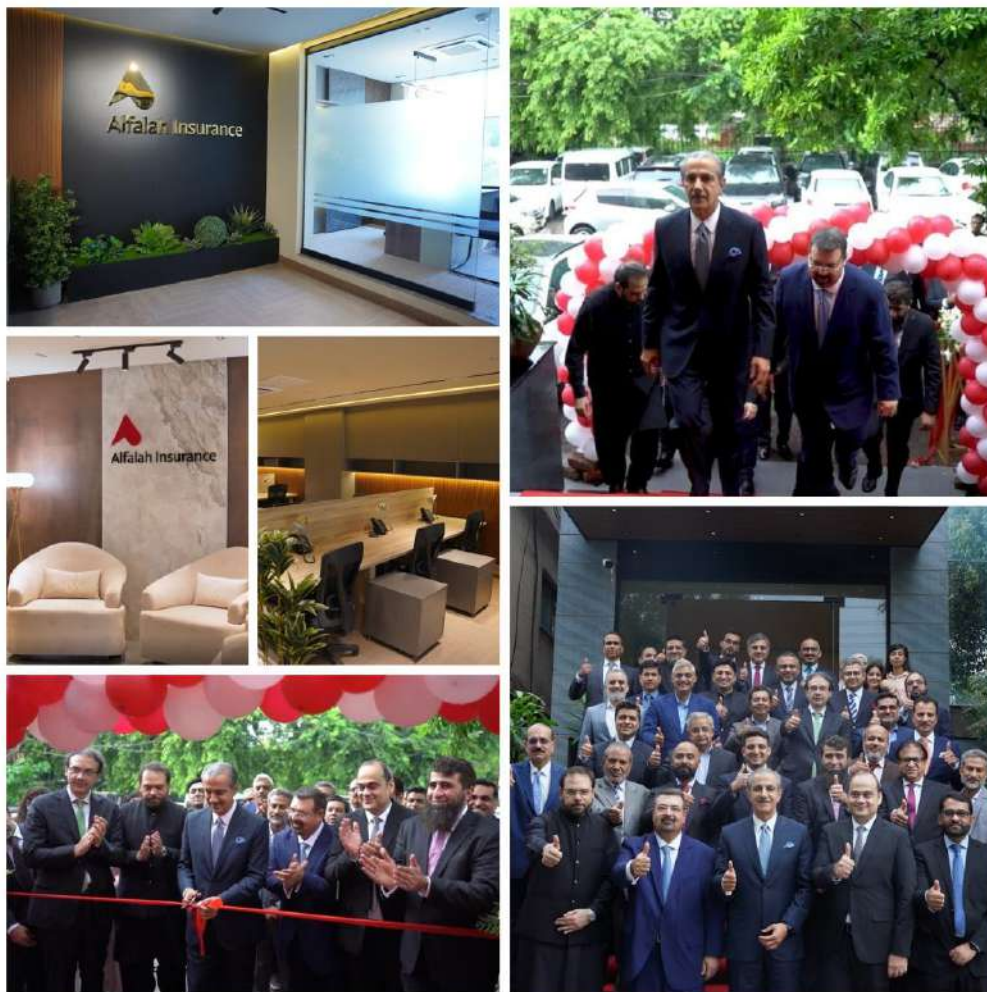


WE
ARE

expanding

HORIZONS

~ EXTENDED SPACE FOR GREATER AMBITIONS ~



Big News, Bigger Dreams!
We've opened doors to our **Extended Head Office Space**
- Built for growth, collaboration and success.

ANOTHER
Milestone



GEPCO HEALTH PROJECT

We are proud to announce another milestone in our journey — Alfalah Insurance has successfully secured the GEPCO Health Project. This achievement is not only a testament to our team's dedication, professionalism, and expertise, but also a reflection of the trust our clients place in us.

The GEPCO Health Project adds to our growing portfolio of corporate clients and strengthens our position as a leading insurer in Pakistan's health sector. Together, we continue to move forward, creating impact and delivering value.

GERPCCO HEALTH PROJECT



FIB & Lockton Energy Natural Resources Summit 2025

Alfalah Insurance participated in the **FIB & Lockton Natural Resources and Energy Summit 2025**, a premier platform where industry leaders discussed Pakistan's energy transition, mining potential, and risk management frameworks. The event was highly valuable for us, offering insights into emerging risks, innovative insurance solutions, and opportunities to strengthen our footprint in the energy and natural resources sector.





Nature & Main Features of Risk

Everyday, we make choices - some small, like whether to carry an umbrella and some big like buying a house or starting a business. What all of these decisions have in common is one invisible factor: **RISK**

But what exactly is risk and why does the insurance industry spend so much time studying it?

Let's unwrap this concept and discover how it shapes both our lives and the world of insurance.

WHAT DO WE MEAN BY "RISK"?

In simple terms, risk is uncertainty about the future. It's the possibility that things may not go as planned.

- If you drive to work tomorrow, there's a small chance your car could be damaged.
- If you own a shop, there's always a possibility of theft or fire.
- If you're planning a holiday, your flight could be delayed or cancelled.

Insurance steps in here: it doesn't stop these events from happening, but it softens the financial blow.

NOT ALL RISKS ARE THE SAME

The CII's IF1 book explains that risks can be grouped into categories - and these categories tell us which ones insurance can cover.

1. Pure Risks vs. Speculative Risks

Pure Risk:

In pure risk only loss is possible (e.g., car accident, illness) Insurance loves these.

Speculative Risk:

You could win or lose (e.g., investing in crypto). Insurance avoids these as its gambling, not protection.

2. Fundamental vs. Particular Risk:

Fundamental Risk:

Large-scale events like floods or inflation that affects many people.

Particular Risk:

Personal events like a house fire or burglary. Insurance works best here.

“Risk management is not about avoiding risk, it’s about understanding it and preparing for it.”

3. Static vs. Dynamic Risk

Static Risk:

Predictable, steady risks like natural disasters.

Dynamic Risk:

Risk borne out of change, like cybercrime or shifts in technology. These are the new frontiers for insurers.

WHAT MAKES A RISK INSURABLE?

Not every uncertainty qualifies for insurance. For a risk to be insurable, it needs to tick a few boxes:

- the event must be **uncertain** and **accidental**.
- The loss should be **financially measurable**.
- There should be **lots of similar risks** to pool together.

It must not be so huge that it wipes out the insurer (think global war or pandemic)

Example: Your car can be insured against theft. But your lottery ticket cannot be insured against losing - because that's a speculative risk / gamble.

HOW TO MANAGE RISKS

Once we understand the risk, the next step is managing it. Insurers and individuals rely on structured approach often called as **Risk Management Process**.



Risk is where the insurance begins - Learn to understand it, and hold the key to entire profession.

5 STEPS

FOR

RISK MANAGEMENT

01



RISK IDENTIFICATION

Spot the potential risks.
Example: A business identifies risks like fire, theft or employee accidents.

02



RISK ANALYSIS

Assess how likely each risks is and how severe the impact could be.
Example: Fire could be rare but very costly; theft may be more common but less damaging.

03



RISK CONTROL

Takes steps to reduce the frequency or severity of risk.
Example: Installing Fire alarms, CCTV, or safety training for staff.

04



RISK FINANCING

Decide how to pay for losses if they occur.
This may include buying insurance/ reinsurance or setting aside reserve.

05



MONITORING & REVIEW

Risk Change over time, so regular review is essential.
Example: A company may add cyber insurance as online threats increase.

Independence Day Celebrations



Head Office

Independence Day

Celebrations in Branches



#KnowYourTeam

HEAD OF TAKAFUL



Mr. Bashir Maqsood
Deputy General Manager

MBA (IRM) from HCBF, ACII, ARM and CPCU. With over 15 years of experience, including roles at EFU General Insurance, Adamjee General Insurance, and Inxure Hub, he brings extensive expertise to lead and expand our Takaful operations.



Mr. Asim Sardar
Relationship Manager,
Islamabad Branch

**Prior Experience: Manager Marketing at both
United Insurance and Askari Insurance.**



Mr. Noman Ejaz
Deputy Relationship Manager
Faisalabad Branch
B. Com from AIOU

**Prior Experience: Worked with Arshad
Corporation, Interloop Pvt. Ltd., A.Z. Apparel,
Habib Insurance, and Salaam Takaful Insurance.**



Mr. Khalida Latif
Deputy Relationship Manager
Faisalabad Branch

**Bachelor's in Mathematics, Statitics and
Economics.
Prior Experience: Deputy Manager at United
Insurance.**



Mr. Syed Sabir

Assistant Relationship Manager, Peshawar Branch

Bachelor of Commerce

Prior Experience: Askari Insurance, UBL, PICIC, EFU, and Dancom.



Mr. Ali Hassan

Chief Manager, Faisalabad Branch

BS English (University of Agriculture, Faisalabad) Cont.



Ms. Sadia Hameed

**Deputy Relationship Manager
Islamabad Branch**

BS from College of Education in Azad Jammu and Kashmir.



Mr. M. Taimur

Deputy Manager - Finance Dept.

**CA finalist from ICAP, has completed AFC & CAF.
Prior Experience: 3.5 years of experience at A.F. Ferguson Co. (PwC Pakistan), including 2.5 years in Audit and 1 year in Taxation**



Dr. Junaid Islam Baig
Deputy Manager, Health Claims
Gujranwala

MBBS from Central Park Medical College
Prior Experience: Dist. Medical Officer
(Sehat Card) State Life Insurance



Ms. Anum Iftikhar
Deputy Manager, Finance
Department

CA finalist (ICAP),
Articleship at A.F. Ferguson & Co.



Ms. Hibba Nauman
Assistant Manager
Learning & Development, Head Office

BSc (Hons) Business Studies with
specialization in HR from FC College.



Mr. Nouman Shaukat
Assistant Manager -Underwriting Dept.

BBA (Hons) - HCBF,
Ex. MBA - IBA (PU) Cont.,
Prior Experience: 03 years experience as
AM Claims at EFU General Insurance.



Mr. Bilal Pasha

Assistant Manager, Underwriting Dept.
MBA (IRM) from HCBF, B.Com.
Prior Experience: 4.5 years of
experience as Assistant Manager at IGI
Insurance



Ms. Amber Qasim

Sr. Executive Officer, Risk Management
Department
MPhil in Statistics (PU).



Ms. Kiran Siddique

Executive Officer
Health Underwriting, Head Office
Master's in Commerce from Hailey
College of Commerce, PU.



Mr. Riaz Saeed

Executive Officer-Health Claims
Gujranwala Branch
Graduate of AIOU
Prior Experience: Salma Hospital and
retail sector



Mr. Haziq Ahmad
Sr. Officer, Health Claims
ADP in Computer Science
Riphah International College.



Mr. Sakandar Mushtaq
Sr. Officer, Health Claims
Gujranwala Branch
Bachelors in Arts



Ms. Laiba Nadeem
Officer
Finance Department, Head Office
BBA (Hons) in Accounting and Finance
(University of Education)



Ms. Javeria Manzoor
Officer
Finance Department - Head Office
BS in Accounting and Finance (PU)



Ms. Mahnoor Abid

Officer

Finance Department - Head Office

BBA (Hons) Finance (LCWU)



Mr. Muhammad Ehsan

Office Assistant

Claims - Head Office

B.Com (Contd.)



Ms. Nimra Saeed

Front Desk Officer

Admin Department, Head Office

**BBA (Hons) in Accounting and Finance
(University of Education)**

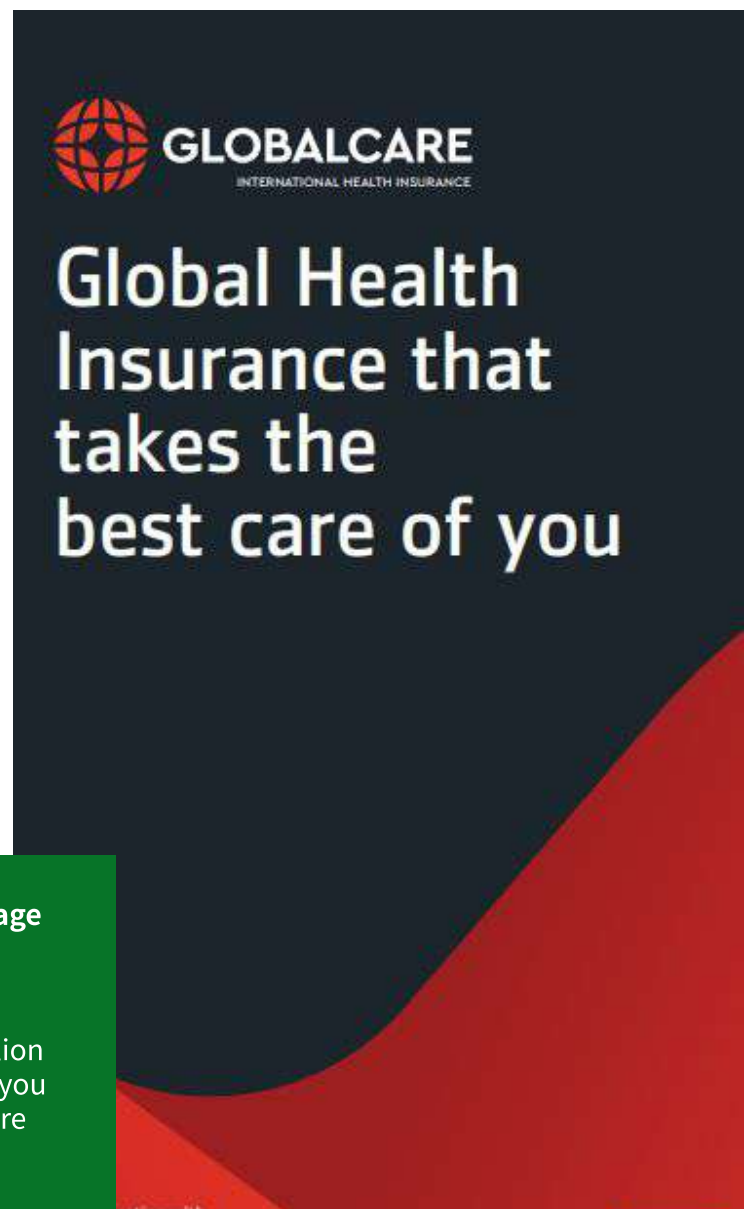
Prior experience: HR Intern at PEL

#KnowYourProduct

Alfalah GlobalCare: The most comprehensive health and medical treatment coverage

GlobalCare is an international health insurance product backed by world leading health insurance provider, powered by Alfalah Insurance & In Collaboration with Fidelity Insurance Brokers.

GlobalCare offers affordable medical treatments in more than 160 countries across the globe with the convenience of going cashless at more than 1 million healthcare facilities.



"Powered by the leading health insurance coverage provider in the world"

Present in 54 countries, 153000 employees and distributors are committed to serving over 105 million clients worldwide. Being a global company means you can trust them to take care of you, no matter where you are. It also means that hospitals and clinics around the world will trust your cover.

Under Alfalah GlocalCare, we offer four coverage plans i.e. Diamond, Sapphire, Emerald and Pearl.



Diamond

\$ 1,000,000
Yearly maximum coverage
As low as \$775 per annum



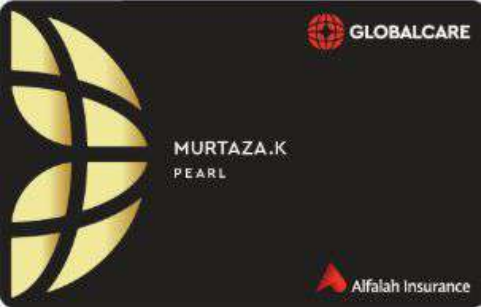
Sapphire

\$ 750,000
Yearly maximum coverage
As low as \$708 per annum



Emerald

\$ 500,000
Yearly maximum coverage
As low as \$640 per annum



Pearl

\$ 250,000
Yearly maximum coverage
As low as \$597 per annum

Articulating Values

	Diamond	Sapphire	Emerald	Pearl
Overall Yearly Maximum Limit, up to	\$1,000,000	\$750,000	\$500,000	\$250,000
Area of Cover	Worldwide (excluding Sanctioned countries)			
Outside area of cover	Emergency treatment only and up to a maximum limit of \$300,000 per policy year and subject to inner limits shown below			
Daily Accommodation Charges (per day/night)	Up to \$240 in Pakistan & India Up to \$750 Outside Pakistan & India	Up to \$210 in Pakistan & India Up to \$540 Outside Pakistan & India	Up to \$180 in Pakistan & India Up to \$360 Outside Pakistan & India	Up to \$150 in Pakistan & India Up to \$300 Outside Pakistan & India
Companion Accommodation (per night)	\$100	\$100	\$100	\$100
Congenital Birth Defect	\$6,000	\$4,500	\$3,000	\$1,500
Cash Benefit (per night)	\$180 per night up to a maximum of 30 days	\$135 per night up to a maximum of 30 days	\$90 per night up to a maximum of 30 days	\$60 per night up to a maximum of 30 days
Psychiatric Treatment	\$2,400	\$1,800	\$1,200	\$300
Hospice & Palliative care	Lifetime Upto \$72,000	Lifetime Upto \$54,000	Lifetime Upto \$36,000	Lifetime Upto \$24,000
Pre-Existing Conditions. This benefit is only available after 12 consecutive months from the insured person's Policy effective date & upto the limit	\$10,000	\$7,500	\$5,000	\$2,500
<ul style="list-style-type: none"> • Hospital Charges • Organ Transplant • Reconstructive Surgery • Surgical Implants • New Born Accommodation • In-patient Rehabilitation • Pre & Post Hospitalization • Radio &/or Chemotherapy • Kidney Dialysis • Outpatient Surgical Procedures • Emergency out-patient treatment due to Accident • Hormone replacement Therapy • Local Road Ambulance Transport • Int. Medical Emergency assistance • Accidental damage to natural teeth 	<ul style="list-style-type: none"> ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ 	<ul style="list-style-type: none"> ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ 	<ul style="list-style-type: none"> ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ 	

PUNCTUALITY

AWARDS

Shahdil Gillani

Executive Officer
Health Department
Head Office



Muzammil Ali

Assistant Manager
Health Department
Head Office



Liaquat Ali Butt

Manager
Underwriting Department
Islamabad Branch



QUALIFICATION

UPDATES

Knowledge is power.
Information is liberating.
Education is the premise of progress, in every
society, in every family



Mr. Tanveer Ahmed
Deputy Manager - I
Gujranwala Branch

Mr. Tanveer has secured first position in the BBA final semester across all sub-campuses of Arid Agriculture University, with a remarkable CGPA of 3.99.



Mr. Sarfaraz Nawaz
Rider - Main Branch Lahore

Alfalah insurance is pleased to recognize the academic accomplishment of Mr. Sarfraz Nawaz, who has successfully completed his Graduation.

What of Today?

We shall do much in the years to come,
But what have we done today?
We shall give out gold in princely sum,
But what did we give today?
We shall lift the heart and dry the tear,
We shall plant a hope in the place of fear,
We shall speak the words of love and cheer;
But what did we speak today?
We shall be so kind in the afterwhile,
But what have we been today?
We shall bring each lonely life a smile,
But what have we brought today?
We shall give to truth a grander birth,
And to steadfast faith a deeper worth,
We shall feed the hungering souls of earth;
But whom have we fed today?
We shall reap such joys in the by and by,
But what have we sown today?
We shall build us mansions in the sky,
But what have we built today?
'Tis sweet in idle dreams to bask,
But here and now, do we do our task?
Yes, this is the thing our souls must ask:
“What have we done today?”