

Asia Insurance Limited.

(If there is any contrary information please communicate with DSE through e-mail: listing@dsebd.org)

Disclaimer:

The contents of this presentation are entirely based on disclosures made by the company. Therefore, DSE does not assume any responsibility on the authenticity of the facts and figures presented thereof.

Brief Overview of the Company

1. Date of Incorporation : April 30, 2000
2. Commencement of business : April 30, 2000
3. Authorized Capital : Tk. 300 million
4. Paid up Capital : Tk. 60 million
5. Number of Branches : 12

Details of the Issue

| Description | Ordinary Shares | Offer Value In Taka | Capital in Taka |
|-------------------|-----------------|---------------------|-----------------|
| Pre-IPO Placement | – | - | – |
| Public Offering | 900,000 | 100 | 90,000,000 |

Paid up Capital after IPO

| Particulars | Ordinary Shares | Face Value (Tk.) | Capital in Taka |
|----------------------------------|------------------|------------------|--------------------|
| Pre-IPO Paid up capital | 600,000 | 100 | 60,000,000 |
| IPO | 900,000 | 100 | 90,000,000 |
| Paid up capital after IPO | 1,500,000 | 100 | 150,000,000 |

Board of Directors

| Sl No. | Name of Director | Designation | Directorship/Sponsorship/Ownership with other Companies |
|--------|--------------------------------|---------------|---|
| 1 | Mr. Yussuf Abdullah Harun, FCA | Chairman | Managing Partner, Incontrad Chairman, Insoft Ltd. Chairman, Insoft Systems Ltd. |
| 2 | Mr. Mohammed Jamal Ullah | Vice-Chairman | Proprietor, Bisillah Store., Managing Director, Silver Dal Mills Ltd. Managing Director, Ishfar Oil Mills Ltd. Managing Director, Rupali Soap & Chemical Ind.(pvt.) Ltd. Managing Director, Silver Coconut Oil Mills Ltd. |
| 3 | Mr. Abul Bashar Chowdhury | Director | Proprietor, Mashud & Brothers Chairman, Modern Hatchery Chairman, Mutual Shipping Ltd. Chairman, Modern Fabric Industries Ltd. |
| 4 | Mr. Alamgir Kabir, FCA | Do | Chairman, Southeast Bank Ltd. |
| 5 | Mr. Md. Jahangir Alam | Do | Chairman, M. I Cement Factory Ltd. Managing Director, Indo Steel Re-Rolling Ind. Ltd. Managing Director, Chittagong Capital Ltd. Director, Premier Cements Mills Ltd. Managing Director, GHP Ispat Ltd. |
| 6 | Mr. Mahbubul Alam Talukder | Do | Proprietor, Alam Trading Corporation. |
| 7 | Mrs. Khaleda Begum | Do | Director, Bengal Mines Development Corporation. Director, Rangapani Tea Estate. Director, Progressive Containers Limited. Director, Ching Hung Fibers Ltd. Director, Samuda Containers Limited. |
| 8 | Ms. Farzana Afroze | Do | Chairperson & Director, Samuda Chemical Complex Ltd. |
| 9 | Mr. Mohammad Mustafa Haider | Do | Managing Director & Director, Samuda Chemical Complex Ltd. |

Share holdings of the company:

| Sl No. | Name of Director | Designation | Shares Held (%) |
|--------------|--------------------------------|---------------|-----------------|
| 1 | Mr. Yussuf Abdullah Harun, FCA | Chairman | 4% |
| 2 | Mr. Mohammed Jamal Ullah | Vice-Chairman | 10% |
| 3 | Mr. Alamgir Kabir, FCA | Director | 16% |
| 4 | Mr. Abul Bashar Chowdhury | Director | 10% |
| 5 | Mr. Md. Jahangir Alam | Do | 10% |
| 2 | Mr. Mahbubul Alam Talukder | Do | 10% |
| 7 | Mrs. Khaleda Begum | Do | 10% |
| 8 | Ms. Farzana Afroze | Do | 10% |
| 9 | Mr. Mohammad Mustafa Haider | Do | 20% |
| Total | | | 100% |

Performance at a Glance:

(Tk. in Million)

| Particulars | 31-12-2003 | 31-12-2004 | 31-12-2005 | 31-12-2006 | 31-12-2007 | 31-05-2008 for 5 months |
|---------------------------|------------|------------|------------|------------|------------|-------------------------|
| Net Premium | 30.63 | 44.18 | 68.31 | 81.15 | 124.72 | 71.66 |
| <i>Growth</i> | | 44.24% | 54.62% | 18.80% | 53.69% | |
| Net Claims | (0.55) | 7.73 | 13.18 | 11.80 | 36.25 | 23.45 |
| <i>Growth</i> | | | 70.50% | -10.47% | 207.20% | |
| Management Expenses | 32.78 | 33.28 | 36.75 | 48.58 | 49.43 | 21.20 |
| <i>Growth</i> | | 1.53% | 10.43% | 32.19% | 1.75% | |
| Profit Before Taxes | 15.84 | 17.15 | 20.35 | 22.65 | 32.10 | 50.55 |
| <i>Growth</i> | | 8.27% | 18.66% | 11.30% | 41.72% | |
| Profit After Taxes | 10.87 | 12.13 | 15.19 | 16.11 | 23.27 | 31.30 |
| <i>Growth</i> | | 11.59% | 25.23% | 6.06% | 44.44% | |
| Earnings per Share | 18.12 | 20.22 | 25.32 | 26.85 | 38.78 | 52.17 |
| <i>Growth</i> | | 11.59% | 25.23% | 6.06% | 44.44% | |
| Total Assets | 239.01 | 322.16 | 365.30 | 385.35 | 431.02 | 466.05 |
| <i>Growth</i> | | 34.79% | 13.39% | 5.49% | 11.85% | |
| Total Liabilities | 162.02 | 240.14 | 275.04 | 285.67 | 317.07 | 320.80 |
| <i>Growth</i> | | 48.22% | 14.53% | 3.86% | 10.99% | |
| Net Asset Value | 76.99 | 82.02 | 90.26 | 99.68 | 113.95 | 145.25 |
| <i>Growth</i> | | 6.53% | 10.05% | 10.44% | 14.32% | 27.47% |
| Total Reserves* | 29.42 | 39.90 | 57.75 | 72.20 | 103.90 | 113.92 |
| <i>Growth</i> | | 35.62% | 44.74% | 25.02% | 43.91% | |
| Net Asset Value per Share | 128.32 | 136.70 | 150.43 | 166.13 | 189.92 | 242.08 |
| <i>Growth</i> | | 6.53% | 10.05% | 10.44% | 14.32% | 27.47% |

Determination of Net Asset Value

| Particulars | 31-12-2003 | 31-12-2004 | 31-12-2005 | 31-12-2006 | 31-12-2007 | 31-05-2008 for 5 months |
|----------------------------|---------------|---------------|---------------|---------------|---------------|-------------------------------|
| Total Assets | 239.01 | 322.16 | 365.30 | 385.35 | 431.02 | 466.05 |
| Total Liabilities | 162.02 | 240.14 | 275.04 | 285.67 | 317.07 | 320.80 |
| Net Assets | 76.99 | 82.02 | 90.26 | 99.68 | 113.95 | 145.25 |
| No. of Shares | 600000 | 600000 | 600000 | 600000 | 600000 | 600000 |
| Net Assets Value per Share | 128.32 | 136.70 | 150.43 | 166.13 | 189.92 | 242.08 |

RISK FACTORS AND MANAGEMENT PERCEPTION REGARDING RISKS:

The Company is operating in a field involving a great deal of external/internal risk factors and the management of Asia Insurance Limited perceives the risk factors which are as follows simultaneously:

(A) Interest Rate Risks: Volatility of money market, which ultimately imposes upward pressure on interest rate structure, may erode Organization's profitability.

The Company has procured vehicles for its officers on bank financing. Any adverse change in interest rates may decrease the profitability to negligible amount. On the other hand, any upward change in the rate of bank interest will increase the interest income earned on company's paid-up capital and fixed deposits.

(B) Exchange Rate Risks: Devaluation of local currency against major international currencies may affect company's marine insurance business adversely.

The above effect will be overcome by the increased business on other areas.

(C) Industry Risks: 1.Liberalization of permission to set up more insurance companies by the Government.
2. Natural calamities.

Liberalization of permission to set up more insurance companies by government may result in severe competition amongst insurers resulting in reduction on premium income and profitability of the company.

Though liberalization of permission to set up more insurance companies by government may be encouraging to new entrants resulting tough competition. AIL does not apprehend any loss of business due to its competent and highly experienced management team and expanding trend of insurance business in the country. AIL has already proved its leading role by its attractive earning performance.

The coverage of natural calamities like cyclone, flood by insurance may severely weaken the financial strength of the company by accruing heavy claims on its own retained account.

The estimated losses arising from natural calamities are covered by higher rates of premium and reinsurance coverage for such losses. Management has taken into consideration statistical assessment of occurrence of natural calamities in setting its rates of premium and reinsurance risks. Moreover, most of our trained port folios (Fire including flood, cyclone risks) are protected under catastrophic Excess of loss Treaty with S.B. C.

(D) Market & Technology Related Risks: To be competitive in the market, insurance companies need to develop new products and offer excellent clientele services and also to expand the market by bringing more and more items under the preview of insurance otherwise the competitors may take away company's business

Insurance business globally is increasing. New items are coming under the cover of insurance as days pass by; the market is expanding as people are realizing the importance on insurance. Because of our excellent services and introduction of new products, the company does not envisage any market & technological related risks.

(E) Potential or Existing Government Regulations: Government policy change in respect of rates of premium, underwriting commission, agent's commission, reinsurance commission, interest on deposits etc. may affect income and profitability.

The government, who is the owner of Sadharan Bima Corporation, is not expected to change policies relating to insurance requirement affecting the income of the insurance companies without proper consequential relief for self-interest.

(F) Potential changes in global or national policies: Any structural change in the international insurance business adversely affecting reinsurance operations may have negative impact on the profitability of the company.

The history of insurance/re-insurance business for over two hundred years proves that any major structural change affecting our reinsurance business is unimaginable. Any such event would create a global destabilization, which the major economies must not cause to happen.

(G) History of Non-operation, if any: Is there any chance for the company to become non-operative?

No general insurance company has ever become non-operative in Bangladesh nor there is any chance to become non-operative in future.

(H) Operational Risk: Political and social condition may affect smooth operation of the business resulting in drastic fall to the value of its investment.

Political unrest in the past could not reduce the premium income of the company as the shortfall overcome by increased income in subsequent period.

Comparative Performance:

Comparison of the performance of Asia Insurance Ltd. with that of Agrani Insurance Company Ltd., Global Insurance Ltd., Mercantile Insurance Company Ltd., Pragati Insurance Ltd. as on 31.12.07.

(Tk. in million)

| Particulars | Agrani Insurance | Global Insurance | Mercantile Insurance | Pragati Insurance | Asia Insurance |
|---|------------------|------------------|----------------------|-------------------|--------------------|
| Net Premium | 98.41 | 62.22 | 84.85 | 341.97 | 124.72 |
| Net Claims | 21.49 | 11.37 | 29.75 | 58.42 | 36.25 |
| Management Expense to Net Premium Ratio | 45.22% | 66.43% | 35.05% | 34.83% | 39.63% |
| Net Claims to Net Premium Ratio | 21.84% | 18.27% | 35.06% | 17.08% | 29.07% |
| Profit after Tax | 17.16 | 20.78 | 16.19 | 141.84 | 23.27 |
| EPS (Tk.) | 11.44 | 13.85 | 10.79 | 56.80 | 38.78 |
| Net Asset Value per Share (Tk.) | 110.31 | 124.89 | 129.84 | 770.25 | 189.92 |
| Paid-up Capital | 150.00 | 150.00 | 150.00 | 249.73 | 60.00 (Pre-IPO) |
| Face Value (Tk.) | 100 | 100 | 100 | 100 | 100 |
| Issue Price (Tk.) | 100 | 100 | 100 | 100 | 100 (Offer Price) |
| Market Price (Tk) | 260.25 | 216.00 | 221.00 | 1413.50 | - |
| Year of Listing | 2005 | 2005 | 2004 | 1996 | - |