30 Celebrating
YEARS & BEYOND
A journey of trust & confidence





Annual Report 2016









EASTLAND INSURANCE CO., LTD.

The name you have learnt to Trust

Celebrating 30 YEARS & BEYOND

A journey of trust & confidence

ANNUAL REPORT 2016



SKY IS OUR LIMIT
THRIVING GROWTH-LINE
IS OUR TOUCHSTONE

EASTLAND INSURANCE COMPANY LIMITED

ইষ্টল্যান্ড ইন্স্যুরেন্স কোম্পানী লিমিটেড

ESTD.1986

The name you have learnt to Trust

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Table of CONTENTS

04	Letter of Transmittal	4
	Awards & Recognitions	6-11
	Glimpses of 29th Annual General Meeting	13
	Corporate Milestone	14
	Share Holding Structure	15
	Notice of the Thirtieth Annual General Meeting	16
17	Vision and Mission	17
	Overall Strategic Objectives	18
	Core Values, Core Strength & Core Competencies	19
	Company's Key Information	20
	Profile of the Company	21
	Products of Eastland	22
	Branch Network	23-24
	Financial Highlights	25
	Performance at a Glance/Graphical Presentation	26-31
33	Board of Directors	33
	Composition of Board & its Committees	34
	Profiles of the current Directors	35-41
43	Financial Calendar	43
	Management Team	44
	Profile of the higher Management	44-48
	Responsibility Statement of Chief Executive Officer and Chief Financial Officer	49
	Certificate on Compliance of Corporate Governance	50
	Status of Compliance of Corporate Governance	51-57
58	Chairman's Address	58-61
	Chief Executive Officer's Round up	62-65
	Directors' Report to the Shareholders	66-89
90	Summary of Accounts-2016	90
	Company's Report to Shareholders	91-92
	Report on Corporate Governance	93-95
	Report on Corporate Social Responsibilities	96
	Redress of Investors Complaints	97
	Redress of Clients Complaints	97

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Table of CONTENTS

98	Value Added Statement	98
	Economic Value Added Statement	99
	Market Value Added Statement	99
	Contribution to the National Economy	100
	Market Share Position of Insurance Business	101
101	Accounting Ratios Pertaining to Insurance Sector	101
	Human Resource Management	103
	Information Technology (IT) Infrastructure	104
	Report on Going Concern	105
	Credit Rating Report-2016	106
107	Claims Management and Details of Outstanding Claims (IBNR & IBNER)	107
	Insurance Risk & its Mitigation	108
	Solvency Margin	109
	Review of Assets Quality	110
110	Sustainability Report	110 (a)
	Environment and Social Obligation	110 (b)
	Integrated Reporting	110 (c)
	Human Resource Management	103
	Report on Corporate Social Responsibilities	96
	Environmental Policy	111
	Directors' Certificate	112
113	Audit Committee Report for the year 2016	113
	Independent Auditors' Report to the Shareholders'	115
	Statement of Financial Position	116-117
	Statement of Comprehensive Income	118-119
	Statement of Cash Flows	120
	Statement of Changes in Shareholders' Equity	121
	Consolidated Revenue Account	122-123
	Fire Insurance Revenue Account	124-125
	Marine Insurance Revenue Account	126-127
	Miscellaneous Insurance Revenue Account	128-129
	Classified Summary of Assets	130
	Notes to the Financial Statements	131-148
149	Quarterly Analysis-2016	149
	Useful Information for the Shareholders	150
	Proxy Form	151
	Shareholders' Attendance Slip	151

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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, 2016

Enclosed please find 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 for the year ended December 31, 2016 along with notes thereon for kind information and record.

Best regards,

Yours faithfully,

M. Abidur Rahman
Company Secretary



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THE RECOGNITIONS



A TRIBUTE TO OUR VALUED CUSTOMERS

Eastland is privileged and delighted to share its honour with its all valued customers the recognition for being awarded Certificate of Merit of ICMAB Best Corporate Award for four consecutive years 2012, 2013, 2014 & 2015 and ICAB National Award for Best Presented Annual Report 2013 as mark of Recognition of Excellence in the Insurance Sector.

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AWARDS & RECOGNITIONS



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. Mahbubur Rahman, President ICC Bangladesh and Chairman of Eastland Insurance Company Ltd. is seen receiving Presidential Crest from Hon'ble President of the People's Republic of Bangladesh H.E. Mr. Md. Abdul Hamid.

AWARDS & RECOGNITIONS



Mr. Arun Kumar Saha, Chief Executive Officer (CEO) of Eastland Insurance Company Ltd. is seen receiving the ICMAB Best Corporate Award 2015 from Mr. Abul Maal Abdul Muhith, Honorable Minister, Ministry of Finance, Government of the People's Republic of Bangladesh.



ICMAB Best Corporate Award-2015

AWARDS & RECOGNITIONS



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, Honorable Minister, Ministry of Finance, Government of the People's Republic of Bangladesh.



ICMAB Best Corporate Award-2014

AWARDS & RECOGNITIONS



Mr. Arun Kumar Saha, Chief Executive Officer (CEO) of Eastland Insurance Company Ltd. is seen receiving 14th ICAB National Award for Best Presented Annual Report 2013 as mark of recognition of excellence in the Insurnace Sector from Mr. Abul Maal Abdul Muhith, Honorable Minister, Ministry of Finance, Government of the People's Republic of Bangladesh.



The Institute of Chartered Accountants of Bangladesh

14th ICAB NATIONAL AWARD FOR BEST PRESENTED ANNUAL REPORTS-2013

Certificate of Appreciation

Certified that Eastland Insurance Company Limited secured Certificate of Merit in the 14th ICAB National Award for Best Presented Annual Reports-2013 as mark of recognition of excellence in the Insurance Sector.

Abbas Uddin Khan FCA
Chairman, Review Committee for Published Accounts and Reports

Showkat Hossain FCA
President, ICAB

Dhaka, November 30, 2014

14th ICAB National Award for Best Presented Annual Reports-2013

AWARDS & RECOGNITIONS



Mr. Arun Kumar Saha, Chief Executive Officer (CEO) of Eastland Insurance Company Ltd. is seen receiving the ICMAB Best Corporate Award 2013 from Mr. Abul Maal Abdul Muhith, Honorable Minister, Ministry of Finance, Government of the People's Republic of Bangladesh.



ICMAB Best Corporate Award-2013

AWARDS & RECOGNITIONS



Mr. M. Azmal Hoque, ACII (London), Ex Chief Executive Officer (CEO), Eastland Insurance Company Limited is seen receiving the ICMAB Best Corporate Award 2012 from Mr. Ghulam Mohammed Quader, Ex-Hon'ble Minister, Ministry of Commerce, Government of the People's Republic of Bangladesh.



ICMAB Best Corporate Award-2012

THE
PROVEN STRENGTH



A TRIBUTE TO OUR HONOURABLE SHAREHOLDERS

A big thanks to our respected shareholders for their ongoing support and confidence in the Company.

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GLIMPSES OF
29th Annual General Meeting











Corporate
MILESTONES

Incorporation of the Company	5th November, 1986
Certificate of Commencement of Business	5th November, 1986
Date of Registration	22nd November, 1986
License issued for operating Branches	8th October, 1988
First Dividend Declared in the 3rd AGM 12.50% Cash for the year 1989	23rd June, 1990
Received consent from SEC for issuance of public share of BDT 30 million	24th September, 1994
Publication of prospectus	2nd October, 1994
Subscription Opened	11th October, 1994
Subscription Closed	20th October, 1994
Listed with Dhaka Stock Exchange Limited	28th December, 1994
Listed with Chittagong Stock Exchange Limited	17th June, 1997
Agreement sign with CDBL	5th July, 2005
Date of Issuance of Right Share	29th November, 2005
Issuance of first Bonus Share (For the year 2005) 20% Stock & 10% Cash	20th August, 2006
Completion of 25 Years of Service (SILVER JUBILEE)	4th November, 2011
Glorious 30 years celebration	6th May, 2017
Purchase of Land for Corporate Office of the Company	28th June, 2012
Received ICMAB Best Corporate Awards 2012	12th January, 2013
Received ICMAB Best Corporate Awards 2013	27th April, 2014
Received ICMAB Best Corporate Awards 2014	1st January, 2015
Received ICMAB Best Corporate Awards 2015	26th April, 2016
Received ICAB National Awards 2013	30th November, 2014
Authorized Capital	Tk. 100,00,00,000.00
Paid-up Capital	Tk. 65,44,06,880.00

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

AA

- **Upgraded Credit Rating-2016**
  By Credit Rating Information and Services Ltd.

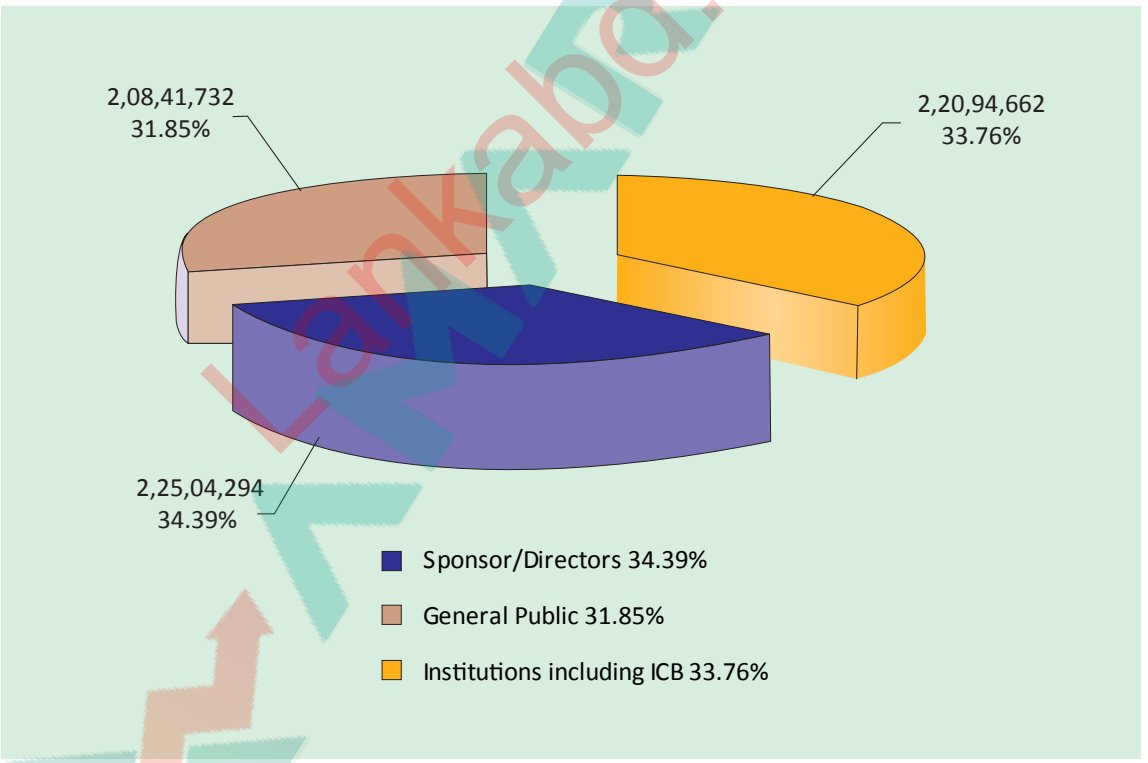
AA+

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

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Share Holding
STRUCTURE

Category of Shareholders	No. of Shares	Shares in %
A. Sponsor/Directors	2,25,04,294	34.39%
B. General Public	2,08,41,732	31.85%
C. Institutions including ICB	2,20,94,662	33.76%
Grand Total	**6,54,40,688**	**100.00%**



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EASTLAND INSURANCE COMPANY LIMITED
ইষ্টল্যান্ড ইন্স্যুরেন্স কোম্পানী লিমিটেড
ESTD.1986
Head Office: 13 Dilkusha C/A, Post Box: 7343 (Dilkusha) Dhaka-1000 Bangladesh. PABX: 9564600, Fax: +880-2-9565706, 9556115, E-mail: info@eastlandinsurance.com
www.eastlandinsurance.com

NOTICE OF THE 30TH ANNUAL GENERAL MEETING

Notice is hereby given that the 30th Annual General Meeting of Eastland Insurance Company Limited will be held at "Spectra Convention Centre Ltd.", House No. 19, Road No. 7, Gulshan-1, Dhaka-1212 on Wednesday the 24th May, 2017 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 31st December, 2016 together with the Auditors' Report thereon.
2. To approve Dividend for the year 2016 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 Articles 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 Articles 116 and 118 of the Articles of Association of the Company.
5. To approve appointment of Independent Director.
6. To appoint Auditors and to fix their remuneration.

By Order of the Board

(M. Abidur Rahman)
Company Secretary

Dated, Dhaka
17th April, 2017

Notes:

i) **8th May**, 2017 is scheduled as Record Date. The valued Shareholders whose names will appear in the Share Register/Depository Register of the Company on the Record Date i.e. 8th May, 2017 are eligible to attend the meeting and be entitled to Dividend for the year 2016.

ii) A member entitled to attend & vote at the Annual General Meeting or he/she may appoint any person as his/her proxy to attend & vote in his/her stead and the Proxy Form duly stamped must be submitted at the Registered Office of the Company at least **48 hours before the Meeting**.

iii) Entry to the Annual General Meeting is reserved only for the Shareholders or his/her valid proxy. No Guests and Children shall be allowed to attend the meeting.

iv) Members are requested to update particulars of their Bank Account, change of address (if any) and 12 digit Tax-Payer's Identification Number (E-TIN) through their respective Depository Participants (DP).

VISION AND MISSION

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



VISION

To be a "**Par excellence Non Life Insurance Company in Bangladesh and contribute significantly to the National Economy**".



OUR MISSION

- High quality services with state of the art technology
- 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

OUR COMMITMENTS TO OUR RESPECTED CLIENTS

- Provide service with 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 service at competitive price



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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 differentiate us from our competitors and contribute towards the development of a sustainable competitive edge. Our corporate strategy and guiding principles rest firmly on this 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
- 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 practices
- Transfer knowledge from leading-edge clients
- To align incentives and staff rewards with performance

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Our 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





Our Core Strengths

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

Our Core Competencies

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



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Company's
KEY INFORMATION

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

The Company is listed with Dhaka Stock Exchange and Chittagong Stock Exchange under "A" category issue as a Publicly Traded Company. The company carries its insurance activities through twenty seven 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 C.A.
Dhaka-1000

Contacts
Telephone: 9564600 (Hunting)
Fax : 88 02 9565706, 9556115, 9554569
e-mail : info@eastlandinsurance.com
: info @ eiclbd.com
: uw @ eiclbd.com
: reins @ eiclbd.com
: claims @ eiclbd.com
: admin @ eiclbd.com
: accounts @ eiclbd.com

Website
www.eastlandinsurance.com

Managing Director & CEO
Mr. Arun Kumar Saha

Additional Managing Director & Chief Financial Officer
Mr. Abdul Hamid, FCA

Company Secretary
Mr. M. Abidur Rahman

Auditors
M/S. Mahfel Huq & Co.
Chartered Accountants

Legal Adviser
Mahbubuddin Ahmed
Barrister-at-Law

Principal Bankers
Social Islami Bank Limited
Basic Bank Limited
Bank of Ceylon
NCC Bank Limited
ONE Bank Limited
National Bank Limited
EXIM Bank Limited
AB Bank Limited



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Profile of
THE COMPANY

Eastland Insurance Company Limited (EICL), a first generation nonlife 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 Par excellence 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. 1000.00 million and Tk. 654.41 million respectively as on December 31, 2016. EICL floated Initial Public Offerings (IPO) in 1994. The shares of the company are listed with both the bourses of the country under "A" category issue. EICL received "AA+ (Double A Plus)" Upgraded Rating (Stable outlook) from CRISL based on its sound financial performance and claim paying ability. The Company has been operating its business with a network of 27 branches in different key point of the country. The company earned gross premium of Tk.861.73 million in 2016 against Tk. 820.46 in 2015. The company made underwriting profit of Tk.51.77 million and profit after tax (PAT) of Tk.129.91 million in FY 2016. The company has been carrying on its business from its Head Office located at 13, Dilkusha C/A, Dhaka-1000.

Mr. Mahbubur Rahman, Chairman 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 National Bank Ltd. and National Bank Foundation, former President of Federation of Bangladesh Chambers of Commerce & Industry (FBCCI) and Dhaka Chamber of Commerce & Industry (DCCI). Besides, he is associated with host of Social Organizations at home and abroad.

Management team consists of a group of experienced professionals and is headed by Mr. Arun Kumar Saha as the Managing Director & CEO, with over 34 years of experience in the insurance industry. Mr. Saha started his career with Sadharan Bima Corporation as Trainee Officer in 1981. He worked in Underwriting, Claim, Re-Insurance, Export Credit Guarantee & Administration Department from 1981 to 2011. He retired from SBC as General Manager.

Eastland focuses on providing professional services of the highest quality to its clientele which include many reputed large national and multinational conglomerates. Over the years, Eastland has established its track record as a sound and dependable insurer, providing insurance solution to the individual needs of its clients and consistently meeting its commitments.

Financial performance of the Company has been positive, delivering both underwriting and investment income and giving attractive returns to its shareholders. The Company has been maintaining over the years strong corporate culture, corporate governance, ethical standards, corporate social responsibilities, superior underwriting skills and abilities and dynamic investment management.

Eastland encompasses not only 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 common people of Bangladesh.

Products 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)
- Workman'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 Product
- 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
  Banker's Blanket Bond Insurance
- Rubber Plantation Insurance

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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 (1st Floor) 12 Malitola, English Road, Dhaka-1100	02-9568308
NAWABPUR ROAD BRANCH	120 Nawabpur Road (2nd floor), Dhaka-1100	02-7114253, 9512793
MOTIJHEEL BRANCH	Shadhinata Bhaban (2nd floor), 88 Motijheel C/A, Dhaka-1000	02-9552433
KAWRAN BAZAR BRANCH	59 Kazi Nazrul Islam Avenue (2nd floor), Kawran Bazar, Dhaka-1215	02-58152349
ELEPHANT ROAD BRANCH	Alishan Complex, (2nd floor) Room-303, 300 Elephant Road, Dhaka-1205	02-8627497
MALIBAGH BRANCH	Mouchak Tower (3rd floor), 83/B New Circular Road, Dhaka-1217	02-49349849
MOHAKHALI BRANCH	G.P.GA-19 Mohakhali School Rd,(1st floor), Mohakhali, Dhaka-1212	02-8815436
GULSHAN BRANCH	Islam Mansion (2nd floor), House # 39, Road # 126, Gulshan-1, Dhaka-1212	02-9857085
MIRPUR BRANCH	"Anta Plaza" (2nd fl.), 1/5 Senpara Parbata, Mirpur-10, Dhaka	02-8032530
BANANI BRANCH	House # 49 (2nd Floor), Road # 17, Banani Bazar, Banani, Dhaka	02-9821780
NARAYANGONJ BRANCH	52/1 Bangabandhu Road (3rd floor), Narayangonj	0671-7631937
MYMENSINGH BRANCH	6 Swadeshi Bazar (1st floor), Mymensingh	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 (1st Floor), Masjid bari Road Niltuli Road, Faridpur.	01721-783751 0631-65121
CHITTAGONG DIVISION		
AGRABAD BRANCH	Daar-E-Shahidi (4th floor) 69, Agrabad C/A, Chittagong-4000	031-725660, 713745
JUBILEE ROAD BRANCH	200/B Jubilee Road, (2nd floor) Chittagong	031-636344, 613954
FENI BRANCH	182 Al-Madina Market (1st floor) ,Trunk Road, Feni	0331-74415
KHULNA DIVISION		
KHULNA BRANCH	25 Sir Iqbal Road (2nd floor), Khulna	041-721615
JESSORE BRANCH	39 Jess Tower (3rd floor), Room No. 405, M. K. Road, Jessore	0421-68851
KUSHTIA BRANCH	Lovely Tower (7th floor), Room 7F-4, 55/1, N. S. Road, Kushtia	071-61982
MEHERPUR BRANCH	K. N. Super Market (1st fl.), 245 Main Road, Bara Bazar, Meherpur	0791-62981
SATKHIRA BRANCH	Khan Market (2nd floor) 2092, Main Road, Satkhira	0471-63805
RAJSHAHI DIVISION		
BOGRA BRANCH	Ziladar Mansion (1st Floor), Borogola (Traffic Moor), Rangpur Road, Bogra	051-66105
CHAPAINOWABGONJ	Shah Neamatullah College Market (2nd Floor), Chapainowabgonj	0781-51704
SYLHET DIVISION		
SYLHET BRANCH	Shahir Plaza (2nd 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. 14-21

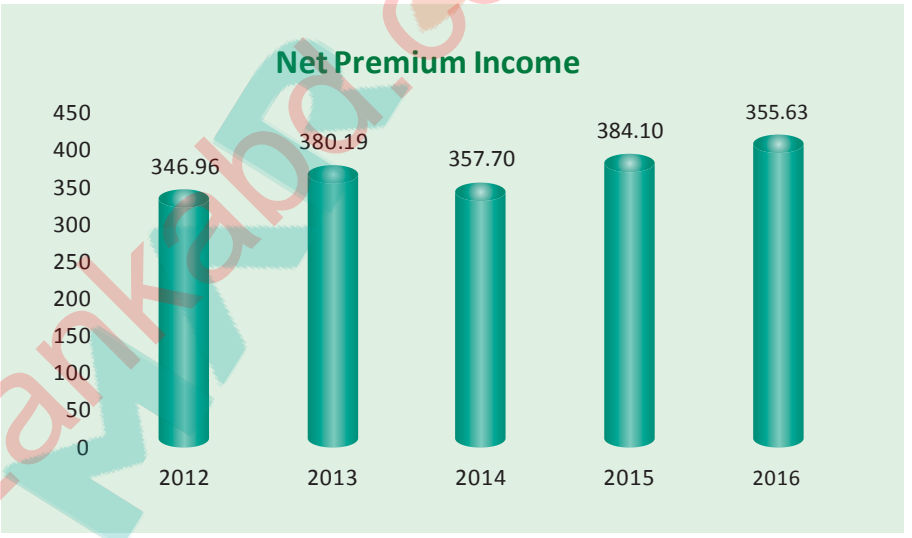
Sl No	Particulars		2016	2015	2014	2013	2012	Recent Growth
1	Gross Premium Income		861.73	820.46	700.45	700.38	650.12	5%
2	Re-Insurance premium Ceded		506.10	436.36	342.75	320.19	303.16	16%
3	Net Premium Income		355.63	384.10	357.70	380.19	346.96	-7%
4	Gross Claim		183.98	320.33	273.92	160.48	127.52	-43%
5	Investment & Other Income		128.63	149.47	121.73	152.98	121.63	-14%
6	Underwriting Profit		51.77	20.66	103.66	143.71	143.24	151%
7	Net Profit before Tax		140.96	133.27	180.90	240.57	212.2	6%
8	Net Profit after Tax		129.91	120.24	157.98	200.6	153.39	8%
9	Paid-up Capital		654.41	594.92	540.83	491.67	378.2	10%
10	Shareholders' Equity		1,594.15	1,470.54	1,490.59	1,081.42	880.82	8%
11	Total Investments		1,161.11	1,148.61	1,184.49	822.92	779.8	1%
12	Total Assets		2,347.25	2,170.11	2,108.89	1,717.82	1,547.73	8%
13	Total Reserve Fund		1,154.00	1,097.27	1,153.88	798.65	689.63	5%
14	Rate of Dividend	Cash (%)	10	10	10	15	-	-
		Stock (%)	5	10	10	10	30	-
15	Face Value per share (Taka)		Tk. 10	Tk. 10	Tk. 10	Tk. 10	Tk. 10	-
16	Earnings Per Share (EPS)		1.98	1.84	2.41	3.07	2.34	8%
17	Net Asset Value per share (NAV)		24.36	22.47	22.78	16.53	13.46	8%
18	Return on shareholders equity (%)		8.15	8.18	10.60	18.55	17.41	-0.4%
19	Price Earning Ratio (Times)		12.07	10.54	14.23	15.31	25.26	15%
20	Current Ratio		2.06:1	2.04:1	1.94:1	2.31:1	2.09:1	-
21	Market price per share		23.90	19.40	34.30	47.00	59.10	23%

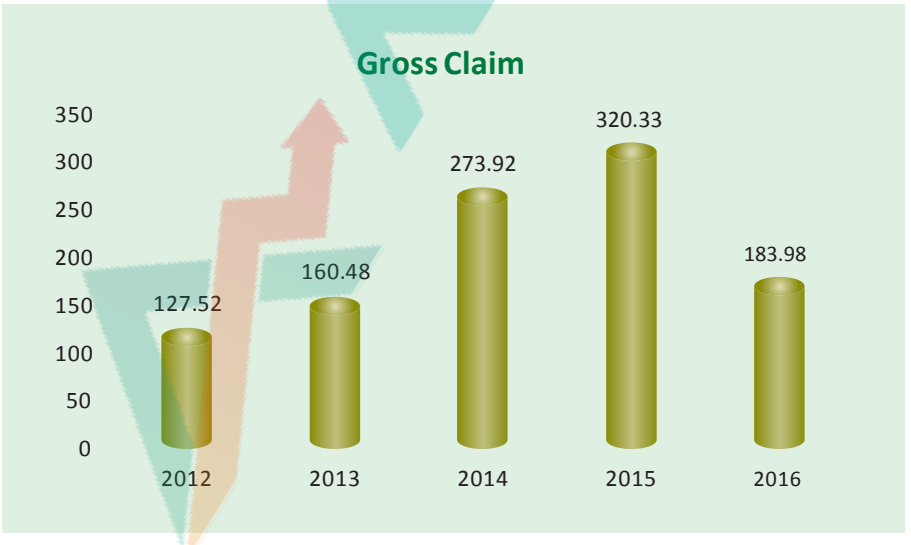
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PERFORMANCE AT A GLANCE

Taka in Million



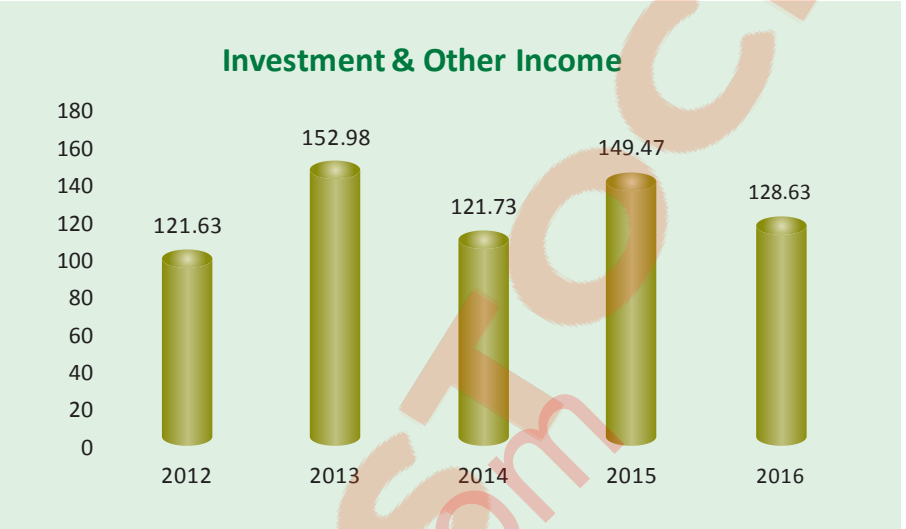




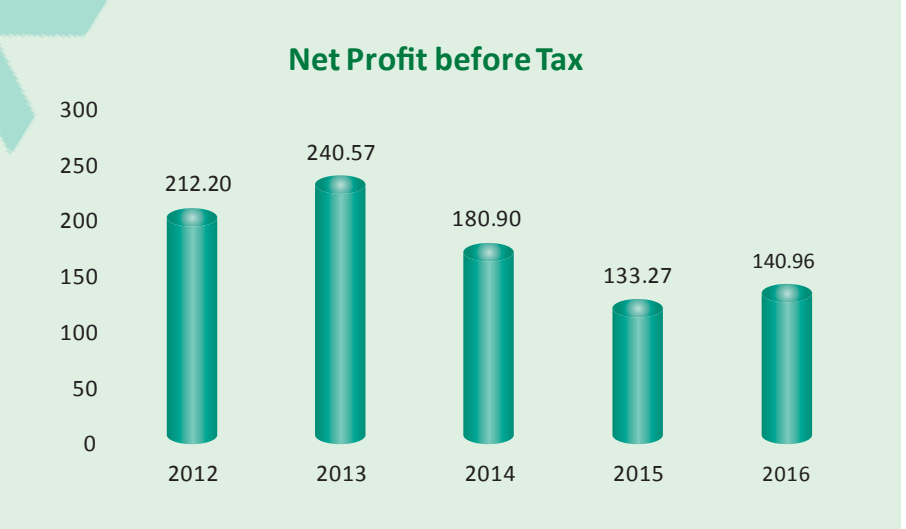
LankaBD.com Stock

PERFORMANCE AT A GLANCE

Taka in Million



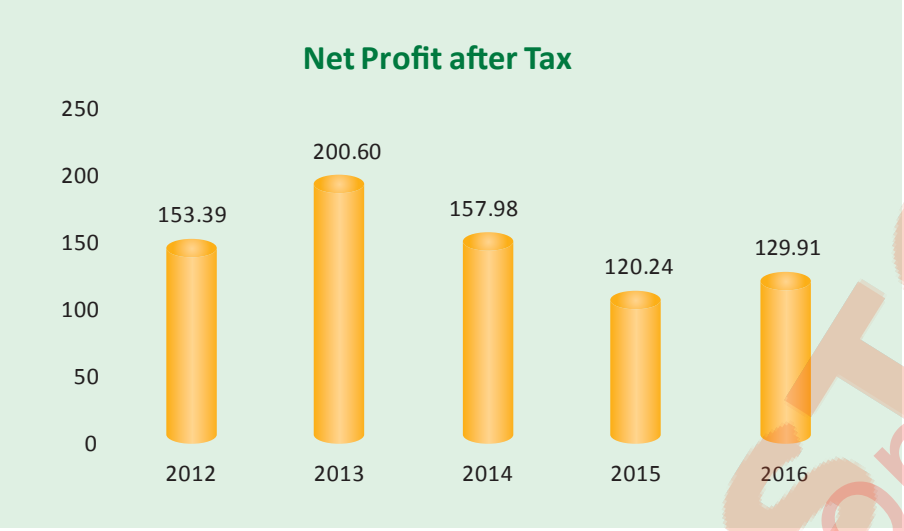


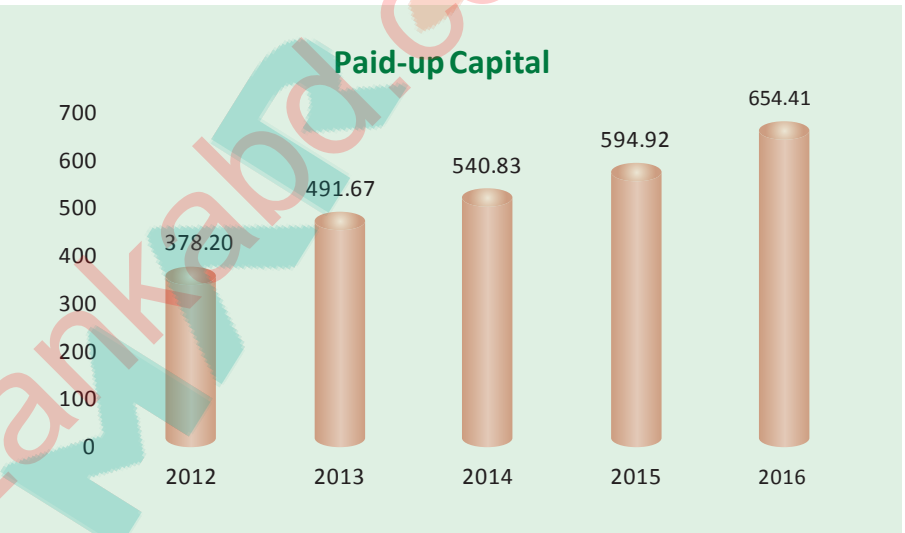


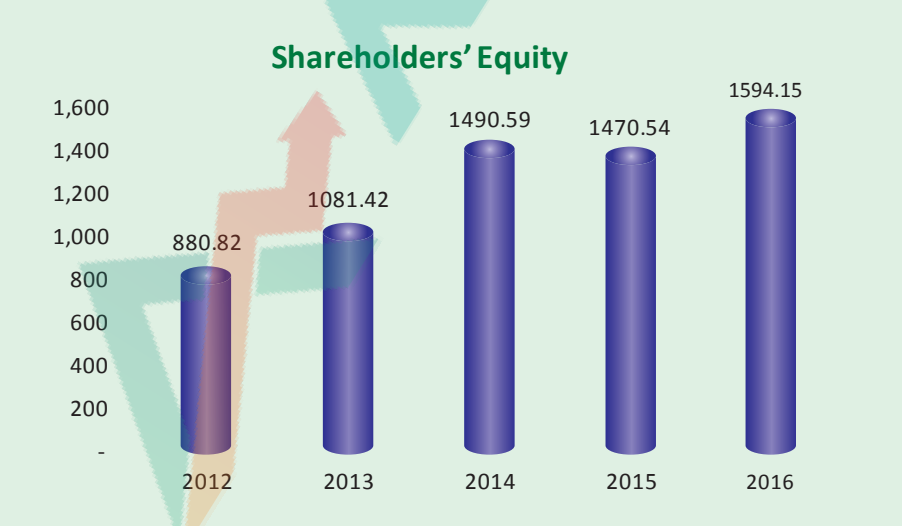
LankaBD.com STOCK

PERFORMANCE AT A GLANCE

Taka in Million



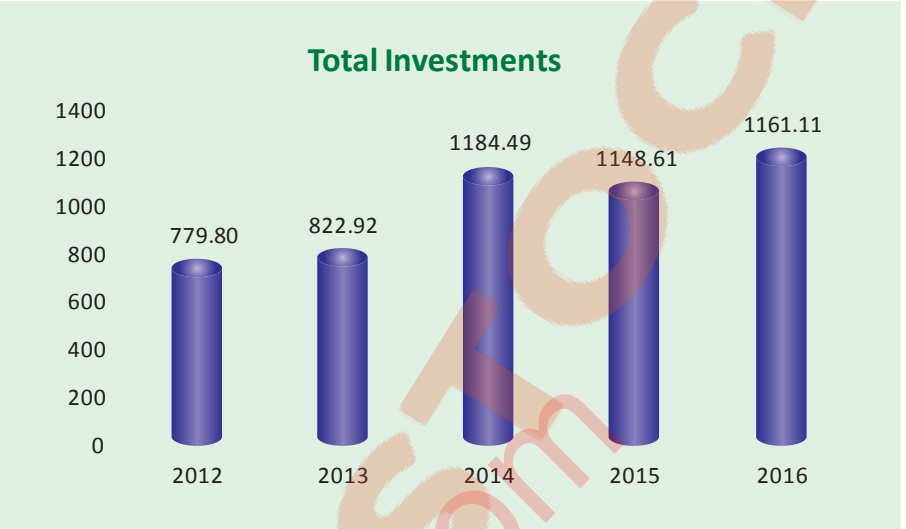


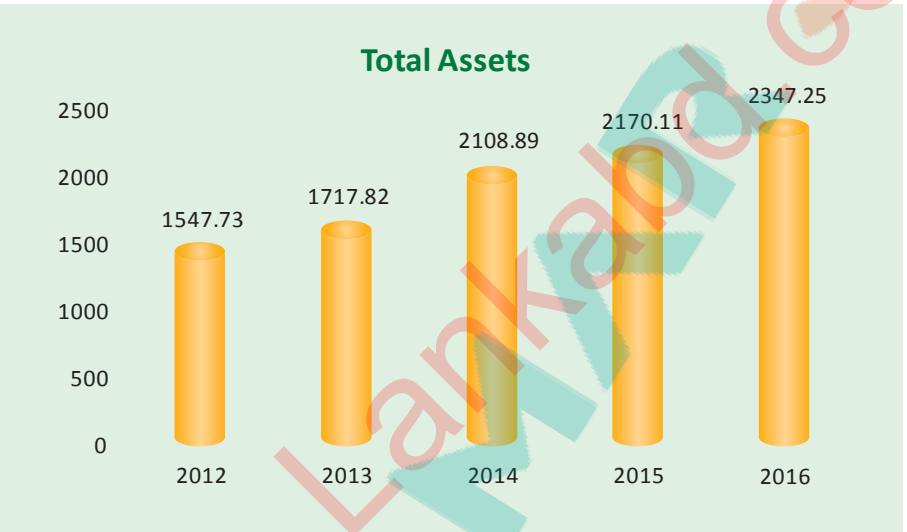


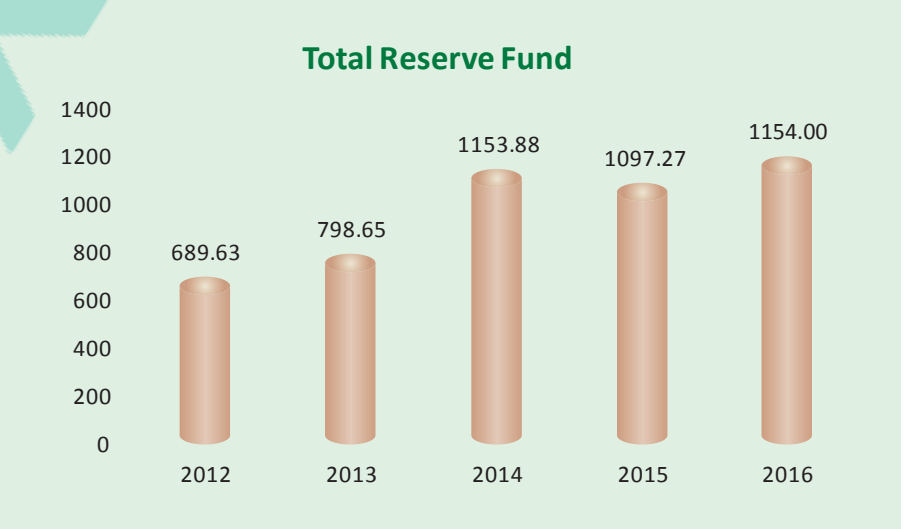
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PERFORMANCE AT A GLANCE

Taka in Million



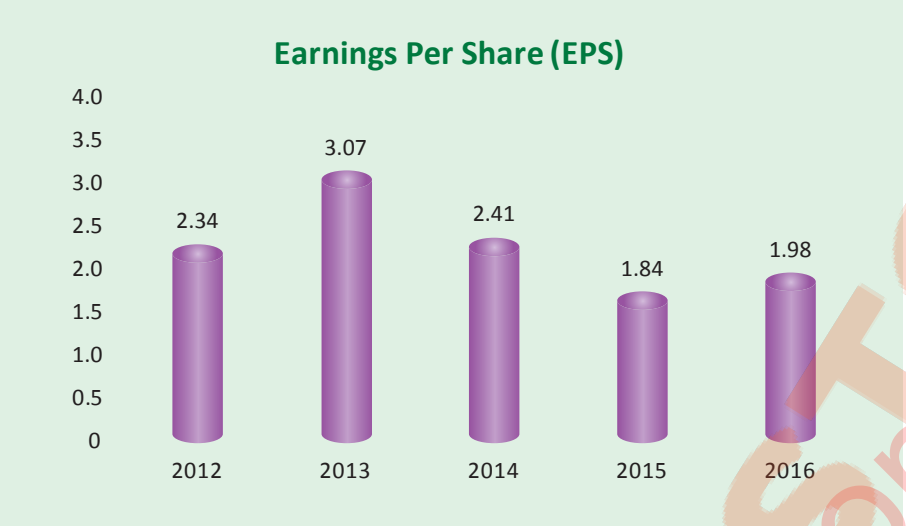


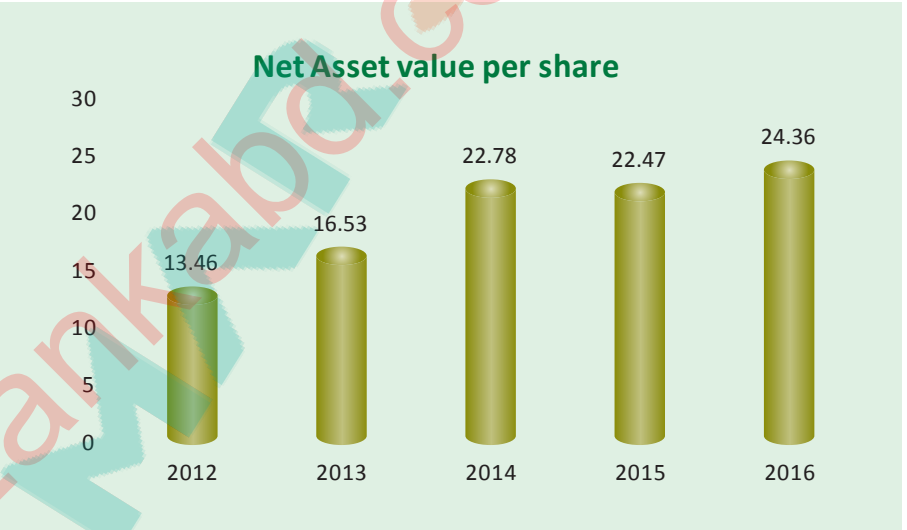


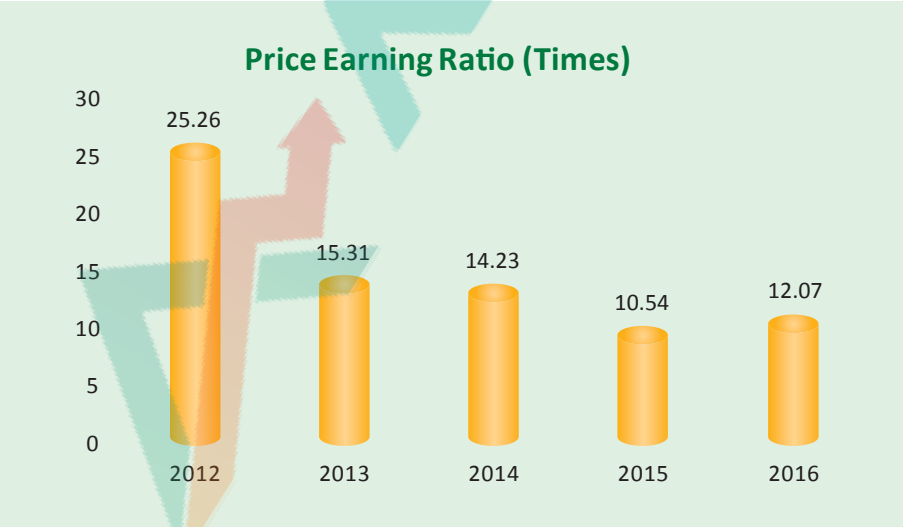
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PERFORMANCE AT A GLANCE

Taka in Million



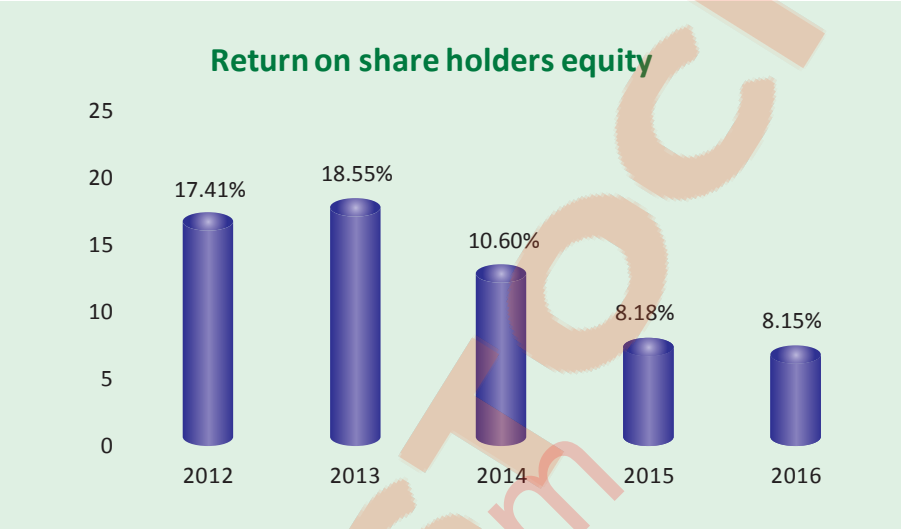


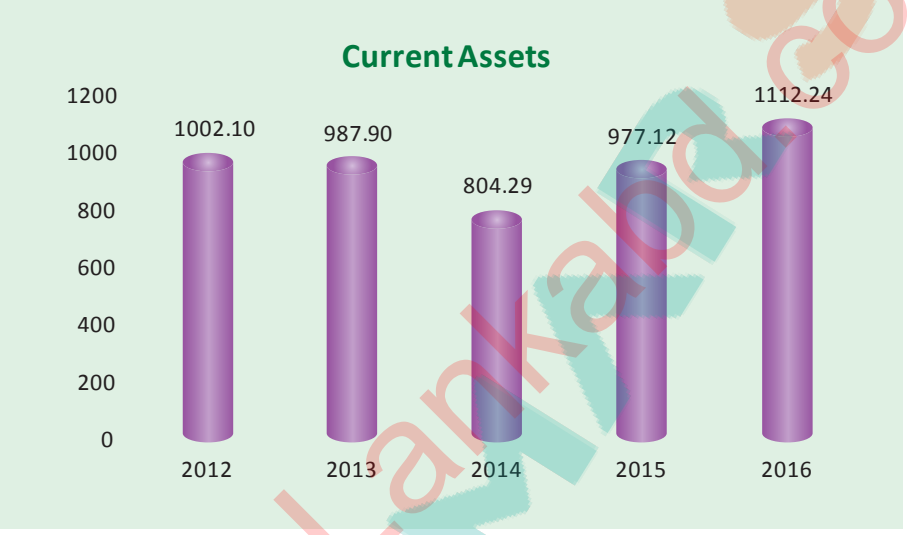


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PERFORMANCE AT A GLANCE

Taka in Million







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THE EXPERIENCED GUIDANCE



A TRIBUTE TO OUR HON'BLE BOARD OF DIRECTORS

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

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BOARD OF DIRECTORS

CHAIRMAN

MR. MAHBUBUR RAHMAN

GROUP- A: DIRECTORS

MRS. HAMEEDA RAHMAN
MR. MOAZZEM HOSSAIN
MR. SANJIDUR RAHMAN
MRS. TAHMINA AHMED
MRS. TASLIMA AKHTAR
MRS. MONIRA YEASMIN
MR. M. NURUL ISLAM
MR. RIZWAN-UR RAHMAN

GROUP-B: DIRECTORS

MRS. HASINA AHMED
MRS. KAMRUN NESSA
ALHAJ MOHD. ARSHAD ALI
MR. NASIRUDDIN AHMED
MR. ABU SAYEED MD. QUASEM

INDEPENDENT DIRECTORS

DR. MOHAMMAD ALI TASLIM
MR. WALIUR RAHMAN BHUIYAN, OBE

MANAGING DIRECTOR & CEO

MR. ARUN KUMAR SAHA



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Composition of
BOARD'S COMMITTEES

EXECUTIVE COMMITTEE

1.	MR. MOAZZEM HOSSAIN DIRECTOR	CHAIRMAN
2.	MRS. HAMEEDA RAHMAN DIRECTOR	MEMBER
3.	AL-HAJ MOHD. ARSHAD ALI DIRECTOR	MEMBER
4.	MR. M. NURUL ISLAM DIRECTOR	MEMBER
5.	MR. RIZWAN-UR RAHMAN DIRECTOR	MEMBER

AUDIT COMMITTEE

1.	DR. MOHAMMAD ALI TASLIM INDEPENDENT DIRECTOR	CHAIRMAN
2.	MR. MOAZZEM HOSSAIN DIRECTOR	MEMBER
3.	MRS.TASLIMA AKHTAR DIRECTOR	MEMBER
4.	AL-HAJ MOHD. ARSHAD ALI DIRECTOR	MEMBER
5.	MR. RIZWAN-UR RAHMAN DIRECTOR	MEMBER

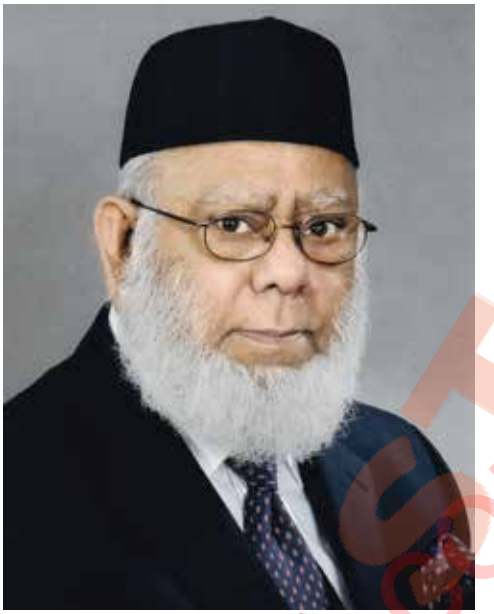
BUSINESS REVIEW COMMITTEE

1.	MR. MAHBUBUR RAHMAN	CHAIRMAN
2.	MRS. TASLIMA AKHTAR DIRECTOR	MEMBER



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Profiles of the Chairman and the Directors of the Board of Eastland Insurance Company Limited



MR. MAHBUBUR RAHMAN
CHAIRMAN

Mr. Mahbubur Rahman, an eminent personality widely known in the business arena at home and abroad is the Chairman of the Board of Eastland Insurance Company Limited.

Mr. Mahbubur Rahman is the President of International Chamber of Commerce (ICC) Bangladesh, the world business organization, 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.

Besides he is associated with the commercial, industrial and financial undertakings of ETBL Holdings and its Associate companies in following capacities:

Chairman and CEO

- ETBL Holdings Limited
- Eastern Trading (Bangladesh) Limited
- ETBL Development & Construction Limited
- ETBL Securities & Exchange Limited
- ETBL Technologies Limited
- Progressive Investment Limited
- Century Cold Storage Limited.
- Sheba Bangladesh Foundation

Chairman

- International Publications Limited
  (Owning Company of The Financial Express)
- Bangladesh International Arbitration Center (BIAC)

Mr. Mahbubur Rahman is also the former Chairman of National Bank Ltd. and 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 Social Organizations at home and abroad.



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.



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.



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.

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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.



MRS. TASLIMA AKHTAR

Mrs. Taslima Akhtar is the Director of the Board of Eastland Insurance Company Limited. She is also the Director of Union Fisheries. She was a Director of Social Islami Bank Limited.



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.

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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., ETBL Development & Construction Limited, Eastern Trading (Bangladesh) Limited and Srijon Designers Limited. He is also the Director of ETBL Technologies Limited, National Tyre & Rubber Industries Limited, Progressive Investment Limited, Century Cold Storage Limited, International Publications Limited. (The Financial Express), Bangladesh-Philippines Chamber of Commerce & Industry (BPCCI). He is the Member of International Chamber of Commerce–Bangladesh (ICCB), Dutch-Bangla Chamber of Commerce and Industry (DBCCI), Dhaka Stock Exchange Limited (DSE), The Dhaka Chamber of Commerce and Industry (DCCI), Chairman of CSR Committee, Dutch-Bangla Chamber of Commerce & Industry (DBCCI), Sponsor of National Bank Limited, Former Director of the Dhaka Chamber of Commerce & Industry (DCCI) 2013-2015 and Secretary General of Sheba Bangladesh Foundation.



MR. M. NURUL ISLAM

Mr. M. Nurul Islam is the Director of the Board of Eastland Insurance Company Limited. He is the Chairman of M/s Islam & Company Limited, ECO Oil Products Limited and Nishi Green Fields Limited. He was also one of the Sponsor Directors of leading private sector bank, National Bank Ltd.



MRS. HASINA AHMED

Mrs. Hasina Ahmed is the Director of the Board of Eastland Insurance Company Limited. She is also associated with a number of social organizations. She is a popular personality in the cultural sector.

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MRS. KAMRUN NESSA

Mrs. Kamrun Nessa is the Director of the Board of Eastland Insurance Company Limited. She is also the Director of Century Cold Storage Limited.



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. NASIRUDDIN AHMED

Mr. Nasiruddin Ahmed is the Director of the Board of Eastland Insurance Company Limited. Mr. Nasiruddin Ahmed is a retired marketing specialist having fifty years of experience in the field. He was one of the top executives of Mitsui & Co., a prominent Japanese business house during Pakistan era.

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MR. A. S. M QUASEM

Mr. A. S. M Quasem is the Director of the Board of Eastland Insurance Co. Ltd. Mr. Quasem is chairman of Newage Group of Companies and 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 Newage Group in 1984. Since then the group kept on expanding and now consists of three garment manufacturing units, one composite Knit Textile mill and a modern button manufacturing plant. The group currently has over 8000 employees and one of the leading export houses of Bangladesh. Mr. Quasem is also a sponsor Director of Credit Rating Agency of Bangladesh Ltd.

Mr. Quasem takes an active interest in trade policies. He served as President of Bangladesh Employers' Federation in 1999-2000, President of Dhaka Chamber of Commerce and Industry in 1997 and as Vice President of ICC-Bangladesh for several terms He was the founder Chairman of BIMST-EC Business Forum (1998-2000), a regional forum of business communities of Bangladesh, India, Myanmar, Sri Lanka and Thailand.

Mr.Quasem has traveled extensively and participated in many international conferences, seminars and workshops. He is on the active list of International and National Consultants of the International Trade Centre (ITC), a UN organization affiliated with the UNCTAD and WTO that took him as an ITC consultant to Malawi and Mozambique in Africa and to Cuba and Bolivia in Central and South America. He also carried out a number of assignments in his home base in Bangladesh as ITC's National Consultant.

Keeping in mind the need for social development, Mr. Quasem created Gulshanara 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 and a 30 bed fully equipped General Hospital in Dohar. He is also a member of the Board of Trustees of RADDA MCH-FP Centre, a well reputed large NGO that operates in the Mirpur area providing health care services in the field of mother and child care and family planning.

Mr. A. S. M Quasem is currently member of Dhaka Club Ltd. & Kurmitola Golf Club Ltd.



DR. MOHAMMAD ALI TASLIM

Dr. Mohammad Ali Taslim is the Independent Director of the Board of Eastland Insurance Company Limited. He is the Professor, Department of Economics, University of Dhaka. He is the former Chairman of Bangladesh Tariff Commission.

He obtained B.A. (Honours) from University of Dhaka, M.A. (Lake Head Canada) & PhD from Latrobe, Australia. Visiting professor, Australian National University and Rutgers University. He is also the author of a large number of International Journals, Articles, Books, Chapter in Books and Monographs.



WALIUR RAHMAN BHUIYAN, OBE

Joined the board of Eastland Insurance Co. Ltd. as Independent Director in accordance with approval accorded in the 148th meeting held on 07th May 2013.

Mr. Bhuiyan obtained a Masters in Economics and an MBA from University of Dhaka and joined Linde Bangladesh Limited (former BOC) in 1975 and spent his entire professional life in the prestigious company. He joined the Board of Linde Bangladesh Limited in 1996 and was appointed Managing Director in 1998. In May, 2011 he opted for early retirement due to health reasons.In the year 2007 he was decorated with the Order of British Empire (OBE) by Her Majesty the Queen of Great Britain.

Mr. Bhuiyan was president of Foreign Investors' Chamber of Commerce & Industry (FICCI), Executive Committee Member of Metropolitan Chamber of Commerce & Industry,Dhaka (MCCI), Bangladesh Employers' Federation and Member, Bangladesh Better Business Forum.

Mr. Bhuiyan was with BRAC University as an Academic Council Member. He was Director of Biman Bangladesh Airlines and Chittagong Stock Exchange.

Mr. Bhuiyan is the former Honorary Consul General of Finland to Bangladesh.

Currently Mr. Bhuiyan is an Executive Board Member of International Chamber of Commerce (ICC) since 1998. He is in the Board of Directors of Linde Bangladesh Limited, ACI Limited and Infrastructure Development Company Limited (IDCOL).

He is the Chief Advisor of Friendship Bangladesh (NGO) and an Advisor to the Board of Robi Axiata Limited.



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, Claim, 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.

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A TRIBUTE TO



OUR EXPERIENCED 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.

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FINANCIAL CALENDAR

	2012
Announcement of 2011 Final Results	5th April, 2012
Record date	16th April, 2012
Annual report 2011 dispatched	24th May, 2012
25th Annual General Meeting	7th June, 2012
Credit of cash dividend-2011 into Bank Account through BEFTN	5th July, 2012

	2013
Announcement of 2012 Final Results	4th March, 2013
Record date	13th March, 2013
Annual report 2012 dispatched	14th March, 2013
26th Annual General Meeting	28th March, 2013
Transfer of Stock dividend 2012 to BO Accounts	10th April, 2013
Dispatch of sales proceeds of fractional shares	21st April, 2013

	2014
Announcement of 2013 Final Results	25th March, 2014
Record date	7th April, 2014
Annual report 2013 dispatched	8th May, 2014
27th Annual General Meeting	25th May, 2014
Transfer of Stock dividend 2013 to BO Accounts	10th June, 2014
Dispatch of sales proceeds of fractional shares	18th June, 2014
Credit of cash dividend-2013 into Bank Account through BEFTN	18th June, 2014

	2015
Announcement of 2014 Final Results	29th March, 2015
Record date	8th April, 2015
Annual report 2014 dispatched	16th May, 2015
28th Annual General Meeting	31st May, 2015
Transfer of Stock dividend 2014 to BO Accounts	23rd June, 2015
Dispatch of sales proceeds of fractional shares	29th June, 2015
Credit of cash dividend-2014 into Bank Account through BEFTN	29th June, 2015

	2016
Announcement of 2015 Final Results	13th April, 2016
Record date	8th May, 2016
Annual report 2015 dispatched	22th May, 2016
29th Annual General Meeting	5th June, 2016
Transfer of Stock dividend 2015 to BO Accounts	26th June, 2016
Dispatch of sales proceeds of fractional shares	30th June, 2016
Credit of cash dividend-2015 into Bank Account through BEFTN	30th June, 2016

	2017
Announcement of 2016 Final Results	16th April, 2017
Record date	8th May, 2017

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MANAGEMENT TEAM

Chief Executive Officer (CEO)
Mr. Arun Kumar Saha

Additonal Managing Director & CFO
Mr. Abdul Hamid, FCA

Deputy Managing Director
Mr. Shahid-e-Monzoor Morshed
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. Md. Jamal Uddin Haider

Senoir Assistant Managing Director
Mr. M. A. Sattar Howlader
Mr. Md. Ehsanul Huq

Assistant Managing Director
Mr. Md. Enamul Islam Chowdhury
Mr. Md. Mosharraf Hossain
Mr. Md. Tajul Islam
Mr. Sagir Ahmed
Mr. Md. Kamrul Hasan Chowdhury
Mr. Md. Ashraf Haider

Senior Executive Vice President
Mr. Md. Tariful Islam
Mr. Tahur Ullah
Mr. Md. Ahsanul Haque
Mr. Zaglul Haider Khan
Mr. Md. Iqbal Majumder, ACII
Mr. M. Abidur Rahman *(Secretary)*
Mr. Humayun Kabir
Mr. Badsha Ismail Hoque

Executive Vice President
Mr. Md. Mushfiqul Hoque
Mr. Md. Pallab Karder
Mr. Md. Monowar Hossain
Mr. Md. Mozammel Hoque
Mr. A.M.M. Nuruddin (IT)

Senior Vice President
Mr. Mir Abdul Hye
Mr. Abdur Rahman
Mr. Abul Kalam
Mr. Syed Nesar Ahmed
Mr. Md. Nurul Amin
Mr. A. K. M. Azad
Mr. Ahmed Sk. Saiful Islam
Mr. Suklal Somadder
Mr. Tarafder Md. Ruhul Quddus
Mr. Siddiqur Rahman
Mr. Md. Ali Ashraf Shaikh
Mr. AKM Sarwar-E-Alam Chowdhury
Mr. M. G. Maruf Chowdhury

Vice President
Mr. Abdul Baten Chowdhury
Mr. Azadur Rahman Majumder
Mr. Md. Abul Kashem
Mr. Md. Shahidul Islam
Mr. Humayun Kabir
Mr. Md. Naimul Hasan
Mr. Mohammad Abdul Alim
Mr. Md. Nurul Amin
Mr. Md. Sayed Ahmed
Mr. Md. Shahadat Hossain
Mr. Md. Mohsinul Islam Khan

Assistant Vice President
Mr. Khandaker Zakir Hossain
Mr. A. K. M. Rafiqul Islam
Mr. Shafiqul Islam
Mr. Anupam Datta Chowdhury
Mr. Nurul Islam
Mr. Lutfur Rahman
Mr. Towhid Kamal Khan
Mr. Anwarul Azim
Mr. Md. Aminul Haque
Mr. Md. Mesbahul Haque
Mr. Md. Nizamuddin
Mr. Tarun Kanti Paul

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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, Claim, 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 was promoted as Additional Managing Director & CFO. 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 position of Senior Management in Accounts, Finance & Audit Department for the last twenty five 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.

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MR. S. M. MORSHED

Deputy Managing Director & Regional Head Khulna

Mr. S. M. Morshed joined in Eastland Insurance Company Limited (EICL) as Deputy Managing Director & Regional Head in 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 five 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 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 years.

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MR. AMINUL ISLAM

Deputy Managing Director

Mr. Aminul Islam joined in Eastland Insurance Company Limited (EICL) on 27-10-2014 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 29 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 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 29 years.

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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 Executives.



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 12 years.



MR. MD. JAMAL UDDIN HAIDER

Deputy Managing Director

Mr. Md. Jamal Uddin Haider joined Eastland Insurance Co. Ltd. (EICL) in 2017 as Deputy Managing Director. Mr. Haider, an MA from Chittagong University, has 32 (thirty two) years working experience in Insurance sector.

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Responsibility Statement of

CHIEF EXECUTIVE OFFICER AND CHIEF FINANCIAL OFFICER

Including Duties as Per Condition No. 6 of Corporate Governance Guidelines

The financial statements are prepared in accordance with Bangladesh Accounting Standards issued by the Institute of Chartered Accountants of Bangladesh and in compliance with Insurance Act 2010, Company Act 1994, the Securities and Exchange Rules 1987 and the Listing Regulations of the Dhaka and Chittagong Stock Exchanges.

We are responsible for establishing and maintaining proper internal control system. We have designed such control or caused such control to be designed under our supervision, to ensure that material information relating to the Company is made known to us and for safeguarding the Company's assets and preventing and detecting fraud and error.

We have evaluated the effectiveness of the Company's internal control system and are satisfied that the internal control system were effective as of the end of the period under review. Moreover significant estimates and accounting policies that involve a high degree of complexity and judgment were discussed with our external auditors and the audit committee of the Board.

We certify to the Board that:

(i) We have reviewed Financial Statements for the year 2016 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 together present a 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 our knowledge and belief, no transactions entered into by the company during the year which are fraudulent, illegal or violation of the company's code of conduct.

Dated: Dhaka
April 16, 2017

Abdul Hamid, FCA
Chief Financial Officer

Arun Kumar Saha
Managing Director & CEO

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শফিক বসাক এন্ড কোং
SHAFIQ BASAK & CO.
CHARTERED ACCOUNTANTS

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CERTIFICATE OF COMPLIANCES ON CONDITIONS OF THE CORPORATE GOVERNANCE GUIDELINES TO THE SHAREHOLDERS OF EASTLAND INSURANCE COMPANY LIMITED

[As required under the Bangladesh Securities and Exchange Commission (BSEC)]

We have examined the compliance of conditions of The Corporate Governance guidelines of the Bangladesh Securities and Exchange Commission ("BSEC") by Eastland Insurance Company Limited (the "Company") for the year ended December 31, 2016 as stipulated in clause 7(i) of the BSEC notification no SEC/CMRRCD/2006-158/134/Admin/44 dated 07 August, 2012 and subsequently amended through their notification no SEC/CMRRCD/2006-158/147/Admin/48 dated 21 July, 2013 of Bangladesh Securities and Exchange Commission (BSEC) on Corporate Governance.

The compliances of conditions of The Corporate Governance guidelines as stated in the aforesaid notification and reporting of the status of compliance is the responsibility of the Company's management. Our examination for the purpose of issuing this certificate was limited to the examining of procedures and implementations thereof, adopted by the Company for ensuring the compliance of conditions of corporate governance and correct reporting of compliance status on the attached statement on the basis of evidence gathered and representation received thereon. This is scrutiny and verificatiom only and not an expression of opinion or audit of the financial statements of the Company.

To the best of our information and according to the explanations given to us, we certify that the Eastland Insurance Company Limited has complied with the conditions of corporate governance stipulated in the above mentioned BSEC notifications issued under section 2CC of the Securities and Exchange Ordinance-1969, for the year ended 31st December, 2016.

(Md. Enayet Ullah, FCA)
Partner
SHAFIQ BASAK & Co.
Chartered Accountants

Dated: Dhaka
April 16, 2017

Status of Compliance of
CORPORATE GOVERNANCE

Status of compliance with the conditions imposed by the Commission's Notification No. SEC/CMRRCD/2006-158/134/Admin/44 dated 07 August 2012 and subsequently amended through their notification # SEC/CMRRCD/2006-158/147 Admin/48 dated 21st July, 2013 issued under section 2CC of the Bangladesh Securities and Exchange Ordinance, 1969.

Report under Condition No. 7.00

Condition No.	Title	Compliance status (Put ✓ in the appropriate column)		Remarks (if any)
		Complied	Not complied	
1.1	Board's Size.	✓		16 Directors
1.2	**Independent Directors**			
1.2(i)	Number of Independent Director.	✓		2 Independent Directors as per Insurance Act 2010.
1.2(ii)(a)	Shareholding position of Independent Director.	✓		Nil
1.2(ii)(b)	Independent Director is not sponsor, nor any family member/family relationship of the sponsor.	✓		
1.2(ii)(c)	Independent Director does not have any other relationship with the company or its' subsidiary/associate companies.	✓		
1.2(ii)(d)	Independent Director is not a member, director or officer of any stock exchange.	✓		
1.2(ii)(e)	Independent Director is not a shareholder, director or officer of any member of stock exchange or an intermediary of the capital market.	✓		
1.2(ii)(f)	Independent Director is 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.	✓		
1.2(ii)(g)	Independent Director shall not be an independent director in more than 3 (three) listed companies	✓		
1.2(ii)(h)	Independent Director has not been convicted by a court of competent jurisdiction as a defaulter in payment of any loan to a bank or a NBFI.	✓		
1.2(ii)(i)	Independent Director has not been convicted for a criminal offence involving moral turpitude.	✓		
1.2(iii)	The Independent Director(s) shall be appointed by the board, and approved by the shareholders in the Annual General Meeting (AGM).	✓		

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Condition No.	Title	Compliance status (Put ✓in the appropriate column)		Remarks (if any)
		Complied	Not complied	
1.2(iv)	The post of Independent Director(s) cannot remain vacant for more than 90 (ninety) days.	✓		
1.2(v)	The Board shall lay down a code of conduct of all Board members and annual compliance of the code to be recorded.	✓		
1.2(vi)	The tenure of office of an independent director shall be for a period of 3 (three) years, which may be extended for 1(one) term only.	✓		
1.3	**Qualification of Independent Director (ID)**			
1.3(i)	Independent director shall be a knowledgeable individual with integrity, ensure compliance with financial, regulatory and corporate laws.	✓		Profiles of ID available in the Annual report
1.3(ii)	Independent Director should be a Business Leader/Corporate Leader Bureaucrat/University Teacher with Economics or Business Studies or Law background/Professionals. Independent Director must have at least 12 (twelve) years corporate management/professional experiences.	✓		-Do-
1.3(iii)	In special cases the above qualifications may be relaxed subject to prior approval of the Commission.	✓		Not required such approval.
1.4	Chairman of the Board and Chief Executive Officer shall be filled by different individuals. The Board of Directors shall clearly define respective roles and responsibilities of the Chairman and the Chief Executive Officer.	✓		
1.5	**The Director's Report to Shareholders shall include the following additional statements.**			
1.5(i)	Industry outlook and possible future developments in the industry	✓		Available in Annual report
1.5(ii)	Segment-wise or product-wise performance	✓		Available in the Annual report
1.5(iii)	Risks and concerns.	✓		Available in the Annual report
1.5(iv)	A discussion on Cost of Goods sold, Gross Profit Margin and Net Profit Margin.	✓		Available in Annual report
1.5(v)	Discussion on continuity of any Extra-Ordinary gain or loss.	✓		No such extra-ordinary gain or loss
1.5(vi)	Basis for related party transactions-a statement of all related party transactions should be disclosed in the annual report.	✓		Available in the Annual report
1.5(vii)	Utilization of proceeds from public issues, rights issues and/or through any others instruments.	✓		No public issue / right issue
1.5(viii)	An explanation if the financial results deteriorate after the company goes IPO, RPO, Rights Offer, Direct Listing, etc.	✓		Financial result is not deteriorated

Condition No.	Title	Compliance status (Put ✓in the appropriate column)		Remarks (if any)
		Complied	Not complied	
1.5(ix)	Significant variance occurs between Quarterly Financial Performance and Annual Financial Statements.	✓		No such significant variance occurs.
1.5(x)	Remuneration to directors including independent directors.	✓		Director's fees paid only as per rules.
1.5(xi)	Financial statements present fairly state of affairs, the result of its operations, cash flows and changes in equity of the company.	✓		
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 of the financial statements and accounting estimates are based on reasonable and prudent judgment.	✓		
1.5(xiv)	International Accounting Standards (IAS)/ Bangladesh Accounting Standard (BAS)/ International Financial Reporting Standard (IFRS)/ Bangladesh Financial Reporting Standards (BFRS), as applicable in Bangladesh have been followed in preparation of the financial statements.	✓		
1.5(xv)	The system of internal control is sound in design and has been effectively implemented and monitored.	✓		
1.5(xvi)	There are no significant doubts upon the issuer company's ability to continue as a going concern.	✓		Going concern report available in the Annual report
1.5(xvii)	Significant deviations from the last year's operating results of the company shall be highlighted.	✓		No such Significant deviation observed
1.5(xviii)	Key operating and financial data of at least preceding 5 (five) years shall be summarized.	✓		Available in the Annual report
1.5(xix)	If the issuer company has not declared dividend (cash or stock) for the year.	✓		Declared dividend regularly (cash & stock)
1.5(xx)	The number of Board meetings held during the year and attendance by each director shall be disclosed.	✓		09 (Nine) meetings took place with an average 72.22% attendance.
1.5(xxi)(a)	Share holding position Parent/Subsidiary/Associated Companies and other related parties.	✓		Available in the Annual report
1.5(xxi)(b)	Share holding position of Directors, Chief Executive Officer, Company Secretary, Chief Financial Officer, Head of Internal Audit and their spouses and minor children.	✓		Available in the Annual report

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Condition No.	Title	Compliance status (Put ✓ in the appropriate column)		Remarks (if any)
		Complied	Not complied	
1.5(xxi)(c)	Share holding position of Executives of the Company.	✓		Available in the Annual report
1.5(xxi)(d)	Shareholders holding ten percent (10%) or more voting interest in the company.	✓		Available in the Annual report
1.5(xxii)(a)	A brief resume of the appointed/reappointed director	✓		Available in the Annual report
1.5(xxii)(b)	Expertise in specific functional areas of the appointed/reappointed director.	✓		Profile available in the Annual report
1.5(xxii)(c)	Names of companies in which the person also holds the directorship and the membership of committees of the board.	✓		Available in the Annual report
2.1	The company appointed Chief Financial Officer, a Head of Internal Audit (Internal Control and Compliance) and Company Secretary. The Board of Directors clearly defined respective roles, responsibilities and duties of the CFO, the Head of Internal Audit and the CS.	✓		
2.2	Requirement to attend the Board Meeting. The CFO and the Company Secretary of the companies attend meetings of the Board of the Directors.	✓		
3	**Audit Committee:**			
3(i)	The company has an Audit Committee as a sub-committee of the Board of Directors.	✓		
3(ii)	The Audit Committee assist the Board of Directors in ensuring that the financial statements reflect true and fair view of the state of affairs of the company and in ensuring a good monitoring system within the business.	✓		
3(iii)	The Audit Committee is responsible to the Board of Directors. The duties of the Audit Committee clearly set forth in writing.	✓		
3.1	**Constitution of the Audit Committee:**			
3.1(i)	The Audit Committee shall be composed of at least 3 (three) members.	✓		5 (five) members
3.1(ii)	The Board of Directors appointed members of the Audit Committee who are directors of the company and includes 1 (one) independent directors.	✓		
3.1(iii)	All members of the audit committee are "financially literate" and 1 (one) member have accounting or related financial management experience.	✓		
3.1(iv)	Board of Directors appoint the new Committee member(s) to fill up the vacancy immediately or not later than 1 (one) month from the date vacancies in the Committee.	✓		

Condition No.	Title	Compliance status (Put ✓in the appropriate column)		Remarks (if any)
		Complied	Not complied	
3.1(v)	The company secretary shall act as the secretary of the committee.	✓		
3.1(vi)	The quorum of the Audit Committee meeting shall not constitute without at least 1 (one) independent director.	✓		
3.2	**Chairman of the Audit Committee:**			
3.2(i)	Independent Director is the Chairman of the Audit Committee.	✓		
3.2(ii)	Chairman of the Audit Committee shall remain present in the Annual General Meeting (AGM).	✓		
3.3	**Role of the Audit Committee:**			
3.3(i)	Audit Committee oversees the financial reporting process.	✓		
3.3(ii)	Audit Committee monitor choice of accounting policies and principles.	✓		
3.3(iii)	Audit Committee monitor Internal Control Risk Management process.	✓		
3.3(iv)	Audit Committee oversee hiring and performance of external auditors.	✓		
3.3(v)	Audit Committee review along with the management, the annual financial statements before submission to the board for approval.	✓		
3.3(vi)	Audit Committee review the quarterly and half yearly financial statements before submission to the board for approval.	✓		
3.3(vii)	Audit Committee review the adequacy of internal audit function.	✓		
3.3(viii)	Audit Committee review statement of significant related party transactions submitted by the management.	✓		
3.3(ix)	Audit Committee review Management Letters/Letter of Internal Control weakness issued by statutory auditors.	✓		
3.3(x)	The Company shall disclose to the Audit Committee about the uses/applications of funds raised through IPO, RPO/Rights.	✓		
3.4	**Reporting of the Audit Committee:**			
3.4.1	Reporting to the Board of Directors:			
3.4.1(i)	The Audit Committee shall report on its activities to the Board of Directors.	✓		
3.4.1(ii)(a)	The Audit Committee shall immediately report on conflict of interest.	✓		No conflict of interest
3.4.1(ii)(b)	Suspected or presumed fraud or irregularity or material defect in the internal control system.	✓		
3.4.1(ii)(c)	Suspected infringement of laws, including securities related laws, rules and regulations.	✓		

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Condition No.	Title	Compliance status (Put ✓in the appropriate column)		Remarks (if any)
		Complied	Not complied	
3.4.1(ii)(d)	Any other matter which shall be disclosed to the Board of Directors immediately.	✓		
3.4.2	If the Audit Committee reported to the Board of directors about anything which has material impact on the financial condition as result of operation. Audit Committee funds that such rectification has been unreasonably ignored, the Audit Committee shall report such finding to the Commission.	✓		No such finding.
3.5	Report on activities carried out by the Audit Committee, under condition 3.4.1 (ii) above during the year, shall be signed by the Chairman of the Audit Committee.	✓		
4	**External/statutory auditors to perform:**			
4(i)	Appraisal or valuation services or fairness opinions.	✓		
4(ii)	Financial information systems design and implementation.	✓		
4(iii)	Book-keeping or other services related to the accounting records or financial statements.	✓		
4(iv)	Broker-dealer services.	✓		
4(v)	Actuarial services.	✓		
4(vi)	Internal audit services.	✓		
4(vii)	Any other service that the Audit Committee determines.	✓		
4(viii)	No partner or employees of the external audit firms shall possess any share of the company.	✓		
5	**Subsidiary Company:**			
5(i)	The composition of the Board of Directors of the subsidiary company.	✓		No subsidiary company.
5(ii)	At least 1 (one) independent director shall be a director on the Board of Directors of the subsidiary company.	✓		No subsidiary company.
5(iii)	The minutes of the Board meeting of the subsidiary company shall be placed for review at the following Board meeting of the holding company.	✓		No subsidiary company.
5(iv)	The minutes of the respective Board meeting of the holding company shall state that they have reviewed the affairs of the subsidiary company also.	✓		No subsidiary company
5(v)	The Audit Committee of the holding company shall also review the investments made by the subsidiary company.	✓		No subsidiary company
6	**Duties of Chief Executive Officer (CEO) and Chief Financial Officer (CFO):**			
6(i)(a)	The CEO and CFO shall certify to the Board that financial statements do not contain any materially untrue statement or omit any material fact or contain statements that might be misleading.	✓		Certificate available in annual report

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Condition No.	Title	Compliance status (Put ✓in the appropriate column)		Remarks (if any)
		Complied	Not complied	
6(i)(b)	Financial statements together present a true and fair view the company's affairs and are in compliance with existing accounting standards and applicable laws.	✓		
6(ii)	To the best of knowledge and belief, no transaction entered into by the company during the year which fraudulent, illegal or violation of the company's code of conduct.	✓		
7	**Reporting and Compliance of Corporate Governance**			
7(i)	The company obtained a certificate from a practicing Chartered Accountant other than statutory auditor regarding compliance of conditions of Corporate Governance Guidelines.	✓		Certificate available in annual report.
7(ii)	The directors of the company shall state, in accordance with the **Annexure** attached, in the directors' report whether the company has complied with these conditions.	✓		Available in the Annual Report



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চেয়ারম্যানের ভাষণ

বিসমিল্লাহির রাহমানির রাহিম।

প্রিয় শেয়ারহোল্ডারবৃন্দ,

আসসালামু আলাইকুম ওয়া রাহমাতুল্লাহি ওয়া বারকাতুহু।

ইস্টল্যান্ড ইন্স্যুরেন্স কোম্পানি লিমিটেডের ৩০ তম বার্ষিক সাধারণ সভায় আপনাদের স্বাগত জানাতে পেরে আমি সম্মানিত বোধ করছি। আপনাদের কোম্পানির প্রতি যে অব্যাহত আগ্রহ ও সমর্থন ব্যক্ত করে চলেছেন সেজন্য বোর্ড সদস্যবৃন্দ এবং আমার নিজের পক্ষ থেকে আমি আপনাদের প্রতি আন্তরিক কৃতজ্ঞতা ও ধন্যবাদ জ্ঞাপন করতে চাই। এখন আমি আনন্দের সঙ্গে কোম্পানির ২০১৬ সালের কার্যক্রমের সংক্ষিপ্ত প্রতিবেদন তুলে ধরছি।

আপনারা জানেন, বাংলাদেশের বীমা বাজার আকারে ক্ষুদ্র। বিশেষজ্ঞদের মতে, এ ধরনের বাজারে যথাযথভাবে বিকশিত হওয়ার জন্য ৮ থেকে ১০টি কোম্পানি যথেষ্ট। কিন্তু বর্তমানে বেসরকারি খাতে ৪৬ টি অ-জীবন বীমা কোম্পানি কার্যক্রম পরিচালনা করছে, যারা একে অপরের ঘাড়ে নিঃশ্বাস ফেলছে। ফলে কোম্পানির প্রবৃদ্ধি ও লাভ বাধাগ্রস্ত এবং সার্বিকভাবে বীমা খাত কাঙ্ক্ষিত প্রবৃদ্ধি অর্জনে ব্যর্থ হচ্ছে। এখানে অসুস্থ প্রতিযোগিতা অবশ্যই বন্ধ করতে হবে এবং থামাতে হবে হঠকারিতা। বীমা খাতের কল্যাণের জন্য উপযুক্ত পরিবেশ প্রতিষ্ঠা করা চাই।

CHAIRMAN'S ADDRESS



Bismillahir Rahmanir Rahim

Dear Shareholders

Assalamualaikum Wa Rahmatullahi Wa Barkatuhu

It is a great delight for me to welcome you all to the 30th 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 business area. It is now my privilege to present before you a short Statement about the performance of the company in 2016.

You are aware that Bangladesh insurance market is small in size. As per expert opinion, maximum eight to ten Non-life Insurance Companies would have been enough in such a small market to operate in a growing propel. There are as many as Forty six Private sector Non-life Insurance Companies operating in the market, breathing on each other's neck. As a result the growth and profitability of Companies are hindered and Insurance sector as a whole is failing to achieve expected growth. Unhealthy competition and adventurism should be checked, congenial environment needs to be established for betterment of insurance sector.

২০১৬ সালে ইস্টল্যান্ড ইন্স্যুরেন্স কোম্পানির মোট প্রিমিয়াম আয় ও নীট প্রিমিয়াম আয় ছিল যথাক্রমে ৮৬১.৭৩ মিলিয়ন টাকা ও ৩৫৫.৬৩ মিলিয়ন টাকা, পূর্ববর্তী বছরে যা ছিল ৮২০.৪৬ ও ৩৮৪.১০ মিলিয়ন টাকা। ২০১৬ সালে আন্ডাররাইটিং মুনাফা ছিল ৫১.৭৭ মিলিয়ন টাকা এবং কর প্রদানের পর ছিল ১২৯.৯১ মিলিয়ন টাকা, যা পূর্ববর্তী বছরে ছিল ২০.৬৬ মিলিয়ন টাকা ও ১২০.২৪ মিলিয়ন টাকা। ৩১ ডিসেম্বর, ২০১৬ তারিখে কোম্পানির মোট সম্পদ ছিল ২৩৪৭.২৫ মিলিয়ন টাকা। ২০১৬ সালে কোম্পানি ১৮৩.৯৮ মিলিয়ন টাকার দাবি নিষ্পত্তি করেছে, ২০১৫ সালে যা ছিল ৩২০.৩৩ মিলিয়ন টাকা। বিগত ৩০ বছরে ইস্টল্যান্ড মোট ২২৭৫.৭২ মিলিয়ন টাকার দাবি নিষ্পত্তি করেছে।

ইস্টল্যান্ড যাত্রা শুরুর পর থেকে ব্যবসায়ী নীতির ক্ষেত্রে স্বচ্ছতা ও নৈতিকতা বজায় রেখে চলেছে। কোম্পানির মৌল নীতি হচ্ছে নির্ভরযোগ্য বাজার কৌশল অনুসরণ এবং একইসঙ্গে বীমার বিশ্ব বাজার থেকে সর্বোত্তম সুবিধা অর্জন। আপনাদের কোম্পানি সর্বোত্তম নীতি ও কার্যক্রম অনুসরণের জন্য দি ইনস্টিটিউট অব কস্ট ম্যানেজমেন্ট অ্যাকাউন্ট্যান্টস অব বাংলাদেশ (আইসিএমএবি) কর্তৃক ২০১২, ২০১৩, ২০১৪ ও ২০১৫ সালে সাধারণ বীমা খাতে 'বেস্ট কর্পোরেট অ্যাওয়ার্ড' হিসেবে সার্টিফিকেট অব মেরিট সম্মানে ভূষিত হয়েছে। এ ধরনের সম্মান কোম্পানির আর্থিক সক্ষমতা, সুষ্ঠু ব্যবস্থাপনা, নিয়ম-কানুন ও বিধিবিধান মেনে চলা, বাংলাদেশ অ্যাকাউন্টিং মান অনুসরণ, স্বচ্ছতা এবং আর্থিক বিবৃতিতে পর্যাপ্ত তথ্য প্রদানের স্বীকৃতি। ইস্টল্যান্ড ইন্সুরেন্স সাধারণ বীমা খাতে সেরা করপোরেট সংস্থা হিসেবে ২০১৩ সালে দি ইনস্টিটিউট অব চাটার্ড অ্যাকাউন্ট্যান্টস অব বাংলাদেশ (আইসিএবি) কর্তৃক সার্টিফিকেট অব মেরিট সম্মানে ভূষিত হয়েছে।

আপনাদের কোম্পানি ২০১১-২০১৫ সালে পর পর পাঁচ বছর ক্রেডিট রেটিং ইনফরমেসন এন্ড সার্ভিসেস লিমিটেড (সিআরআইএসএল) কর্তৃক 'ডাবল এ' (এএ) রেটিং-এ ভূষিত হয়েছে। আপনারা জেনে আনন্দিত হবেন যে কোম্পানির রেটিং ৩১ ডিসেম্বর ২০১৬ বছরের নিরীক্ষিত আর্থিক বিবরণীর জন্য এএ+ রেটিং-এ উন্নীত হয়েছে। নিঃসন্দেহে এটা বড় অর্জন। আমরা এ অর্জন বজায় রাখতে এবং সম্ভাব্য দ্রুততম সময়ে সাফল্যের চূড়ায় পৌঁছাতে দৃঢ়সংকল্প।

আমি আবারও বলছি যে আপনাদের কোম্পানি গত ৩০ বছরের কার্যক্রমের মধ্য দিয়ে একটি দৃঢ় ভিত্তি গড়ে তুলতে পেরেছে। আমাদের রয়েছে গতিশীল করপোরেট ব্যবস্থাপনা কাঠামো এবং অপারেশনাল দক্ষতা ও জবাবদিহিতা। ব্যবস্থাপনা কর্তৃপক্ষ তাদের গ্রাহকদের বিশাল নেটওয়ার্কে সম্ভাব্য দ্রুততম সময়ে সেবা পৌঁছানোর জন্য প্রয়োজনীয় দক্ষতা অর্জন করতে পেরেছে।

গতিশীল ব্যবস্থাপনা পরিচালকদের নেতৃত্বে যথাযথ করপোরেট কাঠামো এবং বিচক্ষণ ব্যবস্থাপনা কর্তৃপক্ষের পরিচালনায় ইস্টল্যান্ড ইন্স্যুরেন্স ব্যবসায়িক নৈতিকতা অনুসরণ করে আগামীতে অব্যাহত প্রবৃদ্ধি অর্জনের লক্ষ্য নির্ধারণ করেছে। আমি অর্থ মন্ত্রণালয়, ইন্স্যুরেন্স ডেভলপমেন্ট অ্যান্ড রেগুলেটরি অথরিটি (আইডিআরএ), বাংলাদেশ সিকিউরিটিজ অ্যান্ড এক্সচেঞ্জ কমিশন, জাতীয় রাজস্ব বোর্ড, ঢাকা স্টক এক্সচেঞ্জ, চট্টগ্রাম স্টক এক্সচেঞ্জ, অন্যান্য নিয়ন্ত্রক সংস্থা, সম্ভ্রান্ত গ্রাহক এবং সম্মানিত শেয়ারহোল্ডারদের অব্যাহত সমর্থন ও সহযোগিতার জন্য আমাদের সবার পক্ষ থেকে কৃতজ্ঞতা প্রকাশ করছি।

আমি কোম্পানির পরিচালনা পর্ষদে আমার সব সহকর্মী ও প্রতিষ্ঠানের প্রতিটি পর্যায়ের সকল কর্মীকে সর্বদা সমর্থন ও সহযোগিতা প্রদান এবং কোম্পানির অগ্রগতির জন্য নিঃস্বার্থ সেবার জন্য কৃতজ্ঞতা প্রকাশ করছি।

আগামী দিনগুলোতে আমাদের ভবিষ্যৎ যাত্রায় সর্ব শক্তিমান আল্লাহ আমাদের সহায় হউন।

সবাইকে ধন্যবাদ ও আল্লাহ হাফেজ।

(মাহবুবুর রহমান)
চেয়ারম্যান

Eastland earned gross premium and net premium income of Tk. 861.73 million and Tk. 355.63 million respectively during the year 2016 as against Tk.820.46 million and Tk.384.10 million respectively during the year 2015. Underwriting profit stood at Tk. 51.77 million and net profit after tax stood at Tk. 129.91 million in 2016 which were Tk. 20.66 million and Tk. 120.24 million of 2015. Total assets of the company stood at Tk. 2,347.25 million as on 31st December 2016. The company settled claims amounting to Tk. 183.98 million during 2016 which was Tk. 320.33 million in 2015 and so far, in last 30 years Eastland settled total claims amounting to Tk. 2,275.72 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 basic policy of the Company. Your company was awarded with “best corporate award” in the general Insurance sector for last three consecutive years 2012, 2013, 2014 & 2015 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” in 2013 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. You will be pleased to know that rating of the company for the year 2016 has been elevated to "AA+" in consideration of Audited Financial Statements December 31, 2016. 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 again repeat that your company during its 30 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 (DSE), Chittagong Stock Exchange (CSE), other 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 at all times, and also to all levels of 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

ব্যবস্থাপনা পরিচালক এবং প্রধান নির্বাহীর সমাপনী বক্তব্য

আসসালামু আলাইকুম।

ইস্টল্যান্ড ইন্স্যুরেন্স কোম্পানির ৩০ তম বার্ষিক সাধারণ সভায় আমি আপনাদের উষ্ণ সংবর্ধনা জানাচ্ছি। ৩১ বছরে পদার্পণের এই শুভ মুহূর্তে আমি আন্তরিকভাবে আমাদের বিশিষ্ট শেয়ারহোল্ডার ও গ্রাহক এবং সম্মানিত শুভানুধ্যায়ীদের তাদের সহযোগিতা, সমর্থন ও এই কোম্পানির সঙ্গে সংশ্লিষ্টতার জন্য কৃতজ্ঞতা প্রকাশ করছি। বার্ষিক সাধারণ সভায় কষ্ট করে অংশগ্রহণের জন্যও আপনাদের ধন্যবাদ জানাচ্ছি।

বীমা কোম্পানি দেশের অর্থনৈতিক জীবনের জন্য গুরুত্বপূর্ণ ধমনীর মতো। ইস্টল্যান্ড পেশাগত সেবার দীর্ঘ পথ অতিক্রম করে এসেছে। আমরা আধুনিক প্রযুক্তি চালু করেছি, দীর্ঘমেয়াদী সম্পর্ক গড়ে তুলেছি। দ্রুত ও সহজ দাবি নিষ্পত্তি ব্যবস্থা, ক্লায়েন্ট সেবাকে সব কিছুর ওপরে স্থান দেওয়া, আদর্শ পরিচালন পদ্ধতি, সমন্বয় ও যথার্থতা আমাদের বৈশিষ্ট্য।

ইস্টল্যান্ড ক্লায়েন্ট সেবাকেই সর্বদা গুরুত্ব দিয়েছে এবং আগামীতেও দিয়ে যাবে। আমাদের লক্ষ্য ক্লায়েন্টদের সঙ্গে দীর্ঘমেয়াদী সম্পর্ক গড়ে তোলা এবং তাদের ব্যবসায়িক চাহিদা ও প্রয়োজন উপলব্ধির মাধ্যমে মূল্য সংযোজন করা। নিঃস্বার্থ ও দক্ষ একদল কর্মী এ কাজে নিয়োজিত রয়েছেন। তাদের কাজের দ্বারা কোম্পানি সকল ক্ষেত্রে কমপ্লায়েন্সের সর্বোচ্চ মাত্রায় পৌঁছাতে পেরেছে। একইসঙ্গে বজায় রয়েছে স্বচ্ছতা। তারা আরও এগিয়ে যাওয়ার লক্ষ্য অর্জনে এ ধারা অব্যাহত রাখতে দৃঢ়সংকল্প।

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MANAGING DIRECTOR & CEO'S ROUND UP



Assalamu Alaikum,

I warmly welcome you all at the 30th Annual General Meeting of Eastland Insurance Company Limited. At this happy moment of stepping into 31 years of journey, I sincerely express my heartfelt gratitude and thanks to our distinguished shareholders, valued clients and respected well wishers for their support, co-operation, association with this Company and also for taking trouble in attending this AGM.

Insurance Industry is an important artery in the economic life line of the Country. Eastland has come a long way providing professional service, bringing modern technology, building long term relationship, faster and smooth settlement of claim, unique customer focus, standard operating procedure, coordination and accuracy.

Eastland is and will always remain totally client focused. We aim to build long term relationship with clients and to add value through a thorough understanding of their business needs and requirement. 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.

আমরা জানি, বীমা খাত খুবই প্রতিযোগিতাপূর্ণ। এ অবস্থায় সম্ভাব্য ক্লায়েন্টদের সর্বোত্তম সেবা প্রদানের মাধ্যমে আমাদের সুনাম অব্যাহত রাখার জন্য আমরা আন্তরিকভাবে কাজ করে যাচ্ছি। বিশেষভাবে লক্ষ্য রাখা হচ্ছে বিজনেস সলিউসন ও বীমা দাবি নিষ্পত্তির ক্ষেত্রে। ইস্টল্যান্ডের গোটা কর্মী বাহিনী ২০১৬ সালে তাদের ভাল অবস্থান ধরে রাখার জন্য সচেষ্ট ছিল, যার চিত্র পরিচালনা পর্ষদের পক্ষে মাননীয় চেয়ারম্যানের প্রতিবেদনে উপস্থাপন করা হয়েছে।

ইস্টল্যান্ডের আর্থিক শক্তি ক্রেডিট রেটিং ইনফরমেশন অ্যান্ড সার্ভিসেস লিমিটেডের (সিআরআইএসএল) মূল্যায়ন অনুযায়ী খুবই ইতিবাচক। ২০১৬ সালের ডিসেম্বরে সমাপ্ত বছরের আর্থিক বিবরণীর ভিত্তিতে আমাদের রেটিং ডাবল-এ প্লাস (AA+) সম্মানে উন্নীত হয়েছে। এ ধরনের রেটিংয়ের অর্থ হচ্ছে কোম্পানির উচ্চ দাবি পরিশোধ সক্ষমতা, ভাল আর্থিক কার্যদক্ষতা এবং চমৎকার দায়দেনা পরিশোধ ক্ষমতা। কোম্পানির মৌল ভিত্তি– যেমন ভাল আর্থিক ও কারিগরি কার্যক্রম, উপযুক্ত সলভেন্সি অবস্থান, স্থানীয় ও বিদেশী পুনঃবীমা প্রতিষ্ঠানের সঙ্গে মজবুত পুনঃবীমা ব্যবস্থাপনা, যথাযথ অভ্যন্তরীণ নিয়ন্ত্রণ ও অভিজ্ঞ শীর্ষ ব্যবস্থাপনা থাকলেই কেবল এ ধরনের রেটিং অর্জন করা যায়।

আপনাদের কোম্পানি সর্বোত্তম নীতি ও কার্যক্রম অনুসরণের জন্য ইনস্টিটিউট অব কস্ট অ্যান্ড ম্যানেজমেন্ট অ্যাকাউন্ট্যান্টস অব বাংলাদেশ (আইসিএমএবি) কর্তৃক ২০১২, ২০১৩, ২০১৪ ও ২০১৫ সালে সাধারণ বীমা খাতে 'বেস্ট কর্পোরেট অ্যাওয়ার্ড' সম্মানে ভূষিত হয়েছে। এ ছাড়াও ২০১৩ সালে সর্বোত্তম বার্ষিক প্রতিবেদনের জন্য দি ইনস্টিটিউ অব চাটার্ড অ্যাকউন্ট্যান্টস অব বাংলাদেশ কর্তৃক সার্টিফিকেট অব মেরিট সম্মানও আমরা অর্জন করেছি।

আমি বিশ্বাস করি বিগত বছরগুলোতে আমাদের সাফল্য কোম্পানিকে আরও ভাল অবস্থানে নিয়ে যেতে প্রেরণা জোগাবে। আমাদের নীতি হচ্ছে আজ যেখানে আমাদের সুবিধা রয়েছে এবং যেখানে প্রতিযোগীদের তুলনায় দ্রুত এগিয়ে যেতে পারি তার প্রতি সামনের দিনগুলোতে বিশেষ মনোযোগ প্রদান।

সবশেষে, কোম্পানির প্রতি অবিচল আস্থা ও বিশ্বাস স্থাপনের মাধ্যমে ২০১৬ সালকে একটি সাফল্যের বছরে পরিণত করার জন্য আমি আইজিআরএ, পুনঃবীমাকারী, সম্মানিত শেয়ারহোল্ডার ও ক্লায়েন্ট এবং শুভানুধ্যায়ীদের আন্তরিক ধন্যবাদ ও কৃতজ্ঞতা জানাচ্ছি। বছর জুড়ে বিচক্ষণ নির্দেশনা ও পরামর্শ প্রদানের জন্য আমি আন্তরিক কৃতজ্ঞতা ও ধন্যবাদ জানাই মাননীয় চেয়ারম্যান ও পরিচালন পর্ষদের সদস্যদের প্রতি। ভবিষ্যতেও তাদের কাছ থেকে একই ধরনের নির্দেশনা-পরামর্শ আমি আশা করি। সর্বশক্তিমানের কাছে আমাদের প্রার্থনা তিনি যেন আমাদের পেশাগত চমৎকারিত্বের মাধ্যমে আগামীতে যে কোনো চ্যালেঞ্জ মোকাবেলা করে এগিয়ে যাওয়ার দূরদৃষ্টি, সাহস ও শক্তি দেন।

আন্তরিক শ্রদ্ধাসহ

(অরুণ কুমার সাহা)
ব্যবস্থাপনা পরিচালক ও প্রধান নির্বাহী

As the Market is highly competitive we render vigorous initiatives to build-up reputation to our potential 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 utmost effort to maintain the overall outcome in good position in the year 2016, which has been presented in details in the report of the honourable 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 our rating has been upgraded to Double A Plus (AA+) outlook stable based on its Audited Financial Statements for the year 2016.

Rating Double-A indicated very high claims paying ability 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 are pleased to mention here that Eastland has been awarded 'Best Corporate Award' in 2012, 2013, 2014 & 2015 by the Institute of Cost and Management Accountants of Bangladesh (ICMAB). Furthermore we have been awarded with 'Certificate of Merit' by the Institute of Chartered Accountants of Bangladesh (ICAB) for the best presented Annual Report 2013 as a mark of recognition excellence.

I believe the gains made during the preceding years will be instrumental 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.

Finally I would like to express my sincere thanks and gratitude to IDRA, Reinsurers, respected shareholders, valued clients and well wishers for reposing their unshakeable trust and confidence in making the year 2016 a success. My sincere gratitude and propound thanks to the honorable Chairman and the Directors of the Board for their judicious guidance 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)
Managing Director & CEO

পরিচালকমন্ডলীর প্রতিবেদন

ইস্টল্যান্ড ইন্স্যুরেন্স কোম্পানি লিমিটেডের পরিচালকমণ্ডলী এ প্রতিষ্ঠানের ৩০ তম বার্ষিক সাধারণ সভায় আপনাদের স্বাগত জানাচ্ছে। পরিচালকমণ্ডলীর প্রতিবেদন এবং ৩১ ডিসেম্বর, ২০১৬ তারিখে সমাপ্ত অর্থ বছরের জন্য ও নিরীক্ষকের প্রতিবেদনসহ আর্থিক বিবৃতি আপনাদের সামনে উপস্থাপন করতে পারা আমাদের জন্য প্রকৃতই আনন্দের। একইসঙ্গে বাংলাদেশ জাতীয় অর্থনীতি-২০১৬ এবং পাশপাশি বিশ্ব অর্থনীতির কিছু চিত্র প্রতিবেদনের সঙ্গে তুলে ধরা হলো।

বাংলাদেশ অর্থনীতি ২০১৬ : একটি পর্যালোচনা

২০১৫-১৬ অর্থ বছরে বাংলাদেশ অর্থনীতির প্রবৃদ্ধি ঘটেছে আকর্ষণীয় ৭.১১ শতাংশ হারে, যা বলিষ্ঠ সামষ্টিক অর্থনৈতিক ভিতের পরিচায়ক। ২০১৬ অর্থ বছরে ২০১৫ অর্থ বছরের তুলনায় শিল্প ও সেবা খাতে প্রবৃদ্ধি ঘটেছে যথাক্রমে ১১.০৯ ও ৬.২৫ শতাংশ হারে। আরেকটি সম্ভাবনার চিত্র আমরা দেখি জিডিপিতে বেসরকারি বিনিয়োগের হিস্যায়– ২০১৫ অর্থ বছরের ২২.১ শতাংশ থেকে যা বেড়ে হয়েছে ২৩ শতাংশ। সরকারি বিনিয়োগও উচ্চ পর্যায়ে বজায় রাখা সম্ভব হয়েছে।

চীনের প্রেসিডেন্ট জি জিনপিং ২০১৬ সালের মধ্য অক্টোবরে দুই দিনের ঐতিহাসিক সফরে বাংলাদেশ আসেন। এটা ছিল তিন দশক পর চীনের কোনো সর্বোচ্চ নেতার বাংলাদেশে আগমন। এ সফরকালে চীনের প্রেসিডেন্ট ও সরকারি কর্মকর্তাবৃন্দ ১ হাজার ৩৬০ কোটি ডলারের ২৭টি চুক্তি ও



সমঝোতা স্মারকে সই করেন। এর ফলে অবকাঠামো, জ্বালানি, তথ্য ও যোগাযোগ প্রকল্প প্রভৃতি খাতে বিনিয়োগের সুযোগ সৃষ্টি হয়েছে। দুটি দেশ সন্ত্রাসবাদ মোকাবেলায় অংশীদারিত্ব বাড়াতেও সম্মত হয়েছে।

বিশ্বের দ্বিতীয় অর্থনৈতিক ক্ষমতাধর দেশের প্রেসিডেন্টের এ ধরনের উচ্চ পর্যায়ের সফর এবং চীনের দিক থেকে ব্যাপক বিনিয়োগের বিভিন্ন প্রস্তাব বাংলাদেশের অর্থনৈতিক যাত্রায় এক নতুন যুগের সূচনা ঘটিয়েছে।

এটা স্বীকৃত যে বিনিয়োগ বাড়ানোর জন্য সরকারি খাতে বিনিয়োগ গুরুত্বপূর্ণ। অবশ্য, প্রয়োজনীয় সরকারি বিনিয়োগের অর্থ সংস্থানের জন্য আগামী বছরগুলোতে রাজস্ব আদায়ের লক্ষ্য অর্জন করতে হবে। বর্তমানে রাজস্ব-জিডিপি অনুপাত মাত্র ৯.৯ শতাংশ। সরকারের লক্ষ্য হচ্ছে ২০২০ সালে এ অনুপাত ১৬.১ শতাংশে উন্নীত করা। করদাতাদের ভিত ও রাজস্ব উৎস সম্প্রসারণ এবং সেবা প্রদানকারী ও স্ব-কর্মসংস্থানে নিয়োজিতদের প্রতি বিশেষ দৃষ্টি প্রদান এ লক্ষ্য অর্জনের প্রধান চ্যালেঞ্জ। নতুন মূল্য সংযোজন কর (ভ্যাট), ২০১৭ সালের জুলাই থেকে যার বাস্তবায়ন হওয়ার কথা– রেজিস্ট্রেশন, রিটার্ন প্রদান, অর্থ প্রত্যার্পণ ও পরিশোধ হবে সমন্বিত অনলাইনে। এ আইনের বাস্তবায়নের ওপর রাজস্ব আদায় আয় বাড়ানোর সফলতা বহুলাংশে নির্ভর করবে।

বিগত ৬ বছরে বাংলাদেশ অর্থনীতি অনেকটা ছন্দময় পথে চলতে পেরেছে, যার ফলে জিডিপি প্রবৃদ্ধির হার থাকে ৬.৩ শতাংশের ওপরে। এ দেশ চীনের পরেই বিশ্বে দ্বিতীয় বৃহত্তম পোশাক রফতানিকারক। মোট আবাদযোগ্য জমির পরিমাণ কমলেও কৃষি খাতে তৃণমুলে নিরব বিপ্লব ঘটেছে। সামাজিক ও অর্থনৈতিক খাতে অর্জন উল্লেখযোগ্য। বিশ্বব্যাংক সম্প্রতি মাথাপিছু আয় নির্দিষ্ট মাত্রায় পৌঁছানোর কারণে বাংলাদেশকে নিম্নমধ্যম আয়ের স্তরে উন্নীত করেছে। বাংলাদেশ পরিসংখ্যান ব্যুরোর তথ্য অনুযায়ী ২০১৫-১৬ অর্থ বছরে মাথাপিছু আয় ১৪৬৬ মার্কিন ডলারে পৌঁছায়, যা আগের বছরের (১৩১৬ ডলার) তুলনায় ১১ শতাংশ বেশি। কিন্তু এ সব সফলতার কাহিনী ব্যাংকিং খাতের কেলেঙ্কারির কারণে কিছুটা হলেও ম্লান হয়েছে। এ প্রসঙ্গে সরকারি খাতের

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DIRECTORS' REPORT
to the Shareholders

FOR THE YEAR ENDED DECEMBER 31ST 2016

The Board of Directors of Eastland Insurance Co Ltd welcome you all to the 30th 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, 2016 together with the Report of Auditors. Connecting thereto, a brief overview of the Bangladesh National Economy-2016 dealing with global economy within a few paragraphs has also been provided in the Annual report for your information.

A Review of Bangladesh Economy In 2016

Bangladesh grew at an impressive rate of 7.11% in FY 2015-16 signifying strong macroeconomic fundamentals. Both industrial and service sector registered higher growth in the FY16 fiscal compared to FY15 registering 11.09% and 6.25% growth respectively. There were promising signs as private investment's share in GDP increased to 23% in FY16 from 22.1% in FY15. The government maintained public investment at a high level.

Chinese President Xi Jinping arrived in Bangladesh on a historic two-day visit in mid-October of 2016, the first by a Chinese president in three decades. During the visit of the Chinese President Bangladesh and China inked 27 deals and memorandum of understanding (MoUs), worth of $13.6 billion. These span financing investment in infrastructure, energy, information and communication projects. The two countries have agreed on enhancing counterterrorism partnership as well.

Such a high-profile visit from the president of the second largest economy of the world to Bangladesh, and massive investment proposals from China herald a new dimension in the economic journey of the country.

It is recognized that public investment is crucial for encouraging private investment. However, appropriate revenue mobilization is essential for achieving the needed public investment in the



coming years. At present, the Revenue-GDP ratio is only 9.9% and the government has a target to increase the ratio to 16.1% by 2020. Broadening the taxpayer's base and revenue sources as well as focusing on income from service providers and self-employed are the primary challenges in attaining the target. The new Value Added Tax (VAT), the implementation date of which has been set at July 2017, will introduce an integrated online system for registration, return submission, refund and payment. The successful rollout of the Act will determine the success of revenue mobilization to a large extent.

Over the last six years, country has experienced a vibrant economy which led to over 6.3% GDP (gross domestic production) growth rate. It is the second

ব্যাংকের অনাদায় ঋণ, কতিপয় বেসরকারি খাতের এটিএম কার্ডে আধুনিক নিরাপত্তা ব্যবস্থা না থাকা এবং কেন্দ্রীয় ব্যাংকে সুইফট হ্যাকিংয়ের বিষয় বলা যায়।

অর্থনৈতিক প্রবৃদ্ধি

২০১৬-১৭ অর্থ বছরের জন্য সরকার জিডিপি প্রবৃদ্ধির হার নির্ধারণ করেছে ৭.২ শতাংশ। বিশ্বব্যাংক অভ্যন্তরীণ নিরাপত্তা চ্যালেঞ্জ, বিশ্ব বাজারে নিম্নমাত্রার চাহিদা, স্থিতিশীল বেসরকারি বিনিয়োগ ও রেমিট্যান্স প্রবাহ কম হওয়ার কারণে অভ্যন্তরীণ ভোগ হ্রাসের কথা উল্লেখ করে এ হার প্রাক্কলন করেছে ৬.৮ শতাংশ। সরকার ব্যবসায়ের পরিবেশ উন্নত করার জন্য কিছু পদক্ষেপ গ্রহণ করতে শুরু করেছে। তবে দেশীয় ও বিদেশী বিনিয়োগকারীদের তরফে বড় ধরনের বিনিয়োগ আকৃষ্ট করার জন্য আরও অনেক কিছু করার রয়েছে। সরকার ১০০ বিশেষ অর্থনৈতিক অঞ্চল স্থাপনের জন্য কাজ করছে। কয়েকটি মেগা প্রকল্প চিহ্নিত করে দ্রুত সম্পন্ন করার জন্য ফার্স্ট-ট্রাকে স্থান দিয়েছে। বাংলাদেশ



Mr. Mahbubur Rahman, Chairman of Eastland Insurance addressing 29th AGM held on June 05, 2016

বিদেশী প্রত্যক্ষ বিনিয়োগ বর্তমানের ২.২ বিলিয়ন ডলার থেকে বাড়িয়ে ২০২০ সালে ৯.৬ বিলিয়ন ডলারে উন্নীত করতে এবং সপ্তম পঞ্চবার্ষিক পরিকল্পনা অনুযায়ী জিডিপি প্রবৃদ্ধির হার ৮ শতাংশে নিয়ে যেতে পারবে কিনা তার চালিকা শক্তি হবে ব্যবসায় প্রতিষ্ঠান গঠনের ও বিনিয়োগের বিধিবিধান সহজ করা এবং অবকাঠামো প্রকল্পসমূহ দ্রুত বাস্তবায়ন।

সার্বিকভাবে দেশের অর্থনৈতিক প্রবৃদ্ধি আকর্ষণীয়। বার্ষিক উন্নয়ন কর্মসূচির দ্রুত বাস্তবায়ন রাজস্ব আয় বৃদ্ধি ও প্রবৃদ্ধি সম্ভাবনা বাস্তবায়নের সহায়ক হবে। ব্যবসার প্রয়োজনে জমি, বিদ্যুৎ, গ্যাস ও অন্যান্য অবকাঠামো সুবিধা প্রদান টেকসই প্রবৃদ্ধি নিশ্চিত করার জন্য অপরিহার্য। এ সবের যোগানে বিঘ্ন ঘটলে প্রত্যক্ষ বিদেশী বিনিয়োগ প্রবাহ ও প্রবৃদ্ধিকে বহু বছরের জন্য প্রভাবিত করবে।

চার বছরেরও বেশি সময়ের মধ্যে মূল্যস্ফীতি সর্বনিম্ন

২০১৬ সালের শেষে বার্ষিক গড় মূল্যস্ফীতি ২০১৫ সালের ৬.১৯ শতাংশ থেকে ৫.৫২ শতাংশে নেমে আসে। ২০১৬ সালের ডিসেম্বরে পয়েন্ট টু পয়েন্ট মূল্যস্ফীতি এক বছর আগের ৬.১ শতাংশ থেকে ৫.০৩ শতাংশে নেমে আসে। খাদ্য ও খাদ্য বহির্ভূত পণ্যের মূল্যস্ফীতি কমে আসা এবং রাজনৈতিক স্থিতিশীলতা মূল্যস্ফীতির হার সরকার ও কেন্দ্রীয় ব্যাংকের ৫.৮ শতাংশ লক্ষ্যমাত্রার মধ্যে সীমিত রাখার সহায়ক হয়। ২০১৬ সালের ডিসেম্বরে খাদ্য মূল্যস্ফীতি আগের বছরের একই সময়ের ৫.৪৮ শতাংশ থেকে কিছুটা কম ৫.৩৮ শতাংশে নামিয়ে আনে। অপরদিকে খাদ্য বহির্ভূত মূল্যস্ফীতি ৭.০৫ শতাংশ থেকে ৪.৪৯ শতাংশে নেমে আসে।

খাদ্য মূল্যস্ফীতি নিম্নমাত্রায় থাকার পেছনে কাজ করেছে বিশ্ব বাজারে চাল ও গমের স্থিতিশীল মূল্য এবং ভাল ফলন হওয়ায় অভ্যন্তরীণ বাজারে স্থিতিশীল মূল্য। মূল্যস্ফীতির হিসাব করার জন্য পণ্য তালিকায় খাদ্যশস্যের মূল্য উল্লেখযোগ্য ভূমিকা রাখে। তদুপরি বিশ্ব বাজারে পণ্যের মূল্য কম থাকায় টাকার তুলনামূলক শক্তি নিয়ন্ত্রণে রাখার সহায়ক হয়। যদিও খাদ্য বহির্ভূত মূল্যস্ফীতি কমেছে, কিন্তু বাড়ি ভাড়া, জ্বালানি ব্যয়, বিদ্যুৎ, পরিবহন ও যোগাযোগের মতো ক্ষেত্রে ব্যয় বেড়েছে এবং এ কারণে শহরে মূল্যস্ফীতির ঊর্ধ্বমুখী হার পরিলক্ষিত হয়।

অর্থমন্ত্রী ধারণা দিয়েছেন যে ২০১৭ সালের জানুয়ারিতে জ্বালানি তেলের মূল্যের সমন্বয়সাধন করা হবে, যা হবে ২০১৬ সালের এপ্রিলে মূল্য হ্রাসের পর দ্বিতীয় সমন্বয়সাধন। তেলের দাম কমানোর কারণে মূল্যস্ফীতি কমিয়ে আনার সহায়ক হতে পারে। কিন্তু একইসঙ্গে বাংলাদেশ এনার্জি রেগুলেটরি কমিশনের গৃহস্থালী কাজে গ্যাসের মূল্য ৫০ শতাংশ বৃদ্ধির ঘোষণা এর প্রভাব সীমিত করে দিতে পারে। তদুপরি, বিশ্ব বাজারে পণ্যমূল্য কিছুটা বৃদ্ধির লক্ষণ দেখা দেওয়ায় এবং টাকার মান গত কয়েক মাসে কমে যাওয়ার কারণে আমদানিজনিত মূল্যস্ফীতি সামান্য বাড়তে পারে।

প্রত্যক্ষ বিদেশী বিনিয়োগ

উচ্চতর মাত্রায় প্রত্যক্ষ বিদেশী বিনিয়োগ, পোর্টফোলিও বিনিয়োগ ও নীট বিদেশী ঋণ বেশি হওয়ার ফলের প্রতিফলন ঘটেছে উদ্বৃত্ত আর্থিক হিসাবে। ২০১৬-১৭ অর্থ

largest readymade garments exporter in the world after China. Despite the fact that its total cultivable land area has reduced there has been a silent grassroots revolution in the agriculture sector. Achievements in social and economic areas have been remarkable. The World Bank recently upgraded its status to a 'low middle income country' because it attained the threshold per capita income. According to Bangladesh Bureau of Statistics, per capita income in FY2015-16 ($1,466) registered 11% growth from 2014-15 ($1,316). But the success story has been tarnished by scams in the Banking sector mainly due to non-performing loans of Public sector Banks, absence of updated security measures at some private banks' ATMs, and the SWIFT hacking at the Central Bank.

Economic Growth

For FY2016-17, the government has set the GDP growth target at 7.2%. However, World Bank has projected the growth at 6.8% citing domestic security challenges, weak external demand, stable private investment and weak remittances dampening private consumption. Some progress has been made by the government in helping to ease doing business, however there is still some way to go if the country is to attract large investment from local and foreign investors. The government is working on creating 100 special economic zones in the country and has also classified a number of mega development projects into fast-track category to ensure rapid completion. Easing business setup and investment regulations and rapid execution of infrastructure projects will be the driving factors that will decide whether Bangladesh can increase foreign direct investment to USD 9.6 billion by 2020 from USD 2.2 billion at present and GDP growth rate to 8% in line with Planning Commission's 7th Five Year Plan.

Overall the economic growth of the country is impressive. Faster implementation of ADP will be helpful to promoting revenue and growth potentials for the country. Providing land, electricity, gas and infrastructure to businesses are the main priorities to ensure a sustainable growth. Inadequate supply of these had been impacting FDI and growth for many years.

Inflation hits the lowest mark in more than 4 years

Average annual inflation has decreased to 5.52% at the end of 2016 down from 6.19% in 2015. The point-to-point inflation also dropped to 5.03% in December 2016 from 6.10% a year earlier. Drop in both food and non-food inflation and political calmness have helped to keep the inflation rate within government's and central bank's target of 5.80%. Food inflation has come down marginally to 5.38% in December 2016 from 5.48% in December 2015 whereas, non-food inflation slid to 4.49% from 7.05% during the same period.

Lower food inflatio rimarily been driven by low and stable prices of rice and wheat in the international market as well as stable domestic costs because of good harvest. Cereal prices have a significant weight in the goods basket for the calculation of inflation. In addition, low global commodity prices and relative strength of Taka helped to hold back prices. Although non-food inflation has decreased, rent, fuel, lighting, transport & communication components of the



176th Board Meeting held on 16 April, 2017

বছরের জুলাই-নভেম্বর সময়ে নীট প্রত্যক্ষ বিদেশী বিনিয়োগ আগের বছরের তুলনায় ৯.৬ শতাংশ বেড়ে হয়েছে ৭১৯ মার্কিন ডলার। তদুপরি বাংলাদেশ ব্যাংক ওপেন মার্কেট অপারেশনের মাধ্যমে ডলার ক্রয় করার কারণেও বৈদেশিক মুদ্রার রিজার্ভ চাঙ্গা থাকতে পেরেছে। যদিও এফডিআই বাড়ছে, কিন্তু কর্মসংস্থান সৃষ্টি ও টেকসই বৈদেশিক মুদ্রার রিজার্ভের জন্য গুরুত্বপূর্ণ বিবেচিত এ উপাদান এখনও জিডিপির মাত্র ০.৯ শতাংশ। অবশ্য উৎসাহব্যঞ্জক লক্ষণও রয়েছে। বাংলাদেশ বিনিয়োগ উন্নয়ন কর্তৃপক্ষ (বিআইডিএ)-তে জুলাই-নভেম্বর সময়ে বিনিয়োগ নিবন্ধন উল্লেখযোগ্য পরিমাণ বেড়ে দাঁড়িয়েছে ১৪ বিলিয়ন ডলারে, যা ২০১৫-১৬ অর্থ বছরের মোট নিবন্ধিত বিনিয়োগ প্রস্তাবের চেয়ে বেশি। বৈদেশিক মুদ্রার রিজার্ভ ক্রমে বেড়ে আট মাসের বেশি আমদানি ব্যয় মেটানোর পর্যায়ে পৌঁছানোর প্রেক্ষাপটে এর যথাযথ ব্যবহারের তাগিদও বেড়ে চলেছে। মূল্যস্ফীতির চাপ নিয়ন্ত্রণ ও রিজার্ভ অতিরিক্ত বেড়ে যাওয়ার চাপ মোকাবেলায় এ বিষয়টি মনোযোগ দাবি করে। তবে আমরা জেনেছি, মেগা উন্নয়ন প্রকল্পসমূহ বাস্তবায়নের জন্য বৈদেশিক মুদ্রার রিজার্ভ ব্যবহার করে ৫ বিলিয়ন ডলারের সার্বভৌম সম্পদ তহবিল গঠনের চিন্তা-ভাবনা করছে।

উচ্চমাত্রার তারল্য কলমানি রেট নিম্ন মাত্রায় রাখছে



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

২০১৬ সালে কলমানি রেটের সচলতা খুব কম ছিল। এর কয়েকটি কারণ রয়েছে। যেমন, নন-ব্যাংকিং উৎস থেকে সরকারের বেশি পরিমাণে ঋণ গ্রহণ, বেসরকারি খাতের ঋণের চাহিদা কাঙ্ক্ষিত মাত্রার তুলনায় কম থাকা ও রিজার্ভ-রেসো ব্যবস্থা অব্যাহত না রাখা। গড় কলমানি রেট জানুয়ারির ৩.৯০ শতাংশ থেকে ডিসেম্বরে ৩.৬১ শতাংশে নেমে এসেছে।

জাতীয় সঞ্চয়পত্রের বিক্রয় প্রাক্কলনের চেয়ে বেশি হওয়ায় সরকারের ঋণ গ্রহণ চাহিদা কমেছে। সঞ্চয়পত্র ও বাণিজ্যিক ব্যাংকের আমানতের সুদের হারে ৫-৬ শতাংশ পার্থক্য বহুলাংশে ঝুঁকিমুক্ত এ ব্যবস্থার বলিষ্ঠ চাহিদা তৈরি করেছে। ২০১৫-১৬ অর্থ বছরে সরকার ব্যাংকিং উৎস থেকে মাত্র ৪০ বিলিয়ন টাকা ধার করেছে, কিন্তু লক্ষ্যমাত্রা ছিল ৩৮৫ বিলিয়ন টাকা। জুলাই-সেপ্টেম্বর সময়ে সরকার ব্যাংক থেকে ৪২ বিলিয়ন টাকা ধার করেছে, কিন্তু পরিশোধ করেছে ৯৩.৪ বিলিয়ন টাকা, যার প্রভাবে তারল্যের এই উচ্চমাত্রা। বেসরকারি খাতের ঋণের প্রবৃদ্ধি, যা জুলাই ও আগস্টে যথাক্রমে ছিল ১৫.৯৭ ও ১৬.২১ শতাংশ– নভেম্বরে নেমে আসে ১৫.০১ শতাংশে। অথচ কেন্দ্রীয় ব্যাংকের প্রাক্কলন ছিল ডিসেম্বরে ১৬.৬ ও ২০১৭ সালের জুনে ১৬.৫০ শতাংশ প্রবৃদ্ধি।

আমদানি ব্যয় রফতানি বৃদ্ধির তুলনায় বেশি হওয়ায় বেড়েছে বাণিজ্য ঘাটতি

২০১৬-১৭ অর্থ বছরের জুলাই-ফেব্রুয়ারি সময়ে বাণিজ্য ঘাটতি আগের বছরের একই সময়ের ৪.১৯ বিলিয়ন ডলার থেকে বেড়ে দাঁড়ায় ৬.০৮ বিলিয়ন ডলারে, বৃদ্ধির হার ৪৫.৪ শতাংশ। একই সময়ে চলতি হিসাবে ঘাটতি দাঁড়ায় ১.১ বিলিয়ন ডলার। অথচ আগের বছর এ হিসাবে উদ্বৃত্ত ছিল ২.৯ বিলিয়ন ডলার। এর কারণ বাণিজ্য ঘাটতি বৃদ্ধি ও প্রবাসীদের আয় কাঙ্ক্ষিত মাত্রায় না হওয়া। সরকারের বিভিন্ন অবকাঠামো প্রকল্পের জন্য আমদানি ব্যয় বেড়েছে। তবে মূলধনী যন্ত্রপাতি ও কাঁচামাল আমদানিও বাড়ছে। অর্থনৈতিক প্রবৃদ্ধিতে এর ইতিবাচক প্রভাব পড়বে বলে আশা করা যায়।

শেয়ার বাজার পর্যালোচনা

২০১৬-১৭ অর্থ বছরের প্রথমার্ধে ঢাকা স্টক এক্সচেঞ্জের ব্যবসায়িক লেনদেন আগের বছরের তুলনায় লক্ষণীয় পরিবর্তন ঘটেছে। ঋণ প্রবৃদ্ধিতে মন্থরগতি ও মুনাফা ঘোষণা কাঙ্ক্ষিত পর্যায়ে না থাকার কারণে ২০১৫-১৬ অর্থ বছরে পুঁজি বাজার স্থবির ছিল। ২০১৬-১৭ অর্থবছরের শুরুতে জুলাই মাসে পুঁজি বাজারে পুনরুজ্জীবন লক্ষ্য করা যেতে থাকে। সামষ্টিক অর্থনীতির সূচকসমূহ ভাল থাকা ও রাজনৈতিক স্থিতিশীলতার কারণে বিনিয়োগকারীদের আস্থা বৃদ্ধির কারণেই এ প্রবণতা। স্থানীয় ও বিদেশী বিনিয়োগকারীদের

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inflation have all seen major uptick, which have driven up the urban inflation.

The Finance Minister has indicated that oil prices will be adjusted downward in January 2017, which will be the second adjustment after the last cut in April 2016. While cutting oil prices may help to reduce the inflation rate, the announcement by Bangladesh Energy Regulatory Commission (BERC) to raise the price of gas used households by 50% could undermine the effect. Furthermore, as global commodity prices have shown signs of recovery, and Taka has depreciated over the past few months, there could be some degree of imported inflation.

Foreign Direct Investments

Higher foreign direct investment, portfolio investment and higher net foreign borrowing resulted in surplus in the financial account. Net foreign direct investment recorded a 9.6% growth to reach USD 719 million during July-November period of FY2016-17 compared to previous fiscal. In addition, the purchase of US Dollars by Bangladesh Bank through open market operation also helped to boost the overall foreign exchange reserves.

Although the FDI is increasing but is still comprises of only 0.9% of GDP, which is crucial in creating jobs and building sustainable foreign exchange reserves. However, there are encouraging sign as investment registration with Bangladesh Investment Development Authority (BIDA) has increased substantially to USD 14 billion during July-November period which is higher than the total amount of proposed investment registered in FY2015-16. With growing foreign exchange reserves and import coverage over 8 months, there are increasing demands of better utilization of reserves to check on inflationary pressure and growth in reserve money. The government has provided indication of setting up a sovereign wealth fund worth USD 5 billion using foreign exchange reserve for implementing its mega development projects.

Liquidity glut keeps call money rates low

There has been very little movement in call money rate throughout 2016. Multiple factors, which include high government borrowing from non-banking sources, less than expected private sector credit demand and discontinuation of reverse-repo mechanism, have weighed on the overnight interbank borrowing requirement. The weighted average call money rate dropped to 3.61% in December from 3.90% in January.

Larger than estimated sale of national savings instruments have reduced the government borrowing requirements from the banks. A 5-6 percentage point gap in rate between the savings instruments and commercial bank deposit rates led to its strong demand as national savings instruments are considered largely risk-free. The government has borrowed only BDT 40 billion from banking sources in FY2015-16 against a target of 385 billion. During July-September period, the government borrowed BDT 42 billion from banks while it repaid BDT 93.4 billion which added to the liquidity glut. The private sector credit growth



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

অংশগ্রহণ বৃদ্ধির কারণে ডিএসই সূচক ২০১৬ সালের ডিসেম্বরে এক বছর আগের তুলনায় ৮.৮ শতাংশ বেড়েছে। ২০১৬-১৭ অর্থ বছরের প্রথমার্ধে এ সূচক বেড়েছে ১১.৭ শতাংশ, যা খুবই আকর্ষণীয় হিসেবে বিবেচিত। বিনিয়োগকারীদের আস্থা বৃদ্ধির পাশাপাশি বাংলাদেশ ব্যাংকের নীতিগত সমর্থনও গুরুত্বপূর্ণ ভূমিকা রেখেছে। বাণিজ্যিক ব্যাংকগুলোকে শেয়ার বিক্রি না করেই পুঁজি বাজারের বিনিয়োগে সমন্বয়সাধনের সুবিধা প্রদান করা হয়। তদুপরি ব্যাংকগুলোতে আমানত হার দ্রুত কমে যাওয়া এবং অতিরিক্ত তারল্যের কারণে অনেক উচ্চতর লাভের আশায় পুঁজি বাজারে প্রবেশে উৎসাহী হয়েছে। এ সবের প্রভাবেই শেয়ার বাজারে লেনদেন বেড়েছে।

প্রধান শেয়ার বাজারে বৈদেশিক পোর্টফোলিও বিনিয়োগ পরিস্থিতিতেও উল্লেখযোগ্য পরিবর্তন ঘটেছে। ২০১৬ সালে পুঁজি বাজার নীট ১৩.৪১ বিলিয়ন টাকা বিদেশী বিনিয়োগ ছিল, যা আগের বছরের সাত গুণেরও বেশি। ব্যাংক, ব্যাংক বহির্ভূত আর্থিক প্রতিষ্ঠান, বিদ্যুৎ ও জ্বালানি, ওষুধ ও টেলিকম খাতে এসেছে বেশিরভাগ বিদেশী বিনিয়োগ। যদিও বাজার মূলধনের তুলনায় বিদেশী বিনিয়োগের হিস্যা সামান্য, কিন্তু এ ধরনের বিনিয়োগ বৃদ্ধি অর্থনীতির প্রতি আস্থার পরিচায়ক। বাজার বিশ্লেষকরা মনে করেন, সঞ্চয়পত্রের সুদের হার ব্যাংক আমানতের সুদের হারের সঙ্গে সামঞ্জস্য রেখে কমানো হলে পুঁজি বাজারে অর্থ প্রবাহ বাড়বে এবং এ বাজার আরও প্রাণচঞ্চল হবে। তবে সতর্ক থাকারও প্রয়োজন রয়েছে। পুঁজি বাজারের সাম্প্রতিক চাঙ্গাভাব নিয়ন্ত্রক সংস্থার তরফে আরও বেশি সক্রিয়তা দাবি করে। যে কোনো অস্বাভাবিকতা চিহ্নিত ও প্রতিকারে পদক্ষেপ গ্রহণ করা হলে বাজার দক্ষতার সঙ্গে পরিচালিত হবে এবং বিনিয়োগকারীদের আস্থা বজায় রাখা সম্ভব হবে।

বিশ্ব অর্থনীতি

২০১৬ সালের সাদামাটা সময় অতিক্রম করার পর ২০১৭ ও ২০১৮ সালে অর্থনৈতিক কর্মকাণ্ড যথেষ্ট গতি লাভ করবে বলে ধারণা করা হয়, বিশেষ করে এমার্জিং বাজার ও উন্নয়নশীল অর্থনীতিতে। তবে সম্ভাব্য ফল নিয়ে ধারণার মধ্যে পার্থক্যও কম নেই। যুক্তরাষ্ট্রের নতুন প্রশাসনের নীতিগত অবস্থান বিশ্বে তার সম্ভাব্য প্রভাব নিয়ে অনিশ্চয়তাই এর কারণ।

২০১৬-১৮ সময়ের জন্য বিশ্ব অর্থনৈতিক আউটলুকে ২০১৬ সালের অক্টোবরে প্রবৃদ্ধির যে প্রাক্কলন করা হয়েছিল সেটা অপরিবর্তিত থাকবে বলে ধারণা করা হচ্ছে। অগ্রসর অর্থনীতিতে ২০১৭-১৮ সময়ে পরিস্থিতি উন্নত হবে। এনার্জি বাজার ও উন্নয়নশীল অর্থনীতিতে প্রবৃদ্ধি সামান্য কমবে, যেখানে আর্থিক অবস্থা সাধারণভাবে আটসাঁট করা হয়েছে। নীতিগত উৎসাহের কারণে চীনের সম্ভাবনা নিকট ভবিষ্যতের জন্য সংশোধন করা হয়েছে। কিন্তু ভারত, ব্রাজিল ও মেক্সিকোর মতো বৃহৎ অর্থনীতির কয়েকটি দেশের জন্য এর হার সংশোধন করে কমানো হয়েছে।

যুক্তরাষ্ট্রের নতুন প্রশাসনের নীতিতে পরিবর্তন এবং বিশ্বে তার প্রভাব বিবেচনায় রেখে এ পূর্বাভাস দেওয়া হচ্ছে। যুক্তরাষ্ট্রের ইল্ড কার্ভে উর্ধ্বগতি, ইকুইটি মূল্য বৃদ্ধি এবং মার্কিন ডলারের উল্লেখযোগ্য শক্তি অর্জনের মতো বিষয়ের সঙ্গে এ প্রাক্কলন



Mr. Shahid-E-Monzoor Morshed, DMD & Rezional Chief of Khulna, Eastland Insurance Co. Ltd. receiving award from Mr. Mahbubur Rahman, Chairman of the Company for his outstanding performance.

সামঞ্জস্যপূর্ণ। ওয়ার্ড ইকোনমিক আউটলুকের এ পূর্বাভাসে ওপেকভুক্ত দেশসমূহ ও কয়েকটি বড় উৎপাদক দেশের মধ্যে সরবরাহ সীমিত রাখার জন্য চুক্তির পর তেলের মূল্য স্থিতিশীল রাখার বিষয়টি বিবেচনায় নেওয়া হয়েছে।

which went up to 15.97% and 16.21% in July and August respectively came down to 15.01% in November. This is in contrast to the central bank projection of 16.60% growth in December and 16.50% at the end of June 2017.

Trade deficit widens as import outpaces export growth

During July-February 2016-17, the country's trade deficit swelled to USD - 6.08 billion, from USD 4.19 billion from the period 2015-16, up by a whopping 45.4%. During the same period, the current account deficit widened to USD 1.1 billion compared to USD 2.9 billion surplus last year due to the rising trade deficit and weak remittances. Growth in imports is partly attributed to increased imports for expediting different infrastructure projects of the government as well as capital machinery and raw materials imports, which could be helpful for the country's economic progress.

Stock Market Review

Dhaka Stock Exchange delivered a stellar performance during the first half of FY2016-17, picking up from a jaded performance in the previous fiscal. Sluggish credit growth and poor dividend declarations were the major drags on the performance of the capital market in FY2015-16. In July, from the very outset of FY2016-17, stock market started to recover as upbeat macroeconomic indicators and a steady political situation boosted investor confidence. Improvement in participation from both local and foreign investors contributed to recovery as DSEX index posted an 8.8% year-on-year growth as of December 2016 and posted an impressive 11.7% growth during the H1 of FY2016-17. Investor sentiment was largely aided by the policy support extended by Bangladesh Bank to banks in adjusting their capital market exposure without selling



Mr. Md. Kamrul Hasan Chowdhury, AMD, Eastland Insurance Co. Ltd. receiving award from Mr. Mahbubur Rahman, Chairman of the Company for his outstanding performance.

shares. In addition, as the deposit rates in banks plummeted backed by excess liquidity in the banking sector, people were more eager to enter into the capital market in search of higher returns, which has driven up the turnover in the stock market.

The premier bourse also witnessed major improvement in terms of foreign portfolio investment. In 2016, the capital market attracted BDT 13.41 billion of net overseas investment up more than sevenfold over BDT 1.85 billion in 2015. Banks, NBFI, Power & Energy, Pharmaceuticals and Telecom sectors attracted majority of foreign investment. While portfolio investment accounts for a very small percentage of the bourse's market capitalization, such a growth exudes confidence in the economy. Market analysts believe that if the interest rate available on national savings certificate is brought down in alignment with bank deposit rates, more money would flow into the capital market making it more vibrant. On the cautionary side, the recent rise in stock markets warrants strong vigilance from the securities regulator to detect and prevent any anomaly to help the market function efficiently and uphold investor confidence.

প্রধান অর্থনীতিগুলোতে সুদের হার

২০১৬ সালে প্রধান অর্থনীতির দেশগুলোর কেন্দ্রীয় ব্যাংকের পলিসি রেটে পরিবর্তন আমরা লক্ষ্য করি। একইসঙ্গে লক্ষ্যণীয় ছিল উন্নত ও এমার্জিং অর্থনীতির পলিসি রেটে সমকেন্দ্রী হওয়ার প্রবণতা। ভারতের রিজার্ভ ব্যাংক গত বছরের এপ্রিল মাসে তার পলিসি সুদের হার ২৫ বেসিস পয়েন্ট কমিয়ে ৬.৫ শতাংশে নির্ধারণ করে। এটা করা হয়েছে আর্থিক ব্যবস্থায় বর্ধিত তারল্য জোগান দেওয়া নিশ্চিত করার জন্য। সুদের হার কমাতে না পারার কারণ হিসেবে ব্যাংকগুলো অপ্রতুল ক্যাশ পরিস্থিতির যুক্তি দেখাচ্ছিল। রিজার্ভ ব্যাংক অক্টোবরে আরেক দফা ২৫ বেসিস রেট পয়েন্ট (বিপিএস) কমিয়ে ৬.২৫ শতাংশ নির্ধারণ করে। এটা করা হয় মূল্যস্ফীতির লক্ষ্যমাত্রার সঙ্গে মুদ্রানীতির বিষয়টি বিবেচনায় নিয়ে। অস্ট্রেলিয়ার রিজার্ভ ব্যাংক এপ্রিলে ২৫ বিএসপি কমিয়ে সর্বনিম্ন রেকর্ড ১.৭৫ শতাংশে কমিয়ে আনে। এটা করা হয় মূল্যস্ফীতির ওপর অগ্রসর অর্থনীতর দেশগুলোর প্রতিকূল প্রভাব কমিয়ে আনার জন্য। সে দেশের রিজার্ভ ব্যাংক আগস্ট মাসে আরেক দফা ২৫ বিপিএস কমিয়ে সর্বনিম্ন- রেকর্ড ১.৫০ শতাংশে নিয়ে আসে। এ ক্ষেত্রে তারা দুর্বল মূল্যস্ফীতি তথ্য উল্লেখ করে। চীনের পিপলস ব্যাংক আগের বছর কয়েক দফা রেট কমানোর পর ২০১৬ সালে পলিসি রেট অপরিবর্তিত রাখে।

যুক্তরাষ্ট্রের ফেডারেল রিজার্ভ বেঞ্চমার্ক সুদের হার– যা ফেডারেল ফান্ড রেট নামে পরিচিত, শতাংশের এক-চতুর্থাংশ বাড়িয়ে ০.৫ ও ০.৭৫ শতাংশে উন্নীত করে। এর দ্বারা মার্কিন অর্থনীতির প্রতি ফেডারেল রিজার্ভের আস্থার প্রতিফলন স্পষ্ট হয়। এক দশকে এটা ছিল দ্বিতীয় বৃদ্ধি। ফেডারেল রিজার্ভ ২০১৭ সালে ফেডারেল ফান্ডস রিজার্ভ রেট বাড়ানোর যে প্রাক্কলন করছে তাতে বছরের জন্য



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

তিন-চতুর্থাংশ পয়েন্ট বৃদ্ধি পাবার কথা। ব্যাংক অব ইংল্যান্ড সাত বছরের মধ্যে গত আগস্টে প্রথম বারের মতো সুদের হার কমিয়েছে। তাদের লক্ষ্য গ্রাহকদের জন্য সুদের হার কমানো। ব্রেক্সিট-উত্তর মন্দা রোধের জন্য বিভিন্ন পদক্ষেপের যে প্যাকেজ তাদের রয়েছে, তার তুলনাতেও রেট কমানোর এ হার বিওই অফিসিয়াল ইন্টারেস্ট তারা ০.৫ শতাংশ থেকে ০.২৫ শতাংশে কমিয়ে এনেছে। ব্যাংক



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

অব ইংল্যান্ড সরকারি বন্ড কেনার জন্য অতিরিক্ত ৬০ বিলিয়ন ইলেকট্রনিক ক্যাশ জোগান দেওয়ার পরিকল্পনা প্রকাশ করেছে। এর ফলে বিদ্যমান কোয়ান্টেটিভ ইজিং কর্মসূচি ৪৩৫ বিলিয়ন পাউন্ডে পৌঁছাবে। ইউরোপীয় কেন্দ্রীয় ব্যাংক ইউরো অঞ্চলে সুদের হার গত ফেব্রুয়ারিতে শূন্য হারে কমিয়ে দিয়ে আর্থিক বাজারে বিস্ময় সৃষ্টি করেছে। তারা মুদ্রা ছাপানোর কর্মসূচি সম্প্রসারিত করেছে। আমানতের হার কমিয়ে নিগেটিভ সীমায় নিয়ে গেছে। তাদের লক্ষ্য অর্থনীতি চাঙ্গা করা এবং ডিফ্লেসনের বিরুদ্ধে প্রতিরোধ গড়ে তোলা। ইউরোপীয় কেন্দ্রীয় ব্যাংক ইউরো অঞ্চলে মূল সুদের হার ০.০৫ শতাংশ থেকে শূন্যে নামিয়ে এনেছে। ব্যাংক অব জাপান গত সেপ্টেম্বর মাসে তার মুদ্রা ছাপানো কর্মসূচির পরিবর্তে সুদের হারের প্রতি মনোযোগী হয়েছে। তারা যত দ্রুত সম্ভব মূল্যস্ফীতি ২ শতাংশ অর্জন করতে চাইছে। ব্যাংক অব জাপান তার ০.১ শতাংশ নিগেটিভ হার বজায় রেখেছে। তারা বলছে, সাময়িক সময়ের জন্য তারা বর্তমান হারে সরকারি বন্ড ক্রয় অব্যাহত রাখবে। বর্তমান ফ্রেম ওয়ার্ক অনুযায়ী ব্যাংক অব জাপান দীর্ঘমেয়াদী সরকারি বন্ড কেনা অব্যাহত রাখবে। এটা করা হবে ১০ বছর মেয়াদি বন্ড থেকে লাভ বর্তমানের শূন্য হারের কাছাকাছি বজায় রাখার জন্য।

Global Economy

After a lukewarm performance in 2016, economic activity is likely to pick up pace in 2017 and 2018, especially in emerging market and developing economies. However, there is a wide dispersion of possible outcomes around the projections, given uncertainty surrounding the policy stance of the new U.S. administration and its global ramifications. The assumptions underpinning the forecasts should be more specific by the time of the publication of April 2017 World Economic Outlook, as more clarity emerges on U.S. policies and their implications for the global economy.

With these caveats, aggregate growth estimates and projections for 2016-18 remain unchanged relative to the October 2016 World Economic Outlook. The outlook for advanced economies has improved for 2017-18, reflecting somewhat stronger activity in the second half of 2016 as well as a projected fiscal stimulus in the United States. Growth prospects have marginally worsened for emerging market and developing economies, where financial conditions have generally tightened. Near-term growth prospects were revised up for China, due to expected policy stimulus, but were revised down for a number of other large economies-most notably India, Brazil, and Mexico.

This forecast is based on the assumption of a changing policy mix under a new administration in the United States and its global spillovers. This projection is consistent with the steepening U.S. yield curve, the rise in equity prices, and the sizable appreciation of the U.S. dollar since the November 8 election. This WEO forecast also incorporates a firming of oil prices following the agreement among OPEC members and several other major producers to limit supply.

Major Interest Rates

2016 marked a landmark year, which witnessed policy rate changes after a hiatus and novel policy measures from major central banks. Also, convergence of policy rates between developed economies and emerging economies was observed. The Reserve Bank of India (RBI) cut its policy interest rate by 25 basis points to 6.50% in April to ensure increased liquidity in the financial system, as banks had cited tight cash conditions as a reason for not cutting their lending rates. RBI resorted to another 25 bps rate cut in October to 6.25% in line with an accommodative stance of monetary policy in consonance with the objective of achieving inflation target. The Reserve Bank of Australia (RBA) surprised the financial markets in April by cutting interest rates by 25 bps to a new record low of 1.75%, as the central bank strived to counter the adverse economic impact of feeble inflation. RBA slashed interest rates by another 25 basis points to a fresh record-low of 1.50% in August citing weak inflation data. People's Bank of China (PBOC) held its policy rate unchanged in 2016 after multiple rate cuts in the preceding year.

The U.S. Federal Reserve has increased its benchmark interest rate, known as the federal funds rate, by a quarter of a percentage point to a range of between 0.5 and 0.75 per cent. It signified the Fed's confidence in the improving U.S. economy and was the second hike in a decade. Fed officials' projections for the federal funds rate in 2017 increased, indicating three quarter-point raises for the year. The Bank of England (BoE) has cut interest rates for the first time in more than seven years in August aiming to pass on cheaper borrowing costs to customers, in a bigger-than-expected package of measures designed to prevent a post-Brexit recession. BoE cut official interest rates to a new record low of 0.25% from 0.5%. BOE also laid out its plan to pump an additional GBP 60 billion in electronic cash into the economy to buy government bonds, extending the existing quantitative easing (QE) program to GBP 435bn in total. The European Central Bank has surprised financial markets by cutting interest rates in the Eurozone to zero in February, expanding its money printing program and reducing a key deposit rate

প্রধান মুদ্রাসমূহ

২০১৬ সালে ব্রিটিশ পাউন্ড ছিল সবচেয়ে আলোচিত মুদ্রা। প্রধান মুদ্রাগুলোর মধ্যে এই মুদ্রার মানও পড়ে গিয়েছিল সব চেয়ে বেশি– মার্কিন ডলারের তুলনায় ১৬.২৭ শতাংশ। ব্রিটিশ পাউন্ড/মার্কিন ডলার বছরের শুরুতে ১.৪৮ মাত্রায় কেনা বেঁচা হয়। বছরের শুরু থেকে এ দুটি মুদ্রা যুক্তরাজ্যের ইউরোপীয় ইউনিয়ন ছেড়ে যাওয়ার গণভোটকে কেন্দ্র আলোচনায় থাকে। মার্চে পাউন্ডের মান অনেক কমে যায়। তবে যুক্তরাজ্যের জনগণ ইউরোপীয় ইউনিয়নে থাকার পক্ষে ভোট দেবে, এমন প্রত্যাশা বেড়ে যাওয়ার প্রেক্ষাপটে পাউন্ড ফের ঘুরে দাঁড়ায়। কিন্তু যুক্তরাজ্য ইইউ ছেড়ে যাওয়ার পক্ষে ভোট দিলে ব্রিটিশ পাউন্ডের মূল্যে ধস নামে– কমে যায় ১৫ শতাংশ। এটা ছিল বিশ্বের মুদ্রা বাজারের জন্য বড় ধরনের আঘাত। ব্রেক্সিট-উত্তর সময়ে পাউন্ড ডলারের তুলনায় সবচেয়ে বেশি মূল্য হারায় অক্টোবরে। 'ফ্লাশ-ক্রাশ' হিসেবে চিহ্নিত এ ঘটনার পেছনে কম্পিউটার এররকে দায়ী করা হয়ে থাকে। পাউন্ড নেমে যায় ১.১৮ মাত্রায়। তবে পরে পাউন্ড মূল্য ফিরে পেতে থাকে এবং বছর শেষে ১.২৩ মাত্রায় পৌঁছাতে পারে। বাজার বিশ্লেষকদের ধারণা পাউন্ড/ডলার অস্থিরই থাকবে, কারণ লিসবন চুক্তির ৫০ ধারা কীভাবে ও কখন প্রয়োগ হবে, সে বিষয়ে বিনিয়োগকারীরা অনিশ্চিত। এ ধারায় বলা হয়েছে– কোনো সদস্য-রাষ্ট্র তার নিজস্ব সাংবিধানিক প্রয়োজন অনুযায়ী ইউনিয়ন থেকে নিজেকে প্রত্যাহারের সিদ্ধান্ত নিতে পারে'। ব্রিটিশ প্রধানমন্ত্রী থেরেসা মে এ বিষয়ে প্রয়োজনীয় পদক্ষেপ নেবেন। তবে সেটা হার্ড-ব্রেক্সিট না সফট-ব্রেক্সিট হবে, এখনও অস্পষ্ট।



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



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

জাপানি ইয়েন বছর জুড়েই প্রধান প্রধান মুদ্রার তুলনায় শক্ত অবস্থান ছিল্ কিন্তু যুক্তরাষ্ট্রের নির্বাচনের আগে দর পড়ে যায়।জাপানি মুদ্রার চাহিদার চালিকা শক্তি ছিল বিনিয়োগকারীদের মধ্যে ঝুঁকি কম নেওয়ার মনোভাব। এটা ২০১৬ সালের বেশিরভাগ সময় জুড়ে ছিল। মার্কিন ডলার/ জাপানি ইয়েন এ বছর ১২০ মাত্রায় ছিল, ব্যাংক অব জাপান তার একটি সুদের হার নিগেটিভ সীমায় নিয়ে গেলে যা ১২১ মাত্রায় পৌঁছায়। অবশ্য যুক্তরাজ্যের ইউরোপীয় ইউনিয়ন ছেড়ে যাওয়ার ইস্যুতে গণভোটকে কেন্দ্র করে অনিশ্চয়তার প্রেক্ষাপটে ২০১৬ সালের প্রথমার্ধে বিনিয়োগকারীরা নিরাপদ অবস্থানে থাকতে চায় এবং ইয়েন আগস্ট মাসে ১০০ মাত্রায় নেমে যায়। বছরের দ্বিতীয়ার্ধে ইয়েনের দর ওঠানামা করতে থাকে। কারণ বিনিয়োগকারীরা যুক্তরাষ্ট্রের প্রেসিডেন্ট নির্বাচনের ফল সম্পর্কে উদ্বিগ্ন ছিল।

অপরিশোধিত তেল

২০১৬ সালে তেলের মূল্য বহুলাংশে পুনরুদ্ধার হয়, যদিও তা ছিল ২০১৫ সালের ম্যাজিক সংখ্যা ব্যারেল প্রতি ১০০ মার্কিন ডলারের তুলনায় অনেক কম। ব্রেন্ট ক্রুড অয়েল– যার দাম ২০১৫ সালের শেষে ছিল প্রতি ব্যারেল ৩৭ ডলার, ব্যাপক সরবরাহের কারণে সেটা কমে জানুয়ারি মাসে (২০১৬) ১৩ বছরের মধ্যে সর্বনিম্ন ২৭ ডলারে নেমে আসে। ফেব্রুয়ারি ও মার্চ মাসে মূল্য কিছুটা বৃদ্ধি পায়। প্রধান উৎপাদক দেশগুলো উৎপাদন স্থিতিশীল করার জন্য বৈঠকে বসতে সম্মত এবং যুক্তরাষ্ট্রের উৎপাদন শেষ পর্যন্ত কমে যাওয়ার লক্ষণ স্পষ্ট হওয়ার আগ পর্যন্ত এদাম প্রতি ডলারে ৪০ ডলার ছাড়িয়ে যায়। কানাডার দাবানল এবং

further into negative territory as it seeks to revive the economy and fend off deflation. ECB cut the Eurozone's main interest rate from 0.05% to zero. The Bank of Japan shifted key policies in September to target interest rates instead of its money-printing program, and recommitted to reaching its 2% inflation goal as quickly as possible. The BOJ maintained its 0.1% negative rate and said it would continue buying government bonds at the current pace for the time being. Under its new framework, the BOJ will buy long-term government bonds as necessary to keep 10-year bond yields at current levels of around zero percent.



Mr. Badsha Ismail Hoque, SEVP, Eastland Insurance Co. Ltd. receiving award from Mr. Abu Sayeed Md. Quasem, Director of the Company for his outstanding performance.

Major Currencies

British Pound (GBP) was the most talked about currency in 2016, which also made the largest move among all major currencies, plunging by a whopping 16.27% y-o-y against the USD. GBP/USD traded at 1.48 level at the start of the year. From the beginning of the year the pair was in the news surrounding the developments on UK's EU Referendum. Barring a dip in March, the GBP stayed strong on expectations that UK will vote to remain in EU. However, GBP crashed 15% on June 23 as UK voted to leave EU which came as a shock to global markets. GBP sentiments remained weak post-Brexit and Pound suffered its biggest drop against the dollar since the Brexit vote following a 'flash crash' in October thought to be caused by computer error, which took the pound to 1.18 levels before recovering again.GBP movement has been sideways since the event and concluded the year at 1.23 level. The market expects GBP/USD to be volatile as investors are unsure of whether and when Article 50 of the Lisbon Treaty stating "Any member state may decide to withdraw from the union in accordance with its own constitutional requirements.' "will be invoked by Theresa May and the terms of Brexit, what the market terms as 'Hard Brexit' or 'Soft Brexit'.

Japanese Yen (JPY) remained strong against the major currencies throughout the year before plunging post US election. The demand for JPY was driven by low risk appetite among investors for major part of 2016. USD/JPY commenced 2016 at 120 levels which then soar to 121 after the Bank of Japan took one of its main interest rates into negative territory. However, the uncertainty regarding UK's EU referendum drove investors towards the safe haven during H1 2016 and JPY broke below the 100 mark in August. During the second half, JPY swung between gains and losses as investors were wary about US election outcome.

Crude Oil

Oil prices recovered in 2016 to a large extent even though it is well short of the magic number of USD 100 per barrel it reached in 2015. Brent crude which closed 2015 at USD 37 per barrel levels plummeted to the lowest level in 13 years in January below USD 27 amid massive supply glut. Prices increased gradually in February and March and went over USD 40 per barrel after major producers prepared to meet to discuss a production freeze and U.S. output finally showed signs of declining. The events of wildfire in Canada and sabotage of oil facilities in Nigeria during May and June propelled prices higher to USD 50 per barrel. However, prices again plunged

নাইজেরিয়ার তেল স্থাপনায় মে ও জুন মাসে অন্তর্ঘাত অপরিশোধিত তেলের দাম ফের প্রতি ব্যারেল ৫০ ডলারে নিয়ে যায়। অবশ্য, এ দাম আবার ৪০ ডলারে নেমে আসে। এর কারণ ছিল উচ্চতর দামের কারণে প্রধান প্রধান বিক্রেতোদের বাজারে সরবরাহ বৃদ্ধি। কিছুদিন মূল্য স্থিতিশীল থাকার পর ওপেক ও অপেক-বহির্ভুত দেশগুলোর মধ্যে তেলর উৎপাদন নিয়ন্ত্রিত রাখার বিষয়ে সমঝোতার পর তেলের দাম ফের প্রতি ব্যারেল ৫০ ডলারে উঠে যায়। ২০১৬ সালের ডিসেম্বরে উৎপাদন বিষয়ে চুক্তি কার্যকর হলে দাম আরও বেড়ে ৫৫ ডলারে পৌঁছে যায় এবং বছরের শেষ পর্যন্ত তা বজায় থাকে। সার্বিকভাবে ২০১৬ সালে ব্রেন্ট ক্রুড অয়েলের দাম ৫১.৭৫ শতাংশ বৃদ্ধি পায় এবং সর্বশেষ ৫৬ ডলারে পৌঁছাতে পারে।

বেসরকারি ইন্সুরেন্স কোম্পানিসমূহের আর্থিক চিত্র

বাংলাদেশ ইন্স্যুরেন্স এসোসিয়েসনের তথ্য অনুযায়ী, ২০১৫ সালে বেসরকারি খাতে জীবন বীমা কোম্পানিগুলোর প্রিমিয়াম আয় ২০১৪ সালের ৭০.৮ বিলিয়ন টাকা থেকে বেড়ে দাঁড়ায় ৭৩.৩ বিলিয়ন টাকায়। বেসরকারি জীবনবীমা কোম্পানিগুলোর লাইফ ফান্ড ২০১৪ সালের ২৬৭ বিলিয়ন টাকা থেকে বেড়ে ২০১৫ সালে হয়েছে ২৮৬.৫ বিলিয়ন টাকা। বেসরকারি খাতের জীবনবীমা কোম্পানিগুলোর বিনিয়োগ ২০১৪ সালের ২২১.৬ বিলিয়ন টাকা থেকে বেড়ে ২০১৫ সালে হয়েছে ২৩৯.৫ বিলিয়ন টাকা। বেসরকারি জীবন বীমা কোম্পাগুলোর মোট সম্পদ ২০১৪ সালের ৩১৫.২ বিলিয়ন টাকা থেকে ২০১৫ সালে বেড়ে দাঁড়ায় ৩৩৫.৩ বিলিয়ন টাকা।

অ-জীবন বীমা বেসরকারি কোম্পানিগুলোর মোট প্রিমিয়াম আয় ২০১৪ সালের ২২.৬৭ বিলিয়ন টাকা থেকে বেড়ে ২০১৫ সালে হয়েছে ২৪.১ বিলিয়ন টাকা। বৃদ্ধির হার ৬.৪৪ শতাংশ। বেসরকারি খাতের বীমা কোম্পানিগুলোর সম্পদ ২০১৪ সালের ৫৯.৪ বিলিয়ন টাকা থেকে ২০১৫ সালে বেড়ে দাঁড়ায় ৬৩.৬ বিলিয়ন টাকা। মোট বিনিয়োগ ২০১৫ সালে দাঁড়ায় ৩২.১ বিলিয়ন টাকা, যা ২০১৪ সালে ছিল ৩০ বিলিয়ন টাকা।

অবশ্য, বাংলাদেশের বীমা খাতে কিছু অস্বাস্থ্যকর প্রতিযোগিতা এখানের তুলনামূলক ছোট কিন্তু উল্লেখযোগ্য সংখ্যক সক্রিয় কোম্পানির উপস্থিতির কারণে বাজারে নেতিবাচক প্রভাব ফেলছে। বিশেষজ্ঞদের বিশ্বাস বীমা বাজারের আকার বিবেচনায় নিলে এখানে ৮-১০টি বেসরকারি



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

কোম্পানি কাজ করতে পারে। কিন্তু সক্রিয় রয়েছে ৪৬ টি কোম্পানি। ফলে ব্যবসা পেতে উচ্চতর ব্যয় ও অপারেটিং অন্যান্য ব্যয়ের কারণে সার্বিকভাবে বীমা শিল্পের ওপর নেতিবাচক প্রভাব ফেলছে।

ইস্টল্যান্ডের ব্যবসায়িক কার্যক্রম : ২০১৬

ইস্টল্যান্ড ইন্স্যুরেন্স কোম্পানি লি. দেশের প্রথম প্রজন্মের বীমা কোম্পানিগুলোর অন্যতম। ১৯৮৬ সালে প্রতিষ্ঠার পর এ প্রতিষ্ঠান সফল কার্যক্রমের ৩১ বছরে পা রেখেছে। ইস্টল্যান্ড নির্দিষ্ট ক্ষেত্রে ব্যবসায়িক কার্যক্রম পরিচালনা ও বাড়ানোর প্রতি মনোযোগী ছিল। যেখানে ব্যবসায়ের সম্ভাবনা ও লাভ বেশি সেটাও আমাদের মনোযোগে ছিল এবং এজন্য সর্বোত্তম সেবা প্রদানের বিষয়টি গুরুত্ব পেয়েছে। প্রতিষ্ঠানের প্রতিটি স্তরে উৎকর্ষতার প্রতি মনোযোগী থাকার পাশাপাশি দাবি নিষ্পত্তিতে দক্ষতা ও প্রক্রিয়াকরণ ক্ষমতা বাড়ানো সর্বদাই গুরুত্ব পেয়েছে।

ক্লায়েন্টদের সঙ্গে দ্বিপক্ষীয় সম্পর্ক জোরদারের জন্য কোম্পানি কঠোর পরিশ্রম করেছে, যা ব্যবসা এবং আন্ডারাইটিং মুনাফা উল্লেখযোগ্য মাত্রায় বাড়িয়েছে। বীমা খাতে সার্বিক কিছু নেতিবাচক উপাদান বিদ্যমান থাকার পরও ২০১৬ সালে ইস্টল্যান্ড ইন্স্যুরেন্স প্রতিষ্ঠালগ্ন থেকে চলে আসা কার্যক্রমের ধারা বজায় রাখতে পেরেছে। এ বছর কোম্পানি মোট প্রিমিয়াম আয় করেছে ৮৬১.৭৩ মিলিয়ন টাকা।

to USD 40 as higher prices brought more oil drillers into play, which in turn exacerbated the oversupply situation. After a stable period, crude oil price jumped to USD 50 level as an agreement between OPEC and non-OPEC members on output cap appeared in sight. In December, as the output deals materialized, oil prices ascended to USD 55 per barrel level, which sustained till the year-end. Overall, Brent crude gained 51.75% in 2016 to end at USD 56 levels.

Financial results of private insurance companies

According to Bangladesh Insurance Association, total premium income of private sector life insurance companies rose to Tk 73.3 billion in 2015 from Tk 70.8 billion in 2014. The life fund of private life insurance sector also rose to Tk 286.5 billion in 2015 from Tk 267.0.billion in 2014. The investment of private life insurance sector marked a rise to Tk 239.5 billion in 2015 against Tk 221.6 billion in 2014. The total asset of private life insurance companies advanced to Tk 335.3 billion in 2015 from Tk 315.2billion in 2014.

The total premium income of non-life private insurance companies in 2015 jumped to Tk 24.1 billion from Tk 22.67 billion in 2014 registering a 6.44 per cent growth. The asset of non-life insurance companies in 2015 rose to Tk 63.6 billion from Tk 59.4 billion in 2014. The investment of non-life insurance companies in 2015 advanced to Tk 32.1 billion against Tk 30.0 billion in 2014.

An unhealthy competition, however 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 46 private companies remain operative in the market. As a result, higher business acquisition cost and other expenses including operating expenses have cast a negative impact on the Insurance industry, as a whole.

Eastland's Business Performance 2016

Eastland Insurance, one of the 1st generation private insurance companies was established in 1986 and stepped into 31 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 2016 was average ever since inception. The company earned gross premium of Tk. 861.73 million during the year.

A brief class-wise summary of operational performance for the year 2016 is furnished below:



Mr. Md. Iqbal Majumdar, ACII, SEVP, Eastland Insurance Co. Ltd. receiving award from Mr. Kamal Uddin Ahmed, Director of the Company for his outstanding performance.

Lankabangla Stock

২০১৬ সালে কোম্পানির 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	২০১৬	২০১৫
মোট প্রিমিয়াম	৩৭৭.১৫	৩.০১	৩০৯.০৮	১৩.৯৬	৮৭.৪৫	২.২৬	৪৪.৭৮	২৪.০৪	৮১৮.৪৬	৪৩.২৭	৮৬১.৭৩	৮২০.৪৬
পুনঃবীমা	৩০০.৪৪	২.১১	১২১.৪১	১০.৯৮	১৩.১৫	-	৩৪.৬০	২৩.৪১	৪৬৯.৫৯	৩৬.৫১	৫০৬.১০	৪৩৬.৩৫
নীট প্রিমিয়াম	৭৬.৭২	০.৮৯	১৮৭.৬৮	২.৯৮	৭৪.২৯	২.২৬	১০.১৮	০.৬২	৩৪৮.৮৭	৬.৭৫	৩৫৫.৬২	৩৮৪.১০
কমিশন আয়	৩৯.২৫	০.৩১	৯.৫১	২.১১	২.২৭	-	৮.৮৭	৩.০০	৫৯.৯০	৫.৪২	৬৫.৩২	৭২.৮৪
কমিশন প্রদান	৫৬.৫৭		৪৬.৩৬		১৩.১২		৬.৭২		১২২.৭৭		১২২.৭৭	১১৭.৭০
ব্যবস্থাপনা ব্যয় (রেভিনিউ হিসাব)	৭৫.৫৫		৬২.৭৯		১৭.৬৪		১০.৭৭		১৬৬.৭৫		১৬৬.৭৫	১৬০.০৯
ব্যবস্থাপনা ব্যয় (পিএল হিসাব)	-		-		-		-		৩৯.৪৪		৩৯.৪৪	৩৬.৮৬
নীট দাবী	৭৬.৭৫		০.৭২		১৪.৬৯		(১.৭৯)		৯০.৩৭		৯০.৩৭	১৬৪.১৭
আন্ডাররাইটিং মুনাফা	(৮৮.৯৪)		৯৩.৫		৩৩.০৫		১৪.১৬		৫১.৭৭		৫১.৭৭	২০.৬৬

অগ্নি বীমা

কোম্পানি পাবলিক সেক্টর থেকে ৩০,০৭,৮১৭ টাকাসহ ৩৮,০১,৬১,৩৮১ টাকা অগ্নি বীমা প্রিমিয়াম করেছে। পুনঃবীমা প্রিমিয়াম ৩০,২৫,৪৯,৭০৬ টাকা বাদ দিয়ে নীট প্রিমিয়াম দাঁড়িয়েছে ৭,৭৬,১১,৬৭৪ টাকা। ২০১৬ সালে মোট দাবি পরিশোধ করা হয়েছে ১৫,০৬,৯৮,৪৭৯ টাকা, যার বিপরীতে পুনঃবীমা থেকে পূর্ববর্তী বছরের রিকভারিসহ আদায় হয়েছে ৭,৩৯,২২,৯৪১ টাকা।

মেরিন বীমা (কার্গো)

পাবলিক সেক্টরের প্রিমিয়াম ১,৩৬,১৩,৪৫৬ টাকাসহ মেরিন ব্যবসা থেকে মোট প্রিমিয়াম আয় হয়েছে ৩১,৫৮,৫৪,১৯৪ টাকা। ৯,৩১,১০,৫৯৪ টাকা পুনঃবীমা পরিশোধের পর মেরিন কার্গো ব্যবসা থেকে নীট প্রিমিয়াম আয় হয়েছে ১৮,৯৫,৪৩,১৬৭ টাকা। চলতি বছরে মেরিন বীমা দাবি পরিশোধের জন্য ১,৩৭,০৬,৮৮০ টাকা ব্যয় হয়েছে। পূর্ববর্তী বছরের রিকভারিসহ পুনঃবীমা বাবদ আয় হয়েছে ১,২৯,৭৯,৮১৯ টাকা।

মেরিন বীমা (নৌ ও বিমান)

২০১৬ সালে মেরিন (নৌ ও বিমান) বীমা ব্যবসা থেকে আন্ডারাইটিং প্রিমিয়াম আয় হয়েছে সরকারি খাতের ৩,৪৭,১০৬ টাকাসহ ৭১,৯২,৫২৭ টাকা। পুনঃবীমার জন্য ৬০,৮১,১৬১ টাকা ব্যয়ের পর নীট প্রিমিয়াম আয় ১১,১১,৩৬৬ টাকা।

মোটরযান বীমা

মোটরযান ব্যবসা থেকে আমাদের মোট প্রিমিয়াম আয় হয়েছে সরকারি খাতের ২২,৬১,২৭৮ টাকাসহ ৮,৯৭,০৮,৩৫১ টাকা। পুনঃবীমা প্রিমিয়াম বাবদ ১,৩১,৫৩,৫১০ টাকা ব্যয়ের পর রাজস্ব খাতে নীট জমা হয়েছে ৭,৬৫,৫৪,৮৪১ টাকা। এ বছর মোটরযান খাতে দাবি পরিশোধ করা হয়েছে ১,৪৬,৮৮,৫৭৭ টাকা।



Mr. Md. Enamul Islam Chowdhury, AMD, Eastland Insurance Co. Ltd. receiving award from Mr. Mahbubur Rahman, Chairman of the Company for his outstanding performance.

Summary of operational performance for the year 2016

Taka in million

PARTICULARS	FIRE		MARINE		MOTOR		MISC.		TOTAL		GRAND TOTAL	
	Private	Public	Private	Public	Private	Public	Private	Public	Private	Public	2016	2015
Gross Premium	377.15	3.01	309.08	13.96	87.45	2.26	44.78	24.04	818.46	43.27	861.73	820.46
Re-Insurance Ceded	300.44	2.11	121.41	10.98	13.15	-	34.60	23.41	469.59	36.51	506.10	436.35
Net Premium	76.72	0.89	187.68	2.98	74.29	2.26	10.18	0.62	348.87	6.75	355.62	384.10
Commission earned	39.25	0.31	9.51	2.11	2.27	-	8.87	3.00	59.90	5.42	65.32	72.84
Commission Paid	56.57		46.36		13.12		6.72		122.77		122.77	117.70
Management Expenses (Revenue A/c)	75.55		62.79		17.64		10.77		166.75		166.75	160.09
Management Expenses (P/L A/c)	-		-		-		-		39.44		39.44	36.86
Net Claim	76.75		0.72		14.69		(1.79)		90.37		90.37	164.17
Underwriting profit	(88.94)		93.5		33.05		14.16		51.77		51.77	20.66



Mr. Syed Nesar Ahmed, SVP, Eastland Insurance Co. Ltd. receiving award from Mr. Abu Sayeed Md. Quasem, Director of the Company for his outstanding performance.

Fire Insurance

The company had underwritten a total fire insurance premium of Tk. 38,01,61,381/- including an amount of Tk. 30,07,817/- from the public sector. The net premium income stood at Tk.7,76,11,674/- after ceding re-insurance premium of Tk. 30,25,49,706/-. During the year 2016, total payment of claim was Tk.15,06,98,479/- against which recovery from re-insurance came to Tk.7,39,22,941/- including previous year's recovery.

Marine Insurance (Cargo)

The total gross premium income from marine cargo business was Tk. 31,58,54,194/- including premium of Tk. 1,36,13,456/- from public sector. The net premium income of marine cargo business stood at Tk.18,95,43,167/- after ceding Tk.9,31,10,594/- on account of re-insurance premium. In the current year amount of Tk.1,37,06,880/- was paid for marine cargo claims against which recovery from re-insurance came to Tk. 1,29,79,819/- including previous year recovery.

Marine Insurance (Hull & Aviation)

In the year 2016, the total underwritten premium income from marine hull & aviation insurance business was Tk. 71,92,527/- including premium of Tk. 3,47,106/- from public sector business. The net premium came to Tk. 11,11,366/- after ceding Tk. 60,81,161/- on account of re-insurance premium.

Motor Insurance

From motor insurance business our total gross premium income was Tk. 8,97,08,351/- including public sector business of Tk. 22,61,278/-. After ceding re-insurance premium of Tk. 1,31,53,510/-



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

বিবিধ বীমা

বিবিধ বীমা ব্যবসা থেকে আমাদের মোট প্রিমিয়াম আয় হয়েছে সরকারি খাতের ২,৪০,৩৭,০১৩ টাকাসহ ৬,৮৮,১৫,৭৩৪ টাকা। ২০১৬ সালে পুনঃবীমা প্রিমিয়াম বাবদ ৫,৮০,০৯,০৭১ টাকা ব্যয় করা হয়েছে।

দাবিসমূহ

বীমা চুক্তির সার কথা হচ্ছে যখন ক্ষতিগ্রস্ত ব্যক্তি বা প্রতিষ্ঠানকে তার ক্ষতি দ্রুত পুষিয়ে দেওয়ার জন্য কার্যকর ও দক্ষ সেবা প্রদান করা। ইস্টল্যান্ড দ্রুত দাবি নিষ্পত্তির বিষয়ে সুনাম অর্জন করেছে এবং এ সম্মান ধারণ করেই সফল কার্যক্রমের ৩১ বছরে প্রবেশ করেছে ।

ইস্টল্যান্ডের দাবি নিষ্পত্তি বিভাগ নিবেদিতপ্রাণ ও দক্ষ পেশাদার কর্মী নিয়ে গঠিত এবং তারা সর্বক্ষণ ক্লায়েন্টদের সেবা প্রদানে কাজ করে চলেছেন। দাবি যতদ্রুত সম্ভব নিষ্পত্তি করা যায় সেজন্য সহজবোধ্য প্রক্রিয়া অনুসরণ করা হয়। ইকবাল মজুমদার, এসিআইআই (লন্ডন), এসইভিপি-দাবি ও অন্যান্য যোগ্য কর্মীদের একটি দল নিয়ে একজন অভিজ্ঞ উপ ব্যবস্থাপনা পরিচালকের নেতৃত্বে 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।

২০১৬ সালে ২৯৫ টি বীমা দাবির বিপরীতে ১৮,৩৯,৭৮,৯৭১ টাকা অগ্নি, মেরিন, মোটরযান ও বিবিধ খাতে পরিশোধ করা হয়েছে। গত পাঁচ বছরে দাবি নিষ্পত্তি ছিল নিম্নরূপ :

বছর	হিসাব মিলিয়ন টাকা
২০১২	১২৭.৫২
২০১৩	১৬০.৪৮
২০১৪	২৭৩.৯২
২০১৫	৩২০.৩৩
২০১৬	১৮৩.৯৮
মোট	১,০৬৬.২৩

বিনিয়োগ

কার্যক্রম পরিচালনা এবং অন্যান্য ব্যয়ের পরিমাণ বিপুলভাবে বেড়ে যাওয়ায় অ-জীবন বীমা কোম্পানিসমূহের আন্ডাররাইটিং মুনাফা কাঙ্ক্ষিত মাত্রায় নেই। বীমা কোম্পানির প্রবৃদ্ধি যথেষ্ট পরিমাণে তার বিনিয়োগ আয়ের ওপর নির্ভরশীল। বিনিয়োগ থেকে আয় বাড়াতে তাই সম্ভাব্য সব উপায়ের ওপর গুরুত্ব প্রদানের বিকল্প নেই। এ বিষয়টি বিবেচনায় রেখে একজন নির্বাহী ভাইসচেয়ারম্যানের নেতৃত্বে একটি নিবেদিত ব্যবস্থাপনা দল পুঁজি বাজারে সক্রিয় রয়েছে। কোম্পানি সেকেন্ডারি মার্কেট থেকে ৭২.৪৭ মিলিয়ন টাকা মুনাফা করে। আর নগদ মুনাফা করেছে ২২.০৮মিলিয়ন টাকা। নগদ মুনাফায় ন্যাশনাল হাউসিং ফিন্যান্স অ্যান্ড ইনভেস্টমেন্টস লিমিটেড, ইন্ডাস্ট্রিয়াল ইনফ্রাস্টাকচার ডেবলপমেন্ট ফিন্যান্স কোং. (আইআইডিএফসি) ও সেন্টাল ডিপজিটরী বাংলাদেশ লি. (সিডিবিএল)-এর ইক্যুটি বাবদ নগদ ডিভিডেন্ড হিসেবে প্রাপ্ত ১৭.৪৭ মিলিয়ন টাকা যোগ করা হয়েছে।

এ বছরে খাতওয়ারী মোট বিনিয়োগ চিত্র

খাত	হিসাব মিলিয়ন টাকা
১. ন্যাশনাল ব্যাংক লি. সাবঅর্ডিনেটেড বন্ড	২০.৪৮
২. বাংলাদেশ সরকার ট্রেজারি বন্ড	২৫.০০
৩. ডিবেঞ্চার – বেক্সিমকো গ্রুপ	৭.৯৮
৪. স্থায়ী আমানত	৪৭৮.২০
৫. স্বল্পমেয়াদী আমানত	৯১.৯২
৬. সুদ, ডিভিডেন্ড এবং বকেয়া ভাড়া	৯.৭৬
৭. ইকুইটি হোল্ডিংসহ শেয়ার	৫৪৭.৬৫
মোট	১,১৮০.৯৯

the net contribution to revenue account was Tk.7,65,54,841/-. During the year, net amount of motor claims to the extent of Tk. 1,46,88,577/- was paid.

Miscellaneous Insurance

The total gross premium income of miscellaneous business came to Tk. 6,88,15,734/- including Tk.2,40,37,013/- from the public sector. In the year 2016, an amount of Tk. 5,80,09,071/- was ceded on account of re-insurance premium.

Claims

The essence of insurance contract contemplates efficient service when distress falls upon the insured and 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 31st 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. 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, assisted by Mr. Iqbal Majumder ACII (London) SEVP Claim and other dedicated qualified personnel.

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

In the year of 2016 we have settled 295 number of claims for Tk. 18,39,78,971/- on account of Fire, Marine, Motor and Miscellaneous insurance business. Following are the figures of settlement of claims during the last 05 (five) years:

Year	Taka in Million
2012	127.52
2013	160.48
2014	273.92
2015	320.33
2016	183.98
Total	**1066.23**

Investment

Underwriting profit of non life insurance company is not at a desired level due to high cost of operational and other expenses. Growth of insurance company is also dependent on its investment income. It is therefore important to explore all possible avenues to raise the returns from investments. Keeping this in mind, a very dedicated team with the guidance by a management committee headed by Executive Vice Chairman has been playing an effective role in the capital market. The company bagged Tk. 72.47 million profits from secondary market, Tk. 22.08 million as cash dividend including contribution of Tk. 17.47 million as cash dividend from equity shares of Industrial & Infrastructure Development Finance Co. (IIDFC), National Housing Finance & Investment Ltd. and Central Depository Bangladesh Ltd.

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

	Particulars	Taka in million
i)	National Bank Subordinated Bond	20.48
ii)	Bangladesh Govt. Treasury Bond	25.00
iii)	Debenture – Beximco Group	7.98
iv)	Fixed Deposits	478.20
v)	Short Term Deposits	91.92
vi)	Interest, Dividend & Rents Outstanding	9.76
vii)	Shares including equity holdings	547.65
	Total	**1,180.99**

লাভ ও লোকসান হিসাব

বিনিয়োগ ও অন্যান্য সূত্রে কোম্পানির আয় দাঁড়ায় ১২৮.৬৩ মিলিয়ন টাকা। আন্ডাররাইটিং মুনাফা ৫১.৭৭ মিলিয়ন টাকা বিবেচনায় রেখে এবং কোনো বিশেষ তহবিল বা হিসাবে প্রযোজ্য নয় এমন আয় ধরে এ বছর নীট মুনাফা দাঁড়ায় ১৪০.৯৬ মিলিয়ন টাকা।

মুনাফা তহবিল

২০১৬ সালের মুনাফা এবং আগের বছরের অবশিষ্ট আয় ১১৯.৪৯ মিলিয়ন টাকা ও সাধারণ রিজার্ভ থেকে ১১ মিলিয়ন টাকা যোগ করার পর এ বছর কোম্পানির আয় দাঁড়িয়েছে ২৭১.৪৪ মিলিয়ন টাকা। এটা নিম্নোক্তভাবে বণ্টনের প্রস্তাব করা হচ্ছে :



Mr. Tahur Ullah, SEVP, Eastland Insurance Co. Ltd. receiving award from Mr. Mahbubur Rahman, Chairman of the Company for his outstanding performance.

	হিসাব মিলিয়ন টাকা
১. অপ্রত্যাশিত লোকসান হিসাব	৪৩.১০
২. আয়করের জন্য সংস্থান	১১.০৪
৩. ২০১৪ সালের জন্য ডিভিডেন্ড	১১৮.৯৮
৪. পরবর্তী বছরের জন্য সংরক্ষিত আয়	৯৮.৩২
মোট	২৭১.৪৪

ডিভিডেন্ড

১৬ এপ্রিল, ২০১৭ তারিখ অনুষ্ঠিত পরিচালকমন্ডলীর ১৭৬তম সভায় ২০১৬ সালে অর্জিত মুনাফা থেকে শেয়ারহোল্ডারদের ৫ শতাংশ স্টক এবং ১০ শতাংশ হারে নগদ ডিভিডেন্ড প্রদানের সুপারিশ করেছে।

পরিচালকমণ্ডলী

ক. আর্টিকেলস অব অ্যাসোসিয়েসন অব দি কোম্পানির ১১৫ ও ১১৮ ধারা মোতাবেক গ্রুপ-এ ভুক্ত শেয়ারহোল্ডারদের (উদ্যোক্তা পরিচালক) মধ্যে নিম্নোক্ত ৩ জন রোটেসন অনুযায়ী অবসর নেবেন এবং যোগ্য বিধায় পুনঃনির্বাচন করতে পারেন।

১. মিসেস হামিদা রহমান
২. মিসেস তসলিমা আক্তার
৩. জনাব সানজিদুর রহমান

খ. আর্টিকেলস অব অ্যাসোসিয়সন অব দি কোম্পানি-এর ১১৬ ও ১১৮ ধারা অনুযায়ী গ্রুপ-বি শেয়ারহোল্ডারদের (পাবলিক শেয়ারহোল্ডার) মধ্যে নিম্নোক্ত দু'জন অবসর নেবেন।

১. মিসেস কামরুন্নেসা
২. আলহাজ মোহাম্মদ আরশাদ আলী

পাবলিক শেয়ারহোল্ডারদের মধ্য থেকে পরিচালক নিয়োগ সংক্রান্ত নোটিশ দুটি জাতীয় দৈনিক সংবাদপত্রে ২২ মার্চ ২০১৭ তারিখ প্রকাশিত হয়েছে।

স্বাধীন পরিচালক নিয়োগ

এসইসির নির্দেশনা অনুযায়ী বোর্ড ১৬.০৪.২০১৭ তারিখে অনুষ্ঠিত ১৭৬ তম বোর্ড সভায় নিম্নোক্ত ব্যক্তিকে স্বাধীন পরিচালক হিসেবে নিয়োগ দিয়েছে :

১. জনাব মোহাম্মদ আব্দুল আলী
চেয়ারম্যান, আইসিসি বাংলাদেশ ব্যাংকিং কমিটি এবং সিইও, বিআইএসি

স্বাধীন পরিচালক নিয়োগ সংক্রান্ত বিষয়টি ৩০তম এজিএম এ শেয়ারহোল্ডারদের অনুমোদনের জন্য পেশ করা হবে।

নিরীক্ষক

বর্তমান নিরীক্ষক মেসার্স মাহফেল হক অ্যান্ড কোং, চার্টার্ড অ্যাকাউন্ট্যান্টস-এর মেয়াদ এ বার্ষিক সাধারণ সভায় শেষ হচ্ছে এবং ৩১ তম বার্ষিক সাধারণ সভা পর্যন্ত নিরীক্ষক হিসেবে নিয়োগ পেতে আগ্রহ ব্যক্ত করেছে।

Profit & Loss Account

The company's income from investment and other income stood at Tk. 128.63 million. After taking into account the underwriting profit of Tk. 51.77 million and providing for various expenses not applicable to any particular fund or account, net profit before taxation came at Tk. 140.96 million.

Appropriation of profit

Profit earned in the year 2016 together with the balances of retained earnings of Tk. 119.49 million brought forward from last year & transferred from general reserve Tk. 11.00 million stood at Tk. 271.44 million. This is proposed to be appropriated as under:

Particulars	Taka in million
i. Exceptional Losses Reserve	43.10
ii. Provision for income tax	11.04
iii. Dividend for 2015	118.98
iv. Retained earnings carried to next year	98.32
Total	**271.44**



Mr. Abdul Hamid, FCA, Addl. Managing Director & CFO Eastland Insurance Co. Ltd. receiving award from Mr. Kamal Uddih Ahmed, Director of the Company for his outstanding performance.

Dividend

The Board of Directors in its 176th Board Meeting held on April 16, 2017 recommended 5% stock & 10% cash dividend to the shareholders from available profit during the year 2016.

Directors

i) In accordance with the provision of clauses 115 and 118 of the Articles of Association of the Company, 3 (three) Directors belonging to the Group-A Shareholders (Sponsor Directors) named below will retire by rotation and being eligible, may offer themselves for re-election

1. Mrs. Hameeda Rahman
2. Mrs. Taslima Akhtar
3. Mr. Sanjidur Rahman

(ii) In accordance with the provision of clauses 116 and 118 of the Articles of Association of the Company, the following 2 (two) Directors from the Group-B. Shareholders (Public subscribers) will also retire.

1. Mrs. Kamrun Nessa
2. Alhaj Mohd. Arshad Ali

Notice related to election of Directors from Public Subscribers has already been published on 22nd March, 2017 in two national dailies.

(iii) Appointment of independent Director

To comply with BSEC's requirement the board in its 176th meeting held on April 16, 2017 appointed following one personality as Independent Director:

1. Mr. Muhammad Abdul Ali

Chairman of ICC Bangladesh Banking Committee and CEO of Bangladesh International Arbitration Center.

The issue of appointment of the Independent Director will be placed in the ensuing 30th AGM for approval.

Auditors

The term of the present Auditors M/s. Mahfel Huq & Co. Chartered Accountants is expiring in this AGM and they have submitted their willingness to continue as an Auditor up to 31st AGM.

পরিচালক / শেয়ারহোল্ডারদের শেয়ার সংখ্যাসহ নাম, ২০১৬

গ্রুপ-এ পরিচালক

ফোলিও/ বিও নম্বর	পরিচালদের নাম	বছরের শুরুতে	বছর শেষে
১২০৩২৫০০০৫৫৪১৩৫১	জনাব মাহবুবুর রহমান	১৪,৪০,০৬৫	১৫,৮৪,০৭১
১২০৩২৫০০০৫৫৪১৩৬৮	মিসেস হামিদা রহমান	১৩,৬৬,৮৮৮	১৫,০৩,৫৭৬
১২০৩২৫০০০০০৯০৩৬২	জনাব মোয়াজ্জেম হোসেন	১১,৮৯,৯৭৪	১৩,০৮,৯৭১
১২০১৫৭০০০৪৬০৯৭২০	মিসেস তাহমিনা আহমদ	১১,৯০,১৩১	১৩,০৯,১৪৪
১২০৩২৫০০০৫৫৬৮৪৩৯	জনাব সানজিদুর রহমান	২৩,৫৭,৭২২	২৫,৯৩,৪৯৪
১২০৩২৫০০০৫৫০৮৫৩৪	মিসেস তসলিমা আক্তার	১৮,২৫,৭০১	২০,০৮,২৭১
১২০৩২৫০০০৫৭৬৭৩৮৩	মিসেস মনিরা ইয়াসমিন	৩০,৮৬,৯১৭	৩৩,৯৫,৬০৮
১৩০১০৩০০০০৭০৩৫৬৪	জনাব এম নুরুল ইসলাম	১৩,০৯,৫২২	১৪,৪০,৪৭৪
১২০৩২৫০০০৫৫৬৮২৫৭	জনাব রিজওয়ান-উর রহমান	১২,০১,১১০	১৩,২১,২২১

গ্রুপ-বি পরিচালক

ফোলিও/ বিও নম্বর	পরিচালদের নাম	বছরের শুরুতে	বছর শেষে
১২০৩২৫০০০৫৫৬৮৪০৪	মিসেস হাসিনা আহমদ	৪৯,৪৭০	৫৪,৪১৭
১২০৩২৫০০০০০৫৮৮৮১	মিসেস কামরুন্নেসা	১,০৮,৯৭৭	১,১৯,৮৭৪
১২০৩২৫০০০০৭৯৪০০১	আলহাজ মোহাম্মদ আরশাদ আলী	১১,৯৩,৬২৩	১৩,১২,৯৮৫
১২০১৫৭০০০৪৬০৯৮০৩	জনাব নাসিরউদ্দিন আহমদ	৪৯,৪৩৮	৫৪,৩৮১
১২০৩২৫০০৫৮৫৩৬৮৪২	জনাব আবু সায়ীদ মো. কাশেম	৬,৪৭,৩০০	৭,১২,০৩০

স্বাধীন পরিচালক

ফোলিও/ বিও নম্বর	পরিচালদের নাম	বছরের শুরুতে	বছর শেষে
১.	জনাব মোহাম্মদ আলী তসলিম	শূন্য	শূন্য
২.	জনাব ওয়ালিউর রহমান ভূইয়া, ওবিই	শূন্য	শূন্য

উদ্যোক্তাবৃন্দ

ফোলিও/ বিও নম্বর	পরিচালকের নাম	বছরের শুরুতে	বছর শেষে
১২০১৫৭০০০০০৯৪২৮৮	মৃত এ কে এম হুমায়ুন কবির	১২,৬৩,১১৯	১৩,৮৯,৪৩০
১২০২০৯০০০৫৫৭৭৭৮১	মিসেস বিলকিস আলম	৪,৪৮,৫২৯	৫,৩২,৯৮১
১২০৩২৫০০১৫৪৬৪৫১০	জনাব মোহাম্মদ হান্নান	৩৩,০৪৮	৩৬,৩৫২
১২০৩২৫০০০৫৭৫৭৯১৩	জনাব মোহাম্মদ হারুনর রশীদ খান	১,৪৫,১৪৫	১,৫৯,৬৫৯
১২০৩২৫০০০৭৮৭৭১০৪	মৃত নজরুল ইসলাম	৭১,৫০০	৭৮,৬৫০
১২০৩২৫০০০৫৬০৮৩২১	জনাব নিজামুদ্দিন আহমদ	৮,৯৯,৯৪৪	৯,৮৯,৯৩৮
১২০৩২৫০০০৫৬০৮২৯১	জনাব সাইদুর রহমান	৩,৮৮,৬৮৯	৪,২৭,৫৫৭
১২০১৯৬০০০০১৫৯৭০৫	জনাব সাইফুল ইসলাম	১,৫৫,৬৪৬	১,৭১,২১০

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Name of the Director / Sponsors with Shareholdings In 2016

Group 'A' Directors

Folio / BO No.	Directors' Name	At the beginning of the year	At the end of the year
1203250005541351	Mr. Mahbubur Rahman	14,40,065	15,84,071
1203250005541368	Mrs. Hameeda Rahman	13,66,888	15,03,576
1203250000090362	Mr. Moazzem Hossain	11,89,974	13,08,971
1201570004609720	Mrs. Tahmina Ahmed	11,90,131	13,09,144
1203250005568439	Mr. Sanjidur Rahman	23,57,722	25,93,494
1203250005508534	Mrs. Taslima Akhtar	18,25,701	20,08,271
1203250005767383	Mrs. Monira Yeasmin	30,86,917	33,95,608
1301030000703564	Mr. M.Nurul Islam	13,09,522	14,40,474
1203250005568257	Mr. Rizwan-ur Rahman	12,01,110	13,21,221

Group-B Directors

Folio / BO No.	Directors' Name	At the beginning of the year	At the end of the year
1203250005568404	Mrs. Hasina Ahmed	49,470	54,417
1203250000058881	Mrs. Kamrun Nessa	1,08,977	1,19,874
1203250000794001	Alhaj Mohd. Arshad Ali	11,93,623	13,12,985
1201570004609803	Mr. Nasiruddin Ahmed	49,438	54,381
1203250058536842	Mr. Abu Sayeed Md. Quasem	6,47,300	7,12,030

Independent Directors

Folio / BO No.	Directors' Name	At the beginning of the year	At the end of the year
	Dr. Mohammad Ali Taslim	Nil	Nil
	Mr. Waliur Rahman Bhuiyan, OBE	Nil	Nil

Sponsors

Folio / BO No.	Sponsors' Name	At the beginning of the year	At the end of the year
1201570000094288	Late AKM Humayun Kabir	12,63,119	13,89,430
1202090005577781	Mrs. Bilquis Alam	4,48,529	5,32,981
1203250015464510	Mr. Mohammad Hannan	33,048	36,352
1203250005757913	Mr. Md. Harunor Rashid Khan	1,45,145	1,59,659
1203250007877104	Late Nazrul Islam	71,500	78,650
1203250005608321	Mr. Nizamuddin Ahmed	8,99,944	9,89,938
1203250005608291	Mr. Saidur Rahman	3,88,689	4,27,557
1201960000159705	Mr. Saiful Islam	1,55,646	1,71,210

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করপোরেট সুশাসন

কোম্পানির পরিচালকমণ্ডলী দৃঢ়ভাবে বিশ্বাস করেন সুশাসন ও স্বচ্ছতা সুশৃঙ্খল টেকসই প্রতিষ্ঠানের জন্য অপরিহার্য। ইস্টল্যান্ড ইন্সুরেন্স করপোরেট সুশাসন অনুশীলন করে চলে এবং এর লক্ষ্য অভ্যন্তরীণ কার্যক্রম প্রক্রিয়া, স্বচ্ছতা ও জবাবদিহিতার ক্ষেত্রে পর্যাপ্ত নিয়ন্ত্রণ নিশ্চিত করা। করপোরেট সুশাসন কাঠামো বিভিন্ন পর্যায়ের নির্বাহীদের মধ্যে অধিকার ও দায়িত্ব সুনির্দিষ্ট করে দেয়। একইসঙ্গে করপোরেট বিষয়ে সিদ্ধান্ত গ্রহণ সহজ করার জন্য বিধিবিধান ও প্রক্রিয়া চিহ্নিত করে। করপোরেট সুশাসন প্রক্রিয়ায় নিন্ত্রয়ক সংস্থাসমহহের ভূমিকা গুরুত্বর্পূ। ইস্টল্যান্ড নিয়ন্ত্রক সংস্থাসমূহের যাবতীয় প্রত্যাশা ও শর্ত পূরণে প্রতিশ্রুতিবদ্ধ। করপোরেট 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 নেতৃত্বে বাস্তবায়ন করা হয়।

করপোরেট সামাজিক দায়িত্ব (সিএসআর) কর্মকাণ্ড

ইস্টল্যান্ড ইন্সুরেন্স কোম্পানি করপোরেট সামাজিক দায়িত্ব (সিএসআর) বিষয়ে সচেতন। আগের বছরগুলোর মতোই কোম্পানি ২০১৬ সালে নিম্নোক্ত করপোরেট সামাজিক কার্যক্রমে অংশ নিয়েছে :

বিষয়	মিলিয়ন টাকা
ক. ভিটাগড় প্রোমোশনাল সোসাইটি	০.১০
খ. নর্থবেঙ্গল সাইকেল ইন্ডাস্ট্রিজ লি.	০.০৭
গ. ভিশন কেয়ার ফাউন্ডেশন	০.৫০

কোম্পানির পরিচালকমণ্ডলী সমাজের অবহেলিত ও দরিদ্র জনগোষ্ঠীর কল্যাণে এ ধরনের কাজ পরিচালনা করে যেতে দৃঢ়সংকল্প।

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 করপোরেশন, ঢাকা স্টক এক্সচেঞ্জ লিমিটেড, চট্টগ্রাম স্টক এক্সচেঞ্জ, বাংলাদেশ সিকিউরিটিজ অ্যান্ড এক্সচেঞ্জ কমিশন, সেন্ট্রাল ডিপজিটরি বাংলাদেশ লিমিটেডসহ সকল শুভানুধ্যায়ীদের তাদের 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 সহান হোন।

সবাইকে ধন্যবাদ।

আল্লাহ হাফেজ।

পরিচালকমণ্ডলীর পক্ষে



(মাহবুবুর রহমান)
চেয়ারম্যান

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 structure specifies the distribution of rights and responsibilities among different executives and spells out the rules and procedures for making decisions on corporate affairs. The role of regulatory authorities is very important in respect of Corporate Governance practices. Eastland is pledge-bound to comply with all the requirements of regulatory authorities. Parties to Corporate Governance are Board of Directors, different committees of the Board, the management, different management committee, all decision making personnel, etc. All plans, programmes, Policy decisions, as initiated by the Board are implemented by the Management under the leadership of Managing Director.

Corporate Social Responsibility/ (CSR) Activities

Eastland Insurance Company Limited is quite conscious on its role of Corporate Social Responsibilities (CSR). Alike previous years the company during the year 2016 has participated/ contributed the following Corporate Social Responsibilities (CSR) activities:

Particulars	Taka in million
i) Bhitargarh Promotional Society	0.10
ii) North Bengal Cycle Ind. Ltd	0.07
iii) Vision Care Foundation(VCF)	0.50

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

In the end, Board of Directors express their grateful thanks and appreciation to all our valued clients, strategic partners, shareholders, office of the Insurance Development and Regulatory Authority, Ministries of Commerce and Finance, Banks and Financial Institutions, Bangladesh Bank, Sadharan Bima Corporation, Dhaka Stock Exchange Limited, Chittagong Stock Exchange Limited, Bangladesh Securities & Exchange Commission, Central Depository Bangladesh Limited and all our well wishers for their assistance, help and much needed support.

Finally, Members of the Board of Directors also put on record their deep appreciation and thanks to all executives and staff for their hard work, dedication, sincerity and commitment that they have shown for steady growth of the company.

May Almighty Allah grace us with divine blessings.

Thank you and

Allah Hafez.



MAHBUBUR RAHMAN
Chairman

Summary of
ACCOUNTS 2016

Taka in million

PARTICULARS	FIRE		MARINE		MOTOR		MISC		TOTAL		GRAND TOTAL	
	Private	Public	Private	Public	Private	Public	Private	Public	Private	Public	2016	2015
Gross Premium	377.15	3.01	309.08	13.96	87.45	2.26	44.78	24.04	818.46	43.27	861.73	820.46
Re-Insurance Ceded	300.44	2.11	121.41	10.98	13.15	-	34.60	23.41	469.59	36.51	506.10	436.35
Net Premium	76.72	0.89	187.68	2.98	74.29	2.26	10.18	0.62	348.87	6.75	355.62	384.10
Commission Earned	39.25	0.31	9.51	2.11	2.27	-	8.87	3.00	59.90	5.42	65.32	72.84
Commission Paid	56.57		46.36		13.12		6.72		122.77		122.77	117.70
Management Expenses (Revenue A/C)	75.55		62.79		17.64		10.77		166.75		166.75	160.09
Management Expenses (P/L A/C)	-		-		-		-		39.44		39.44	36.86
Net Claim	76.75		0.72		14.69		(1.79)		90.37		90.37	164.17
Underwriting profit	(88.94)		93.5		33.05		14.16		51.77		51.77	20.66
Investment Income	-		-		-		-		-		128.63	149.47
Net Profit Before Tax	-		-		-		-		-		140.96	133.27
Taxation Provisions	-		-		-		-		-		11.04	13.02
Net Profit After Tax	-		-		-		-		-		129.91	120.24
Return On Equity (%)	-		-		-		-		-		8.15%	8.18%
Shareholders' Equity	-		-		-		-		-		1594.15	1470.54



COMPANY'S REPORT TO 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, 2016 the Board of Directors held 09 (nine) meetings and the Directors serving on the Board attended in aggregate 72.22% of the total number of meetings.

1.4 (K) The pattern of Shareholding

As at December 31, 2016 the pattern of shareholding are given below:

i. Shareholdings of Parent/Subsidiary/Associate companies and other related parties: NIL

ii. ii.)Shareholding of Directors, CEO, Company Secretary, CFO and Head of Internal Audit and their spouses and minor children are as under :

ii) (a) Directors/Sponsors

Sl. No.	Name of Directors	Shareholding (Nos)	Percentage (%)
01.	Mr. Mahbubur Rahman	15,84,071	2.42
02.	Mrs. Hameeda Rahman	15,03,576	2.30
03.	Mr. Moazzem Hossain	13,08,971	2.00
04.	Mrs. Tahmina Ahmed	13,09,144	2.00
05.	Mr. Sanjidur Rahman	25,93,494	3.96
06.	Mrs. Taslima Akhtar	20,08,271	3.07
07.	Mrs. Monira Yeasmin	33,95,608	5.19
08.	Mr. Md.Nurul Islam	14,40,474	2.20
09.	Mr. Rizwan-ur Rahman	13,21,221	2.02
10.	Mrs. Hasina Ahmed	54,417	0.08
11.	Mrs. Kamrun Nessa	1,19,874	0.19
12.	Alhaj Mohd. Arshad Ali	13,12,985	2.01
13.	Mr. Nasiruddin Ahmed	54,381	0.08
14.	Mr. Abu Sayeed Md. Quasem	7,12,030	1.09
15.	Prof. Mohammad Ali Taslim (Independent Director)	Nil	Nil
16.	Mr. Waliur Rahman Bhuiyan, OBE (Independent Director)	Nil	Nil
	Total	**1,87,18,517**	**28.60**

Sl. No.	Name of Sponsors	Shareholding (Nos)	Percentage (%)
1.	Late A. K. M. Humayan Kabir	13,89,430	2.12
2.	Mrs. Bilquis Alam	5,32,981	0.82
3.	Mr. Mohammad Hannan	36,352	0.06
4.	Mr. Md. Harunor Rashid Khan	1,59,659	0.24
5.	Late Nazrul Islam	78,650	0.12
6.	Mr. Nizamuddin Ahmed	9,89,938	1.51
7.	Mr. Saidur Rahman	4,27,557	0.65
8.	Mr. Saiful Islam	1,71,210	0.26
	Total	**37,85,777**	**5.79**
(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. Abidur Rahman		Nil	Nil
(e) Head of Internal Audit Mr. Md. Ali Ashraf Shaikh		Nil	Nil

(f) Directors Spouses

Sl. No.	Directors Name	Spouses Name	Shareholding (Nos)	Percentage (%)
1.	Mrs. Taslima Akhtar	Mr. Kamaluddin Ahmed	22,493	0.03
2.	Alhaj Mohd. Arshad Ali	Mrs. Roushan Ara Ali	9,26,644	1.42
3.	Mrs. Monira Yeasmin	Late Ali Akbar Khan	2,75,099	0.42
4.	Mr. M. Nurul Islam	Mrs. Suraiya Begum	2,16,250	0.33
5.	Mr. Rizwan-ur Rahman	Mrs. Aneeta Azad Rahman	1,73,030	0.26
		Total	**16,13,516**	**2.46**

(g) Directors' minor children

Nil Nil

iii) Executives

Sl. No.	Name & Designation	Shareholding (No.)	Percentage (%)
1.	Mr. Md. Shafiul Alam Bhuiyan, Deputy Managing Director	10,830	0.02
iv) Shareholders who are holding 10% or above share		Nil	Nil

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Report on
CORPORATE GOVERNANCE

Corporate governance is the system by which companies are directed and controlled by the management in the best interest of all the stakeholders, thereby ensuring greater transparency and timely financial reporting.

The maintenance of effective corporate governance remains a key priority of 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 /2006-158/134/Admin/44 dated 07 August 2012. 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.

Board of Directors Composition

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 sixteen 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 and 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 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 expectations 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 structure throughout the Company 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.

Conduct for 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 confidentially of information entrusted of 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.

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

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 with in 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 of Eastland Insurance Limited is the Sub-Committee of the Board of Directors. Audit Committee comprises of five Directors nominated by the Board of Directors. The Committee is headed by a Director who is an Independent Director of the company. The Chief internal Audit & Control officer has direct access to the Committee and the Committee is directly reportable to the Board. It operates according to the Terms of Reference approved by the Board and in compliance with Section 3.00 of the Securities and Exchange

Commission Notification No.SEC/CMRRCD/ 2006-158/134/Admin/44 dt 7th August 2012.

Functions and responsibilities of the 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 fraud and 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 no unjustified 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 vital for the Company's success. 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.

Report on
CORPORATE SOCIAL RESPONSIBILITIES

We all have a personal responsibility to each other and the world around us. Everything we do has an effect on other people. It is the same for businesses, large or small, public or private, that their actions affect a large number of stakeholders. Such stakeholders include customers, shareholders, employees, suppliers and society in general.

With growing scrutiny of business operations, organizations are increasingly being driven to satisfy the expectations of opinion formers, governments and customers in order to thrive. In essence, businesses adopting Corporate Social Responsibility (CSR) principles believe that by operating ethically and responsibly, they have a greater chance of success. 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 Insurance Company Limited is quite conscious on its role of Corporate Social Responsibilities (CSR). Alike previous years the company during the year 2016 have participated/ contributed the following Corporate Social Responsibilities (CSR) activities:

Particulars		Taka in million
i.	Bhitargarh Promotional Society	0.10
ii.	North Bengal Cycle Ind. Ltd	0.07
iii.	Vision Care Foundation(VCF)	0.50

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



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Redress of
INVESTORS COMPLAINTS

Eastland Insurance Company Limited is committed to maintaining highest standard of conduct and professional behavior in dealing with its shareholders. Share Department of the Company maintains systematic records and information relevant to the shareholders. Share Department officials are always ready to help shareholders whenever in need of share related services like share transfer, transmission, dividend warrant issue, dividend warrant re-validation etc. Shareholders get opportunity to speak on various issues relating to the operation of the Company at the Annual General Meeting which is held once a year, in which the Chairman/Managing Director of the Company with the help of Chief Financial Officer (CFO) and Company Secretary respond to all 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 the responsibility of the Company Secretary to oversee that necessary actions are taken expeditiously so that these issues are resolved to the satisfaction of shareholders.

Redress of
CLIENTS' COMPLAINTS

Insurance being a service industry, clients' satisfaction is 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. This aspect also features prominently at the quarterly review meeting, half yearly conference and Annual Conference of the Company.

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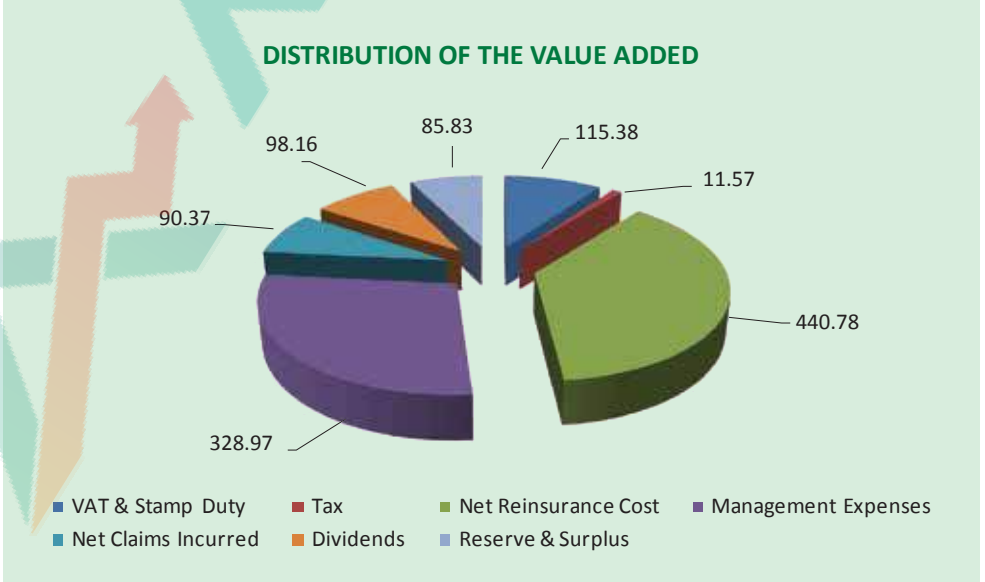
VALUE ADDED STATEMENT

For the year ended December 31, 2016

The Value Added Statement (VAS) provides a detailed account of total value creation by the Company during the year of account and its distribution for the same period. Eastland Insurance Company Limited contributed positively 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.

The Value Added Statement of Eastland Insurance Company Limited for the year 2016 mentioned below shows how the value is created and distributed among different stakeholders of the company:

Particulars	2016 Tk. (in Million)	2015 Tk. (in Million)
Gross Premium	861.73	820.46
VAT & Stamp Duty	115.38	93.31
Commission on Re-Insurance Ceded	65.32	72.85
Investment & others Income	128.63	149.47
TOTAL VALUE ADDED	**1171.06**	**1136.09**
DISTRIBUTION OF THE VALUE ADDED		
VAT & Stamp Duty	115.38	93.31
Tax	11.57	18.82
Net Reinsurance Cost	440.78	396.55
Management Expenses	328.97	314.66
Net Claims Incurred	90.37	164.17
Dividends	98.16	118.98
Reserve & Surplus	85.83	29.60
TOTAL DISTRIBUTION	**1171.06**	**1136.09**



ECONOMIC VALUE ADDED STATEMENT

Economic Value Added (EVA) is the financial performance measure that attempts to measure the true economic profit of an organization. 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 is calculated by taking a company's net profit after tax less cost of capital.

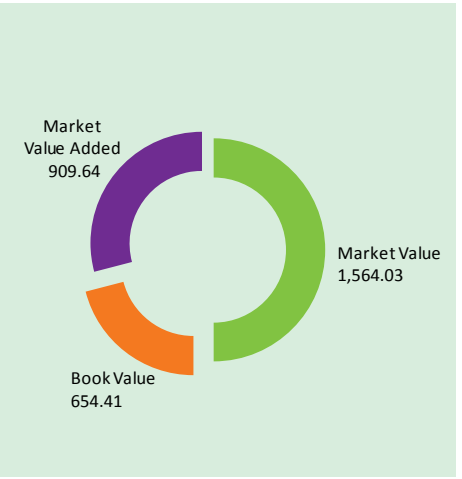
For the year ended 31st December	2016 Taka	2015 Taka
Sharaholders' equity at the year ended	1,594,145,770	1,470,539,980
Accumulated provision for doubtful losses	-	-
Average Shareholders' equity	1,594,145,770	1,470,539,980
*Cost of equity (%)	6.00	7.00
Economic Value Added	**34,264,087**	**17,305,951**
Net profit after tax	129,912,833	120,243,750
Less: Cost of equity	95,648,746	102,937,799

* It is the opportunity cost i.e. the expected risk free return on investments, plus a risk premium. Interest on Bangladesh Government Sanchaya Patra plus 1% risk premium has been assumed to be the cost of equity.

MARKET VALUE ADDED STATEMENT

For the year ended December 31, 2016

Market Value Added (MVA) is the 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, 2016, the total share market value of Eastland Insurance Company Limited stood at Taka 1,564.03 million whereas the book Value of the Shareholder's Equity stood Taka 654.41 million, resulting a Market Value Added of Taka 909.64 million. The calculation of Market Value is given below:

Particulars	Number of Shares	Value per Share (Taka)	Total Value (Taka in Million)
Market Value	65,440,688	23.90	1,564.03
Book Value	65,440,688	10.00	654.41
Market Value Added			909.64

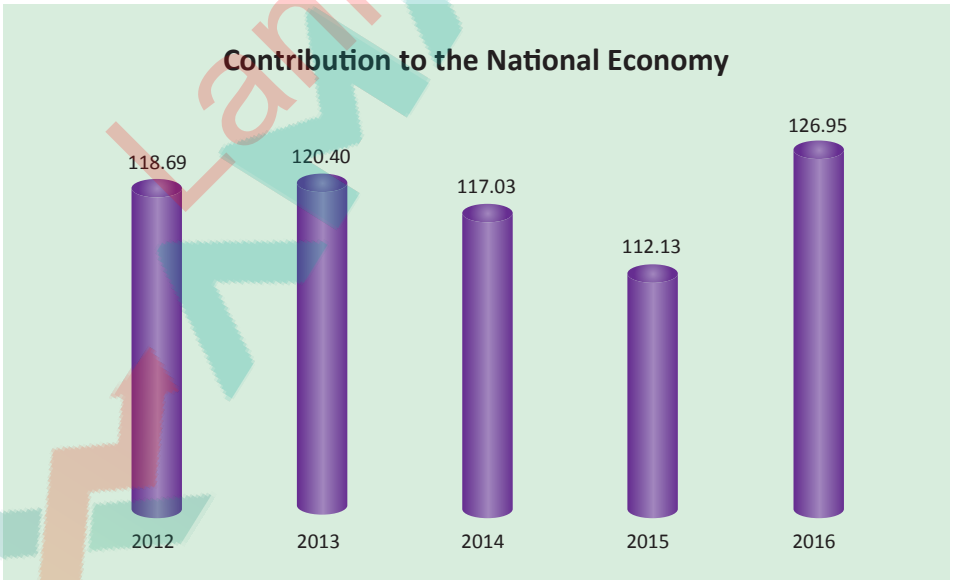
CONTRIBUTION TO THE NATIONAL ECONOMY

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 2016 company contributed Tk. 126.95 million to the national exchequer as against Tk. 112.13 million in 2015.

Company also make an economic impact by creating employment and trained them to serve the country. Eastland Insurance Company Limited employed as many as 283 employees as on 31st December 2016.

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

Year	VAT & Stamp Duty	Tax	Total
2012	72.46	46.23	118.69
2013	77.08	43.32	120.40
2014	75.90	41.13	117.03
2015	93.31	18.82	112.13
2016	115.38	11.57	126.95
	434.13	**161.07**	**595.20**



Market Share Position of
INSURANCE BUSINESS

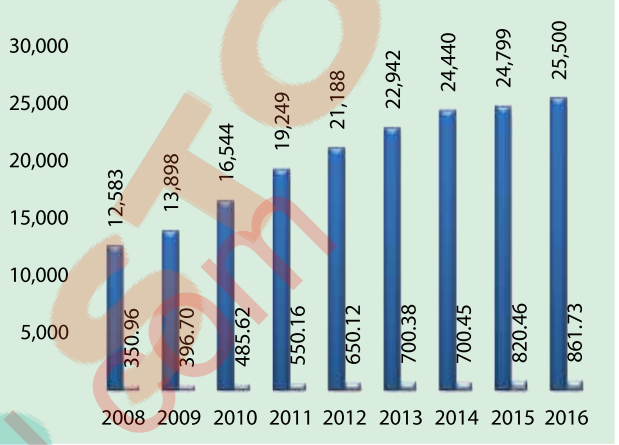
Bangladesh Non-life Insurance Business Market Composition and our Company Status

Market share position of the company's insurance business reflects the ability to exercise underwriting and pricing discipline as well as the risk management effectiveness of a company in managing its business growth. As a first generation insurer, Eastland Insurance Company Limited is in a better pricing position than insurance companies of other non-life insurance companies.

Bangladesh Private Sector Non-life Insurance provisional premium income in 2016 was Tk. 25,500 million where EICL's contribution was Tk. 861.73 million in 2016. The company earned Tk. 5,516.58 million premium during last 9 years. Non-life insurance premium as a % of GDP shown in the chart below:

Year	Gross Domestic Premium Income	EICL's status on GDP	%EICL's status on GDPI
2008	12,583	350.96	2.79%
2009	13,898	396.70	2.85%
2010	16,544	485.62	2.94%
2011	19,249	550.16	2.86%
2012	21,188	650.12	3.07%
2013	22,942	700.38	3.05%
2014	24,440	700.45	2.87%
2015	24,799	820.46	3.31%
2016	25,500	861.73	3.38%

At a glance year wise private sector Bangladesh Non-life Insurance Companies' Gross Premium Income and Eastland Insurance Company's premium income position out of Non-life Insurance Companies are give bellows:



The non-life insurance market is comprised of 47 insurance companies including one state enterprise. No single insurer has a large market share. Eastland Insurance's Market share is 3.38% against average market share of 2.13%.

Accounting Ratios
PERTAINING TO INSURANCE SECTOR

Particulars	2016	2015
Reinsurance Premium Ceded as % of Gross Premium	58.73	53.18
Commission Paid as % of Gross Premium	14.25	14.35
Net R/I Commission Earned as % of Gross Premium	7.58	8.88
Net R/I Commission Earned as % of Net Premium	18.37	18.96
Management Expenses (Revenue A/C) as % of Gross Premium	19.35	19.51
Management Expenses (Revenue A/C) as % of Net Premium	46.89	41.68
Net Claims Incurred as % of Gross Premium	10.49	20.01
Net Claims Incurred as % of Net Premium	25.41	42.74
Underwriting Result as % of Gross Premium	6.01	2.52
Underwriting Result as % of Net Premium	14.56	5.38

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THE EMPLOYER OF THE CHOICE



A TRIBUTE TO OUR HR TEAM

The benefits offered by Eastland to its employees are the most competitive in the industry. The dedicated HR team endeavors to retain its talent pool and keep all the employees motivated to obtain best individual and team performances.

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Human Resource (HR)

MANAGEMENT

Eastland strongly believes that no organization can build a good team of working professionals without sound Human Resource Management .Any organization without a proper set up for Human Resource Management is bound to suffer while managing its regular activities. Eastland is quiet aware of the necessity for efficient Human Resource Management has formulated its policy efficiently to cater to its future needs. The implementation thereof is based on different processes which inter-alia incorporate the following:

Recruitment

Priority is given to infuse fresh blood by recruiting new incumbent side by side experienced one. Keeping this in mind, process of recruiting fresh and experienced personnel is a regular feature. Incase 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 introduced Training and Research Department is headed by Mr MD. Iqbal Majumder, ACII (London) as coordinator Training & Research with long experience in the insurance Industry

To facilitate scope of training for the new recruits, changes in the schedule of In-house Training has been brought by increasing number of sessions and inviting guest speakers as and when required. The training programs of the Company are chalked out with idea to educate and develop selected personnel so that they acquire required knowledge, skill and experience needed to manage future positions.

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 feed back on the prospects.

Thus, the staff members get the opportunity to sharpen their existing skills or develop specialized skills which in turn, will help them to take up some new roles.

Performance Appraisal

Eastland evaluates performances of its work forces according to their potential and awards, benefits and incentives according to merits. 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, Recreation Tour Abroad etc. Besides the company declares incentive bonus for all categories of employees for their commendable contribution towards business development.

Maintaining Work Atmosphere

Eastland believes that a safe, clean & healthy environment can bring out the best in employees. A friendly atmosphere gives the staff members 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 work force for its continuous growth and has formulated its Human Resource Policies keeping eyes open to satisfy all needs and requirements.

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INFORMATION TECHNOLOGY (IT) INFRASTRUCTURE

Introduction

Eastland Insurance Company Ltd. (EICL) is determined to use Information Technology (IT) to the utmost facilities so that it can easily be differentiated from other companies in the 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, successful 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 software CIIS.

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 90% Journal Voucher are passing through the system as well as Final Accounts report like The Statement of Financial Position, The Statement of Comprehensive Income Profit & lose Appropriation Accounts, Revenue Accounts, Control Ledgers, Subsidiary Ledgers, Detail Trial Balance and other related report Consolidated Trial Balance are being generating 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) among Head Office, Principal Office and all the branches situated all over the county.

Future Plan

Become a leader in the effective use of innovative information technology (IT) in Non-life Insurance Sector

- Plan and implement Information Resources and Technology (IRT) collaboratively
- Establish a Data Center for providing Information to the management from data archive as and when required.
- Establish a Disaster Recovery Center to secure the Company's valuable data in a professional manner.
- Develop resources through effective IT trainings.

Conclusion

Information technology provides the ability to process a large amount of information and in a way which presents the information in a clear and concise manner. Anticipated benefits of implementing an information technology system include improvements in profit performance, and a higher degree of accuracy among information within the possible shortest time. Insurance business has made great strides in risk evaluation as well as their calculation and reporting abilities. Much of such analyses can be done by developing new 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 8 years and contributing to the economic stability of the sector.

Report on
GOING CONCERN

Financial Statements are normally prepared on the assumption that an enterprise is a going concern and will continue in operation for the foreseeable 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 exits, 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 SEC 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 in existence. 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



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CRISL
Setting global standard at national level

Credit Rating Report

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.crisibd.com

CREDIT RATING REPORT
On
EASTLAND INSURANCE COMPANY LIMITED

REPORT: RR/11330/16

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.crisibd.com***

	Claim Paying Ability
CPA Rating	AA
Outlook	Stable
Date of Rating: October 26, 2016	**Valid up to: October 25, 2017**

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

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

Analysts:
Moin Uddin Ahmed
moinuddin@crisibd.com

Md. Saiful Alam Shimul
saiful@crisibd.com

CPA Rating: AA

Outlook: *Stable*

Rating :
Based on Financials up to December 31, 2015

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.1470.54 Million

TOTAL ASSETS
Tk.2103.15 Million

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) based on the financials up to December 31, 2015 and other relevant qualitative and quantitative information up-to the date of rating. The reaffirmation reflects EICL's good capital base and solvency, diversified shareholding pattern and investment portfolio with good hidden strength, good reinsurance arrangement with foreign reinsurer, experienced management team etc.

EICL sources 100% of its business from large group of companies having diversified business exposures. Based on the financial statements for 2015, overall solvency position of the company has been found good. Total business income of the company stood at Tk.820.46 million in 2015 against Tk. 700.45 million in 2014. However, due to settling significant claim in fire segment, underwriting profit declined to Tk.20.66 million from Tk.103.66 million during the above periods. Profit after Tax (PAT) also declined to Tk.120.24 million in 2015 from Tk.157.98 million in 2014. Consequently, pretax operating margin declined to 29.16% in 2015 from 41.22% in 2014 while ROAA and ROAE also moved downward to 6.42% and 8.12% from 9.61% and 12.28% during the above periods respectively.

CRISL views EICL's investment strategy as diversified and secured with around 65% of its funds residing in cash and fixed deposits as well as in fixed income instruments and rest 35% in capital market investment. Moreover, in spite of capital market debacle the company has significant hidden strength of Tk.261.45 million as on December 31, 2015 considering market value of Tk.500.17 million.

The company maintained a significant improvement in capital commensurate with its business profile and raised paid-up capital significantly to Tk.594.92 million which is far beyond from regulatory minimum level of Tk.400 million. Moreover, recent move to issue 10% bonus shares will further boost up its capital base to Tk.654.41 million. Besides, EICL has made significant fixed assets investment 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 static with decline in underwriting profit. FDR base is yet at a moderate level, however, for early claim settlement EICL is enjoing credit line facility under SOD mode with limit of Tk.184.20 million at 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.

Muzaffar Ahmed, FCMA, FCS
President and CEO
Credit Rating Information and Services Ltd.

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 31st 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:

a. Adequate insurance coverage, which does not leave him high and dry in time of need, with right pricing.

b. Timely delivery of defect free policy documents with relevant endorsements/ warranties/ conditions/ guidelines.

c. 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 a reinsurer, 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

IBNER refers 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 are 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

Insurance is a mechanism of spreading the risk of one onto the shoulders of many. 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.

From an individual point of view, insurance is an economic device whereby the 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 Insurance imparts technical expertise in a professional manner 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 minimise 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 defence of national property and wealth. Services basically aim at reducing the happening of the casualty itself rather than minimising 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 fire proof 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 Insurance assumes 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 Insurance almost universally has embarked 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 Insurance through their expert professionals imparts 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 Insurance ensures proper risk management of their 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 Insurance, through its effective risk management practice, although cannot eliminate risks but the endeavour shows that the Company is committed to loss reduction or prevention and makes the client a better risk to insure as well.

SOLVENCY MARGIN

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 an 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.

Moreover 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 offical gazette.

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AA+

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 of 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 2016, Eastland could maintain its investment income at level similar to 2015, which bear testimony to the prudent investment policies followed by the Company.

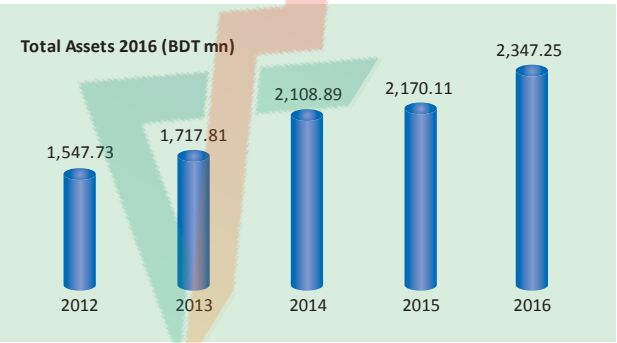
Position of Total Assets

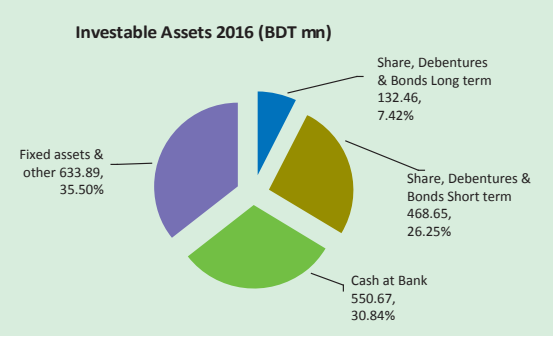
Figure in million

Year	Fixed Assets	Investments Including FDR & STD Balances	Cash & Bank Balances (CD)	Other Assets	Total
2012	398.09	779.80	10.86	358.98	1,547.73
2013	577.94	822.92	6.93	310.02	1,717.81
2014	628.39	1174.86	9.63	296.01	2,108.89
2015	634.24	1147.10	1.51	387.26	2,170.11
2016	**633.89**	**1160.67**	**0.44**	**552.25**	**2,347.25**

Position of Investable Assets

Particulars	2016	%	2015	%
Share, Debentures & Bonds				
Long term	132.46	7.42	137.58	7.76
Short term	468.65	26.25	421.17	23.76
Total	601.11	33.66	558.75	31.52
Cash in Bank	550.67	30.84	579.80	32.71
Fixed assets and other	633.89	35.50	634.24	35.78
Total	**1,785.67**	**100**	**1,772.79**	**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 any 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 a 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 equipments through preventive maintenance scheduling, purchasing and reworking used equipments 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 fits 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 a 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 clear advantage of integrated thinking is about risk management and the focus on material aspects. As the CEO of a large international company told, "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 (IIRC CEO) 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 filings that are scrutinized by regulators and to a greater extent by auditors. Internal audit may play an assurance role for nonfinancial 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 employeesprotecting 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 HIb Virus protection Heba b Injection 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 equipments through preventive maintenance scheduling, purchasing and reworking used equipments 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



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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, 2016 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 Managing Director	Abu Sayeed Mohammad Quasem Director	Moazzem Hossain Director	Mahbubur Rahman Chairman

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Dr. Mohammad Ali Taslim
Professor Dept. of Economics,
University of Dhaka and
Chairman,
Audit Committee

AUDIT COMMITTEE REPORT
for the year 2016

The Audit Committee of Eastland Insurance Company Limited comprise of 5 (five) members nominated by the Board of Directors which is as under:

The Audit Committee:

1. Dr. Mohammad Ali Taslim Professor, Department of Economics University of Dhaka, Independent Director	Chairman
2. Mr. Moazzem Hossain, Director	Member
3. Mrs. Taslima Akhtar, Director	Member
4. Al-Haj Mohammad Arshad Ali, Director	Member
5. 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.

During the year 2016, 6 (six) meetings of the Audit Committee were held.

Governance

Audit Committee of the Board can play an 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. The following are the prime responsibilities of the Audit Committee:

Role of Audit Committee

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.
Review the auditing performance of external auditors and their audit reports.

Activities

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

i) Approved annual audit planning for the year 2016.

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 2016 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 thanks to the members of the Board, key management personnel, internal audit Division and all employees for their utmost dedication for achieving transparency in performance and all sorts of cooperation extended to the committee in discharge of its responsibilities

Dr. Mohammad Ali Taslim
Independent Director
Chairman
Audit Committee of the Board

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INDIPENDENT AUDITORS' REPORT
&
AUDITED FINANCIAL STATEMENTS



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Mahfel Huq & Co.
Chartered Accountants

An independent member form of *AGN* International

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E-mail: mh@hahfelhuq.com,www.mahfelhuq.com

Independent Auditors' Report to the Shareholders of Eastland Insurance Company Limited

We have audited the accompanying Statement of Financial Position of the Eastland Insurance Company Limited as of December 31, 2016 and the Statement of Comprehensive Income, Profit and Loss Appropriation Account, related Revenue Accounts, Statement of Cash Flows, Statement of Changes in Equity and a summary of significant accounting policies and other explanatory notes for the year then ended.

Management's Responsibility for the Financial Statements

The management is responsible for the preparation and fair presentation of these financial statements in accordance with Bangladesh Accounting Standard (BAS)/Bangladesh Financial Reporting Standards (BFRS), the Companies Act 1994, The Insurance Act 2010, the Securities and Exchange Rules 1987 and other applicable laws and regulations and for such internal control as management determines, which is necessary to enable the preparation of Financial Statements that are fee from material misstatement, where due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these Financial Statements based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing (BSA). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance where the Financial Statements are free from material misstatement. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the Financial Statements. The procedures selected depend on the auditor's judgment, including the assessment of the risk of material misstatement of the Financial Statements, whether due to fraud or error. In making those risk assessments the auditor consider internal control relevant to the entity's preparation and fair presentation of the Financial Statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing and opinion on the effectiveness of the entity's internal control. An audit also includes evaluation the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the Financial Statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the Financial Statements give a true and fair view of the financial position of the company as at December 31, 2016, of its financial performance and of its cash flows for the year then ended and the Financial Statements were prepared in accordance with Bangladesh Financial Reporting Standards (BFRS) and Bangladesh Accounting Standards (BAS).

Report on Other Legal and Regulatory Requirements

The Financial Statements also comply with the Companies Act, 1994, the Insurance Act 2010, the Securities and Exchange Rules 1987, Insurance Rules 1958 and other applicable laws and regulations.

We also report that

i. 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;
ii. 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 received from branches not visited by us;
iii. In our opinion, proper books of account as required by law have been kept by the Company so far as it appeared from our examination of those books;
iv. As per section 63 (2) of the Insurance Act, 2010, we certify that to the best of our knowledge and belief and according to the information and explanations 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;
v. We certify 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 of its business re- insured abroad;
vi. The Company's Statement of Financial Position sheet and Statement of Comprehensive Income and its Cash Flows dealt with by the report are in agreement with the books of account and returns;
vii. The expenditure incurred was for the purposes of the Company's business.

Dated: Dhaka
the April 16, 2017

Mahfel Huq & Co.
Chartered Accountants

Statement of Financial Position

(Balance Sheet)

As at December 31, 2016

Particulars	Notes	2016 Taka	2015 Taka
Shareholders' Equity & Liabilities:			
Shareholders' Equity		**1,665,487,659**	**1,537,502,880**
Issued, Subscribed & Paid-up Capital 65,440,688 Ordinary Shares of Tk. 10 each	1	654,406,880	594,915,350
Reserve and Surplus	2	1,011,080,779	942,587,530
Liabilities and Provisions:		**681,764,294**	**632,610,478**
Balance of Funds and Accounts	3	142,917,903	154,681,374
Premium Deposits	4	24,687,638	3,877,447
Unclaimed Dividend	5	3,017,141	2,431,914
Estimated liability in respect of outstanding claims wether due or intimated	6	16,075,003	15,023,000
Provision for Taxation	7	243,264,418	231,428,418
Provision for Deferred Tax	8	1,760,000	2,553,000
Amount due to other persons or bodies carrying on insurance business	9	3,673,970	5,151,030
Overdrawn on Current Account	10	186,197,012	178,433,051
Sundry Creditors	11	60,171,209	39,031,244
Total shareholders' Equity & Liabilities		**2,347,251,953**	**2,170,113,358**
Net Asset Value (NAV) per share	12	24.36	22.47

Dated: Dhaka
the April 16, 2017

Arun Kumar Saha
Managing Director

Abu Sayeed Mohammad Quasem
Director

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Statement of Financial Position

(Balance Sheet)

As at December 31, 2016

Particulars	Notes	2016 Taka	2015 Taka
Assets			
Non-Current Assets:		**1,235,008,098**	**1,192,995,075**
Fixed Assets (at cost)	13	633,890,688	634,243,983
Investments	14	601,117,410	558,751,092
Current Assets:		**1,112,243,855**	**977,118,283**
Interest, Dividend and Rents outstanding	15	9,760,116	11,580,057
Amount due from other persons or bodies carrying on insurance business	16	253,479,233	120,092,018
Sundry Debtors (including advance, deposits and prepayments)	17	297,972,555	265,381,132
Inventories	18	362,330	269,847
Cash & cash equivalents	19	550,669,621	579,795,229
Fixed Deposit with Banks		478,204,798	486,358,900
Cash at Banks		72,029,164	91,923,877
Balance in hand		435,659	1,512,452
Total Assets		**2,347,251,953**	**2,170,113,358**

The annexed notes 1 to 36 form an integral part of these financial statements signed in terms of our annexed report of even date.

Moazzem Hossain
Director

Mahbubur Rahman
Chairman

Mahfel Huq & Co.
Chartered Accountants

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Statement of Comprehensive Income

(Profit & Loss Account)

For the year ended December 31, 2016

Particulars	Notes	2016 Taka	2015 Taka
Expenses of Management (Not Applicable to any particular fund or account)	20	21,486,657	21,057,681
Directors' fees		998,150	1,148,250
Audit fee		230,000	247,500
Interest on SOD		11,241,361	8,245,185
Depreciation		5,486,891	6,163,446
		17,956,402	15,804,381
Profit before tax transferred to profit & loss appropriation account		140,955,833	133,265,925
	Total	180,398,892	170,127,987

Profit & Loss Appropriation Account

For the year ended December 31, 2016

Particulars	Notes	2016 Taka	2015 Taka
Reserve for Exceptional Loss	2.01	43,100,000	38,236,100
Provision for Income Tax	7	11,836,000	13,192,000
Provision for Deferred Tax	8	(793,000)	(169,825)
Dividend for-2015		118,983,070	108,166,428
		173,126,070	159,424,703
Balance transferred to balance sheet		98,321,239	119,491,475
	Total	271,447,309	278,916,178
Earning Per Share (EPS)	21	1.98	1.84

Dated: Dhaka
the April 16, 2017

Arun Kumar Saha
Managing Director

Abu Sayeed Mohammad Quasem
Director

LankaBangla Stock

Statement of Comprehensive Income

(Profit & Loss Account)

For the year ended December 31, 2016

Particulars	Notes	2016 Taka	2015 Taka
Interest, Dividend and Rents (Not applicable to any particular fund or account)			
Interest received and accrued	22	56,041,584	61,859,900
Other Income	23	72,588,926	87,605,875
Underwriting Profit / (Loss) Transferred from:			
Fire Revenue Account		(88,942,430)	(46,035,722)
Marine Revenue Account		93,502,408	49,950,349
Miscellaneous Revenue Account		47,208,404	16,747,584
		51,768,382	20,662,211
	Total	180,398,892	170,127,986

Profit & Loss Appropriation Account

For the year ended December 31, 2016

Particulars	Notes	2016 Taka	2015 Taka
Balance brought forward		119,491,476	108,450,254
Net profit for the year brought down		140,955,833	133,265,925
Transferred from Dividend Equalization Fund		-	28,200,000
Transferred from General Reserve	2.02	11,000,000	9,000,000
	Total	271,447,309	278,916,179

Moazzem Hossain
Director

Mahbubur Rahman
Chairman

Mahfel Huq & Co.
Chartered Accountants

LankaBangla Stock

Statement of Cash Flows

For the year ended December 31, 2016

Particulars	Notes	2016 Taka	2015 Taka
A. Cash Flow from Operating Activities:			
Collection from Premium & other Income		824,717,627	795,839,357
Payment for Management Expenses, Re-insurance, Claims & Commission.		(754,538,397)	(711,538,230)
Income Tax paid		(11,569,224)	(18,758,477)
Net Cash Flow from operating Activities		**58,610,006**	**65,542,650**
B. Cash Flow from Investing Activities:			
Investment in Shares		(114,597,665)	(135,775,658)
Encashment / Investment in Bonds		(5,120,000)	(6,400,000)
Sale proceeds of Shares		45,540,612	106,845,120
Acquisition of Fixed Assets		(1,096,705)	(5,851,084)
Disposal of Fixed Assets		1,450,000	-
Interest Received on FDR & STD		21,574,737	23,993,363
Interest Received on Bonds		4,840,182	5,523,782
Dividend Received		22,079,538	22,254,175
Net cash Flow from Investing Activities		**(25,329,301)**	**10,589,698**
C. Cash Flow from Financing Activities:			
Loan from SOD Account		190,000,000	249,100,000
Loan Re-payment to SOD Account		(193,500,000)	(193,884,748)
Dividend paid		(58,906,313)	(55,311,137)
Net Cash Flow from Financing Activities		**(62,406,313)**	**(95,885)**
Net Increase in Cash & Cash Equivalents (A+B+C)		**(29,125,608)**	**76,036,463**
Cash & Bank Balance at opening		579,795,229	503,758,766
Cash & Bank Balance at closing		550,669,621	579,795,229
Net Operating Cash Flow Per Share (NOCFPS)		0.90	1.00

Dated: Dhaka
the April 16, 2017

Arun Kumar Saha	Abu Sayeed Mohammad Quasem	Moazzem Hossain	Mahbubur Rahman	Mahfel Huq & Co.
Managing Director	Director	Director	Chairman	Chartered Accountants

Statement of changes in Shareholders' Equity

for the year ended December 31, 2016

Particulars	Paid up Capital	Reserve for Exceptional Loss	General Reserve	Fare Value Reserve	Retained Earnings	Total Shareholders' Equity
Balance on December 31, 2015	594,915,350	425,903,324	91,500,000	238,729,831	119,491,475	1,470,539,980
Stock Dividend-2015	59,491,530	-	-	-	(59,491,530)	-
Cash Dividend-2015	-	-	-	-	(59,491,540)	(59,491,540)
Net Profit After Tax during the year	-	-	-	-	129,912,833	129,912,833
Reserve for Exceptional Loss	-	43,100,000	-	-	(43,100,000)	-
General Reserve	-	-	(11,000,000)	-	11,000,000	-
Fair Value Adjustment	-	-	-	53,184,497	-	53,184,497
Balance on December 31,2016	**654,406,880**	**469,003,324**	**80,500,000**	**291,914,328**	**98,321,238**	**1,594,145,770**

Dated: Dhaka
the April 16, 2017

Arun Kumar Saha	Abu Sayeed Mohammad Quasem	Moazzem Hossain	Mahbubur Rahman	Mahfel Huq & Co.
Managing Director	Director	Director	Chairman	Chartered Accountants

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Consolidated Revenue Account

For the year ended December 31, 2016

Particulars	Notes	2016 Taka	2015 Taka
Claims under policies less Re-Insurance			
Paid during the year	24	90,372,094	164,173,919
Total Estimated Liability in respect of outstanding claims at the end of the year, whether due or intimated		16,075,003	15,023,000
		106,447,097	179,196,919
Less: Outstanding at the end of previous year		15,023,000	32,069,800
		91,424,097	147,127,119
Agent Commission	25	122,776,600	117,698,074
Management Expenses	26	166,746,698	160,099,248
Balance of Fund and Accounts: Reserve for Unexpired Risk	3	142,917,903	154,681,374
Underwriting Profit transferred to The Statement of Comprehensive Income		51,768,382	20,662,212
	Total	575,633,680	600,268,027

Dated: Dhaka
the April 16, 2017

Arun Kumar Saha
Managing Director

Abu Sayeed Mohammad Quasem
Director

LankaBangla Finance Ltd.

Consolidated Revenue Account

For the year ended December 31, 2016

Particulars	Notes	2016 Taka	2015 Taka
Balance of Fund and Account at the beginning of the year Reserve for Unexpired Risk		154,681,374	143,320,455
Premium Earned less Reinsurance Ceded	27	355,627,710	384,097,972
Commission Earned on Reinsurance Ceded	28	65,324,596	72,849,600
	Total	575,633,680	600,268,027

Moazzem Hossain
Director

Mahbubur Rahman
Chairman

Mahfel Huq & Co.
Chartered Accountants

LankaBD.com STOCK

Fire Insurance Revenue Account

For the year ended December 31, 2016

Particulars	Notes	2016 Taka	2015 Taka
Claims under policies less Re-Insurance			
Paid during the year		76,745,538	56,190,301
Total Estimated Liability in respect of outstanding claims at the end of the year, whether due or intimated		6,352,830	4,487,000
		83,098,368	60,677,301
Less: Outstanding at the end of previous year		4,487,000	7,064,800
		78,611,368	53,612,501
Agent Commission		56,572,900	52,709,091
Management Expenses		75,550,922	70,724,901
Balance of Fund and Accounts: Reserve for Unexpired Risk		31,044,670	35,661,913
Underwriting Profit transferred to the Statement of Comprehensive Income		(88,942,430)	(46,035,722)
	Total	152,837,430	166,672,684

Dated: Dhaka
the April 16, 2017

Arun Kumar Saha
Managing Director

Abu Sayeed Mohammad Quasem
Director

LankaBangla Stock

Fire Insurance Revenue Account

For the year ended December 31, 2016

Particulars	Notes	2016 Taka	2015 Taka
Balance of Fund and Account at the beginning of the year Reserve for Unexpired Risk		35,661,913	30,778,614
Premium Earned less Reinsurance Ceded		77,611,675	89,154,782
Commission Earned on Reinsurance Ceded		39,563,842	46,739,287
	Total	152,837,430	166,672,684

Moazzem Hossain
Director

Mahbubur Rahman
Chairman

Mahfel Huq & Co.
Chartered Accountants

LankaBD.com STOCK

Marine Insurance Revenue Account

For the year ended December 31, 2016

Particulars	Notes	2016 Taka	2015 Taka
Claims under policies less Re-Insurance			
Paid during the year		727,189	89,664,226
Total Estimated Liability in respect of outstanding claims at the end of the year, whether due or intimated		4,930,262	4,312,000
		5,657,451	93,976,226
Less: Outstanding at the end of previous year		4,312,000	21,638,000
		1,345,451	72,338,226
Agent Commission		46,362,919	45,610,400
Management Expenses		62,789,578	62,204,325
Balance of Fund and Accounts: Reserve for Unexpired Risk		76,928,632	86,654,975
Underwriting Profit transferred to the Statement of Comprehensive Income		93,502,408	49,950,349
	Total	280,928,988	316,758,275

Dated: Dhaka
the April 16, 2017

Arun Kumar Saha
Managing Director

Abu Sayeed Mohammad Quasem
Director

LankaBD.com STOCK

Marine Insurance Revenue Account

For the year ended December 31, 2016

Particulars	Notes	2016 Taka	2015 Taka
Balance of Fund and Account at the beginning of the year Reserve for Unexpired Risk		78,654,975	83,563,743
Premium Earned less Reinsurance Ceded		190,654,532	214,031,974
Commission Earned on Reinsurance Ceded		11,619,481	19,162,558
	Total	280,928,988	316,758,275

Moazzem Hossain
Director

Mahbubur Rahman
Chairman

Mahfel Huq & Co.
Chartered Accountants

LankaBD.com STOCK

Miscellaneous Insurance Revenue Account

For the year ended December 31, 2016

Particulars	Motor	Others	2016 Taka	2015 Taka
Claims under policies less Re-Insurance				
Paid during the year	14,688,577	(1,789,210)	12,899,367	18,319,392
Total estimated liability in respect of outstanding claims at the end of the year, whether due or intimated	3,671,463	1,120,448	4,791,911	6,224,000
	18,360,040	(668,762)	17,691,278	24,543,392
Less: Outstanding at the end of previous year	5,738,000	486,000	6,224,000	3,367,000
	12,622,040	(1,154,762)	11,467,278	21,176,392
Agent Commission	13,117,060	6,723,722	19,840,782	19,378,583
Management Expenses	17,636,164	10,770,034	28,406,199	27,170,023
Balance of Fund and Accounts: Reserve for Unexpired Risk	30,621,936	4,322,665	34,944,601	32,364,486
Underwriting Profit transferred to the Statement of Comprehensive Income	33,052,071	14,156,332	47,208,404	16,747,584
Total	107,049,272	34,817,991	141,867,263	116,837,068

Dated: Dhaka
the April 16, 2017

Arun Kumar Saha
Managing Director

Abu Sayeed Mohammad Quasem
Director

Miscellaneous Insurance Revenue Account

For the year ended December 31, 2016

Particulars	Motor	Others	2016 Taka	2015 Taka
Balance of Fund and Account at the beginning of the year Reserve for Unexpired Risk	28,225,424	12,139,062	40,364,486	28,978,098
Premium Earned less Reinsurance Ceded	76,554,840	10,806,663	87,361,504	80,911,215
Commission Earned on Reinsurance Ceded	2,269,007	11,872,266	14,141,273	6,947,755
Total	107,049,272	34,817,991	141,867,263	116,837,068

Moazzem Hossain
Director

Mahbubur Rahman
Chairman

Mahfel Huq & Co.
Chartered Accountants

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FORM AA

Classified Summary of Assets of
Eastland Insurance Company Limited
As at December 31, 2016

Class of Assets	Book Value/Fair Value
Bonds (Including Government Treasury Bond)	45,480,000
Debentures	7,982,662
Shares	547,654,748
Fixed Deposits & STD Accounts with Banks	550,233,962
Cash in Hand & Current Accounts with Banks	435,659
Interest Accrued	9,760,116
Other Assets as specified below:	
a) Sundry Debtors	347,972,555
b) Furniture & Fixture	17,761,972
c) Renovation & Others	23,689,414
d) Office Equipment	8,203,854
e) Electric Installation & Appliances	2,787,197
f) Computer	7,916,015
g) Air Conditioner & Others	6,495,044
h) Vehicles	31,717,888
i) Land & Development	531,400,620
j) Software	1,950,000
k) Sundry Assets	1,968,684
l) Stock of Stationery	362,330
m) Stamps In Hand	–
n) Amount due from other persons or bodies carrying on insurance business	203,479,233
Total Taka	**2,347,251,953**

Dated: Dhaka
the April 16, 2017

Arun Kumar Saha
Managing Director

Abu Sayeed Mohammad Quasem
Director

Moazzem Hossain
Director

Mahbubur Rahman
Chairman

Mahfel Huq & Co.
Chartered Accountants

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Notes to the Financial Statements

For the year ended December 31, 2016

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. 654.40 million respectively as on December 31, 2016. EICL went into Initial Public Offerings (IPO) in 1994. The shares of the company are listed with 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 April 16, 2017 recommended for approval of shareholder of Financial Statements of the company for the year ended December 31, 2016 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 Act and also in compliance with the companies Act 1994. In addition, the Securities and Exchange Rules 1987, Listing Regulation of DSE & CSE, International Accounting Standards (IAS) as adopted by "The Institute of Chartered Accountants of Bangladesh" (ICAB) as Bangladesh Accounting Standard (BAS) 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 (BAS # 18)**

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 1st January, 2015 to December 31, 2015 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 (BAS # 19)**

1. **Contributory providend fund**

Company operates a provident fund, recognized by the Income Tax Authorities. Confirm 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 of the company has been completed upto the assessment year 2011-2012 except assessment year 2006-2007 against which reference application submitted to the Honourable High Court .The assessment year 2012-2013 and 2013-2014 are under consideration of Appellate Tribunal for disposal. Assessment year 2014-2015, 2015-2016 & 2016-2017 are in assessment process under the Deputy Commissioner of Taxes (LTU), Dhaka.

xi. **Leased Assets (BAS # 17)**

We procured 7 (seven) vehicles in the previous years financed by Bay Leasing and Investment Limited which were lying payable up to December 31, 2016 we also procured 7 (seven) vehicles in previous years financed by International Leasing & Financial Services Limited which were taken over by IDLC Finance Limited during the year, 1 (one) vehicle was also directly acquired by the company financed by IDLC Finance Limited. These vehicles were not recorded as fixed assets in the books of the Company as these were taken on lease and ownership of these vehicles are lying with respective leasing company. Lease rentals paid for these assets have been charged to revenue account as operating expenses.

The total of future lease payments from January 01, 2017 against lease assets meeting requirements of BAS-17 are furnished below:

Particulars	Not later than 1 (one) year	Later than 1 (one) year but not later than 5 (five) years	Later than 5 (five) years
Bay Leasing and Investment Limited	3,011,996	1,668,515	-
IDLC Finance Limited	3,897,838	13,402,674	-

xii. The Management expenses charged to Revenue Accounts amounting to Tk. 166,746,698 represented approximately 19.35% of gross premium of Tk.861,732,187 (including public sector business) and 46.89% of net premium of Tk.355,627,710 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.

xiii. **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. Provision for depreciation on other assets purchased during the year has been made for six months on average and full year depreciation has been charged on disposal of assets during the year. 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%

xiv. The provision for Income Tax has been made based on the prevailing tax rate that have been shown in the Statement of Financial Position.

xv. During the year under report, Gross premium underwritten by the company amounting to Tk.861,732,187 and the net premium earned by the company amounting to Tk.355,627,710 and net under writing profit were 51,768,382 as against Tk.20,662,212 in the year 2015. During the year the net profit before tax was Tk.140,955,833 as against Tk.133,265,925 in the preceding year.

xvi. **Impairment of Assets (BAS # 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 indications exists.

xvii. **Segment Reporting (BFRS # 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.

xviii. **Statement of Cash Flows (BAS # 07)**

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

xix. **Functional and presentational currency (BAS # 21)**

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

xx. **Foreign currency transactions (BAS # 21)**

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

xxi. **Borrowing costs (BAS # 23)**

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

1. Share Capital

	2016	2015
Issued, Subscribed & Paid-up Capital	Tk. 654,406,880	Tk. 594,915,350

Issued, Subscribed and paid up capital consists of 65,440,688 ordinary shares of Tk.10/- each fully paid up.

Category of Shareholders		No. of Shares
1) Sponsors/Directors	(34.39%)	22,504,294
2) General Public	(31.85 %)	20,841,732
3) Institutions Including ICB	(33.76 %)	22,094,662
		65,440,688

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, 2016 is given below:

Class Interval	No. of Shares	No. of Shareholders	% of Total Holdings
Below 5,000	3,097,914	3,514	4.73
5,000-50,000	7,291,663	500	11.14
50,001-100,000	3,728,439	53	5.70
100,001-200,000	6,608,759	47	10.10
200,001-300,000	2,933,272	12	4.48
300,001-400,000	1,926,731	6	2.95
400,001-500,000	2,149,104	5	3.28
500,001-1,000,000	7,245,401	9	11.07
1,000,001-10,000,000	30,459,405	18	46.55
Above 10,000,000	NIL	NIL	NIL
	65,440,688	**4,164**	**100.00**

2. Reserve & Surplus: 1,011,080,779

	Notes	2016	2015
Reserve For Exceptional Loss	2.01	469,003,324	425,903,324
Depreciation Fund	13	71,341,888	66,962,899
Fair Value Reserve	12.02	291,914,328	238,729,831
General Reserve	2.02	80,500,000	91,500,000
Retained Earnings	-	98,321,239	119,491,475
	Total Taka	**1,011,080,779**	**942,587,530**

2.01 Legal Reserve for Exceptional Loss: Tk. 469,003,324

The amount has been arrived at as under :

Balance as at January 01, 2016	Tk.	425,903,324
Add : Appropriation made during the year (being 5% on premium income)	Tk.	43,100,000
	Total Tk .	**469,003,324**

Reserve for exceptional losses for Tk.43,100,000 as appropriated out of current year's profit before tax equivalent to 5% of premium earned during the year as per provision of para 06 of 4th Schedule of Income Tax Ordinance 1984.

2.02 General Reserve: TK. 80,500,000

Taka11,000,000 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 & Accounts: Tk. 142,917,903

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. Premium Deposits: TK. 24,687,638

The balance represented the amount received against cover notes for which insurance policies were not issued within December 31, 2016 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 untill shipment advices received and accordingly, policies are issued.

5. Unclaimed Dividend: Tk. 3,017,141

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.

6. Estimated Liability in Respect of Outstanding Claims whether due or Intimated: 16,075,003

	2016	2015
Fire	6,352,830	4,487,000
Marine	4,930,262	4,312,000
Miscellaneous	4,791,911	6,224,000
Total Taka	**16,075,003**	**15,023,000**

All the claims against which the company received information within December 31, 2016 have been taken into consideration while estimating the liability in respect of outstanding claims (own share).

7. Provision for Taxation: TK. 243,264,418

The above amount has been arrived at as under:

Balance as at January 01, 2016		231,428,418
Income tax provision made during the year		11,836,000
	Tk.	**243,264,418**

8. Deferred Tax Provision (BAS # 12): TK. 1,760,000

The company recognized Deferred Tax in accordance with the provision of BAS 12. Deferred tax arises due to temporary difference deductible or taxable for the events or transaction recognized in the Statement of Comprehensive Income. 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. 1,760,000 has been recognized in the financial statement as deferred tax liability as on December 31, 2016. The above amount has been arrived at as under:

Balance as at January 01, 2016		2,553,000
Less: Provision written back during the year		(793,000)
	Tk.	**1,760,000**

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9. Amount due to other Persons or Bodies Carrying on Insurance Business: TK. 3,673,970

	2016	2015
General Insurance Corporation (GIC India)	382,718	4,660,534
Peoples Insurance Co. Ltd.	-	30,794
Bangladesh General Insurance Co. Ltd.	115,461	55,565
Karnaphuli Insurance Co. Ltd.	-	5,543
Meghna Insurance Co. Ltd.	-	256,129
Crystal Insurance Co. Ltd.	17,078	17,078
Mercantile Insurance Co. Ltd.	-	139
Islami Insurance Ltd.	57,456	57,456
Islami Commercial Insurance Company Ltd.	34,155	34,155
Continental Insurance Company Ltd.	-	33,637
Nitol Insurance Company Ltd.	2,921,885	-
Rupali Insurance Company Ltd.	81,819	-
Reliance Insurance Company Ltd.	44,125	-
Global Insurance Company Ltd.	19,273	-
Total Tk.	**3,673,970**	**5,151,030**

10. Overdrawn on Current Account: Tk. 186,197,012

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.

11. Sundry Creditors: TK. 60,171,209

	2016	2015
VAT (Dec., 2016)	12,165,155	12,998,697
Duty Stamp	2,169,747	422,930
Unpaid Salary and Expenses	5,274,712	-
Office Rent and Taxes	2,756,639	1,156,245
Employees' Income Tax	1,024,296	389,148
Provision for Audit Fee	808,025	750,525
Agent Tax	1,923,514	238,403
Margin Deposit	300,000	250,000
Other Provisions & Funds	13,625,810	10,961,927
Company's Liability to P.F.	20,123,311	11,863,370
Total Taka	**60,171,209**	**39,031,244**

12. Net Asset Value (NAV) Per Share (BAS # 33)

Year 2016 = $\frac{\text{Shaeholders' Equity}}{\text{Outstanding Number of Shares}} = \frac{1,594,145,770}{65,440,688}$ = Tk. 24.36 per share of Tk. 10/- each

Year 2015 = $\frac{\text{Shaeholders' Equity}}{\text{Outstanding Number of Shares}} = \frac{1,470,539,980}{65,440,688}$ = Tk. 22.47 per share of Tk. 10/- each

13. Schedule of Fixed Assets at Cost: TK. 633,890,688 (Tangible & Intangible)

Cost	Furniture & Fixture	Renovation & Others	Air Conditioner & Others	Office Equipment	Electric Installation & Appliances	Computer	Motor Vehicle	Land & Deve-lopment	Intangible Assets/ computer software	Sundry Assets	
Accumulated Cost as at January 01, 2016	17,402,127	23,689,414	6,495,044	8,203,089	2,775,797	7,259,645	33,167,888	531,345,620	1,950,000	1,955,359	634,243,983
Addition during the year	359,845	-	-	765	11,400	656,370	-	55,000	-	13,325	1,096,705
Disposal during the year	-	-	-	-	-	-	(1,450,000)	-	-	-	(1,450,000)
Accumulated Cost as at Dec 31, 2016	**17,761,972**	**23,689,414**	**6,495,044**	**8,203,854**	**2,787,197**	**7,916,015**	**31,717,888**	**531,400,620**	**1,950,000**	**1,968,684**	**633,890,688**
Depreciation											
Accumulated Depreciation as at January 01,2016	12,981,402	11,756,294	4,824,808	6,771,273	1,233,147	3,199,446	23,976,923	-	1,051,440	1,168,165	66,962,899
Depreciation for the year	460,065	1,193,312	334,047	214,830	309,670	877,677	1,838,193	-	179,712	79,386	5,486,891
Depreciation Adjusted during the year	-	-	-	-	-	-	(1,107,902)	-	-	-	(1,107,902)
Accumulated Depreciation as at Dec 31,2016	**13,441,467**	**12,949,606**	**5,158,855**	**6,986,103**	**1,542,817**	**4,077,123**	**24,707,214**	**-**	**1,231,152**	**1,247,550**	**71,341,888***
Written Down value as at 31st Dec,2016	**4,320,505**	**10,739,808**	**1,336,189**	**1,217,751**	**1,244,380**	**3,838,892**	**7,010,674**	**531,400,620**	**718,848**	**721,134**	**562,548,801**

*Accumulated Depreciation Fund has been shown under reserve and surplus instead of deducting the same from the Fixed Assets.

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14. Investments: TK. 601,117,410

	Notes	2016	2015
Bonds (including Statutory deposit with Bangladesh Bank Tk. 2.50 Crore)		45,480,000	50,600,000
Debentures	14.01	7,982,662	7,982,662
Fair value of investment in Shares	14.02	547,654,748	500,168,430
	Total Taka	**601,117,410**	**558,751,092**

14.01 Debenture: Tk. 7,982,662

The balance has been arrived at as under:

		Beximco Denims Ltd.	Beximco Textiles Ltd.	Total
Balance as on January 01, 2016	Tk.	7,204,650	778,012	7,982,662
Add: Interest accrued during the year	Tk.	-	-	-
Less: Installment received during the year	Tk.	-	-	-
Balance as on December 31, 2016	Tk.	*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 fpr recovery on behalf of institutional investors which is under judgment of Artha Rin Adalat and thus no provision was made in the Financial Statements.

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14.02 Fair Value of Investment in Shares: TK. 547,654,748 (BAS # 39)

Sl. No.	Name of the Company	No. of Share as on Dec. 31.2016	Value at Cost as on Dec. 31.2016	Fair Market Value as on Dec. 31.2016	Value at Cost as on Dec. 31.2015	Fair Market Value as on Dec. 31.2015
	Listed Shares					
01	National Bank Limited	5,955,180	5,460,138	60,742,836	10,553,241	108,147,000
02	Trust Bank Limited	99,608	2,830,184	2,370,670	2,830,184	2,222,743
03	Eastern Bank Limited	46,543	2,293,806	1,349,747	2,293,806	1,157,528
04	Mercantile Bank Limited	173,832	3,978,882	2,624,863	3,978,882	1,860,002
05	Mutual Trust Bank Limited	419,047	11,341,690	9,679,986	11,341,690	6,809,517
06	Prime Bank Limited	122,541	5,314,572	2,168,976	5,314,572	2,217,992
07	Pubali Bank Limited	6	299	144	299	130
08	AB Bank Limited	70,000	1,563,473	1,561,000	-	-
09	The City Bank Limited	35,000	969,381	952,000	-	-
10	Southeast Bank Limited	160,500	3,401,670	3,001,350	3,401,670	2,824,800
11	Green Delta Mutual Fund	500,000	5,000,000	3,650,000	5,000,000	2,350,000
12	Reliance Insurance Limited	303	14,319	15,150	14,319	12,936
13	Pragati Insurance Company Limited	54	3,052	1,463	3,052	1,463
14	Fareast Life Insurance Company Limited	28,778	4,325,952	1,948,271	4,325,952	1,798,625
15	National Life Insurance Company Limited	9,025	1,882,742	1,805,903	1,882,742	1,871,977
16	Prime Islami Life Insurance Limited	44,342	7,298,873	3,010,822	7,298,873	1,659,678
17	Delta Life Insurance Company Limited	13,000	2,447,787	1,307,800	2,447,787	1,588,600
18	Meghna Petroleum Limited	195,110	47,582,460	33,246,744	47,361,171	29,590,666
19	Padma Oil Company Limited	15,000	5,186,389	2,703,000	5,186,389	2,763,000
20	Jamuna Oil Company Limited	2,000	412,388	363,200	412,388	314,200
21	Grameenphone Limited	7,600	2,687,377	2,159,160	2,687,377	1,922,800
22	Summit Power Limited	58,945	2,492,055	2,180,965	2,112,732	1,833,148
23	Khulna Power Company Limited	82,240	7,840,124	5,140,000	7,840,124	6,159,776
24	Singer Bangladesh Limited	95,000	7,927,428	18,287,500	15,435,954	33,333,396
25	Lafarge Surma Cement Limited	71,000	9,573,754	5,829,100	9,573,754	5,296,600
26	Olympic Accessories Limited	1,200	23,116	31,200	-	-
27	Far Chemical Limited	70,000	1,501,236	1,673,000	-	-
28	IT Consultants Limited	20,000	1,044,644	946,000	-	-
29	Beximco Pharmaceuticals Limited	48	4,197	3,878	4,197	3,869
30	ACI Limited	40,150	21,490,592	15,477,825	21,490,592	20,498,400
31	Monno Fabrics Limited	61,500	922,500	338,250	922,500	430,500
32	Square Textile Limited	84,123	8,155,405	5,821,312	8,155,405	5,773,938
33	Envoy Textiles Limited	11,139	607,118	432,193	607,118	431,570
34	Saiham Cotton	68,000	1,200,989	1,169,600	-	-
35	National Housing Finance & Investment Ltd.	5,123,295	41,148,560	276,657,930	41,148,560	178,290,666
	Sub Total	**13,684,109**	**217,927,150**	**468,651,838**	**223,625,329**	**421,165,520**
	Non Listed Shares					
36	Industrial & Infrastructure Development Finance Company Limited	7,329,110	36,243,820	73,291,100	36,243,820	73,291,100
37	Central Depository Bangladesh Limited	571,181	1,569,450	5,711,810	1,569,450	5,711,810
	Sub Total	7,900,291	37,813,270	79,002,910	37,813,270	79,002,910
	Grand Total	**21,584,400**	**255,740,420**	**547,654,748**	**261,438,599**	**500,168,430**

Investment in shares that do not have any quoted market price in the active market and whose fair value cannot be measured reliably, were recognized at cost.

Changes in fair value of the shares available for sale	2016	2015
Fair value of the investment	547,654,748	500,168,430
Less: Cost price of the investment	255,740,420	261,438,599
Fair Value Reserve at December 31	**291,914,328**	**238,729,831**
Less: Fair Value Reserve at January 01	238,729,831	324,940,729
Fair value adjustment for the year	53,184,497	(86,210,898)

15. Interest, Dividends and Rents Outstanding: TK. 9,760,116

	2016	2015
Debenture Interest	2,643,853	2,643,853
FDR Interest	6,131,783	7,908,169
Bangladesh Govt. Treasury Bond	810,260	810,260
National Bank Subordinated Bond	174,220	217,775
Total Taka	**9,760,116**	**11,580,057**

16. Amount due from other Persons or Bodies Carrying on Insurance Business: TK. 253,479,233

	2016	2015
Sadharan Bima Corporation (SBC)	139,666,779	112,376,672
General Insurance Corporation (GIC India)	47,843,404	-
Protection Insurance Services (Bahrain)	43,914,828	3,877,569
Alliance Insurance Brokers Pvt. Ltd. (India)	20,309,333	-
Green Delta Insurance Co Ltd.	-	755,047
Pragati Insurance Ltd.	1,744,889	1,747,738
Reliance Insurance Co. Ltd.	-	1,209,464
Federal Insurance Co. Ltd.	-	18,932
Asia Pacific Insurance Company Ltd.	-	106,596
Total Taka	**253,479,233**	**120,092,018**

17. Sundry Debtors: TK. 297,972,555

	2016	2015
Agents Balance	3,672,927	581,617
Advance against Office Rent	3,330,956	2,819,393
Advance against Exp. (Misc. Adv.)	1,700,000	2,797,511
Advance against Company's Income Tax (17.01)	234,844,840	223,275,617
House Building Loan	1,349,174	2,342,500
Advance against Motor Vehicle	773,715	545,301
Deposits & Pre-payments	52,300,943	33,019,193
Total Taka	**297,972,555**	**265,381,132**

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17. 01 Advance Against Company's Income Tax: TK. 234,844,840

The amount has been arrived at as under:

Opening Balance as on January 01, 2016	223,275,617
Add: Paid during the year	3,362,626
Add: Deduction made during the year at source	8,206,597
Total Taka	**234,844,840**

18. Inventories: Tk. 362,330

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

19. Cash and Bank Balances: TK. 550,669,621

	2016	2015
Fixed Deposit with Banks	478,204,798	486,358,900
Cash at Banks	72,029,164	91,923,877
Balance in hand	435,659	1,512,452
Total Taka	**550,669,621**	**579,795,229**

20. Expenses of Management: Tk. 21,486,657

(Profit & Loss Account)

	2016	2015
Bonus & Incentives	13,081,685	10,383,040
Publicity & Advertisement	686,772	1,800,000
Donation & Subscription	166,125	140,619
Fees & Renewals	4,651,820	3,594,910
Legal fees	465,426	217,000
Service Benefit	634,345	2,649,900
Group Insurance Premium	109,699	102,596
Share Demate Charge	63,217	140,852
Insurance Stamp	954,368	981,631
CSR Exp	673,200	1,047,133
Total Taka	**21,486,657**	**21,057,681**

21. Basic Earning Per Share (BAS # 33)

Year 2016 = [Net profit attributable to Shareholers] / Outstanding Number of Shares = 129,912,833 / 65,440,688 = Tk. 1.98 per share of Tk. 10/- each

Year 2015 = [Net profit attributable to Shareholers] / Outstanding Number of Shares = 120,243,750 / 65,440,688 = Tk. 1.84 per share of Tk. 10/- each

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22. Interest, Dividend and Rents: TK. 56,041,584

	2016	2015
Interest on STD & FDR	28,137,384	33,053,907
Dividend	22,079,538	22,254,176
Bangladesh Govt. Treasury Bonds	2,875,150	2,875,150
National Bank Subordinated Bond	2,949,512	3,676,667
Total Taka	**56,041,584**	**61,859,900**

23. Other Income: TK. 72,588,926

	2016	2015
Profit on sale of shares	72,468,041	87,409,907
Profit on sale of old vehicles	7,902	-
Miscellaneous Income	112,983	195,968
Total Taka	**72,588,926**	**87,605,875**

24. Claims under Policies Less Re-Insurance: Tk. 90,372,094

Class of Business	Gross Claim paid	Re-insurance recovery	Net Claim paid
Fire	150,698,479	73,952,941	76,745,538
Marine Cargo	13,706,880	12,979,819	727,061
Marine Hull	128	-	128
Motor	15,803,392	1,114,815	14,688,577
Miscellaneous	3,770,092	5,559,302	(1,789,210)
Total Taka	**183,978,971**	**93,606,877**	**90,372,094**

25. Agent Commission: Tk. 122,776,600

Class of Business	2016	2015
Fire	56,572,900	52,709,091
Marine Cargo	45,336,106	44,712,902
Marine Hull	1,026,812	897,498
Motor	13,117,060	11,367,059
Miscellaneous	6,723,722	8,011,524
Total Taka	**122,776,600**	**117,698,074**

26. Schedule of Management Expenses: TK. 166,746,698

Particulars	2016	2015
Salary & Wages	130,305,390	122,749,130
Printing	1,526,654	4,945,831
Entertainment	163,385	309,288
Conveyance	649,644	2,385,254
Office Rent	12,982,563	11,500,000
Electric Expenses	1,150,816	1,016,071
Telephone Expenses	1,548,119	1,000,792
Travelling Expenses	752,375	1,104,677
Postage & Stamp	151,121	79,713
Office Maintenance	409,794	289,085
Car/Motor Cycle Maintenance	1,536,702	1,073,811
Repairs & Maintenance	185,371	118,332
Car/Motor Fuel	1,218,368	519,403
Car/Motor Cycle /Other Premium	747,749	850,216
Car Rent	292,200	213,503
Paper & Periodicals	105,195	90,358
Coolie Cartage	20,788	700
Bank Charges	80,645	768,876
Crokeries & Cutlaries	18,475	36,669
Water Expenses	384,805	592,395
Uniform & Liveries	90,723	78,795
Service Charges	179,110	520,978
Company's Contribution To PF	7,111,966	6,501,160
Research & Training	206,000	15,000
Computer Expenses	131,977	152,485
A.G.M., Board Meeting & E.C. Meeting Exp.	227,160	107,061
Branch Conference Exp.	481,490	52,904
Rating & Inspection Fee	207,633	154,978
Internet Bill	128,230	99,124
Stationery	463,352	-
Decoration Expenses	-	46,300
Management Expenses (Public Sector)	3,288,898	2,726,359
Total Taka	**166,746,698**	**160,099,248**

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27. Premium Earned Less Re-Insurance Ceded: Tk. 355,627,710

Class of Business	Gross premium	Re-insurance premium	Premium retained
Fire	380,161,381	302,549,706	77,611,674
Marine Cargo	315,854,194	126,311,028	189,543,167
Marine Hull	7,192,527	6,081,161	1,111,366
Motor	89,708,351	13,153,511	76,554,840
Miscellaneous	68,815,734	58,009,071	10,806,663
Total Taka	**861,732,187**	**506,104,477**	**355,627,710**

28. Commission Earned on Reinsurance Ceded: Tk. 65,324,596

Class of Business	2016	2015
Fire	39,563,842	46,739,287
Marine Cargo	9,562,198	18,068,694
Marine Hull	2,057,284	1,093,864
Motor	2,269,007	1,456,694
Miscellaneous	11,872,265	5,491,061
Total Taka	**65,324,596**	**72,849,600**

29. Payments to Directors / Officers

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	1,750,000	-
Salary-Officers	-	52,234,860
Company's contribution to provident fund	100,000	4,962,186
Bonus	500,000	17,227,620
House rent	560,000	19,621,400
Medical Allowance	400,000	5,394,180
Conveyance & Other Allowance	590,000	5,826,960
Total Taka	3,900,000	105,267,206

30. Capital Expenditure Commitment

There was no capital expenditure commitment as at December 31, 2016.

31. Post Balance Sheet Events after Reporting Period (BAS # 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 & 10% Cash Dividend for the year ended December 31, 2016, which will be given effect in due course.

32. Contingent Assets / Liability

There is no contingent Asset or Liability as at 31st December, 2016.

33. Credit Rating Report

Credit Rating Information and Services Limited (CRISL) has upgraded the claim paying ability (CPA) rating of the Company to AA+ (Pronounced as double A Plus) based on the Audited Financial Statements. AA+ (Double A Plus) indicates very high claim paying ability, sound financial and sound solvency position of the company.

34. Transactions with Related Parties (BAS # 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, 2016 were as follows:

Name of the related party	Relationship	Nature of Transaction	Premium earned during 2016	Premium outstanding as at Dec. 31, 2016	Amount Realized Subsequently	Claim paid during 2016
The Merchant Ltd. & Elite Printing & Packages Ltd.	Common Director	Insurance	49,329,192	Nil	Nil	1,102,622
Century Cold Storage Ltd.	Common Director	Insurance	152,518	Nil	Nil	Nil
Newage Group	Common Director	Insurance	22,770,488	Nil	Nil	823,899

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35. Status of Compliance of Bangladesh Accounting Standards (BAS) and Bangladesh Financial Reporting Standards (BFRS)

In preparing Financial Statements, we applied following BAS and BFRS:

Name of the BAS	BAS 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
Revenue	18	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

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Name of the BFRS	BFRS No.	Status of application
First time Adoption of BFRSs	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

36. 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.998,150 to the Directors including Independent Directors as Board Meeting attendance fee during the year-2016 @ Tk. 5,000 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. 3,000 283 Nos.
b) Salaries drawing below Tk. 3,000 Nil

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QUARTERLY ANALYSIS 2016

Particulars	1st Quarter Jan-Mar,16 Taka	2nd Quarter Apr-Jun,16 Taka	3rd Quarter Jul-Sep,16 Taka	4th Quarter Oct-Dec,16 Taka	Total Jan-Dec,16 Taka
Gross Premium Income	19,49,85,887	23,33,18,368	17,33,83,876	26,00,44,056	86,17,32,187
Less: Re-Insurance Ceded	10,41,49,996	11,10,49,623	13,62,92,120	15,46,12,738	50,61,04,477
Net Premium Income	9,08,35,891	12,22,68,745	3,70,91,756	10,54,31,318	35,56,27,710
Add: Re-insurance Commission	3,31,90,065	2,63,83,831	3,64,10,219	(3,06,59,519)	6,53,24,596
Net Income	12,40,25,956	14,86,52,576	7,35,01,975	7,47,71,799	42,09,52,306
Less: Commission, Expenses, Claims & Adj. of Unexpired Risk	10,35,15,464	14,80,71,502	7,37,48,365	4,38,48,593	36,91,83,924
Underwriting Profit	2,05,10,492	5,81,074	(2,46,390)	3,09,23,206	5,17,68,382
Add: Income from investment & others	1,51,47,683	3,09,14,082	2,34,94,619	5,90,74,126	12,86,30,510
	3,56,58,175	3,14,95,156	2,32,48,229	8,99,97,332	18,03,98,892
Less: General & Financial Expenses	1,04,88,496	1,26,14,668	1,25,28,739	38,11,156	3,94,43,059
Profit before Tax	2,51,69,679	1,88,80,488	1,07,19,490	8,61,86,176	14,09,55,833
Less: Provision for Tax	45,69,000	(2,69,000)	22,60,000	44,83,000	1,10,43,000
Profit after Tax	2,06,00,679	1,91,49,488	84,59,490	8,17,03,176	12,99,12,833
Number of Share Outstanding	6,54,40,688	6,54,40,688	6,54,40,688	6,54,40,688	6,54,40,688
Earnings Per Share (EPS)	**0.31**	**0.29**	**0.13**	**1.25**	**1.98**

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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	3,00,000	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	13,06,80,000
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 (Proposed)	5% Bonus shares & 10% Cash	-	-	-

EASTLAND INSURANCE COMPANY LIMITED
ইষ্টল্যান্ড 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 **30th Annual General Meeting** of the Company to be held on Wednesday, 24th May, 2017 at 3:00 P.M. at Spectra Convention Centre Ltd., House # 19, Road # 7, Gulshan-1, Dhaka-1212 and at any adjournment thereof or at any ballot to be taken in consequence thereof.

Signed this.....day of.....2017.

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
ইষ্টল্যান্ড 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 30th Annual General Meeting being held on Wednesday, 24th May, 2017 at 3:00 P.M. at Spectra Convention Centre Ltd., House # 19, Road # 7, Gulshan-1, Dhaka-1212.

Name of Shareholder(s) / Proxy.....

Registered Folio / B.O. No. ..... No. of Shares.....

Signature of Shareholder(s) / Proxy

N.B.: Please Present this slip at the Reception Desk.

Date.....

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EASTLAND INSURANCE COMPANY LIMITED

ইষ্টল্যান্ড ইন্স্যুরেন্স কোম্পানী লিমিটেড

ESTD.1986

The name you have learnt to Trust

Head Office: 13, Dilkusha C/A, Dhaka-1000, Bangladesh
PABX: +88 02 956 4600, Fax: +88 02 9565706 & 9556115
e-mail: info@eastlandinsurance.com, www.eastlandinsurance.com

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