



A Complete General Insurance Solution
Crescent Star Insurance Limited
ESTD 1957



CEO's Message

Year 2013 was a year of structural changes for **CSI**. To meet the challenges ahead and fulfill all our stakeholders' expectations, we have restructured the company's strategic initiatives embracing sustainable Business Practices, increasing the Operating Capability, arranging strong Re-insurance Arrangements from well reputed Re-insurers, implementing efficient Claims Management, focusing on enhancing Customer Experience, Operational Efficiency and People Development. We will continue to grow the business organically as well as inorganically, integrating and moving into adjacent businesses either through partnerships or acquisitions, all the while focusing more on general insurance solutions and transforming into a vigilant risk management organization as an insurance service provider.

We are proud to have inducted a new team of professionals who are experienced and skilled in all classes of business including the management positions, which gives the company an edge to compete in the Insurance Industry of Pakistan. It sends a positive signal that we're making significant changes to our system, at the same time when the Insurance industry is growing rapidly in Pakistan.

After becoming the captain of **CSI** ship in 2013, I have a strong belief that with Product Innovation and Modification, better Customer Services, Compliance, Quality Control and expanding the Branch Network, the **CSI** team is all geared up with heightened enthusiasm for a promising 2014 and beyond.

We greatly appreciate the ongoing support from all the customers, vendors, employees and the regulators during this transition and assure our continued commitment in exceeding expectations. As **CSI**, we expect to contribute significantly to the Insurance needs of our country in the years to come.

Sincerely,

Naim Anwar
Managing Director & CEO



Risk Management/ Reinsurance

Risk management ensures an integrated and pre-emptive approach to mitigate current and emerging business risks. The board is committed to effectively manage its risk through the formulation of risk management policies and systems. These risk management policies and systems are monitored regularly to reflect the changes in the market conditions and company activities.

Adequate and comfortable Re-Insurance arrangements are led by established Re- Insurers from the International Market (panel of reinsurers along with rating are as under). Such arrangements give the confidence to CSI to underwrite any reliable and prudent risk in each class of business. Managed by one of the leading insurance professional team and backed by a professional board comprising of reputable names with expertise in Finance, Banking, Engineering and Information Technology, CSI proudly projects itself as the most promising & upcoming companies in the Insurance Industry of Pakistan. The existing management also plans to bring in reputed advisors from the field of actuarial sciences to implement a risk management system to constantly monitor risk thresholds and advise on measures in case the thresholds are breached.

Name of Reinsurer	Rating
Hannover-Re	AA
Korean-Re	A
Trust-Re	A-
Kuwait-Re	A-
Sava-Re	A-
PRCL	AA



Product Portfolio

Since inception, the Company has been underwriting general insurance business of Fire, Marine Cargo, Motor and Miscellaneous through its wide network of branches across Pakistan. In order to keep pace with changing dynamics of the insurance market, there is a need for product diversification. The new management is fully aware of this changing scenario and is in the process of product modifications and innovations which shall cater the needs of corporates, groups and individuals under the below mentioned lines of Insurance:

Motor

It refers to a comprehensive car insurance that provides an individual with the maximum available cover for his car. The vehicle is covered in case of accident, theft or fire, and third parties are also covered for damages in accidents involving the covered vehicle. With fully comprehensive car insurance, the costs of replacing or repairing the vehicle is covered.

Health

It refers to the insurance that provides protection from high medical care costs for corporates, groups and individuals. In case of an illness or accident this policy covers medical expenses that incurred in the hospital. It provides coverage for in-patient, maternity, and out-patient benefits. It also caters day care procedures, specialized investigations and executive checkups.

Fire

It refers to insurance that is used to cover damage to a property caused by fire. Fire insurance is a specialized form of insurance and is designed to cover the cost of replacement, reconstruction or repair. It covers damage to the building itself, and may also cover damage to nearby structures, personal property and expenses associated with not being able to live in or use the property if it is damaged.

Marine

It refers to cover the loss or damage of ships, cargo, terminals, and any transport or cargo by which property is transferred, acquired, or held between the points of origin and final destination.

Engineering

It provides economic safeguard to the risks faced by the ongoing construction project, installation project, and machines and equipment in project operation. It also provides cover against machinery breakdown, business interruption, dismantling and erection of equipment and accidental damage to electronic equipment, mobile plant, etc.

Travel

It covers the costs and reduces the risk associated with unexpected events during international travel. Travel insurance usually covers the insured against medical expenses, personal accident, loss of baggage, loss of passport, death, ransom and trip cancellations.

Livestock

It refers to the insurance of farm animals such as buffaloes, cows & bulls in case of death due to disease, fire, accident, flood, heavy rains and storm. It also refers to the insurance of Poultry which includes layers, broilers and hatchery birds. It provides cover against death of birds due to accident (including fire, lightning, flood, cyclone, strike, riot and civil commotion and terrorism) or diseases contracted or occurring during the period of insurance.

Crop

It provides financial protection to farmers to protect themselves against the loss of their crops due to natural disasters, such as hail, drought, and floods. The two general categories of crop insurance are called crop-yield insurance and crop-revenue insurance.



Our Board

Naim Anwar - Managing Director & CEO

Mr Naim has been in the insurance industry for more than 20 years having a vast experience in the fields of Sales & Operations, Re- Insurance, Underwriting & Claims and Risk Management. He started his career as working for various positions including Executive Director at Adamjee Insurance Ltd, and Deputy Managing Director at PICIC Insurance Ltd. He is a member of the Executive Committee of Insurance Association of Pakistan (IAP). He has an ACCA background and holds a bachelor's degree in commerce from Government College of Commerce and Economics, Karachi. He is a Certified Director from Institute of Cost & Management Accountants (ICMA) of Pakistan.

Syed Abid Raza

Mr Abid has extensive experience of 25 years in financial markets, with specialization in Asset Management and Capital Markets both locally and internationally. He has worked for Mashreq Bank (Previously Bank of Oman) and Abu Dhabi Investment Company. In Pakistan, Mr Abid has worked for KASB & Co. Ltd. as Head of Investment Advisory, Head of Equities & Fixed Income Securities and as Executive Director for KASB Premier Fund. He has been a member of the management committee and CEO of Al-Hoqani Securities & Investment Corporation as well. He has also been on boards of companies like KASB Bank, Invest Capital Investment Bank, World Call Telecom and Pace Pakistan Limited. Currently he is working as an Investment Consultant to Shaikh Sulaiman Ahmed Saeed Al-Hoqani & Chief Executive of Al-Hoqani Estate & Developers. Mr Abid has done MBA from Institute of Management and Business Education, India.

Tariq Hussain

Mr Tariq has been associated with the financial industry for over 18 years and has largely been involved in the establishing and operating Islamic financing businesses. He currently holds the position of Chief Executive Officer of Emirates Investment Group and is also a Director of Al Baraka Bank Pakistan and Chairman of Takaful Pakistan Limited. Mr Tariq is Chartered Accountant by profession and an MBA-Finance from York University, Canada.

Sakib Berjees

Mr Sakib has vast experience of working in the Blue Chip financial institutions in London, Zurich and Monte Carlo. He has the experience of managing over US\$ 13 billion worth of assets globally of high profile clients. Mr Sakib graduated from University of Liverpool in LLB (Hons). He obtained his master's degree in Law (LLM) from London School of Economics and PhD in Macro Prudential Financial Regulation from the School of Advance Study, University of London.

Mudassar Zubair

Mr Mudassar has vast experience of finance in Insurance and textile industry. He worked as CFO – Adamjee Insurance Limited and has held senior finance positions at Nishat Mills during his career. Mr Mudassar is a Chartered Accountant from the Institute of Chartered Accountants of Pakistan and CMA from the Chartered Institute of Management Accountants (U.K).

Monavar Karamat Ahmed

Mr Monavar has worked with Leading Brands in the Retail and Consumer Markets as CEO and COO. He has more than 38 years of career covering almost all areas of Hospitality Industry. He has worked as CEO of Nandos Pakistan and Country Head Costa Coffee. He has also been associated with KFC as Head of Operations. Mr Monavar has obtained his Bachelor's degree in Commerce from Government National College.

Syed Adnan Zaidi

Mr Adnan currently works in the capacity of Director Technical for Media Monitors and is also on the Board of Directors at First Capital Mutual Fund. He excels in the field of media technology and research and has conducted vast research on media related technologies. Mr Adnan has done MS/ M.Phil in Network Security and BS in Computer Science.



Our Management



Naim Anwar - Managing Director & CEO

Mr Naim is **CSI's** Managing Director and Chief Executive Officer. He has been in the insurance industry for more than 20 years having a vast experience in the fields of Sales & Operations, Re-Insurance, Underwriting & Claims and Risk Management. He started his career as working for various positions including Executive Director at Adamjee Insurance Ltd, and Deputy Managing Director at PICIC Insurance Ltd. He is a member of the Executive Committee of Insurance Association of Pakistan (IAP). He has an ACCA background and holds a bachelor's degree in commerce from Government College of Commerce and Economics, Karachi. He is a Certified Director from Institute of Cost & Management Accountants (ICMA) of Pakistan.



Kashif Naeem - Executive Director, Business Division

Mr Kashif is managing the functions of Marketing, Sales, Branch Development, Information Technology, Human Recourse & Administration at **CSI**. He has played a leadership role in his 20 years of diversified experience in the Insurance, IT and Telecom Industries and has exposure of working with Blue- Chip & multinational companies including AsiaCare, Mobilink, HP, IBM, NEC and Toshiba. Before joining **CSI**, he was the Chief Marketing Officer & Head of Corporate Solutions at AsiaCare Health & Life Insurance Company Limited. His experience & expertise are in Strategic Marketing Management, Communication, Business Development, Corporate & Retail Sales, Product Development, Customer Relationship Management, IT & HR Management. He holds MBA degree majoring in Marketing & Finance and his thesis/research paper is also on the insurance industry. He is a Cert-CII from CII-UK. In addition, he is a member of Chartered Insurance Institute (CII-London) and Pakistan Insurance Institute (PII). He is an alumni of Cadet College Hasanabdal and is the General Secretary for HOBA-Sind.



Malik Mehdi Muhammad - Chief Financial Officer

Mr Malik has previously worked for Adamjee Insurance Limited, heading the finances of its largest division. He has extensive experience in the fields of Finance, Accounts and Regulatory procedures. He has also worked as AVP Finance Division for Pakistan Industrial Credit and Investment Corporation Limited, where he was responsible for overseeing the preparation of financial statements in compliance with the statutory and regulatory requirements of SECP and SBP. He is a Certified Chartered Accountant from Institute of Chartered Accountants of Pakistan and has completed 4 years of professional training with A.F. Ferguson & Co., a member firm of PricewaterhouseCoopers (PwC).



Your Security - Our Policy

Crescent Star Insurance Limited

ESTD 1957

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OUR NETWORK

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Karachi - New Unit

Karachi - Corporate

Hyderabad

Sukkur

Larkana

Quetta

North Region

Lahore - Regional Office

Lahore - City Tower

Islamabad

Faisalabad

Multan

Slalkot

Dera Ghazi Khan

Rahim Yar Khan

Bahawalpur

Okara

Sahiwal

Peshawar

Muzaffarabad

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