



ANNUAL REPORT 2019



EASTLAND INSURANCE CO., LTD.
The name you have learnt to Trust



ANNUAL REPORT 2019



BASKING IN THE GLORY OF SUCCESS

EASTLAND INSURANCE
COMPANY LIMITED



ESTD. 1986

ইস্টল্যান্ড ইন্স্যুরেন্স
কোম্পানী লিমিটেড

The name you have learnt to Trust



Table of CONTENTS

04

Letter of Transmittal	4
Awards & Recognition	6
Glimpses of 32 nd Annual General Meeting	8-9
Corporate Milestone	10
Share Holding Structure	11
Notice of the 33 rd Annual General Meeting	12

13

Vision and Mission	13
Overall Strategic Objectives	14
Core Values, Core Strengths & Core Competencies	15
Company's Key Information	16
Profile of the Company	17
Products/Services of Eastland	18
Branch Network	19-20
Financial Highlights	21
The Financial Performances at a Glance	22-27

29

Board of Directors	29
Composition of Board's Committees	30
Profile of the Chairman	31
Profiles of the Members of the Board of Directors	32-37

39

Financial Calendar	39
Corporate Organogram	41
Management Team	42
Profile of the Senior Management	43-46
Responsibility Statement of Chief Executive Officer and Chief Financial Officer	47
Certificate on Compliance of Corporate Governance	48
Status of Compliance of Corporate Governance	49-57

58

Chairman's Address	58-61
Chief Executive Officer's Outlook	62-63
Directors' Report to the Shareholders	64-89

90

Summary of Accounts-2019	90
Company's Report to the Shareholders	91-92
Report on Corporate Governance	93-95
Report on Corporate Social Responsibilities	96
Concentration on Investors Complaints	97
Concentration on Clients Complaints	97

Table of CONTENTS

98

Value Added Statement	98
Economic Value Added Statement	99
Market Value Added Statement	99
Contribution to the National Economy	100
Accounting Ratios Pertaining to Insurance Sector	100

101

Bangladesh Non-Life Insurance Market Composition & Eastland Share	101
Report on Effect of Corona Virus (Covid-19)	102-103
Human Resource Management	105
Information Technology (IT) Infrastructure	106
Report on Going Concern	107
Credit Rating Report	108

109

Claims Management and Details of Outstanding Claims (IBNR & IBNER)	109
Insurance Risk & its Mitigation	110
Solvency Margin	111
Review of Assets Quality	112

113

Sustainability Report	113
Environment and Social Obligation	114
Integrated Reporting	115-116
Environmental Policy	117
Directors' Certificate	118

119

Audit Committee Report for the year 2019	119
Nomination & Remuneration Committee (NRC) Report for the year 2019	120
Independent Auditors' Report to the Shareholders'	122-125
Statement of Financial Position	126-127
Statement of Profit or Loss	128
Profit & Loss Appropriation Account	129
Other Comprehensive Income	129
Statement of Cash Flows	130
Statement of Changes in Shareholders' Equity	131
Consolidated Insurance Revenue Account	132-133
Fire Insurance Revenue Account	134-135
Marine Insurance Revenue Account	136-137
Miscellaneous Insurance Revenue Account	138-139
Classified Summary of Assets	140
Notes to the Financial Statements	141-161

162

Quarterly Analysis-2019	162
Useful information for the shareholders	163
Proxy Form	165
Shareholders' Attendance Slip	165



Letter of TRANSMITTAL

All Honorable Shareholders,

Bangladesh Securities and Exchange Commission (BSEC)
Insurance Development & Regulatory Authority (IDRA)
Registrar of Joint Stock Companies & Firms (RJSC)
Dhaka Stock Exchange Limited (DSE)
Chittagong Stock Exchange Limited (CSE)
Central Depository Bangladesh Limited (CDBL)

Dear Sir(s)

ANNUAL REPORT FOR THE YEAR ENDED DECEMBER 31, 2019

Please find enclosed a copy of Company's Annual Report together with the Audited Financial Statements including Statement of Financial Position and Statement of Comprehensive Income, Statement of Cash Flows and changes of share holders equity for the year ended December 31, 2019 along with notes thereon for kind information and records.

Best regards,

Yours faithfully,

MA Rahman FCS
Company Secretary



THE RECOGNITIONS



A BRILLIANCE OF JOURNEY TO OUR VALUED CUSTOMERS

Eastland is privileged and delighted to share its honour with its valued customers the recognition for being awarded Certificate of Merit of ICMAB Best Corporate Awards for four consecutive years and ICAB National Award for Best Presented Annual Report as mark of recognition of excellence in the Insurance Sector.



AWARDS & RECOGNITION



Mr. Mahbubur Rahman, President ICC Bangladesh and Chairman of Eastland Insurance Company Ltd. is presenting a memento to the Hon'ble President of the People's Republic of Bangladesh H.E. Mr. Md. Abdul Hamid.



Mr. Arun Kumar Saha, Chief Executive Officer (CEO) of Eastland Insurance Company Ltd. is seen receiving the ICMAB Best Corporate Award 2014 from Mr. Abul Maal Abdul Muhith, Hon'ble Minister, Ministry of Finance, Government of the People's Republic of Bangladesh.

THE DEMONSTRATED STRENGTH



OUR UNFLAGGING EFFORT DEDICATED TO THE HONOURABLE SHAREHOLDERS

A sincere thankfulness to our honorable shareholders
for their continuous support and confidence in the company.



GLIMPSES OF 32ND ANNUAL GENERAL MEETING



GLIMPSES OF 32ND ANNUAL GENERAL MEETING





Corporate MILESTONE

Incorporation of the Company	5 th November, 1986
Certificate of Commencement of Business	5 th November, 1986
Date of Registration	22 nd November, 1986
License issued for operating Branches	8 th October, 1988
First Dividend Declared in the 3 rd AGM 12.50% Cash for the year 1989	23 rd June, 1990
Received consent from SEC for issuance of public share of BDT 30 million	24 th September, 1994
Publication of prospectus	2 nd October, 1994
Subscription Opened	11 th October, 1994
Subscription Closed	20 th October, 1994
Listed with Dhaka Stock Exchange Limited	28 th December, 1994
Listed with Chittagong Stock Exchange Limited	17 th June, 1997
Agreement sign with CDBL	5 th July, 2005
Date of Issuance of Right Share	29 th November, 2005
Issuance of first Bonus Share (For the year 2005) 20% Stock & 10% Cash	20 th August, 2006
Completion of 25 Years of Service (SILVER JUBILEE)	4 th November, 2011
Glorious 30 years celebration	6 th May, 2017
Purchase of Land for Corporate Office of the Company	28 th June, 2012
Received ICMAB Best Corporate Awards 2012	12 th January, 2013
Received ICMAB Best Corporate Awards 2013	27 th April, 2014
Received ICMAB Best Corporate Awards 2014	1 st January, 2015
Received ICMAB Best Corporate Awards 2015	26 th April, 2016
Received ICAB National Awards 2013	30 th November, 2014
Authorized Capital	Tk. 1,000,000,000.00
Paid-up Capital	Tk. 775,594,848.00

Total Nos. of shareholders as on December 31, 2019 **3,711**

- **CPA Rating (Surveillance) 2011-2015**
By Credit Rating Information and Services Ltd.

AA

- **CPA Credit Rating (Surveillance) 2016-2020**
By Credit Rating Information and Services Ltd.

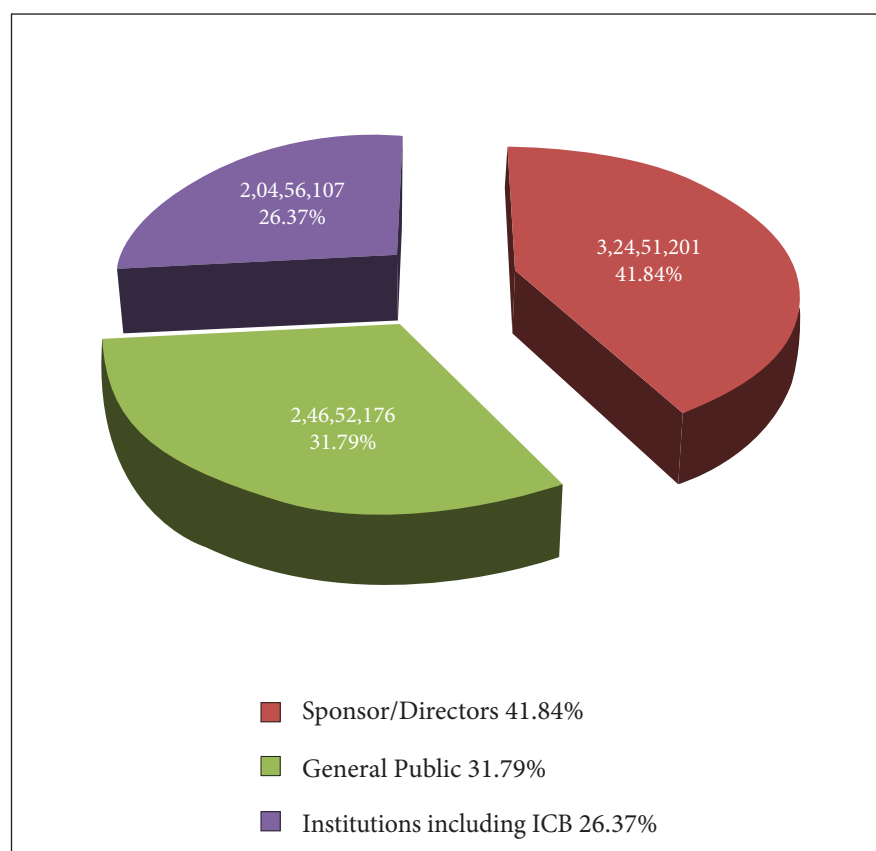
AA⁺

AA⁺ (Double A plus indicates very high claim paying ability,
sound financial & technical performance and
sound solvency position)

Share Holding STRUCTURE

as on December 31, 2019

Category of Shareholders	No. of Shares	Shares in %
A. Sponsor/Directors	3,24,51,201	41.84%
B. General Public	2,46,52,176	31.79%
C. Institutions including ICB	2,04,56,107	26.37%
Grand Total	7,75,59,484	100.00%





NOTICE OF THE 33RD ANNUAL GENERAL MEETING

Notice is hereby given that the 33rd Annual General Meeting of Eastland Insurance Company Limited will be held through Digital Platform (in pursuance with BSEC Order no. SEC/SRMRC/04-231/25, dated : 08 July, 2020) on Thursday, September 03, 2020 at 3.00 P.M. to transact the following business:

1. To receive consider and adopt the Directors' Reports and the Audited Financial Statements of the Company for the year ended December 31, 2019 together with the Auditors' Report thereon.
2. To approve Dividend for the year 2019 as recommended by the Board of Directors.
3. To elect Directors of the Company in the vacancies caused by retirement of Sponsor (A-Group) Directors in accordance with the provision of 115 and 118 of the Articles of Association of the Company.
4. To elect Directors of the Company in the vacancies caused by retirement of Public (B-Group) Directors in accordance with the provision of 116 and 118 of the Articles of Association of the Company.
5. To approve appointment of Independent Director
6. To re-appoint Statutory Auditor for the year 2020 and to fix their remuneration.
7. To re-appoint Corporate Compliance Auditor for the year 2020 and to fix their remuneration.

By Order of the Board-

(MA Rahman FCS)
Company Secretary

Dated, Dhaka
August 16, 2020

Notes:

- i) August 06, 2020 has been scheduled as Record Date. The valued Shareholders whose names will appear in the Share Register/Depository Register of the Company as on the Record Date are eligible to join in the meeting and receive Dividend.
- ii) Pursuant to the Bangladesh Securities & Exchange Commission (BSEC) Order no. SEC/SRMRC/04-231/25, dated : 08 July, 2020, the ensuing 33rd AGM will be conducted through Digital Platform (Virtual Meeting). Therefore, the shareholders are requested to join in the AGM through online live portal to avoid serious health risk due to pandemic COVID-19 Corona Virus crisis. The detailed procedures and link of the online live portal to attend the meeting will be communicated to the shareholders in due course of time and will also be mentioned on our website: www.eastlandinsurance.com
- iii) Members will be able to log into the link from 09.00 a.m. on the day of AGM i.e. Thursday, September 03, 2020 and may contact at PABX- 9564600 ext.- 141 number for share related issues.
- iv) Pursuant to the Bangladesh Securities & Exchange Commission Notification No. BSEC/CMRRCD/2006-158/208/Admin/81, dated June 20, 2018 the Company will send the Annual Report-2019 in Soft format to the respective E-Mail address of the Shareholders available in their BO Account maintained with the Depository Participant (DP). However interested shareholders may collect hard copy of the Annual Report-2019 from the company's share department, by submitting a written request. The soft copy of the Annual report-2019 will also be available on company's website- www.estlandinsurance.com.
- v) A member entitled to attend & vote at the Annual General Meeting may appoint a proxy to attend & vote on his/her behalf. Proxy Form duly filled, signed & stamped BDT 20.00 must be submitted at the share department of Registered Office of the Company at least **48 hours before the Meeting**.
- vi) Members are requested to update particulars of their Bank Account, Email Address, NID no. Mailing Address, Contact Number and 12 digit Tax-Payer's Identification Number (E-TIN) in their CDBL account or Depository Participants (DP).

VISION AND MISSION

Foundation of our strength, our Vision, Mission and Commitments to the clients.

VISION

To be a “Par excellence digital based Non-Life Insurance Company in Bangladesh and contribute significantly to the National Economy”.



MISSION



- High quality services with state of the art technology
- Digital and APPs based innovative Non-Life Insurance Product
- Prompt customer service
- Sustainable growth strategy
- Follow ethical standards in business
- Steady return on shareholders' equity
- Innovative Insurance service
- Attract and retain mission-critical human resource
- Commitment to Corporate Social Responsibility

COMMITMENTS TO OUR RESPECTED CLIENTS

- Provide service with the high degree of professionalism and use of modern technology
- Create long-term relationship based on mutual trust
- Prompt claim settlement
- Respond to customer needs with speed and accuracy
- Share their values and beliefs
- Grow as our customers grow
- Provide products and services at competitive price





Overall

STRATEGIC OBJECTIVES

We, at Eastland realize that, for us to prosper, we need to be flexible and responsive, to satisfy our clients by providing them with what they want, when they want it and most importantly before other competitors can offer it . It is important to recognize the elements that make our intangible resources, such as, our ability to relate to customers regarding their needs and wants, management style, corporate culture and commitment. These elements will distinguish us from our competitors and contribute towards the development of a sustainable competitive edge, Our corporate strategy and guiding principles rest firmly on this ethical belief.

PROCESS FOCUS

- To have all products meet standard of excellence guidelines
- To continuously improve internal process to realize efficiencies
- Improve system accuracy and responsiveness
- Improve organizational structure
- Improve performance measurement and reporting capability
- Reduce administrative overhead
- Improve financial analysis, controls and audit capability

BUSINESS FOCUS

- Increase quality
- Digital and APPs based innovative Non-Life Insurance Product
- Implement changes faster
- Increase client retention
- Increase client loyalty
- Improve overall service and maximize market share
- Improve marketing, advertising and public relations
- Achieve and maintain excellent client service
- Continuously broaden client database by obtaining new information on client characteristics and needs

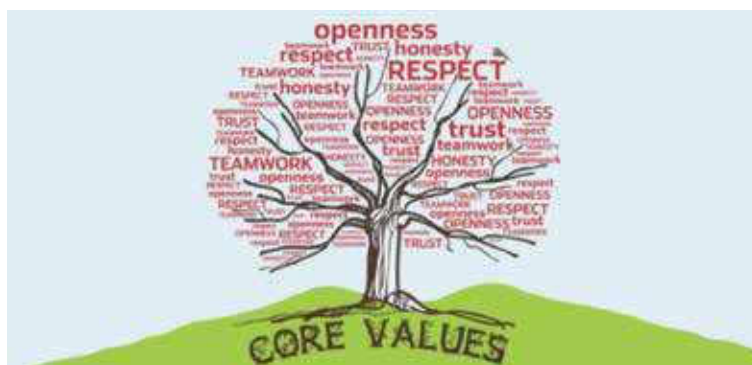


PEOPLE/ LEARNING FOCUS

- To hire, develop and maintain the right people in right place
- Employ professionals who create success for clients
- Develop broad set of skills useful for client support
- To continuously learn and adopt current best practice
- Transfer knowledge from leading-edge clients
- To align incentives and staff rewards with performance

Core values

- Integrity
- Transparency
- Professionalism & Excellences
- Client Focus
- Respect
- Fairness
- Harmony
- Team Spirit
- Courtesy
- Commitment
- Enthusiasm for Work
- Business Ethics
- Open Communication
- Quality
- Continuous Self Improvement



Core Strengths

- Professionally Sound Board of Directors
- Professional & highly experienced Management
- Strong Capital Base
- Transparent and Quick Decision Making
- Efficient Team of Performers
- Satisfied Client
- Internal Control
- Unique Corporate Culture
- Rock Solid Assets Base
- Strong Reserve Base
- Very high claim paying ability

Core Competencies

- Knowledge
- Experience and Expertise
- Transparency
- Pursuit of Disciplined Growth Strategies
- Prompt claims settlement
- Adequate coverage from Re-Insurers both local & abroad
- Reliability





Company's KEY INFORMATION

Eastland Insurance Company is a first generation non-life insurance company, incorporated in Bangladesh as a public limited company in the year 1986 under the Companies Act, 1913 (at present 1994). The company operates in compliances with the Insurance Act, 2010 and directives as received time to time from Insurance Development & Regulatory Authority (IDRA).

The company is listed on Dhaka Stock Exchange Limited and Chittagong Stock Exchange Ltd. Under 'A' Category issue as a publicly traded company. The company carries its business of insurance through 27 branches spread across the country.

Registered Name of the Company



Eastland Insurance Company Limited

Nature of business

Non-life Insurance

Company Registration No.

C-16046/350 of 1986-1987

Tax Payers Identification Number (TIN)

228117122321

VAT Registration Number

19011002863

Registered Office

13 Dilkusha Commercial Area
Dhaka-1000, Bangladesh

Contacts

Telephone: 9564600 (Hunting)
Fax : 88 02 9565706, 9556115, 9554569
e-mail : info@eastlandinsurance.com
: uw@esatlandinsurance.com (Underwriting)
: reins@esatlandinsurance.com (re-insurance)
: claims@esatlandinsurance.com (Claims)
: admin@esatlandinsurance.com (administration)
: accounts@esatlandinsurance.com (Accounts)

Website

www.eastlandinsurance.com

Chief Executive Officer

Mr. Arun Kumar Saha

Additional Managing Director & Chief Financial Officer

Mr. Abdul Hamid, FCA

Company Secretary

MA Rahman FCS

Auditors

Shafiq Basak & Co.
Chartered Accountants

Corporate Governance Compliance Auditor

Mahfel Huq & Co.
Chartered Accountants

Legal Adviser

Mahbubuddin Ahmed
Barrister-at-Law

Principal Bankers

Social Islami Bank Limited
National Bank Limited
Islami Bank Bangladesh Limited
NCC Bank Limited



Profile of THE COMPANY

Eastland Insurance Company Limited (EICL) - a first generation non-life insurance company was incorporated on November 5, 1986 as a public limited company under the Companies Act 1913 (at present 1994) with the vision to be one of the top performing non-life insurance companies in Bangladesh. It obtained the Certificate of Registration for carrying on insurance business from the Chief Controller of Insurance on November 22, 1986. The company started its business with a paid up capital of Tk. 30.00 million against authorized capital of Tk. 100.00 million being sponsored by a group of renowned business personalities and reputed industrialists of the country having involvement in diversified business.

Meanwhile, both authorized and paid up capital of the company have been enhanced to Tk. 1,000.00 million and Tk. 775.594 million respectively as on December 31, 2019. EICL floated Initial Public Offerings (IPO) in 1994. The shares of the company are listed on both the bourses of the country under "A" category issue. EICL, awarded by CRISL AA+ credit rating. The Company has been operating its business with a network of 27 branches in different locations of the country. The Eastland Insurance Company earned gross premium of Tk. 1,035.32 million in the year 2019 as against Tk. 1,114.62 million in 2018. Head Office of the company is located at 13, Dilkusha C/A, Dhaka-1000.

Mr. Mahbubur Rahman, Chairman of the company, is an eminent business personality in Bangladesh. He is the President of International Chamber of Commerce (ICC) Bangladesh, Chairman Bangladesh International Arbitration Center (BIAC), Member Business Advisory Council (BAC) of the United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP), Bangkok, Member, Board of Governors, Institute of Business Administration (IBA), University of Dhaka, Member of the Board of Bangladesh Open

University (BOU) and Dhaka Stock Exchange Limited. He is the former Chairman of the National Bank Ltd. And National Bank Foundation, former President of Federation of Bangladesh Chambers of Commerce & Industry (FBCCI) and Dhaka Chamber of Commerce & Industry (DCCL). Besides, he is associated with host of Social Organizations at home and abroad.

Management team is consists of a group of experienced professionals and is headed by Mr. Arun Kumar Saha as the Chief Executive Officer (CEO), with over 37 years of experience in the insurance industry. He worked in Underwriting, Claim, Re-Insurance, Export Credit Guarantee & Administration Department from 1981 to 2011. He retired from Shadaran Bima as General Manager in the year 2011.

Eastland focuses on providing professional services of the highest quality to its clientele which include many reputed large national & multinational conglomerates. Over the years, Eastland has established its track record as a sound and a dependable insurer, providing insurance solution to the individual needs of its clients and consistently meeting its commitments. The Company has been maintaining over the years strong corporate culture, corporate governance, ethical standards, corporate social responsibilities, superior underwriting skills and abilities and diligent investment management.

Eastland encompasses not only the development of new products and services, but also marketing activities aimed at tapping the hitherto untapped segments of the market. The Company is fully aware of its social responsibilities and aims its future development activities to bring insurance services and benefits to the reach of the teeming millions of Bangladesh.



Products/Services of EASTLAND

1. Accidental Damage on Property Insurance

- Fire & Allied Perils Insurance
- Industrial All Risks Insurance (IAR)
- Comprehensive Machinery Insurance (CMI)
- Property All Risks (PAR)
- Power Plant Operational Package Insurance
- Special Package Insurance

2. Marine Cargo Insurance

3. Marine Hull Insurance

- Hull Insurance
- Ship Builders' All Risks
- Ship Repairs Liability

4. Motor & Automobile Liability Insurance

5. Miscellaneous Insurance

- Burglary Insurance (BG)
- All Risk Insurance (AR)
- Air Travel Insurance (AT)
- Cash-in-Safe Insurance (CIS)
- Cash-in-Transit Insurance (CIT)
- Cash-on-Counter Insurance (COC)
- Cash-on-Premises Insurance (COP)
- Overseas Medi-claim Insurance (OMP)
- Fidelity Guarantee Insurance (FG)
- Personal Accident Insurance (PA)
- Peoples Personal Accident Insurance (PPA)
- Workmen's Compensation Insurance (WC)
- Safe Deposit Box (Bank Lockers) All Risks Insurance

6. Liability Insurance

- Employers' Liability Insurance (EL)
- Product Liability Insurance (PDL)
- Carriers Liability Insurance
- Public Liability Insurance (PL)
- Contingency Liability Insurance (CLI)

7. Engineering Insurance

- Contractors' All Risks Insurance (CAR)
- Erection All Risks Insurance (EAR)
- Builders All Risks Insurance (BAR)
- Machinery Break-down Insurance (MBD)
- Deterioration of Stock Insurance (DOS)
- Cold Storage Comprehensive Policy (CSCP)
- Electronic Equipment Insurance (EEI)
- Boiler & Pressure Vessel Insurance (BPV)
- Contractors' Plant & Machinery Insurance (CPM)

8. Aviation Insurance

9. Specialized Products

- Professional Indemnity Insurance
- Householders' Comprehensive Insurance
- Shops & Super Markets Insurance
- Comprehensive General Liability Insurance
- Cancellation and Abandonment Insurance for Games
- Business Interruption (BI)/Loss of Profit (LOP) Insurance
- Umbrella Insurance
- Hotel Owners All Risks Insurance
- Glass Insurance
- Engineers' Professional Liability Insurance
- Bankers' Blanket Bond Insurance
- Rubber Plantation Insurance

Branch NETWORK

DHAKA DIVISION	ADDRESS	TELEPHONE
PRINCIPAL OFFICE	13 Dilkusha Commercial Area, Dhaka-1000	PABX: 02-9564600 (Auto Hunting)
IMAMGONJ BRANCH	84 Shaheed Syed Nazrul Islam Sarani (1 st Floor) 12 Malitola, English Road, Dhaka-1100	02-9568308
NAWABPUR ROAD BRANCH	120 Nawabpur Road (2 nd Floor), Dhaka-1100	02-7114253, 9512793
MOTIJHEEL BRANCH	Shadhinata Bhaban (2 nd Floor), 88 Motijheel C/A, Dhaka-1000	02-9552433
KAWRAN BAZAR BRANCH	43 Kazi Nazrul Islam Avenue (3 rd Floor), Kawran Bazar, Dhaka-1215	02-58152349
ELEPHANT ROAD BRANCH	Alishan Complex (2 nd Floor), Room-303, 300 Elephant Road, Dhaka-1205	02-58611401
MALIBAGH BRANCH	Mouchak Tower (3 rd Floor), 83/B New Circular Road, Dhaka-1217	02-49349849
MOHAKHALI BRANCH	G.P.GA-19, Mohakhali School Road(1 st Floor), Mohakhali, Dhaka-1212	02-58815436
GULSHAN BRANCH	Islam Mansion (2 nd Floor), House # 39, Road # 126, Gulshan-1, Dhaka-1212	02-9857085
MIRPUR BRANCH	“Anta Plaza” (2 nd Floor), 1/5 Senpara Parabata, Mirpur-10, Dhaka-1216	02-58052051
BANANI BRANCH	House # 49 (2 nd Floor), Road # 17, Banani Bazar, Dhaka-1213	02-9821780
NARAYANGONJ BRANCH	52/1, Bangabandhu Road (3 rd Floor), Narayangonj	0671-7631937
MYMENSINGH BRANCH	6 Swadeshi Bazar (1 st Floor), Mymensingh-2200	091-66766
TANGAIL BRANCH	230/231 B. B. Girls School Road (Bara Pukur Par), Tangail.	0921 64910
RAJBARI BRANCH	Main Road, Rajbari Bazar, Rajbari	0641-65761
FARIDPUR BRANCH	23/1/1 Multipurpose Bhaban (1 st Floor), Masjid bari Road Niltuli, Faridpur	01721-783751 0631 65121
CHATTOGRAM DIVISION		
AGRABAD BRANCH	Daar-E-Shahidi (4 th Floor), 69 Agrabad C/A, Chattogram-4000	031-725660, 713745
JUBILEE ROAD BRANCH	200/B Jubilee Road (2 nd Floor), Chattogram	031-636334, 613954
FENI BRANCH	182 Al Madina Market (1 st Floor), Trunk Road, Feni	0331-74415
KHULNA DIVISION		
KHULNA BRANCH	25 Sir Iqbal Road (2 nd Floor), Khulna	041-721615
JESSORE BRANCH	39 Jess Tower (3 rd Floor), Room No. 405, M. K. Road, Jessore	0421-68851
KUSHTIA BRANCH	Lovely Tower (7 th Floor), Room 7F-4, 55/1, N. S. Road, Kushtia	071-61982
MEHERPUR BRANCH	K. N. Super Market (1 st Floor), 245 Main Road, Boro Bazar, Meherpur	0791-62981
SATKHIRA BRANCH	Khan Market (2 nd Floor), 2092 Main Road, Satkhira.	0471-63805
RAJSHAHI DIVISION		
BOGURA BRANCH	Ziladar Mansion (1 st Floor), Borogola (Traffic More), Rangpur Road, Bogura	051-66105
ISHWARDI BRANCH	1951 House of Mujibur Rahman (2 nd Floor), College Road, Ishwardi, Pabna	0732-664671
SYLHET DIVISION		
SYLHET BRANCH	Shahir Plaza(2 nd Floor), 2143 East Zinda Bazar, Sylhet	0821-718725,720498



No one can be everywhere all the time. So are we. While the above is true it is also true that we shall cover you whichever corner of the country you are located. We protect you round the year whenever you need. We are one of the many Insurance Companies of the country but we are like none others- we are a step ahead.



FINANCIAL HIGHLIGHTS

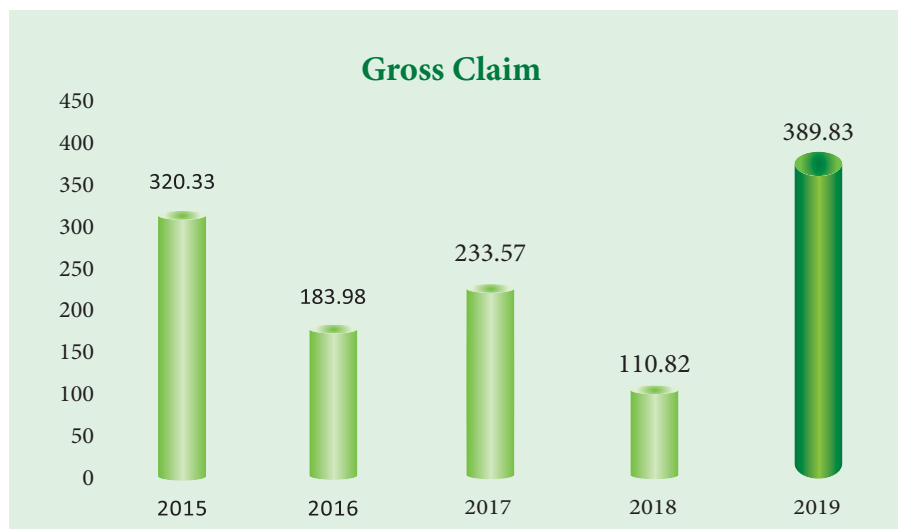
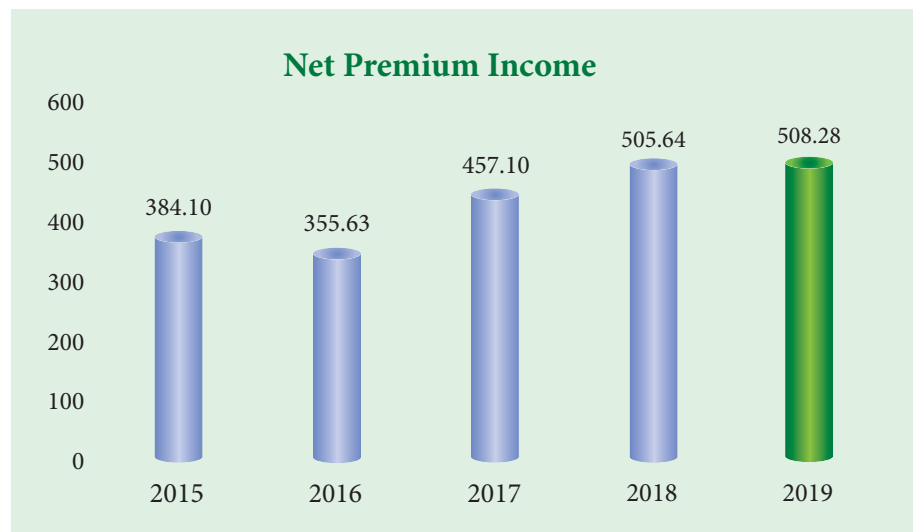
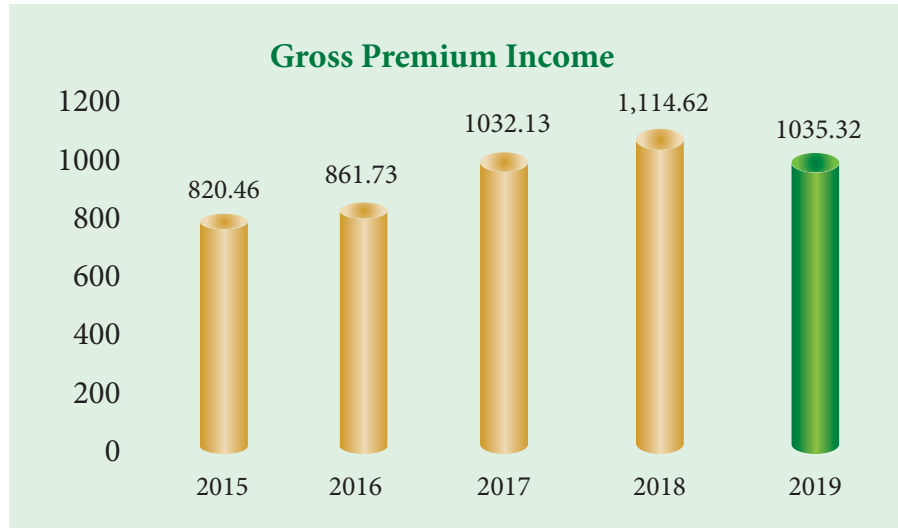
Taka in Million
Except Sl. No. 14-17, 19-21

Sl No	Particulars	Recent Growth	2019	2018	2017	2016	2015
1	Gross Premium Income	-7%	1035.32	1114.62	1032.13	861.73	820.46
2	Re-Insurance premium Ceded	-13%	527.04	608.99	575.04	506.10	436.36
3	Net Premium Income	1%	508.28	505.64	457.10	355.63	384.10
4	Gross Claim	252%	389.83	110.82	233.57	183.98	320.33
5	Investment & Other Income	-20%	47.51	59.22	146.19	128.63	149.47
6	Underwriting Profit	26%	154.22	122.85	69.13	51.77	20.66
7	Net Profit before Tax	14%	129.00	113.39	162.22	140.96	133.27
8	Net Profit after Tax	3%	112.48	109.00	149.23	129.91	120.24
9	Paid-up Capital	5%	775.59	738.66	687.13	654.41	594.92
10	Shareholders' Equity	-1%	1627.25	1638.11	1595.15	1594.15	1470.54
11	Total Investments	-12%	953.41	1088.33	1185.00	1161.11	1148.61
12	Total Assets	7%	2595.23	2421.60	2405.81	2347.25	2170.11
13	Total Reserve Fund	-4%	1057.19	1104.99	1091.41	1154.00	1097.27
14	Rate of Dividend	Cash (%)	-	5	7	7.50	10
		Stock (%)	-	5	5	7.50	5
15	Face Value per share	-	Tk. 10	Tk. 10	Tk. 10	Tk. 10	Tk. 10
16	Earnings per share (EPS)	3%	1.45	1.41	1.92	1.67	1.55
17	Net Asset value per share (NAV)	-1%	20.98	21.12	20.57	20.55	18.96
18	Net Cash Flow from Operating Activities	-12%	60.75	68.70	66.65	58.61	65.54
19	Net Operating Cash Flow per share (NOCFPS)	-12%	0.78	0.89	0.86	0.76	0.85
20	Price Earning Ratio (Times)	18%	16.96	14.37	12.37	14.27	12.51
21	Current ratio	-	2.28:1	2.59:1	2.38:1	2.42:1	2.55:1
22	Market price per share	22%	24.60	20.20	23.80	23.90	19.40



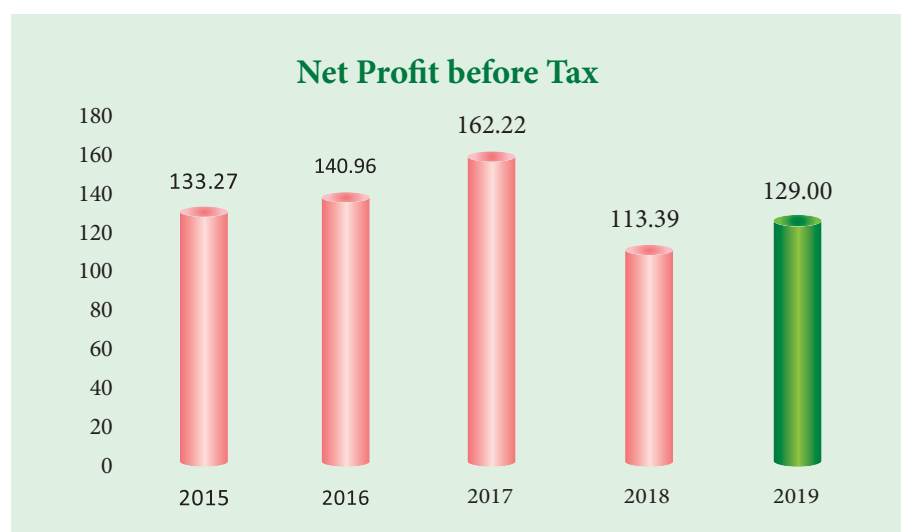
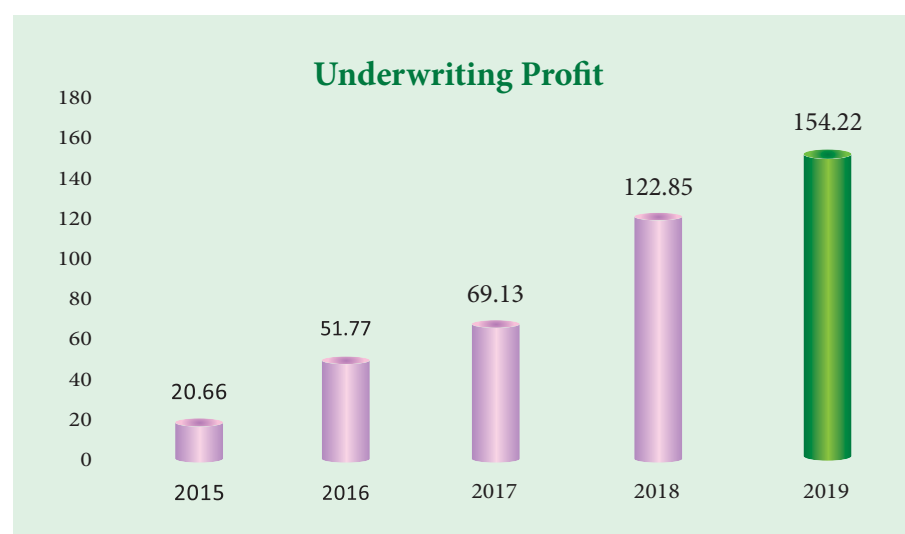
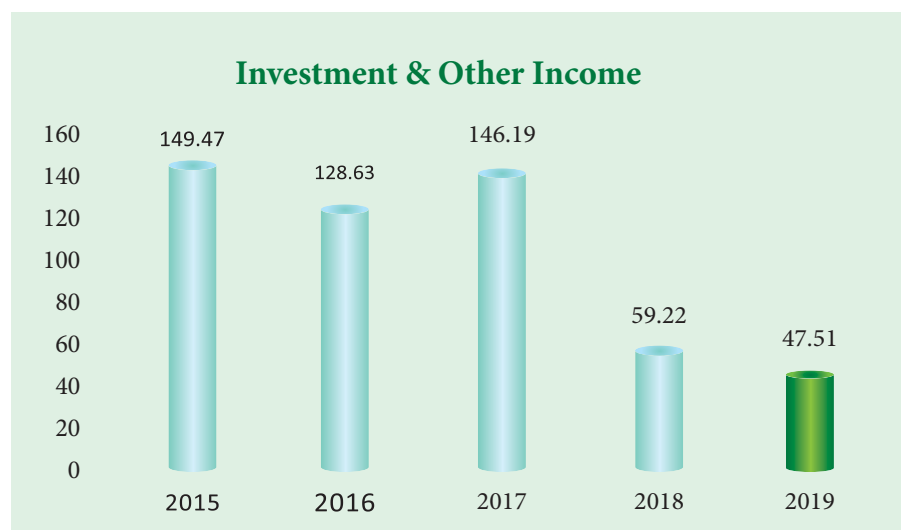
THE FINANCIAL PERFORMANCES AT A GLANCE

Taka in Million



THE FINANCIAL PERFORMANCES AT A GLANCE

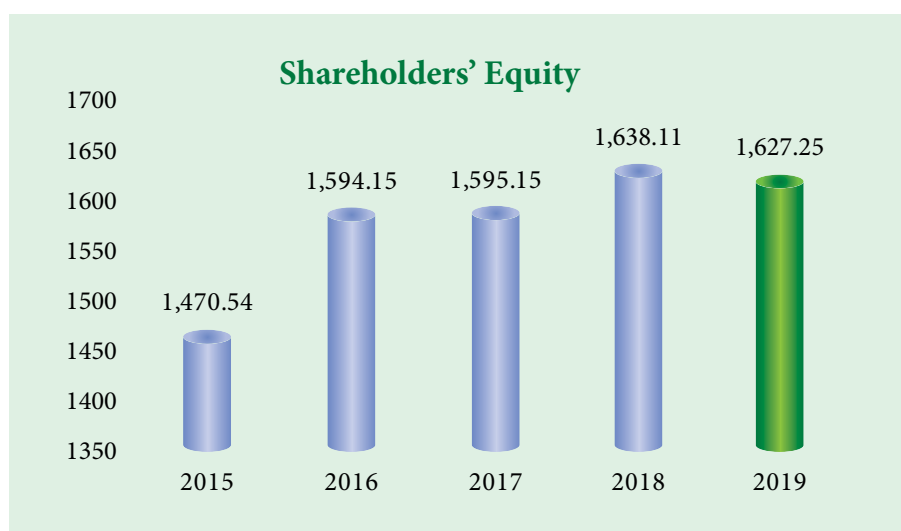
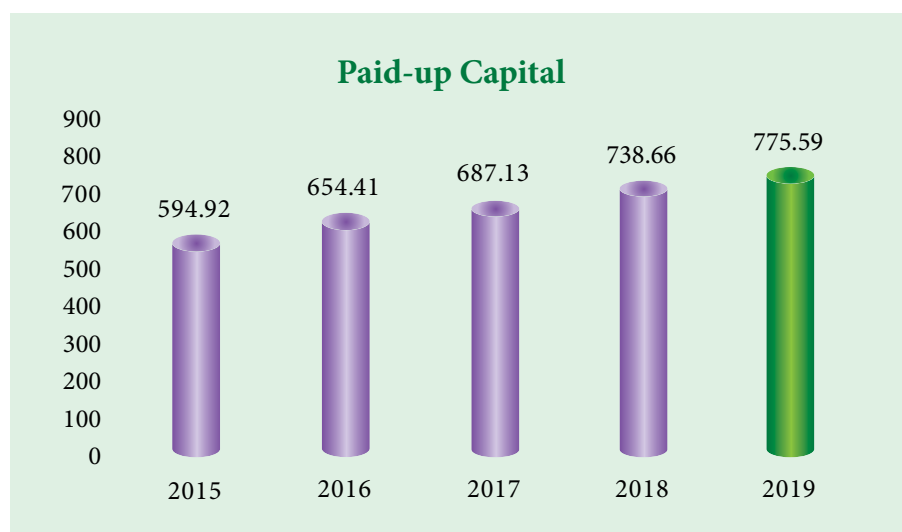
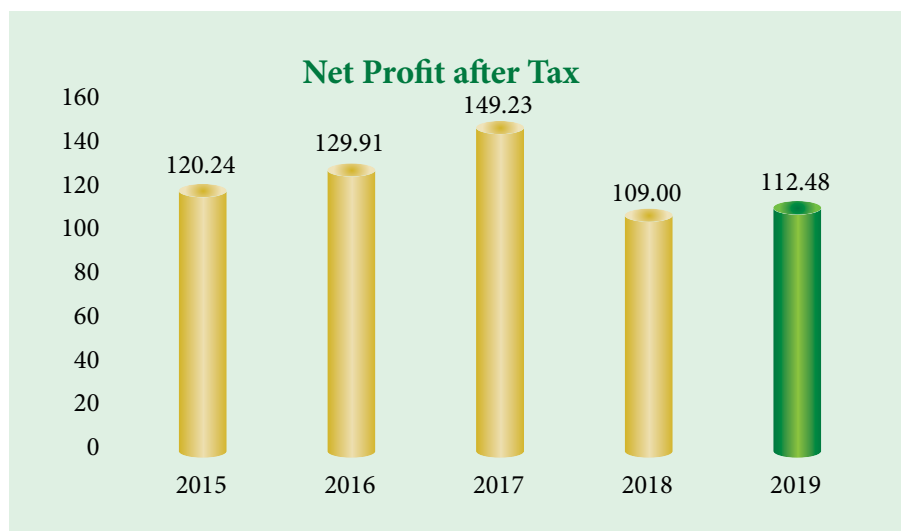
Taka in Million





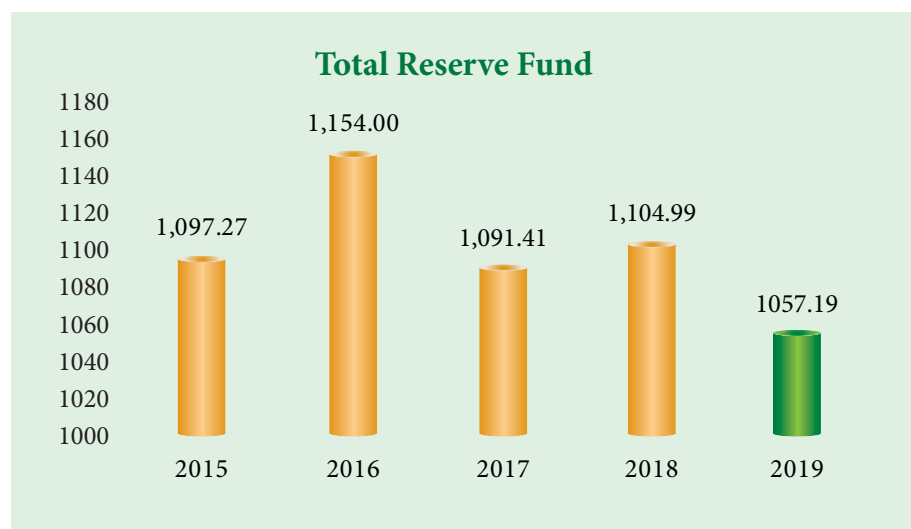
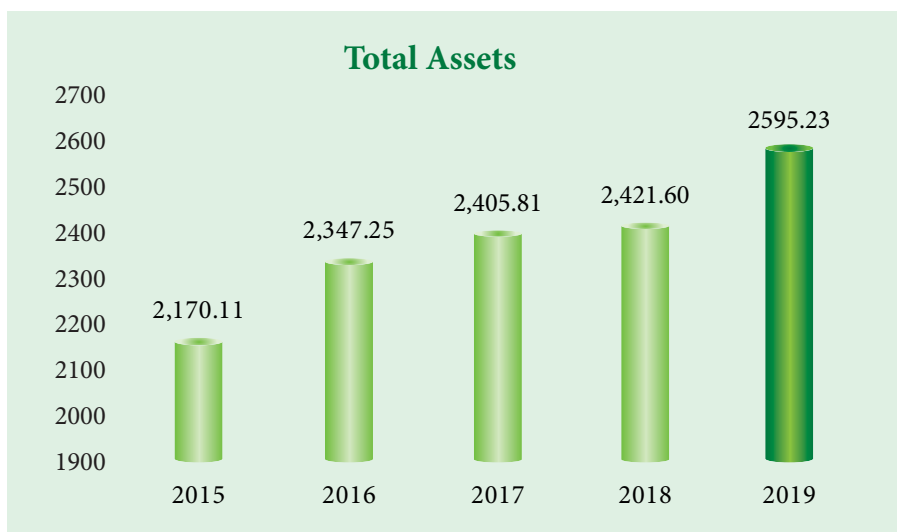
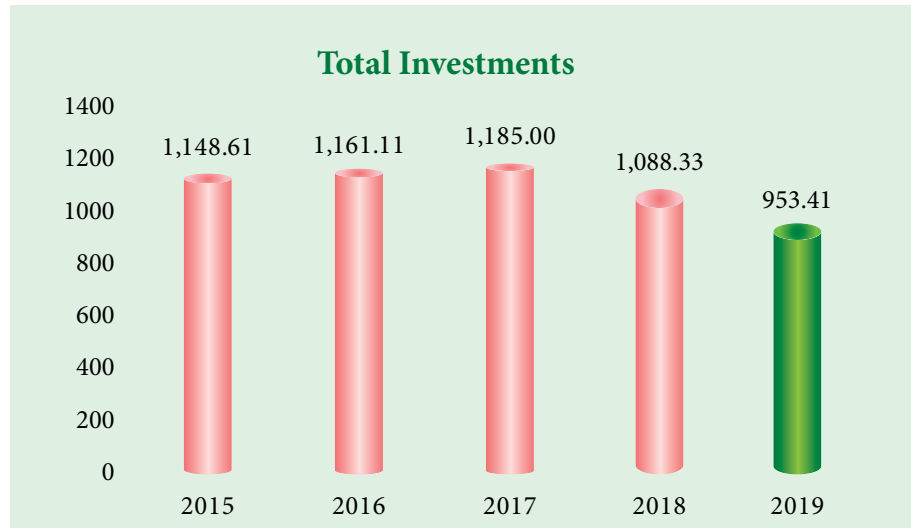
THE FINANCIAL PERFORMANCES AT A GLANCE

Taka in Million



THE FINANCIAL PERFORMANCES AT A GLANCE

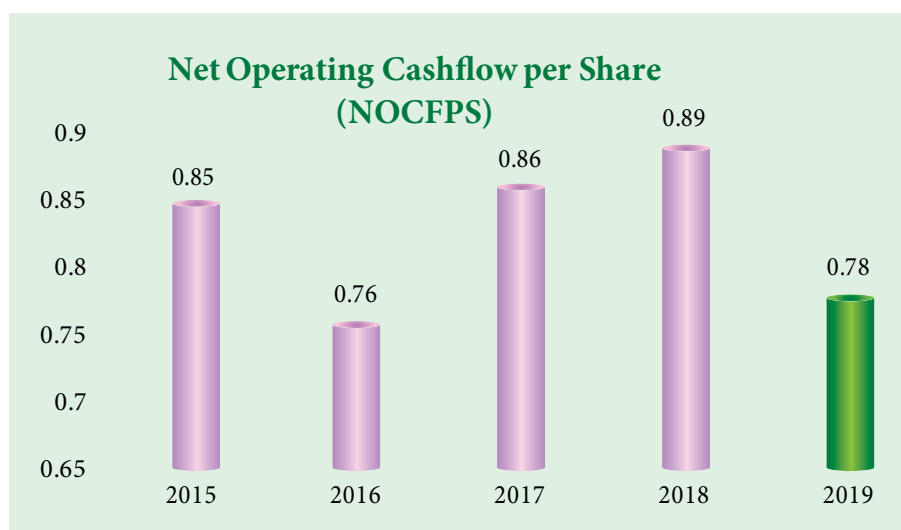
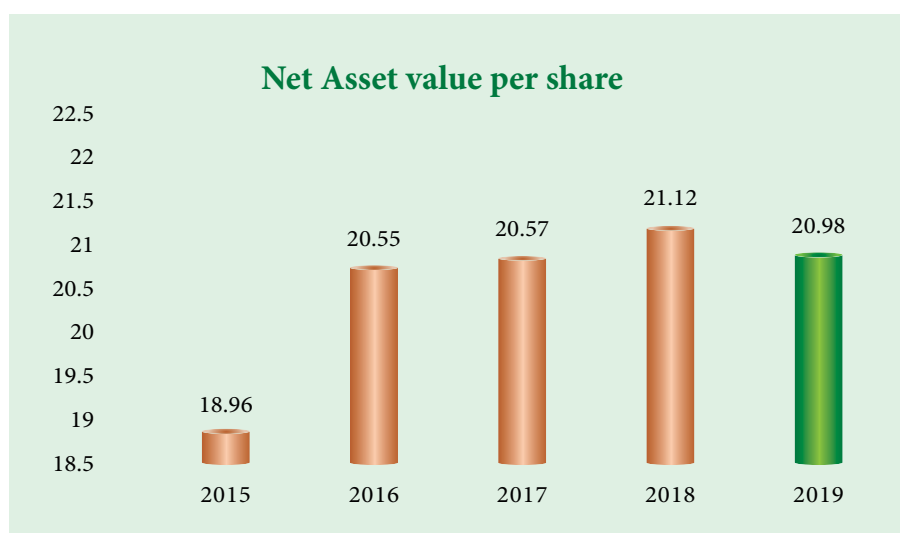
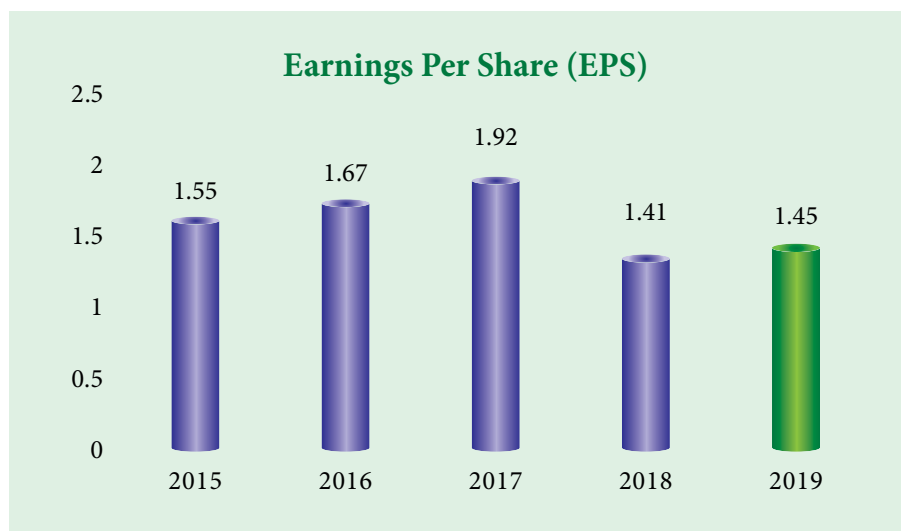
Taka in Million





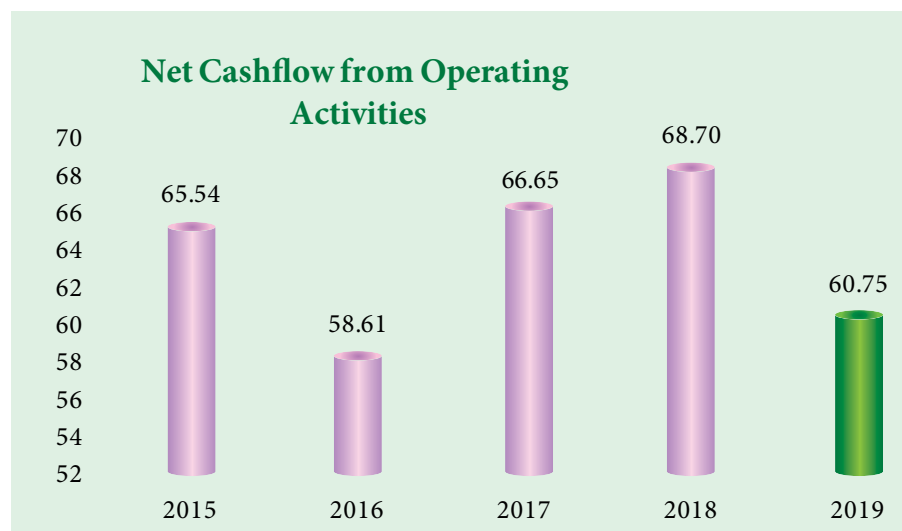
THE FINANCIAL PERFORMANCES AT A GLANCE

Taka in Million



THE FINANCIAL PERFORMANCES AT A GLANCE

Taka in Million





THE EXPERIENCED GUIDANCE



MANAGEMENT IS THE DRIVING FORCE OF RESPECTED & DEDICATED ENTREPRENEURS

The Board of Directors of Eastland is composed of renowned entrepreneurs and eminent personalities of the country. They possess wide range of experience and dynamic leadership skills to shepherd the company in pragmatic right direction.

BOARD OF DIRECTORS

CHAIRMAN

MR. MAHBUBUR RAHMAN

GROUP- A: DIRECTORS

MS. HAMEEDA RAHMAN

MR. MOAZZEM HOSSAIN

MR. KAMALUDDIN AHMED

MS. MONIRA YEASMIN

MR. RIZWAN-UR RAHMAN

MR. SAIFUL ISLAM

MS. TASLIMA AKHTAR

MR. SANJIDUR RAHMAN

MS. TAHMINA AHMED

MR. ZAHIDUL KABIR

GROUP-B: DIRECTORS

ALHAJ MOHD. ARSHAD ALI

MR. ABU SAYEED MD. QUASEM

DR. SHEGUFTA MAHBUB

MS. ROUSHAN ARA ALI

MR. MD. TANVIR KHAN

(Representative of J. K. Spinning Mills Ltd.)

INDEPENDENT DIRECTORS

MR. MAHBUB JAMIL

MR. MUHAMMAD A. (RUMEE) ALI

CHIEF EXECUTIVE OFFICER

MR. ARUN KUMAR SAHA





Composition of BOARD'S COMMITTEES

EXECUTIVE COMMITTEE

- | | | |
|----|---|----------|
| 1. | MR MOAZZEM HOSSAIN
DIRECTOR | CHAIRMAN |
| 2. | MS. HAMEEDA RAHMAN
DIRECTOR | MEMBER |
| 3. | MR. KAMALUDDIN AHMED
DIRECTOR | MEMBER |
| 4. | AL-HAJ MOHD. ARSHAD ALI
DIRECTOR | MEMBER |
| 5. | MR. ABU SAYEED MD. QUASEM
DIRECTOR | MEMBER |
| 6. | MR. RIZWAN-UR RAHMAN
DIRECTOR | MEMBER |
| 8. | MR. MAHBUB JAMIL
INDEPENDENT DIRECTOR | MEMBER |
| 7. | MR. MUHAMMAD A. (RUMEE) ALI
INDEPENDENT DIRECTOR | MEMBER |

BUSINESS REVIEW COMMITTEE

- | | | |
|----|--------------------------------|----------|
| 1. | MR. MAHBUBUR RAHMAN | CHAIRMAN |
| 2. | MS. TASLIMA AKHTAR
DIRECTOR | MEMBER |

AUDIT COMMITTEE

- | | | |
|----|---|----------|
| 1. | MR. MUHAMMAD A. (RUMEE) ALI
INDEPENDENT DIRECTOR | CHAIRMAN |
| 2. | MR MOAZZEM HOSSAIN
DIRECTOR | MEMBER |
| 3. | AL-HAJ MOHD. ARSHAD ALI
DIRECTOR | MEMBER |
| 4. | MR. RIZWAN-UR RAHMAN
DIRECTOR | MEMBER |
| 5. | MS. TASLIMA AKHTAR
DIRECTOR | MEMBER |

NOMINATION & REMUNERATION COMMITTEE

- | | | |
|----|--|----------|
| 1. | MR. MAHBUB JAMIL
INDEPENDENT DIRECTOR | CHAIRMAN |
| 2. | MR. ABU SAYEED MD. QUASEM
DIRECTOR | MEMBER |
| 3. | MR. RIZWAN-UR RAHMAN
DIRECTOR | MEMBER |

Brief Profile of the Chairman, Board of Directors of Eastland Insurance Company Limited



MAHBUBUR RAHMAN
CHAIRMAN

Mr. Mahbubur Rahman, an eminent personality widely known in the business circle at home and abroad is the Chairman of the Board of Directors of Eastland Insurance Company Limited. Currently, Mr. Mahbubur Rahman is also holding the position of President of International Chamber of Commerce (ICC) Bangladesh, The World Business Organization, Chairman of the Bangladesh International Arbitration Centre (BIAC), Chairman of ESCAP Business Advisory Council (EBAC) of the United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP) Bangkok, Member, Board of Governors, Institute of Business Administration (IBA), University of Dhaka.

Mr. Rahman is the Chairman & CEO of ETBL Holdings Limited (Estd. 1962)- a conglomerate of 7 (Seven) wholly owned commercial & industrial affiliates and stake holders of 4 (Four) PLCs. Mr. Mahbubur Rahman is the Chairman of Anjuman Ara-Mujeeb Foundation as well as Chairman of the Governing Board of Syeda Anjuman Ara Girls School, Chauddagam, Comilla. He is the Founder Chairman of Eastland Insurance Co. Ltd. and International Publications Limited (the owning company of The Financial Express – The National English Financial Daily).

He is the Sole Arbitrator in Bangladesh for the China International Economic and Trade Arbitration Commission (CIETAC); Vice Chairman of Bangladesh Foreign Trade Institute (BFTI) and a Director in the Board of Karnaphuli Fertilizer Co. Ltd. (KAFCO)- a multinational company comprising Bangladesh, Japan, Denmark, Sweden & the Netherlands.

Mr. Rahman won the “Lifetime Achievement Award” in 2012, by the “DHL-The Daily Star”– sponsored Bangladesh Business Award, the most prestigious business accolade of the country.

Mr. Rahman was honoured as a Presidential Friend of Indonesia in 2012 at its 67th Independence Day in Jakarta by the President His Excellency Mr. Susilo Bambang Yodiono of Indonesia.

Mr. Rahman has been honoured by the Daily Star as an eminent personality for Lifetime Contribution to Nation-Building in 2016.

Mr. Mahbubur Rahman is also a Sponsor and former Chairman of National Bank Ltd. as well as National Bank Foundation, former President of Federation of Bangladesh Chambers of Commerce and Industry (FBCCI) and Dhaka Chamber of Commerce and Industry (DCCI). Besides, he is associated with host of other business and Social Organizations.



Profiles of the Members of the Board of Directors Eastland Insurance Company Limited



MRS. HAMEEDA RAHMAN

Mrs. Hameeda Rahman is the Director of the Board of Eastland Insurance Company Limited. She is also the Director of ETBL Holdings Limited, Eastern Trading (Bangladesh) Limited, ETBL Development & Construction Limited, ETBL Securities & Exchange Limited, Progressive Investment Limited and Century Cold Storage Limited. She is a leading woman entrepreneur of the country working since long with different trade bodies for the empowerment of women.



MR. MOAZZEM HOSSAIN

Mr. Moazzem Hossain is the Director of the Board of Eastland Insurance Company Limited. He is also the Director of Rahman Enterprise Limited, Holy Crescent Hospital Limited and Hotel Saymen Limited, Cox's Bazar. He is a member of Chittagong Club and widely known for his involvement in social activities. He is pioneer in flourishing the tourism industry in Bangladesh.



MR. KAMALUDDIN AHMED

Mr. Kamal Uddin Ahmed is a Director of the company. He was the former First Vice President of Federation of Bangladesh Chambers of Commerce & Industry (FBCCI) and former Chairman of the Social Islami Bank Limited. He is the Chairman of 'Alif Group of Companies', a well-reputed business house of the country, which has business interests in bulk commodities, properties & real estates, insurance, agro processing and services. He is also the Director of Holy Crescent Hospital (Pvt.) Ltd.

Mr. Ahmed was the past President of Chittagong Chamber of Commerce & Industry (CCCI) and Director of Chittagong Stock Exchange Limited (CSE).

As a part of social commitment, Mr. Ahmed is involved with many social & cultural organizations such as Lions Club, Diabetic Hospital etc.



ALHAJ MOHD. ARSHAD ALI

Alhaj. Mohd. Arshad Ali is the Director of the Board of Eastland Insurance Company Limited. He hails from a respectable Muslim family in Munshigonj. He is also the Chairman of Dhaka Ink Company Limited and Managing Director of the Merchants Limited, Elite Printing & Packages Limited. He is also the Director of New Zealand Dairy Products Bangladesh Limited. Alhaj Mohd. Arshad Ali is prominently known in the printing and packaging sector. He is the member of Dhaka Club, Uttara Club, Chittagong Senior Club Ltd. and associated with host of social organizations.



MR. A. S. M QUASEM

Mr. A. S. M Quasem, Chairman of Newage Group of Companies is a prominent industrialist engaged in the apparel and garments export sector. Born in 1942, he graduated in Mechanical Engineering from EPUET (now BUET) in 1963. He founded Newage Garments Ltd, the first company in the Newage Group in 1984. Since then the group expanded and now consists of three garment manufacturing units and a composite Knit/Woven Textile mill.

The group currently employs over 8000 people and is one of the leading export houses of Bangladesh. Mr. Quasem is also a sponsor Director of Credit Rating Agency of Bangladesh Ltd.

Mr. Quasem created Gulshan Ara Razzaque Welfare Foundation and engages himself as its Managing Trustee. The Foundation works in the area of education and health care development of the less privileged section of the society through operation of a free primary school that has enrollment of about 600 students in Dhaka, a 30 bed fully equipped General Hospital in Dohar and a Nursing Institute in Dhaka. He is also a member of the Board of Trustees of RADDA MCH-FP Centre.



DR. SHEGUFTA MAHBUB

Dr. Shegufta Mahbub is Director of Eastland Insurance Co. Ltd. She obtained a PhD in Immunology from University College London. She is a Director of ETBL Holdings Ltd., ETBL Securities & Exchange Ltd. and a Trustee of Anjuman Ara-Mujeeb Foundation.



Mr. MD. TANVIR KHAN

Mr. Md. Tanvir Khan, a young industrial entrepreneur, is the Director of the Board of Eastland Insurance Company Limited. After obtaining Master of Business Administration Degree from the University of Toronto, Canada he is leading as Managing Director of J.K. Group of Industries, engaged in the field of textile, readymade garments, spinning mills and deep sea fishing business. The corporate house also operates an 80 bed nonprofit making hospital in Chattogram, called J.K. Memorial Hospital.

Mr. Tanvir Khan sits on the board of BPCCI (Bangladesh Philippines Chamber of Commerce and Industry) and is member of Executive committee of Chattogram Samity-Dhaka, Savar Golf Club, Dhaka Boat Club, BGMEA Apparel Club and Gulshan Club. He was honoured as CIP (Commercially Important Person) for the year 2013 to 2017 by Govt. of Bangladesh and Highest Tax Payer below Forty years age group for 2016-17 by National Board of Revenue.



MRS. MONIRA YEASMIN

Mrs. Monira Yeasmin is the Director of the Board of Eastland Insurance Company Limited. She is also the Director of Monico Plastic Industry, Heera Jewelers Limited and Century Cold Storage Limited. She is an emerging woman entrepreneur of the country with involvement in different charitable organization & social welfare activities.



MR. RIZWAN-UR RAHMAN

Mr. Rizwan-ur Rahman is the Director of the Board of Eastland Insurance Company Limited. He is the Managing Director of ETBL Holdings Limited, ETBL Securities & Exchange Limited., Eastern Trading (Bangladesh) Limited and Srijon Designers Limited. He is also the Director of Progressive Investment Limited, Century Cold Storage Limited, International Publications Limited.(The Financial Express). He's also a Director of Bangladesh Chamber of Industries (BCI) and Bangladesh-Philippines Chamber of Commerce & Industry (BPCCI). Previously, he served as former Vice President of Dutch-Bangla Chamber of Commerce and Industry (2017-2019) and Director of Dhaka Chamber of Commerce and Industry (2013-2015).

He is associated with various other social and trade organizations and serves as the Secretary General of Anjuman Ara –Mujeeb Foundation. Mr. Rahman obtained his higher education from UK and joined the family business formally in 2007.



MR. SAIFUL ISLAM

Mr. Saiful Islam, MBA is one of the Directors of Eastland Insurance Company Ltd. He is the eldest son of Late M. Nurul Islam & Ms. Suraiya Begum. Mr. Saiful Islam is the Chairman of Islam & Company Ltd., Managing Director of NISI Green Fields Ltd. and ECO Oil Products Ltd. Mr. Saiful is also the Director of DAPHA Feed & Agro Products Ltd. He is a young, emerging & pioneer business personality of Chattogram.



MRS. ROUSHAN ARA ALI

Mrs. Rowshan Ara Ali is the Director of the Board of Eastland Insurance Company Ltd. She is also the Chairperson of “The Merchants Ltd.” a flexible Packaging Industry and Director of Elite Printing and Packages Ltd. She hails from a respectable Muslim family in Dhaka. She is contributing for last two decades in developing the printing & packaging industries of the country. She is a pioneer woman entrepreneur engaged with different social development activities since long.



MRS. TASLIMA AKHTAR

Mrs. Taslima Akhtar is the Director of the Board of Eastland Insurance Company Limited. She hails from a respected Muslim family. She is also the Director of Union Fisheries. She was a Director of Social Islami Bank Limited. She has a wide range of experience in the field of trade, commerce & business and also engaged in different social organisation.



MR. SANJIDUR RAHMAN

Mr. Sanjidur Rahman is the Director of the Board of Eastland Insurance Company Limited. He is the Managing Director of Chandpur Jute Balers Limited & Eastern Overseas Limited. He hails from a respected Muslim family. He has wide range of business expertise in the area of Jute and jute products. He is also involved with different charitable and social welfare organizations.



MRS. TAHMINA AHMED

Mrs. Tahmina Ahmed is the Director of the Board of Eastland Insurance Company Limited. She hails from a respectable Muslim family in Dhaka. She is involved in business since long and has wide range of expertise in trade, commerce & business. She is a pioneer woman entrepreneur of the country.



MR. ZAHIDUL KABIR

Mr. Zahidul Kabir is one the Directors of Eastland Insurance Company Limited. He is the son of late A. K. M. Humayun Kabir-a leading business personality of the country. Mr. Zahidul Kabir is graduated from RMIT University of Australia in Business Information Systems. He is pioneer in the area of Business Information System & contributing to his area for last 2 decades.



MR. MAHBUB JAMIL

Mr. Mahbub Jamil is one of the Independent Directors of the Board of Eastland Insurance Company Limited. Mr. Mahbub Jamil served as Special Assistant to the Chief Advisor of the Caretaker Government of Bangladesh in 2008 as a cabinet minister in charge of three ministries- Civil Aviation & Tourism, Industries and Youth & Sports. Presently he is the Chairman of ICE Technologies Ltd., Advisor to the Board of Robi Axiata Ltd., and Trustee of Biswa Shahittya Kendro (World Literature Centre). In his professional career Mr. Jamil was the Chairman, Director and CEO of Singer Bangladesh Ltd. He was also the Senior Regional Vice President of Singer Asia. He had been the Chairman of the board of International Leasing and Finance Services Ltd., Electrical System and Services Ltd., IL Capital Ltd. and Director of MIDAS & MIDAS Finance Ltd.

Mr. Jamil is well known for his contribution in the domain of business and industry as former President of Metropolitan Chamber of Commerce and Industry, Dhaka, Foreign Investors Chamber of Commerce and Industry, Executive Board member of International Chamber of Commerce-Bangladesh. He was member of various Committees of the Government of Bangladesh related to trade and industry. He was one of the founders of American Chamber of Commerce in Bangladesh.

He was the President of Bangladesh Federation of Film Societies, Member of Film Censor Board and National Film Award Committee for several years. He was member of Jury Board of Overhausen International Short Film Festival in Germany. Beside Mr. Jamil was a member of the Academic Council of BRAC University and East West University.

His series entertainment programs “Geeti Satadal” on BTV received National Award in 1978 and also numbers of dramas written by him were telecasted on BTV and other channels. Mr. Jamil obtained M.A in Sociology and M.A in Journalism.



MR. MUHAMMAD A. (RUMEE) ALI

Eastland Insurance Company Ltd. appointed Mr. Muhammad A.(Rumee) Ali as one of its Independent Directors at Company’s 30th Annual General Meeting held on 24th of May, 2017.

Mr. Rumee Ali, after completing Masters in Economics from University of Dhaka joined ANZ Grindlays Bank in 1975. During his career with ANZ Bank, M. Ali worked in India, UK and Australia. In 1997 he was appointed as CEO of the Bank’s operation in Bangladesh. In 2002 Mr. Ali joined Bangladesh Bank as Deputy Governor and was responsible for supervision and driving the regulatory reforms in Banking sector, specially in risk management and corporate governance areas. During this period Mr. Rumee Ali was also Chairman of the National Task Force on Anti Money Laundering and National Committee for Implementation of Basel-II and was a member of Nationalized Commercial Bank’s working group, National Advisory Committee of Small and Medium Enterprises, Sub-Committee on UN Conventions on Anti-Terrorism. Mr. Ali also served in the Governing Board of PKSf for a number of years.

From January, 2007 to December, 2013 Mr. Rumee Ali served as Managing Director, Enterprises and Investments at BRAC and from January, 2014 to December, 2015 as advisor to the Interior Executive Director, BRAC. During this period he also served as a member of the Board BRAC & BRAC International. He was the Vice Chairman of Bangladesh Association of Banks and Bangladesh Employers Federation. He was Chairman of BRAC Bank Ltd. From January, 2009 to December, 2015. Mr. Ali was the founding Chairman of Bkash Ltd.



A GRATITUDE TO



OUR PROFICIENT MANAGEMENT

The Managerial team at
Eastland have pursuit of academic
excellence, professional knowledge and
Experienced to form a sound innovative management
committed to deliver the excellence.

FINANCIAL CALENDAR

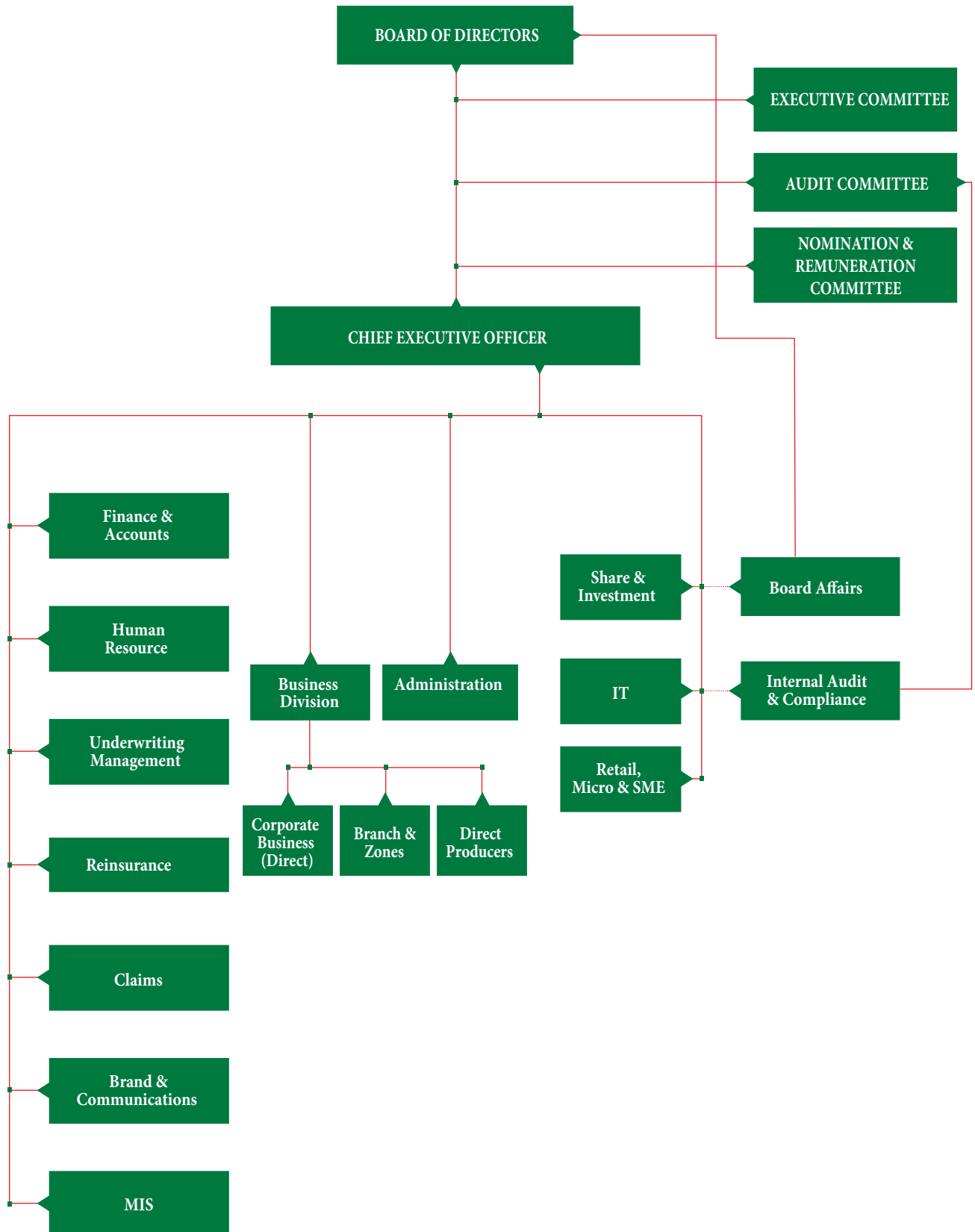
	2014
Announcement of 2013 Price sensitive information regarding Audited Accounts	25 th March, 2014
Record date	7 th April, 2014
Annual report 2013 dispatched	8 th May, 2014
27 th Annual General Meeting	25 th May, 2014
Transfer of Stock dividend 2013 to BO Accounts	10 th June, 2014
Dispatch of sales proceeds of fractional shares	18 th June, 2014
Credit of cash dividend-2013 into Bank Account through BEFTN	18 th June, 2014
	2015
Announcement of 2014 Price sensitive information regarding Audited Accounts	29 th March, 2015
Record date	8 th April, 2015
Annual report 2014 dispatched	16 th May, 2015
28 th Annual General Meeting	31 st May, 2015
Transfer of Stock dividend 2014 to BO Accounts	23 rd June, 2015
Dispatch of sales proceeds of fractional shares	29 th June, 2015
Credit of cash dividend-2014 into Bank Account through BEFTN	29 th June, 2015
	2016
Announcement of 2015 Price sensitive information regarding Audited Accounts	13 th April, 2016
Record date	8 th May, 2016
Annual report 2015 dispatched	22 th May, 2016
29 th Annual General Meeting	5 th June, 2016
Transfer of Stock dividend 2015 to BO Accounts	26 th June, 2016
Dispatch of sales proceeds of fractional shares	30 th June, 2016
Credit of cash dividend-2015 into Bank Account through BEFTN	30 th June, 2016
	2017
Announcement of 2016 Price sensitive information regarding Audited Accounts	16 th April, 2017
Record date	8 th May, 2017
Annual Report-2016 dispatched	9 th May, 2017
30 th Annual General Meeting	24 th May, 2017
Transfer of stock dividend-2016 to BO. Accounts	12 th June, 2017
Dispatch of sales proceeds of fractional shares	14 th June, 2017
Credit of cash dividend-2016 in to Bank Account through BEFTN	18 th June, 2017
	2018
Announcement of 2017 Price sensitive information regarding Audited Accounts	19 th April, 2018
Record date	15 th May, 2018
Annual Report-2017 dispatched	11 th June, 2018
31 th Annual General Meeting	28 th June, 2018
Transfer of stock dividend-2017 to BO. Accounts	12 th July, 2018
Dispatch of sales proceeds of fractional shares	14 th June, 2018
Credit of cash dividend-2017 in to Bank Account through BEFTN	22 nd July, 2018
	2019
Announcement of 2018 Price sensitive information regarding Audited Accounts	23 rd April, 2019
Record Date	16 th May, 2019
Annual Report – 2018 dispatched	13 th June, 2019
32 nd Annual General Meeting	27 th June, 2019
Transfer of Stock dividend – 2018 to BO Accounts	14 th July, 2019
Dispatch of sales proceeds of fractional shares	25 th July, 2019
Credit of cash dividend – 2018 into Bank Account through BEFTN	25 th July, 2019
	2020
Announcement of Audited Financial Statement of December 31, 2019 & AGM information	2 nd July, 2020
Record Date	06 th August, 2020



MANAGEMENT TEAM



Corporate ORGANOGRAM





MANAGEMENT TEAM

Chief Executive Officer (CEO)

Mr. Arun Kumar Saha

Additional Managing Director & CFO

Mr. Abdul Hamid, FCA

Additional Managing Director

Mr. Shahid-E-Monzoor Morshed

Senior Assistant Managing Director

Mr. Md. Ehsanul Huq

Mr. Md. Tajul Islam

Assistant Managing Director

Mr. Md. Enamul Islam Chowdhury

Mr. Md. Mosharraf Hossain

Mr. Sagir Ahmed

Mr. Md. Kamrul Hasan Chowdhury

Mr. Md. Ashraf Haider

Mr. Shariar Siddique

Executive Vice President

Mr. Md. Mushfiqul Hoque

Mr. Md. Monowar Hossain

Mr. Md. Mozammel Hoque

Mr. A.M.M. Nur Uddin (IT)

Mr. Mir Abdul Hye

Mr. Abdur Rahman

Mr. Abul Kalam

Mr. Suklal Somoddar

Mr. Tarafder Md. Ruhul Quddus

Mr. Siddiqur Rahman

Mr. MA Rahman FCS (Secretary)

Vice President

Mr. Azadur Rahman Mojumder

Mr. Md. Abul Kashem

Mr. Humayun Kabir

Mr. Md. Sayed Ahmed

Mr. Md. Shahadat Hossain

Mr. Md. Mohsinul Islam Khan

Ms. Rokeya Kabir

Mr. Shofiqul Islam

Mr. Anupam Datta Chowdhury

Mr. Md. Nurul Islam

Mr. Md. Lutfur Rahman

Mr. Anwarul Azim

Mr. Towhid Kamal Khan

Mr. Tarun Kanti Paul

Deputy Managing Director

Mr. Md. Nurul Amin

Mr. Md. Shafiul Alam Bhuiyan

Mr. Aminul Islam

Mr. Md. Zakaria Chowdhury

Mr. Md. Shamsul Hoque

Mr. M. Golam Hafez

Mr. Md. Mazibur Rahman

Mr. S. M. Shahidul Haque

Mr. M. A. Sattar Howlader

Senior Executive Vice President

Mr. Md. Tariful Islam

Mr. Md. Ahsanul Haque

Mr. Zaglul Haider Khan

Mr. Humayun Kabir

Mr. Badsha Ismail Hoque

Senior Vice President

Mr. Syed Nesar Ahmed

Mr. Md. Nurul Amin

Mr. Ahmed Sk. Saiful Islam

Mr. Md. Ali Ashraf Shaikh (Internal Audit)

Mr. AKM Sarwar-E-Alam Chowdhury

Mr. M. G. Maruf Chowdhury

Mr. Md. Shahidul Islam

Mr. Abdul Baten Chowdhury

Mr. Md. Naimul Hasan

Mr. Mohammad Abdul Alim

Mr. Md. Nurul Amin

Assistant Vice President

Mr. A. K. M. Rafiqul Islam

Mr. Md. Nizamuddin

Mr. Md. Aminul Islam

Mr. Masud Ahmed

Mr. A. F. M. Bodrudazza

Mr. Md. Ahsan Ullah

Mr. Nur Mohammed

Mr. Md. Alimuzzahed Shahariar

Mr. Alauddin Azad



MR. ARUN KUMAR SAHA

Chief Executive Officer (CEO)

Mr. Arun Kumar Saha joined in Eastland Insurance Company Limited (EICL) on March 14, 2012 as Additional Managing Director and subsequently he was promoted as Managing Director & CEO from September 01, 2013 with the approval from IDRA. Mr. Saha started his career with Sadharan Bima Corporation as Trainee Officer in 1981. He worked in Underwriting, Claims, Re-Insurance, Export Credit Guarantee & Administration Department from 1981 to 2011. He retired from SBC as General Manager. He obtained his MSc (Math) from University of Chittagong and has completed ABIA from Bangladesh Insurance Academy. Mr. Saha participated in various training, seminars & workshop at home and abroad.



MR. ABDUL HAMID, FCA

Additional Managing Director & CFO

Mr. Abdul Hamid, FCA joined in Eastland Insurance Company Limited (EICL) on 21st March, 2012 as Deputy Managing Director & CFO and subsequently he was promoted as Additional Managing Director & CFO on 1st January 2015. Before joining EICL he served in British Petroleum, Meghna Petroleum Ltd. (a subsidiary of Bangladesh Petroleum Corporation) the then Esso Eastern Inco. USA as Manager Accounts & Finance. He also served in Eastern Insurance Co. Ltd, Asia Insurance Ltd, Northern General Insurance Ltd, Meghna Insurance Limited holding different key positions of Senior Management in Accounts, Finance & Audit Department for the last twenty six years. Mr. Hamid obtained his Masters with Honours in Accounting from University of Dhaka. Mr. Hamid is a Fellow Chartered Accountant. He is a fellow member of "The Institute of Chartered Accountants of Bangladesh (ICAB)" and also the member of "The Institute of Internal Auditors (USA)". Mr. Hamid has participated in various training, seminars & workshop at home and abroad.



MR. S. M. MORSHED

Additional Managing Director & Regional Head Khulna

Mr. S. M. Morshed joined in Eastland Insurance Company Limited (EICL) as Deputy Managing Director & Regional Head of Khulna Branch, Khulna. Before joining in EICL he worked with Bangladesh General Insurance Company Ltd and Pragati Insurance Ltd. in Senior Management Positions. Mr. Morshed has obtained his B.Sc (Honours) in Statistics from University of Rajshahi. He also completed his MBA in Finance & Banking from South East University and has been working in Insurance Industry for the last twenty eight years.



MR. MD. NURUL AMIN

Deputy Managing Director

Mr. Md. Nurul Amin joined in Eastland Insurance Company Limited (EICL) in December 1986 as Senior Assistant(Marketing) and subsequently was promoted as Deputy Managing Director. He obtained his B.Com (Honours) and Masters in Accounting and has been working in Insurance sector for the last thirty three years.



MR. MD. SHAFIUL ALAM BHUIYAN

Deputy Managing Director

Mr. Md. Shafiul Alam Bhuiyan joined in Eastland Insurance Company Limited (EICL) on 2nd April 1987 as Officer (Marketing) and was subsequently promoted as Deputy Managing Director. He obtained his Masters with Honours in Economics from Jahangirnagar University and has been working in Insurance sector for the last thirty three years.



MR. AMINUL ISLAM

Deputy Managing Director

Mr. Aminul Islam joined in Eastland Insurance Company Limited (EICL) in 2014 as Deputy Managing Director (Marketing). Before joining in EICL he worked with Bangladesh General Insurance Company Ltd., Prime Insurance Company Ltd., Pragati Insurance Company Ltd. and Dhaka Insurance Company Ltd. in Senior Management positions. He obtained his Masters in Science from Jahangir Nagar University and has been working in Insurance Industry for the last thirty one years.



MR. MD. ZAKARIA CHOWDHURY

Deputy Managing Director

Mr. Md. Zakaria Chowdhury joined Eastland Insurance Co. Ltd.(EICL) in 1987 as Officer (Development) and was subsequently promoted as Deputy Managing Director. Mr. Chowdhury an M. Com, has been working in Insurance sector for last thirty two years.



MR. MD. SHAMSUL HOQUE

Deputy Managing Director

Mr. Md. Shamsul Hoque joined Eastland Insurance Co. Ltd.(EICL) in 1988 as Officer (Marketing) and was subsequently promoted as Deputy Managing Director. Mr. Hoque, a Commerce Graduate has been working in Insurance sector for last thirty two years.



MR. M. GOLAM HAFEZ

Deputy Managing Director

Mr. M. Golam Hafez joined Eastland Insurance Co. Ltd. (EICL) in 2006 as Vice President and was subsequently promoted as Deputy Managing Director. Mr. Hafez, an M.Com with Hon's in Management, before joining EICL, worked in Prime Insurance, Pragati Insurance, Dhaka Insurance and Bangladesh General Insurance Co. as Executive.



MR. MD. MAZIBUR RAHMAN

Deputy Managing Director

Mr. Md. Mazibur Rahman joined Eastland Insurance Co. Ltd. (EICL) in 2003 as Vice President and was subsequently promoted as Deputy Managing Director. Mr. Rahman, an MSc, before joining EICL, worked in different General Insurance Companies for about fifteen years.



MR. M. A. SATTAR HOWLADER

Deputy Managing Director

Mr. M. A. Sattar Howlader joined Eastland Insurance Company Ltd. (EICL) in 2016 as Senior Assistant Managing Director and was subsequently promoted as Deputy Managing Director. Mr. Sattar Howlader, an M. Com (DU), before joining EICL, worked in different General Insurance Companies for about 25 years in Senior positions.

Responsibility Statement of CHIEF EXECUTIVE OFFICER AND CHIEF FINANCIAL OFFICER

The Board of Directors of Eastland Insurance Company Ltd.

Subject: **Declaration on Financial Statements for the year ended on 31 December 2019**

Dear Sirs,

Pursuant to the condition No. 1(5)(xxvi) imposed vide the Commission's Notification No.

BSEC/CMRRCD/2006-158/207/Admin/80: dated 3 June 2018 under section 2CC of the Securities and Exchange Ordinance, 1969, we do hereby declare that:

1. The Financial Statements of Eastland Insurance Company Ltd for the year ended on 31 December 2019 have been prepared in compliance with International Accounting Standards (IAS) or International Financial Reporting Standards (IFRS), as applicable in the Bangladesh and any departure there from has been adequately disclosed;
2. The estimates and judgments related to the financial statements were made on a prudent and reasonable basis, in order for the financial statements to reveal a true and fair view;
3. The form and substance of transactions and the Company's state of affairs have been reasonably and fairly presented in its financial statements;
4. To ensure above, the Company has taken proper and adequate care in installing a system of internal control and maintenance of accounting records;
5. Our internal auditors have conducted periodic audits to provide reasonable assurance that the established policies and procedures of the Company were consistently followed; and
6. The management's use of the going concern basis of accounting in preparing the financial statements is appropriate and there exists no material uncertainty related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern.

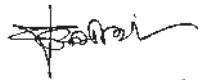
In this regard, we also certify that -

- i. We have reviewed the financial statements for the year ended on 31 December 2019 and that to the best of our knowledge and belief:
 - a. these statements do not contain any materially untrue statement or omit any material fact or contain statements that might be misleading;
 - b. these statements collectively present true and fair view of the Company's affairs and are in compliance with existing accounting standards and applicable laws.
- ii. There are, to the best of knowledge and belief, no transactions entered into by the Company during the year which are fraudulent, illegal or in violation of the code of conduct for the company's Board of Directors or its members.

Sincerely yours,

Dated: Dhaka
July 02, 2020


Abdul Hamid, FCA
Chief Financial Officer


Arun Kumar Saha
Chief Executive Officer



Mahfel Huq & Co.

Chartered Accountants

The first registered accounting firm in independent Bangladesh



An independent member firm of AGN International

BGIC Tower (4th Floor)
34, Topkhana Road
Dhaka-1000, Bangladesh
Tel: +88-02-9553143, 9581786
Fax: +88-02-9571005
E-mail : info@mahfelhuq.com
Web: www.mahfelhuq.com

[Certificate as per condition No. 1(5)(xxvii)]

**Report to the Shareholders of
Eastland Insurance Company Limited on compliance on the Corporate Governance Code**

We have examined the compliance status to the Corporate Governance Code by Eastland Insurance Company Limited for the year ended on 31 December, 2019. This Code relates to the Notification No. BSEC/CMRRCD/2006-158/207/Admin/80 dated 3 June 2018 of the Bangladesh Securities and Exchange Commission.

Such compliance with the Corporate Governance Code is the responsibility of the Company. Our examination was limited to the procedures and implementation thereof as adopted by the Management in ensuring compliance to the conditions of the Corporate Governance Code.

This is a scrutiny and verification and an independent audit on compliance of the conditions of the Corporate Governance Code as well as the provisions of relevant Bangladesh Secretarial Standards (BSS) as adopted by Institute of Chartered Secretaries of Bangladesh (ICSB) in so far as those standards are not inconsistent with any condition of this Corporate Governance Code.

We state that we have obtained all the information and explanations, which we have required, and after due scrutiny and verification thereof, we report that, in our opinion:

- The Company has complied with the conditions of the Corporate Governance Code as stipulated in the above mentioned Corporate Governance Code issued by the Commission;
- The Company has complied with the provisions of the relevant Bangladesh Secretarial Standards (BSS) as adopted by the Institute of Chartered Secretaries of Bangladesh (ICSB) as required by this Code;
- Proper books and records have been kept by the company as required under the Companies Act, 1994, the securities laws and other relevant laws; and
- The Governance of the company is satisfactory.

Dhaka, 02 July, 2020

For Mahfel Huq & Co.
Chartered Accountants


Howlader Mahfel Huq, FCA
Managing Partner

Mahfel Huq & Co. is an independent member firm of AGN International, UK. AGN International is a worldwide association of separate and independent accounting and consulting firms. Each member of AGN operates under its own local or national name and remains autonomous

Status of Compliance of CORPORATE GOVERNANCE

[As per condition No. 1(5)(xxvii)]

Status of compliance with the conditions imposed by the Commission's Notification No. BSEC/CMRRCD/2006-158/207/Admin/80, dated 3 June 2018 issued under section 2CC of the Securities and Exchange Ordinance, 1969:

(Report under Condition No. 9)

Condition No.	Title	Compliance Status as on 31 December 2018		Remarks
		Complied	Not Complied	
1	Board of Directors			
1(1)	Board Size (minimum - 5 and maximum - 20)	✓		
1(2)	Independent Director			
1(2)(a)	1/5 th of total BOD shall be Independent Director	✓		Complied with the Insurance Act, 2010 but pending with BSEC.
1(2)(b)(i)	Does not hold any share or less than 1% shares in the Company.	✓		Independent Directors do not hold any shares of the Company.
1(2)(b)(ii)	Not a Sponsor of the Company	✓		
1(2)(b)(iii)	Who has not been an executive of the company in immediately preceding 2 (two) financial years	✓		
1(2)(b)(iv)	Does not have any other relationship with the company or its subsidiary or associated companies	✓		
1(2)(b)(v)	Not a Member or TREC holder, director or officer of any stock exchange.	✓		
1(2)(b)(vi)	Not a Shareholder/Director/Officer of any Member / TREC holder of stock exchange or an intermediary of the capital market	✓		
1(2)(b)(vii)	Not a partner or an Executive or was not a partner or an Executive during the Preceding 3 (Three) years of the concerned Company's statutory audit firm or audit firm engaged in internal audit or special audit or professional certifying complacence of this code.	✓		
1(2)(b)(viii)	Not an Independent Director in more than five listed Companies.	✓		
1(2)(b)(ix)	Not convicted by a court of competent jurisdiction as a defaulter in payment of any loan/advance to a Bank or a Non-Bank Financial Institution.	✓		
1(2)(b)(x)	Not convicted for a criminal offence involving moral turpitude	✓		
1(2)(c)	Appointed by the Board and approved by the Shareholders in AGM.	✓		
1(2)(d)	Post cannot remain vacant more than 90 days	✓		
1(2)(e)	Tenure of the Independent Director shall be for a period of 3 (three) years, which may be extended for 1 (one) tenure only.	✓		



Condition No.	Title	Compliance Status as on 31 December 2018		Remarks
		Complied	Not Complied	
1(3)	Qualification of Independent Director			
1(3)(a)	Independent Director shall be a knowledgeable individual with integrity.	✓		
1(3)(b)(i)	Business Leader who is or was a promoter or director of an unlisted company having minimum paid-up capital of Tk.100 million or any listed company.	✓		
1(3)(b)(ii)	Should be a Corporate Leader/Business Leader.	✓		
1(3)(b)(iii)	Former official of government or statutory or autonomous or regulatory body in the position not below 5th Grade of the national pay scale.	✓		
1(3)(b)(iv)	University Teacher who has educational background in Economics or Commerce or business Studies or Law.			N/A
1(3)(b)(v)	Professional who is or was an advocate practicing at least in the High Court Division of Bangladesh Supreme Court or a CA/C&M/CFA/CCA/CPA/or CMA/CS or equivalent qualification			N/A
1(3)(c)	The independent director shall have at least 10 (ten)years of experiences.	✓		
1(3)(d)	Relaxation in special cases.			N/A
1(4)	Duality of Chairperson of the Board of Directors and Managing Director or Chief Executive Officer			
1(4)(a)	The positions of Chairperson of the board and MD and/or CEO shall be different individuals	✓		
1(4)(b)	MD and/or CEO of a listed Company shall not hold the same position in another listed Company.	✓		
1(4)(c)	The Chairperson shall be elected form among the non-executive directors of the company.	✓		
1(4)(d)	The Board shall clearly define respective roles and responsibilities of the Chairperson and the Managing Director and/or CEO.	✓		
1(4)(e)	In absence of Chairperson of the Board, the remaining members may elect one of themselves from non executive directors as Chairperson for that particular Board's meeting	✓		
1(5)	The Directors' Report to Shareholders			
1(5)(i)	Industry out look and possible future developments in the industry	✓		
1(5)(ii)	Segment-wise or product-wise performance	✓		
1(5)(iii)	Risks and concerns including internal and external risk factor, threat to sustainability and negative impact on environment.	✓		
1(5)(iv)	Discussion on Cost of Goods sold, Gross profit Margin and Net Profit Margin.	✓		
1(5)(v)	Discussion on continuity of any extraordinary activities and their implications.	✓		
1(5)(vi)	Detailed discussion and statement on related party transactions.	✓		
1(5)(vii)	Utilization of proceeds from public, rights issues and/or through any others instruments.			N/A
1(5)(viii)	Explanation if the financial results deteriorate after the company goes for IPO, RPO, Rights Offer, Direct Listing, etc.			N/A
1(5)(ix)	Explanation on any significant variance occurs between Quarterly Financial Performance and Annual Financial Statements.	✓		

Condition No.	Title	Compliance Status as on 31 December 2018		Remarks
		Complied	Not Complied	
1(5)(x)	Remuneration to Directors including Independent Director.	✓		
1(5)(xi)	Statement that financial statements prepared by the management of the issuer company present fairly its state of affairs, the result of its perations, cash flows and changes in equity.	✓		
1(5)(xii)	Proper books of account of the issuer company have been maintained.	✓		
1(5)(xiii)	Appropriate accounting policies have been consistently applied in preparation to the financial statements and that the accounting estimates are based on reasonable and prudent judgment.	✓		
1(5)(xiv)	International Accounting Standards (IAS) or International Financial Reporting Standards (IFRS), as applicable in Bangladesh, have been followed in preparation of the financial statements and any departure there from has been adequately disclosed	✓		As per Insurance Act 2010
1(5)(xv)	The system of internal control is sound in design and has been effectively implemented and monitored.	✓		
1(5)(xvi)	A statement that minority shareholders have been protected from abusive actions by, or in the interest of, controlling shareholders acting either directly or indirectly and have effective means of redress.			N/A
1(5)(xvi)	A statement that there is no significant doubt upon the issuer company's ability to continue as a going concern, if the issuer company is not considered to be a going concern, the fact along with reasons there of shall be disclosed	✓		
1(5)(xviii)	Significant deviations from the last year's operation results of the issuer company shall be highlighted and the reasons there of should be explained.	✓		
1(5)(xix)	Key operating and financial data of at least preceding 5 (five) years shall be summarized.	✓		
1(5)(xx)	If the issuer company has not declared dividend (cash or stock) for the year, the reasons there of shall be given.			N/A
1(5)(xxi)	Board's statement to the effect that no bonus shares or stock dividend has been or shall be declared as interim dividend.			N/A
1(5)(xxii)	The number of Board meetings held during the year and attendance by each Director shall be disclosed.	✓		
1(5)(xxiii)	A report on the pattern of shareholding disclosing the aggregate number of shares (name wise details).	✓		
1(5)(xxiii)(a)	Parent/Subsidiary/Associated Companies and other related parties (name wise details).	✓		
1(5)(xxiii)(b)	Directors, CEO, Company Secretary, CFO, HIAC and their spouses and minor children (name wise details).	✓		
1(5)(xxiii)(c)	Executives	✓		
1(5)(xxiii)(d)	Shareholders holding ten percent (10%) or more voting interest in the company (name wise details).	✓		
1(5)(xxiv)(a)	A brief resume of the director in case of appointment or reappointment.	✓		
1(5)(xxiv)(b)	Nature of his/her expertise in specific functional areas.	✓		
1(5)(xxiv)(c)	Names of the companies in which the person also holds the directorship and the membership of committees of the Board	✓		



Condition No.	Title	Compliance Status as on 31 December 2018		Remarks
		Complied	Not Complied	
1(5)(xxv)	Management discussion and analysis signed by CEO/MD presenting detail analysis of the company's position and operations along with a brief discussion of changes in the financial statements, among others, focusing on:			
1(5)(xxv)(a)	Accounting policies and estimation for preparation of financial statements.	✓		
1(5)(xxv)(b)	Changes in accounting policies and estimation as well as cash flows on absolute figure for such changes.	✓		
1(5)(xxv)(c)	Comparative analysis and financial position as well as cash flow for current financial year with immediate preceding five years explaining reasons thereof	✓		
1(5)(xxv)(d)	Compare such financial performance or results and financial position as well as cash flows with the peer industry scenario.	✓		
1(5)(xxv)(e)	Briefly explain the financial and economic scenario of the country and the global.	✓		
1(5)(xxv)(f)	Risks and concerns issues related to the financial statements and concerns mitigation plan of the company.	✓		
1(5)(xxv)(g)	Future plan or projection or forecast for company's operation, performance and financial position shall be explained to the shareholders in the next AGM.	✓		
1(5)(xxvi)	Declaration or certification by the CEO and the CFO to the Board as required under condition No. 3(30 disclosed in page - 72.	✓		
1(5)(xxvii)	The report as well as certificate regarding compliance of conditions of this Code as required under condition No. 9 disclosed in page-73 and 74	✓		
1(6)	Meeting of the Board of Directors			
1(6)	Compliance under Bangladesh Secretarial Standards (BSS).	✓		
1(7)	Code of Conduct for the Chairperson, other Board members and Chief Executive Officer			
1(7)(a)	The Board shall lay down a code of conduct, based on the recommendation of the Nomination and Remuneration Committee (NRC)	✓		
1(7)(b)	The code of conduct as determined by the NRC shall be posted on the website of the company including, among others, prudent conduct and behavior.	✓		
2	Governance of Board of Directors of Subsidiary Company			
2(a)	Provisions relating to the composition of the Board of the holding company shall be made applicable to the composition of the Board of the subsidiary company.			N/A
2(b)	Atleast 1(one) independent director on the Board of the holding company shall be a director on the Board of the subsidiary company.			N/A
2(c)	Minutes of subsidiary to be placed in the meeting of holding company.			N/A
2(d)	The minutes of the respective Board meeting of the holding company shall state that they have reviewed the affairs of the subsidiary company.			N/A
2(e)	The Audit Committee of the holding company shall also review the financial statements in particular the investments made by the subsidiary company.			N/A

Condition No.	Title	Compliance Status as on 31 December 2018		Remarks
		Complied	Not Complied	
3(1)	Appointment			
3(1)(a)	Board shall appoint a MD or CEO, Company Secretary, CFO and HIAC.	✓		
3(1)(b)	The positions of the MD, CEO, CS, CFO and HIAC shall be filled by different individuals.	✓		
3(1)(c)	The MD or CEO, CS, CFO and HIAC of a listed company shall not hold any executive position in any other company at the same time.	✓		
3(1)(d)	The Board shall clearly define respective roles, responsibilities and duties of the CFO, the HIAC and the CS.	✓		
3(1)(e)	MD or CEO, CS, CFO and HIAC shall not be removed from their position without approval of the Board and be disseminated to the Commission and stock exchange(s).			N/A
3(2)	Requirement to attend Board of Directors' Meetings			
3(2)	MD or CEO, CS, CFO and HIAC shall attend the meetings of the Board.	✓		
(3)	Duties of Managing Director (MD) or Chief Executive Officer (CEO) and Chief Financial Officer (CFO)			
3(3)(a)	The MD or CEO and CFO shall certify to the Board that they have reviewed financial statements for the year and that to the best of their knowledge and belief:	✓		
3(3)(a)(i)	The statements do not contain any materially untrue statement or omit any material fact or contain statements that might be misleading.	✓		
3(3)(a)(ii)	The statements together present a true and fair view of the company's affairs and are in compliance with existing accounting standards and applicable laws	✓		
3(3)(b)	The MD or CEO and CFO to certify that there are no transactions entered into by the company during the year which are fraudulent, illegal or in violation of the code of conduct for the company's Board or its members	✓		
3(3)(c)	The certification of the MD/CEO and CFO shall be disclosed in the Annual Report.	✓		
4	Board of Directors' Committee			
4(i)	Audit Committee	✓		
4(ii)	Nomination and Remuneration Committee	✓		
5	Audit Committee			
5(1)	Responsibility to the Board of Directors			
5(1)(a)	Company shall have an Audit Committee as a sub-committee of the Board.	✓		
5(1)(b)	Audit Committee shall assist the Board in ensuring that the financial statements reflect true and fair view of the state of affairs of the company	✓		
5(1)(c)	The Audit Committee shall be responsible to the Board; the duties of the Audit Committee shall be Clearly set forth in writing.	✓		



Condition No.	Title	Compliance Status as on 31 December 2018		Remarks
		Complied	Not Complied	
5(2)	Constitution of the Audit committee			
5(2)(a)	The Audit Committee shall be composed of at least 3 (three) members.	✓		
5(2)(b)	Board shall appoint members of the Audit Committee who shall be non- executive director of the company excepting Chairperson of the Board and shall include at least 1 (one) independent director.	✓		
5(2)(c)	All members of the Audit Committee should be “financially literate” and atleast 1(one) member shall have accounting or related financial management background and 10 (ten) years of such experience.	✓		
5(2)(d)	When the term of service of the Committee members expires or there is any circumstance causing any Committee member to be unable to hold.			No such event occurred.
5(2)(e)	The Company Secretary shall act as the Secretary of the Audit Committee	✓		
5(2)(f)	Quorum of Audit Committee meeting shall not constitute without at least 1(one) independent director.	✓		
5.3	Chairperson of the Audit Committee			
5(3)(a)	The Board shall select Chairperson of the Audit Committee who will be Independent Director.	✓		
5(3)(b)	Absence of the Chairperson of the Audit Committee members to elect one and the reason of absence of the regular Chairperson shall be duly recorded in the minutes.	✓		
5(3)(c)	Chairperson of the Audit Committee shall remain present in the AGM.			Management will ensure his presence.
5(4)	Meeting of the Audit Committee			
5(4)(a)	The Audit Committee shall conduct at least its four meetings in a financial year.	✓		
5(4)(b)	Quorum of Audit Committee, presence of 2 or 2/3 members whichever is higher where presence of an independent director is a must.	✓		
5(5)	Role of Audit Committee			
5(5)(a)	Oversee the financial reporting process.	✓		
5(5)(b)	Monitor choice of accounting policies and principles.	✓		
5(5)(c)	Internal Audit and Compliance process to ensure that it is adequately resourced.	✓		
5(5)(d)	Oversee hiring and performance of external auditors.	✓		
5(5)(e)	Hold meeting with the auditors, review the annual financial statements before submission to the Board for approval or adoption.	✓		
5(5)(f)	Review with the management, the annual financial statements before submission to the Board for approval.	✓		
5(5)(g)	Review with the management, the Quarterly and half yearly financial statements before submission to the Board for approval.	✓		
5(5)(h)	The review adequacy of internal audit function.	✓		
5(5)(i)	Review the management’s discussion and analysis before disclosing in the Annual Report.	✓		
5(5)(j)	Review statement of all related party transactions Submitted by the management.	✓		

Condition No.	Title	Compliance Status as on 31 December 2018		Remarks
		Complied	Not Complied	
5(5)(k)	Review management letters or letter of Internal Control weakness issued by statutory auditors.	✓		
5(5)(l)	Oversee determination of audit fees based on scope and magnitude and evaluate the performance of external auditor.	✓		
5(5)(m)	Oversee whether IPO or RPO or RSO proceeds Utilized as per the published prospectus.			N/A
5(6)	Reporting of the Audit Committee			
5(6)(a)	Reporting to the Board of Directors			
5(6)(a)(i)	The Audit Committee shall report on its activities to the Board.	✓		
5(6)(a)(ii)(a)	Report on conflicts of interests.			No such event occurred.
5(6)(a)(ii)(b)	Suspected or presumed fraud or irregularity or material defect identified in the internal audit and Compliance process or in the financial statements.			No such event occurred.
5(6)(a)(ii)(c)	Suspected infringement of laws, regulatory compliance including securities related laws, relies and regulation.			No such event occurred.
5(6)(a)(ii)(d)	Any other matter which the Audit Committee deems necessary shall be disclosed to the Board immediately.			No such event occurred.
5(6)(b)	Reporting to the Authorities			No such event occurred.
5(7)	Reporting to the Shareholders and General Investors			
5(7)	Reporting to the Shareholders and General Investors			No such event occurred.
6	Nomination and Remuneration Committee (NRC)			
6(1)	Responsibility to the Board of Directors			
6(1)(a)	The company shall have a NRC as a sub-committee of the Board.	✓		
6(1)(b)	NRC shall assist the Board in formulation of the nomination criteria or policy for determining qualifications.	✓		
6(1)(c)	The Terms of Reference of the NRC shall be clearly set forth in writing.	✓		
6(2)	Constitution of the NRC			
6(2)(a)	The Committee shall comprise of at least three members including an Independent Director.	✓		
6(2)(b)	All members of the Committee shall be non-executive directors.	✓		
6(2)(c)	Members of the Committee shall be nominated and appointed by the Board.	✓		
6(2)(d)	Board shall have authority to remove and appoint any member of the committee.	✓		
6(2)(e)	Board shall fill the vacancy within 180 days of such vacancy in the Committee.			No such event occurred.
6(2)(f)	The Chairperson of the Committee may appoint/co-opt any external expert.			No such event occurred.
6(2)(g)	The company secretary shall act as the secretary of the committee.	✓		
6(2)(h)	The quorum of the NRC meeting shall not constitute without attendance of at least an independent director.	✓		
6(2)(i)	No member of the NRC shall receive any remuneration/ advisory, other than Director's fees or honorarium from the company.	✓		



Condition No.	Title	Compliance Status as on 31 December 2018		Remarks
		Complied	Not Complied	
6(3)	Chairperson of the NRC			
6(3)(a)	Board shall select 1(one) member of the NRC to be Chairperson of the Committee, who shall be an Independent Director	✓		
6(3)(b)	Absence of chairperson, the remaining members may elect one of them; the reason of absence of the regular Chairperson shall be duly recorded in the minutes.	✓		
6(3)(c)	Chairperson of the NRC shall attend the AGM.	✓		
6(4)	Meeting of the NRC			
6(4)(a)	The NRC shall conduct at least one meeting in a financial year.	✓		
6 (4)(b)	The Chairperson of the NRC, may convene any emergency meeting upon request by any member of the NRC.	✓		
6(4)(c)	Quorum of NRC meeting, presence of 2 or 2/3 members whichever is higher, where presence of an independent director is must.	✓		
6(4)(d)	Proceedings of NRC meeting shall be recorded in the minutes and such minutes shall be confirmed in the next meeting.	✓		
6(5)	Role of NRC			
6(5)(a)	NRC shall be independent and responsible or accountable to the Board and to the shareholders.	✓		
6(5)(b)(i)(a)	Level and composition of remuneration is reasonable and sufficient to attract, retain and motivate suitable directors to run the company successfully.	✓		
6(5)(b)(i)(b)	Relationship of remuneration to performance is clear and meets appropriate performance benchmarks.	✓		
6(5)(b)(i)(c)	Remuneration to directors, top level executive involves a balance between fixed and incentive pay reflecting short and long term performance objectives appropriate to the working of the company and its goals.	✓		
6(5)(b)(ii)	Devising a policy on Board's diversity taking into consideration age, gender, experience, ethnicity, educational background and nationality	✓		
6(5)(b)(iii)	Identifying persons who are qualified to become directors and who may be appointed in top level executive position in accordance with the criteria laid down and recommend their appointment and removal to the Board.	✓		
6(5)(b)(iv)	Formulating criteria for evaluation of performance of independent directors and the Board.	✓		
6(5)(b)(v)	Identifying company's needs for employees at different levels and determine their selection, transferor replacement and promotion criteria.	✓		
6(5)(b)(vi)	Developing recommending and reviewing annually the company's human resources and training policies.	✓		
6(5)(c)	The company shall disclose the nomination and remuneration policy and the evaluation criteria and activities of NRC at a glance in its annual report.	✓		

Condition No.	Title	Compliance Status as on 31 December 2018		Remarks
		Complied	Not Complied	
7	External or Statutory Auditors			
7(1)	Issuer company shall not engage its external auditors to perform the following:			
7(1)(i)	Appraisal or valuation services or fairness opinions.	✓		
7(1)(ii)	Financial information systems design and implementation.	✓		
7(1)(iii)	Book keeping or other service related to the accounting records or financial statements.	✓		
7(1)(iv)	Broker–dealer services	✓		
7(1)(v)	Actuarial services	✓		
7(1)(vi)	Internal or special audit services.	✓		
7(1)(vii)	Any services that the Audit Committee may determine.	✓		
7(1)(viii)	Audit or certification services on compliance of corporate governance.	✓		
7(1)(ix)	Any other service that may create conflict of interest.	✓		
7(2)	No partner or employees of the External/Statutory Auditors audit firms shall possess any share of the company they audit at least during the tenure.	✓		
7(3)	Representative of external or statutory auditors shall remain present in the AGM.			Management will ensure his presence.
8	Maintaining a website by the company			
8(1)	The company shall have an official website linked with that of the stock exchange.	✓		
8(2)	The company shall keep the website functional from the date of listing.	✓		
8(3)	The company shall make available the detailed disclosures on its website as required under the listing regulations of the concerned stock exchange(s).	✓		
9	Reporting and Compliance of Corporate Governance			
9(1)	The company shall obtain a certificate from a practicing Professional Accountant or Secretary on yearly basis regarding compliance of conditions of Corporate Governance Code of the Commission and shall such certificate shall be disclosed in the Annual Report.	✓		
9(2)	The professional who will provide the certificate on compliance of Corporate Governance shall be appointed by the Shareholders in the AGM.	✓		
9(3)	The directors of the company shall state, in accordance with the directors’ report whether the company has complied with these conditions or not.	✓		



চেয়ারম্যানের ভাষণ

বিসমিল্লাহির রাহমানির রাহিম।

প্রিয় শেয়ারহোল্ডারবৃন্দ,

আসসালামু আলাইকুম ওয়া রাহমাতুল্লাহি ওয়া বারকাতুহু।

ইস্টল্যান্ড ইন্স্যুরেন্স কোম্পানী লিমিটেডের ৩৩তম বার্ষিক সাধারণ সভায় আপনাদের স্বাগত জানাতে পেরে আমি সম্মানিত বোধ করছি। কোম্পানীর পরিচালকমন্ডলী এবং আমার পক্ষ থেকে কোম্পানির কর্মকাণ্ডে আপনাদের গভীর আগ্রহ ও সহযোগিতা প্রদর্শনের জন্য সবাইকে আন্তরিক ধন্যবাদ জানাচ্ছি। আপনাদের এ অবদানের কারণে বীমা অঙ্গনে আমরা সম্মানজনক অবস্থান ধরে রাখতে পারছি। এখন আমি আনন্দের সঙ্গে কোম্পানীর ২০১৯ সালের কার্যক্রমের সংক্ষিপ্ত প্রতিবেদন আপনাদের বিবেচনার জন্য উপস্থাপন করছি।

আপনারা অবগত আছেন, বাংলাদেশের বীমা বাজারের আকার খুবই সীমিত। বিশেষজ্ঞদের মতে, এর পরিধি ৪৬ টি অ-জীবন বীমা কোম্পানী বিকশিত হওয়ার জন্য খুবই ছোট। ফলে কোম্পানীসমূহের প্রবৃদ্ধি ও মুনাফা প্রদানের সামর্থ্য বাধাগ্রস্ত হচ্ছে এবং বীমা খাত প্রতিবেশী দেশগুলোর তুলনায় সার্বিকভাবে কাঙ্ক্ষিত প্রবৃদ্ধি অর্জনে ব্যর্থ হচ্ছে। বীমা খাতের উন্নয়নের জন্য তাই প্রয়োজন অস্বাস্থ্যকর প্রতিযোগিতা ও অনাবশ্যক ঝুঁকি নিয়ন্ত্রণ এবং উপযুক্ত ব্যবসায়িক পরিবেশ বজায় রাখা।

তথাপিও ২০১৯ সালের মাঝামাঝি সময় থেকে বীমা উন্নয়ন ও নিয়ন্ত্রন কর্তৃপক্ষ কর্তৃক দেশের বীমা খাতের উন্নয়ন ও আধুনিকায়নের জন্য গৃহীত পদক্ষেপ আমাদেরকে আশাবাদী করে তুলেছে। উক্ত পদক্ষেপের ইতিবাচক প্রভাব ইতিমধ্যে দেশের বীমা খাতে পরতে শুরু করেছে এবং আমরা প্রত্যাশা করি যে বীমা উন্নয়ন ও নিয়ন্ত্রন কর্তৃপক্ষের পদক্ষেপের কারণে শীঘ্রই বীমা খাতের বর্তমান চিত্র পরিবর্তিত হবে।

CHAIRMAN'S ADDRESS



Bismillahir Rahmanir Rahim

Dear Shareholders

Assalamualaikum Wa Rahmatullahi Wa Barkatuhu

It is a great pleasure to welcome you all to the 33rd Annual General Meeting of Eastland Insurance Company. On behalf of Board of Directors and on my own behalf I would take the opportunity to express my sincere thanks and appreciation for your continuous support and cooperation which helped us in attaining enviable footing in the insurance sector. It is now my privilege to present before you a short Statement about the performance of the company in 2019.

You are well aware that market of the Bangladesh insurance sector is limited. According to the expert's opinion, Non-life insurance sector of the country is too small to give space to the 46 nos. Private sector Non-life Insurance Companies. As a result the growth and profitability of the Companies are stalled and the insurance sector is failing to achieve expected growth comparing to other neighboring countries. Unethical competition and adventurism needs to be checked & congenial environment needs to be established for betterment of insurance sector.

Nonetheless we are becoming optimistic due to the recent drives taken by the Insurance Development & Regulatory Authority (IDRA) from mid-2019 for the regulation & modernization of the insurance sector of the country. The positive impact of the drive is already effecting the insurance sector and we are hopeful that in the near future the essence of the initiatives of IDRA will change the present scenario.



সকলেই অবগত আছেন যে, করোনা ভাইরাস (কভিড-১৯) মহামারী রূপ ধারণ করায় ২০২০ সালের বর্তমান সময় পর্যন্ত বাংলাদেশ সহ সমগ্রবিশ্ব এর শিকারে পরিণত হয়েছে। এর প্রভাবে বিশ্বে এ পর্যন্ত অর্ধ মিলিয়নের অধিক মানুষ মারা গেছেন ও উন্নত দেশগুলোর স্বাস্থ্য ব্যবস্থা পুরোপুরি ভেঙ্গে পড়েছে। প্রায় ২০০ টিরও অধিক দেশে দীর্ঘসময় ব্যাপী লকডাউন কার্যকর থাকায় ধনী-গরীব, উন্নত-অনুন্নত বাছ-বিচার না করেই বাংলাদেশসহ বিশ্ব অর্থনীতিতে স্থবিরতা বিরাজ করেছে। ধারণা করা হচ্ছে সামনের দিনগুলোতে সকলকে ব্যবসা বাড়ানোর চিন্তা বাদ দিয়ে ক্ষতি পুষিয়ে নেয়ার মতো কঠিন বছর পার করতে হবে। আশা করি আমরাও যোগ্যতা ও সাহসিকতা দিয়ে এই কঠিন সময় থেকে উত্তরণ করতে পারবো ইনশা আল্লাহ।

এতদসত্ত্বেও, ইন্সটল্যান্ড ইন্স্যুরেন্স কোম্পানীর ২০১৯ সালে মোট প্রিমিয়াম আয় ও নীট প্রিমিয়াম আয় যথাক্রমে ১,০৩৫.৩২ মিলিয়ন টাকা ও ৫০৮.২৮ মিলিয়ন টাকা, যা ২০১৮ সালে ছিল যথাক্রমে ১,১১৪.৬২ ও ৫০৫.৬৪ মিলিয়ন টাকা। ২০১৯ সালে আন্ডাররাইটিং মুনাফা ছিল ১৫৪.২২ মিলিয়ন টাকা ও কর পরবর্তী নীট মুনাফা ছিল ১১২.৪৮ মিলিয়ন টাকা যা ২০১৮ সালে ছিল যথাক্রমে ১২২.৮৫ মিলিয়ন ও ১০৯.০ মিলিয়ন টাকা। ৩১ ডিসেম্বর, ২০১৯ তারিখে কোম্পানীর মোট সম্পদ দাঁড়ায় ২,৫৯৬.৬৩ মিলিয়ন টাকা। কোম্পানী ২০১৯ সালে ৪২৮.২৮ মিলিয়ন টাকার দাবি নিষ্পত্তি করেছে, যা ২০১৮ সালে ছিল ১১০.৮২ মিলিয়ন টাকা। গত ৩৩ বছরে ইন্সটল্যান্ড সর্বসাকুল্যে ৩,০৪৮.৩৯ মিলিয়ন টাকার দাবি নিষ্পত্তি করেছে।

ইন্সটল্যান্ড তার প্রতিষ্ঠা লগ্ন থেকে ব্যবসায়ী নীতির ক্ষেত্রে স্বচ্ছতা ও নৈতিকতা বজায় রেখে কাজ করেছে। কোম্পানীর মৌলনীতি হচ্ছে বিচক্ষণ বাজার কৌশল অনুসরণ ও বীমা খাতের বিশ্ব বাজার থেকে সর্বোত্তম দরকষাকষির সুবিধা অর্জন। আপনারা জানেন যে, আপনাদের কোম্পানী পর পর ০৪ বার বিশুদ্ধ পরিচালন নীতির প্রভাবে অর্জিত আর্থিক ভিত্তি, সুশাসন প্রতিষ্ঠা, আইনী রীতি-নীতি ও হিসাববিজ্ঞানের Standard মান্য করার ক্ষেত্রে স্বচ্ছতা ও আর্থিক বিবরণীতে সকল তথ্য উপাত্তের অবাধ প্রকাশ নীতির কারণে ‘দি ইনস্টিটিউট অব কস্ট এন্ড ম্যানেজমেন্ট অ্যাকাউন্ট্যান্টস অব বাংলাদেশ (আইসিএমএবি)’ কর্তৃক সাধারণ বীমা খাতে ‘বেস্ট কর্পোরেট অ্যাওয়ার্ড’ অর্জন করেছে। দি ইনস্টিটিউট অব চার্টার্ড অ্যাকাউন্ট্যান্টস অব বাংলাদেশ (আইসিএবি) কর্তৃক সাধারণ বীমা খাতে অনবদ্য কার্যক্রম পরিচালনার স্বীকৃতি স্বরূপ ‘সেরা বার্ষিক প্রতিবেদন অ্যাওয়ার্ড’ অর্জন করেছে। ২০১১-২০১৫ সালে পর পর পাঁচ বছর ক্রেডিট রেটিং ইনফরমেশন এন্ড সার্ভিসেস লিমিটেড (সিআরআইএসএল) কর্তৃক ‘ডাবল এ’ (এএ) মানে মূল্যায়িত হলেও ২০১৬-২০১৭ বছরে এর মান ‘ডাবল এএ+’ মানে উন্নীত হয়। ৩১ ডিসেম্বর ২০১৮ সালের আর্থিক বিবরণী মূল্যায়নে ও ক্রেডিট রেটিং এর মান ‘ডাবল এএ+ -এ’ মূল্যায়িত হয় নিঃসন্দেহে এটি একটি প্রশংসনীয় অর্জন ও ধারাবাহিক উন্নয়নের ইংগিত বহন করে। কঠোর পরিশ্রম ও কর্মকৌশলের মাধ্যমে আমরা এ অর্জন ধরে রেখে দ্রুততম সময়ে সর্বোত্তম ক্রেডিট রেটিং অর্জন করতে সক্ষম হবো বলে প্রতিশ্রুতিবদ্ধ।

আমি আবারও বলছি যে, আপনাদের কোম্পানী বিগত ৩৩ বছরে সফল কার্যক্রমের মাধ্যমে সুদৃঢ় ভিত্তি ও গতিশীল কর্পোরেট ব্যবস্থাপনা গড়ে তুলতে সক্ষম হয়েছে। এর সঙ্গে রয়েছে দক্ষতা ও জবাবদিহিতা। কোম্পানি কার্যক্রমে যুক্ত জনশক্তির মধ্যে সুসম্পর্ক বিরাজ করার কারণে এর গ্রাহকদেরকে দ্রুত সেবা প্রদান এবং কর্মস্থলে আন্তরিক পরিবেশ বিদ্যমান রাখা সম্ভব হচ্ছে।

দক্ষ কর্পোরেট কাঠামো ও বিচক্ষণ ব্যবস্থাপনার উপর ভিত্তি করে ইন্সটল্যান্ড ইন্স্যুরেন্স ব্যবসায়িক শিষ্টাচার ও সতকর্তা পরিপালন করার পাশাপাশি অভিজ্ঞ ও সুদক্ষ পরিচালকমন্ডলীর পরিচালনায় অব্যাহত প্রবৃদ্ধি বজায় রাখছে। বক্তব্য শেষ করার আগে আমি গণপ্রজাতন্ত্রী বাংলাদেশের অর্থ মন্ত্রণালয়, ইন্স্যুরেন্স ডেভেলপমেন্ট অ্যান্ড রেগুলেটরি অথরিটি (আইডিআরএ), বাংলাদেশ সিকিউরিটিজ অ্যান্ড এক্সচেঞ্জ কমিশন, (বিএসইসি) ঢাকা স্টক এক্সচেঞ্জ, (ডিএসই) চট্টগ্রাম স্টক এক্সচেঞ্জ, (সিএসই), সিডিবিএল সহ অন্যান্য নিয়ন্ত্রক সংস্থা, সম্মানিত গ্রাহক ও শেয়ারহোল্ডারদের প্রতি তাদের অব্যাহত সমর্থন ও সহযোগিতার জন্য গভীর কৃতজ্ঞতা প্রকাশ করছি।

অব্যাহত সমর্থন প্রদানের জন্য আমি পরিচালনা পর্ষদের সকল সহকর্মীর প্রতি আন্তরিক কৃতজ্ঞতা ও অভিনন্দন জানাচ্ছি এবং কোম্পানীর অগ্রগতিতে নিবেদিতভাবে কাজ করার জন্য সকল পর্যায়ের কর্মীদের প্রতিও কৃতজ্ঞতা প্রকাশ করছি। এগিয়ে চলার পথে পরম দয়ালু ও করুণাময় আল্লাহ আমাদের সহায় হোন।

সবাইকে ধন্যবাদ ও আল্লাহ হাফেজ।

(মাহবুবুর রহমান)

চেয়ারম্যান

It is known to all that the first half of the year 2020, Bangladesh along with the rest of the world has fallen victim to the Novel Corona virus (Covid-19) in the pandemic form. More than half a million people have died globally and the health system of some of the most powerful countries have collapsed. The World economy including Bangladesh, has come to a standstill due to harsh lockdown in more than 200 countries, irrespective of poor and rich, developed or underdeveloped. As expected, it will be an extremely difficult year for the whole country as all eyes will be open on recovery, rather than growing business. In Sha Allah we shall stay strong and come out of this debacle with the best of our ability.

Eastland earned gross premium and net premium income of Tk. 1,035.32 million & Tk. 508.28 million respectively during the 2019 as against Tk. 1,114.62 million and Tk. 505.64 million respectively during the year 2018. Underwriting profit stood at Tk. 154.22 million & net profit after tax stood Tk. 112.48 million in 2019 which were Tk. 122.85 million and Tk. 109.00 million in 2018. Total assets of the company stood at Tk. 2,596.63 million as on 31st December 2019. The company settled claims amounting to Tk. 428.28 million during 2019 which was Tk. 110.82 million during 2018 and so far, in last 32 years Eastland settled total claims amounting to Tk. 3,048.39 million. Eastland from the very inception has been maintaining transparency and ethics in its business policy. Sound marketing strategy followed with obtaining of the best bargain from the global market of the insurance are the cornerstone of the Company.

Your company was awarded with “best corporate award” in the general Insurance sector for four consecutive years by the Institute of Cost and Management Accountants of Bangladesh (ICMAB) owing to its maintenance of sound operational policy which resulted in financial soundness, good governance, compliance to the Rules and Regulations & adherence to the Bangladesh Accounting standard, transparency and comprehensive disclosures in the financial statements of the company. Eastland was also awarded with “**Certificate of Merit**” by the Institute of Chartered Accountants of Bangladesh (ICAB) as a mark of recognition of excellence in the General Insurance Sector.

Your company has been rated with “AA” by Credit Rating Information and Services Ltd. (CRISL) based on its performances consecutively for the years 2011-2015 and later on been evaluated “AA+” for the years 2016-2017. You will be pleased to know that rating of the company for the year 2018 has also been elevated to “AA+” in consideration of Audited Financial Statements December 31, 2018. This is no doubt a praiseworthy achievement. We are committed to strive hard to maintain the achievement and reach the pinnacle of rating within soonest possible time. I repeat that your company during its 33 years of successful operation built a strong foundation and a dynamic corporate management structure endowed with operational efficiency and accountability. The management is blended with consistent relationship and achieved required efficiency to deliver fastest possible services to the vast network of its clientele. With Sound Corporate structure and the astute management, Eastland, adhering to business ethics, is set to have continuous growth in coming days under the guidance of its dynamic Board of Directors.

Before I conclude, I would like to extend our gratitude to the Ministry of Finance, Insurance Development & Regulatory Authority (IDRA), Bangladesh Securities and Exchange Commission (BSEC), National Board of Revenue (NBR), Dhaka Stock Exchange Ltd. (DSE), Chittagong Stock Exchange Ltd. (CSE), Central Depository Bangladesh Limited (CDBL) & other relevant Regulatory Authorities, valued clients and esteemed shareholders for their continuous support and co-operation. I will also extend my sincere gratitude to all my colleagues in the Board for their all out support and also to all employees for their un-flinching dedication for the growth of the Company. May Almighty Allah, the benevolent and merciful be with us towards our mission ahead.

Thanking you and Allah Hafez.



(MAHBUBUR RAHMAN)

Chairman



CHIEF EXECUTIVE OFFICER'S OUTLOOK



Dear Shareholders,

It is gratifying for me to welcome you at the 33rd Annual General Meeting of Eastland Insurance Company Limited. On the eve of this grand moment of stepping into 34 years of journey I humbly take this opportunity to express my whole-hearted gratitude to all of valued clients, distinguished shareholders and respectable well wishers in home and abroad for their profound co-operation, support and also for taking trouble in attending the Annual General Meeting.

Insurance plays a key role in supporting economic and financial development and as a provider of protection from financial cost due to occurrence of certain contingent event driven by a risk. Property and life of human beings are not free from risk for a single moment. Risk is the bad future outcome of an event which nobody desires, but it cannot be avoided. Risk may be from human beings or by natural calamities. We cannot defend the risks, but the financial losses occurred in operation or in consequences of risk can be covered by insurance of properties & assets. So one can recover his financial losses or damages due to accident by covering through proper insurance policy for those property and asset.

Classifying on the nature of risk, insurance could be generally categorized into Fire, Marine, Motor, Aviation, Engineering & Miscellaneous classes. The gradation of the acquaintance to estimate risks fluctuates conferring to the class of business.

The brilliant way of managing the risks is the key to accomplishment. Experiences we had been gathering each year in our long journey unfolded with newer challenges and prospects enabled us to look beyond and forward

to the next higher level of achievement. In this way for 34 years, Eastland has been proving its competence in terms of its operational excellence, unique customers focus, risk management, organizational advancement, IT solution, new business development, implementation of standard operating procedures and training.

We truly have faith in our first responsibility to serve our customers and strive for excellence. In meeting the customers need, everything we do must be of highest standard. We must constantly strive to provide professional service and remain beside our clients at the time of loss. A pool of efficient and dedicated employees engaged in this task lifted the Company to a satisfactory level of compliance and transparency in all spheres of operation and performance, which they are determined to maintain for achieving further excellence.

It is well known that the market is vastly competitive we render energetic initiatives to build-up reputation to our prospective clients by providing excellent services to them, particularly in case of business solution and prompt settlement of claim. In this way the entire workforce of Eastland put their highest effort to maintain the overall outcome in good position in the year 2019, which has been presented in details in the report of the honorable Chairman, on behalf of the Board of Directors.

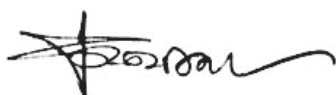
Eastland financial strength is evaluated by the Credit Rating Information and Services Ltd. (CRISL) as very positive and you will be pleased to know that rating of the Company for the year 2019 has been elevated to “AA+” likewise the previous years 2017 & 2018 in consideration of Audited Financial Statements December 31, 2018.

Rating AA+ indicates very high ability to pay claims of the clients with strong protection factors supported by good financial performance and sound solvency position. The above rating has been assigned in consideration of its good fundamentals such as, good financial & technical performance, sound solvency position, re-insurance arrangement with local and foreign re-insurer, sound internal control and experienced top management etc.

We believe the improvements made during the preceding years will be contributory for better positioning of the Company in the future. Our strategy is to enhance strength by focusing on areas where we have an advantage today and where we can grow faster than our competitors in the days ahead. We shall endeavor to ensure excellent services in every spheres of business to our clients.

Finally I would like to express my sincere thanks and gratitude to Insurance Development & Regulatory Authority (IDRA), respectable shareholders, valued clients, reinsurers and well wishers for reposing their unshakeable trust and confidence in making the year 2019 a success. My sincere gratitude and profounded thanks to the honorable Chairman and the respectable Directors of the Board for their prudent leadership round the year and I look forward to receive the same in future. Let us pray to Almighty to give us vision, courage and strength to win over challenges in the years to come with professional excellence.

With best regard,



(Arun Kumar Saha)
Chief Executive Officer

পরিচালকমণ্ডলীর প্রতিবেদন

ইন্সটল্যান্ড ইন্স্যুরেন্স কোম্পানী লিমিটেডের পরিচালকমণ্ডলী কোম্পানীর ৩৩ তম সাধারণ সভায় আপনাদের স্বাগত জানাচ্ছে। আপনাদের কাছে ২০১৯ সালের ৩১ ডিসেম্বর সমাপ্ত বছরের জন্য পরিচালকমণ্ডলীর প্রতিবেদন ও নিরীক্ষিত আর্থিক বিবরণী এবং নিরীক্ষকদের প্রতিবেদন উপস্থাপন করতে পেরে আমরা আনন্দিত। পাশাপাশি বাংলাদেশের অর্থনীতির সংক্ষিপ্ত পর্যালোচনা ও বিশ্ব অর্থনীতির একটি চিত্রও এখানে তুলে ধরা হলো।

বাংলাদেশ অর্থনীতি ২০১৯

২০১৯ সাল বাংলাদেশের অর্থনীতির জন্য একটি মিশ্র বছর হিসাবে পরিগণিত হবে। এবছর দেশের অর্থনীতি ৮.১৫% হারে জিডিপি প্রবৃদ্ধি অর্জন করতে সক্ষম হয়েছে। এ সময়ে বহির্বিষয়ের পর্যবেক্ষণ বাংলাদেশের মানব সম্পদ উন্নয়ন ও অর্থনীতির উন্নয়ন সূচকের প্রবৃদ্ধির পাশাপাশি দারিদ্রের হার হ্রাসের চিত্র অবলোকন করেছে। IMF, ADB বিশ্বব্যাংকের মত উন্নয়ন অংশীদারগণ দেশের প্রবৃদ্ধির রেকর্ড হার পর্যবেক্ষন করেছেন যদিও তারা ২০১৯ অর্থবছরে জিডিপি প্রবৃদ্ধির হার ৮% এর মত হবে বলে পূর্বাভাস দিয়েছিলেন।

বৈশ্বিক অনিশ্চয়তা ও মন্দভাবের মধ্যেও দেশের অর্থনীতি অভূতপূর্ব শক্তিমত্তার সাথে এগিয়ে চলেছে। গত ৩ বছরে জিডিপি প্রবৃদ্ধির হার বার্ষিক ৭% হারে অতিক্রম করেছে এবং ২০১৮ ও ২০১৯ সালে ৮% প্রবৃদ্ধি স্পর্শ করতে সক্ষম হয়েছে। প্রবৃদ্ধির এই উর্ধ্বহারের কারণে আমাদের দেশ বিশ্বের শীর্ষ ১০টি উন্নয়নশীল দেশের তালিকায় স্থান তৈরী করতে সক্ষম হয়েছে। বাংলাদেশ পরিসংখ্যান ব্যুরোর তথ্যমতে ২০১৯ সালে মাথাপিছু আয় ১৯০৯ ডলারে উন্নীত হয়েছে। যা স্বাধীনতার সময়ের তুলনায় ২০ গুণ বেশী। বিশ্বব্যাংকের শ্রেণী

বিভাগ অনুযায়ী ২০১৫ সাল পর্যন্ত বাংলাদেশ নিম্ন মধ্যম আয়ের দেশ হিসাবে পরিগণিত হতো। বাংলাদেশের অভূতপূর্ব প্রবৃদ্ধি এমন সময়ে ঘটছে, যে সময় IMF এর তথ্যমতে বিশ্বের প্রায় ৯০% দেশের অর্থনীতি মন্দাভাব অবলোকন করেছে। ২০১৯ বৈশ্বিক অর্থনৈতিক প্রবৃদ্ধি ৩% হারেও অনুমান করা হচ্ছে, যা কয়েকমাস পূর্বেও ৩.৯% হারে অনুমিত ছিল।

চাহিদার ক্ষেত্রে, জনবিনিয়োগ, রপ্তানির উর্ধ্বগতি ধরে রাখা এবং ভোক্তা পর্যায়ে খরচের উর্ধ্বগতিকে রেমিটেন্স/ বৈদেশিক মুদ্রা বেগবান করেছে।

পর্যালোচনায় জানা গেছে বাংলাদেশ ৭ম পঞ্চবার্ষিক পরিকল্পনায় উল্লেখযোগ্য উন্নতি সাধনে সক্ষম হয়েছে। বর্তমান অর্থবছর ছিল এর শেষ বছর। প্রবৃদ্ধির ধারাবাহিক সুবিধার বিস্তৃতি এবং মানব কল্যাণ ও অবকাঠামো উন্নয়ন খাতের বিনিয়োগ এটাই দৃষ্টিপাত করে যে বাংলাদেশে ৭ম পঞ্চবার্ষিকী পরিকল্পনার উল্লেখযোগ্য উন্নতি সাধন সক্ষম হয়েছে। সরকারী তথ্যমতে গত ০৪ বছর গড় অর্থনৈতিক প্রবৃদ্ধি হয়েছে ৭.৬% যা পরিকল্পিত প্রবৃদ্ধির হার ৭.৪% কে সহজেই অতিক্রম করেছে। নিয়মিত সার্ভের অভাবে দরিদ্রের হার কমার হালনাগাদ তথ্য উক্ত সময়ে গণনা করতে না পারলেও আমরা জানি প্রারম্ভিক দারিদ্রের হার ২০১০ সালের ১৭.৬% এর তুলনায় ২০১৬ সালে ১২.৯% হারে কমে এসেছে।

একইভাবে, বাংলাদেশের বিদ্যুৎ খাতের উৎপাদন ক্ষমতা, Captive Power Renewable Energy উভয় খাতেই বেড়ে ২১,৪১৯ মেগাওয়াটে উন্নীত হয়েছে যা ৭ম পরিকল্পনার লক্ষ্য পূরণের পরও ২৫% প্রবৃদ্ধি বলে পরিগণিত হয়েছে। একই ভাবে সড়ক খাতের সাম্প্রতিক তথ্যে জানা যায় যে, ৩৪০ কিলোমিটার চারলেন সড়ক নির্মাণের লক্ষ্যমাত্রা অর্জিত হয়েছে। মানব সম্পদ উন্নয়নে বাংলাদেশ ৭ম পঞ্চবার্ষিকী পরিকল্পনার উল্লেখযোগ্য হারে গুণগত লক্ষ্য অর্জনে সক্ষম হয়েছে। বিশেষত বৃহৎ জনগোষ্ঠিকে প্রাথমিক শিক্ষার আওতায় আনা ও লিংগ সমতা আনয়নে ১০০% সাফল্য অর্জিত হয়েছে। বিশ্বব্যাংক কর্তৃক সাম্প্রতিক সময়ে প্রকাশিত মানব সম্পদ উন্নয়ন সূচক ২০১৮ রিপোর্টে দেখা যায় যে, বাংলাদেশ দক্ষিণ এশিয়ায় ভারত-পাকিস্তান অপেক্ষায় বেশি হারে মানব সম্পদ উন্নয়নের বিভিন্ন সূচকে অভূতপূর্ব সাফল্য অর্জনে সক্ষম হয়েছে।



DIRECTORS' REPORT to the Shareholders

FOR THE YEAR ENDED DECEMBER 31, 2019

The Board of Directors of Eastland Insurance Co. Ltd. welcome you all to the 33rd Annual General Meeting of the company. It is indeed our pleasure to place before you the Directors' Report and Audited financial statements for the year ended 31st December, 2019 together with the Report of Auditors. connecting thereto, a brief overview of the Bangladesh National Economy dealing with global economy within a few paragraphs has also been provided in the Annual report for your information.

Bangladesh Economy in 2019

For Bangladesh economy, the year 2019 closed with a mix of good and bad news attaining 8.15 per cent GDP growth in 2018-19 fiscal. Most external observers of Bangladesh economy have been generally effusive in acknowledging the progress achieved in economic and human development aspects with notable decline in poverty. That the economy is growing at a record pace is now recognised by our leading development partners, namely, the World Bank, IMF, ADB, all of whom projected GDP growth rate for FY2019 very close to the official figure of 8 per cent.

The Bangladesh economy continues to demonstrate remarkable resilience and strength amidst a significant decline and uncertainty in global economic conditions. In the last three years, gross domestic product (GDP) growth rates have comfortably exceeded 7 per cent p.a. and touched 8 per cent in fiscal years 2018 and 2019. This performance puts Bangladesh among the top ten fastest-growing countries globally. According to the BBS estimates, in 2019 per-capita income measured in nominal dollars was US\$1,909 or 20 times what it was at independence. Bangladesh has been a lower-middle-income country under World Bank classification since 2015. Bangladesh's impressive growth performance is taking place at a time when, according to the latest IMF estimates, about 90 per cent of the world economy is facing a significant slowdown in growth. Overall global economic growth rates are now predicted to be 3 per cent in 2019 instead of the 3.9 per cent forecasted a few months ago.

On the demand side, public investments, a revival of export growth, and private consumption boosted by healthy remittances have been the leading contributors.

Bangladesh has made significant progress under the 7th Five Year Plan (FY 16 - FY 20) where the current fiscal year is the last year. Bangladesh's achievements in accelerating growth, widely sharing its benefits, and its investments in human capital and infrastructure has meant that many of the goals of the 7th Five Year Plan have been achieved. According to official statistics, average economic growth in the past four years has been 7.6 per cent, comfortably exceeding the plan target of 7.4 per cent p.a. While it is not possible to precisely gauge the decline in poverty reduction during the plan years in the absence of recent surveys, we do know that extreme poverty declined significantly from 17.6 per cent 2010 to 12.9 per cent in 2016.

Similarly, significant gains in increasing Bangladesh's installed power generation capacity, including captive power and renewable energy, to 21,419 MW representing more than a 25 per cent increase in installed capacity comfortably meeting 7th plan targets. Similarly, in the road sector recent data suggests that the target of constructing more than 340 kilometre of four lane roads is likely to have been met. In human capital development, too, Bangladesh has largely achieved the quantitative goals of the 7th FYP in terms of achieving nearly 100 per cent enrolment rates and gender parity in primary education. The newly released World Bank's Human Capital Index 2018 report also showed Bangladesh to be among the best-performing South Asian countries well ahead of India and Pakistan by various measures of human development.





Mr. Mahbubur Rahman, Chairman addressing in the Annual Conference-2019 held on July 13, 2019.

বাংলাদেশ এখন ৮ম পঞ্চবার্ষিকী পরিকল্পনার উন্নয়ন যুগের দ্বার প্রান্তে রয়েছে। আমরা এখন জাতিসংঘের নির্দেশিত ২০২৪ সালের মধ্যে Developing Country তে পরিণত হওয়ার লক্ষ্যে কাজ করছি। যদিও দেশ এখন উক্ত প্রক্রিয়ার প্রাথমিক ক্ষেত্রে বিচরন করছে। তবে প্রবৃদ্ধির উচ্চ হার বজায় রাখা এবং তা বৃদ্ধি করে প্রতিবছর ৯%-১০% হারে প্রবৃদ্ধি অর্জন করে ২০৪১ সালের মধ্যে Developing Country তে রূপান্তরিত হওয়া দেশের জন্য এটা খুবই চ্যালেঞ্জিং বিষয় হবে।

প্রবৃদ্ধি ও সামষ্টিক অর্থনৈতিক অবস্থান

৭ম পঞ্চবার্ষিকী পরিকল্পনার অংশ হিসাবে প্রায় এক দশক ধরে, দেশের অর্থনীতি ২০২০ সালের মধ্যে ৮% হারে প্রবৃদ্ধি অর্জনের লক্ষ্যে ধারাবাহিক প্রবৃদ্ধির স্বাক্ষর রেখেছে। বিশ্বব্যাপী যুদ্ধের ডামাটোল ও Brexit বুকির মধ্যেও পর পর ৩ বার ৭% হারে উচ্চ প্রবৃদ্ধি অর্জনের পর ২০১৯ সালে প্রথম বারের মত ৮% হারে প্রবৃদ্ধি অর্জনে সক্ষম হয়েছে।

জিডিপি এই প্রবৃদ্ধির হার, পূর্ববর্তী বছরের তুলনায় উৎপাদন খাতে ও সেবা খাতে দক্ষতা প্রদর্শনের চিত্র প্রতিফলিত হয়। কৃষি খাতে তেমন কোন প্রাকৃতিক বিপর্যয়ের হানা পড়ে নি। ২০১৯ অর্থবছরে উৎপাদন খাতে ব্যাপক সাফল্য অর্জনেই উক্ত প্রবৃদ্ধির উল্লেখযোগ্য চাবিকাঠি হিসাবে পরিগণিত হয়েছে। উৎপাদন খাতে গত বছরে ১৩.৪% প্রবৃদ্ধির তুলনায় এবছর ১৪% প্রবৃদ্ধি অর্জনে সক্ষম হয়েছে। তৈরী পোষাক খাতের রপ্তানী বৃদ্ধি (১১.৫%) বর্ধিত বিদ্যুৎ সরবরাহ ও রাজনৈতিক স্থিতি উৎপাদন খাতের বড় ও মাঝারি শিল্পের (১৫%) উন্নয়নে ব্যাপক ভূমিকা রেখেছে। পাইকারী ব্যবসা, খুচরা ব্যবসা ও নির্মাণ খাত ও উক্ত প্রবৃদ্ধির অন্যান্য সহায়ক শক্তি হিসাবে কাজ করেছে।

সঞ্চয় বিনিয়োগ চিত্র

বাংলাদেশের উচ্চ প্রবৃদ্ধির হার ধরে রাখতে Public Development এর মান বজায় রেখে সঞ্চয় ও বিনিয়োগের উর্ধ্বগতি ধরে রাখা একান্ত প্রয়োজন। Public Investment -ই প্রধানত উল্লেখযোগ্য নিয়ামক যা গত ৩ বছরে জিডিপি ৩০%

এর অধিক অতিক্রম করতে সক্ষম হয়েছে। বর্তমান সরকার দায়িত্ব নেয়ার সময় private Investment এ নিম্নগতি ও স্থবিরতা লক্ষ্য করা গেলেও গত ১০ বছরেও এ খাতে বিনিয়োগ ৪ গুণ বৃদ্ধি করায় গত ৫ বছরেও জিডিপিতে বিনিয়োগ বেড়েছে ৩% এবং Investment to GDP Ratio দাড়িয়েছে প্রায় ৩২%। সরকারের গৃহীত ৭ টি মেগা প্রকল্প বর্তমানে চলমান রয়েছে। এগুলো সঠিক ভাবে সম্পন্ন হলে অর্থনীতিতে এর ব্যাপক ইতিবাচক প্রভাব পড়বে ও ভবিষ্যত প্রবৃদ্ধির ক্ষেত্রে সহায়ক ভূমিকা রাখবে। প্রকল্প গুলো হচ্ছে- পদ্মা সেতু প্রকল্প, Rooppur Nuclear Power Project, পায়রা বন্দর প্রকল্প, মাতারবাড়ি ও রামপালের কয়লা ভিত্তিক বিদ্যুৎ উৎপাদন প্রকল্প, মেট্রোরেল প্রকল্প ও LNG Terminal প্রকল্প। মহেশখালীর LNG Terminal ইতিমধ্যেই কাজ শুরু করেছে। উক্ত মেগাপ্রকল্প সমূহের বিপরীতে সরকার কর্তৃক বরাদ্দ কৃত টাকা নিম্নরূপ: Rooppur- ১৪,৯৮০ কোটি টাকা, ঢাকা মেট্রো প্রকল্পে- ৫,৩৬০ কোটি টাকা এবং বিভিন্ন অগ্রাধিকার ভিত্তিক মেগা প্রকল্প পদ্মা সেতু প্রকল্পে মোট ৫,৩৭০ কোটি টাকা। এছাড়াও সরকার সম্প্রতি ২টি মেট্রো রেল প্রকল্পের জন্য ৯৩,৮০০ কোটি টাকা (প্রাক্কলিত) অনুমোদন করেছেন এবং হযরত শাহজালাল আন্তর্জাতিক বিমানবন্দর Extension প্রকল্পের জন্য ২,৭৫০ কোটি টাকা বরাদ্দ করেছেন। উক্ত প্রকল্পসমূহের সফল সম্পাদন বিদেশী বিনিয়োগ কারীদের মনোযোগ আকর্ষণে সক্ষম হবে বলে আমরা আশাবাদী।

প্রবৃদ্ধির চ্যালেঞ্জসমূহ

সাম্প্রতিক বছরগুলোতে দেশের অর্থনীতির উচ্চ প্রবৃদ্ধির ৭% হার দেশের Public Investment Private Consumption-এর সমন্বয়ে সক্ষম হয়েছে। বছর বছর ধরে একটি উন্নয়নশীল দেশ হিসেবে এ প্রবৃদ্ধি অর্জন সহজ কথা নয়। প্রবৃদ্ধির এই হার ধরে রাখতে সরকারী-বেসরকারী বিনিয়োগের হার, উৎপাদনশীলতা ও প্রতিযোগীতার হার বৃদ্ধি করতে হবে। বিনিয়োগের প্রধান ৩টি চ্যালেঞ্জকেও সঠিকভাবে মোকাবেলা করতে হবে। প্রথমত- বেসরকারী বিনিয়োগ ও Foreign Direct Investment-এর সাথে তাল মিলিয়ে বিনিয়োগের হার ৭%-৮% এ উন্নীত করতে



Partial view of the participants of the Annual Conference-2020 held on January 18, 2020

Bangladesh is now preparing the 8th Five Year Plan (FY 21 to FY 25) at an important cusp in its development journey. It has now officially started the United Nations' graduation process out of the least developed category towards becoming a "developing country" in 2024. However, Bangladesh is still in the early stage of development. The critical challenge for Bangladesh will be to sustain the current high growth and even accelerate it to 9-10 per cent per annum if it is to reach its objective of becoming a developed country by 2041.

Bangladesh has now officially started the United Nations' graduation process out of the least developed category towards becoming a "developing country" in 2024. However, Bangladesh is still in the early stage of development. The critical challenge for Bangladesh will be to sustain the current high growth and even accelerate it to 9-10 per cent per annum if it is to reach its objective of becoming a developed country by 2041.

Growth and macroeconomic outlook

Bangladesh economy's growth has been steadily accelerating over the decades allowing the 7th FYP to set a growth target of reaching 8.0 per cent in FY20. After exceeding above 7.0 per cent GDP growth rate for three consecutive years it crossed 8.0 per cent in FY2019 for the first time despite the global trade war and the looming threat of Brexit.

This growth acceleration reflects better performance in manufacturing, and service sector compared to previous year. No major natural calamity impeded the reasonable growth in the agricultural sector. The significant growth in the manufacturing sector was the key to the overall robust growth for FY19. The growth in manufacturing sector clocked over 14 per cent as compared to last year's 13.4 per cent. Rise in export growth (11.5 per cent) in RMG sector, improved energy supply and relatively stable political situation helped the increase in output of the large and medium industries (15 per cent) in the manufacturing sector. Wholesale and retail trade, construction were other major contributors to growth.

Savings-Investment Scenario

Sustaining Bangladesh's high growth rate will require significantly raising Bangladesh's savings and

investment rates and ensuring the quality of the public investment program. Thanks mainly to a significant surge in public investment, investment rates in Bangladesh has exceeded 30 per cent of GDP for three consecutive fiscal years. The annual public investment program has quadrupled in the last 10 years since the current government took office and as a result, despite a stall in private investment rates overall investment has increased by 3 percentage of GDP in the last five years and the investment to GDP ratio now nearly touches 32 per cent. Seven mega development projects by the government are well underway. These public projects are expected to have significant positive impact on future economic activity if properly implemented. The projects are the Padma Bridge, Rooppur Nuclear Power project, Paira Sea Port, the coal fired large power projects of Matarbari and Rampal, Metro Rail and LNG terminal. The LNG terminal at Maheshkhali has already started operating. Of these mega projects the government has allocated Tk 14,980 crore for the Rooppur Nuclear Power plant project, Tk. 5,360 crore for the Dhaka Metro Rail Project and Tk 5,370 crore for the high priority mega project, Padma Bridge, in the current fiscal year. Moreover, the government recently approved two more Metro Rail projects of estimated worth Tk 93,800 crore and also allocated Tk 2,750 crore for Hazrat Shahjalal International Airport expansion project. The progress in physical completion of these projects is expected to boost investor confidence.

A focus on Growth Challenges.

In the near term, the current sources of growth, which is a combination of growth in private consumption and in public investment can continue to support a



Partial view of the participants of the Annual Conference-2020 held on January 18, 2020



হবে। গত ৫ বছরে জিডিপিতে বেসরকারী বিনিয়োগ প্রায় ২৩% এ স্থির হয়ে আছে। ভবিষ্যত প্রবৃদ্ধি, মূলধন নির্ভর হবে যা শহর এলাকার প্রযুক্তি নির্ভর খাতে বিনিয়োগ করা হবে। প্রবৃদ্ধির প্রত্যাশিত হার ধরে রাখতে ও একে ১০% হারে পরিনত করতে বেসরকারী বিনিয়োগ বার্ষিক আরো প্রায় ৬%-৭% হারে বৃদ্ধি করতে হবে পরবর্তী ২০ বছর পর্যন্ত। আমরা জানি বেসরকারী বিনিয়োগের বৃহৎ অংশ আসে FDI থেকে। দক্ষিণ এশিয়ার বিভিন্ন দেশের GDP তে FDI শুধু অর্থই আনয়ন করেনা তা একটি দেশের অর্থনীতিতে প্রযুক্তির সমাবেশ ঘটায় ও আন্তর্জাতিক ও আঞ্চলিক যোগাযোগ ও সুস্পর্ক বৃদ্ধি করে। এটি একটি দেশের অর্থনীতিকে বহুমাত্রিকতার সুযোগ এনে দেয়।

দ্বিতীয় চ্যালেঞ্জ হচ্ছে Public Investment Programme-এর মান নিশ্চিত করা। এর হার বৃদ্ধি হলেও এর মান বৃদ্ধির বিষয়ে সকলকে নিশ্চিত হয়ে কাজ করাটাও একটি বিরাট চ্যালেঞ্জ হিসাবে পরিগণিত হচ্ছে।

তৃতীয় প্রধান চ্যালেঞ্জ হচ্ছে জাতীয় পর্যায়ে সঞ্চয়ের হার বৃদ্ধি করা যা প্রধানত সৃষ্টি হয় প্রবাসী বাংলাদেশীদের পাঠানো রেমিটেন্স দ্বারা। এটি বিনিয়োগ ও অর্থনীতিক উন্নয়নের ধারাকে এগিয়ে নিতে সাহায্য করে। এক্ষেত্রে বাংলাদেশের দক্ষতা ও যোগ্যতা অর্জন উল্লেখ করার মত। GDP তে Gross National Savings-এর অবদান ২০১৮ অর্থবছরে ২৭.৪২% হলেও ২০১৯ অর্থবছরে তা বেড়ে ২৮.৪% এ উন্নীত হয়েছে যেটি ২০১৯ অর্থবছরে বহুল প্রত্যাশিত ৮% প্রবৃদ্ধির লক্ষ্যমাত্রা অর্জনে বহুলাংশে সহায়তা করেছে। সঞ্চয় ও বিনিয়োগ নেতিবাচক ঘাটতির এই হার ২০১৯ অর্থবছরে সঞ্চয় অপেক্ষা অধিক বিনিয়োগ ও Balance of payment-এর ঘাটতিকে প্রতিফলিত করে যা বহু বছর ধরে চলতে থাকা চলতি হিসাবের উদ্ভূত ব্যালেন্সের ও ২০১১ সালের নিম্ন বিনিয়োগের বিপরীত চিত্র বলে বিবেচিত হচ্ছে।



Mr. Shahid-E-Monzoor Morshed, Addl. Managing Director, Eastland Insurance Co. Ltd. receiving award from Mr. Mahbubur Rahman, Chairman of the company for his outstanding performance



Mr. Md. Nurul Amin, DMD, Eastland Insurance Co. Ltd. receiving award from Mr. Mahbubur Rahman, Chairman of the company for his outstanding performance

কর্মসংস্থান ও মজুরীর উন্নয়ন

এটি অপ্রত্যাশিত যে দেশের উচ্চ প্রবৃদ্ধির হার, দেশের কর্মসংস্থানকে প্রভাবিত করেনি। বিভিন্ন তথ্য সূত্রে জানা গেছে যে দেশের কর্মসংস্থানের হার ও মজুরী কমেছে। শ্রমিক নির্ভর ও রপ্তানীমুখী উৎপাদন খাত ভিত্তিক নীতি প্রণয়নের মাধ্যম বাংলাদেশ উন্নয়নশীল দেশগুলোর মধ্যে একটি সুদৃঢ় অবস্থান তৈরী করতে সক্ষম হয়েছে। সাম্প্রতিক বছর গুলি ব্যতীত পূর্বের সময়ে ২.৪% হারে কর্মসংস্থানের সুযোগ বৃদ্ধি হচ্ছিল। ফলে বর্তমানে আমাদের অর্থনীতি প্রায় ৬.১ মিলিয়ন জনশক্তির কর্মসংস্থান করতে সক্ষম হয়েছে। এছাড়া ২০০৩-২০১৩ মধ্যবর্তী সময়ে মোট ১৪ মিলিয়নের মধ্যে ১০ মিলিয়ন কর্মসংস্থান সৃষ্টি হয়েছে উচ্চ প্রবৃদ্ধিশীল উৎপাদনমুখী খাতে, নির্মাণ খাতে ও সেবা খাতে। কৃষিখাতে থেকে শিল্পখাতে ধাবিত কর্মসংস্থানের কারণে শহরভিত্তিক মজুরী হার ও আয় বৃদ্ধি হওয়ায় দারিদ্রতাও বেড়েছে। কিন্তু প্রধানত তৈরী পোষাক খাত সংশ্লিষ্ট ২-৩ মিলিয়ন নারী শ্রমিক তাদের নারী অধিকার, ক্ষমতায়ন ও অন্যান্য সামাজিক সুবিধা প্রাপ্তি থেকে বঞ্চিত রয়েছে।

গুরুত্বপূর্ণ বিষয় হচ্ছে— দেশে বছর বছর সৃষ্টি হওয়া নতুন জনশক্তিকে সুযোগ করে দিতে প্রতি বছর প্রায় ২ মিলিয়ন নতুন কর্মক্ষেত্র তৈরী করা প্রয়োজন। এখানে মোট কর্মযোগ্য জনশক্তির ৪০% কৃষিতে জড়িত। অথচ জিডিপিতে কৃষি খাতের অবদান মাত্র ১৩%। দেশের প্রায় ৮৫% কর্ম উপযোগী জনশক্তি Informal Job এর সাথে জড়িত। দেশের প্রায় ২.৭ মিলিয়ন শ্রমিক কর্মহীন এবং আরো ৬.৬ মিলিয়ন শ্রমিক বর্তমানে Under employed রয়েছে।

এ প্রেক্ষিতে ২০১০-১৩ অর্থবছরের কর্মসংস্থান বৃদ্ধির হার ২.৪% থেকে ২০১৪-১৭ অর্থবছরে কমে যাওয়া ১.২% হারকে

high growth rate of about 7 per cent in the next few years. However, such a pattern of growth is not sustainable even over the medium term for a developing country. To sustain and accelerate growth, investment rates, and productivity and competitiveness has to be raised. Three main investment policy challenges need to be addressed. First, investment rates need to be increased markedly by about seven to eight percentage points to stimulate private investment rates including Foreign Direct Investment. Private investment rates have been relative stagnant at about 23 per cent of GDP for the past few years. Future growth will become more capital intensive as investment in urban development increase with more technological sophistication. Thus, in order to maintain growth and accelerate it to close to 10 per cent, private investment rates will need to grow by six or seven percentage points of GDP over the next 20 years. Moreover, most of these increase in private investment rates ideally should come from foreign direct investment. Compared to the foreign investment rates of 8 to 9 per cent of GDP in the Southeast Asian countries, Bangladesh gets relatively puny percentage of its GDP in FDI. This is a critical constraint as FDI not only brings finance or investment, it also brings linkages to regional and global value chains, access to technology and markets without which the economy cannot be diversified.

The second major challenge in investment will be to ensure the quality of the public investment program. Although public investment rates have increased markedly, as noted above, the quality of investments and value for money will need to be ensured.

The third major challenge will be to raise national savings which includes remittance of migrant workers. This will be essential to achieve higher investment and consequently higher economic growth. Bangladesh's performance here is already quite remarkable and close to the station standards. The gross national savings rate has substantially improved to 28.4 per cent of the GDP as compared to last year's 27.42 per cent which helped meet the much coveted goal of over 8 per cent GDP growth in FY19. The negative gap between savings and investment in FY19 is a reflection of investment exceeding savings

and shows up as current account deficit in the balance of payments, after many years of current account surpluses and under-investment since 2001.

All of this growth impetus must happen as trade openness intensifies and Bangladesh economy gets more integrated with the world economy through trade. Trade-led growth, based on leveraging the vast world economy, is the only way to achieve the kind of rapid growth that we desire in future.

Employment and Wage developments

Unfortunately, Bangladesh's acceleration of growth rates has not been reflected in job markets. The evidence suggests that both job growth and wage growth have slowed down markedly. By adopting a labor-intensive and manufacturing-export oriented growth strategy, Bangladesh has been an impressive performer among developing countries in creating jobs which grew at a rapid rate of about 2.4 per cent until recently. As a result, the economy has been able to provide almost 61 million workers with jobs at present. Furthermore, most of the job growth between 2003 and 2013, 10 million out of 14 million, has taken place in higher productivity manufacturing and construction industries and services. This drawing of the workforce out of agriculture had led to a significant rise in rural real wages and incomes and lowering of poverty. Socially, the 2-3 million female workers employed in most ready-made garments manufacturing has been critical in raising female rights and empowerment and its many associated benefits.



Mr. Md. Shafiul Alam, DMD, Eastland Insurance Co. Ltd. receiving award from Mr. Mahbubur Rahman, Chairman of the company for his outstanding performance



Mr. Aminul Islam, DMD, Eastland Insurance Co. Ltd. receiving award from Mr. Mahbubur Rahman, Chairman of the company for his outstanding performance

টেনে তুলতে বিশেষ উদ্যোগ গ্রহণ একান্ত জরুরী। ২০১৭ সালে Labor Force Survey উক্ত তথ্য যাচাই সাপেক্ষে কার্যকর গ্রহণ একান্ত জরুরী।

আর্থিক উন্নয়নঃ মূল্যস্ফীতি, আর্থিক নীতি ও ব্যাংকিং

মূল্যস্ফীতি যথাযথ ভাবে বহাল রয়েছে। ২০১৯ সালের Year end general consumer price under inflation এর হার ৫.৬%। এ বছরে খাদ্য, Beverage, তামাক ও Non-Food পণ্যের দামে বিপরীতমুখী Trend পরিলক্ষিত হয়। কিন্তু খাদ্য, Beverage ও Tobacco এর গত ১২ মাসের গড় Moving Average Indication Rate ২০১৮ সালের জুনে ৭.১% থাকলেও ২০১৯ সালের জুনে তা কমে ৫.৫% এ নেমে যায়। Non-Food এর উক্ত হার, জুন, ২০১৮ এ ৩.৭% থাকলেও জুন, ২০১৯ এ তা ৫.৪% হারে এ উন্নীত হয়। আমদানী প্রবাহ বৃদ্ধি, উন্নত কৃষি উৎপাদন ও সরকারের খোলা বাজার বিক্রি নীতি-নিষ্কমুখী প্রবণতার মাঝেও দ্রব্যমূল্য ক্রয়ক্ষমতার আওতায় রাখতে সহায়তা করেছে।

মুদ্রানীতির প্রভাব

বাংলাদেশ একটি ব্যতিক্রমী দেশ যেখানে আর্থিক নির্ভরতার বিভিন্ন উপাদানের নিষ্কমুখীতার মাঝে প্রবৃদ্ধির ধারা অব্যাহত থাকে। বেসরকারী খাতের ঋণ প্রবৃদ্ধির হার ২০১৮ সালে বার্ষিক ১৬% প্রবৃদ্ধি হলেও পূর্ববর্তী ৫ বছরে তা ১৫% ছিল। তথাপিও ২০১৯ সালে তা ১১% নির্ধারণ করা হয়। এটিই এর প্রধান কারণ হিসাবে বিবেচিত হয়।

বিপরীত দিকে সরকারী ঋণ গ্রহণের উর্ধ্বমুখী ধারা ২০১৯ সালে ছিল প্রায় ১৯% যা টার্গেটকৃত প্রবৃদ্ধির দ্বিগুণ। এই নীতির কারণে ব্যাংকিং খাতে তারল্য প্রবাহের ঘাটতি দেখা দেয় এবং ব্যাংক কোম্পানীগুলোর Non-performing Loan উল্লেখযোগ্য হারে বৃদ্ধি পায়। যদিও উক্ত মুদ্রানীতির কারণে মূল্যস্ফীতি বিদ্যমান রয়েছে।

ব্যাংক ও আর্থিক খাত থেকে সরকারী ঋণ গ্রহণ ২০১৯ সালে উল্লেখযোগ্য হারে বেড়েছে এবং এর ধারা ২০২০ সালেও অব্যাহত থাকবে বলে প্রতীয়মান হচ্ছে। সম্প্রতি উচ্চসুদের সঞ্চয় স্কীমের মাধ্যমে সরকারী অর্থ সংগ্রহের নতুন একটি ধারা পরিচালিত হচ্ছে। ব্যাংক ঋণের সুদ ও মেয়াদী সঞ্চয়পত্রের পিঠে চড়ে সরকার উক্ত মেয়াদী সঞ্চয়পত্রের বিপরীতে আর অর্থ সংগ্রহ করছে। এর ফলে মেয়াদী সঞ্চয়পত্রের মাধ্যমে সরকারী অর্থ সংগ্রহ ২০১৮ সালে ২,৩৭৭ বিলিয়নের তুলনায় ২০১৯ সালে ২,৮৭৭ বিলিয়ন (upto June) ২১% বৃদ্ধি পেয়েছে। ২০১৯ সালে তারল্য সংকটের কারণে ব্যাংকসমূহ ঋণ-সঞ্চয় সুদ হারের তারতম্যের সমন্বয় ঘটাতে ব্যর্থ হয়েছে। ফলে তাদের ঋণ বিতরণ কার্যক্রম বাধাগ্রস্ত হয়েছে।

ব্যাংকিং খাতের চ্যালেঞ্জ

Non-performing Loan (NPL) ও তারল্য সংকটের কারণে আধুনিক অর্থনীতির Nerve Centre নামে পরিচিত ব্যাংকিং খাত আর্থিক খাতের স্থবিরতা ও সুশাসন প্রতিষ্ঠায় হুমকির মুখে পড়েছে। NPL এর হার আশংকাজনক হারে বৃদ্ধি পাওয়ায় ব্যাংকের তারল্য সংকট আরো চরম আকার ধারণ করেছে। বড় বড় গ্রাহকের নিকট ব্যাংকের বিতরণকৃত ঋণ মন্দ ঋণে পরিনত হওয়ার আশংকার পাশাপাশি ঋণ শ্রেণীবিন্যাসকৃত করার নিয়মে শিথিলতার কারণে ব্যাংকিং খাত ঘুরে দাঁড়াতে ব্যর্থ হচ্ছে। ঋণ পুণঃতফশিলকরণ সহজকরণ নীতি ও ঋণ খেলাপির শাস্তির দীর্ঘসূত্রিতার কারণে ব্যাংকিং খাত তার স্বাভাবিক প্রবৃদ্ধির দিকে ধাবিত হতে ব্যর্থ হচ্ছে। এ খাতের উন্নয়নে দ্রুত কার্যকর নীতি ও পদক্ষেপ গ্রহণ এখন সময়ের দাবী। অগ্রাধিকার খাত বিবেচনায় পদক্ষেপ গ্রহণে কর্পোরেট সুশাসন নিশ্চিত করা, পরিচালনা পর্ষদ কর্তৃক নীতি পরিপালনে কঠোর অবস্থান গ্রহণে খেলাপী ঋণ আদায়ে ত্বরিত আইনী পদক্ষেপ গ্রহণের মাধ্যমে দেশের ব্যাংকিং খাতকে আবারো মুনাফার ধারায় আনয়ন ও গতিশীল করা একান্ত জরুরী। দেশের বন্ড মার্কেট উন্নয়নের মাধ্যমেও অর্থনীতির খাত সচল করতে উদ্যোগ গ্রহণ করা জরুরী।



Mr. Md. Zakaria Chowdhury, DMD, Eastland Insurance Co. Ltd. receiving award from Mr. Mahbubur Rahman Chairman of the company for his outstanding performance

But significant challenges are looming. Bangladesh needs to generate close to 2 million jobs every year to accommodate new entrants to its labour force. Further, 40 per cent of workers are still in agriculture where the share of GDP is only 13 per cent. About 85 per cent of the workers work in informal jobs, 2.7 million labour are unemployed and another 6.6 million of workers are currently underemployed.

In this backdrop, a serious development is the halving in employment growth between 2010-2013 and 2013-2017 from 2.4 per cent to 1.2 per cent p.a. It is worth noting that the Labor Force Survey of 2017 which provides these results will need scrutiny, but the initial findings are dramatic.

Monetary Developments: Inflation, Monetary Policy and Banking

Inflation has been well contained. Overall year-end general (12 month moving average of) consumer price index inflation rates in June 2019 remained at 5.5 per cent, within the Bangladesh Bank's target of 5.6 per cent for FY19. However, opposing trends were observed between the prices of food, beverage and tobacco, and those of non-food items. Whereas the 12-month moving average inflation of food, beverage and tobacco fell from 7.1 per cent in June 2018 to 5.5 per cent in June 2019, that of non-food items increased from 3.7 per cent in June 2018 to 5.4 per cent in June 2019. Increased flow of imports, better harvests and open-market sales by the Government helped to keep food prices within an affordable range contributing to this downward trend.

Monetary Policy accommodative but Monetary Outcomes restrictive

Bangladesh is one of the exceptional countries where high rates of growth is accompanied by a decline in financial deepening. The main reason for this decline has been the decline in private sector credit growth from 16 per cent per annum in FY 2018 - which was similar to trend growth of 15 per cent of the past five years and which was also the target for FY 2019 -- to 11 per cent p.a. in FY 2019. Conversely, public sector borrowing sharply increased in FY 2019 to 19 per cent almost twice the targeted growth. These monetary developments led



Mr. Md. Shamsul Hoque, DMD, Eastland Insurance Co. Ltd. receiving award from Mr. Mahbubur Rahman Chairman of the company for his outstanding performance

to the significant liquidity shortages in banking system and the stress on Bank balance sheets as non-performing loans have markedly increased. However, one result of the constrained monetary outcomes has been that inflation remained well contained.

Government borrowing increased significantly in FY 2019 and the latest data shows that trend has continued into FY 2020. A new development in the monetary front has been the increasing recourse of Government borrowing from expensive special deposit and savings schemes. Riding on the high difference in interest rates between bank and NSD Certificates the government has increased its borrowing through the instrument. The outstanding stock of NSD Certificates continued to increase from Taka 2,377 billion at the end of FY18, to Taka 2,877 billion as of June 2019, i.e. a 21 per cent increase. In FY19, the clear indication of a liquidity crisis in the banking system, portrayed by banks' efforts to adjust their loan-deposit ratio in a time of shrinking deposits, has contributed to the slow disbursement of loans to the private sector. Thankfully, the binge in resorting to savings certificates seems to be over in FY2020 as the Government has moved to alternative sources of deficit financing.

Banking Sector Challenges

Non-performing loans and liquidity constraints in banking sector threaten stability and confidence in the financial system, which is the nerve center of a modern economy. The other serious factor driving liquidity shortages with concerns about the health of banks as it became clear that nonperforming loans were rising significantly.

বহিঃ উৎসের উন্নয়ন

পূর্ববর্তী ৬ বছরে নিম্নমুখী প্রবণতার পর প্রথমবারের মত ২০১৯ সালে রপ্তানী প্রবৃদ্ধির হার পরিলক্ষিত হয়। ২০১২ অর্থ বছর থেকে রপ্তানী প্রবৃদ্ধির গড় হার ১২% রেকর্ড করা হয়। ২০১৯ অর্থ বছরে রপ্তানী প্রবৃদ্ধি দাঁড়ায় ১০.৬% বা ৪০.৫ বিলিয়ন ডলার যা ২০১৮ সালে ৩৬.৬ বিলিয়ন ডলার রেকর্ড করা হয়। রপ্তানীর তুলনায় আমদানীর চিত্র ভারসাম্যহীন। Current Account deficit এ কিছুটা উন্নয়ন ঘটেছে। ২০১৮ সালের ৮.৬ বিলিয়ন ডলারের তুলনায় ২০১৯ সালে ৫.৭ বিলিয়ন ডলার রেকর্ড করা হয়। এটি ২০১৮ সালে জিডিপি ৩.৫% থেকে কমে ১.৯% এ অবদমিত হয়। এটি নির্দেশ করে যে, আমরা সঞ্চয় অপেক্ষা বেশি বিনিয়োগ করেছি। সঞ্চয়-বিনিয়োগ এই তারতম্য স্বল্প-দীর্ঘমেয়াদী ঋণ ও উচ্চ মূল্যের Suppliers Credit দিয়ে মেটানো হচ্ছে।

এই অর্থ বছরে আমদানী কমলেও প্রবাসীদের পাঠানো Remittance বেড়েছে। যা Balance of Payment কে প্রভাবিত করেছে। গত বছরের তুলনায় Remittance বেড়েছে ৯.৫% হারে যা ২০১৮ সালের বিপরীত। কেন্দ্রীয় ব্যাংকের উদ্যোগে আইনী প্রক্রিয়ায় দেশে রেমিটেন্স আনয়নের পদক্ষেপ এই হারের বৃদ্ধির অন্যতম একটি কারণ। টাকার অবচয় আরো একটি কারণ। ডলারের বিপরীতে বেশী হারে টাকা পাওয়ায় প্রবাসীরা বর্তমানে Official Channel এ Remittance পাঠাচ্ছেন। সরকারের হস্তি বিরোধী অবস্থানের জন্য Official Channel এ টাকা আনয়ন বৃদ্ধি পাচ্ছে। এছাড়াও সরকার ঘোষিত ২% প্রনোদনাও এক্ষেত্রে আরো ইতিবাচক প্রভাব ফেলেছে।

বৈদেশিক মুদ্রার রিজার্ভ

২০১৯ সাল শেষে Foreign Exchange Reserve (FER) দাড়িয়েছে ৩২.৪ বিলিয়ন ডলার (ACU পরিশোধের পর)। রপ্তানী ও Remittance না বাড়লে, আমদানীর উচ্চ হারের চাহিদা মেটাতে অর্থনীতিকে বেশ বেগ পেতে হবে।



Mr. Md. Mazibur Rahman, DMD, Eastland Insurance Co. Ltd. receiving award from Mr. Mahbubur Rahman, Chairman of the company for his outstanding performance



Mr. M. A. Sattar Howlader, DMD, Eastland Insurance Co. Ltd. receiving award from Mr. Mahbubur Rahman, Chairman of the company for his outstanding performance.

প্রতিযোগিতামূলক রপ্তানী

সাম্প্রতিক সময়ে বিশ্বের তৈরী পোষাক খাতে বিভিন্ন দেশের নতুন বাজার তৈরী হলেও বাংলাদেশ সে বাজারের কিয়দাংশও আয়ত্ত্ব করতে সক্ষম হয়নি। আমাদের তৈরী পোষাক খাতে পণ্যের বহুমুখী উৎপাদন এখনো সন্তোষজনক মানে না পৌঁছানোয় অনেক নতুন বাজার করায়ত্ত্ব করা সম্ভব হচ্ছে না। সে কারণে RMG এর মত Non-RMG পণ্যের রপ্তানীকে একই মাত্রায় গুরুত্ব দিতে হবে ও নতুন বাজার খুঁজতে উদ্যোগ গ্রহণ করতে হবে। যদি বাংলাদেশ ২০২৪ সাল নাগাদ LDC Category তে উন্নীত হয়, তবে এমন অনেক সুবিধা ছাড় দিতে হবে যেগুলো বর্তমানে আমরা পাচ্ছি। সেকারণে Product Diversification একান্ত জরুরী। এখন পর্যন্ত দেশের তৈরি পোষাক খাতের উপর রপ্তানীর ৮৪% নির্ভরশীল। এ একক নির্ভরতা কমিয়ে নতুন রপ্তানী পণ্যের বাজার খোজা একান্ত জরুরী। দেশের বিনিয়োগ পরিবেশ বিষয়ে World Economic Forum ও World Bank Doing Business Report 2019 এ বাংলাদেশের অবস্থান ১৭৬ যা পূর্বের বছর ১৭৭ ছিল। এটির উন্নতি একান্ত জরুরী। বিনিয়োগ পরিবেশ নিশ্চিত সরকারী উদ্যোগ ও কঠোর নজরদারীও একান্ত জরুরী।

দেশের ব্যবসাবান্ধব অবকাঠামো যথা- বন্দর, সড়কপথ, রেলপথ নদীপথে পণ্য পরিবহনে শুল্ক ব্যবস্থাপনা ইত্যাদির আধুনিকায়ন ও রপ্তানী সহায়ক উদ্যোগ একান্ত জরুরী। FDI আকৃষ্ট করতে ও Public Private Partnership (PPP) গঠনে উদ্যোগ গ্রহণ ও বানিজ্যিক অবকাঠামোর উন্নয়ন সরকারকে আরো আধুনিক ও কার্যকরী উদ্যোগ গ্রহণ করতে হবে।

আর্থিক ব্যবস্থাপনা চ্যালেঞ্জ

ঐতিহাসিকভাবে বাংলাদেশে চমৎকার আর্থিক ব্যবস্থাপনার একটি রেকর্ড রয়েছে। বার্ষিক অর্থনৈতিক ভারসাম্য গত ২৫

When there is such a concentration of bad loans with big borrowers, recovery becomes nearly impossible, and loan rescheduling or restructuring becomes a fait accompli. Bangladesh Bank has responded to such pressures by markedly relaxing the definition of distressed loans. Ultimately, demands on recapitalization of the Banks out of the public exchequer may become inevitable. Regulatory forbearance, including loan rescheduling or restructuring policy favouring powerful people and lack of punishment for fraudulence in banks should set off alarm bells in the banking sector. Enforcement of laws is extremely important to control the default scenario in the country today. To play the larger role of contributing towards a stable and sound macroeconomic foundation in Bangladesh, there is no option but for the banking sector to go through the path of stricter policy, legal measures, and improvement of governance.

Banking sector issues need to be urgently, aggressively addressed. Urgent measures that are needed include strong corporate governance, enforcing 'fit and proper criteria' for banks' directors, enhancing banking regulations, reforming state banks, tightening criteria for loan rescheduling or restructuring and enhanced legal system to accelerate loan recovery. Beyond that, there is need for financial deepening through bond markets.

External Sector Developments

Export growth accelerated in FY 2019 after sluggish growth in the previous six years. Export growth has been tepid since FY12, with an average of around 7 per cent growth over these years. In FY 2019, export grew by 10.6 per cent (\$40.5 billion) compared to that of last year when exports amounted to \$36.6 billion.



Mr. Md Shariar Siddique, AMD, Eastland Insurance Co. Ltd. receiving award from Mr. Mahbubur Rahman, Chairman of the company for his outstanding performance



Mr. Md. Ashraf Haider, AMD, Eastland Insurance Co. Ltd. receiving award from Mr. Mahbubur Rahman, Chairman of the company for his outstanding performance

While the previous trend of imports outpacing exports was worrisome, the current situation doesn't look as bleak. The current account deficit has also shown some improvements during this period, dropping to \$5.7 billion compared to \$8.6 billion from the same period last year, i.e. from -3.5 per cent of GDP to -1.9 per cent of GDP. The persistence of current account deficits indicate that, for a change, we are continuing to invest more than our savings, a gap that has been financed largely with concessional loans from multilateral agencies with a modicum of costlier suppliers' credit and the like.

There was a marked slowdown in import growth in FY 2019. Import growth peaked at just over 10 per cent growth in FY19 (Fig.9), much lower compared to over 25 per cent growth in FY18.

Remittance reversal. The recovery of remittance inflows in FY 2019 has helped to contain the current account deficit. Compared to last year's remittance flow, the flow in FY18-19 increased by 9.5 per cent, a remarkable reversal compared to the performance in FY17. Analysts claim that the central bank's role in encouraging expatriates to remit funds through official channels is one reason for the rise. However, the depreciation of the Taka exchange rate is likely to be one of the main reasons that pushed up remittance. Bangladeshis living abroad are remitting more money through the legal channels as their families/relatives are now getting a better rate against the dollar. The inflow of remittance has also gone up because of the strict supervision put in place by the government against Hundi and high rates of dollar in specific markets. In the budget of FY20, a cash subsidy of 2 per cent (%) has been offered to incentivize migrant workers to remit money via banking channels.

বছরে ৫% এর বেশী ঘাটতি প্রদর্শন করেনি। অর্থ ব্যয় ও আদায়/সংগ্রহ প্রক্রিয়ার সীমাবদ্ধতাসমূহ সকল জিডিপি ৫% এর অধিক হয়নি। সরকারী ঋণ মোট জিডিপির ৩৪%, তথাপিও তা স্থবির রয়েছে। সরকারী খরচের ক্ষেত্রে সাম্প্রতিক সমগ্র অবকাঠামোগত উন্নয়ন একাধিক মেগা প্রকল্প গ্রহণ ও বাস্তবায়নে অধিক মনোনিবেশ করতে দেখা যায়। পদ্মা সেতু, রূপপুর পারমানবিক বিদ্যুৎ উৎপাদন কেন্দ্র, ঢাকা মেট্রো রেল, কর্নফুলী টানেল ইত্যাদি উক্ত মেগা প্রকল্পের অন্যতম।

বিশ্ব অর্থনীতি

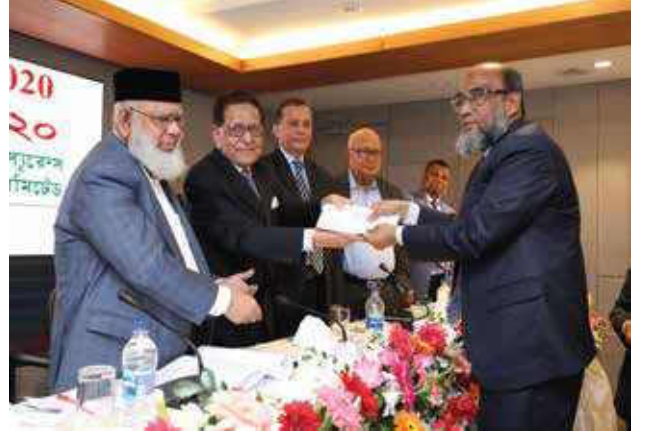
IMF এর October 2019, World Economic Outlook এ জানা যায় যে, বিশ্ব বর্তমানে একটি অর্থনৈতিক মন্দাভাব পর্যবেক্ষণ করছে। যেখানে বেশির ভাগ (৯০%) দেশের প্রবৃদ্ধির হার কমতির দিকে ধাবিত হচ্ছে। শুধুমাত্র সাব-সাহারা আফ্রিকায় এর ব্যতিক্রম পরিলক্ষিত হচ্ছে। সেসকল দেশের প্রায় অর্ধেক, তাদের গত ২৫ বছরের হারের কমে প্রবৃদ্ধি অবলোকন করছে।

IMF এর সাম্প্রতিক WEO Report জানাচ্ছে যে, বিশ্বের প্রবৃদ্ধির প্রত্যাশা অপেক্ষা নিম্নমুখী ধারা চলমান রয়েছে। IMF বর্তমানে প্রবৃদ্ধি ৩% হারে প্রত্যাশা করছে পূর্বের ৩.৯% এর তুলনায়। Trade Growth, Output Growth এর তুলনায় কম হচ্ছে যা বৈশ্বিক মন্দাভাব পূর্ব একটি অবস্থার ইঙ্গিত বহন করে।

এই বৈশ্বিক স্ববিরতা জার্মানী ও জাপানের দুর্বল ব্যাপ্তিক অর্থনীতি ব্যবস্থাপনা এবং আর্জেন্টিনা, ব্রাজিল, ভারত, রাশিয়া ও মেক্সিকোর মত বৃহৎ অর্থনীতির দেশের আর্থিক নীতি ও ব্যবস্থাপনার অদ্ভুত আচরণের ফলাফল বলে মনে করা হচ্ছে। এর পাশাপাশি ভারতে অভ্যন্তরীণ চাহিদা কমে যাওয়া এবং যুক্তরাষ্ট্র-চীন বাণিজ্য যুদ্ধের কারণে চীন সমূহ প্রবৃদ্ধি ও উক্ত বৈশ্বিক স্ববিরতার কারণ বলে মনে করা হচ্ছে।



Mr. Badsha Ismail Hoque, Sr. EVP, Eastland Insurance Co. Ltd. receiving award from Mr. Mahbubur Rahman, Chairman of the company for his outstanding performance



Mr. Md. Abul Kalam, EVP, Eastland Insurance Co. Ltd. receiving award from Mr. Mahbub Jamil, Director of the company for his outstanding performance

সাম্প্রতিক সময়ে ক্রম প্রবৃদ্ধিশীল এশিয়া বিশ্বের অর্থনীতির প্রধান চালিকা শক্তি হিসাবে আবির্ভূত হয়েছে কিন্তু প্রবৃদ্ধি ধীরে ধীরে চীনের অর্থনীতির স্ববিরতার প্রভাব দেখাচ্ছে। কারণ চীন বিশ্ব অর্থনীতির প্রায় ৩০% নিয়ন্ত্রণ করতো। এ অঞ্চলের সম্পদের প্রবৃদ্ধি এ বছর ৫.৯% পর্যবেক্ষণ করা হয়েছে। ২০২০ সালে যা ৬% আশা করা হচ্ছে।

২০১৭ সালে বৈশ্বিক বাণিজ্যিক প্রবৃদ্ধির পর ২০১৮ সালে ও ২০১৯ সালের প্রথমার্ধে ৯.২৫% হারে পরিলক্ষিত হয়। মূলধনী জাতীয় পণ্যে বিনিয়োগ বৃদ্ধি, প্রযুক্তিগত আবর্তন এবং গাড়ী ও মটর পার্টস ব্যবসা পতনের কারণে বৈশ্বিক প্রবৃদ্ধি প্রত্যাশিত মানে হয়নি বলে ধারণা করা হয়েছে। বিশ্ব বাণিজ্য ২০২০ সালে ৩.২% হারে ও পরবর্তী বছরে ৩.৭৫% হারে প্রবৃদ্ধির প্রাক্কলন করা হয়েছে। কিন্তু যুক্তরাষ্ট্র ও চীনের মধ্যকার বাণিজ্যিক যুদ্ধের কারণে বিশ্ব বাণিজ্য কতটুকু প্রভাবিত হবে তা নিয়ে সন্দেহ ও অনিশ্চয়তাও বৈশ্বিক প্রবৃদ্ধি কমার কারণ হিসাবে চিহ্নিত হয়েছে।

সাম্প্রতিক সময়ে, আন্তঃদেশ/ বৈশ্বিক বিনিয়োগ পরিস্থিতি অনিশ্চয়তায় পড়ায় এখানের উন্নয়ন নাজুক অবস্থায় পড়েছে।

দুর্বল ও নাজুক বিশ্ব অর্থনীতির অবস্থান জানান দেয় যে ঝুঁকির মাত্রা কমানো বাংলাদেশের অর্থনীতির জন্য অতীব গুরুত্বপূর্ণ একটি বিষয়। রপ্তানী চাহিদা বৃদ্ধি ও রেমিটেন্স সংগ্রহ একে অপরকে বিপরীতমুখী প্রভাব বিস্তার করবে। অপরপক্ষে বাণিজ্য যুদ্ধের কারণে যুক্তরাষ্ট্রে ও চীনা পণ্য কম রপ্তানীর সুযোগ গ্রহণ করে, বাংলাদেশকে সে বাজার আরো বেশী করায়ত্ত্ব করতে প্রচেষ্টা চালাতে হবে। এ সুযোগ কাজে লাগাতে বাংলাদেশ আরো প্রতিযোগিতামূলক ব্যবসা বান্ধব পরিবেশ তৈরী করে ক্রেতা আকৃষ্ট করতে সচেষ্ট থাকতে হবে। ভিয়েতনাম, ইন্দোনেশিয়া ও থাইল্যান্ডের মতো বাংলাদেশেরও

Foreign Exchange Reserves at the end of October 2019 stands at \$32.4 billion, after making some payments to the Asian Clearing Union (ACU). If exports and remittances don't pick up enough to balance out the mounting import demand of a rapidly growing economy, it would be tough for Bangladesh Bank to maintain the exchange rate at current levels without additional sales of foreign exchange (having sold \$2.3 billion in FY19 to prop up the Taka-dollar exchange rate).

Export competitiveness and diversification

Although China has ceded USD 30 billion of RMG in recent times, Bangladesh has not been able to capture that market share in any significant way, according to BGMEA. Product diversification of our export basket shows little movement as of now. For that to happen, Non-RMG exports will have to be given the same export regime as RMG (e.g. duty-free imported inputs in a high tariff economy). If Bangladesh graduates out of LDC status in 2024, it will be stripped off a lot of the benefits it receives currently and therefore, product diversification and geographical diversification has become a pressing need for the country. Export concentration in RMG still stands at a little over 84 percent as export diversification remains stalled. Bangladesh has yet to find emerging products with staying power.

The weaknesses in Bangladesh's investment climate have been pointedly highlighted in both the World Economic Forum's World Competitiveness Report and the World Bank's Doing Business Report of 2019. Bangladesh still ranks 176 globally; one place up from last year's ranking of 177.

Bangladesh's trade infrastructure (e.g. ports, road and rail transportation, and customs administration) must be modernised to infuse export dynamism that has



Eastland Insurance has installed a Bongobondhu Corner in its Head Office located at 13 Dilkusha C/A, Dhaka, which has been filled & decorated with Autobiography of Bongobondhu and other books relevant to the Bongobondhu's life sketch.



Eastland Insurance Participated in the Rally relating to the 'Bima Mela 2019' held on 24-25 January, 2020 in Khulna Circuit House yard, organised by Insurance Development & Regulatory Authority (IDRA).

been missing in the past. Here, again, Government should seek opportunities to invite FDI and form Public-Private Partnerships (PPP) to develop and manage the trade infrastructure.

Challenges in Fiscal Management

Historically, Bangladesh has an impressive track record in aggregate fiscal management. Macro-economic balance has been anchored on a fiscal deficit of not more than 5 percent of GDP for the past 25 years or so. For all the shortcomings in revenue mobilization, expenditure management has been such that the actual fiscal deficit has remained well under a sustainable level of 5 percent of GDP. Deficits and public sector borrowing requirements have been modest and as a result public debt is only about 34 percent of GDP. Debt sustainability analysis shows public debt to be sustainable. Public expenditures have been generally well allocated though questions of quality have continued to bite. In recent years, a strong push has been made to increase much needed public investment in infrastructure stemming from the simultaneous rollout of 10 mega infrastructure projects like the Padma Bridge, Rooppur Nuclear Power Plant, Dhaka Metro Rail, Karnafuli Tunnel, etc.

Global economy in 2019

According to the IMF's October 2019 World Economic Outlook, the world economy is now passing through "a synchronized slowdown." More than 90 percent of the world economy is now seeing a deceleration in growth rates. Except in sub-Saharan Africa, more than half of the countries are expected to grow lower than their median



FDI বাড়াতে আরো কার্যকর উদ্যোগ গ্রহণ করা একান্ত জরুরী। FDI এর প্রভাবে দেশের প্রবৃদ্ধি আরো বেগবান হবে।

স্টক মার্কেট অবস্থা

২০১৯ সালে দেশের পুঁজি বাজার আরেকটি বিষাদময় বছর পার করলো। কারণ এ বছর ডিএসই প্রধান সূচক প্রায় ১৮.৫% (শতাংশ) হারিয়েছে। এ বছর দেশের পুঁজিবাজার গত ৪২ বছরের মধ্যে সর্বনিম্ন দৈনিক লেনদেনের ঘটনাও অবলোকন করেছে। ২০১০-২০১১ সালে পুঁজি বাজারের ব্যাপক ধ্বংসের পর সরকার কিছু কার্যকরী পদক্ষেপ গ্রহণ করেছিলেন। এরপর আরো ৯ বছর অতিক্রান্ত হওয়ার পরও দেশের পুঁজিবাজারে স্থিতি ফিরেনি বরং একটার পর একটা নতুন ইস্যুতে বিনিয়োগকারীরা উৎসাহ হারিয়ে ফেলতে শুরু করেছে।

দেশের মানুষ সারা বছর ব্যাংকিং খাতে তারল্য সংকট ও খেলাপী ঋণের আশংকাজনক ভাবে বৃদ্ধি, বিদেশী বিনিয়োগ ফেরত যাওয়া ও ব্যাপ্তিক অর্থনীতির মন্দাভাব অবলোকন করেছেন।

মানসম্মত নতুন কোম্পানীর পুঁজিবাজারে অন্তর্ভুক্তির অভাব, প্রথম জেনারেশন আর্থিক প্রতিষ্ঠানের অবসায়ন প্রক্রিয়া শুরু, দেশের বৃহৎ টেলিকম কোম্পানীর সাথে নিয়ন্ত্রন কর্তৃপক্ষের রাজস্ব আদায় বিষয়ক দর কষাকষি ও আর্থিক সুশাসনের অভাব স্থানীয় ও বিদেশী শেয়ার বিনিয়োগকারীদের পুঁজিবাজারে আকৃষ্ট করার পরিবর্তে আতঙ্কিত করে তুলেছে বলে শেয়ার বাজারে নতুন বিনিয়োগকারী ও বিনিয়োগ উভয়ের পরিমাণ ছিল অনুল্লেখযোগ্য। দেশের প্রধান পুঁজি বাজার ঢাকা স্টক এক্সচেঞ্জ জানুয়ারী ০১ থেকে ৩০ ডিসেম্বর ২০১৯ পর্যন্ত সময়ে ডিএসই এর সূচক ১০১২ পয়েন্ট বা ১৮.৫২% কমে ৪,৪৫২ সূচকসহ বছর শেষ করেছে। এর Market Capitalization ১৩.২২% কমে বছর শেষে দাড়িয়েছে ৩,৩৯৫ বিলিয়ন টাকা। ঢাকা স্টক এক্সচেঞ্জের আরেকটি উল্লেখযোগ্য মানদণ্ড দৈনিক টার্নওভার (লেনদেন) কমে গিয়ে ৪.৮০ বিলিয়ন টাকায় দাড়িয়েছে যা পূর্ববর্তী বছরের তুলনায় প্রায় ১৩% কম বলে রেকর্ড করা হয়েছে।

২০১৯ সালে দেশের বীমা খাতের চিত্র

বীমা তারতম্য অর্থাৎ ‘সম্পদ ঝুঁকি’ বীমাকৃত নয় এমন সম্পদের পরিমাণ ৫.৫ বিলিয়ন ডলার বা মোট জিডিপি-র ১%। এতে বোঝা যায় দেশে উচ্চ প্রবৃদ্ধির সাথে বীমা খাতের কোন সম্পৃক্ততা নাই ফলে এ বিষয়টি সমাধান কল্পে ধারাবাহিক প্রবৃদ্ধি অর্জন সম্ভব হবে।

‘বীমা’ যা মানুষের ও কোম্পানীর ঝুঁকি গ্রহণের সামর্থ্য রাখে তা এমন এক সময়ে দেশের অর্থনীতিতে অবদান রাখতে যুদ্ধ করে যাচ্ছে যখন দেশে প্রবৃদ্ধির হার ৮% ও দেশে প্রায় ৭৯টি বীমা কোম্পানী তাদের কার্যক্রম চালিয়ে যাচ্ছে।



Eastland Insurance's stall in the 'Bima Mela 2019' held on 24-25 January, 2020 in Khulna Circuit House yard, organised by Insurance Development & Regulatory Authority (IDRA).

সম্প্রতি Light Castle partners এর বিশ্লেষণে উঠে এসেছে বাংলাদেশ এমন একটি দেশ যেখানে প্রতিবছর প্রাকৃতিক বিপর্যয়ে দেশের মোট জিডিপি প্রায় ০.৮% নষ্ট হলেও এটি জীবন বীমার ক্ষেত্রে সবচেয়ে বীমা ঝুঁকিহীন একটি দেশ হিসাবে পরিগণিত হচ্ছে।

Swiss Re Institute-নামক একটি শীর্ষস্থানীয় বৈশ্বিক Reinsurance এর তথ্য মতে ২০১৮ সালে বাংলাদেশের জিডিপিতে বীমা খাতের অন্তর্ভুক্তি ও অবদান মাত্র ০.৫৭% যা এশিয়ার উন্নয়নের ধারায় থাকা দেশগুলির তুলনায় সর্বনিম্ন। ২০১৮ সালের তথ্য মতে, বীমা খাতের অবদান এশিয়ার দেশগুলির মধ্যে- থাইল্যান্ড ৫.২৭%, মালয়েশিয়ায় ৪.৭৭%, চীনে ৪.২২%, ভারতে ৩.৭%, ভিয়েতনামে ২.৪২%, ইন্দোনেশিয়ায় ১.৯৫%, ফিলিপাইনে ১.৮২% ও শ্রীলঙ্কায় ১.১৫% হারে মোট জিডিপিতে অন্তর্ভুক্ত বলে রেকর্ড করা হয়েছে। এশিয়ায় তাইওয়ান বীমা খাতের অবদান জিডিপি-তে ১৮% অন্তর্ভুক্তি নিয়ে শীর্ষ রয়েছে।

বিশেষজ্ঞরা বলেন, দেশে বাধ্যতামূলক বীমা পদ্ধতি না থাকায় বীমা খাতের অবদান কম। যেসকল দেশে বীমা অবদান বেশী সেসব দেশে একাধিক বীমা পদ্ধতি রয়েছে। সেসকল দেশে সরকার বীমা কোম্পানীকে প্রয়োজনে প্রণোদনাও প্রদান করে থাকেন। বীমা ও ঝুঁকি বিষয়ক সচেতনতার অভাবও দেশের বীমা খাতকে নাজুক পরিস্থিতিতে ঠেলে দিয়েছে।

তথাপিও Insurance Development & Regulatory Authority (IDRA) ২০১৯ সালে বীমা খাতের উন্নয়নে বহুবিধ পদক্ষেপ নিতে শুরু করেন। IDRA ও কোম্পানীসমূহের প্রধানদের মধ্যে অনুষ্ঠিত একাধিক সভায় সিদ্ধান্ত গৃহীত হয় যে, আগস্ট ০১, ২০১৯ থেকে অবৈধ কমিশন প্রদানের প্রথা বন্ধ করা

rate in past 25 years. The IMF's latest WEO report has continued with the recent tradition of revising global growth projections a notch downward from its previous projection -- now projecting 3 percent output growth for 2019 against the earlier forecast of 3.9 percent - the lowest since 2009 (Table 1). This deceleration reflects carryover from broad-based weakness in the second half of 2018, followed by a mild growth uptick in the first half of 2019 that was supported, in some cases, by more accommodative policy stances. Trade growth continues to lag behind output growth - a new phenomenon of the post-financial crisis global economy.

Global economic slowdown is the result of weaker macroeconomic conditions in Germany and Japan, and largely because of idiosyncratic factors in a group of key emerging market economies such as Argentina, Brazil, Mexico, India, and Russia. These include a slowdown in domestic demand in India; a softening in China's growth because of the US-China trade war.

The global trade growth, after peaking in 2017, slowed considerably in 2018 and the first half of 2019 and is projected at 1¼ per cent in 2019. The slowdown reflects a confluence of factors, including a slowdown in investment, the impact of increased trade tensions on spending on capital goods (which are heavily traded), a tech cycle, and a sizable decline in trade in cars and car parts. Global trade growth is projected to recover to 3.2 percent in 2020 and 3.75 percent in subsequent years. However, there is considerable uncertainty concerning the future structure of value chains and the wider repercussions of US-China trade tensions that could weigh on trade growth.

Emerging and Developing Asia remains the main engine of the world economy, but growth is softening gradually with the structural slowdown in China, which was contributing as much as 30 percent to global growth. Output in the region is expected to grow at 5.9 percent this year and at 6.0 percent in 2020, posting a sliver of optimism about the future..

In recent years, uncertainty has gripped the world economy leading to significant diminution in cross-border investment flows and adding to vulnerability. This weak and vulnerable world economic conditions means that downside risks have become much more important for the Bangladeshi economy. Both export demand and remittance flows may be adversely affected. On the other hand, the slowdown in Chinese exports may provide opportunities for Bangladesh to increase their market share in the US and EU markets. However, to avail of these opportunities Bangladesh will need to become more competitive and investment friendly for both domestic and especially foreign investors. Foreign direct investment is one area in which Bangladesh lags behind countries such as Vietnam, Indonesia, and Thailand. The need to increase investment and competitiveness is a theme that will recur in the following sections.

Stock Market Scenario

The capital market passed yet another gloomy year as the core index of the Dhaka Stock Exchange (DSE) lost 18.5 percent year-on-year in 2019, after hitting a 42-month low.

After the stock market crash in 2010-2011, the government came up with some instant market supportive measures. The market even after nine years of a fragile journey, failed to get a strong foothold, as investors were discouraged by one issue after another.

The market has been in the doldrums almost throughout the year 2019 amid investors' confidence crisis.

People familiar with the market said round-the-year liquidity crunch in the banking sector, gloomy macroeconomic outlook, soaring non-performing loans, some policy changes and foreign investors' pulling funds out of the market worsened the situation.

They said dearth of quality stocks, liquidation process of one of the oldest first generation Non-Banking Financial Institutions coupled with telecom regulator's spat with the large telecommunication company of the country has also sapped local and foreign investor confidence.

Between January 01 and December 30, 2019, DSEX, the prime index of DSE, lost 1,012 points or 18.52 per cent to close the year at 4,452 on the last trading day of the year.

Market capitalisation of the prime bourse also shed 13.22 per cent in the outgoing year to Tk 3,395 billion.

The daily turnover, another important gauge, stood at Tk 4.80 billion on an average, down by 13 per cent year-on-year, in 2019.

Insurance Sector Overview

According to Bangladesh Insurance Association (BIA), the total premium income of private sector life insurance companies increased from Tk. 77,318 million in 2017 to Tk. 84,758 million in 2018. The total assets of the private sector life insurance companies stood at Tk.363,942 million in 2018 as against Tk. 346,521 million in 2017.

According to the latest annual report of Bangladesh Insurance Association (BIA), the gross premium income of non-life private sector insurance companies increased from Tk. 26,694 million in 2017 to Tk.30,347 million in 2018 registering a growth rate of 13.68 per cent. The total assets stood at Tk. 79,774 million in 2018 whereas it was Tk. 75,495 million in 2017.

The total investment stood at Tk. 38,036 million in 2018 while it was Tk. 38,635 million in 2017.

হবে। কিন্তু এটা দুঃখজনক যে এরপরও কিছু বীমা কোম্পানী এখনও IDRA এর সে সিদ্ধান্তকে পুরোপুরি বাস্তবায়ন করছে না। এ ধরনের অপেশাদার কার্যকলাপ বীমা খাতের উন্নয়নের স্বার্থে যে কোন মূল্যে বন্ধ করা একান্ত ভাবে জরুরী।

এছাড়াও IDRA কর্তৃক সাধারণ/অ-জীবন বীমা কোম্পানীর সুশাসন প্রতিষ্ঠায় ব্যাংক হিসাবের সংখ্যা নির্ধারণ, নির্দিষ্ট ব্যাংক একাউন্টে প্রিমিয়ামের টাকা জমা করা, ক্যাপিটাল রিজার্ভের জন্য আলাদা ব্যাংক একাউন্ট রাখা, দায় পরিশোধের জন্য আলাদা ব্যাংক একাউন্ট রাখা ও ব্যবস্থাপনা খরচের জন্য আলাদা ব্যাংক একাউন্ট রাখা ও ব্যবস্থাপনা খরচের জন্য আলাদা ব্যাংক একাউন্ট চালুর বিধান করা হয়।

বাংলাদেশ ইন্সুরেন্স আসোসিয়েশন তথ্য অনুযায়ী বেসরকারী খাতের জীবন বীমা কোম্পানীগুলোর মোট প্রিমিয়াম আয় ২০১৭ সালের ৭৭,৩১৮ মিলিয়ন টাকা থেকে বেড়ে ২০১৮ সালে দাঁড়িয়েছে ৮৪,৭৫৮ মিলিয়ন টাকা। বেসরকারী খাতের জীবন বীমা কোম্পানীগুলোর মোট সম্পদ ২০১৭ সালে ৩,৪৬,৫২১ মিলিয়ন টাকা যা ২০১৮ সালে দাঁড়িয়েছে ৩,৬৩,৯৪২ মিলিয়ন টাকা।

অ-জীবন বীমা কোম্পানীগুলোর মোট প্রিমিয়াম আয় ২০১৭ সালের ২৬,৬৯৪ মিলিয়ন টাকা থেকে ১৩.৬৮ শতাংশ বেড়ে ২০১৮ সালে হয়েছে ৩০,৩৪৭ মিলিয়ন টাকা। ২০১৮ সালে মোট সম্পদ দাঁড়িয়েছে ৭৯,৭৭৪ মিলিয়ন টাকা, ২০১৭ সালে যা ছিল ৭৫,৪৯৫ মিলিয়ন টাকা। মোট বিনিয়োগ ২০১৮ সালে দাঁড়ায় ৩৮,০৩৬ মিলিয়ন টাকা, ২০১৭ সালে যা ছিল ৩৮,৬৩৫ মিলিয়ন টাকা।



Eastland Insurance's stall on the event of 'Bima Dibosh Fair' held on March 01, 2020 in Bangabandhu International Conference Center (BICC), Dhaka, organised by Insurance Development & Regulatory Authority (IDRA).



Mr. Arun Kumar Saha, CEO of Eastland Insurance handed over a claim cheque to Gram Sarker Auto Rice Mill in 'Bima Fair 2019' Khulna in settlement of Fire claim.

তবে কিছু অসুস্থ প্রতিযোগিতা বাংলাদেশের অ-জীবন বীমা খাতকে প্রভাবিত করে চলেছে। তুলনামূলক ছোট এ খাতে সক্রিয় রয়েছে অনেকগুলো বীমা কোম্পানী বিশেষজ্ঞদের বিশ্বাস, বাংলাদেশের বীমা খাতে মাত্র ৮ থেকে ১০টি বেসরকারী অ-জীবন বীমা কোম্পানী থাকা উচিত, কিন্তু সেখানে বাজারে সক্রিয় রয়েছে অন্তত ৪৬টি কোম্পানী। ফলে প্রিমিয়াম থেকে নির্দিষ্ট আয় কোম্পানীগুলোর জন্য যথেষ্ট বিবেচিত হয় না। কোম্পানীগুলোর কার্যক্রম এ কারণে বিঘ্নিত হয়।

বর্তমানে দেশে ৭৮টি বীমা কোম্পানী রয়েছে। এর মধ্যে ৪৬টি অ-জীবন বীমা কোম্পানী এবং বাকি ৩২ টি জীবন বীমা কোম্পানী। মোট কোম্পানীগুলোর মধ্যে মাত্র দুটি সরকার নিয়ন্ত্রিত।

২০১৯ সালে ইস্টল্যান্ডের ব্যবসায়িক কার্যক্রম

বাংলাদেশের প্রথম প্রজন্মের বেসরকারী বীমা কোম্পানীগুলোর অন্যতম ইস্টল্যান্ড ইন্সুরেন্স প্রতিষ্ঠান ১৯৮৬ সালে। এ কোম্পানী সফল কার্যক্রমের ৩৪ বছর পা রেখেছে। নির্ধারিত ব্যবসায় ক্ষেত্রে আমরা মনোযোগ নিবদ্ধ রেখেছি। যেখানে ব্যবসায় ও মুনাফার সর্বোত্তম সুযোগ রয়েছে সে সব খাতেও আমাদের মনোযোগ রয়েছে। এ জন্য দক্ষ সেবার প্রতিই আমরা জোর দিচ্ছি। সংগঠনের সকল স্তরে চমকপ্রদ পারদর্শিতা প্রদর্শনে অঙ্গীকারবদ্ধ ইস্টল্যান্ড কোর ব্যবসা আরও উন্নত এবং আন্ডাররাইটিং দক্ষতা ও দাবি নিষ্পত্তি ব্যবসা উন্নত করার প্রতি মনোযোগী রয়েছে।

কোম্পানীর গ্রাহকদের সঙ্গে দ্বিপক্ষীয় সম্পর্ক উন্নয়নে কঠোর পরিশ্রম করে থাকে। এটা ব্যবসায় ও আন্ডাররাইটিং মুনাফা উল্লেখযোগ্য পরিমাণে বৃদ্ধির সহায়ক হয়। সার্বিক বীমা খাতে নানাবিধ নেতিবাচক উপাদান সত্ত্বেও ২০১৯ সালে ইস্টল্যান্ড ইন্সুরেন্সের ব্যবসা গড়পড়তা সন্তোষজনক মাত্রায় পরিচালিত হচ্ছে। কোম্পানী এ বছর মোট প্রিমিয়াম আয় করেছে ১,০৩৫.৩২ মিলিয়ন টাকা।

The insurance gap, which indicates assets at risk that are not covered by insurance, stands at \$5.5 billion, or 2.1 percent of the GDP.

The high economic development of Bangladesh seems to have no relation with the insurance sector, a puzzle that needs to be solved to take the country towards a path of sustainable growth.

Insurance, which is described as an enabler for people and companies to take risks, is struggling with low penetration rate at a time when the economy is growing at over 8 percent and the number of insurers have risen to 79.

In a recent analysis, research firm Light Castle Partners it has been found that Bangladesh is the most underinsured country in the non-life insurance category, despite standing to lose as much as 0.8 percent of its GDP to natural disasters a year.

It said the insurance gap of the country, which indicates assets at risk that are not covered by insurance, stands at \$5.5 billion, or 2.1 percent of the GDP.

Data by Swiss Re Institute, a leading global re-insurer, also shows overall insurance penetration in Bangladesh stood at a meagre 0.57 percent in 2018 – the lowest among emerging Asian countries. Penetration rate is measured as the ratio of premium underwritten in a particular year to the GDP.

Insurance penetration was 5.27 percent in Thailand in 2018, followed by 4.77 percent in Malaysia, 4.22 percent in China, 3.70 percent in India, 2.42 percent in Vietnam, 1.95 percent in Indonesia, 1.82 percent in the Philippines and 1.15 percent in Sri Lanka. Taiwan has the highest penetration rate with 18 percent.

Experts attributed the low insurance penetration rate on absence of any compulsory insurance, poor awareness and trust gap.

In Bangladesh, there is no compulsory insurance system. Countries that have done well in insurance have multiple compulsory insurance systems. Also, the government gives subsidies on insurance.

Lack of awareness is another big reason for the sorry state of insurance sector in Bangladesh.

Moreover, an unhealthy competition continued to affect the Bangladesh insurance sector, relatively a small market overburdened with a large number of insurance companies. Experts believe that the Bangladesh insurance market size can accommodate only 8 to 10 private companies, but now as many as 76 private companies remain operative in the market. As

a result, the fixed earning from commission cannot be ensured among the companies hampering the governance of the insurance industry.

However, Insurance Development & Regulatory Authority (IDRA) took some bold steps in 2019 to help develop the insurance sector of the country. Following some high-level meetings between IDRA and the top functionaries of the insurance companies, it was decided that illegal commission system will be abolished from August 1, 2019. It is unfortunate that the decision has not been fully implemented by all companies as a section of officials of some commercial banks and some insurance companies are not fully complying with the directive. Such unprofessional misconducts should be stopped at any cost for the sake of our industry.

Moreover, IDRA issued some directives for the non-life insurance companies to ensure good governance in the sector which include opening of three separate bank accounts to deposit premium earned from the businesses, opening of two bank accounts, if necessary, for capital reserve and income deposit and a bank account should be created for claim settlement and another one should be maintained for management costs.

There are 78 insurance companies in the country. Of them, 46 are non-life insurance companies and 32 life insurers. Of the total, only two are state-run insurers.

Eastland's Business Performance 2019

Eastland Insurance one of the 1st generation private insurance companies, was established in 1986 and stepped into 34 years of its successful operation. The company focused on enhancing business in the targeted segments. It also focused on areas having best prospects of business and profitability extending efficient services. While Eastland Insurance is committed to bring about operational excellence in all tiers of the organization, it emphasizes the need for further developing core business, improving underwriting skills and claim processing.

The company worked hard to strengthen bilateral relationship with clients that helped to increase business and underwriting profitability significantly. Despite various negative factors in overall insurance sector, operational performance of Eastland Insurance in 2019 was average ever since inception. The company earned gross premium of Tk. 1035.32 million during the year.



২০১৯ সালে কোম্পানীর কার্যক্রমের সংক্ষিপ্ত বিবরণ নিম্নে দেয়া হলো:

হিসাব মিলিয়ন টাকায়

বিবরণী	অগ্নি		নৌ		মটর		বিবিধ		মোট		সর্বমোট	
	বেসরকারী	সরকারী	বেসরকারী	সরকারী	বেসরকারী	সরকারী	বেসরকারী	সরকারী	বেসরকারী	সরকারী	২০১৯	২০১৮
মোট প্রিমিয়াম	৪৯৬.৫৮	১২.৫৮	৩২২.৭৪	২২.০৭	১০৮.৫৭	২.৬৪	৩০.৭৬	৩৯.৩৮	৯৫৮.৬৫	৭৬.৬৭	১০৩৫.৩২	১১১৪.৬২
পুনঃবীমা	৩৫৫.৬১	১০.৩৪	৭৩.৫৫	১৬.৭৭	১১.৮৭	০.০৯	২০.১১	৩৮.৭০	৪৬১.১৪	৬৫.৯০	৫২৭.০৪	৬০৮.৯৯
নীট প্রিমিয়াম	১৪০.৯৭	২.২৪	২৪৯.১৯	৫.৩০	৯৬.৭০	২.৫৫	১০.৬৫	০.৬৮	৪৯৭.৫১	১০.৭৭	৫০৮.২৮	৫০৫.৬৪
কমিশন আয়	১২.৫৫	১.১৪	১৫.৩৪	৩.২৬	২.৮৪	-	৭.৭৫	৫.১৭	৩৮.৮৮	৯.৫৭	৪৮.০৫	৫৭.৪৩
কমিশন প্রদান	৭৪.৪৯		৪৮.৪১		১৬.২৯		৪.৬১		১৪৩.৮০		১৪৩.৮০	১৫৫.৭১
ব্যবস্থাপনা ব্যয় (রেভিনিউ হিসাব)	১০৪.৩৫		৬৮.৮৭		২২.৮১		৯.৩৯		২০৫.৪২		২০৫.৪২	১৮৫.০৮
ব্যবস্থাপনা ব্যয় (পিএল হিসাব)	-		-		-		-		৭২.৭৪		৭২.৭৪	৬৮.৬৯
নীট দাবী	২৪.৯৭		১.৩৭		৩০.০৩		৭.৩৭		৬৩.৭৪		৬৩.৭৪	৫৮.০৪
আগাররাইটিং মুনাফা	(৫৮.১২)		১৬৯.২৬		৩৬.৬৫		৬.৪৩		১৫৪.২২		১৫৪.২২	১২২.৮৫



Mr. Arun Kumar Saha, CEO of Eastland Insurance handed over the claim-cheque to Mr. Tarafder Md. Ruhul Amin, Managing Director, Saif Powertec Ltd. in settlement of Motor (Total loss) claim.

অগ্নি বীমা

কোম্পানী পাবলিক সেক্টর থেকে ১২,৫৭৬,৮৮১ টাকাসহ ৪৯৬,৫৭৭,২৪৮ টাকা অগ্নি বীমা প্রিমিয়াম করেছে। পুনঃবীমা প্রিমিয়াম ৩৮৫,২৩৫,৪৩৫ টাকা বাদ দিয়ে নীট প্রিমিয়াম দাড়িয়েছে ১৪৩,২০১,৭১৬ টাকা। ২০১৯ সালে মোট দাবি পরিশোধ করা হয়েছে ২০২,৩৯৭,৫২৫ টাকা, যার বিপরীতে পুনঃবীমা থেকে পূর্ববর্তী বছরের রিকভারিসহ আদায় হয়েছে ২১৫,৮৫৯,৮৯৬ টাকা।

মেরিন বীমা

পাবলিক সেক্টরে প্রিমিয়াম ২২,০৬৫,৮৩৬ টাকাসহ মেরিন ব্যবসা থেকে মোট প্রিমিয়াম আয় হয়েছে ৩২২,৭৩৯,৪৮৬

টাকা। ৭৩,৫৪৮,৪৬৫ টাকা পুনঃবীমা পরিশোধের পর মেরিন কার্গো ব্যবসা থেকে নীট প্রিমিয়াম আয় হয়েছে ২৫৪,৪৮৫,৭৬০ টাকা। চলতি বছরের মেরিন বীমা দাবি পরিশোধের জন্য ১৩,০২৩,১৪৮ টাকা ব্যয় হয়েছে। পূর্ববর্তী বছরের রিকভারিসহ পুনঃবীমা বাবদ আয় হয়েছে ১১,৬৫৫,০৩১ টাকা।

মোটরযান বীমা

মোটরযান ব্যবসা থেকে আমাদের মোট প্রিমিয়াম আয় হয়েছে সরকারি খাতের ২,৬৪৩,০৪৮ টাকাসহ ১০৮,৫৭৩,২৯৫ টাকা। পুনঃবীমা প্রিমিয়াম বাবদ ১১,৮৬৮,৮৭৩ টাকা ব্যয়ের পর রাজস্ব খাতে নীট জমা হয়েছে ৯৯,২৫৯,২৮১ টাকা। এ বছর মোটরযান খাতে দাবি পরিশোধ করা হয়েছে ৩২,৩৮৪,৭১১ টাকা।

বিবিধ বীমা

বিবিধ বীমা ব্যবসা থেকে আমাদের মোট প্রিমিয়াম আয় হয়েছে সরকারি খাতের ৩৯,৩৮১,২৯৮ টাকাসহ ৩০,৭৬৪,০২৪ টাকা। ২০১৯ সালে পুনঃবীমা প্রিমিয়াম বাবদ ২০,১১১,৭৬৭ টাকা ব্যয় করা হয়েছে। এ বছর নীট দাবি পরিশোধ করা হয়েছে ১৪১,৬৩৮,৬১০ টাকা।

দাবিসমূহ

বীমা চুক্তির সার কথা হচ্ছে যখন ক্ষতিগ্রস্ত ব্যক্তি বা প্রতিষ্ঠানকে তার ক্ষতি দ্রুত পুষিয়ে দেওয়ার জন্য কার্যকর ও দক্ষ সেবা

Summary of operational performance for the year 2019

Taka in million

PARTICULARS	FIRE		MARINE		MOTOR		MISC		TOTAL		GRAND TOTAL	
	Private	Public	Private	Public	Private	Public	Private	Public	Private	Public	2019	2018
Gross Premium	496.58	12.58	322.74	22.07	108.57	2.64	30.76	39.38	958.65	76.67	1035.32	1114.62
Re-Insurance Ceded	355.61	10.34	73.55	16.77	11.87	0.09	20.11	38.70	461.14	65.90	527.04	608.99
Net Premium	140.97	2.24	249.19	5.30	96.70	2.55	10.65	0.68	497.51	10.77	508.28	505.64
Commission Earned	12.55	1.14	15.34	3.26	2.84	-	7.75	5.17	38.48	9.57	48.05	57.43
Commission Paid	74.49		48.41		16.29		4.61		143.80		143.80	155.71
Management Expenses (Revenue A/C)	104.35		68.87		22.81		9.39		205.42		205.42	185.08
Management Expenses (P/L A/C)	-		-		-		-		72.74		72.74	68.69
Net Claim	24.97		1.37		30.03		7.37		63.74		63.74	58.04
Underwriting Profit	(58.12)		169.26		36.65		6.43		154.22		154.22	122.85



Mr. Gokul Chand Das, Member, Insurance Development & Regulatory Authority (IDRA) handed over a claim-check to in favor of Eastland Insurance Company Ltd. to Mr. Abdul Awal, Manager, M/s Orpa Enterprise in 'Bima Fair 2019' Khulna in settlement of Motor claim. Mr. Arun Kumar Saha, CEO of Eastland Insurance was also present in the program.

Fire Insurance

The company had underwritten a total fire insurance premium of Tk. 496,577,248 including an amount of Tk. 12,576,881 from the Public sector. The net premium income stood at Tk. 143,201,716 after ceding re-insurance premium of Tk. 385,235,435. During the year 2019 payment of claim of Tk. 202,397,525 against which recovery from re-insurance came to Tk. 215,859,896 including recovery of immediate preceding year.

Marine Insurance

The total gross premium income from Marine Cargo business was Tk. 322, 739,486 including premium of

Tk. 22,065,836 from Public Sector. The net Premium income of marine cargo business stood at Tk. 254,485,760 after ceding Tk. 73,548,465 on account of re-insurance premium, In the current year an amount of Tk.13,023,148 was paid for marine cargo claims against which recovery from re-insurance came to Tk.11,655,031 including previous year's recovery.

Motor Insurance

In the year 2019, our total gross premium income from motor insurance business was Tk 108,573,295 including public sector business of Tk 2,643,048. After ceding re-insurance premium of Tk. 11,868,873 the net contribution to revenue account was Tk. 99,259,281. During the year net amount of motor claims to the extent of Tk 32,384,711 was paid.

Miscellaneous Insurance

The total gross premium income of miscellaneous business came to Tk.7,88,37,931/- including Tk.4,04,88,746/- from the public sector. In the year 2018, an amount of Tk. 6,47,73,559/- was ceded on account of re-insurance premium. During the year, net amount of claim for Tk. 31,65,812/- was paid on this account.

Claims

The essence of insurance contract contemplates efficient services when distress falls upon the insured



Mr. HM Nizam Uddin, Sr. Manager (Claims) of Eastland Insurance handed over the claim-cheque of Tk 28,00,000 (Twenty Eight Lac) to Mr. Golam Mortuza Tipu, Managing Director of Z.U. Model Hospital, Feni in settlement of Motor (Total Loss) claim.

প্রদান করা। ইষ্টল্যান্ড দ্রুত দাবি নিষ্পত্তির বিষয়ে সুনাম অর্জন করেছে এবং গত ৩৪ বছর ধরেই তা বজায় রেখে চলেছে।

ইষ্টল্যান্ডের দাবি নিষ্পত্তি বিভাগ নিবেদিতপ্রাণ ও দক্ষ পেশাদার কর্মী নিয়ে গঠিত এবং তারা সর্বক্ষণ ক্লায়েন্টদের সেবা প্রদানে কাজ করে চলেছেন। দাবি যত দ্রুত সম্ভব নিষ্পত্তি করা যায় সেজন্য সহজবোধ্য প্রক্রিয়া অনুসরণ করা হয়। একজন অভিজ্ঞ উপ-ব্যবস্থাপনা পরিচালকের নেতৃত্বে যোগ্য কর্মীদের একটি দল নিয়ে এ বিভাগ গঠিত।

দাবি নিষ্পত্তি বিভাগের কর্মকর্তারা সরকারি লাইসেন্সপ্রাপ্ত সার্ভেয়ার নিয়ে দ্রুত অকুস্থলে পৌঁছে যান এবং ক্ষয়ক্ষতি সীমিত রাখায় প্রয়োজনীয় পদক্ষেপ গ্রহণ করেন। ক্ষয়ক্ষতির মাত্রা বিবেচনায় নিয়ে প্রাথমিক জরিপের ভিত্তিতে বীমাকারীকে আংশিক অর্থ পরিশোধ করা হয়।

২০১৯ সালে ৩২২ টি বীমা দাবির বিপরীতে ৪২৮.২৮ মিলিয়ন অগ্নি, মেরিন, মোটরযান ও বিবিধ খাতে পরিশোধ করা হয়েছে। গত পাঁচ বছরে দাবি নিষ্পত্তি ছিল নিম্নরূপ:

বছর	হিসাব মিলিয়ন টাকা
২০১৫	৩২০.৩৩
২০১৬	১৮৩.৯৮
২০১৭	২৩৩.৫৭
২০১৮	১১০.৮২
২০১৯	৪২৮.২৮
মোট	১২৭৬.৯৮

কোম্পানীর গাড়ী

কোম্পানী কর্তৃক বিভিন্ন তারিখে ক্রয়কৃত মোট ২৬ টি গাড়ী ব্যবহৃত হয়ে আসছে, যার মোট ক্রয়মূল্য ৫,১২,৫৩,০০০ টাকা।

বিনিয়োগ

কার্যক্রম পরিচালনা এবং অন্যান্য ব্যয়ের পরিমাণ বিপুলভাবে বেড়ে যাওয়ায় অ-জীবন বীমা কোম্পানীসমূহের আভাররাইটিং মুনাফা কাস্কিত মাত্রায় নেই। বীমা কোম্পানীর প্রবৃদ্ধি যথেষ্ট পরিমাণে তার বিনিয়োগ আয়ের ওপর নির্ভরশীল। বিনিয়োগ থেকে আয় বাড়তে তাই সম্ভাব্য সব উপায়ের ওপর গুরুত্ব প্রদানের বিকল্প নেই। এ বিষয়টি বিবেচনায় রেখে একজন নিবাহী ভাইসচেয়ারম্যানের নেতৃত্বে একটি নিবেদিত ব্যবস্থাপনা দল পুজি বাজারে সক্রিয় রয়েছে। ২০১৯ সালে কোম্পানী ৪৮.৩ মিলিয়ন টাকার শেয়ার বিক্রি করে ৯ (নয়) মিলিয়ন টাকা অপরচুনিটি গেইন হিসাবে প্রাপ্ত হয়েছে। নগদ ডিভিডেন্ড হিসাবে পেয়েছে ১১.৭২ মিলিয়ন টাকা।

এ বছরের খাতওয়ারী মোট বিনিয়োগ চিত্র:

খাত	হিসাব মিলিয়ন টাকা
১. বাংলাদেশ সরকার ট্রেজারি বন্ড	২৫.০০
২. ডিবেঞ্চর - বেক্সিমকো গ্রুপ	৭.৯৮
৩. স্থায়ী আমানত	৪৮১.৫৮
৪. স্বল্পমেয়াদী আমানত	৫৬.০৭
৫. সুদ, ডিভিডেন্ড এবং বকেয়া ভাড়া	১৩.৭৪
৬. ইকুইটি হোল্ডিংসহ শেয়ার	৩৬৯.০৪
মোট	৯৫৩.৪১

লাভ ও লোকসান হিসাব

বিনিয়োগ ও অন্যান্য সূত্রে কোম্পানীর আয় দাঁড়ায় ৪৭.৫১ মিলিয়ন টাকা। আভাররাইটিং মুনাফা ১৫৪.২২ মিলিয়ন টাকা বিবেচনায় রেখে এবং কোন বিশেষ তহবিল বা হিসাবে প্রযোজ্য নয় এমন আয় ধরে এ বছর নীট মুনাফা দাঁড়ায় ১২৮.৯৯ মিলিয়ন টাকা।



Mr. Arun Kumar Saha, CEO of Eastland Insurance handed over the claim-cheque to Impress Aviation 2019 in settlement of Motor (Total loss) claim.

and the renders assistance in no time most effectively to refill the loss suffered.

Eastland achieved built in reputation for its expeditious settlement of claim and capped with this honour stepped into 34th years of its operation.

Eastland's claims department is fully equipped with devoted and efficient professionals capable of providing personalized services to the valued clients round the year. Simple procedures and formalities are followed in settlement of claims at the earliest. The department is headed by a highly motivated and experienced Deputy Managing Director and other dedicated qualified personnel.

The executives of the claims department promptly rushes to the spot of incident accompanied by a government licensed surveyor and take all necessary steps to minimize the loss. Partial on account payment on the basis of primary survey report is also paid to the insured considering the severity of the loss.

During the year 2019 we have settled 322 number of claims for Tk. 428.28 Million on account of fire, marine, motor and miscellaneous insurance business. Following are the figures settlement of claims during the last 05 (five) years :

Year	Taka in Million
2015	320.33
2016	183.98
2017	233.57
2018	110.82
2019	428.28
Total	1276.98

Vehicles of the company

Company maintains total 26 nos. vehicles purchased at different dates total purchase price of which stood Tk. 5,12,53,000.

Investment

Underwriting profit of non-life insurance company is not at a desired level due to high operation costs and other costs. Growth of insurance company is also dependent on it's investment income. It is therefore

important to explore all possible avenues to to raise the return on investments. Keeping this in mind, a very dedicated team with the guidance of a management committee headed by Executive Vice Chairman has been playing an effective role in the capital market. During the year 2019 our company earned opportunity gain of Tk. 9 million by selling of share of 48.3 million. This year company received a cash dividend of Tk. 11.72 million.

Break-up of total investment during the year were as under:

Particulars	Taka (in million)
Bangladesh Govt, Treasury Bond	25.00
Debenture-Beximco Group	7.98
Fixed Deposits	481.58
Short Term Deposits	56.07
Interest, Dividend & Rents Outstanding	13.74
Shares including equity holdings	369.04
Total	953.41

Profit & Loss Account

During the year the company's income from investment and other income stood at Tk 47.51 million. After taking into account the underwriting profit of Tk 154.22 million and providing for various expenses not applicable to any particular fund or account, net profit before taxation came at Tk. 128.99 million.

Appropriation of Profit

Profit earned in the year 2019 together with the balances of retained earnings of Tk. 90.22 million brought forward from last year and transfer from General reserve Tk.4.5 million stood at Tk.207.20 million. This is proposed to be appropriated as under:

Particulars	Taka (in million)
Opening Balance of Appropriation Accounts	90.22
Profit/(Loss) carried forward during the year	112.48
Transferred from General Reserve	4.50
Total	207.20



মুনাফা তহবিল

২০১৯ সালের মুনাফা এবং গত বছরের ব্যালান্স ৯০.২২ মিলিয়ন এবং জেনারেল রিজার্ভ থেকে ৪.৫ মিলিয়ন টাকা যোগ করার পর এ বছর কোম্পানীর আয় ২০৭.২০ মিলিয়ন টাকা। এটা নিম্নোক্তভাবে বন্টনের প্রস্তাব করা হচ্ছে:

হিসাব মিলিয়ন টাকা

প্রারম্ভিক জের	৯০.২২
লাভ-ক্ষতি হিসাব থেকে আনয়ন	১২২.৪৮
সাধারণ সঞ্চিতি থেকে স্থানান্তর	৪.৫০
মোট	২০৭.২০

মুনাফা বণ্টন

ব্যতিক্রম ক্ষতির সঞ্চিতি ৪০.৫০ মিলিয়ন টাকা। ২০১৮ সালের জন্য ডিভিডেন্ড ৮৮.৬৪ মিলিয়ন টাকা। সঞ্চিতি মুনাফা ব্যালেন্স স্থানান্তর ৭৮.০৬ মিলিয়ন টাকা।

হিসাব মিলিয়ন টাকা

ব্যতিক্রম ক্ষতির সঞ্চিতি	৪০.৫০
২০১৮ সালের জন্য ডিভিডেন্ড	৮৮.৬৪
সঞ্চিতি মুনাফা ব্যালেন্স স্থানান্তর	৭৮.০৬
মোট	২০৭.২০

ডিভিডেন্ড

০২ জুলাই, ২০২০ তারিখ পরিচালকমণ্ডলী ১৯৯তম সভায় ২০১৯ সালের প্রাপ্ত মুনাফা থেকে ৫ শতাংশ স্টক ৫ শতাংশ নগদ ডিভিডেন্ড প্রদানের সুপারিশ করেছে।

পরিচালকমণ্ডলী

ক. কোম্পানীর আর্টিকেলস অব অ্যাসোসিয়েশন-এর ১১৫ ও ১১৮ ধারা মোতাবেক গ্রুপ-এ ভুক্ত শেয়ারহোল্ডারদের (উদ্যোক্তা পরিচালক) মধ্যে নিম্নোক্ত চারজন রোটেশন অনুযায়ী অবসর নেবেন এবং যোগ্য বিধায় পুনঃনির্বাচন করতে পারেন।

১. মিসেস. হামিদা রহমান
২. মিসেস. তসলিমা আক্তার
৩. জনাব সানজিদুর রহমান
৪. মিসেস. মনিরা ইয়াসমিন

খ. কোম্পানীর আর্টিকেলস অব অ্যাসোসিয়েশন-এর ১১৬ ও ১১৮ ধারা অনুযায়ী গ্রুপ-বি ভুক্ত শেয়ারহোল্ডারদের

(পাবলিক শেয়ারহোল্ডার) মধ্যে নিম্নোক্ত একজন পরিচালক অবসর নেবেন।

১. আলহাজ মোহাম্মদ আরশাদ আলী

পাবলিক শেয়ারহোল্ডারদের মধ্যে থেকে পরিচালক নিয়োগ সংক্রান্ত নোটিশ দুটি জাতীয় দৈনিক সংবাদপত্রে ৩রা জুলাই, ২০২০ তারিখে প্রকাশিত হয়েছে।

স্বাধীন পরিচালক নিয়োগ

বিএসইসির নির্দেশনা অনুযায়ী কোম্পানীর পরিচালনা পষদ নিম্নোক্ত ব্যক্তিকে স্বাধীন পরিচালক হিসেবে পুনঃনিয়োগ দিয়েছেঃ

১. জনাব মোহাম্মদ এ. (রুমী) আলী

নিরীক্ষক

১। বিধিবদ্ধ নিরীক্ষক:

বর্তমান নিরীক্ষক মেসার্স শফিক বসাক এন্ড কোং, চার্টার্ড অ্যাকাউন্ট্যান্টস-এর মেয়াদ এই বার্ষিক সাধারণ সভায় শেষ হয়েছে। মেসার্স শফিক বসাক এন্ড কোং, চার্টার্ড অ্যাকাউন্ট্যান্টস ৩৪তম বার্ষিক সাধারণ সভা পর্যন্ত নিরীক্ষক হিসেবে নিয়োগ পেতে আগ্রহ ব্যক্ত করেছে।

২। কর্পোরেট গভার্নেন্স পরিচালন নিরীক্ষক:

মেসার্স মাহফেল হক এন্ড কোং, চার্টার্ড অ্যাকাউন্ট্যান্টস ৩৪তম বার্ষিক সাধারণ সভা পর্যন্ত কর্পোরেট গভার্নেন্স পরিচালন নিরীক্ষক নিয়োগ পেতে আবেদন করেছে।

Appropriation

Particulars	Taka (in million)
Reserve for exceptional loss	40.50
Dividend for 2018	88.64
Retained earnings transferred to balance sheet	78.06
Total	207.20

Dividend

The Board of Directors in its 199th Board Meeting held on July 02, 2020 recommended 5% Stock & 5% cash Dividend to the shareholders from available profit during the year 2019.

Directors

Group-A

In accordance with the provision of clauses 115 and 118 of the Articles of Association of the company 04(four) Directors belonging to the Group-A Shareholders (Sponsor Directors) named below will retire by rotation and being eligible, may offer themselves for re-election, namely-

1. Mrs. Hameeda Rahman
2. Mrs. Taslima Akhtar
3. Mr. Sanjidur Rahman
4. Mrs. Monira Yeasmin

Group-B

In accordance with the provision of clauses 116 and 118 of the Articles of Association of the company following 01(one) Director from Group-B Shareholders (Public Subscribers) will also retire by rotation, namely-

1. Al-haj Mohd. Arshad Ali

Notice related to election of Directors from Public Subscribers has already been published on July 03, 2020 in 02(two) national Dailies.

Independent Directors

In accordance with the provision of Articles of Association of the company following 01(one) Independent Director will be appointed/re-appointed

in the AGM, which been appointed in the Board meeting of the company.

1. Mr. Muhammad A. (Rume) Ali

Appointment of Auditors-

(i) Statutory Auditors

M/s Shafiq Basak & Co. Chartered Accountants carried out the audit of the company for the first year in 2018 & 2019 as second year. Considering the eligibility and willingness of the same auditor and their subsequent offer for year 2020, the Board of Directors in its meeting recommended for appointment of M/s M/s Shafiq Basak & Co. Chartered Accountants as the auditor for the year 2020 to hold office until the 34th Annual General Meeting of the company.

Corporate Governance Compliance Report & Certification

M/S Mahfel Huq & Co. Chartered Accountants expressed their willingness to continue as Corporate Governance Compliance Auditor until the end of 34th AGM of the company.



পরিচালক ও উদ্যোক্তা শেয়ারহোল্ডারদের শেয়ার সংখ্যাসহ নাম, ২০১৯

গ্রুপ-এ পরিচালক

ফলিও/বিও নম্বর	পরিচালকদের নাম	বছরের শুরুতে	বছর শেষে
১২০৩২৫০০০৫৫৪১৩৫১	জনাব মাহবুবুর রহমান	১৭,৮৮,০১৯	১৮,৭৭,৪১৯
১২০৩২৫০০০৫৫৪১৩৬৮	মিসেস হামিদা রহমান	১৬,৯৭,১৬০	১৭,৮২,০১৮
১২০৩২৫০০০০৯০৩৬২	জনাব মোয়াজ্জেম হোসেন	১৪,৭৭,৫০০	১৫,৫১,৩৭৫
১২০৩২৫০০০০৮৩২৮১১	জনাব কামালউদ্দীন আহমেদ	২৫,৩৮৮	১৫৫৫,১৫১
১২০৩২৫০০০৫৭৬৭৩৮৩	মিসেস মনিরা ইয়াসমিন	৩৮,৩২,৭৯২	৪০,২৪,৪৩১
১২০৩২৫০০০৫৫৬৮২৫৭	জনাব রিজওয়ান-উর রহমান	১৪,৯১,৩২৮	১৫,৬৫,৮৯৪
১২০১৯৬০০০০১৫৯৭০৫/ ১৩০১০৩০০০৭৮১৪৫৯৭	জনাব সাইফুল ইসলাম	১৪,৭৭,৫০৯	১৫,৫১,৩৮৪
১২০৩২৫০০০৫৫০৮৫৩৪	মিসেস তসলিমা আক্তার	২২,৬৬,৮৩৫	১৫,৫৩,১৭৬
১২০৩২৫০০০৫৫৬৮৪৩৯	জনাব সানজিদুর রহমান	২৯,২৭,৪০৪	৩০,৭৩,৭৭৪
১২০১৫৭০০০৪৬০৯৭২০	মিসেস তাহমিনা আহমদ	১৪,৭৭,৬৯৬	১৫,৫১,৫৮০
১২০১৫৭০০৬২৩৭৫৩৮৭	জনাব জাহিদুল কবির	১৫,৬৮,৩১৮	১৬,৪৬,৭৩৩

গ্রুপ-বি পরিচালক

ফলিও/বিও	পরিচালকদের নাম	বছরের শুরুতে	বছর শেষে
১২০৩২৫০০০০৭৯৪০০১	আলহাজ মোহাম্মদ আরশাদ আলী	১৪,৮২,০৩১	১৫,৫৬,১৩২
১২০৩২৫০০০৫৮৫৩৬৮৪২	জনাব আবু সাঈদ মো: কাশেম	৮,০৩,৭০৩	১৫,৫৩,৮৮৮
১২০৩২৫০০০৫৫৬৮২৯১	মিসেস সেগুফতা মাহবুব	১৬,১৫,৩৬১	১৭,৬০,৬২২
১২০৩২৫০০০৫৩৮১৫৬৮	মিসেস রওশন আরা আলী	১০,৪৫,৯৪৯	১৫,৫৮,২৪৬
১২০২৬১০০৩২৩৭৫০৩৬/ ১২০৩২৫০০৬৮২৫১৬১১	জনাব তানভীর খান (জে. কে. স্পিনিং মিলস্ লি.-এর প্রতিনিধি)	শূন্য	১৫,৬৩,০০০

স্বাধীন পরিচালক

ফলিও/বিও নম্বর	পরিচালকদের নাম	বছরের শুরুতে	বছর শেষে
	জনাব মাহবুব জামিল	শূন্য	শূন্য
	জনাব মোহাম্মদ এ. (রুমি) আলী	শূন্য	শূন্য

উদ্যোক্তা শেয়ারহোল্ডারবৃন্দ

ফলিও/বিও নম্বর	নাম	বছরের শুরুতে	বছর শেষে
১২০২০৯০০০৫৫৭৭৭৮১	মিসেস বিলকিস আলম	৬,২৮,৯১৮	৬,৬০,৩৬৩
১২০৩২৫০০১৫৪৬৪৫১০	জনাব মোহাম্মদ হান্নান	৪১,০৩১	৪৩,০৮২
১২০৩২৫০০০৫৭৫৭৯১৩	জনাব মোহাম্মদ হারুনুর রশীদ খান	১,৮০,২১৪	১,৮৯,২২৪
১২০৩২৫০০০৫৬০৮৩২১	জনাব নিজামউদ্দীন আহমেদ	১২,৬৩,৭৮৬	১৩,২৬,৯৭৫
১২০৩২৫০০০৫৬০৮২৯১	জনাব সাইদুর রহমান	৪,৮২,৬০৪	৫,০৬,৭৩৪

Name of the Directors/Sponsors with shareholdings

Group-A Directors

Folio/BO No.	Directors' Name	At the beginning of the year	At the end of the year
1203250005541351	Mr. Mahbubur Rahman	17,88,019	18,77,419
1203250005541368	Ms. Hameeda Rahman	16,97,160	17,82,018
1203250000090362	Mr. Moazzem Hossain	14,77,500	15,51,375
1203250000832811	Mr. Kamaluddin Ahmed	25,388	1555,151
1203250005767383	Ms. Monira Yeasmin	38,32,792	40,24,431
1203250005568257	Mr. Rizwan-ur Rahman	14,91,328	15,65,894
1201960000159705/ 1301030007814597	Mr. Saiful Islam	14,77,509	15,51,384
1203250005508534	Ms. Taslima Akhtar	22,66,835	15,53,176
1203250005568439	Mr. Sanjidur Rahman	29,27,404	30,73,774
1201570004609720	Ms. Tahmina Ahmed	14,77,696	15,51,580
1201570062375387	Mr. Zahidul Kabir	15,68,318	16,46,733

Group-B Directors

Folio/BO No.	Directors' Name	At the beginning of the year	At the end of the year
1203250000794001	Mr. Alhaj Mohd. Arshad Ali	14,82,031	15,56,132
1203250058536842	Mr. Abu Sayeed Md. Qasem	8,03,703	15,53,888
1203250005568291	Dr. Shegufta Mahbub	16,15,361	17,60,622
1203250005381568	Ms. Roushan Ara Ali	10,45,949	15,58,246
1202610032375036/ 1203250068251611	Mr. Tanvir Khan (Representative of J.K. Spinning Mills Ltd.)	Nil	15,63,000

Independent Directors

Folio/BO No.	Directors' Name	At the beginning of the year	At the end of the year
	Mr. Mahbub Jamil	Nil	Nil
	Mr. Muhammad A. (Rumee) Ali	Nil	Nil

Sponsors Shareholders

Folio/BO No.	Name	At the beginning of the year	At the end of the year
1202090005577781	Ms. Bilquis Alam	6,28,918	6,60,363
1203250015464510	Mr. Mohammad Hannan	41,031	43,082
1203250005757913	Mr. Md.Harunur Rashid Khan	1,80,214	1,89,224
1203250005608321	Mr. Nizamuddin Ahmed	12,63,786	13,26,975
1203250005608291	Mr. Saidur Rahman	4,82,604	5,06,734



কর্পোরেট সুশাসন

কোম্পানীর পরিচালকমণ্ডলী দৃঢ়ভাবে বিশ্বাস করেন সুশাসন ও স্বচ্ছতা সুশৃঙ্খলা টেকসই প্রতিষ্ঠানের জন্য অপরিহার্য। ইস্টল্যান্ড ইন্স্যুরেন্স কর্পোরেট সুশাসন অনুশীলন করে চলে এবং এর লক্ষ্য অভ্যন্তরীণ কার্যক্রম প্রক্রিয়া, স্বচ্ছতা ও জবাবদিহিতার ক্ষেত্রে পর্যাপ্ত নিয়ন্ত্রণ নিশ্চিত করা। কর্পোরেট সুশাসন কাঠামো বিভিন্ন পর্যায়ের নির্বাহীদের মধ্যে অধিকার ও দায়িত্ব সুনির্দিষ্ট করে দেয়। একইসঙ্গে কর্পোরেট বিষয়ে সিদ্ধান্ত গ্রহণ সহজ করার জন্য বিধিবিধান ও প্রক্রিয়া চিহ্নিত করে। কর্পোরেট সুশাসন প্রক্রিয়ায় নিয়ন্ত্রক সংস্থাসমূহের ভূমিকা গুরুত্বপূর্ণ। ইস্টল্যান্ড নিয়ন্ত্রক সংস্থাসমূহের যাবতীয় প্রত্যাশা ও শর্ত পূরণে প্রতিশ্রুতিবদ্ধ। কর্পোরেট শাসনের সঙ্গে সংশ্লিষ্ট হচ্ছে পরিচালকমণ্ডলী, বোর্ডের আওতাধীন বিভিন্ন কমিটি, ব্যবস্থাপনা পর্ষদ, বিভিন্ন ব্যবস্থাপনা কমিটি, সিদ্ধান্ত গ্রহণকারী ব্যক্তিবর্গ। বোর্ড কর্তৃক নির্দেশিত সব পরিকল্পনা এবং নীতিগত সিদ্ধান্তসমূহ ব্যবস্থাপনা পরিচালকের নেতৃত্ব বাস্তবায়ন করা হয়।

সহায়তা ও প্রয়োজনীয় সমর্থন প্রদানের জন্য গভীর কৃতজ্ঞতা ও ধন্যবাদ জ্ঞাপন করছে।

পরিচালকমণ্ডলী প্রতিষ্ঠানের ধারাবাহিক উন্নতির জন্য নির্বাহী কর্মকর্তা ও কর্মীবৃন্দ যে কঠোর শ্রম, নিষ্ঠা, আন্তরিকতা ও সংকল্প দেখিয়ে চলেছেন সেজন্য গভীর কৃতজ্ঞতা ও ধন্যবাদ জ্ঞাপন করছে।

আল্লাহ আমাদের সহায় হোন।

সবাইকে ধন্যবাদ।

আল্লাহ হাফেজ।

(মাহবুবুর রহমান)

চেয়ারম্যান

কর্পোরেট সামাজিক দায়িত্ব (সিএসআর) কর্মকাণ্ড

ইস্টল্যান্ড ইন্স্যুরেন্স কর্পোরেট সামাজিক দায়িত্ব (সিএসআর) বিষয়ে সচেতন। পূর্বের বছরগুলোর মতোই কোম্পানী নিম্নোক্ত সামাজিক কার্যক্রমে অংশ নিয়েছে:

বিষয়	মিলিয়ন টাকা
ঢাকা বিশ্ববিদ্যালয় এ্যালামনাই	
অ্যাসোসিয়েশন মেধাবী অসহায়	
ছাত্র-ছাত্রীর বৃত্তি প্রদান	০.৭৫

কোম্পানীর পরিচালকমণ্ডলী সমাজের অবহেলিত, দরিদ্র ও মোধাবী জনগোষ্ঠীর কল্যাণে এ ধরনের কাজ পরিচালনা করে যেতে দৃঢ়সংকল্প রয়েছেন।

কৃতজ্ঞতা

পরিশেষে, পরিচালকমণ্ডলী আমাদের সকল সম্মানিত ক্লায়েন্ট, কৌশলগত অংশীদার, শেয়ারহোল্ডার, বীমা উন্নয়ন ও নিয়ন্ত্রণ কর্তৃপক্ষের অফিস, বাণিজ্য ও অর্থ মন্ত্রণালয়, ব্যাংক ও আর্থিক প্রতিষ্ঠানসমূহ, বাংলাদেশ ব্যাংক, সাধারণ বীমা কর্পোরেশন, ঢাকা স্টক এক্সচেঞ্জ লিমিটেড, সিকিউরিটিজ অ্যান্ড এক্সচেঞ্জ কমিশন, সেন্ট্রাল ডিপজিটরি বাংলাদেশ লিমিটেডসহ সকল শুভানুধ্যায়ীদের তাদের

Corporate Governance

The Board of Directors of the company firmly believes that practice of good corporate governance and transparency is a sine qua non towards ensuring a disciplined and a sustainable company status. Eastland insurance designed the corporate governance systems and practices to ensure adequate internal control in operational process, transparency and accountability. The corporate governance specifies the distribution of the rights and responsibilities among different executives and spells out the rules and procedures for making decisions on corporate affairs. The role of regulatory authority is very important in respect of corporate governance practices. Eastland is pledge-bound to comply with all the requirements of the regulatory authorities. Parties to corporate governance are Board of Directors, different sub-committees of the Board, the management, different management committees, all decision making personnel etc. All plans, policy decisions, programmes as initiated by the Board are implemented by the management under the leadership of the Chief Executive Officer.

Corporate Social Responsibilities Activities

Eastland Insurance Company Ltd is quite conscious on its role of Corporate Social Responsibilities (CSR). Alike previous years the company participated/contributed the following Corporate Social Responsibilities (CSR) activities during the current year:

Particulars	Taka in million
i) Dhaka University Alumni Association (for Scholarship payment of meritorious poor students)	0.75

The Board of Directors of the company is convinced to continue and even augment its Corporate Social Responsibilities (CSR) activities to the redress of the destitute and poverty stricken segment of the society in future.

Acknowledgement

The Board of Directors would take this opportunity to express gratitude and extend appreciation to the valued shareholders, clients, bankers, policy holders, strategic partners, Office of the Insurance Development & Regulatory Authority, Ministry of Commerce & Finance, Banks, Financial Institutions, Bangladesh Bank, Bangladesh Securities & Exchange Commission, Dhaka Stock Exchange Ltd, Chittagong Stock Exchange Ltd, National Board of Revenue, Registrar of Joint Stock Companies & Firms, Central Depository Bangladesh Limited, Sadharan Bima Corporation and all of our well-wishers for their continual support and co-operations.

I would also like to thank my members of the Board who have extended their all sorts of co-operations to meet all the adverse internal and external challenges to make the year 2019 another year of success for the company.

Last but not least, the Board has a special note of thanks for our employees and management team for their marvellous dedication and relentless efforts over the year to place the company image in a respectable position.

For and on behalf of the Board of Directors-

Thank you and

Allah Hafez.



(MAHBUBUR RAHMAN)
Chairman



Summary of ACCOUNTS 2019

Taka in million

PARTICULARS	FIRE		MARINE		MOTOR		MISC		TOTAL		GRAND TOTAL	
	Private	Public	Private	Public	Private	Public	Private	Public	Private	Public	2019	2018
Gross Premium	496.58	12.58	322.74	22.07	108.57	2.64	30.76	39.38	958.65	76.67	1035.32	1114.62
Re-Insurance Ceded	355.61	10.34	73.55	16.77	11.87	0.09	20.11	38.70	461.14	65.90	527.04	608.99
Net Premium	140.97	2.24	249.19	5.30	96.70	2.55	10.65	0.68	497.51	10.77	508.28	505.64
Commission Earned	12.55	1.14	15.34	3.26	2.84	-	7.75	5.17	38.48	9.57	48.05	57.43
Commission Paid	74.49		48.41		16.29		4.61		143.80		143.80	155.71
Management Expenses (Revenue A/C)	104.35		68.87		22.81		9.39		205.42		205.42	185.08
Management Expenses (P/L A/C)	-		-		-		-		72.74		72.74	68.69
Net Claim	24.97		1.37		30.03		7.37		63.74		63.74	58.04
Underwriting Profit	(58.12)		169.26		36.65		6.43		154.22		154.22	122.85
Investment Income	-		-		-		-		-		47.51	59.22
Net Profit Before Tax	-		-		-		-		-		129.00	113.39
Taxation Provisions	-		-		-		-		-		16.52	4.39
Net Profit After Tax	-		-		-		-		-		112.48	109.00
Return On Equity	-		-		-		-		-		6.91%	6.65%
Shareholders' Equity	-		-		-		-		-		1627.25	1638.11



COMPANY'S REPORT TO THE SHAREHOLDERS'

(Under section 184 of the Companies Act, 1994)

We are pleased to report that:

- i. The financial statement prepared by the management of the company present fairly its affairs, the result of its operation, cash flows and changes in shareholders' equity.
- ii. Proper books of account of the company have been maintained.
- iii. Appropriate accounting policies have been consistently applied in preparation of the financial statements and that the accounting estimates are based on reasonable and prudent judgment.
- iv. International Financial Reporting Standard (IFRS), International Accounting Standards (IAS) as applicable in Bangladesh, have been followed in preparation of the financial statements and any departure there from has been adequately disclosed.
- v. The system of internal control is sound in design and has been effectively implemented and monitored.
- vi. there are no significant doubts upon the company's ability to continue as a going concern.
- vii. there are no significant deviations from last year in operating result of the company.
- viii. the key operating and financial data of preceding five years have been provided.
- ix. During the year ended December 31, 2019 the Board of Directors held 10 (Ten) meetings and the Directors serving on the Board attended in aggregate 85% of the total number of meetings.

1.4 (K) The pattern of Shareholdings

As at December 31, 2019 the pattern of shareholding are given below:

- i. i. Shareholdings of Parent/Subsidiary/Associate companies and other related parties: NIL
- ii. Shareholding of Directors, CEO, Company Secretary, CFO and Head of Internal Audit and their spouses and minor children are as under : NI

ii) (a) Directors/Sponsors

Sl. No.	Name of Directors	Shareholding (Nos)	Percentage (%)
01.	Mr. Mahbubur Rahman	18,77,419	2.42
02.	Ms. Hameeda Rahman	17,82,018	2.30
03.	Mr. Moazzem Hossain	15,51,375	2.00
04.	Mr. Kamaluddin Ahmed	15,55,151	2.01
05.	Alhaj Mohd. Arshad Ali	15,56,132	2.01
06.	Mr. A.S.M. Quasem	15,53,888	2.00
07.	Ms. Segufta Mahbub	17,60,622	2.27
08.	Mr. Md. Tanvir Khan (Representative of J.K. Spinning Mills Ltd.)	15,63,000	2.02
09.	Ms. Monira Yeasmin	40,24,431	5.19
10.	Mr. Rizwan-ur Rahman	15,65,894	2.02
11.	Mr. Saiful Islam	15,51,384	2.00
12.	Ms. Roushan Ara Ali	15,58,246	2.01
13.	Ms. Taslima Akhtar	15,53,176	2.00
14.	Mr. Sanjidur Rahman	30,73,774	3.96
15.	Ms. Tahmina Ahmed	15,51,580	2.00
16.	Mr. Zahidul Kabir	16,46,733	2.12
17.	Mr. Mahbub Jamil(Independent Director)	NIL	NIL
18.	Mr. Mohammad A.(Rumee) Ali (Independent Director)	NIL	NIL
Total		2,97,24,823	38.33



<u>Sl. No.</u>	<u>Name of Directors</u>	<u>Shareholding (Qty.)</u>	<u>Percentage (%)</u>
1.	Ms. Bilquis Alam	6,60,363	0.85
2.	Mr. Mohammad Hannan	43,082	0.06
3.	Mr. Md. Harunor Rashid Khan	1,89,224	0.24
4.	Mr. Nizamuddin Ahmed	13,26,975	1.71
5.	Mr. Saidur Rahman	5,06,734	0.65
	Total	<u>27,26,378</u>	<u>3.51</u>

(b) Chief Executive Officer
Mr. Arun Kumar Saha Nil Nil

(c) Chief Financial Officer
Mr. Abdul Hamid, FCA Nil Nil

(d) Company Secretary
Mr. M A Rahman, FCS Nil Nil

(e) Head of Internal Audit
Mr. Md. Ali Ashraf Shaikh Nil Nil

(f) Directors Spouses Nil Nil

(g) Directors' minor children Nil Nil

iii) Executives

<u>Sl. No.</u>	<u>Name of Executives</u>	<u>Shareholding (Nos)</u>	<u>Percentage (%)</u>
1.	Mr. Md. Shafiul Alam Bhuiyan, DMD	2516	0.003
2.	Mr. Md. Tajul Islam, Sr. AMD	107	0.0001
3.	Mr. Tariful Islam, SEVP	145	0.0002
4.	Mr. Ahsanul Haque, SEVP	215	0.0003
5.	Mr. Mir Abdul Hye, EVP	202	0.0002
6.	Mr. A.M.M. Nur Uddin, EVP	2270	0.0003
7.	Mr. Mozammel Haque, EVP	596	0.0008
8.	Mr. A.K.M. Sarwar-E-Alam, SVP	225	0.0003
	Total	<u>4,233</u>	<u>0.0052</u>

iv) Shareholders who are holding 10% or above share Nil Nil

Report on CORPORATE GOVERNANCE

Corporate governance has been introduced to direct and control the company independently by the management for the sake of the interest of all the shareholders and stakeholders, thereby ensuring greater transparency and timely financial reporting.

Comparable to other publicly traded companies, compliance of corporate governance has been given top priority by the Board of Eastland Insurance Limited (EICL). To exercise clarity about Directors responsibilities towards the shareholders, corporate governance must be dynamic and remain focused on the business objectives of the Company and create a culture of openness and accountability. EICL considers that its corporate governance practices comply with all the aspects of SEC Notification No. SEC/CMMRRCD/2006-158/207/Admin/80 dated 3rd June, 2018. In addition, to establishing high standards of corporate governance, EICL also considers best governance practices in its activities. The independent role of Board of Directors, separate and independent role of Chairman and Chief Executive Officer, distinct role of Company Secretary, Chief Financial Officer, different Board Committees allow EICL to achieve excellence in best corporate governance practices.

Composition of Board of Directors

The Board of EICL considers that its membership should comprise of directors with an appropriate mix of skills, experience and personal attributes that allow the directors, individually and the board, collectively, to discharge their responsibilities and duties, under the law, efficiently and effectively, understand the business of the Company and assess the performance of the management. The Board of EICL comprise of seventeen directors who possess a wide range of skills and experience over a range of professions, business and service. Each of our directors brings in independent judgment and considerable knowledge to perform their roles effectively. The Board of directors ensure that the activities of the Company are always conducted with adherence to strict and highest possible ethical standards in the best interests of the stakeholders. The Directors are appointed by

the shareholders in the Annual General Meeting (AGM). Casual vacancies if any are filled by the Board in accordance with the stipulations of the Companies Act, 1994 and Article of the Company. In addition, one third of the directors retires from the board every year in the AGM, but remains eligible for reelection.

Role and Responsibilities of the Board

The Board is committed to the Company seeking to achieve superior financial performance and long-term prosperity, while meeting stakeholder's expectation of sound corporate governance practice. The Board determines the corporate governance arrangements for the Company. As with all its business activities, the Board is proactive in respect of corporate governance and puts in all place those arrangements which it consider are in the best interest of the Company and its shareholders, and consistent with its responsibilities to other stakeholders. The Board of Directors is in full control of the Company's affairs and is also fully accountable to the shareholders. They firmly believe that the success of the Company largely depends on the credible corporate governance practices adopted by the Company. Taking this into consideration, the Board of Directors of EICL sets out its strategic focus and oversees the business and related affairs of the Company. The Board also formulates the strategic objectives and policy framework for the Company. In discharging the above responsibilities, the Board carries out, the following functions as per the charter of the Board.

- Determine, monitor and evaluate strategies, policy, management performance criteria and business plan.
- Periodic and timely reporting to the shareholders on the affairs, progress and performance of the Company.
- Ensuring proper decision making and accountability so that the staff down the line is fully accountable to the corporate management.



- Delegation to Board Committees and management and approval of transactions in excess of delegated level.
- Approval of major capital expenditure proposals.
- Critical evaluation of all proposals which require Board's approval and/or directives.
- Regular review of financial performance and overdue situation.
- Appointment and evaluation of the performance of the top management positions.
- Ensuring that the senior management team has the necessary skill and experience to perform their function effectively in the best interest of the Company.
- Monitoring the adequacy, appropriateness and operation of internal controls.

Code of Conduct of the Board of Members

The Board of directors of EICL is committed to the highest standards of conduct in their relationships with its employees, customers, members, shareholders, regulator and the public. A director of EICL always seeks to use due care in the performance of his/her duties, be loyal to the Company, act in good faith and in a manner such Director reasonably believes to be not opposed to the best interests of the Company. Endeavour's to avoid having his or her private interest interfere with the interest of the Company. Maintains the confidentiality of information entrusted them in carrying out their duties and responsibilities, except where disclosure is approved by the Company or legally mandated or if such information is in the public domain.

Holding of Board Meetings

The meetings of the Board of Directors of EICL are normally held at the Registered and Corporate Head Office of the Company. Meeting is scheduled well in advance and the notice of each Board Meeting is given, in writing, to each Director by the Company Secretary.

The Company Secretary prepares the detailed agenda for the meeting. The Board papers comprising the agenda, explanatory notes and proposed regulations are circulated to the directors in advance for their

review. The Members of the Board have complete access of all information of the company enabling them to work efficiently. The Members of the Board are also free to recommend inclusion of any matter in the agenda for discussion. The Company Secretary and Chief Financial Officer always attends the Board Meeting and other senior management is invited to attend Board Meeting to provide additional inputs to the items being discussed by the Board and make necessary presentations.

Internal Control System

The Board is responsible for ensuring that the Company has an adequate and effective control system in place. Although no system of internal financial control can provide absolute assurance against material misstatement or loss, the company's internal control system have been designed to provide the directors with reasonable assurance that assets are safeguarded against unauthorized use by the employees/or management and/or third parties, transactions are authorized and properly recorded and material error and irregularities are either prevented or detected within a reasonable period of time.

Properly designed management structure, clearly defined responsibilities, delegation or authorities, establishment of accountability at each level and system of periodic reporting and monitoring performance are the key elements of the internal control framework employed in EICL.

Audit Committee

Audit committee is one of the prime Sub-Committee of the Board of Directors, comprises of 05(five) Directors nominated by the Board of Directors. In compliance with the Corporate Governance Guideline issued by the BSEC, an Independent Director of the company has been appointed as Chairman of the Committee. The Chief internal Audit & Control Officer has direct access to the Committee and the Committee is directly reports to the Board. The activities of the Sub-Committee is run in accordance with the Terms of Reference approved by the Board and in compliance with Section 3.00 of the Securities and Exchange Commission Notification No.: SEC/CMRRC/2006-158/207/Admin/80 dated- 3rd June, 2018 and subsequent changes thereon.

Functions of the Audit Committee

- i. To approve annual internal audit review activities and scope of such audit.
- ii. To consider and review with the external and the internal auditors the adequacy of the Company's internal control, any related findings and recommendations of the internal auditors and the external auditors together with the management response.
- iii. To review with the management and the external auditors the Company's annual financial statement and related footnotes including external auditor's reports on the financial statements and any significant changes required by the external auditors in the statements prepared by the management.
- iv. To review legal and regulatory matters that may have a material impact on financial statements, compliance, security or operations of the Company.
- V. To conduct or authorize investigations into any matters within the committee's scope of responsibilities.
- vi. To assist the Board in fulfilling its overall responsibilities including implementation of the objectives, strategies and overall business plans set by the Board for effective functioning of the Company.
- vii. To review the arrangements made by the management for building a suitable Management Information System (MIS) including information technology system and its applications.
- viii. To review the corrective measures taken by the management as regard to the reports relating to fraudulent forgery, deficiency in internal control or other similar issues detected by internal and external auditors and inspectors of the regulatory authorities.
- ix. To review the activities and organizational structure of internal audit functions and ensure that non-justified restriction or limitation were made.
- x. To do any other functions as the Board may require from time to time.

Human Capital

Eastland believes that human capital is a key factor for the Company's accomplishments. It is prime asset of the Company. It is the stock of competencies, knowledge and personality in the ability to perform jobs as to produce economic value to the Company. Human capital can be increased through education, training and experience. Eastland Insurance has the following policy to increase human capital:

1. Establish and administer transparent policies that enable Company to develop and implement opportunities of recruitment, promotion, remuneration, benefits, rewards and recognition system, transfer and training and performance management system without any regard to age, sex, race, political belief and religion.
2. Create a climate of trust and support within the Company which encourage the employees to work well together as a team and at the same time, to encourage them to be innovative and creative in order to achieve Company's goals.
3. Develop an effective internal communication and involvement mechanism which encourage employees to identify them with the Company and its activities.
4. Ensure that the employment opportunities conform to the established and acceptable practices of the country. Ensure that there are proper manpower planning and forecasting system in place that there are enough people with the right skills and talents to meet Company's current and future growths and needs.
5. Ensure that there are proper manpower planning and forecasting system in place that there are enough people with the right skills and talents to meet Company's current and future growths and needs.



Report on CORPORATE SOCIAL RESPONSIBILITIES

As a corporate body Eastland has the responsibility to the human beings as well as the society. Every financial transaction we do has similar effect to the society around us. All of our actions directly or indirectly our stakeholders. Such stakeholders include customers, shareholders, employees, suppliers and society in general.

Corporate Social Responsibility (CSR) principles believe that while the corporate bodies operates its operations ethically and responsibly, greater chance of success arises. Businesses are demonstrating that well managed CSR actually supports business objectives, especially among medium/large corporate where improved compliance, reputation and relationships have been shown to increase shareholders value and profitability.

Eastland is reasonably sensible on its role of Corporate Social Responsibilities (CSR). Alike previous years the company during the year have participated/contributed in the following Corporate Social Responsibilities (CSR) activities:

Particulars	Taka in million
i) Dhaka University Alumni Association <i>(for Scholarship payment of meritorious poor students)</i>	0.75

The Board of Directors of the Company prioritized all kinds of operations relating to the Corporate Social Responsibilities (CSR) for the betterment of the human beings around us especially in the field of reducing the poverty, improvement of their livelihood and ensuring quality education of our country.



Concentration on INVESTOR'S COMPLAINTS

Eastland is dedicated to maintain maximum standard of professional behavior in dealing with its shareholders. Share Department of the Company maintains systematic records and information relevant to the shareholders. Officials of the Share Department are always

equipped to support shareholders whenever in requirement of share related services like share transfer, transmission, dividend warrant issue, dividend warrantee-validation etc.

Shareholders of the company always get opportunity to express their opinion relating to the operation of the Company at the Annual General Meeting which is held once a year, where the Chairman/ Chief Executive Officer of the Company with the help of

Chief Financial Officer (CFO) and Company Secretary respond to their queries raised by the shareholders instantaneously. Generally, shareholders raise issues relating to utilization of Company's resources, yearly, half yearly and quarterly accounts, business turnover and profitability, declaration of entitlements, issuance of share certificates, share transfer and transmission, changes of shareholders address, non-receipt of Annual report, date and time of AGM, minutes of meetings of all AGM/EGM, implementation of decision of the AGM & EGM and so on. It is responsibility of the Company Secretary to oversee that necessary actions are taken expeditiously so that these issues are resolved to the satisfaction of shareholders.

Concentration on CLIENTS' COMPLAINTS

We are serving in Insurance sector, which is a service industry, clients' satisfactions of paramount importance in maintaining existing clientele base and tapping new business, thereby to achieve satisfactory business growth in the long run. Being fully aware of this, Eastland always attends to its clients complaints, whether related to its services or claim settlement. Eastland encourages its clients to come forward with any complaint they may have and the top management is completely accessible to all of them. Complaints can be lodged with the management in writing, over telephone, by e-mail, fax or through the web site.

During regular meetings with its clients of various types, the management actively solicits the client's views on the Company's services, shortcomings, if any, and their suggestions. Clients views and complaints are discussed at the management committee meeting held at Head Office and also during meetings with Branch Managers. The aspect also features prominently at the quarterly review meeting, half yearly conference and Annual Conference of the Company.



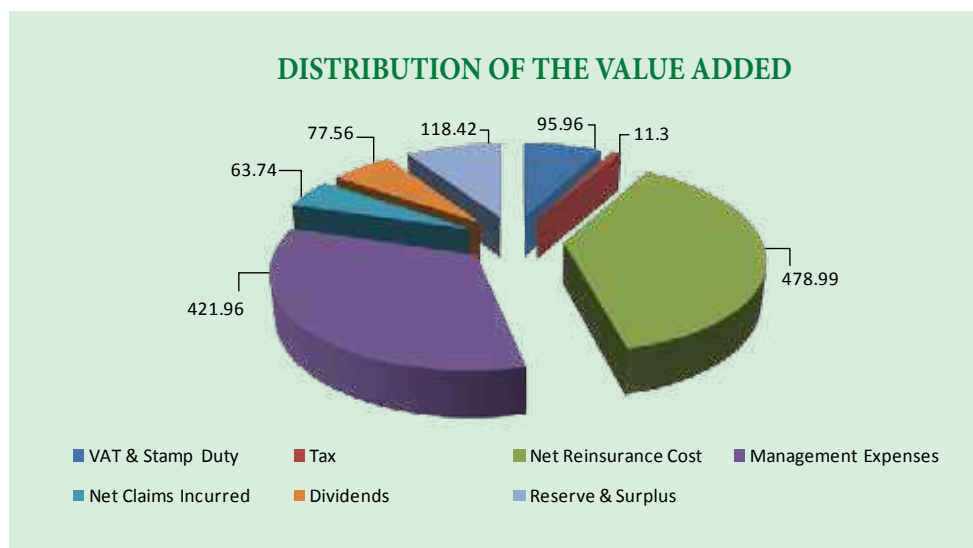
VALUE ADDED STATEMENT

FOR THE YEAR ENDED DECEMBER 31, 2019

Detailed account of total value creation by the Company during the year of account and its distribution for the same period has been enumerated in the Value Added Statement. Eastland Insurance Company Limited contributed maximum amount of its range to the socio-economic development through payment of salaries and allowances of employees; by paying attractive and consistent dividend to the shareholders; and by paying Tax, VAT, Stamps duty etc. to the government of Bangladesh.

Details of the Value Added Statement showing below how the value was created and distributed among the stakeholders of the company:

Particulars	2019 Tk. (in Million)	2018 Tk. (in Million)
Gross Premium	1035.32	1114.62
VAT & Stamp Duty	137.06	132.82
Commission on Re-Insurance Ceded	48.05	57.43
Investment & Others Income	47.51	59.22
TOTAL VALUE ADDED	<u>1267.93</u>	<u>1364.09</u>
DISTRIBUTION OF THE VALUE ADDED		
VAT & Stamp Duty	95.96	132.82
Tax	11.30	13.16
Net Reinsurance Cost	478.99	551.55
Management Expenses	421.96	409.48
Net Claims Incurred	63.74	58.04
Dividends	77.56	88.64
Reserve & Surplus	118.42	110.40
TOTAL DISTRIBUTION	<u>1267.93</u>	<u>1364.09</u>



ECONOMIC VALUE ADDED STATEMENT

Financial performances which measures the true economic profit of an organization is describes in Economic Value Added (EVA). It provides a measurement of a company's economic achievement (success or failure) over a period of time. Such a metric is useful for investors who wish to determine how well a company has added value for its investors and it can be compared against company's peers for a quick analysis of how well the company is operating in its industry. Companies which earn higher returns than cost of capital create value, and companies which earn lower returns than cost of capital are deemed harmful for shareholder value.

Economic value added amount has been mentioned below by considering company's net profit after tax less cost of capital. Such as:

For the year ended 31st December	2019 Taka	2018 Taka
Shareholders' equity at the year ended	1,627,250,027	1,638,110,711
Accumulated provision for doubtful losses	-	-
Average Shareholders' equity	1,627,250,027	1,638,110,711
*Cost of equity (%)	5.00	5.50
Economic Value Added	31,119,842	18,904,945
Net profit after tax	1,12,482,343	109,000,334
Less: Cost of equity	81,362,501	90,096,089

* Notable that, the opportunity cost means the expected risk free return on investments, plus a risk premium. Interest on Bangladesh Government Sanchaya Patra plus 0.50% risk premium has been assumed to be the cost of equity.

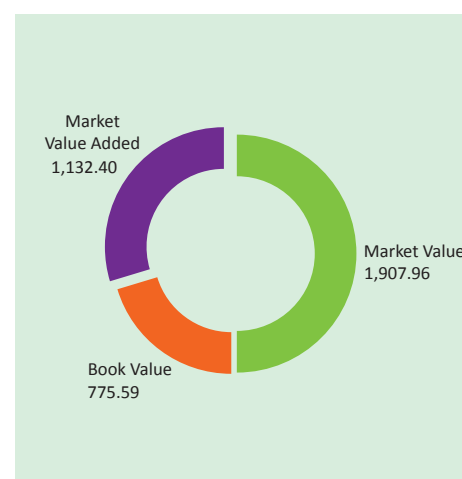
MARKET VALUE ADDED STATEMENT

For the year ended December 31, 2019

Market Value Added (MVA) is calculated as differences between the total Market value (based on the quoted price in the main bourse) and total book value of the Company's shares. The higher the MVA, better the Company's position. A high MVA indicates the Company has created substantial wealth for the shareholders. A Negative MVA means that the value of management's action and Investments are less than that value of the capital contributed to the Company by the capital market (or that wealth and value have been destroyed).

As of December 31, 2019, the total share market value of Eastland Insurance Company Limited stood at Taka 1907.96 million whereas the book Value of the Shareholder's Equity stood Taka 775.59 million, resulting a Market Value Addition of Taka 1,132.40 million.

The calculation of Market Value for the year ended December 31, 2019 has been given below:



Particulars	Number of Shares	Value per Share (Taka)	Total Value (Taka in Million)
Market Value	77,559,484	24.60	1,907.96
Book Value	77,559,484	10.00	775.59
Market Value Added			1,132.40

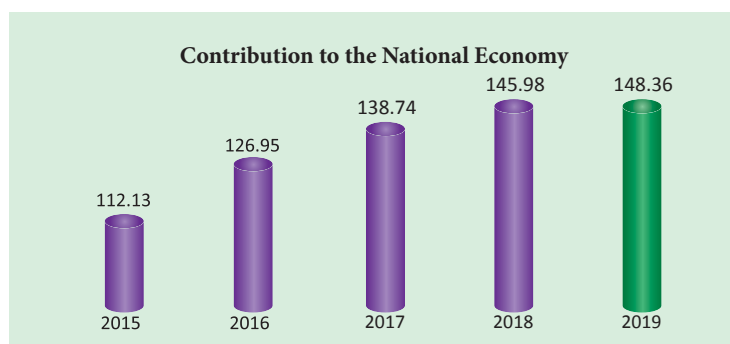


CONTRIBUTION TO THE NATIONAL ECONOMY

Eastland Insurance Company Limited recognizes that the company has certain responsibilities to the society for their development and the development of the nation as a whole. For this, company made significant contribution to the Government each year by payment of Tax, VAT, Stamp duty etc. During the year 2019 company contributed Tk. 148.36 million to the national exchequer as against Tk. 145.98 million in 2018. Company also make an economic impact by creating employment and trained them to serve the country. Eastland Insurance Company Limited employed as many as 291 employees as on 31st December 2019.

Year-wise contribution to the National Exchequer (BDT MN)

Year	VAT & Stamp Duty	Tax	Total
2015	93.31	18.82	112.13
2016	115.38	11.57	126.95
2017	127.10	11.64	138.74
2018	132.82	13.16	145.98
2019	137.06	11.30	148.36
	605.67	66.49	672.16



Accounting Ratios

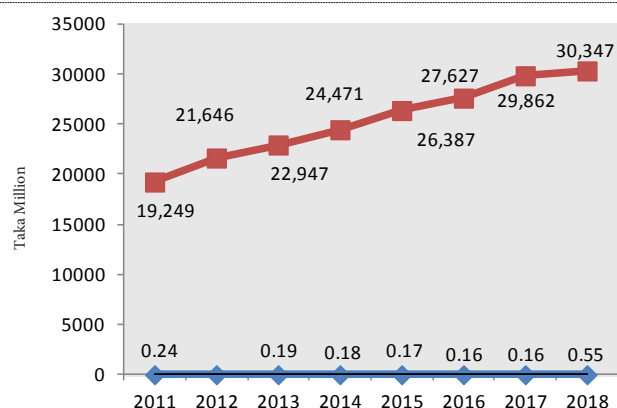
PERTAINING TO INSURANCE SECTOR

Particulars	2019	2018
Reinsurance Premium Ceded as % of Gross Premium	50.91	54.64
Commission Paid as % of Gross Premium	13.89	13.97
Net R/I Commission Earned as % of Gross Premium	4.64	5.15
Net R/I Commission Earned as % of Net Premium	9.45	11.36
Management Expenses (Revenue A/C) as % of Gross Premium	19.84	16.60
Management Expenses (Revenue A/C) as % of Net Premium	40.41	36.60
Net Claims Incurred as % of Gross Premium	6.16	5.21
Net Claims Incurred as % of Net Premium	12.54	11.48
Underwriting Result as % of Gross Premium	14.90	11.02
Underwriting Result as % of Net Premium	30.34	24.30

BANGLADESH NON-LIFE INSURANCE MARKET COMPOSITION & EASTLAND SHARE

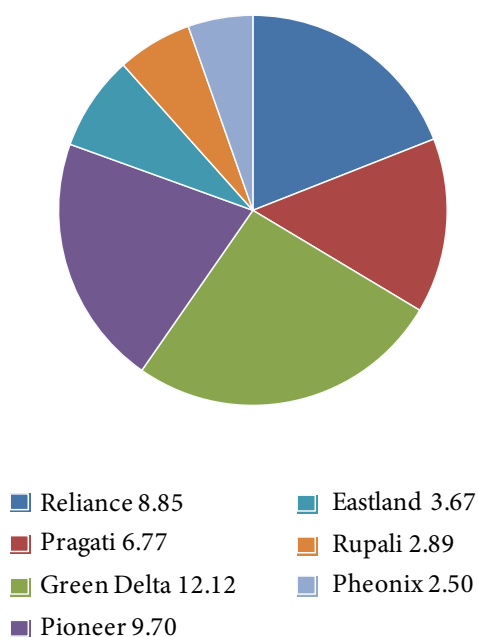
Bangladesh non-life insurance Premium in 2018 was Taka 30,347 million. Last 7 year's Premium growth and penetration rate (Non-life insurance premium as 0.55% of GDP) is shown in the chart below:

BANGLADESH NON-LIFE INSURANCE MARKET PREMIUM & INSURANCE PENETRATION



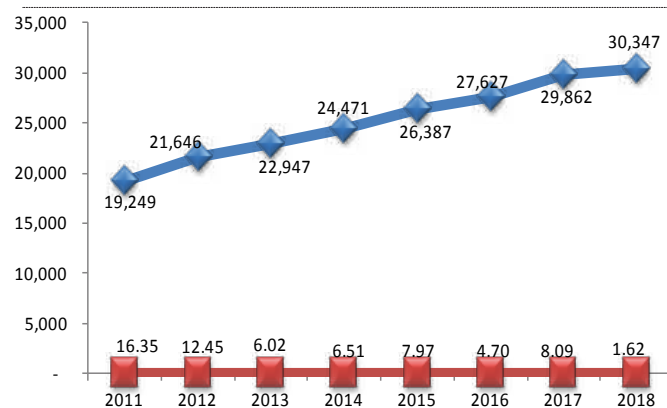
The non-life market in Bangladesh is comprised of 46 insurance companies including one state enterprise. The Premium income of top 7 Non-life Insurance companies in 2018 and their respective market shares are shown below.

TOP 7 NON-LIFE COMPANIES MARKETSHARE IN % IN 2018



The Market growth rates have been as follows:

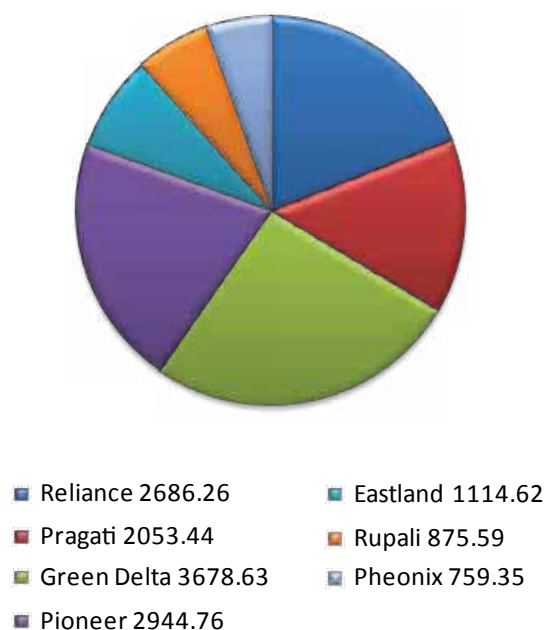
NON-LIFE PREMIUM DEVELOPMENT IN BANGLADESH



It may be observed that no single insurer has a large market share. The top 7 private sector insurers collectively account for a market share of 46.50%:

TOP 7 NON-LIFE INSURERS PREMIUM INCOME IN 2018

Taka in million





REPORT ON EFFECT OF CORONA VIRUS (COVID-19)

Global Economic Outlook during the COVID-19

The COVID-19 (Corona Virus) pandemic has spread with alarming speed, infecting millions and bringing economic activity to a near-standstill as countries imposed tight restrictions on movement to halt the spread of the virus. As the health and human toll grows, the economic damage is already evident and represents the largest economic shock the world has experienced in last 90 years.

The Global Economic Prospects, June 2020, describes both the immediate and near-term outlook for the impact of the pandemic and the long-term damage it has dealt to prospects for growth. The baseline forecast envisions a 5.2% contraction in global GDP in 2020, using market exchange rate weights -the deepest global recession in decades, despite the extraordinary efforts of governments to counter the downturn with fiscal and monetary policy support. Over the longer horizon, the deep recessions triggered by the pandemic are expected to leave lasting scars through lower investment, an erosion of human capital through lost work and schooling, and fragmentation of global trade and supply linkages.

The crisis highlights the need for urgent action to cushion the pandemic's health and economic consequences, protect vulnerable populations, and set the stage for a lasting recovery. For emerging market and developing countries, many of which face daunting vulnerabilities, it is critical to strengthen public health systems, address the challenges posed by informality, and implement reforms that will support strong and sustainable growth once the health crisis abates.

Impact of COVID-19 in the world economy

COVID-19 (Coronavirus) was first been reported in Wuhan, China, in late December 2019. As of 31 May, 2020, over 6.2 million COVID cases were reported in over 200 countries and territories around the world. Until that date, the virus killed over 5,00,000 people worldwide, with the highest number of deaths – over 1,50,000 – being reported in the United States.

The COVID-19 pandemic is causing an unprecedented disruption to the global economy. The resultant socio-economic impact is being transmitted through different channels. The International Monetary Fund (IMF) warned that the pandemic might push the global economy into the worst recession since the Great Depression of the 1930s, and far worse than the one triggered by the Global Financial Crisis in 2008-09, with the poorest countries being the hardest hit. As per IMF projections, the global economy would contract by 3.0% in 2020, while the World Bank thinks the global economy will decline by 2.1%-3.9%. Using simulations from a general equilibrium modelling exercise, the Asian Development Bank (ADB) derives that the global economy could lose between \$5.8 trillion and \$8.8 trillion – equivalent to 6.4 per cent to 9.7 per cent of the global gross domestic product (GDP).

Global trade contracted by 3.0 per cent in the first quarter of 2020. According to the UNCTAD, the downturn would accelerate in the second quarter and so the world trade would decline by 27 per cent. This is echoed by the World Trade Organization (WTO), which has projected that the world merchandise trade would shrink between 13 and 32 per cent in 2020.

Impact of Covid-19 on Bangladesh economy

The Covid-19 pandemic has thus far spread to 208 countries and regions of the world, significantly affecting the global economy. Since the virus has been growing exponentially, even the developed countries have been unable to contain its spread. As a result, people are dying in the affected areas at an alarming rate.

We can't even think how deadly the highly contagious disease will turn if it spreads from a moderate to a strong category in India or Bangladesh.

Bangladesh is the most densely populated country in the world, however, to our concern, the healthcare facilities in the country are too limited to serve its 160 million-plus population.

Bangladesh will fall into a really difficult situation if the country remains locked down for a longer period. Here, a huge number of people live from hand to

mouth. Consistent high growth has been unable to create sufficient jobs in the economy. Due to inequality of income and asset distribution, the advantages of higher GDP growth is not evident in society.

Recently, garment workers coming back to Dhaka amid the government-imposed shutdown and the risk of getting infected only revealed that due to disparity in wealth distribution these people are unable to stay at homes without work for their survival, thus, they are concerned much more about their job rather than Covid-19.

The higher growth and increased per capita income have benefitted a small group of rich people much more than the much greater number of poor people. Now its the time for the government to think about this crucial issue and chalk out a long-term plan to minimise the disparity between the rich and the poor.

We all know the banking industry is in back gear due to mounting non-performing loans (NPLs). If the RMG industry and its backward linkage industries fail, then the entire banking system will collapse. Today, fifty-nine commercial banks and general insurance companies are heavily relying on garments and related industries for their business.

The government has already declared a Tk5,000 crore incentive package to mitigate the losses in the RMG sector. However, if the outbreak prolongs it will be difficult for the government to handle the situation and the result of this will be catastrophic as more than 85 percent of the country's export earnings come through the RMG sector.

We could not diversify our export basket, thus creating a huge risk in our export portfolios. If we look at our RMG rival Vietnams export portfolios, RMG has earned one-fifth of its total export earnings.

Their export basket is pooled with some other industries combination; thus they don't need to rely on only one industry. For sustainable economic growth, Bangladesh should have diversified its export basket to reduce the sole dependency on the RMG industry.

Economic Challenges

Due to uncertainties over the invention of vaccination to prevent the fatal, it is fully unpredictable to make a to-do list as lockdown or isolation is not the ultimate solution.

On a larger scale, we may have to face an economic slowdown in the short term while there might be a recession in the long term.

Economic downturns (recessions) are fundamentally cyclical, not structural, yet the boundary between the two can be blurred. Quite often a cyclical downturn can rebound with a structural overhang causing households' willingness and ability to spend or borrow being structurally impaired as was the case with the US economy as it recovered from the GFC. This was equally true of businesses to invest.

Also, recessions are caused by demand deficiencies, but this time it has been caused by the pandemic leading to a supply shock negatively impacting both household and business expenditures. The current economic crisis is still in its early stage, but the fear is that it will be as severe as the 'Great Depression' of 1929-33, affecting the global economy. Bangladesh is now faced with battling both the pandemic and its economic fallout. In such a situation economic risks are not only limited to short term, but also extends to major future productivity losses both through labour and capital. The economic crisis is likely to trigger a series of corporate and household debt defaults turning into a financial crisis as well.

Bangladesh has already initiated fiscal responses to mitigate the emerging crisis but the stimulus packages do not look robust enough to meet the current needs. Bangladesh now has a relatively low debt/GDP ratio but that may reverse as output falls sharply and deficit grows. That may make the government hesitant to undertake any robust stimulus initiatives. However, the national budget of 2020-21 has allocated TK386.88 billion stimulus package. While business leaders welcomed the budget, but they remain unconvinced about its implementation of the package. However, surprisingly there was no reason/s advanced for their scepticism.

Bangladesh is now facing a critical period in its economic history and there is not much space for exercising fiscal prudence at this critical point in time. Fiscal policy will have to play a far more decisive and significant role in view of the fact that the scope for using monetary policy to stimulate the economy has become ineffective despite falling real interest rates. As the economic recovery process can turn out be a long drawn-out process, the government must continue with the fiscal stimulus until recovery is assured.



THE EMPLOYER OF THE CHOICE



A PROTOTYPICAL HONOUR TO OUR HR TEAM

The emoluments & the benefits offered by Eastland to its employees are highly competitive in the insurance industry. The HR team accomplishes to retain its efficient work force and motivates them regularly to utilize their best individual and team performances.

Human Resource (HR)

MANAGEMENT

Eastland firmly believes that an organization can build a good team of working professionals with the help of the sound Human Resource Management. Any organization without a Human Resource Management set up must suffer while managing its regular day to day activities. Eastland is quite aware of the necessity for efficient Human Resource Management. So It has articulated its policy efficiently to cater its future needs. The implementation thereof is based on various methods which inter-alia incorporate the following:

Recruitment

Eastland prioritizes in recruiting fresh blood in the company by recruiting them gradually at every department simultaneously with the experienced one. Keeping this in mind, process of recruiting fresh and experienced personnel is a regular feature. In case of new recruits, CA, CMA, BBA and MBA having Marketing, Management or Finance Faculties are given preference. The Management of Eastland believes in the importance of recruiting young & energetic personnel and building up them for taking up future leadership.

Training

Eastland provides both in-house training & external training to the new recruits and old employees of the company over the year. Training has been designed for the employees to increase their efficiency by inviting guest speakers as and when required. The training programs are chalked out with idea to educate and develop selected personnel so that they acquire required knowledge, skill and experience needed to fill up the future vacant positions.

Over the year, the Company has introduced new products of business to cover emerging sectors such as Energy & Power, Ship Building, Holiday Package, Medical Insurance, Group Personnel Accident Policy, Crop Insurance, Aviation Insurance etc. A crash program has therefore been taken to recruit

required personnel to cover the need in the new areas. Fresh recruits after imparting necessary training are assigned for rapport building and continuous feedback on the prospects. Thus, the staffs get the opportunity to sharpen their skills and efficiency in the specialized sites which in turn, will help them to perform their duties perfectly and professionally.

Performance Appraisal

Evaluating the performances of its work forces according to their potentials and awarding benefits and incentives according to their merit is the common practice in Eastland. In Eastland there exists various beneficiary schemes for the welfare of employees which includes Contributory Provident Fund Scheme, Gratuity, Group Term Insurance, Festival Bonus, Cash Awards, Transport Facility, Vehicle under Hire Purchase Scheme, Recreational Tour to Abroad etc. Besides the company declares incentive bonus to the employees for their praise worthy involvement towards development of the company business.

Maintaining Work Atmosphere

It is a well praised policy of Eastland to maintain a safe, clean & healthy environment for its employees. A friendly atmosphere gives the staff job satisfaction. Eastland provide such atmosphere at all branches so that all the employees can enjoy working with encouragement. Eastland is fully alive to its obligation and necessity to build up strong workforce for its continuous growth and has formulated its Human Resource Policies considering their satisfaction and requirements.



INFORMATION TECHNOLOGY (IT) INFRASTRUCTURE

Introduction

Eastland Insurance Company Limited (EICL) is determined to use Information Technology (IT) to the utmost facilities so that it can easily be distinguished from other companies in sector. To synchronize with the pace of state-of-the-art IT facilities, EICL has outlined its road map and started its journey accordingly. In this regard, EICL has made its IT department strengthened with experienced and efficient resources with a goal to reach its valued clients with latest IT facilities.

EICL has made significant improvements in IT Infrastructure and Software. Some of the remarkable achievements of IT are introducing of Local Area Network (LAN) at Head Office and Principal office, computerization of all departments, implementation of all the branches situated all over the country under online network, deploying high end servers under Linux Platform, implementing fully integrated general insurance software “**Computer Integrated Insurance System (CIIS)**”. All the operational process and functionalities are included in ERP applications CIIS. Although taken steps to sell products particularly Motor, Travel and Personal Accident Policy through online with secured online payment tools to makes insurance simple and convenient to anyone. Issuing of E-Money Receipt also under process.

Key Benefits of CIIS

Huge saving in working time in preparing document, Money Receipt and some large informative monthly reports with excellent print quality.

- Getting 500 Plus system generated MIS report which helps the management to take decisions properly and timely.
- Integrated Accounts where 100% Journal Voucher are passing through the system as well as Financial Statements like Balance Sheet, Profit & Loss Account, Cash Flows, Revenue Account, General Ledger, Detail Trial Balance and Consolidated Trial Balance are being generated automatically through the system.

- Controlling business procurement through Computer Integrated Insurance System (CIIS) software.
- Quick accessing the underwriting documents through CIIS integration with Underwriting, Co-Insurance, Claims, Commission, Re-Insurance and Accounts department.

Online branches

Established Wide Area Network (WAN) between Head Office, Principal Office and all the branches situated all over the country.

Future Plan

To become a leader in the effective use of innovative IT in Non-life Insurance Sector:

- Establish a Disaster Recovery Center to secure the Company’s valuable data in a professional manner.
- Develop resources through effective and higher training on latest information technology.

Conclusion

Information Technology serve an essential role in the insurance industry in a number of areas. Insurance business has made great strides in risk evaluation as well as their calculation and reporting abilities. Underwriters rely on complicated algorithms to determine risk, prices are determined by sophisticated programs that take information and translate it into quotes and compliance and reporting regulations are prepared using data from insurance software models. Before insurance policies are issued, an insurance company assesses the risk of the applicant by using various algorithms to determine how likely that applicant is to file a claim. Much of such analyses may be accomplished by developing software of risk infrastructure, data model governance and quality. In this perspective IT department of Eastland has been playing an important role during the last 9 years and contributing to the economic stability of the sector.

Report on GOING CONCERN

According to the International Accounting Standards Financial Statements of an organization are generally prepared on the assumption that it will continue forever in operation in future. Hence, it is assumed that the enterprise has neither the intention nor the need to liquidate or curtail materially the scale of its operations; if such an intention or need exists, the financial statement may have to be prepared on a different basis and, if so, the basis used is disclosed.

On the other hand Listed Companies are required by the BSEC to report on its ability to continue as going concern. The Board of Directors of Eastland Insurance Company Limited has made annual assessment about whether there exist material uncertainties which may cast significant doubt upon the Company's ability to continue as going concern. The director's assessment of whether the Company is a going concern involves making appropriate inquiries including review of budget, forecast, assumptions and future outcome of inherent uncertainties inexistence. The Directors are convinced from the following indications, which give reasonable assurance as to company's ability to continue as a going concern for the foreseeable future.

Financial Indications

- Positive net current assets
- Less reliance on short term borrowing
- Continuous financial support by lenders
- Positive operating cash flows
- Positive key financial ratios

- Consistent payment of dividends
- Credibility in payment of obligations
- Performance growth
- Positive underwriting results and trends

Operating Indications

- No key management turnover
- Good business expansion
- Spread of business across diverse clientele
- Good market reputation and clients satisfaction
- Good Corporate environment and employee satisfaction

Other Indications

- Maintenance of sufficient capital base as required by law
- Strong reserve base
- Strong equity base
- Strong Claim Paying Ability (CPA)
- Anticipates no significant change in legislation or government policy.





Setting global standard at national level

Credit Rating Information and Services Limited

Founder Member, Association of Credit Rating Agencies in Asia (ACRAA), Manila, Philippines
Joint Venture with JCR-VIS Credit Rating Company Ltd. Pakistan
www.crislbd.com

Credit Rating Report

CREDIT RATING REPORT On EASTLAND INSURANCE COMPANY LIMITED

REPORT: RR/30138/19

This is a credit rating report as per the provisions of the Credit Rating Companies Rules 1996. CRISL's Claim Paying Ability Rating is valid for only one year from the date of rating. After the above period, the rating will not carry any validity unless the company goes for rating surveillance. CRISL followed Insurance Rating Methodology published in CRISL website www.crislbd.com

Address:
CRISL
Nakshi Homes
(4th & 5th Floor)
6/1A, Segunbagicha,
Dhaka-1000
Tel: 9530991-4
Fax: 88-02-9530995
Email:
crisldhk@crislbd.com

Rating Contact:
Md. Asiful Huq
asif@crislbd.com

Analysts:
Moin Uddin Ahmed
moinuddin@crislbd.com

Reaz Uddin Ahmed
reaz@crislbd.com

CPA Rating: AA+

Outlook: Stable

Rating:
Based on Financials up to
December 31, 2018

EASTLAND INSURANCE COMPANY LIMITED

ACTIVITY
Non-Life Insurance

**DATE OF
INCORPORATION**
November 5, 1986

**COMMENCEMENT OF
BUSINESS**
November 22, 1986

CHAIRMAN
Mahbubur Rahman

**CHIEF EXECUTIVE
OFFICER**
Arun Kumar Saha

EQUITY
Tk.1638.11 Million

TOTAL ASSETS
Tk.2421.60 Million

Page 1 of 16

Claim Paying Ability	
CPA Rating	AA+
Outlook	Stable
Date of Rating: September 18, 2019	Valid up to: September 17, 2020

1.0 RATIONALE

Credit Rating Information and Services Limited (CRISL) has reaffirmed the Claim Paying Ability (CPA) rating of Eastland Insurance Company Limited (EICL) to 'AA+' (pronounced as Double A Plus) based on the financials up to December 31, 2018 and other relevant qualitative and quantitative information up-to the date of rating. The reaffirmation reflects EICL's good capital base and solvency, quick claim settlement, diversified investment portfolio with good hidden strength, good reinsurance arrangement with foreign reinsurer, experienced management team etc.

EICL sources its business from large group of companies having diversified business exposures. Based on the financial statements for 2018, overall solvency position of the company has been found good. Total business income of the company stood at Tk.1114.62 million in 2018 against Tk. 1032.13 million in 2017.

However, due to decrease in claim payment, underwriting profit increased to Tk.122.85 million in FY2018 from Tk.69.13 million in FY2017. Profit after Tax (PAT) decreased to Tk.109.00 million in 2018 from Tk.149.23 million in 2017. Consequently, pretax operating margin stood at 20.14% in 2018 against 31.66 in 2017, while ROAA and ROAE also decreased to 4.70% and 6.74% respectively from 6.93% and 9.36% during the above periods respectively..

CRISL views EICL's investment strategy as diversified and secured with around 56% of its funds residing in cash and fixed deposits as well as in fixed income instruments and rest 44% in capital market investment.

The company maintained a good capital base of Tk.738.66 million which complies regulatory benchmark minimum level of Tk.400 million. Moreover, recent move to issue 5.00% bonus shares will further boost up its capital base to Tk.775.59 million. Besides, EICL has fixed assets of land for its proposed corporate office at Pragati Sharani, Badda, Dhaka which enhanced its overall solvency.

On the other hand, business performance of the company has been found to be good with increase in underwriting profit. FDR base is still at a moderate level. However, for early claim settlement EICL is enjoying credit line facility under SOD mode with NCC Bank. CRISL expects the company to adopt prudent underwriting approach with more business earnings, improve underwriting performance and reduce management expenses etc.

CPA rated in this category is adjudged to offer high claim paying ability. Protection factors are good and there is an expectation of variability in risk over time due to economic and/or underwriting conditions.

CRISL also views the company with "Stable Outlook" from the industry viewpoint for overall industry growth and policy and regulations implicated by regulatory authority as well as new Insurance Act. CRISL believes that the company will be able to maintain its fundamentals in foreseeable future.

Claims Management and Details of OUTSTANDING CLAIMS (IBNR & IBNER)

The essence of insurance contract contemplates efficient service when distress falls upon the insured and renders assistance in no time most effectively to refill loss suffered. Eastland achieved built-in reputation for its expeditious settlement of claim and capped with this honour stepped into 33rd years of its successful operation. Eastland Claims Department is fully equipped with devoted and efficient professionals capable of providing personalized services to the valued clients round the clock.

The claims handling process starts with the notification of loss to Eastland Insurance and the company appoints a licensed loss adjuster immediately upon receipt of intimation. Eastland Insurance undertakes all necessary steps expeditiously in an orderly sequence: to contact the insured, arrange to inspect the loss through a loss adjuster, ascertain quantum of loss and company's liability etc.

Eastland Insurance also suggests to their clients the preventive measures to be adopted to minimize the loss and to take steps to protect salvage. Simple procedures and formalities are followed in settlement of claims at the earliest. Partial on account payment on the preliminary survey report is also paid to the insured considering severity of loss. In order to ensure speedy disposal of claims, the insured and/or their agent are always requested to submit all available supporting documents without delay. A list of minimum requirement of supporting papers for claims arising under each class of business is maintained at the Head Office. As soon as Eastland Insurance receives all necessary papers along with survey report from the loss adjuster, the company quickly scrutinizes all documents against its check list of requirements; verifies the loss adjustment made by the Surveyor and, if in order, proceeds with settlement of claim without loss of time.

Underwriting and claims settlement are the two vital aspects of the functioning of any insurance company. An insurance client obtains an insurance policy by paying a price called premium with the objective of obtaining financial indemnification upon happening of a loss to the subject matter of insurance. Out of any insurance contract, the client therefore has the following expectations:

- Adequate insurance coverage, which does not leave him high and dry in time of need, with right pricing.
- Timely delivery of defect free policy documents with relevant endorsements/ warranties/ conditions/guidelines.
- Should a claim happen, quick settlement to his satisfaction Eastland Insurance has a corporate philosophy on claims management setting out

broad approach aiming to provide high quality service and expeditious settlement of claims. It specifies the nature of claim service at each stage of the claim process, the speed of the claim service and also the IT enabled interactive process to know the status of the claim. Eastland Insurance manages the claims rather than handling them.

Incurred But Not Reported (IBNR) Losses

IBNR refers to the losses that are not filed with the insurer or reinsurer until years after the insurance policy is sold. It is a reserve to provide for claims in respect of claim events that have occurred before the accounting date but had still to be reported to the insurer by that date. In the case of an insurer, the reserve needs also to provide for claims that have not yet been reported to the reinsurer as being liable to involve the reinsurer.

Some liability claims may be filed long after the event that caused the injury to occur. Asbestos-related diseases, for example, do not show up until decades after the exposure.

IBNR also refers to estimates made about claims already reported but where the full extent of the injury is not yet known, such as a workmen's compensation claim where the degree to which work-related injuries prevents a worker from earning what he or she earned before the

injury unfolds over time. Eastland Insurance regularly adjusts reserves for such losses as new information becomes available.

Incurred But Not Enough Reported (IBNER) Reserve

The abbreviation-IBNER refers to a reserve reflecting expected changes (increases and decreases) in estimates for reported claims only (i.e. excluding any "true" or "pure" IBNR claims). The abbreviation is sometimes stated as applying to "incurred but not enough reserved."

IBNR and IBNER - these two terms can be regarded as identical meaning. In some types of work, especially in reinsurance and in the London market, IBNR provisions include any IBNER provisions. Sometimes the provision for claims incurred on or before the valuation date and reported after the valuation date is referred to as the True IBNR or the Pure IBNR.

Under the current Insurance laws of Bangladesh, it is not yet obligatory to provide reserves for IBNR and/or IBNER claims. However, under solvency margin regulations proposed under Insurance Act 2010, such reserves will be required to be maintained in the manner to be prescribed by the relevant Rules.



INSURANCE RISK AND ITS MITIGATION

Spreading the risk of one onto the shoulders of many, is the mechanism of Insurance. It has two fundamental characteristics: one is shifting of risk from one individual to a group and the other is sharing of losses on equitable basis by all members of the group. Whilst it becomes somewhat impossible for a man to bear by himself 100% loss to his own property or interest

arising out of an unforeseen contingency, insurance is a method which distributes the burden of the loss on a number of persons within the group formed for this particular purpose.

For individual, insurance is a method through which individual substitutes a small certain cost (the premium) for a large uncertain financial loss (the risk insured against) which would exist if it were not for the insurance contract. One of the prime objectives of Eastland Insurance is the creation of the counterpart of risk which is security. Insurance does not take away the risk. The insurance company does not guarantee that the event insured against will not happen. The house may still burn down, the car may still be involved in an accident but at least a large element of the cost involved will be met by insurance company.

Eastland conveys technical proficiency in a professional custom to the clients and loss adjusters and renders connoisseur counsels to minimize losses. In turn, the loss adjusters and clients can improve the risk to a substantial degree and minimize the possibility of the number of misfortunes. The handling of salvage after loss by the loss adjusters also contributes much to the reduction of losses. Eastland Insurance, through their professionals, undertakes pre-insurance surveys of large and complicated risks which thus ultimately facilitates in the defense of national property and wealth. Services basically aim at reducing the happening of the casualty itself rather than minimizing the extent of loss after the happening of the casualty.

The pre-underwriting inspection of fire hazards to the insurable property is of paramount importance. Before accepting risks it is prudent and essential to have the risks of the subject matter to be inspected for underwriting and reinsurance purposes. On the basis of the pre inspection report the underwriter may recommend segregation of risk by installation of fireproof door to reduce premium, cleanliness of factory premises and to reduce fire hazards.

Recommended fire prevention measures not only reduce fire hazards but also help the insured to get rebate on the rate of premium.

Eastland undertakes pre-inspection of risk which is very helpful for reinsurance purpose as well. Without pre-inspection it is difficult to segregate risks and make retention and cession to reinsurers. Inspection surveyor's advice for risk improvement largely contributes towards reducing the possibility of hazards rather than minimizing the extent of loss after the happening of the casualty.

Eastland generally has boarded upon an upgrading of their financial risk management and control systems to reduce their exposure to risk and better manage the amount they accept. Insurance Management of risk is a science though it is one of the most inexact of the social sciences. Risk management exists to provide value for its stakeholders.

Eastland through their expert professionals communicates responsiveness to the clients with a view to achieve the objectives how to analyze the risk factors associated with different activities, observe how risk can affect decision making processes, how operational risk can be managed properly with the help of insurance.

Eastland confirms appropriate risk management of its clients which benefits them as saving resources: time, assets, income, property, and people are all valuable resources that can be saved if fewer claims occur, protecting the reputation and public image of the clientele, preventing or reducing legal liability and increasing the stability of operations, protecting people from harm, protecting the environment, enhancing the ability to prepare for various circumstances, reducing liabilities, assisting in clearly defining insurance needs.

Eastland through its effective risk management practice, although cannot eliminate risks but the endeavor shows that the Company is committed to loss reduction or prevention and makes the client a better risk to insure as well.

SOLVENCY MARGIN

According to the provision of the Insurance law, Solvency margin is the amount by which the assets of an insurer exceeds its liabilities, and will form part of the insurer's shareholder's funds. Methods of valuations of assets and liabilities of an insurer are prescribed in the insurance regulations. The regulations stipulate the minimum solvency margin, which an insurer must maintain at all times. The solvency of Insurance Company corresponds to its ability to pay claims. The solvency of insurance Company or its financial strength depends chiefly on whether sufficient technical reserves have been set up for the obligations entered into and whether the Company has adequate capital as security.

Furthermore solvency margin assists financial investment managers when making a decision on the risk or reward capability of a company to return dividends to stockholders. In Bangladesh regulations for solvency margin for non-life insurance Company have been prepared by IDRA but not yet been approved by concerned ministry thereby not yet promulgated through official gazette.

The image shows a large, bold, red 'AA+' rating symbol. The 'A's are in a sans-serif font, and the '+' is a simple cross shape. The entire symbol is set against a light gray background.



REVIEW OF ASSETS QUALITY

Eastland Insurance Co. Limited always focuses on the superior assets quality so that these will bring highest value to the Company, ensure satisfactory return to the stakeholders and ensure sustainable development. To perform the said objectives, company has the policy to review its assets periodically and as a result of continuous monitoring and development of the assets quality, company could achieve the hefty growth for the past years.

Following figures showing five years growth of the assets may demonstrate how the Company maintains

its assets quality to increase value to the Company:

Eastland ensures high degree of liquidity of its assets -more than 50% of its assets comprise of cash and quickly disposable shares and securities. Its share investment portfolio comprise of investments into companies with strong fundamentals.

Notwithstanding rather adverse performance of stock markets in Bangladesh during the year 2019, Eastland tried to maintain its investment income at desired, which bears testimony to the prudent investment policies followed by the Company.

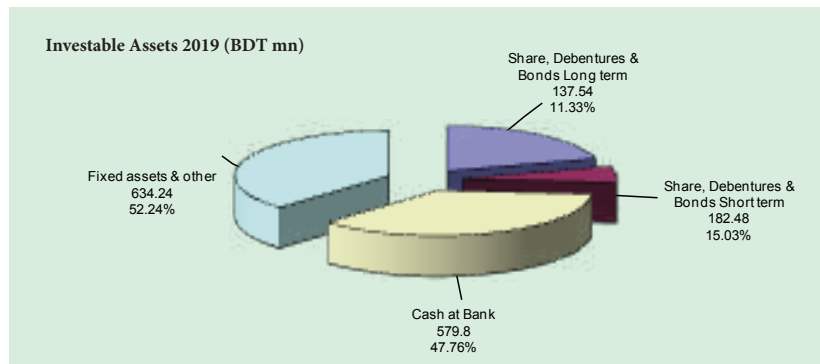
Position of Total Assets

Figure in million

Year	Fixed Assets	Investments including FDR & STD Balances	Cash & Bank Balances (CD)	Other Assets	Total
2015	634.24	1147.10	1.51	387.26	2,170.11
2016	633.89	1160.67	0.44	552.25	2,347.25
2017	634.31	1185.00	0.91	661.55	2,405.81
2018	555.15	1088.33	6.98	771.14	2,421.60
2019	573.39	953.41	17.26	1051.17	2,595.23

Position of Investable Assets

Particulars	2019	%	2018	%
Share, Debentures & Bonds				
Long term	314.34	27.86	371.02	22.65%
Short term	87.69	7.77	134.63	8.22%
Total	402.03	35.63	505.65	30.87%
Cash in Bank	554.92	49.18	577.34	35.24%
Fixed assets and other	573.39	50.82	555.15	33.89%
Total	1,128.31	171.26	1,638.14	100



SUSTAINABILITY REPORT





Environment and SOCIAL OBLIGATION

Social responsibility is an ethical framework and suggests that an entity, be it an organization or individual, has an obligation to act for the benefit of society at large. Social responsibility is a duty every individual has to perform so as to maintain a balance between the economy and the ecosystems. A tradeoff may exist between economic development, in the material sense, and the welfare of the society and environment, though this has been challenged by many reports over the past decade. Social responsibility means sustaining the equilibrium between the two. It pertains not only to business organizations but also to everyone, whose every action impacts the environment. This responsibility can be passive, by avoiding engaging in socially harmful acts, or active, by performing activities that directly advance social goals. Every business has an impact on the environment and there arises legal obligations which it must fulfill. The requirements are relatively simple for businesses such as offices. Meeting the environmental obligations is not just a legal requirement. It is worthwhile in itself, and helps minimize the likelihood of any environmental problems, costs and damage of the business. Taking responsible approach to the environment can also reduce the costs of unnecessary waste, strengthen the Company image and help us to win business from less reputable competitors.

- Minimize energy and water use within our premises and processes in order to conserve supplies and minimize the consumption of natural resources.
- Purchase preferable products, and services for all our daily operational needs that do the least damage to the environment.
- Conserve natural resources by adopting pollution preventive practices.
- Extending the life of equipment through preventive maintenance scheduling, purchasing and reworking used equipment etc.
- Document Management Project Initiative to archive the backlog and day to day official documents which generates through daily operations and facilities express search capability for achieved materials using enadoc system.
- Remotely twenty seven branches will be connected with systems and documents scanning, indexing. Export of scanned images to the enadoc system will be done through from one of the location in a centralized environment.
- Practices reusing, recycling and reprocessing materials that would otherwise be discarded as waste.
- Organized several Training program on Risk Management.



INTEGRATED REPORTING

Integrated Reporting

An integrated report is a concise communication about how an organization's strategy, governance, performance and prospects lead to the creation of value over the short, medium and long term. It shows the integrated representation of a company's performance in terms of both financial and other value relevant information. Integrated Reporting provides greater context for performance data, clarifies how value relevant information facts into a business, and may help implant long-truism into company decision-making. While the communications that result from integrated reporting will be of benefit to a range of stakeholders, they are principally aimed at providers of financial capital allocation decisions.

1. **Strategy:** Strategy is the direction and scope of an organization over the long-term, which achieves advantage for the organization through its configuration of resources within challenging environment, to meet the needs of markets and to fulfill stakeholder expectations.
2. **Governance:** Governance or more precisely corporate governance essentially involves balancing the interests of the many stakeholders in a company; these include its shareholders, management, customers, suppliers, financiers, government and the community.
3. **Performance:** Business performance is the accomplishment of a given task measured against preset known standards of accuracy, completeness, cost, and speed. In a contract, performance is deemed to be the fulfillment of an obligation, in a manner that releases the performer from all liabilities under the contract.
4. **Prospects:** Potential customer or client qualified on the basis of his or her buying authority, financial capacity and willingness to buy.

Integrated reporting creates value in the Long Term

The world has changed from the end of the Second World War to the fall of the Berlin Wall, we were told the tale of a stable economic and political landscape. The paradoxical complexity is that all public companies are already required to publish a financial report and an increasing number of companies are now publishing a corporate social responsibility report or sustainability report on their environmental, social and governance performance. But still, stakeholders feel they do not have the right level of information and are often lost in the Cumbersome reports produced.

This is where the notion of Integrated Reporting comes into play. As the International Integrated Reporting Council defines it as a process founded on integrated thinking, that results in a periodic integrated report by an organization about value creation over time and related communications regarding aspects of value creation. An integrated report is a concise communication about how an organization's strategy, governance, performance and prospects, in the context of its external environment, lead to the creation of value in the short, medium and long term.

Integrated reporting creates value through risk management

The vibrant benefit of cohesive thoughtful is about risk management and the focus on material aspects. As per expert's opinion-"Focusing our communication on topics that impact our financials in the long term, does not mean that we do not manage our short-term risks. But in our industry, the value creation cycle is at least of 5 years; we need a shift in investors' relations and to generate insights on the middle-long term financial performance."



Integrated reporting increases competitiveness

The capital used by an organization is embodied in the value that it created through its business model. A sustainable society requires that all of its businesses be pursuing sustainable strategies which are based on a long-term focus in value creation for shareholders and all other stakeholders. Indeed, with new factors such as the development of unrestrained social networks, separating financial performance and corporate responsibility is

ineffective. With over 70% of their market value relying on intangible assets, many companies are discovering that very good business opportunities can rely on the efficient use of social and human capital.

Integrated reporting changes management practices

Among those in charge of the governance, roles and issues are strongly impacted. After having stressed the organizations by learning processes and relationships, their next challenges are to build a common vision and give sense to all stakeholders. Paul Druckman (IIRCCEO) said: "Without HR involved in the strategy and value chain of a business, Integrated Reporting will show a weakness in the organization."

Integrated reporting is embryonic and evolving two main challenges need to be tackled when you are willing to publish integrated reports. First, Integrated Reporting requires integrated vision, roadmap, processes and tools: the alignment of the organization on a strategy that reflects

environmental, social and governance-related (ESG) risks and opportunities while emphasizing financial, environmental and social sustainability is crucial. To support this, transversal systems enabling real-time flow of information and resources are needed.

Second, integrating sustainability data raises the credibility of the reported data since it is now part of regulatory _lings that are scrutinized by regulators and to a greater extent by auditors. Internal audit may play an assurance role for non-financial metrics. The impetus for this move is to provide a clearer narrative around how sustainability measures provide or secure longer-term financial return.

Eastland Insurance Company's involvement in integrated reporting

Those who are in-charge of looking after the governance of Eastland Insurance Company Ltd i.e., the Audit Committee, a sub-Committee of the Board of Directors ensures its integrity in performing overall responsibility in the company ensuring a proper and stable internal control system through the performance of internal audit periodically and also as and when required basis. The Audit Committee also considers the external auditors' findings and gives highest importance to those and takes appropriate measures for further development and assurance of the internal control system of the company.

The most exciting about Integrated Reporting is that, this is not just a cosmetic change in communication, but a deep behavioral evolution in the way all stakeholders assess value of a company and its ecosystem. And this will unquestionably lead to value creation!



ENVIRONMENTAL POLICY

Human activity can have harmful effects on ecological systems, climate and public health. Recognizing this, Eastland Insurance Limited fully supports the principles of its commitment to promoting good environmental practice and sustainability of its activities. EICL committed to providing quality service in a manner that ensures a safe & healthy workplace for our employees protecting the environment, conserving energy and natural resources. With these policies in place, we believe that we can achieve a healthy and safe environment. We are committed to do and will:

1. Integrate the consideration of environmental concerns and impacts into our decision making and activities.
2. Separate Store/Godown buildup in company's own land at 50/a, Progati Sarani, Bashundhara, Dhaka and all old file and documents have been transferred to store making our office clean and paperless.
3. All works done through integrated software, computer& e-mail making paperless environment. We have installed sufficient fire extinguisher in all branches including head office to ensure adequate safety measures.
4. Company provides H1b Virus protection HebbInjection to all of its employees free of cost.
5. Develop and improve operations and technologies to minimize waste and other pollution, minimize health and safety risks, and dispose of waste safely and responsibly.
6. Minimize energy and water use within our premises and processes in order to conserve supplies and minimize the consumption of natural resources.
7. As far as possible, we will try to identify and purchase preferable products, supplies and services for all our daily operational needs that do the least damage to the environment.
8. Conserve natural resources by adopting pollution preventive practices. Extending the life of equipment through preventive maintenance scheduling, purchasing and reworking used equipment etc.
9. Comply with all applicable environmental regulations.
10. Establish procedures to ensure that all employees are knowledgeable of, understand and comply with all applicable environmental laws and regulations. Train all our employees on our environmental program and empower them to contribute and participate.
11. Communicate our environmental commitment to our clients, contractors, suppliers and the community.
12. Strive to continually improve EICL's environmental management system.





DIRECTORS' CERTIFICATE

As per Regulations contained in the Section 63(2) of the Insurance Act 2010

We certify that:

1. The Value of investment as shown in the Statement of Financial Position has been taken at Fair Value.
2. The Value of all assets shown in the Statement of Financial Position has been reviewed as at December 31, 2018 and in our belief the said assets set forth in the Statement of Financial Position at amount not exceeding their realizable or market value under the several heading's enumerated therein.
3. All expenses of management wherever incurred, whether directly or indirectly in respect of Fire, Marine, Motor, Miscellaneous Insurance Business have been fully debited in the respective Revenue Accounts as expenses.

Arun Kumar Saha
Chief Executive Officer

Abu Sayeed Mohammad Quasem
Director

Moazzem Hossain
Director

Mahbubur Rahman
Chairman



Muhammad A. (Rume) Ali
Chairman,
Audit Committee

AUDIT COMMITTEE REPORT for the year 2019

Audit Committee of the Board of Directors of Eastland Insurance Company Limited comprise of 5(five) members nominated by the Board of Directors, namely :

- | | |
|--|----------|
| 1. Mr. Muhammad A. (Rume) Ali | Chairman |
| Independent Director | |
| 2. Mr. Moazzem Hossain, Director | Member |
| 3. Ms. Taslima Akhtar, Director | Member |
| 4. Alhaj Mohammad Arshad Ali, Director | Member |
| 5. Mr. Rizwan-ur Rahman, Director | Member |

Besides the Executive Vice Chairman, the Chief Executive Officer, the Chief Financial Officer, the Company Secretary and Head of internal audit participate at the meeting.

Nos. of meetings held

During the year 2019, 04 (four) meetings of the Audit Committee were held.

Attendance in the meetings

All members of the Committee attended in most of the meetings of the Audit Committee. In aggregate the members attendance in the meetings were around 95% which held in the year 2019.

Governance

Audit Committee of the Board plays very effective role in providing a bridge between the Board and Management, Shareholders and other Stakeholders. The Board of Directors of Eastland Insurance recognized the importance of the Audit Committee. The key role of the committee is to assist the Board in discharge of its responsibilities for financial and business discipline, financial reporting, corporate governance and internal control.

Prime responsibility

Prime responsibilities of the Audit Committee are as under:

- i) Evaluate whether management is setting the appropriate compliance culture of internal control and ensuring that all employees have good understanding of their roles and responsibilities.
- ii) Review the existing risk management policies and procedures for ensuring an effective internal check and control system.
- iii) Review the annual financial statements and determine whether they are complete and consistent with the accounting standard set by the regulatory authorities.
- iv) Review the efficiency and effectiveness of internal audit function.
- v) Review the findings and recommendations made by the internal auditors for removing the irregularities detected.
- vi) Review the auditing performance of external auditors and their audit reports.

Focused area

During the year under review, the committee, interalia focused on the following activities

- i) Approved annual audit planning for the year 2019,
- ii) Reviewed quarterly financial statement of the company to evaluate the performance.
- iii) Reviewed significant internal audit findings with a view to taking timely corrective actions.
- iv) Reviewed and examined the Annual financial statements 2019, audited by the external auditors and recommended to place the same before the Board for consideration.

Acknowledgement

Finally, the audit committee would like to express their sincere gratefulness to the members of the Board, key management personnel, internal audit Division and all relevant employees for their highest devotion for attaining transparency in performance and all sorts of co-operation extended to the committee in discharge of its responsibilities.

Muhammad A. (Rume) Ali
Independent Director
Chairman
Audit Committee of the Board



Mahbub Jamil
Chairman,
Nomination & Remuneration
Committee

NOMINATION & REMUNERATION COMMITTEE (NRC) REPORT

For the year 2019

Nomination & Remuneration Committee (NRC) of the Board of Directors of Eastland Insurance Company Limited has been formed in accordance with the Corporate Governance Code 2018, which comprises of 3(three) members nominated by the Board of Directors.

Composition of the Committee

- | | |
|-----------------------------|----------|
| 1. Mr. Mahbub Jamil | Chairman |
| Independent Director | |
| 2. Mr Abu Sayeed Md. Quasem | Member |
| Director | |
| 3. Mr. Rizwan-ur Rahman | Member |
| Director | |

In addition to the above members, the Executive Vice Chairman, the Chief Executive Officer, the Chief Financial Officer & Company Secretary also attends in all the meetings of the Committee.

Governance

The jurisdiction, responsibilities & specific duties of the Nomination & Remuneration Committee (NRC) has been defined in accordance with the Corporate Governance Code no. Corporate Governance Code No. BSEC/CMRRCD/2006-158/207/Admin/80, dated: June 03, 2018 issued by the Bangladesh Securities & Exchange Commission (BSEC).

Prime responsibilities

Prime responsibilities of the Committee are as under:

- i) To evaluate whether the level and composition of remuneration is reasonable and sufficient to attract, retain & motivate suitable Directors to run the company successfully;
- ii) Identifying the persons who are qualified to become Directors and who may be appointed in the top level executive position in accordance with the criteria laid down and recommend their appointment and removal to the Board;
- iii) Formulating criteria for evaluation of performance of Independent Directors and the Board;
- iv) Identifying company's needs for employees at different levels and determine their selection, transfer or replacement and promotion criteria;
- v) Developing, recommending and reviewing annually the company's human resources and training policies etc.

Meetings & attendance

During the year 2019 the Committee met once under review. In aggregate the member's attendance in the meetings were around 80%. The member who could not attend were granted leave of absence.

Activities of the Committee

The NRC Committee carried out following activities during the reporting period:

- i) Reviewed & recommended the composition of packages of the senior Executives of the company ;
- ii) Reviewed the policies pertaining to the remuneration and benefits of the Senior Executives and mid-level employees of the company.

Acknowledgement

Finally, the Nomination & Remuneration Committee (NRC) would like to express their sincere appreciation to the members of the Board, key management personnel and relevant employees for their highest devotion for attaining all sorts of co-operation extended to the committee in discharging its duties & responsibilities.

Mahbub Jamil
Independent Director
Chairman
Nomination & Remuneration
Committee of the Board

INDEPENDENT AUDITORS' REPORT & AUDITED FINANCIAL STATEMENTS



DHAKA OFFICE :

Shatabdi Centre (6th Floor)
292, Inner Circular Road,
Fakirapool, Motijheel, Dhaka.
Phone : 88-02-7192098
Tel/Fax : 88-02-7194870
E-mail : shafiq_basak@yahoo.com

CHARTERED ACCOUNTANTS

Partners:
Md. Shafiqul Islam, FCA
Sampad Kumar Basak, FCA
Md. Enayet Ullah, FCA
Sarwar Mahmood, FCA

CHITTAGONG OFFICE :

National House (1st Floor)
109, Agrabad Commercial Area,
Chittagong - 4100, Bangladesh.
Phone : 88-031-711561
Fax : 88-031-723680
E-mail : basak_sbc@yahoo.com

**INDEPENDENT AUDITOR'S REPORT
TO THE SHAREHOLDERS OF
EASTLAND INSURANCE LIMITED**

REPORT ON THE AUDIT OF THE FINANCIAL STATEMENTS

Opinion

We have audited the financial statements of Eastland Insurance Limited (the "Company"), which comprise the Statement of Financial Position as at 31 December 2019, the Statement of Profit or Loss and Other Comprehensive Income, Profit and Loss Appropriation Account, related Revenue Accounts, Statement of Changes in Equity and Statement of Cash Flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as at 31 December 2019, and financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRSs), the Companies Act 1994, the Insurance Act 2010, the Insurance Rules 1958, the Securities and Exchange Rules 1987 and other applicable laws and regulations.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) together with the ethical requirements that are relevant to our audit of the financial statements in Bangladesh, and we have fulfilled our other ethical responsibilities in accordance with the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Emphasis of Matter

We draw users' attention to note # 1(xxii) and 30 to the financial statements regarding management's explanation with respect to recognition of right of use assets as per IFRS 16 and events after reporting period. Our report is not modified in respect of these matter.

Key Audit Matters

Key audit matter are those matters that, in our professional judgment, were most significant in the audit of the financial statement for 2019. These matters were addressed in the context of the audit of the financial statements as a whole, and in forming the auditors' opinion thereon, and we do not provide a separate opinion on these matters. For each matter below our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the auditors' responsibilities for the audit of the financial statements section of our report, including in relation to these matters.

Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatements of the financial statements. These results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying financial statements.

Key Audit Matters	Our responses to the Key Audit Matters
Premium Income	
Gross general insurance premiums comprise the total premiums received from the whole period of cover provided by contract entered into during the accounting period. Given the important nature, connections to other items to the financial statements and sensitivity of the item we believe this area pose high level of risk. For the year end 2019, the reported total premium less re-insurance is BDT. 508,275,964 (2018:BDT.505,641,892)	With respect to premium income in respect of various types of insurance we carried out the following procedures: • The design and operating effectiveness of key control around premium income recognition process. • Carried out analytical procedures and recalculated premium income for the period. • Carried out cut-off testing to ensure unearned premium income has not been included in the premium income. • On a sample basis reviewed policy to ensure appropriate policy stamps was affixed to the contract and same has been reflected in the premium register. • Ensure on a sample basis that the premium income was being deposited in the designated bank account. • Tested on a sample basis to see the appropriate VAT was being collected and deposited to bank through Treasury Challan. • Finally assessed the appropriateness and presentation of disclosures against relevant accounting standards, Insurance Act 2010, Insurance Rules, 1958 (as amended) and other applicable circulars, rules and regulations and regulatory guidelines. Issued by IDRA time to time.
Estimated liability in respect of outstanding claims whether due or intimated and claim payment	
This account represent the claim due o intimated from the insured and involves significant management judgement and risk of understatement. In extreme scenario this item may have going concern implications for the company At the year end, the company reported total balance under the head of estimated liability in respect of outstanding claims whether due or intimated of BDT. 23,439,628 (2018: BDT.34,295,045)	We tested design and operating effectiveness of control around the due and intimated claim recording process. We additionally carried out the following substantive testing around this item: • Obtained the claim register and tested for completeness of claims recorded in the register on a sample basis. • Obtained a sample of claimed policy copy and cross check it with claim. • Obtained a sample of survey report and crossed check those against respective ledger balances. • Obtained and discussed with management about their basis for estimation and challenged their assumption where appropriate. • Tested a sample of claims payments with intimation letter, survey report, bank statement, claim payment, register and general ledger. • Finally assessed the appropriateness and presentation of disclosures against relevant accounting standards, Insurance Act 2010, Insurance Rules, 1958 (as amended) and other applicable circulars, rules and regulations and regulatory guidelines. Issued by IDRA time to time.



Other Information

Management is responsible for the other information. The other information comprises all of the information in the annual report other than the financial statements and our auditors' report thereon. The directors are responsible for the other information.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that if there is a material misstatement of this other information, we are required to report that fact. We have checked the information included in Financial Highlight Section of Annual Report 2018 and found then similar to our signed Financial Statements of that year.

Responsibilities of Management and Those Charged with Governance for the Financial Statements and Internal Control

Management is responsible for the preparation and fair presentation of the financial statements in accordance with IFRSs, the Companies Act 1994, the Insurance Act 2010, the Insurance Rules 1958 (as amended), the Securities and Exchange Rules 1987 and other applicable laws and regulations and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgement and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related

disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group and the Company to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that we were most significant in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditors report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Report on other Legal and Regulatory Requirements

In accordance with the Companies Act 1994, the Insurance Act 2010, the Insurance Rules 1958 (as amended), the Securities and Exchange Rules 1987 and relevant notifications issued by Bangladesh Securities and Exchange Commission, we also report that:

- a) we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit and made due verification thereof;
- b) in our opinion, proper books of accounts, records and other statutory books as required by law have been kept by the Company so far as it appeared from our examination of these books;
- c) The Company management has followed relevant provisions of laws and rules in managing the affairs of the company and proper books of accounts, records and other statutory books have been properly maintained and (where applicable) proper returns adequate for the purposes of our audit have been receipt from branches not visited by us;
- d) As per section 63(2) of the Insurance Act 2010, in our opinion to the best of our knowledge and belief and according to the information and explanation given to us, all expenses of management wherever incurred and whether incurred directly or indirectly, in respect of insurance business of the company transacted in Bangladesh during the year under report have been duly debited to the related Revenue Accounts and the Statement of Comprehensive income of the Company;
- e) We report that to the best of our information and as shown by its books, the company during the year under report has not paid any person any commission in any form, outside Bangladesh in respect of any its business re-insured abroad;
- f) The Statements of Financial Position and statement of Comprehensive Income, Profit and loss Appropriation Account, Related Revenue Accounts, Statements of Changes in Equity and Statement of Cash Flows of the company together with the annexed notes dealt with by the report are in agreement with the books of account and returns; and
- g) The expenditure incurred was for the purposes of the Company's business.

Dated Dhaka
July 2, 2020


SHAFIQ BASAK & CO.
Chartered Accountants
Signed By:
Md. Enayet Ullah FCA



Eastland Insurance Company Limited

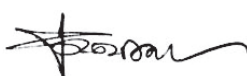
Statement of Financial Position

(Balance Sheet)

As at December 31, 2019

Particulars	Notes	2019 Taka	2018 Taka
Shareholders' Equity & Liabilities:			
Share Capital			
Authorized Share Capital		1,000,000,000	1,000,000,000
100,000,000 Ordinary Shares of Tk.10 each			
Issued, Subscribed & Paid-up Capital	1	775,594,848	738,661,760
77,559,485 Ordinary Shares of Tk.10 each			
Reserve and Contingent Account	2	851,655,179	899,448,951
Reserve for Exceptional Loss	2.01	605,109,324	564,609,324
Fair Value Reserve	15.03	122,983,010	194,619,714
General Reserve Fund		45,500,000	50,000,000
Profit & Loss Appropriation Account		78,062,845	90,219,913
Shareholders' Equity:		1,627,250,027	1,638,110,711
Balance of Funds and Accounts	3	205,537,354	205,543,699
Fire Insurance Business		57,280,687	39,948,723
Marine Insurance Business		104,021,272	117,023,748
Motor Insurance Business		39,703,712	42,945,479
Miscellaneous Insurance Business		4,531,683	5,625,749
Lease Liability	4	13,100,058	-
Premium Deposits	5	85,720,074	35,600,108
Unclaimed Dividend	6	7,374,439	5,098,031
Liabilities and Provisions		656,250,945	537,250,882
Estimated liability in respect of outstanding claims whether due or intimated	7	23,439,628	34,295,045
Provision for Income Tax	8	225,889,652	210,284,652
Provision for Deferred Tax Liability	9	2,704,000	1,794,000
Amount due to other persons or bodies carrying on insurance business	10	4,941,248	8,691,282
Lease Liability	4	7,002,839	-
Overdrawn on Current Account	11	303,570,926	200,883,278
Sundry creditors	12	88,702,652	81,302,625
Total Shareholders' Equity & Liabilities		2,595,232,897	2,421,603,431

Dated Dhaka
July 2, 2020


Arun Kumar Saha
Chief Executive Officer


Abu Sayeed Mohammad Quasem
Director

Eastland Insurance Company Limited

Statement of Financial Position

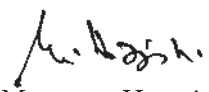
(Balance Sheet)

As at December 31, 2019

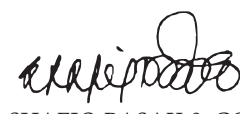
Particulars	Notes	2019 Taka	2018 Taka
Property and Assets:			
Non-Current Assets		975,409,081	1,060,802,232
Property, Plant, Equipment and Lease Assets	14	573,385,544	555,148,209
Bangladesh Govt. Treasury Bond		25,000,000	25,000,000
Investments	15	377,023,537	480,654,023
Current Assets		1,064,907,703	783,458,592
Interest accrued but not received	16	13,735,730	12,307,108
Amount due from other persons or bodies carrying on insurance business	17	792,825,652	491,016,634
Sundry Debtors (including advance, deposits and pre-payments)	18	258,143,624	279,887,991
Stock of Printing & Stationery	19	202,697	246,859
Cash and Cash Equivalents	20	554,916,113	577,342,607
Balance in hand		17,261,319	6,977,987
Cash at Banks		56,074,710	96,861,377
Fixed Deposit Receipt (FDR)		481,580,084	473,503,243
Total Assets		2,595,232,897	2,421,603,431
Net Asset Value (NAV) per share (Restate)	13	20.98	21.12

The annexed notes 1 to 35 form an integral part of these financial statements

Signed in terms of our annexed report of even date.


Moazzem Hossain
Director


Mahbubur Rahman
Chairman


SHAFIQ BASAK & CO.
Chartered Accountants
Signed By:
Md. Enayet Ullah FCA



Eastland Insurance Company Limited

Statement of Profit or Loss

(Profit & Loss Account)

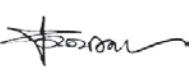
For the year ended December 31, 2019

Particulars	Notes	2019 Taka	2018 Taka
Underwriting Profit / (Loss) Transferred from :		154,221,718	122,850,659
Fire Insurance Revenue Account		(58,115,094)	(82,230,060)
Marine Insurance Revenue Account		169,259,415	155,432,607
Motor Insurance Revenue Account		36,647,366	48,916,176
Miscellaneous Insurance Revenue Account		6,430,031	731,936
Non-Operating Income:			
Interest, Dividend and Rents (Not applicable to any particular fund or account)		47,512,428	59,224,105
Interest received and accrued	21	35,953,130	33,847,493
Realized Gain/(Loss) on Share Investment		(2,207,531)	7,367,630
Dividend Income		11,717,891	17,561,202
Foreign Exchange Gain on Re-Insurance	22	1,607,503	-
Other Income	23	441,435	447,780
Total Income		201,734,146	182,074,764
Less: Expenses of Management (Not applicable to any particular fund or account)		72,736,803	68,686,430
Director's fees		2,366,667	1,421,250
Advertisement and Publicity/ sign board		1,439,879	1,470,117
Donations & Subscriptions		627,750	17,000
Registration Fees/ Fees & renewals		1,930,596	2,416,981
Legal and Professional Fees		2,138,374	868,440
Service Benefit		1,175,780	2,118,095
Group Insurance Premium		101,882	111,965
Share Demate Charges		146,955	112,909
Insurance Stamp		1,280,484	1,257,658
CSR Expenses		750,000	-
Credit Rating Fees		149,500	172,500
Bonus & Incentive		23,516,887	31,234,139
Interest on lease liability	4	3,002,615	-
Audit Fees		345,000	287,500
Interest on SOD		26,112,794	23,221,682
Depreciation	14	7,651,640	3,976,194
Profit Before Tax		128,997,343	113,388,334
Provision for Income Tax	8	15,605,000	4,249,000
Provision for Deferred Tax	9	910,000	139,000
Profit After Tax (Transfer to Profit & Loss Appropriation Account)		112,482,343	109,000,334
Total		201,734,146	182,074,764
Earnings Per Share- EPS (Restate)	24	1.45	1.41

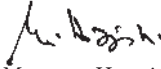
The annexed notes 1 to 35 form an integral part of these financial statements.

Signed in terms of our annexed report of even date.

Dated Dhaka
July 2, 2020


Arun Kumar Saha
Chief Executive Officer


Abu Sayeed Mohammad Quasem
Director


Moazzem Hossain
Director


Mahbubur Rahman
Chairman


SHAFIQ BASAK & CO.
Chartered Accountants
Signed By:
Md. Enayet Ullah FCA

Eastland Insurance Company Limited

Profit & Loss Appropriation Account

For the year ended December 31, 2019

Particulars	Notes	2019 Taka	2018 Taka
Opening Balance of Appropriation Accounts		90,219,913	103,804,662
Profit/(Loss) carried forward during the year		112,482,343	109,000,334
Transferred from General Reserve	2.02	4,500,000	30,500,000
Total		207,202,256	243,304,996
Appropriation			
Reserve for Exceptional Loss		40,500,000	50,016,000
Dividend for-2018		88,639,411	103,069,083
Retained Earnings transfer to Balance Sheet		78,062,845	90,219,913
Total		207,202,256	243,304,996

Other Comprehensive Income

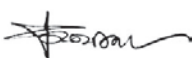
For the year ended December 31, 2019

Particulars	Notes	2019 Taka	2018 Taka
Profit after tax		112,482,343	109,000,334
Other Comprehensive Income/(Loss)	15.03	(71,636,704)	(14,504,087)
Total Comprehensive Income for the year		40,845,639	94,496,247

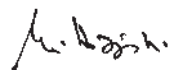
The annexed notes 1 to 35 form an integral part of these financial statements.

Signed in terms of our annexed report of even date.

Dated Dhaka
July 2, 2020


Arun Kumar Saha
Chief Executive Officer


Abu Sayeed Mohammad Quasem
Director


Moazzem Hossain
Director


Mahbubur Rahman
Chairman


SHAFIQ BASAK & CO.
Chartered Accountants
Signed By:
Md. Enayet Ullah FCA



Eastland Insurance Company Limited

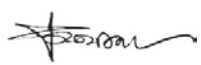
Statement of Cash Flows

For the year ended December 31, 2019

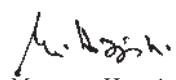
Particulars	Notes	2019 Taka	2018 Taka
A. CASH FLOW FROM OPERATING ACTIVITIES:			
Collection from Premium & Other income		988,274,802	1,036,293,402
Gain on Foreign Exchange Gain on Re-Insurance		1,607,503	-
Payment for Management Expenses,		(917,693,152)	(954,358,775)
Re-insurance, Claims , Commission,		(11,435,693)	(13,239,083)
Lease Interest & Income Tax			
Net Cash Flow from operating Activities		60,753,460	68,695,544
B. CASH FLOW FROM INVESTING ACTIVITIES :			
Investment in Shares & Fair Value Adjustment		(202,401,124)	(130,280,382)
Sale Proceeds of Investment in Shares		51,190,995	56,271,760
Purchase/Acquisition of Fixed Assets		(1,205,268)	(937,816)
Sale/Disposal of Fixed Assets		767,000	1,321,000
Interest Received on FDR & STD		32,459,618	22,119,349
Interest Received on Bonds		2,064,890	2,064,890
Dividend Received		11,717,891	17,561,202
Net Cash Flow from Investing Activities		(105,405,998)	(31,879,997)
C. CASH FLOW FROM FINANCING ACTIVITIES:			
Loan from SOD Account		134,530,801	20,000,000
Loan Re-payment to SOD Account		(57,955,947)	(37,700,000)
Cash Dividend paid		(49,429,915)	(51,312,617)
Lease Installment (Principal)		(4,918,895)	-
Net Cash Flow from Financing Activities		22,226,044	(69,012,617)
Net Increase/(Decrease) In Cash & Cash Equivalents (A+B+C)		(22,426,494)	(32,197,070)
Cash & Cash/Bank Equivalent/Balance at the beginning of the year		577,342,607	609,539,677
Cash & Cash/Bank Equivalent/Balance at the closing of the year		554,916,113	577,342,607
Net Operating Cash Flow Per Share (NOCFPS) (Restated)	25	0.78	0.89

Signed in terms of our annexed report of even date.

Dated Dhaka
July 2, 2020


Arun Kumar Saha
Chief Executive Officer


Abu Sayeed Mohammad Quasem
Director


Moazzem Hossain
Director


Mahbubur Rahman
Chairman


SHAFIQ BASAK & CO.
Chartered Accountants
Signed By:
Md. Enayet Ullah FCA

Eastland Insurance Company Limited

STATEMENT OF CHANGES IN SHARE HOLDERS' EQUITY

FOR THE YEAR ENDED DECEMBER 31, 2019

Particulars	Paid up Capital	Reserve for Exceptional Loss	General Reserve	Fair Value Reserve	Retained Earnings	Total Shareholders' Equity
Balance on December 31, 2018	738,661,760	564,609,324	50,000,000	194,619,714	90,219,913	1,638,110,711
Stock Dividend-2018	36,933,088	-	-	-	(36,933,088)	-
Cash Dividend-2018	-	-	-	-	(51,706,323)	(51,706,323)
Net Profit After Tax during the year	-	-	-	-	112,482,343	112,482,343
Reserve for Exceptional Loss	-	40,500,000	-	-	(40,500,000)	-
General Reserve	-	-	(4,500,000)	-	4,500,000	-
Fair Value Adjustment	-	-	-	(71,636,704)	-	(71,636,704)
Balance on December 31, 2019	775,594,848	605,109,324	45,500,000	122,983,010	78,062,845	1,627,250,027

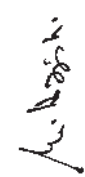
Particulars	Paid up Capital	Reserve for Exceptional Loss	General Reserve	Fair Value Reserve	Retained Earnings	Total Shareholders' Equity
Balance on December 31, 2017	687,127,220	514,593,324	80,500,000	209,123,801	103,804,662	1,595,149,007
Stock Dividend-2017	51,534,540	-	-	-	(51,534,540)	-
Cash Dividend-2017	-	-	-	-	(51,534,543)	(51,534,543)
Net Profit After Tax during the year	-	-	-	-	109,000,334	109,000,334
Reserve for Exceptional Loss	-	50,016,000	-	-	(50,016,000)	-
General Reserve	-	-	(30,500,000)	-	30,500,000	-
Fair Value Adjustment	-	-	-	(14,504,087)	-	(14,504,087)
Balance on December 31, 2018	738,661,760	564,609,324	50,000,000	194,619,714	90,219,913	1,638,110,711

Signed in terms of our annexed report of even date.

Dated Dhaka
July 2, 2020


Arun Kumar Saha
Chief Executive Officer


Abu Sayeed Mohammad Quasem
Director


Moazzem Hossain
Director


Mahbubur Rahman
Chairman


SHAFIQ BASAK & CO.
Chartered Accountants
Signed By:
Md. Enayet Ullah FCA



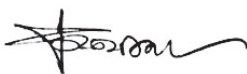
Eastland Insurance Company Limited

Consolidated Insurance Revenue Account

For the year ended December 31, 2019

Particulars	Notes	2019 Taka	2018 Taka
CLAIMS UNDER POLICIES LESS RE-INSURANCE		52,884,931	77,273,438
Claim Paid during the year		388,361,763	88,504,537
Add: R/I claims paid/adjusted on PSB		1,470,529	22,316,436
Add: Claims paid on re-insurance acceptance		38,438,410	-
Less: R/I loss claims recovered/(adjusted) on R/I cedence		-	-
Less: Claims recoverable on R/I		363,422,356	32,163,742
Add: Claims outstanding at the end of the year		23,439,628	34,295,045
Less: Claims recovered on PSB		1,107,998	20,619,966
Add: Outstanding claims recoverable on R/I		-	-
Less: Claims outstanding at the end of previous year		34,295,045	15,058,872
Agent Commission	26	143,798,110	155,708,829
Management Expenses	27	205,422,759	185,086,410
Balance of Fund and Accounts:			
Reserve for Unexpired Risk	3	205,537,354	205,543,699
Underwriting Profit/(Loss) transfer to Profit & Loss Accounts		154,221,718	122,850,659
Total		761,864,872	746,463,035

Dated Dhaka
July 2, 2020


Arun Kumar Saha
Chief Executive Officer


Abu Sayeed Mohammad Quasem
Director

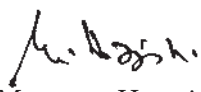
Eastland Insurance Company Limited

Consolidated Insurance Revenue Account

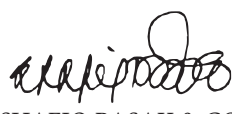
For the year ended December 31, 2019

Particulars	Notes	2019 Taka	2018 Taka
BALANCE OF ACCOUNT AT THE BEGINNING OF THE YEAR			
Reserve for Unexpired Risk		205,543,699	183,391,998
Premium less Re-insurances		508,275,964	505,641,892
Premium underwritten (Refund adjusted)		958,654,053	1,038,058,814
Add: Premium on PSB		76,667,062	76,561,262
Less: Re-insurance premium ceded		490,764,539	543,550,035
Less: Re-insurance premium on PSB		65,906,797	65,428,149
Add: Premium on re-insurance adjusted		29,626,185	-
Net Commission Earned on Re-insurances		48,045,209	57,429,145
Commission earned on R/I ceded		38,474,453	48,002,920
Less: Commission paid on R/I accepted		-	-
Add: Commission earned on PSB		9,570,756	9,426,225
Add: Profit Commission		-	-
Total		761,864,872	746,463,035

Signed in terms of our annexed report of even date.


Moazzem Hossain
Director


Mahbubur Rahman
Chairman


SHAFIQ BASAK & CO.
Chartered Accountants
Signed By:
Md. Enayet Ullah FCA



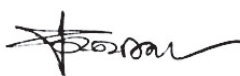
Eastland Insurance Company Limited

Fire Insurance Revenue Account

For the year ended December 31, 2019

Particulars	Notes	2019 Taka	2018 Taka
CLAIMS UNDER POLICIES LESS RE-INSURANCE		18,835,883	42,139,256
Claim Paid during the year		201,910,447	45,481,702
Add: R/I claims paid/adjusted on PSB		487,078	1,654,892
Add: Claims paid on re-insurance acceptance		38,438,410	-
Less: R/I loss claims recovered/(adjusted) on R/I cedece		-	-
Less: Claims recoverable on R/I		215,424,159	19,032,109
Add: Claims outstanding at the end of the year		13,150,045	19,290,201
Less: Claims recovered on PSB		435,737	1,021,261
Add: Outstanding claims recoverable on R/I		-	-
Less: Claims outstanding at the end of previous year		19,290,201	4,234,169
Agent Commission		74,486,587	75,056,361
Management Expenses		104,353,770	87,132,132
Balance of Fund and Accounts : Reserve for Unexpired Risk		57,280,687	39,948,723
Underwriting Profit/(Loss) transfer to Profit & Loss Accounts		(58,115,094)	(82,230,060)
Total		196,841,833	162,046,412

Dated Dhaka
July 2, 2020


Arun Kumar Saha
Chief Executive Officer


Abu Sayeed Mohammad Quasem
Director

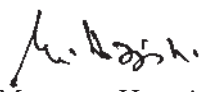
Eastland Insurance Company Limited

Fire Insurance Revenue Account

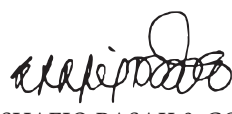
For the year ended December 31, 2019

Particulars	Notes	2019 Taka	2018 Taka
BALANCE OF ACCOUNT AT THE BEGINNING OF THE YEAR			
Reserve for unexpired risk		39,948,723	29,493,814
Premium less Re-insurances		143,201,716	99,871,807
Premium underwritten (Refund adjusted)		496,577,248	500,375,738
Add: Premium on PSB		12,576,881	9,419,527
Less: Re-insurance premium ceded		385,235,435	403,036,141
Less: Re-insurance premium on PSB		10,343,163	6,887,317
Add: Premium on re-insurance adjusted		29,626,185	-
Net Commission Earned on Re-insurances		13,691,394	32,680,791
Commission earned on R/I ceded		12,549,430	31,852,476
Less: Commission paid on R/I accepted		-	-
Add: Commission earned on PSB		1,141,964	828,315
Add: Profit Commission		-	-
Total		196,841,833	162,046,412

Signed in terms of our annexed report of even date.


Moazzem Hossain
Director


Mahbubur Rahman
Chairman


SHAFIQ BASAK & CO.
Chartered Accountants
Signed By:
Md. Enayet Ullah FCA



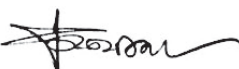
Eastland Insurance Company Limited

Marine Insurance Revenue Account

For the year ended December 31, 2019

Particulars	Notes	2019 Taka	2018 Taka
CLAIMS UNDER POLICIES LESS RE-INSURANCE		(457,634)	9,284,836
Claim Paid during the year		12,427,995	15,408,934
Add: R/I claims paid/adjusted on PSB		595,153	1,889,052
Add: Claims paid on re-insurance acceptance		-	-
Less: R/I loss claims recovered/(adjusted) on R/I cedence		-	-
Less: Claims recoverable on R/I		11,247,485	11,064,853
Add: Claims outstanding at the end of the year		6,161,298	7,987,049
Less: Claims recovered on PSB		407,546	1,231,583
Add: Outstanding claims recoverable on R/I		-	-
Less: Claims outstanding at the end of previous year		7,987,049	3,703,763
Agent Commission		48,410,926	58,933,458
Management Expenses		68,873,957	69,378,049
Balance of Fund and Accounts : Reserve for Unexpired Risk		104,021,272	117,023,748
Underwriting Profit/(Loss) transfer to Profit & Loss Accounts		169,259,415	155,432,607
Total		390,107,936	410,052,698

Dated Dhaka
July 2, 2020


Arun Kumar Saha
Chief Executive Officer


Abu Sayeed Mohammad Quasem
Director

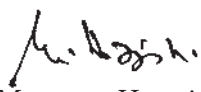
Eastland Insurance Company Limited

Marine Insurance Revenue Account

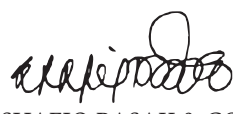
For the year ended December 31, 2019

Particulars	Notes	2019 Taka	2018 Taka
BALANCE OF ACCOUNT AT THE BEGINNING OF THE YEAR			
Reserve for unexpired risk		117,023,748	109,716,817
Premium less Re-insurances		254,485,760	284,342,014
Premium underwritten (Refund adjusted)		322,739,486	392,889,694
Add: Premium on PSB		22,065,836	20,087,803
Less: Re-insurance premium ceded		73,548,465	114,581,246
Less: Re-insurance premium on PSB		16,771,097	14,054,237
Add: Premium on re-insurance accepted		-	-
Net Commission Earned on Re-insurances		18,598,428	15,993,867
Commission earned on R/I ceded		15,342,293	13,294,272
Less: Commission paid on R/I accepted		-	-
Add: Commission earned on PSB		3,256,135	2,699,595
Add: Profit Commission		-	-
Total		390,107,936	410,052,698

Signed in terms of our annexed report of even date.


Moazzem Hossain
Director


Mahbubur Rahman
Chairman


SHAFIQ BASAK & CO.
Chartered Accountants
Signed By:
Md. Enayet Ullah FCA



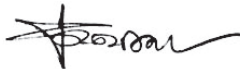
Eastland Insurance Company Limited

Miscellaneous Insurance Revenue Account

For the year ended December 31, 2019

Particulars	Motor	Others	2019 Taka	2018 Taka
CLAIMS UNDER POLICIES LESS RE-INSURANCE	29,597,159	4,909,523	34,506,682	25,849,346
Claim Paid during the year	32,384,711	141,638,610	174,023,321	27,613,901
Add: R/I claims paid/adjusted on PSB	67,416	320,882	388,298	18,772,492
Add: Claims paid on re-insurance acceptance	-	-	-	-
Less: R/I loss claims recovered/(adjusted) on R/I cedence	-	-	-	-
Less: Claims recoverable on R/I	2,424,292	134,326,420	136,750,712	2,066,780
Add: Claims outstanding at the end of the year	2,687,769	1,440,516	4,128,285	7,017,795
Less: Claims recovered on PSB	-	264,715	264,715	18,367,122
Add: Outstanding claims recoverable on R/I	-	-	-	-
Less: Claims outstanding at the end of previous year	3,118,445	3,899,350	7,017,795	7,120,940
Agent Commission	16,285,992	4,614,605	20,900,597	21,719,010
Management Expenses	22,808,170	9,386,862	32,195,032	28,576,229
Balance of Fund and Accounts : Reserve for Unexpired Risk	39,703,712	4,531,683	44,235,395	48,571,228
Underwriting Profit transferred to Profit & Loss Accounts	36,647,366	6,430,031	43,077,397	49,648,112
Total	145,042,399	29,872,704	174,915,103	174,363,925

Dated Dhaka
July 2, 2020


Arun Kumar Saha
Chief Executive Officer


Abu Sayeed Mohammad Quasem
Director

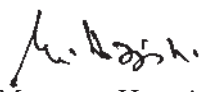
Eastland Insurance Company Limited

Miscellaneous Insurance Revenue Account

For the year ended December 31, 2019

Particulars	Motor	Others	2019 Taka	2018 Taka
BALANCE OF ACCOUNT AT THE BEGINNING OF THE YEAR				
Reserve for unexpired risk	42,945,479	5,625,749	48,571,228	44,181,367
Premium less Re-insurances	99,259,281	11,329,207	110,588,488	121,428,071
Premium underwritten (Refund adjusted)	108,573,295	30,764,024	139,337,319	144,793,382
Add: Premium on PSB	2,643,048	39,381,298	42,024,346	47,053,932
Less: Re-insurance premium ceded	11,868,873	20,111,767	31,980,640	25,932,648
Less: Re-insurance premium on PSB	88,189	38,704,348	38,792,537	44,486,595
Add: Premium on re-insurance accepted	-	-	-	-
Net Commission Earned on Re-insurances	2,837,639	12,917,748	15,755,387	8,754,487
Commission earned on R/I ceded	2,837,639	7,745,090	10,582,729	2,856,172
Less: Commission paid on R/I accepted	-	-	-	-
Add: Commission earned on PSB	-	5,172,658	5,172,658	5,898,315
Add: Profit Commission	-	-	-	-
Total	145,042,399	29,872,704	174,915,103	174,363,925

Signed in terms of our annexed report of even date.


Moazzem Hossain
Director


Mahbubur Rahman
Chairman


SHAFIQ BASAK & CO.
Chartered Accountants
Signed By:
Md. Enayet Ullah FCA



FORM AA

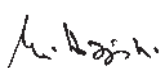
**Classified Summary of Assets of
Eastland Insurance Company Limited**
13 Dilkusha Commercial Area, Dhaka-1000.
As At December 31, 2019

Class of Assets	Book Value/Fair Value
Bonds (Including Government Treasury Bond)	25,000,000
Debentures	7,982,662
Shares	369,040,875
Fixed Deposits & STD Accounts with Banks	537,654,794
Cash In Hand & Current Accounts with Banks	17,261,319
Interest Accrued	13,735,730
Other Assets as specified below:	
a) Sundry Debtors	258,143,624
b) Furniture & Fixture	3,695,017
c) Renovation & Others	8,015,587
d) Office Equipment	773,979
e) Electric Installation & Appliances	749,043
f) Computer	2,446,645
g) Air Conditioner & Others	936,907
h) Vehicles	3,480,708
i) Land & Development	531,402,120
j) Software	508,338
k) Right Use of Asset (Lease)	20,851,493
l) Sundry Assets	525,707
m) Stock Of Stationery	202,697
n) Amount due from other persons or bodies carrying on insurance business	792,825,652
Total Taka	2,595,232,897

Signed in terms of our annexed report of even date.


Arun Kumar Saha
Chief Executive Officer


Abu Sayeed Mohammad Quasem
Director


Moazzem Hossain
Director


Mahbubur Rahman
Chairman


SHAFIQ BASAK & CO.
Chartered Accountants
Signed By:
Md. Enayet Ullah FCA

Notes to the Financial Statements

As at and for the year ended 31st December 2019

General:

Significant Accounting Policies And Relevant Information

i. Legal Status and brief profile of the company:

Eastland Insurance Company Limited (EICL), a first generation general insurance company, was incorporated on November 5, 1986 as a public limited company under the Companies Act 1913 (at present 1994) with the vision to be one of the premier non-life insurance companies and contribute significantly to the national economy. It obtained the Certificate of Registration for carrying on insurance business from the Chief Controller of Insurance on November 22, 1986. The company started its business with a paid up capital of Tk. 30.00 million against authorized capital of Tk.100.00 million being sponsored by a group of renowned business personalities and reputed industrialists of the country.

Meanwhile, both authorized and paid up capital of the company have been enhanced to Tk.1000.00 million and Tk. 775.59 million respectively as on December 31, 2019. EICL floated Initial Public Offerings (IPO) in 1994. The shares of the company are listed on both the bourses of the country under 'A' category issue. The company has been operating its business with a network of 27 branches in different key point /districts of the country. The company has been carrying on its business from its Head Office located at 13, Dilkusha C/A, Dhaka-1000.

ii. Date of issue of financial statements and approval thereof:

The Board of Directors of the Company in its meeting held on July 2, 2020 recommended for approval of shareholder of financial statements of the company for the year ended December 31, 2019 in next Annual General Meeting.

- iii. The Financial Statements have been prepared on a going concern basis under Generally Accepted Accounting Principles (GAAP) and practice in Bangladesh on historical cost convention, fair value and on accrual basis.
- iv. The Balance Sheet has been prepared in accordance with the regulations as contained in part I of the First Schedule and as per Form "A" as set forth in part II of that schedule and the Revenue account of each class of general insurance business has been prepared in accordance with the regulation as contained in part I of third schedule and as per Form 'F' as set forth in part II of that schedule of Insurance rules and also in compliance with the companies Act 1994. In addition, the Securities and Exchange Rules 1987, Listing Regulation of DSE & CSE, International Financial Reporting Standards (IFRS) as adopted by "The Institute of Chartered Accountants of Bangladesh" (ICAB) have also been complied with.
- v. Figures have been rounded off to the nearest Taka.
- vi. Last years figures have been re-arranged, wherever necessary, to conform to this year's presentation.
- vii. The total amount of the Premium earned on various classes of insurance business underwritten during the year, the gross amount of premium earned against policies issued, the amount of re-insurance premium due to Sadharan Bima Corporation (SBC) and General Insurance Corporation of India (GIC) and others, the amount of re-insurance commission earned and the amount of claims less re-insurance settled during the year have been duly accounted for in the books of accounts. The effect of re-insurance accepted and re-insurance ceded as well as the effect of total estimated liabilities in respect of outstanding claims being the share of the company at the end of the year whether due or intimated have also been duly reflected in order to arrive at the net underwriting profit for the year.



viii. Revenue / Premium recognition

Premium is recognized when insurance policies are issued. The sum of premium income as appeared in classified Revenue Accounts is net of the refund made, Re-insurance ceded and Re-insurance premium on Public Sector Insurance Business (PSB).

The premium in respect of Company's share of PSB is accounted for in the year in which the relevant statement of accounts received from Shadharan Bima Corporation. The statements of account for the period from July 01, 2018 to June 30, 2019 have been received from SBC and the Company's share of PSB for the aforesaid period has been accounted for in the financial statements accordingly.

Amount received against issue of marine cover notes are not recognized as income during the year unless issuance of policies. The said amount recognized as income as and when policies are issued or after one year from the date of expiry of the cover note.

Necessary adjustment in respect of re-insurance ceded and accepted in Bangladesh and abroad has duly been made in the respective Revenue Accounts as per Treaty Agreement made between the Company and Shadharan Bima Corporation (SBC) and General Insurance Corporation of India (GIC).

ix. Employee Benefits (IAS # 19)

1 Contributory provident fund

Company operates a provident fund, recognized by the Income Tax Authorities. Confirmed employees of the Company are eligible for the said provident fund. Employees of the Company contribute ten percent of their basic salary and the employers make a matching contribution. The provident fund is administered by a Board of Trustees and no part of the fund is included in the assets of the Company.

2 Gratuity

The Company operates a gratuity scheme under which a regular confirmed employee is entitled to benefit at a graduated scale based on the length of service. The Length of service for the purpose of gratuity shall be reckoned from the date of joining in the regular service of the Company. As per norms calculation of gratuity is made on the basis of last drawn basic salary. An employee will receive one month's basic salary for each completed year of service as per rules if he/she completed ten years service & above. Gratuity is payable only on resignation/ retirement from the company.

3 Other Benefits

In addition to the above, the Company provides other benefits to its employees like Performance Linked Variable Bonus (PLV), Group Life Insurance (GLI) and Car/Motor Cycle Loan Scheme subject to fulfillment of certain terms and conditions.

4 Workers Profit Participation Fund (WPPF)

The matter of provision for Workers Profit Participation Fund (WPPF) was referred to company's lawyer and as per his opinion, WPPF is not applicable in case of financial institutions like insurance companies.

x. Tax Assessment Position

Corporate tax assessment position of the company has been completed upto the assessment year 2013-2014 except the assessment year 2006-2007 against which reference of application submitted to the Honourable High Court. Filing of reference of application for the assessment year 2014-2015 is under process to the Honourable High Court. Submission of 2nd appeal is under process for the assessment year 2016-2017. The hearing of 2nd appeal for the assessment year 2017-2018 was completed. The assessment for the year 2018-2019 is pending before DCT level LTU, Dhaka and IT return of our company for the assessment year 2015-2016 and 2019-2020 have been submitted to the concerned tax circle in due time.

- xi. The Management expenses charged to Revenue Accounts amounting to Tk. 205,422,759 represented approximately 19.84% of gross premium of Tk.1,035,321,115 (including public sector business) and 40.42% of net premium of Tk.508,275,964 earned during the year. The said management expenses have been apportioned to various classes of business of the company taking into account the gross premium income.

xii. **Depreciation on Fixed Assets:**

Depreciation on fixed assets is charged on reducing balance method at rates varying from 10% to 20% depending on the estimated useful life of the assets. Provision for depreciation on fixed assets of significant value have been charged from the date of acquisition. The rate of depreciation is furnished below:

Category of Assets	Rate of Depreciation
Furniture & Fixtures	10%
Renovation & Others	10%
Air Conditioner & others	20%
Office Equipment	15%
Electrical Installation & Appliances	20%
Computer	20%
Intangible Assets/ Software	20%
Vehicles	20%
Sundry Assets	10%

- xiii. The provision for Income Tax has been made based on the prevailing tax rate that have been shown in the Statement of Financial Position.
- xiv. During the year under report, Gross premium underwritten by the company amounting to Tk.1,035,321,115 and the net premium earned by the company amounting to Tk.508,275,964 and net under writing profit were Tk. 154,221,718 as against Tk. 122,850,659 in the year 2018. During the year the net profit before tax was Tk.128,997,343 as against Tk. 113,388,334 in the preceding year.
- xv. **Impairment of Assets (IAS # 36)**
The carrying amounts of the company's non financial assets are reviewed at each reporting date to determine whether there is any Indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated. An impairment loss is recognized if the carrying amount of an asset or its cash generating units exceeds its estimated recoverable amount. Impairment losses are recognized in the profit and loss account. Considering the present conditions of the assets, management concludes that there is no such indication exists.
- xvi. **Segment reporting (IFRS # 8)**
A business segment is a distinguishable component of the Company pertaining to providing of services that are subject to risks and returns that are different from those of other business segments. The Company accounts for segment reporting operating results using the classes of business. The performance of segments is evaluated on the basis of underwriting results of each segment. The Company has four primary business segments for reporting purposes namely fire, marine, motor and miscellaneous.



xvii. **Statement of Cash Flows (IAS # 07)**

Statement of Cash Flows has been prepared in accordance with IAS-7 and the cash flow from the operating activities has been presented under direct method.

xviii. **Functional and presentational currency (IAS # 21)**

Financial statements of the company are presented in Bangladesh Taka, which is the company's functional and presentable currency.

xix. **Foreign currency translation (IAS # 21)**

Foreign currency transactions are converted into equivalent Taka currency at the ruling exchange rates on the respective date of such transaction as per IAS 21: "The Effects of Changes in Foreign Exchange Rates".

xx. **Borrowing costs (IAS # 23)**

Interest on borrowings of fund from bank against secured overdrafts is recognized as financial expenses according to IAS 23: "Borrowing Costs". Interest represented amount paid and accrued up to the end of the reporting year.

xxi. **Financial instruments**

IFRS 9 sets out requirements for recognizing and measuring financial assets, financial liabilities and some contracts to buy or sell non-financial items.

The details of new significant accounting policies and the nature and effect of the changes to previous accounting policies are set out below.

Classification and measurement of financial assets and financial liabilities

IFRS 9 largely retains the existing requirements in IAS 39 for the classification and measurement of financial liabilities. However, it eliminates the previous IAS 39 categories for financial assets of held to maturity, loans and receivables and available for sale.

The adoption of IFRS 9 has not had a significant effect on The Company's accounting policies related to financial Assets. The impact of IFRS 9 on the classification and measurement of financial assets is set out below.

Under IFRS 9, on initial recognition, a financial asset is classified as measured at: amortised cost; Fair Value through Other Comprehensive Income (FVOCI) – debt investment; Fair Value through Other Comprehensive Income (FVOCI) – equity investment; or Fair Value Through Profit or Loss (FVTPL). The classification of financial assets under IFRS 9 is generally based on the business model in which a financial asset is managed and its contractual cash flow characteristics. Derivatives embedded in contracts where the host is a financial asset in the scope of the standard are never separated. Instead, the hybrid financial instrument as a whole is assessed for classification.

A financial asset is measured at amortised cost if it meets both of the following conditions and is not designated as at FVTPL:

- a) it is held within a business model whose objective is to hold assets to collect contractual cash flows; and
- b) its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

A debt investment is measured at FVOCI if it meets both of the following conditions and is not designated as at FVTPL:

- a) it is held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets; and
- b) its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

On initial recognition of an equity investment that is not held for trading, the company may irrevocably elect to present subsequent changes in the investment's fair value in OCI. This election is made on an investment-by-investment basis.

All financial assets not classified as measured at amortised cost or FVOCI as described above are measured at FVTPL.

A financial asset (unless it is a trade receivable without a significant financing component that is initially measured at the transaction price) is initially measured at fair value plus, for an item not at FVTPL, transaction costs that are directly attributable to its acquisition.

The following accounting policies apply to the subsequent measurement of financial assets.

Financial assets at FVTPL

These assets are subsequently measured at fair value. Net gains and losses, including any interest or dividend income, are recognised in profit or loss.

Financial assets at amortised cost

These assets are subsequently measured at amortised cost using the effective interest method. The amortised cost is reduced by impairment losses. Interest income, foreign exchange gains and losses and impairment are recognised in profit or loss. Any gain or loss on derecognition is recognised in profit or loss. Trade receivables are classified as Financial assets measured at amortised cost.

Debt investments at FVOCI

These assets are subsequently measured at fair value. Interest income calculated using the effective interest method, foreign exchange gains and losses and impairment are recognised in profit or loss. Other net gains and losses are recognised in OCI. On derecognition, gains and losses accumulated in OCI are reclassified to profit or loss.

Equity investments at FVOCI

These assets are subsequently measured at fair value. Dividends are recognised as income in profit or loss unless the dividend clearly represents a recovery of part of the cost of the investment. Other net gains and losses are recognised in OCI and are never reclassified to profit or loss.

Impairment of financial assets

IFRS 9 replaces the 'incurred loss' model in IAS 39 with an 'expected credit loss' (ECL) model. The new impairment model applies to financial assets measured at amortised cost, contract assets and debt investments at FVOCI, but not to investments in equity instruments.

The financial assets at amortised cost consist of trade receivables, cash and cash equivalents, and corporate debt securities.

The Company measures loss allowances at an amount equal to ECL from trade receivables.

When determining whether the credit risk of a financial asset has increased significantly since initial recognition and when estimating ECLs, The Company considers reasonable and supportable information that is relevant and available without undue cost or effort. This includes both quantitative and qualitative information and analysis, based on The Company's historical experience and informed credit assessment and including forward-looking information.

The Company considers a financial asset to be in default when the debtor is unlikely to pay its credit obligations to the company in full, without recourse by The Company to actions such as realizing security (if any is held).



Measurement of Expected Credit Losses (ECL)

ECLs are a probability-weighted estimate of credit losses. Credit losses are measured as the present value of all cash shortfalls (i.e. the difference between the cash flows due to the entity in accordance with the contract and the cash flows that the company expects to receive). ECLs are discounted at the effective interest rate of the financial asset.

At each reporting date, the company assesses whether financial assets carried at amortised cost and debt securities at FVOCI are credit-impaired. A financial asset is 'credit-impaired' when one or more events that have a detrimental impact on the estimated future cash flows of the financial asset have occurred. The Company uses Lifetime Expected Credit Loss method for Trade receivables.

Presentation of impairment

Loss allowances for financial assets measured at amortised cost are deducted from the gross carrying amount of the assets. For debt securities at FVOCI, the loss allowance is recognised in OCI, instead of reducing the carrying amount of the asset. Impairment losses related to trade receivables and others, including contract assets, are presented separately in the notes to the financial statement.

xxii. Changes in accounting policies (IFRS 16):

IFRS 16 replaces the existing lease standard IAS 17 from the period January 01, 2019. The standard requires that the lessee would recognise the Right of Use Assets (ROU) assets regarding non-cancellable lease contract. The entity does not have significant impact on adaptation of the new lease standard.

The entity recognised all lease agreement that are non-cancellable with regard to vehicles as ROU assets that was previously recognised as operating lease. Recognition of ROU assets regarding lease rental of office premises (Significant value) has not been made as management and related regulatory bodies are yet to direct proper implementation guideline in this regard. Future lease liability has been discounted using the incremental borrowing rate and accordingly accounted for as ROU asset and corresponding lease liability based on the lease payment schedule.

The entity has not recognised right of used assets for cancellable short term lease agreement and leases for which the underlying assets is of low value in accordance with para 5 of IFRS 16.

The entity has adopted the retrospective modified approach as per guide line of Appendix C5 of IFRS 16 where the no opening balance of 2018 has been restated. The impact has been given from January 01, 2019 and subsequently. Initially Right of use asset has been Tk. 12,686,856 and addition of Tk.12,334,936 and corresponding lease liability of Tk. 25,021,792 and closing balance of Lease liability stands at Tk. 20,102,897. Details of calculations are also given to note # 4 to the financial statements

1. SHARE CAPITAL

	<u>2019</u>	<u>2018</u>
Issued, Subscribed & Paid-up Capital	Tk. 775,594,848	Tk. 738,661,760

Issued, Subscribed and paid up capital consists of 77,559,485 ordinary shares of Tk.10/- each fully paid up.

<u>Category of Shareholders</u>		<u>No. of Shares</u>
1. Sponsors/Directors	(41.84%)	32,451,202
2. General Public	(31.79%)	24,652,176
3) Institutions Including ICB	(26.37%)	20,456,107
		77,559,485

Distribution Schedule of Paid-up Capital

As per listing Rules of Stock Exchanges, a distribution schedule of each class of equity shares, the number of share holders and percentage thereof as on December 31, 2019 is given below:

Class Interval	No. of Shares	No. of Shareholders	% of Total Holdings
Below 5,000	2,941,592	3,256	3.79
5,000-50,000	9,293,722	643	11.98
50,001-100,000	3,555,142	51	4.58
100,001-200,000	5,023,760	34	6.48
200,001-300,000	3,333,538	13	4.30
300,001-400,000	1,016,408	3	1.31
400,001-500,000	1,348,557	4	1.74
500,001-1,000,000	6,104,374	8	7.87
1,000,001-10,000,000	44,942,392	25	57.95
Above 10,000,000	NIL	NIL	NIL
	77,559,485	4,037	100.00

2. Reserve and Surplus: TK. 851,655,179

	Notes	2019	2018
Reserve For Exceptional Loss	2.01	605,109,324	564,609,324
Fair Value Reserve	15.03	122,983,010	194,619,714
General Reserve		45,500,000	50,000,000
Profit & Loss Appropriation Account		78,062,845	90,219,913
Total Taka		851,655,179	899,448,951

2.01 Reserves for Exceptional Loss: TK. 605,109,324

The amount has been arrived at as under:

Balance as at January 01, 2019

Tk. 564,609,324

Add : Appropriation made during the year
(being 10% on premium income)

Tk. 40,500,000

Total Tk.

605,109,324

Reserve for exceptional loss for Tk. 40,500,000 as appropriated out of current year's profit before tax equivalent to 10% of premium earned during the year as per provision of para 06 of 4th Schedule of Income Tax Ordinance 1984.

2.02 Transferred From General Reserve: TK. 4,500,000

Taka 4,500,000 has been transferred to undistributed Profit & Loss Account during the year for recommendation of dividend as per Board decision from the above fund.

3. Balance of Fund and Accounts: TK. 205,537,354

Surplus (deficit) on Revenue Accounts has been arrived after making necessary provision for un-expired risk @ 40% of net premium income on all business except Marine Hull & Aviation Insurance for which provision has been made @100% on net premium income.



4. Lease Liability (IFRS # 16) : TK. 13,100,058

16 (sixteen) vehicles (including 5 procured in 2019) financed by IDLC Finance Limited through Lease Finance Arrangement. The total of future lease payments against leased assets meeting requirements of IFRS-16 are furnished below:

Figure in: Taka

Year	Interest Payment	Principal Payment	Total Lease Payment	Discount Factor @ 12%	Present Value of Lease Payments
2019	2,405,449	5,516,061	7,921,510	0.8929	7,072,777
2020	2,300,425	7,114,762	9,415,187	0.7972	7,505,729
2021	1,409,700	5,260,347	6,670,047	0.7118	4,747,608
2022	886,040	3,497,995	4,384,035	0.6355	2,786,133
2023	435,262	3,358,702	3,793,964	0.5674	2,152,797
2024	55,695	1,437,990	1,493,685	0.5066	756,747
Total	7,492,571	26,185,857	33,678,428		25,021,792

Here, Right use of Assets TK. 25,021,792

Year	Lease Liability b/f A	Lease Payment B	Interest C= A*12%	Decrease in Lease liability D= B-C	Lease Liability c/f E= A-C
2019	25,021,792	7,921,510	3,002,615	4,918,895	20,102,897
2020	20,102,897	9,415,187	2,412,348	7,002,839	13,100,058
2021	13,100,058	6,670,047	1,572,007	5,098,040	8,002,018
2022	8,002,018	4,384,035	960,242	3,423,793	4,578,225
2023	4,578,225	3,793,964	549,387	3,244,577	1,333,648
2024	1,333,648	1,493,685	160,037	1,333,648	-
Total		33,678,428	8,656,636	25,021,792	

Here, Current Lease Liability Tk. 7,002,739 and Long-term Lease Liability Tk. 13,100,058.

5. Premium Deposits : TK. 85,720,074

The balance represented the amount received against cover notes for which insurance policies were not issued within December 31, 2019 while the risks against non marine and marine hull have been assumed from the Issuance of cover notes, but risks against marine cargo have not been assumed until shipment advices received and accordingly, policies are issued.

6. Unclaimed Dividend : TK. 7,374,439

Cash Dividend as approved by the shareholders in respective Annual General Meeting be transferred to the Bank account of share holder as maintained in their BO ID through BFTN. In some cases dividend returned due to non update of bank information of shareholders in their BO ID. We subsequently settled through issue of dividend warrants.

7. Estimated liability in respect of outstanding claims whether due or intimated: TK. 23,439,628

	2019	2018
Fire	13,150,045	19,290,201
Marine	6,161,298	7,987,049
Miscellaneous	4,128,285	7,017,795
Total Taka	23,439,628	34,295,045

All the claims against which the company received information within December 31, 2019 have been taken into consideration while estimating the liability in respect of outstanding claims (own share).

8. Provision for Income Tax : TK. 225,889,652

The above amount has been arrived at as under:

Balance as at January 01, 2019	210,284,652
Add: Income tax provision made during the year (Note:09)	15,605,000
Tk.	225,889,652

9. Provision for Deferred Tax (IAS # 12) : TK. 2,704,000

The company recognized deferred tax in accordance with the provision of IAS 12. Deferred tax arises due to temporary difference deductible or taxable for the events or transaction recognized in the profit and loss account. A temporary difference is the difference between tax bases of an asset or liability and its carried amount/reported amount in the financial statements. Deferred tax as assets or liability is the amount of income tax payable or recoverable in future period(s) recognized in the current period. The deferred tax as assets / liability do not create a legal liability/recoverability from the income tax authority. An amount of Tk. 2,704,000 has been recognized in the financial statement as deferred tax liability as on December 31, 2019. The above amount has been arrived at as under:

Balance as at January 01, 2019	1,794,000
Add: Provision written back during the year	910,000
Tk.	2,704,000

Detailed Computation of Corporate Tax & Deferred Tax Provisions:

Particulars	Taka	Taka	Taka
Pre Tax Profit		128,997,343	
Less:			
Reserve for Exceptional Losses	40,500,000		
Gain from Share Trading	-		
Dividend Received	11,717,891		
Bangladesh Bank Treasury Bond	2,875,150		
		55,093,041	
		73,904,301	
Less: Adjustment of Business Losses		<u>38,552,266</u>	
Corporate Tax @ 37.50%		35,352,035	13,257,013

Business Losses -2015	(17,285,261)		
Business Profit -2016	624,337		
Business Losses -2017	(57,973,326)		
Business Profit -2018	<u>36,081,984</u>		
Total Business Losses Balance	(38,552,266)		

Gain on Share Trade 10%		-	-
On Dividend Received 20%		11,717,891	<u>2,343,578</u>
Total Tax Provision (Regular Tax Liability)			15,600,592
Add: Deferred Tax Provision			<u>908,036</u>

Carrying Value of Fixed Assets (as on 31 -12-19)	552,534,051		
Less: Tax Base Value of Assets (as on 31 -12-19)	<u>545,328,621</u>		
Taxable Temporary Difference	7,205,430		



Deferred Tax Liability @ 37.50% rate on taxable temporary difference	2,702,036		
Less: Deferred Tax Liability -2018	<u>1,794,000</u>		
Deferred Tax Provision	908,036		
Total Tax Liability			16,508,628
Current Year (Regular Tax Liability)		15,605,000	
Deferred Tax		910,000	
Total Tax		16,515,000	
Lump sum Tax Provision			16,515,000

10. Amount due to other persons or bodies carrying on insurance business: TK. 4,941,248

	2019	2018
Bangladesh General Insurance Co. Ltd.	71,336	71,336
Green Delta Insurance Co. Ltd.	-	382,718
Pioneer Insurance Co. Ltd.	691,134	-
Nitol Insurance Company Ltd.	4,057,231	4,885,644
Rupali Insurance Company Ltd.	102,274	3,332,311
Global Insurance Company Ltd.	19,273	19,273
Total Taka	4,941,248	8,691,282

11. Overdrawn on Current Account: Tk. 303,570,926

The company has been maintaining a Secured Overdraft Account No. SOD 0002-0120000602 with NCC Bank Ltd. Motijheel Branch since 2009. This overdraft account used for prompt settlement of large claims. The SOD account subsequently is settled by the amount of reinsurance claim recovery.

12. Sundry Creditors: TK. 88,702,652

	2019	2018
VAT (Dec., 2019)	10,143,790	13,563,133
Duty Stamp	12,711,272	16,158,718
Employees' Income Tax	-	-
Provision for Audit Fee	923,025	865,525
Agent Tax	2,742,563	1,008,072
Other Provisions & Funds	23,492,330	15,735,853
Company's Liability to P.F.	38,689,672	33,971,324
Total Taka	88,702,652	81,302,625

13. Net Asset Value (NAV) per share (IAS # 33)

$$\text{Year 2019} = \frac{\text{Shareholders' Equity}}{\text{Outstanding Number of Shares}} = \frac{1,627,250,027}{77,559,485} = \text{Tk. 20.98 per share of Tk.10/-each}$$

$$\text{Year 2018} = \frac{\text{Shareholders' Equity}}{\text{Outstanding Number of Shares}} = \frac{1,638,110,711}{77,559,485} = \text{Tk. 21.22 per share of Tk.10/-each}$$

14. Property, Plant and Equipment (at cost less accumulated depreciation) TK. 573,385,544
All fixed assets are stated as per International Accounting Standard (IAS) – 16, “Property, Plant and Equipment”

Figure in Taka

Particulars	Furniture & Fixture	Renovation & Others	Air Conditioner & Others	Office Equipment	Electric Installation & Appliances	Computer	Motor Vehicle	Land & Development	Intangible Assets/ computer software	Right Use of Asset (Lease)	Sundry Assets	Total
Cost:												
Accumulated Cost as at January 01, 2019	18,100,271	23,885,695	6,501,544	8,242,949	2,954,782	8,461,471	30,462,658	531,402,120	1,950,000	12,686,856	1,968,684	646,617,030
Addition during the year	281,450	19,418	275,665	-	-	128,826	344,034	-	155,875	12,334,936	-	13,540,204
Disposal during the year	-	-	-	-	-	-	(3,924,000)	-	-	-	-	(3,924,000)
Accumulated Cost as at December 31, 2019	18,381,721	23,905,113	6,777,209	8,242,949	2,954,782	8,590,297	26,882,692	531,402,120	2,105,875	25,021,792	1,968,684	656,233,234
Depreciation												
Accumulated Depreciation as at January 01, 2019	14,291,783	14,999,984	5,640,533	7,332,386	2,018,479	5,548,094	26,076,205	-	1,489,937	-	1,384,565	78,781,965
Depreciation for the year	394,921	889,542	199,769	136,584	187,261	595,558	911,694	-	107,600	4,170,299	58,412	7,651,640
Depreciation Adjusted during the year	-	-	-	-	-	-	(3,585,915)	-	-	-	-	(3,585,915)
Accumulated Depreciation as at December 31, 2019	14,686,704	15,889,526	5,840,302	7,468,970	2,205,739	6,143,652	23,401,984	-	1,597,537	4,170,299	1,442,977	82,847,690
Written Down value as at December 31, 2019	3,695,014	8,015,587	936,907	773,979	749,043	2,446,645	3,480,708	531,402,120	508,338	20,851,493	525,707	573,385,544



15. Investments: TK. 377,023,537

	Notes	2019	2018
Debentures	15.01	7,982,662	7,982,662
Fair Value of Investment in Shares	15.02	369,040,875	472,671,361
	Total Taka	377,023,537	480,654,023

15.01 Debentures: TK. 7,982,662

The balance has been arrived at as under:

	Beximco Denims Ltd.	Beximco Textiles Ltd.	Total
Balance as on January 01, 2019	7,204,650	778,012	7,982,662
Add: Interest accrued during the year	-	-	-
Less: Installment received during the year	-	-	-
Balance as on December 31, 2019	7,204,650	778,012	7,982,662
No payment was received during the year	-	-	-

Debenture of Beximco Denims & Textiles Ltd.

ICB as a trustee of the aforesaid investment in Debenture of Beximco Group lodged Artha Jari cases for recovery on behalf of institutional investors which is under judgment of Artha Rin Adalat and thus no provision was made in the Financial Statements.

15.02 Fair Value of Investment in Shares: TK. 369,040,875 (IFRS # 9)

Sl. No.	Name of the Company	No. of Share as on 31.12.2019	Value at Cost as on 31.12.2019	Fair Market Value as on 31.12.2019	Value at Cost as on 31.12.2018	Fair Market Value as on 31.12.2018
	Listed Shares					
1	BRAC Bank Limited	17,537	1,298,163	1,001,363	9,700,642	8,269,625
2	Mercantile Bank Limited	845,250	20,277,644	11,157,300	20,277,644	13,230,000
3	Prime Bank Limited	170,795	6,019,477	3,108,469	5,545,377	2,638,890
4	AB Bank Limited	350,000	8,171,011	2,765,000	8,171,011	4,200,000
5	Southeast Bank Limited	55,000	961,344	737,000	5,759,895	4,673,370
6	ONE Bank Limited	32,978	716,427	339,673	1,254,584	787,500
7	NCC Bank Limited	509,250	9,111,290	6,111,000	9,111,290	7,711,500
8	Premier Bank Limited	-	-	-	3,534,259	2,691,000
9	Al-Arafah Islami Bank Limited	155,550	3,902,361	2,675,460	5,373,743	4,179,000
10	First Security Islami Bank Limited	53,486	789,582	518,814	1,682,700	1,129,502
11	EXIM Bank Limited	525,000	9,796,669	5,302,500	9,796,669	6,195,000
12	The City Bank Limited	256,908	12,373,912	5,420,759	12,045,512	7,087,185
13	Uttara Bank Limited	-	-	-	1,063,710	712,500
14	National Bank Limited	15	120	122	-	-
15	IDLC Finance Limited	32,400	2,955,961	1,470,960	3,868,295	2,955,280
16	Green Delta Mutual Fund	500,000	5,000,000	4,000,000	5,000,000	3,750,000
17	Fareast Life Insurance Company Limited	34,533	4,325,952	1,712,837	4,325,952	2,182,486
18	National Life Insurance Company Limited	-	-	-	207,469	293,167
19	Prime Islami Life Insurance Limited	44,342	7,298,873	2,225,968	7,298,873	2,567,402
20	Delta Life Insurance Company Limited	13,000	2,447,787	1,020,500	2,447,787	1,427,400
21	MJL Bangladesh Limited	-	-	-	3,156,013	2,604,000
22	Meghna Petroleum Limited	119,871	29,225,685	19,634,870	35,549,615	27,499,577
23	British American Tobacco Bangladesh	600	839,970	581,940	-	-
24	Khulna Power Company Limited	10,000	696,000	467,000	-	-
25	Lafarge Surma Cement Limited	71,000	9,573,754	2,385,600	9,573,754	3,088,500
26	Beximco Pharmaceuticals Limited	-	-	-	216,079	158,200
27	Square Pharmaceuticals Limited	2,140	567,130	406,600	3,382,022	2,971,598
28	The Acme Laboratories Limited	122,998	14,226,532	7,490,578	14,226,532	10,565,528
29	ACI Limited	29,719	12,150,347	5,393,999	12,150,347	8,429,987
30	Monno Fabrics Limited	61,500	922,500	461,250	922,500	676,500
31	Square Textile Limited	32,301	2,840,426	1,001,331	2,840,426	1,521,377
32	Envoy Textiles Limited	11,928	607,118	297,007	607,118	432,986
33	National Housing Finance & Investment Ltd.	5,635,624	41,148,560	179,776,406	41,148,560	244,381,172
	Sub Total	9,693,725	208,244,595	267,464,305	240,238,377	379,010,231
	Non Listed Shares					
34	Industrial & Infrastructure Development Finance Company Limited (IIDFC)	9,586,476	36,243,820	95,864,760	36,243,820	87,949,320
35	Central Depository Bangladesh Limited	571,181	1,569,450	5,711,810	1,569,450	5,711,810
	Sub Total	10,157,656	37,813,270	101,576,570	37,813,270	93,661,130
	Grand Total	19,851,381	246,057,865	369,040,875	278,051,647	472,671,361



15.03 Other Comprehensive Income/(Loss): TK. (71,636,704)

	2019	2018
Changes in fair value of the shares available for sale		
Fair value of the investment	369,040,875	472,671,361
Less: Cost price of the investment	246,057,865	278,051,647
Fair value reserve at December 31, 2019	122,983,010	194,619,714
Less: Fair value reserve at January 01, 2019	194,619,714	209,123,801
Other Comprehensive Income/(Loss)	(71,636,704)	(14,504,087)

16. Interest accrued but not received: TK.13,735,730

	2019	2018
Debt Interest	2,643,853	2,643,853
FDR Interest	10,281,617	8,852,995
Bangladesh Govt. Treasury Bond	810,260	810,260
Total Taka	13,735,730	12,307,108

17. Amount due from other persons or bodies carrying on insurance business: TK. 792,825,652

	2019	2018
Sadharan Bima Corporation (SBC)	420,247,516	147,347,036
General Insurance Corporation (GIC India)	124,058,816	203,315,598
Protection Insurance Services (Bahrain)	90,231,686	87,987,086
Tyser & Co.	24,044,983	50,622,025
Heritage	29,442,419	-
Salsar	59,406,771	-
Alliance	19,986,310	-
Indo Arab	20,000,009	-
Pragati Insurance Ltd.	1,747,225	1,744,889
Green Delta Insurance Co. Ltd.	3,510,496	-
United Insurance Co. Ltd.	149,421	-
Total Taka	792,825,652	491,016,634

18. Sundry Debtors : TK. 258,143,624

	2019	2018
Agents Balance	12,857,969	5,340,016
Advance against Office Rent	3,656,019	3,969,242
Advance against Exp. (Misc. Adv.)	870,000	50,906,720
Advance against Company's Income Tax (18.01)	220,705,616	209,404,922
House Building Loan	-	65,000
Advance against Motor Vehicle	159,634	405,560
Deposits & Pre-payments	19,585,806	9,796,531
Lease Deposits	308,580	-
Total Taka	258,143,624	279,887,991

18.01 Advance Against Company's Income Tax: TK. 220,705,616

The amount has been arrived at as under:

Opening Balance as on January 01, 2019	209,404,922
Add: Paid during the year	4,973,100
Add: Deduction made during the year at source	6,327,594
Total Taka	220,705,616

19. Stock of Printing & Stationery: TK. 202,697

Valuable unused insurance documents and stationeries at the yearend are assessed and valued by a Management Committee.

20. Cash & Cash equivalents : TK. 554,916,113

	2019	2018
Fixed Deposit with Banks	481,580,084	473,503,243
Cash at Banks	56,074,710	96,861,377
Balance in hand	17,261,319	6,977,987
Total Taka	554,916,113	577,342,607

21. Interest received and accrued: TK. 35,953,130

	2019	2018
Interest on STD & FDR	33,077,980	30,972,343
Bangladesh Govt. Treasury Bond	2,875,150	2,875,150
National Bank Subordinated Bond	-	-
Total Taka	35,953,130	33,847,493

22. Foreign Exchange Gain on Re-Insurance: TK. 1,607,503

		Losses Recoverable	Losses Recovered	Gain/(Loss)
Incepta Group	SBC	65,679,438	67,001,036	1,321,598
	JBB	65,679,438	66,756,925	1,077,487
Apex Group	JBB	58,362,329	57,863,326	(499,003)
Nasir Group	GIC-Bhutan	13,109,052	12,816,473	(292,579)
	Total Taka			1,607,503

23. Other Income : TK. 441,435

	2019	2018
Profit on sale of old vehicles	428,915	390,429
Miscellaneous Income	12,520	57,351
Total Taka	441,435	447,780

24. Earnings Per Share (IAS # 33)

$$\text{Year 2019} = \frac{\text{Net profit attributable to Shareholders}}{\text{Outstanding Number of Shares}} = \frac{112,482,343}{77,559,485} = \text{Tk. 1.45 per share of Tk.10/-each}$$

$$\text{Year 2018} = \frac{\text{Net profit attributable to Shareholders}}{\text{Outstanding Number of Shares}} = \frac{109,000,334}{77,559,485} = \text{Tk. 1.41 per share of Tk.10/-each}$$

24.01 Diluted Earnings Per Share (IAS # 33)

Diluted earnings per share reflects the potential dilution that could occur if additional ordinary shares are assumed to be issued under securities or contracts that entitle their holders to obtain ordinary shares in future, to the extent such entitlement is not subject to unresolved contingencies. At 31st December 2019, there was no scope for dilution and hence no diluted EPS is required to be calculated.



25 Net Operating Cash Flows Per Share

Net Operating Cash Flows Per Share (NOCFPS) has been calculated based on weighted average number of 77,559,485 shares outstanding during the period. NOCFPS in respect of previous period has been restated based on 77,559,485 shares. Details calculations are as follows:

$$\text{Year 2019} = \frac{\text{Net cash generated from operating activities}}{\text{Outstanding Number of Shares}} = \frac{60,753,460}{77,559,485} = \text{Tk. 0.78 per share of Tk.10/-each}$$

$$\text{Year 2018} = \frac{\text{Net cash generated from operating activities}}{\text{Outstanding Number of Shares}} = \frac{68,695,544}{77,559,485} = \text{Tk. 0.89 per share of Tk.10/-each}$$

25.01 Reconciliation of net profit to net operating cash flow:

Particulars			Amount
Net Income before tax			128,997,343
Add: Depreciation for the period being non-cash expense			7,651,640
Add: Loss on Sale of Share			2,207,531
Assets	Dec'2019	Dec'2018	Difference
Decrease in Fair value of investment in share	369,040,875	472,671,361	103,630,486
Increase in Interest, Dividend & Rents O/S	13,735,730	12,307,108	(1,428,622)
Increase in Amount Due From other persons	792,825,652	491,016,634	(301,809,018)
Decrease in Sundry Debtors	258,143,624	279,887,991	21,744,367
			(177,862,787)
Liabilities			
Increase in Premium Deposit	85,720,074	35,600,108	50,119,966
Decrease in Fair Value Reserve	122,983,010	194,619,714	(71,636,704)
Decrease in Estimated Liability	23,439,628	34,295,045	(10,855,417)
Decrease in Amount Due to other persons	4,941,248	8,691,282	(3,750,034)
Increase in Lease Liability	7,002,839	-	7,002,839
Increase in Provision for Income Tax	225,889,652	210,284,652	15,605,000
Increase in Provision for Deferred Tax	2,704,000	1,794,000	910,000
Increase in Sundry Creditors & Unclaimed Dividend	97,474,362	86,400,656	9,676,435
Increase in SOD	303,570,926	200,883,278	102,687,648
			121,276,471
Net Cash generated from operating activities			60,753,460

26. Agent Commission : TK. 143,798,110

Class of Business	2019	2018
Fire	74,486,587	75,056,361
Marine Cargo	46,856,925	56,333,194
Marine Hull	1,554,001	2,600,264
Motor	16,285,992	15,966,631
Miscellaneous	4,614,605	5,752,379
Total Taka	143,798,110	155,708,829

27. Schedule of Management Expenses: TK. 205,422,759

Particulars	2019	2018
Salary & Wages	147,140,431	138,140,234
Printing	2,093,815	1,706,005
Entertainment	992,568	889,214
Conveyance	2,084,629	662,543
Office Rent	19,118,460	18,049,527
Electric Expenses	1,706,565	1,230,054
Telephone Expenses	1,351,504	1,512,095
Travelling Expenses	2,122,153	939,088
Postage & Stamp	579,204	659,249
Office Maintenance	688,935	546,135
Car/Motor Cycle Maintenance	2,350,777	583,134
Repairs & Maintenance	276,180	129,985
Car/Motor Fuel	1,521,425	315,491
Car/Motor Cycle /Other Premium	1,071,783	825,719
Car Rent	2,737,618	403,231
Paper & Periodicals	102,353	100,422
Coolie Cartage	20,750	25,825
Bank Charges	603,271	305,276
Cookeries & Cutleries	13,249	21,435
Wasa Expenses	121,717	358,616
Uniform & Liveries	271,998	140,608
Service Charges	1,223,712	643,242
Company's Contribution To PF	7,559,739	7,144,778
Research & Training	121,411	94,922
Computer Expenses	458,881	448,048
A.G.M., Board Meeting & E.C. Meeting Exp.	538,441	696,280
Branch Conference Exp.	870,075	561,426
Rating & Inspection Fee	326,067	435,833
Internet Bill	488,821	708,615
Stationery	999,365	941,874
Branch Opening Exp.	63,680	59,350
Share Of Management Expenses (PSB-SBC)	5,803,182	5,808,156
Total Taka	205,422,759	185,086,410



28. **Payments to Directors / Officers (Key management personnel as per IAS 24):**

The aggregate amount paid / provided to the Chief Executive Officer and officers up to Manager Level, during the year having taxable income is given below:

	Managing Director	Officers
Chief Executive Officer's emolument	2,250,000	-
Salary-Officers	-	63,848,780
Company's contribution to provident fund	-	5,680,078
Bonus & Incentives	656,250	17,421,930
House Rent	840,000	24,066,300
Medical Allowance	510,000	7,788,730
Conveyance & Other Allowance	900,000	10,228,072
Total Taka	5,156,250	129,033,890

29. **Capital Expenditure Commitment:**

There was no capital expenditure commitment as on 31.12.2019.

30. **Post Balance Sheet Events after Reporting Period (IAS # 10):**

There is no significant event that has occurred between the date of statement of financial position and the date when the financial statements were approved and authorized for issue by the Board of Directors other than recommendation of 5% Stock & 5% Cash Dividend for the year ended December 31, 2019, which will be given effect in due course.

Covid 19 Issue:

Subsequent to year-end, on 11 March 2020, World Health Organization (WHO) declared a global pandemic due to Corona Virus related respiratory disease commonly called as COVID-19. To contain the spread of this disease, along with many other countries of the world, Government of Bangladesh has also taken a number of measures such as declaration of general holiday, enforcement of lock down, social distancing etc. As a result of these measures all business and economic activities are adversely affected which would also impact the company as well. Management considered COVID 19 as subsequent event and in accordance with IAS 10 has concluded that this is a non-adjusting event (i.e. an event after the reporting period that is indicative of a condition that arose after the end of the reporting period) because the significant changes in business activities and economic conditions as a result of COVID 19 events took place well after the reporting date of 31 December 2019. Although the business operation and profitability of the company are impacted due to COVID 19, but as the situation is constantly changing and there is no certainty at present as to how long the situation will prevail, the potential impact of COVID 19 related matters on the company's operation and financial results cannot be reasonably assessed."

31. **Contingent Assets / Liability:**

There is no contingent Asset or Liability as at December 31, 2019.

32. **Credit Rating Report**

Credit Rating Information and Services Limited (CRISL) has refried the claim paying ability (CPA) rating of the Company to AA+ (Pronounced as double A plus) based on Audited Financial Statements for the year ended December 31, 2018. AA+ (Double A plus) indicates very high claim paying ability, sound financial and solvency position of the company.

33. Transactions with Related Parties (IAS # 24)

Eastland Insurance, in normal course of business, carried out a number of transactions with other entities that fall within the definition of related party contained in Bangladesh Accounting Standard 24: Related Party Disclosures. All transactions involving related parties arising in normal course of business are conducted on an arm's length basis at commercial rates on the same terms and conditions as applicable to the third parties. Details of transactions with related parties and balances with them as at December 31, 2019 were as follows:

Name of the related party	Relationship	Nature of Transaction	Premium earned in 2019	Premium outstanding up to 31.12.19	Amount Realized Subsequently	Claim paid in 2019
The Merchant Ltd. & Elite Printing & Packages Ltd.	Common Director	Insurance	39,361,110	Nil	Nil	141,546
Century Cold Storage Ltd.	Common Director	Insurance	152,713	Nil	Nil	Nil
Newage Group	Common Director	Insurance	20,671,887	Nil	Nil	36,490,000
Eastern Trading B.D. Ltd.	Common Director	Insurance	34,405	Nil	Nil	Nil

In addition to the compliance requirement of the IAS 24, we also took into consideration the compliance of BSEC circular no # SEC/CMMRRCD/2006-159/02-10 dated September 10, 2006 and SEC/CMMRRCD/2008-193/admin/03-30 dated June 01, 2009 regarding transactions with related parties.



34. Status of Compliance of International Accounting Standards (IAS) and International Financial Reporting Standards (IFRS)

In preparing Financial Statements, we applied following IAS and IFRS:

Name of the IAS	IAS No.	Status of application
Presentation of Financial Statements	1	Applied
Inventories	2	Applied
The Statements of Cash Flows	7	Applied
Accounting Policies, Changes in Accounting Estimates and Errors	8	Applied
Events After the Reporting period	10	Applied
Construction Contracts	11	N/A
Income Tax	12	Applied
Property, Plant & Equipments	16	Applied
Leases	17	Applied
Employee Benefits	19	Applied
Accounting for Govt. Grants and Disclosure of Govt. Assistance	20	N/A
The Effects of Changes in Foreign Exchange Rates	21	Applied
Borrowing Costs	23	Applied
Related Party Disclosures	24	Applied
Accounting and Reporting by Retirement Benefit Plans	26	Applied
Separate Financial Statements	27	N/A
Investment in Associates & Joint Ventures	28	Applied
Financial Reporting in Hyperinflationary Economics	29	N/A
Financial Instrument Presentation	32	Applied
Earnings Per Share	33	Applied
Interim Financial Reporting	34	Applied
Impairment of Assets	36	Applied
Provisions, Contingent Liabilities and Contingent Assets	37	Applied
Intangible Assets	38	Applied
Financial Instruments: Recognition & Measurement	39	Applied
Investment Property	40	Applied
Agriculture	41	N/A

Name of the IFRS	IFRS No	Status of application
First time Adoption of IFRSs	1	Applied
Share based payment	2	N/A
Business Combination	3	N/A
Insurance Contracts	4	Applied
Non- Current Assets Held for Sales and Discontinued Operation	5	N/A
Exploration for and Evaluation of Mineral Resources	6	N/A
Financial Instruments: Disclosure	7	Applied
Operating Segments	8	Applied
Financial Instrument	9	Applied
Consolidated Financial Statements	10	N/A
Joint Arrangement	11	N/A
Disclosure of Interest in other Entities	12	Applied
Fair Value Measurement	13	Applied
Regulatory Deferred Accounts	14	Applied
Revenue from Contracts with Customers	15	Applied
Leases	16	Applied

35. Other Relevant Information :

- i) During the year under review no compensation except Chief Executive Officer's remuneration was allowed to the Chief Executive Officer (CEO) of the company.
- ii) The Company has paid Tk. 23,66,667 to the Directors including Independent Directors as Board Meeting attendance fee during the year-2019 @ Tk. 8000 per person per meeting. Other than this, no amount of money or any other benefits was given by the company for compensating member of the Board for special services rendered.
- iii) The company did not incur any expenses nor did it earn any income in foreign currency on account of royalty, technical expert & professional advisory fees, interest etc.
- iv) Number of employees drawing salaries below & above Tk. 3000 P.M. is as under:
 - a) Salaries drawing above Tk. 3,000 293 Nos.
 - b) Salaries drawing below Tk. 3,000 Nil



QUARTERLY ANALYSIS 2019

Particulars	1st Quarter Jan-Mar, 19 Taka	2nd Quarter Apr-Jun, 19 Taka	3rd Quarter Jul-Sep, 19 Taka	4th Quarter Oct-Dec, 19 Taka	Total Jan-Dec, 19 Taka
Gross Premium Income	232,325,698	293,726,169	223,677,510	285,591,738	1,035,321,115
Less: Re-Insurance Ceded	141,929,308	131,193,718	146,431,694	107,490,431	527,045,151
Net Premium Income	90,396,390	162,532,451	77,245,816	178,101,307	508,275,964
Add: Re-insurance Commission	14,873,207	11,947,963	-	21,224,039	48,045,209
Net Income	105,269,598	174,480,414	77,245,816	199,325,345	556,321,173
Less: Commission, Expenses, Claims & Adj. of Unexpired Risk	64,838,144	119,050,655	46,940,592	171,270,064	402,099,455
Underwriting Profit	40,431,454	55,429,759	30,305,224	28,055,281	154,221,718
Add: Income from investment & others	9,986,405	14,966,038	11,059,250	11,500,735	47,512,428
	50,417,858	70,395,797	41,364,474	39,556,017	201,734,146
Less: General & Financial Expenses	13,505,063	16,297,254	17,639,539	25,294,947	72,736,803
Profit before Tax	36,912,795	54,098,543	23,724,935	14,261,070	128,997,343
Less: Provision for Tax	1,025,000	17,036,016	(4,761,016)	3,215,000	16,515,000
Profit after Tax	35,887,795	37,062,527	28,485,951	11,046,070	112,482,343
Number of Share Outstanding	77,559,485	77,559,485	77,559,485	77,559,485	77,559,485
Earnings Per Share (EPS)	0.46	0.48	0.37	0.14	1.45

USEFUL INFORMATION FOR THE SHAREHOLDERS

The History of Raising of Share Capital of Eastland Insurance Company Limited

One of the prime objectives of Eastland Insurance Company Limited is to provide consistently good return to its shareholders. Below are the dividend and capital raising history. From the history it may be observed that company has been maintaining a stable and attractive dividend policy in line with the sound underwriting and investment results. The Company has also adhered to a policy of timely preparation of its Accounts and holding of AGM, as may be noted from the Financial calendar below:

Date	Particular	No. of Shares	Value in Taka	Cumulative Paid-up-capital
1986	As per MOA & AOA	3,00,00,000	3,00,00,000	3,00,00,000
1994	Initial Public Offerings	3,00,000	3,00,00,000	6,00,00,000
2004	50% Right shares	3,00,000	3,00,00,000	9,00,00,000
2005	20% Bonus shares & 10% Cash	1,80,000	1,80,00,000	10,80,00,000
2006	21% Bonus shares & 10% Cash	2,26,800	2,26,80,000	13,16,80,000
2007	25% Bonus shares & 10% Cash	3,26,700	3,26,70,000	16,33,50,000
2008	30% Bonus shares	4,90,050	4,90,05,000	21,23,55,000
2009	30% Bonus shares	6,37,065	6,37,06,500	27,60,61,500
2010	37% Bonus shares	10,21,428	10,21,42,800	37,82,04,300
2011	40% Cash	-	-	-
2012	30% Bonus shares	1,13,46,129	11,34,61,290	49,16,65,590
2013	10% Bonus shares & 15% Cash	49,16,655	4,91,66,550	54,08,32,140
2014	10% Bonus shares & 10% Cash	54,08,321	5,40,83,210	59,49,15,350
2015	10% Bonus shares & 10% Cash	59,49,153	5,94,91,530	65,44,06,880
2016	5% Bonus shares & 10% Cash	32,72,034	3,27,20,340	68,71,27,220
2017	7.5% Bonus shares & 7.5% Cash	51,53,454	5,15,34,540	73,86,61,760
2018	5% Bonus shares & 7% Cash	36,93,308	3,69,33,080	77,55,94,840
2019 (Proposed)	5% Bonus shares & 5% Cash	-	-	-



EASTLAND INSURANCE
COMPANY LIMITED



ইস্টল্যান্ড ইন্স্যুরেন্স
কোম্পানী লিমিটেড

ESTD.1986

Registered Office: 13 Dilkusha C/A, Dhaka-1000 Bangladesh. PABX: 9564600, Fax: +880-2-9565706, 9556115, E-mail: info@eastlandinsurance.com
www.eastlandinsurance.com

PROXY FORM

I/We
of
being a Member of Eastland Insurance Company Limited do hereby appoint
Mr./Ms.
of
as my/ our proxy, to attend and vote for me/ us and on my / our behalf at **33rd Annual General Meeting** of the Company to be held at using **Digital Platform** (in pursuance with BSEC Order SEC/SRMIC/04-231/932, dated: March 24, 2020) on Thursday, September 03, 2020 at 3.00 P.M. and at any adjournment thereof or at any ballot to be taken in consequence thereof.

Signed this day of 2020.

Revenue
Stamp
Tk. 20/-

Signature of Proxy

Signature of Shareholder(S)
Folio/ B.O. No.

No. of Shares

N.B.: Important

1. This Form of Proxy, duly completed, must be deposited at least 48 hours before the meeting at the Company's Registered Office. Proxy shall be treated as invalid if not signed and stamped as explained above.
2. Signature of the shareholder should agree with the specimen signature registered with the Company.

EASTLAND INSURANCE
COMPANY LIMITED



ইস্টল্যান্ড ইন্স্যুরেন্স
কোম্পানী লিমিটেড

ESTD.1986

Registered Office: 13 Dilkusha C/A, Dhaka-1000 Bangladesh. PABX: 9564600, Fax: +880-2-9565706, 9556115, E-mail: info@eastlandinsurance.com
www.eastlandinsurance.com

SHAREHOLDER'S ATTENDANCE SLIP

I/We thereby record my/our attendance at **33rd Annual General Meeting** of the Company to be held at using **Digital Platform** (in pursuance with BSEC Order SEC/SRMIC/04-231/932, dated: March 24, 2020) on Thursday, September 03, 2020 at 3.00 P.M.

Name of Shareholder(s) / Proxy

Registered Folio / B.O. No. No. of Shares

Signature of Shareholder(s) / Proxy
Date

N.B.: Please Present this slip at the Reception Desk.





**EASTLAND INSURANCE
COMPANY LIMITED**



ESTD. 1986

**ইস্টল্যান্ড ইন্স্যুরেন্স
কোম্পানী লিমিটেড**

The name you have learnt to Trust

Head Office: 13 Dilkusha C/A, Dhaka-1000, Bangladesh
PABX: 9564600, FAX: +880-2-9565706, Hotline: 09610001234
E-mail: info@eastlandinsurance.com, www.eastlandinsurance.com