PAKISTAN INSURANCE CORPORATION

11th Annual Report

AND STATEMENTS OF ACCOUNT FOR THE YEAR ENDED 31ST DECEMBER 1963

ESTABLISHED UNDER THE PAKISTAN INSURANCE CORPORATION ACT NO. XXXVIII 1952

BOARD OF DIRECTORS

M. A. MAJID	*Chairman.*
M. ZULFIQAR EJAZ AHMAD NAIK AHMED DAWOOD FAKHRUDDIN VALIBHAI MIAN MOHAMED BASHIR AMIR ALI H FANCY M. R. SIDDIQUI	*Directors.*
ZAHIRUDDIN AHMED	*Managing Director.*

MANAGEMENT

Managing Director	ZAHIRUDDIN AHMED
Chief Manager	MOHAMED SADIQ

HEAD OFFICE

Pakistan Insurance Building

Bunder Road

P. O. Box No. 4777, City

Karachi-2 Pakistan

LAHORE OFFICE

Atiya Bldg., Bank Square

The Mall

DACCA OFFICE

Muslim Insurance Building

121-Motijheel Commercial Area

AUDITORS

HASHMI & Co.

S. MAHMUD & Co.

PAKISTAN INSURANCE CORPORATION
KARACHI

Report by the Board of Directors for the year ended 31st December, 1963.

To the Shareholders :

Your Directors are pleased to present the Revenue Accounts, the Profit & Loss and the Profit & Loss Appropriation Accounts, for the year ended 31st December, 1963 and the Balance Sheet as on 31st December, 1963 together with the Report of Auditors thereon.

The following summary of the accounts will be of assistance in appreciating the results achieved during the year :

REVENUE ACCOUNTS :

	Fire	Marine	Miscellaneous	Total
			(in lakhs of rupees)	
Gross Premium ...	227.82	196.80	147.03	571.65
Retrocession Premium ...	161.90	132.46	103.49	397.85
Nett Premium ...	65.92	64.34	43.54	173.80
Nett Claims Incurred ...	30.76	37.72	22.06	90.54
Nett Commission ...	25.43	21.34	13.66	60.43
Expenses of Management ...	2.98	2.57	1.92	7.47
Premium Reserve Adjustment ...	3.48	4.12	2.29	9.89
Underwriting Profit ...	3.27	(—) 1.41	3.61	5.47

Premium Reserve in all classes has been maintained at the last year's level of 50% and has increased by Rs. 9.89 lakhs, due to increase in Nett Premium. The Marine Revenue Account shows a technical underwriting loss of Rs. 1.41 lakhs, which is due primarily to the increase of Rs. 4.12 lakhs in premium reserve and to the unfavourable claims experience in this class during the year. The accounts disclose an overall underwriting profit of Rs. 5.47 lakhs in spite of the said loss.

PROFIT AND LOSS ACCOUNT :

The Profit and Loss Account after accounting for income from other sources and allowing for outgo on various accounts not allocable to any revenue account discloses a balance of Rs. 16,48,223.79 as shown below :-

Underwriting Profit.		Rs.	5,47,764.79
Income from Investment & other sources		Rs.	11,43,053.67
		Rs.	16,90,818.46
Miscellaneous Outgo		Rs.	42,594.67
		Rs.	16,48,223.79
Profit & Loss Balance brought forward from 1962.		Rs.	2,03,826.99
		Rs.	18,52,050.78
Less : Dividend for 1962		Rs.	2,00,000.00
Amount available for disposal which has been appropriated as under :-		Rs.	16,52,050.78
Exceptional Loss Reserve	Rs. 9,00,000.00		
Reserve for Taxtion	Rs. 3,25,000.00	Rs.	12,25,000.00
Balance available for dividend and to be carried forward.		Rs.	4,27,050.78

BALANCE SHEET :

The Corporation increased its paid up share capital from Rs. 20 lakhs to Rs. 50 lakhs during the year by issue of right shares. The Corporation's financial and underwriting reserves which are accumulating satisfactorily are as under :-

Paid-up Capital.	Rs.	50,00,000.00		
Less Calls in Arrears	Rs.	6,500.00	Rs.	49,93,500.00
Financial & Other Reserves			Rs.	75,50,000.00
Technical Reserves :—				
Premium Reserve	Rs.	86,90,454.00		
Losses Reserve	Rs.	39,28,843.12	Rs.	1,26,19,297.12
Total Reserves & Capital.		...	Rs.	2,51,62,797.12

The investments of the Corporation as at the end of the year amounted to Rs. 2,03,05,555.34.

The Corporation continued during the year to act as Secretaries for the National Co-Insurance Scheme, which is intended to assist the domestic companies in the matter of procuring Government and semi-Government business. All the business received by the Scheme is distributed amongst the domestic companies. The scope of operation of the Scheme has recently been enlarged to cover such insurances as could not ordinarily be underwritten in the country, e.g., insurance of foreign currency policies in respect of properties and/or imports under aid/loan agreements, contractors' all risks, erection and workmens' compensation policies, etc. covering large projects like Indus Basin Project including Mangla Dam insurance of P.I.A.C. fleet, Insurance of National Shipping Corporation fleet, etc. But for the said extension in the operations of the Scheme it would not have been possible to underwrite this business in Pakistan.

You are aware that pursuant to the Presidential Ordinance No XIV of 1962, the Corporation has been charged with the responsibility of administering the Export Credit Guarantee Scheme which is intended to assist the export trade of the country. The Corporation is actively engaged in the introduction of this Scheme to the prospective exporters and has made some headway. Certain proposals have been formulated for expanding the scope of the Scheme and this matter is under consideration of the Central Government. It is hoped that this will go a long way to help our export trade. The accounts and report of this Scheme are, however, maintained and compiled separately in accordance with the provisions in the Act in that behalf.

The Directors have been pleased to declare a dividend of 10% pro-rata which is the maximum permissible under the Act, and a bonus of two months' pay or proportionate part thereof to the staff.

The Directors wish to record their sense of extreme sorrow on the sad demise of Mr. K. F. Haider, the veteran Managing Director of the Corporation in March, 1963. He was replaced by Mr. K. Shah Zaman C. S. P., Joint Secretary, to the Government of Pakistan, Ministry of Commerce, who held the current charge of the duties of Managing Director temporarily in addition to his other duties until 31st August, 1963, when Mr. Zahiruddin Ahmed, P. M. A. S., S. Q. A., took over charges of the Corporation from him as whole-time Managing Director. In addition to these changes, Mr. M. Zulfiqar, P. T. S. replaced Qamarul Islam, C. S. P., as representative of the Ministry of Finance on the Board of Directors of the Corporation. Mr. M. U. Ahmad was replaced by Mr. B. A. Abbas, C. S. P. and Mr. B. A. Abbas, C. S. P. was later replaced by Mr. E. A. Naik, C. S. P. as representative of the Ministry of Commerce. Mian Mohammad Bashir replaced Mr. Wajid Ali Shah as share-holders' Director during the year. The Directors would like to express their deep appreciation of the services rendered by the outgoing Managing Directors and the Directors, whose wise counsel and efforts contributed materially to the progress of the Corporation.

The Directors wish to express their thanks to the management and the staff for their tireless efforts in building up the Corporation and wish to record their appreciation of the assistance the Corporation received during the year from the Ministries of Commerce & Finance, Government of Pakistan, the Insurance Association of Pakistan, all insurers and oversease connections.

M. A. MAJID	*Chairman.*
M. ZULFIQAR E. A. NAIK AMIR ALI H. FANCY AHMAD DAWOOD FAKHRUDDIN VALIBHAI MIAN MOHAMED BASHIR M. R. SIDDIQUI	*Directors.*
ZAHIRUDDIN AHMED	*Managing Director.*

PAKISTAN INSURANCE CORPORATION

★

REPORT OF THE AUDITORS TO THE SHARE-HOLDERS

We have audited the annexed Balance Sheet of the Pakistan Insurance Corporation as at 31st December, 1963, the Fire, Marine and Miscellaneous Business Revenue Accounts, the Profit & Loss Account and the Profit and Loss Appropriation Accounts of the Corporation for the year ended at that date and report that :—

(a) We have obtained all the information and explanations which we have required.

(b) Such Balance Sheet is a full and fair Balance Sheet and exhibits a true and correct view of the Corporation's state of affairs, according to the best of our information and explanations given to us and as shown by the Books of the Corporation.

MAHMUD ALI
(S. Mahmud & Co.)
Chartered Accountants.

W. R. HASHMI
(Hashmi & Co.)
Chartered Accountants.

KARACHI : *15th May, 1964.*

PAKISTAN INSURANCE CORPORATION

REVENUE ACCOUNT FOR THE YEAR ENDED 31st DECEMBER, 1963.
CONSOLIDATED FOR ALL CLASSES OF BUSINESS

1962 Rs.	EXPENDITURE	Amount Rs. Ps.	Total Rs. Ps.	1962 Rs.	INCOME	Amount Rs. Ps.	Total Rs. Ps
55,47,343	Commission Paid (Less Retrocessions).		60,42,719.74	61,53,345	Premium Reserve brought forward from last year.		77,01,737.00
	Claims (Less Retrocessions) :			4,78,89,561	Premiums.	5,71,65,501.39	
65,37,726	Paid during the year.	18,30,889.70		3,24,86,088	Less : Retrocessions.	3,97,84,583.63	1,73,80,917.76
				1,54,03,473			
30,05,329	Add : Total estimated liability in respect of outstanding claims at the end of the year whether due or intimated	39,28,843.12					
95,43,055	Total ...	1,20,59,732.82					
25,20,196	Less : outstanding at the end of the previous year.	30,05,328.96	90,54,403.86				
70,22,859							
6,30,602	Expenses of Management.		7,47,312.37				
77,01,737	Premium Reserve being 50% of the premiums less Retrocessions for the year.		86,90,454.00				
6,54,277	Profit transferred to Profit and Loss Account.		5,47,764.79				
2,15,56,818		Total Rs. ...	2,50,82,654.76	2,15,56,818		Total Rs. ...	2,50,82,654.76

As per our report annexed.

MAHMUD ALI
(S. Mahmud & Co.,)
Chartered Accountants.

W. R. HASHMI
For Hashmi & Co.,
Chartered Accountants.

Karachi, 15th May, 1964.

S. M. SIDDIQUE
Assistant Manager (Accounts.)

MOHAMED SADIQ
Chief Manager.

M. A. MAJID — *Chairman.*

M. ZULFIQAR
E. A. NAIK
AHMED DAWOOD
FAKHRUDDIN VALIBHAI
MIAN MOHAMED BASHIR
AMIR ALI H. FANCY
M. R. SIDDIQUI — *Directors.*

ZAHIRUDDIN AHMED — *Managing Director.*

PAKISTAN INSURANCE CORPORATION

REVENUE ACCOUNT FOR THE YEAR ENDED 31st DECEMBER, 1963.

FIRE BUSINESS

1962 Rs.	EXPENDITURE	Amount Rs. Ps.	Total Rs. Ps.
22,73,773	Commission Paid (Less Retrocessions).		25,43,060.17
	Claims (Less Retrocessions) :		
24,87,442	Paid during the year.	26,23,242.74	
9,81,083	Add : Total estimated liability in respect of outstanding claims at the end of the year whether due or intimated.	14,33,535.00	
34,68,525	Total ...	40,56,777.74	
8,30,059	Less: Outstanding at the end of the previous year.	9,81,082.59	30,75,695.15
26,38,466			
2,54,086	Expenses of Management.		2,97,839.19
29,48,022	Premium Reserve being 50% of the premiums less Retrocessions for the year.		32,96,058.00
1,45,901	Profit transferred to Profit & Loss Account.		3,27,486.04
82,60,248		Total Rs. ...	95,40,138.55

1962 Rs.	INCOME	Amount Rs. Ps.	Total Rs. Ps.
23,64,205	Premium Reserve brought forward from last year.		29,48,022.00
1,92,95,978	Premiums.	2,27,83,171.31	
1,33,99,935	Less : Retrocessions.	1,61,91,054.76	65,92,116.55
58,96,043			
82,60,248		Total Rs. ...	95,40,138.55

As per our report annexed.

MAHMUD ALI
(S. Mahmud & Co.)
Chartered Accountants.

W. R. HASHMI
(Hashmi & Co.)
Chartered Accountants.

S. M. SIDDIQUE
Assistant Manager (Accounts)

MOHAMED SADIQ
Chief Manager.

M. A. MAJID — *Chairman.*

M. ZULFIQAR
E. A. NAIK
AHMED DAWOOD
FAKHRUDDIN VALIBHAI
MIAN MOHAMED BASHIR
AMIR ALI H. FANCY
M. R. SIDDIQUI — *Directors.*

ZAHIRUDDIN AHMED — *Managing Director.*

Karachi, 15th May, 1964.

PAKISTAN INSURANCE CORPORATION

REVENUE ACCOUNT FOR THE YEAR ENDED 31st DECEMBER, 1963.

MARINE BUSINESS

1962 Rs.	EXPENDITURE	Amount Rs. Ps.	Total Rs. Ps.
18,92,750	Commission Paid (Less Retrocessions).		21,33,768.51
	Claims (Less Retrocessions) :		
23,03,835	Paid during the year.	34,26,206.21	
11,83,723	Add : total estimated liability in respect of outstanding claims at the end of the year whether due or intimated.	15,29,873.31	
34,87,558	Total ...	49,56,079.52	
9,96,947	Less : Outstanding at the end of the previous year.	11,83,723.29	37,72,356.23
24,90,611			
2,02,913	Expenses of Management.		2,57,268.18
28,05,586	Premium Reserve being 50% of the premiums less Retrocessions for the year.		32,16,905.00
2,49,024	Profit transferred to Profit and Loss Account.		—
76,40,884		Total Rs. ...	93,80,297.92

1962 Rs.	INCOME	Amount Rs. Ps.	Total Rs. Ps.
20,29,714	Premium Reserve brought forward from last year.		28,05,585.00
1,54,09,770	Premiums.	1,96,79,687.73	
97,98,600	Less : Retrocessions.	1,32,45,868.51	64,33,819.22
56,11,170			
—	Loss transferred to Profit and Loss Account.		1,40,893.70
76,40,884		Total Rs. ...	93,80,297.92

As per our report annexed.

MAHMUD ALI
(S. Mahmud & Co.)
Chartered Accountants.

W. R. HASHMI
(Hashmi & Co.)
Chartered Accountants.

S. M. SIDDIQUE
Assistant Manager, (Accounts)

MOHAMED SADIQ
Chief Manager.

M. A. MAJID — *Chairman.*

M. ZULFIQAR
E. A. NAIK
AHMED DAWOOD
FAKHRUDDIN VALIBHAI
MIAN MOHAMED BASHIR
AMIR ALI H. FANCY
M. R. SIDDIQUI
— *Directors.*

Karachi, 15th May, 1964.

PAKISTAN INSURANCE CORPORATION

REVENUE ACCOUNT FOR THE YEAR ENDED 31st DECEMBER, 1963.
MISCELLANEOUS BUSINESS

1962 Rs.	EXPENDITURE	Amount Rs. Ps.	Total Rs. Ps.
13,80,820	Commission Paid (Less Retrocessions).		13,65,891.06
17,46,450	Claims (Less Retrocessions). Paid during the year.	20,81,440.75	
8,40,523	Add: total estimated liability in respect of outstanding claims at the end of the year whether due or intimated.	9,65,434.81	
25,86,973	Total ...	30,46,875.56	
6,93,189	Less: Outstanding at the end of the previous year.	8,40,523.08	22,06,352.48
18,93,784			
1,73,602	Expenses of Management.		1,92,205.00
19,48,130	Premium Reserve being 50% of the Premiums less Retrocessions for the year.		21,77,491.00
2,59,350	Profit transferred to Profit and Loss Account.		3,61,172.45
56,55,686		Total Rs. ...	63,03,111.99

1962 Rs.	INCOME	Amount Rs. Ps.	Total Rs. Ps.
17,59,426	Premium Reserve brought forward from last year.		19,48,130.00
1,31,83,812	Premiums.	1,47,02,642.35	
92,87,552	Less: Retrocessions.	1,03,47,660.36	43,54,981.99
38,96,260			
56,55,686		Total Rs. ...	63,03,111.99

As per our report annexed.

MAHMUD ALI
(S. Mahmud & Co.)
Chartered Accountants.

W. R. HASHMI
(Hashmi & Co.)
Chartered Accountants.

S. M. SIDDIQUE
Assistant Manager (Accounts)

MOHAMED SADIQ
Chief Manager.

M. A. MAJID — *Chairman.*

M. ZULFIQAR
E. A. NAIK
AHMED DAWOOD
FAKHRUDDIN VALIBHAI
MIAN MOHAMED BASHIR
AMIR ALI H. FANCY
M. R. SIDDIQUI
— *Directors.*

ZAHIRUDDIN AHMED — *Managing Director.*

Karachi, 15th May, 1964.

PAKISTAN INSURANCE CORPORATION

PROFIT & LOSS ACCOUNT FOR THE YEAR ENDED 31st DECEMBER, 1963.

1962 Rs.	PARTICULARS	Amount Rs. Ps.	Total Rs. Ps.
	Expenses of Management : (not applicable to any particular Revenue Account)		
10,620	Directors' Fee & T. A.	10.820.50	
4,500	Auditors' Fee.	5,500.00	
17.466	Training Scheme.	—	
51,636	Depreciation.	—	
616	Advertisement & Publicity.	4,464.15	
—	Loss on sale of Fixed Assets.	—	20,784.65
84,838			
	Other Expenses :		
15,645	Interest on deposits retained from other companies.		21,810.02
15,60,792	Nett Profit for the year carried down.		16,48 223.79
16,61,275		Total Rs. ...	16,90,818.46

1962 Rs.	PARTICULARS	Amount Rs. Ps.	Total Rs. Ps.
7,68,947	Interest & Dividend.		8,60,847.54
	Profit & Loss transferred from Revenue Accounts :		
1,45,901	Fire	3,27,486.04	
2,49,024	Marine.	(—) 1,40,893.70	
2,59,351	Miscellaneous	3,61,172.45	5,47,764.79
6,54,276			
	Other Receipts :		
36	Share Transfer Fee.	20.00	
1,367	Profit on Sale of Investments.	2,355.00	
1.932	Profit on Sale of Fixed Assets.	—	
67.020	Rent received & accrued.	33,285,75	
1,67,697	Miscellaneous Income.	2,46,545.38	2,82,206.13
2,38,052			
16,61,275		Total Rs. ...	16,90,818.46

PROFIT & LOSS APPROPRIATION ACCOUNT FOR THE YEAR ENDED 31st DECEMBER, 1963.

1962 Rs.	PARTICULARS	Amount Rs. Ps.	Total Rs. Ps.
2,00,000	Dividend for the year 1962.		2,00,000.00
	Amounts transferred to :		
12,50,000	Exceptional Loss Reserve.		9,00,000.00
1,25 000	Taxation Reserve.		3,25,000.00
2,03,827	Balance carried forward to Balance Sheet.		4,27,050.78
17,78,827		Total Rs. ...	18,52,050.78

1962 Rs.	PARTICULARS	Amount Rs. Ps.	Total Rs. Ps.
2,18,035	Balance brought forward from last year.		2,03,826.99
15,60,792	Nett Profit for the year brought forward.		16,48,223.79
17,78,827		Total Rs. ...	18,52,050.78

As per our report annexed.

MAHMUD ALI
(S. Mahmud & Co.,)
Chartered Accountants.

W. R. HASHMI
For Hashmi & Co.,
Chartered Accountants.

S. M. SIDDIQUE
Assistant Manager (Accounts.)

MOHAMED SADIQ
Chief Manager.

M. A. MAJID — *Chairman.*

M. ZULFIQAR
E. A. NAIK
AHMED DAWOOD
FAKHRUDDIN VALIBHAI
MIAN MOHAMED BASHIR
AMIR ALI H. FANCY
M. R. SIDDIQUI
— *Directors.*

ZAHIRUDDIN AHMED — *Managing Director.*

Karachi, 15th May, 1964.

PAKISTAN INSURANCE CORPORATION

BALANCE SHEET AS AT 31st DECEMBER, 1963.

1962. Rs.	Capital & Liabilities	Amount Rs. Ps.	Total Rs. Ps.
	Capital—Authorised :		
1,00,00,000	1,00,000 Shares of Rs. 100/- each.		1,00,00,000.00
	Issued and paid up :		
20,00,000	50,000 Shares of Rs. 100/- each fully paid up.	50,00,000.00	
	Less : Calls in Arrears.	6,500.00	49,93,500.00
	Reserve and Provisions :		
44,00,000	Exceptional Loss Reserve.	53,00,000.00	
13,00 000	General Reserve.	13,00,000.00	
4,75,000	Reserve for Taxation.	8,00,000.00	
1,50,000	Reserve for Bad & Doubtful Debts.	1,50,000.00	75,50,000.00
63,25,000			
2,03,827	Profit & Loss Account.		4,27,050.78
	Reserve for outstanding Claims:		
9,81,083	Fire	14,33,535.00	
11.83,723	Marine.	15,29,873.31	
8,40,523	Miscellaneous.	9,65,434.81	39,28,843.12
30,05,329			
	Premium Reserve :		
29.48,022	Fire.	32,96.058.00	
28.05,585	Marine.	32,16.905 00	
19,48,130	Miscellaneous.	21,77.491 00	86,90,454.00
77,01,737			
78,15,546	Amount due to other persons bodies carrying on Insurance Business.		54,65,936.54
43,91.354	Deposits retained and or received from other Companies.		68,81,295.26
1,80,347	Sundry Creditors.		1,22,932.30
3,16,23,140	NOTE:—There is a contingent liability to the tune of Rs. 6,48,500/- in respect of calls not yet made on partly paid shares of companies held by the Corporation as investments.	Total Rs. ...	3,80,60,012.00

1962 Rs	Property & Assets.	Amount Rs. Ps.	Total Rs. Ps.
	Investments—At Cost :		
60,13,321	Govt. & other Securities.	70,46,708.92	
67,54,366	Stock & Shares.	1,05,95,404.11	
14,62,250	Debentures.	19,61,260.00	
1,42,29,937		1,96,03,373.03	
	(Market Value as at 31st. December, 1963, Rs. 2,28,00,643.42).		
6,71,596	Land and Building.	7,02,182.31	2,03,05,555.34
1,49,01,533			
88,69,363	Amount due from persons and bodies carrying on Insurance Business.		85,58,709.08
41.49,373	Deposits held by Ceding Companies.		57,39,554.69
24,23,343	Cash in hand & at Bank.		6,76,466.47
1,16,492	Interest accrued and outstanding		1,40,945.07
42,371	Sundry Debtors		13,74,566.92
9,83,141	Advances, Loans, Deposits and pre-paid Expenses		11,27,848.48
1,32,761	Furniture, Fixtures, Office Equipment and Vehicles at cost less depreciation.		1,32,329.09
4,763	Stock of Stationery in hand.		4,036.86
3,16,23,140		Total Rs. ...	3,80,60,012.00

As per our report annexed.

MAHMUD ALI
(S. Mahmud Ali & oC.)
Chartered Accountants.

W. R. HASHMI
For Hashmi & Co.,
Chartered Accountants.

S. M. SIDDIQUE
Assistant Manager, (Accounts)

MOHAMED SADIQ
Chief Manager.

M. A. MAJID — *Chairman.*

M. ZULFIQAR
E. A. NAIK
AHMED DAWOOD
FAKHRUDDIN VALIBHAI
MIAN MOHAMMED BASHIR
AMIR ALI H. FANCY
M. R. SIDDIQUI — *Directors.*

ZAHIRUDDIN AHMAD — *Managing Director.*

Karachi, 15th May, 1964.

PAKISTAN INSURANCE CORPORATION

KARACHI

NOTIFICATION

The Eleventh Annual General Meeting of the Shareholders of Pakistan Insurance Corporation will be held at Pakistan Insurance Building, Bunder Road, (Opp. Mereweather Tower), Karachi-2, on Monday, the 29th June, 1964 at 11-30 A.M. to transact the following business, namely :—

(1) Confirmation of the Minutes of the 10th Annual General Meeting held on Saturday, the 29th June, 1963.

(2) The Balance Sheet as at 31st December, 1963, the Revenue Accounts and the Profit & Loss and Profit & Loss Appropriation Accounts for the year ended 31st December, 1963 together with the report by the Board on the working of the Corporation during the year and the Auditors' Report on the said Balance Sheet and Accounts will be read and considered.

(3) The Chairman will announce the Dividend declared by the Board in respect of the 1963 Accounts.

The Share Transfer Register of the Corporation will remain closed for 8 days from 22nd June, 1964 to 29th June, 1964 both days inclusive.

By order of the Board,
ZAHIRUDDIN AHMED
Managing Director.

PROXY FORM

PAKISTAN INSURANCE CORPORATION

KARACHI

I/We ____________________ of ____________________ being a shareholder of Pakistan Insurance Corporation holding Shares Nos. ____________________ hereby appoint ____________________ of ____________________ (or failing him ____________________ of ____________________) as my/our proxy to vote for me/us and on my/our behalf at a meeting of the shareholders of the Corporation to be held at ____________________ on the ____________________ day ____________________ and at any adjournment thereof.

Dated this ____________________ day of ____________________

Signature of Shareholder

Signature must tally with the specimen filed with the Corporation