

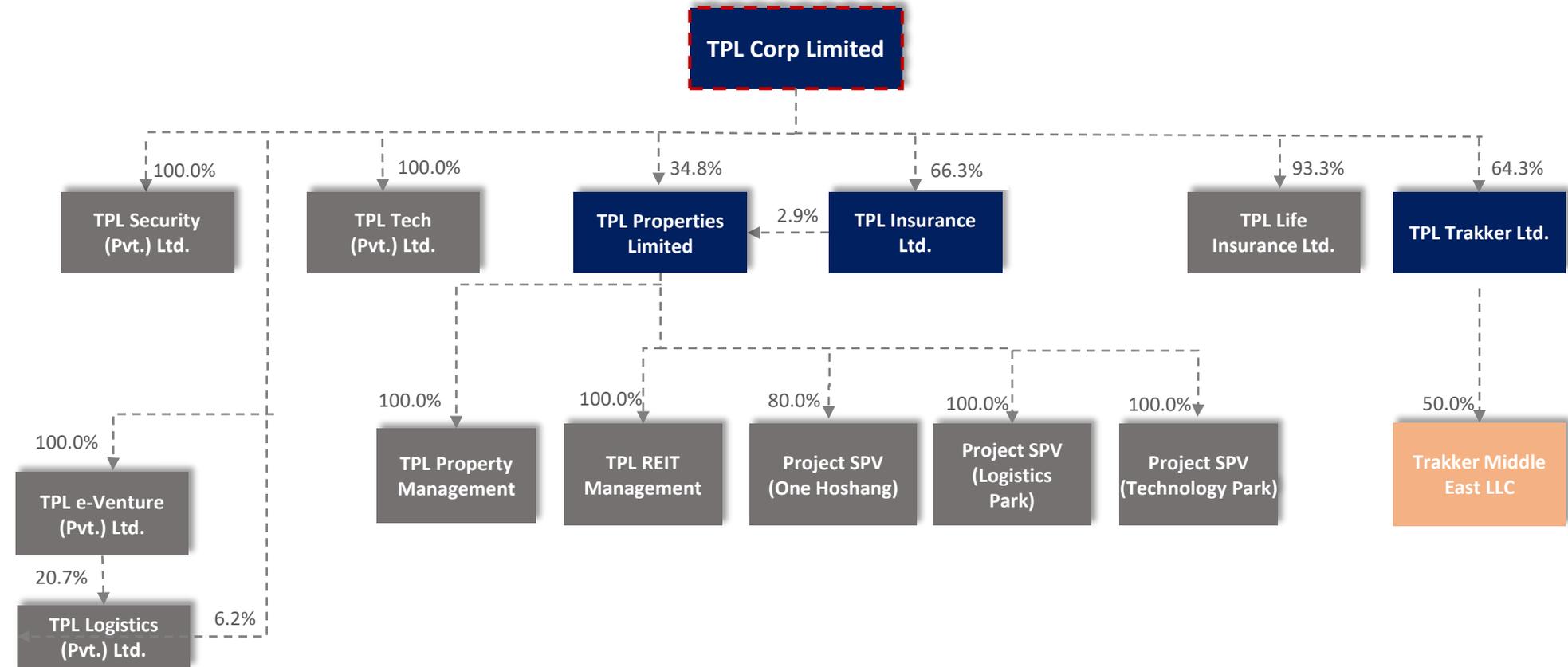


TPL

Corporate Briefing
13th October 2021

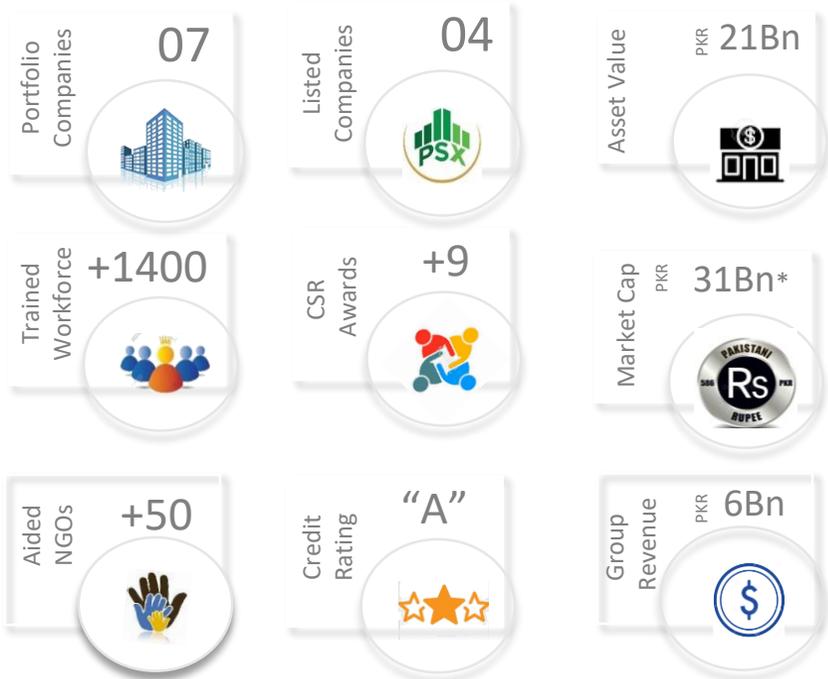
TPL Corp Limited

Group Structure



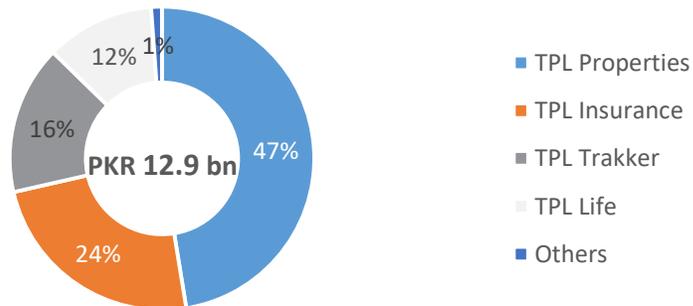
TPL Corp Limited

Growth Trajectory



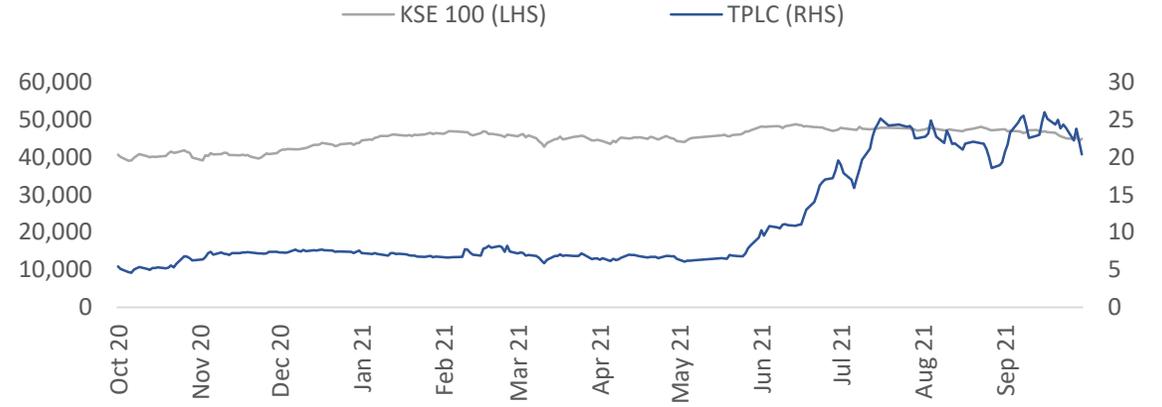
* Comprises market capitalization of all listed group entities as at September 30, 2021

Market Value of Long Term Investments

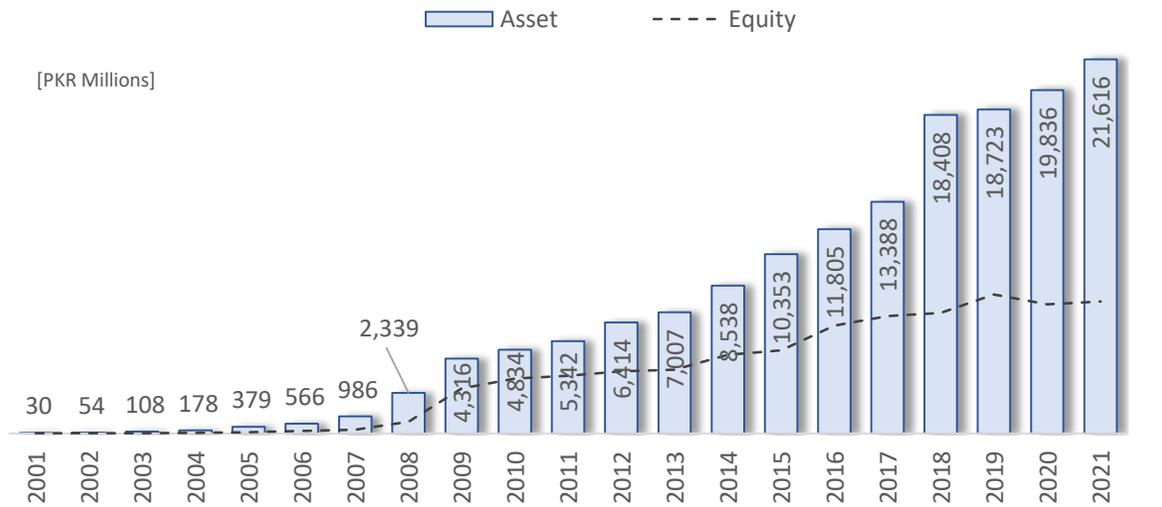


Investment Value as at September 30, 2021

Share Price Performance



Asset Base



Due to the events of Scheme of Arrangements, these numbers reflect the best estimates of the Management.



TPL Trakker Limited

	Q1	Q2	Q3	Q4	YTD SA	Consolid.	2020
Turnover	395,731	481,706	486,009	522,797	1,886,242	2,111,257	1,605,236
Operating (Loss) / Profit	(20,616)	70,065	77,481	62,943	189,872	86,732	(92,381)
Finance Cost	(100,420)	(82,452)	(93,969)	(112,702)	(389,543)	(389,684)	(515,317)
(Loss) / Profit after Taxation	(99,709)	(73,346)	17,004	35,850	(120,203)	(108,910)	(458,517)

All amount in PKR’000

Segment Wise Performance

	YTD (Jun 21)	YTD (Jun 20)	Variance (%)
Connected Car	1,114,668	964,265	16%
Digital Mapping & Location Services	163,184	41,105	297%
STE	599,898	573,270	5%
Industrial Internet of Things	8,491	26,596	(68%)
TME	225,015	-	100%
Total	2,111,257	1,605,236	32%

Comments

- On a Macro-economic scale, despite COVID, the economy witnessed **overall growth 3.94%**, of which **23.38%** was contributed by the automobile Sector
- 18% Revenue Growth**, mainly stemming from the Digital Mapping and LBS segment which grew by almost **3x**,
- Consolidated growth in revenue of **32%**.
- 3x improvement** in Stand-Alone Operating Results owing to improved GP margins and reduction of expenses
- Reduction of 24%** in Finance Cost due to repayment and re-profiling of existing debt.
- Recovery by 76%** in Consolidated Loss after tax

TPL Trakker

Standalone Profit and Loss Statement

“PKR’000”

	YTD Jun'21	YTD Jun'20	Variance
	Actual	Actual	[%]
Turnover	1,886,242	1,605,236	18%
Cost of Sales	(1,280,127)	(1,222,155)	5%
Gross Profit	606,115	383,081	58%
Administrative Expenses	(319,069)	(370,421)	(14%)
Distribution Expense	(97,174)	(105,042)	(7%)
Operation (Loss) / Profit	189,872	(92,381)	306%
Research and Development Expenses	(77,726)	(23,028)	238%
Finance Cost	(389,543)	(515,317)	(24.0%)
Other Income	191,100	161,225	19%
(Loss) / Profit Before Taxation	(86,297)	(469,502)	(82.0%)
Taxation			
Current	(65,250)	(51,776)	26%
Prior	3,875	6,174	(37%)
Deferred	27,469	56,586	(51%)
(Loss) / Profit after Taxation	(120,202)	(458,517)	(74%)
Earnings Per Share / (Loss Per Share)	(0.64)	(3.81)	(83%)

Comments

- Improvement in GP Margin from **24%** to **32%** because of increase in higher margin business segments like Digital Mapping which witness a **3x** increase compared to last year.
- Shift to **Dollar-based pricing** in our digital mapping business to hedge against volatility in the exchange rates. All products in the Maps SBU will have dollar-based pricing by end of FY 22
- Overall expenses reduced by **PKR 60 million** due to various automation measures implemented across the company, leading to an improvement in operating profit by **306%** relative to last year.
- Research & Development expenses being incurred for Trakker's Hardware-agnostic platform and integration with HERE maps to penetrate the GCC market.
- Resultant improvement in overall bottom line by **74%** and improvement in EPS from **PKR (3.81)** to **PKR (0.64)**

	YTD Jun'21	YTD Jun'20	Variance
	Actual	Actual	[%]
Turnover	2,111,257	1,605,236	32%
Cost of Sales	(1,403,963)	(1,222,155)	15%
Gross Profit	707,294	383,081	85%
Administrative Expenses	(523,388)	(370,421)	41%
Distribution Expense	(97,174)	(105,042)	(7%)
Operation (Loss) / Profit	86,732	(92,381)	194%
Research and Development Expenses	(77,726)	(23,028)	238%
Finance Cost	(389,684)	(515,317)	(24%)
Other Income	305,674	161,225	90%
(Loss) / Profit Before Taxation	(75,005)	(469,502)	(84%)
Taxation			
Current	(62,250)	(51,776)	20%
Prior	3,875	6,174	(37%)
Deferred	27,469	56,586	(51%)
(Loss) / Profit after Taxation	(108,910)	(458,517)	(76%)
Earnings Per Share / (Loss Per Share)	(0.31)	(3.81)	(92%)

Comments

- Consolidated Growth in Revenue by **32%**, **56%** of which is from the Pakistan Operations and rest pertains to the addition of Trakker Middle East (TME).
- Variances in expenses due to inclusion of TME's expenses, which were consolidated this year.
- Other income includes the one-time acquisition gain relating to obtaining management control of TME during the year.
- Resultant improvement in overall bottom line by **76%** and improvement in EPS from **PKR (3.81)** to **PKR (0.31)**

TPL Trakker

Business Achievement | Tracking, Auto Business & IIoT

1



Expanded our footprint into 2nd and 3rd Tier cities, such as Sargodha, Bahawalpur, Muzaffarabad, Sahiwal, Moro etc. with diversified IIOT solutions

2



One of the two companies to provide vehicle tracking solution to PSO

3



Waste management solutions provided to eight government entities across Punjab and Sindh

4



Exclusive tracking partner of Atlas Honda Motorcycles

5



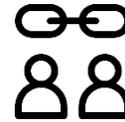
Hyundai Nishat Motors and Al Haj Proton taken onboard for all of its variants for navigation and auto-hardware solutions

6



Launched Trakker Pro - providing customers peace of mind in case of vehicle theft / snatch scenarios

7



Prominent customers taken on board and alliances formed



8



Increased product range in auto business from infotainment system (AVN) & offline maps to other gadgets and accessories (360°, Front, Rear Camera, Wireless Chargers etc.)

9



Provided IIOT solutions to various corporates like Gerry's Dnata, MCB Islamic Bank etc.

TPL Trakker

Business Achievement | Digital Mapping



Largest digital mapping data sets available for Pakistan

- Covering 400+ cities
- 5+ Mn geo-coded addresses
- 600K+ KMs of road networks



National Center of Control using LBS and TPL Maps for Covid-19 Patient tracking

- TPLT was chosen as the primary LBS provider by the NITB¹ and NCOC¹ to support multi-national level as part of Pakistan's fight against Covid-19



Commercial launch of Digital Maps via the Location Based Service (LBS) platform in 2020

- Platform provides local alternative to enterprise and decreases dependency on international giants



Development of SAAS product (DART) to provide field force management to cater to the corporate sales force, logistics, pharma & e-commerce.



Monetization of LBS APIs from July'20.

Introduced tier based pricing for Enterprise Clients to encourage bulk usage of data through TPL Trakker's platform.



Partnered with National Incubation Centre in Islamabad, Lahore and Karachi to introduce LBS API service to start-ups, providing them incentives and cost effective solution.



Onboarding of Delivery Hero (Food Panda) as a client for LBS APIs

- First company to be on boarded with a non-Google location service



Won the tender for **consultancy services** for the mapping of historical and religious sites in Pakistan



TPL Maps App introduced as an embedded feature in My Telenor App to a total of **9 million** monthly audience

Trakker Middle East (TME)

Business Achievement | Trakker Middle East

1 Sales

- COVID situation coupled with 4G conversion has **hindered the market growth**

Major Deals closed in FY21

Company Name	Description	Value - AED'Mn
 Gargash	Over 2,500 vehicles	1.5
 Sergas	Fleet in UAE, Oman and Saudi	0.5
 Alec	IVMS & AI based driver monitoring system	0.5
 Veolia	AI Based Driver Monitoring System	0.5
 Raibal	IVMS Solution provided for the office off HH (ruler of Fujairah's) company	0.2

2 Operations

- Streamlined SOPs for installation of Luxury vehicles** resulting in improvement in services and reduction in complaints
- Phasing out Digicore products** which are high in operational cost and results in reduced Infrastructure costs
- Drastic drop in telecommunication costs** by 40% on MoM basis.
- Technician outsourcing contract signed** to reduce the cost of installation by 33%

3 Technology & Product

- Introduced Artificial Intelligence** based Driver Monitoring and ADAS (Advance Driver Assistance System)
- MyTrakker** (TPL's own asset management system) launched in the UAE market
- Introduced new high precision Fuel Sensor solution
- 4G conversion of the fleet** underway, inline with the directive of the UAE government

TPL Trakker

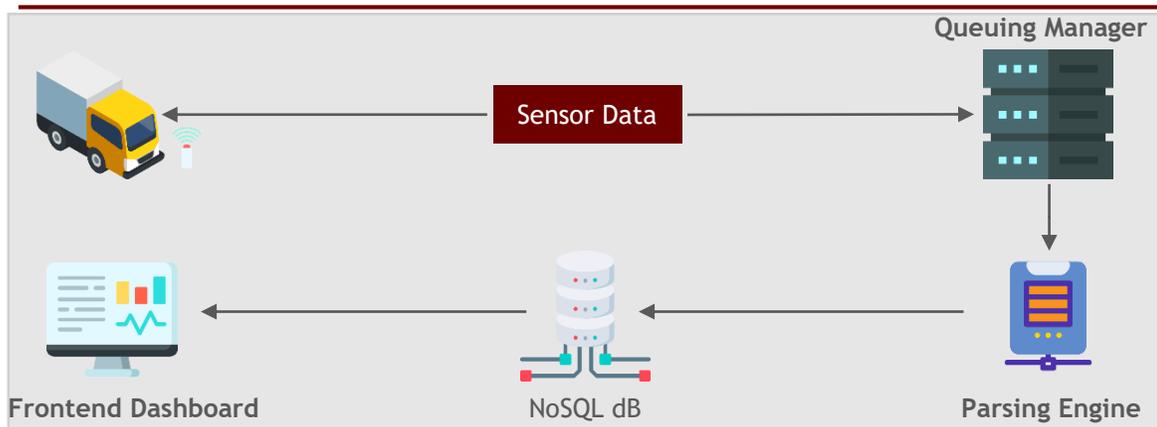
International Expansion through SaaS model

Retail Solutions (B2C)

- ❑ Developing a platform to transform the vehicle tracking business into a SaaS based solution, where pre-configured devices can be ordered through partnered global ecommerce players
- ❑ The platform would enable the Company to expand outside Pakistan without the need of having on-ground presence in those markets.
- ❑ The key components of the platform are:
 - Hardware agnostic
 - Based on “Pay as You Go” Model
 - Cloud enabled multitenant platform
 - API consumption management

Business Solutions (B2B)

- ❑ TPL Trakker is developing software-based algorithms solutions to provide Advance Fleet Management solutions to business globally.
- ❑ The solution would enable customers to improve fleet efficiency by:
 - Completing more tasks per day with the same fleet and
 - reducing overall mileage and fuel cost.
- ❑ The solution provides business with customized dashboards for their business that help them prioritize and monitor events that are most critical for their business, allowing them to make the right decisions based on accurate real-time information supported by various hardware peripherals such as Driver ID Keys, OBD Sensors, etc.
- ❑ Key functionality of the platform:
 - Fleet management
 - Driver behavior analysis
 - Predictive Maintenance
 - Video vehicle telematics
 - Driver fatigue monitoring





TPL Insurance Limited

- The COVID-19 crisis continues to impact the business with intermittent lockdowns as a result of recent 4th wave.
- Discount rate remained stable at 7% during the period.
- Motor vehicle sales reported robust increase of 57% YoY during Jul to Jun 2021 (151,182 units in FY2021 Vs 96,455 units in FY2020).
- PKR appreciated 6% during the FY2021 at Rs. 157.54 per USD (30 Jun 2020: Rs. 168.1 per USD), although given recent current account deficit, PKR has devalued post year end.
- PSX index reported robust increase during the year by 38% (FY2021: 47,356 Vs FY2020: 34,421).
- TPLI's share price increased from Rs. 22.00 per share in June 2020 to Rs. 39.14 as at 30 June 2021.

TPL Insurance - Key Highlights

- › Company's IFS Rating issued by PACRA upgraded to AA-.
- › Company has received capital injection of Rs. 466.5 million from DEG.
- › Process of Financial Due Diligence for potential equity investments from FinnFund, a Finnish Sovereign Fund has been completed and we are expecting Term Sheet.
- › During the year, the Company's reinsurance treaty limits for property business increased from Rs. 750 million to Rs. 1.05 billion.
- › GWP registered 17.5% growth YoY at Rs. 2.91 billion.
- › NEP increased by 0.4% at Rs.2.19 billion YoY despite higher reinsurance placements to mitigate underwriting risk.
- › Claim ratio increase by 6% YoY. The ratio was lower last year due to COVID-19 related lockdown.
- › Commission ratio improved by 2% YoY.
- › Expense ratio has increased to 52% (2020: 51%), attributed to increased ESOP cost as compared to last year.
- › Investment / Other income increased by Rs. 16m at Rs. 214 million YoY, mainly due to increase in valuation of mutual fund and equities.

TPL Insurance - Profit & Loss Account

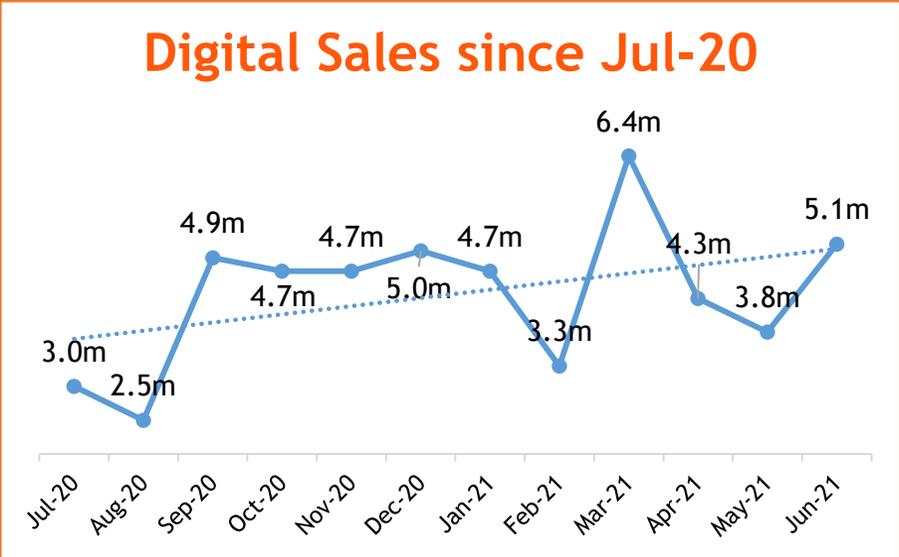
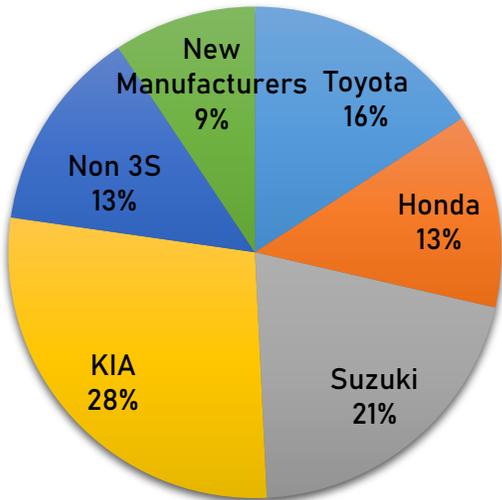
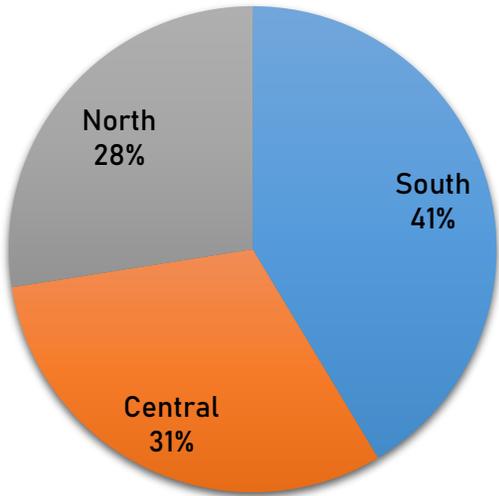
“PKR’000”

Description	Actual	Actual	Variance LY vs CY	
	Jul - Jun-21	Jul - Jun-20	Amount	%
Gross Written Premium	2,910,986	2,477,930	433,056	17%
Net Premium	2,193,590	2,184,198	9,392	0%
Net claims	(1,043,033)	(900,283)	(142,750)	(16%)
Management expenses	(1,144,243)	(1,106,972)	(37,271)	3%
Net Commission	(195,632)	(245,239)	49,607	(20%)
Underwriting results	(189,318)	(68,296)	(121,022)	(177%)
Investment and other income	214,087	197,808	16,279	8%
Profit /(loss) before tax	24,769	129,512	(104,743)	81%
Income Tax Expenses	(31,580)	(35,540)	3,960	11%
Add / (less): Share of PTF	55,873	(189,216)	245,089	130%
Profit / (loss) after tax	49,062	(95,244)	144,306	152%
EPS - Consolidated	0.47	(1.01)		

The profit & loss of PTF pertain to the Takaful holder and cannot be used for dividend distribution to the shareholders of the company and accordingly the P&L is adjusted.

Digital & Retail Business

- Special campaign for **TIER II cities** to increase dealership networks
- **New auto manufacturer** dealers added in TPLI's network
- Cross Sell initiative launched to sell Non- Auto products
- **Digitizing** dealerships through TPLI portal



Omni Channel cross platform customer communication model engaged for better customer services

Claims Surveyor App- Instant survey & assessment through app

Oracle Sales Cloud- New customized oracle sales cloud interface developed for sales team

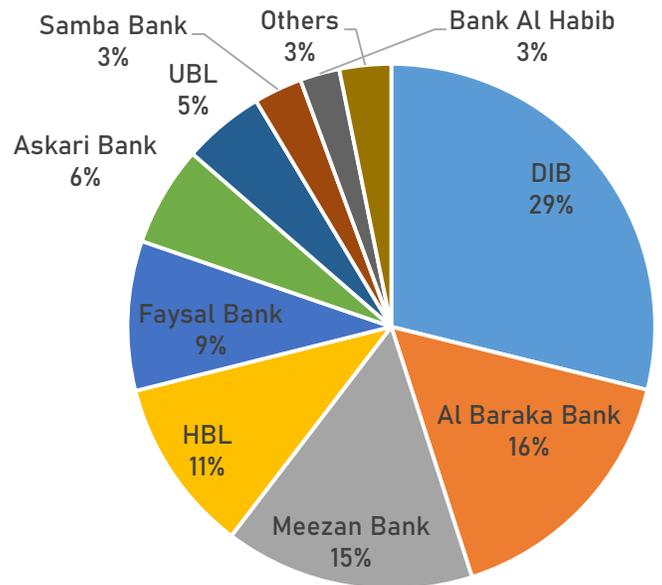
Bank Wise Composition

➤ **New partner banks** on boarded

- Allied Bank
- UBL Ameen
- BAJK
- Samba Bank
- Al- Baraka

➤ **Agri partner banks**

- B AHL
- Askari Bank
- BoP
- Faysal Bank



➤ **7 Active broker** on panel as opposed to 4 from last year

- AON
- Excel Consulting
- Hellenic Sun
- Fidelity Insurance Broker
- RMS
- Unique Insurance Broker
- R|I|B Insurance Broker



AON | Global Network Correspondent



KENWOOD



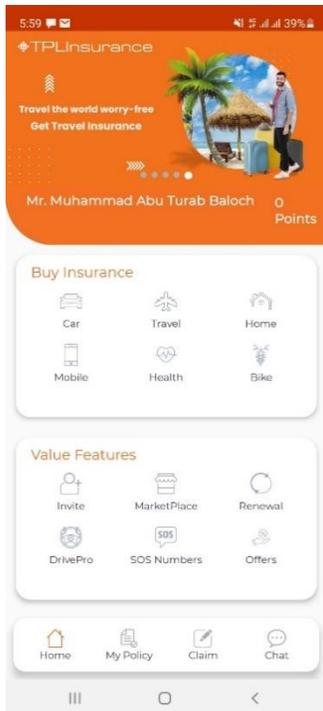
Wallet Sizing

- Potential clients identified: **1949**
- Existing sales agent & management relationships in the industry: **1260**
- More than **100** industries

TPL Insurance Lifestyle Mobile App - Key Updates

TPL Insurance- Lifestyle Mobile App

Fresh feel and updated app usage avenues



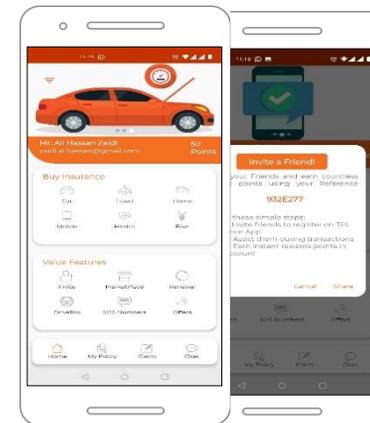
Last Releases

1. Bike & Health Insurance online claims
2. Sastaticket
3. Referral reward points
4. Referral discounts
5. Notification Inbox
6. Vouch 360
7. Virtual Medical Services
8. Corporate Health Claims
9. UI / UX improvements

Strategic Alliance for Mobile App

Sastaticket.pk
Live:

TPL Insurance has started selling Sastaticket through TPL Insurance Mobile App



Live:

Voucher app/book lets you avail a fixed number of coupons redeemable for a year.



Integration in Process

Pakistan's first "Virtual Hospital". Through this platform the patients avail all healthcare services by getting connected with different health service providers and pay digitally.

TPL Insurance - Future Outlook

State Bank has kept the interest rates low for over a year creating demand in the the consumer financing sector especially in auto financing despite a slight increase in interest rate in the previous monetary policy. However, SBP has made some changes in regulations to discourage auto financing for imported vehicles and maximum tenure of auto financing has been reduced from seven to five years. Further, minimum down payment for car financing is raised from 15pc to 30pc.

Although these steps may affect growth but we anticipate that the interest rates would stay at lower levels and would keep supporting the industry growth and would create new opportunities for insurance penetration predominantly in the manufacturing and house building projects. Also, we do not anticipate that these measures would affect our revenue streams for the current calendar year due to existing sales funnels.

During 2021, our strategy has been to continually innovate to utilize digital paradigm to redefine insurance. During the course of past few years, we capitalized on our digital assets and utilize rich data to ensure most hassle free policy issuance, claims and renewal process. The Company plans to continue its growth path in non-motor segment to diversify its portfolio and increase its market share. The Company is developing market for innovative products such as yield based crop insurance, livestock, bike, extended warranty insurance etc.

We are confident that these measures will enable the Company to achieve sustainable profitable growth in the years to come.



**TPL Properties
Limited**

TPL Properties Limited

Pakistan's Emerging Real Estate Developer & Operator



Key Highlights

- 1 Real estate developer focusing on **premium projects**
- 2 **10+ years** experience in real estate development
- 3 Partnership with **reputed international companies**
- 4 Group market cap of **US\$ 200+ Mn**
- 5 Successful and profitable exit of first project, Centrepont
- 6 **Diversified Portfolio** of residential, commercial & mixed-use projects
- 7 Adoption of new standards on **Grade A sustainable development**

Exclusive Partners

SQUIRE &
PARTNERS

atelier ten

1508
LONDON

AESG

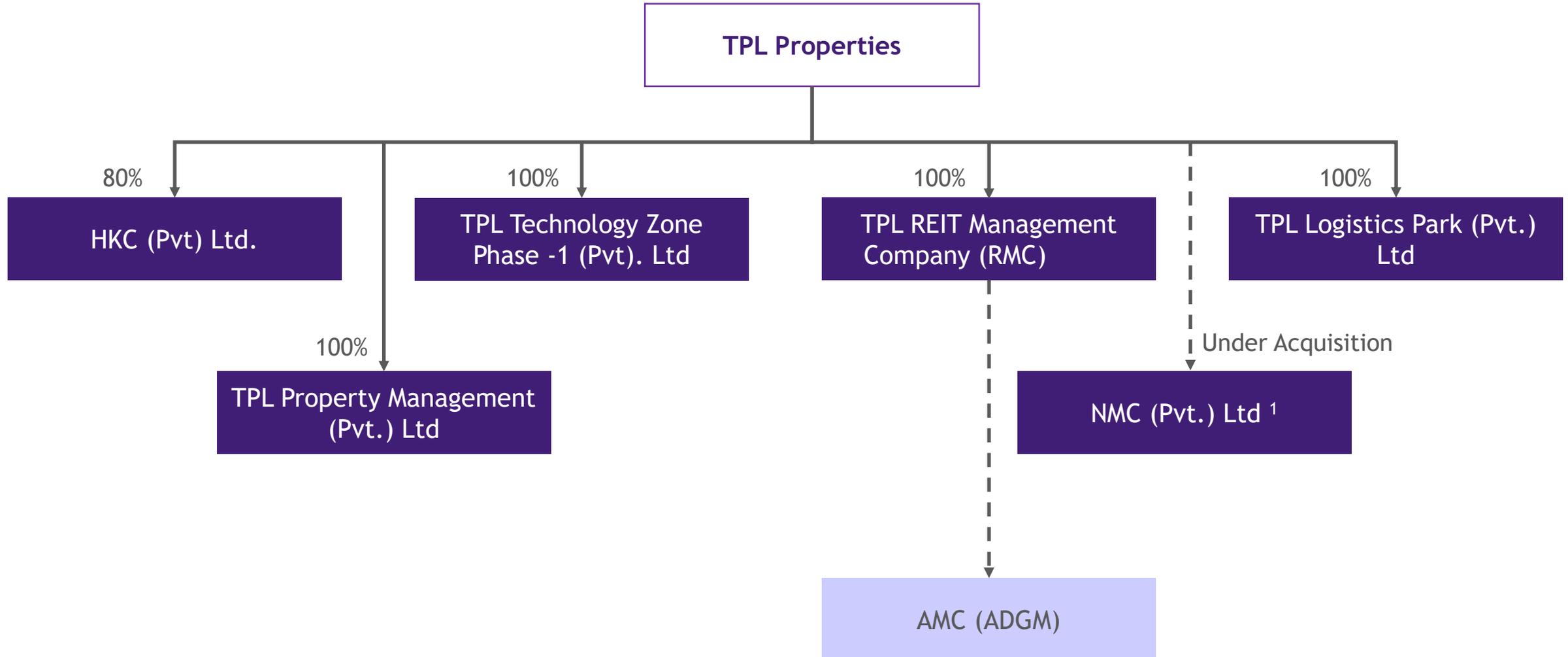
GT
gardiner & theobald

arcop

N_C A_O J_L M_L I_A B_B I_O L_R G_A R_T A_I M_V I_E
(PVT) LTD

TPL Properties Limited

Structure



TPL Properties Limited

Business Model



Projects Update

- One Hoshang (HKC Pvt Ltd)
- Technology Park (TPL Technology Zone Phase One)
 - Mangrove (NMC)





FY 2018

FY 2021

FY 2022

FY 2025

Acquired HKC

Project Overview

Luxury Residential (275k sq ft)

Design

UK- Squire & Partners, Atelier Ten, 1508 London

PK- Arcop, SMC

PM - Gardiner & Theobald

Funding Loan for initial phase of Development, subsequently by Pre-Sales model

Reg Approvals

- Heritage
- SEPA

Design

- Completed

Reg Approvals

- Architectural
- Demolition
- Construction

Design

- LEED Gold Precertification 
- Shortlisted for New London Architecture Awards

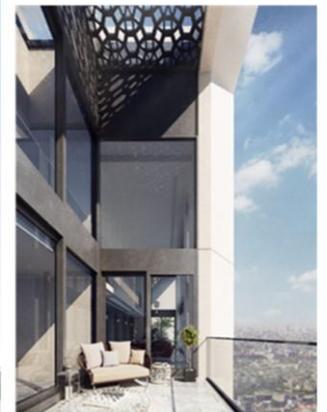
Construction

- PM Hill International
- EPC Total Construction

Sales & Marketing

- VR and Videos ready
- Presence @ Roshan Ghar Launch

Completion: 3 years post Ground Breaking





FY 2021

Acquired TTZ Phase One

Project Overview

Offices + Business Hotel (600k sq ft)
Part off-plan sales, Hotel owned

Design

UK- Squire & Partners, Atelier Ten, 1508 London
PK- NBCL, SMC

Funding Loan in place for initial phase of Development and subsequently by TPL REIT I

FY 2022

Reg Approvals

- Architectural

Design

- LEED Gold
- Detailed Design Phase ongoing (till Dec-21)

Special Technology Zone

- Applying for Developer Licence

FY 2024

Completion: 2 years post Ground Breaking





FY 2021

FY 2022

FY 2023-32

Land Acquisition

Project Overview

Master planned waterfront development (40 Acres, 10+ Mn sq ft) - residential, offices, retail spaces

Sustainability focused development. Will consider a Tech Zone too

Funding balance on land acquisition and initial phase of Development being funded by TPL REIT I

Feasibility

- Colliers International

Design

- Master Planning awarded to SSH (with EA Cons.)

SSH Projects (some of)	Client
Creek Beach District, Dubai	Emaar
4 Districts Centers South	Public Authority
Al Mutlaa Residential	
Marassi al Bahrain	Eagle Hill Properties
Burj Square, Dubai	Not Disclosed
Mina Sultan Qaboos waterfront Regeneration	Muttrah Tourism Dev, Oman



Development in Phases



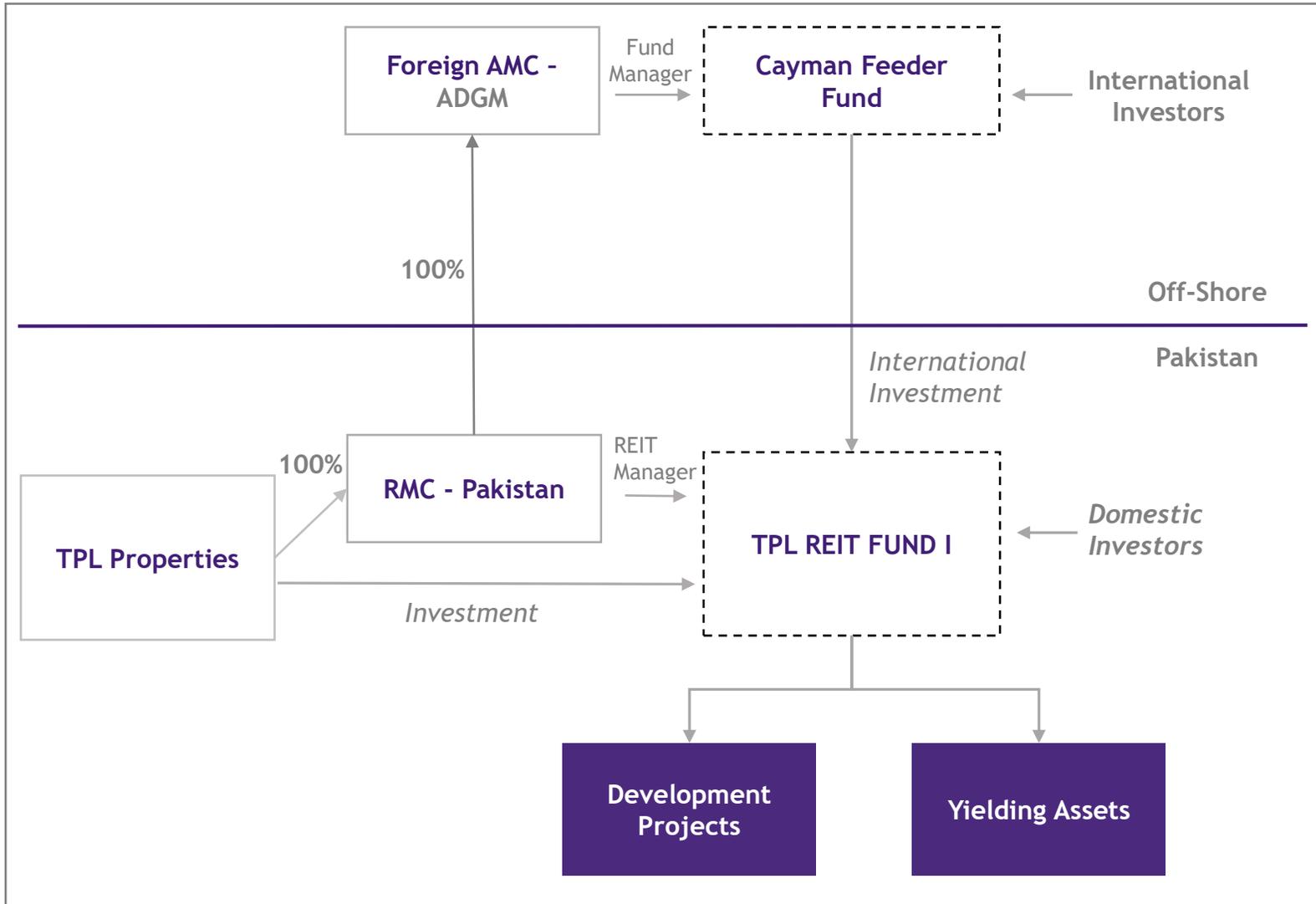
REIT Update

- RMC
- AMC (Abu Dhabi)



TPL Properties Limited

Setting up Pakistan's Largest REIT Fund including International Investment Structure

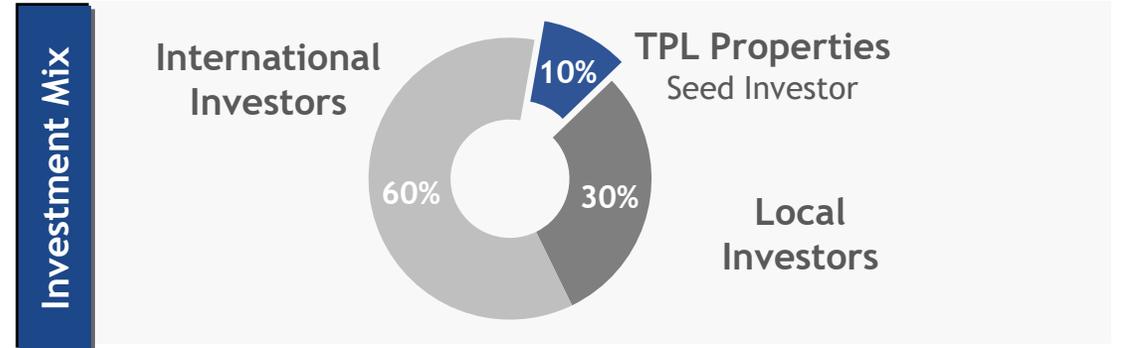
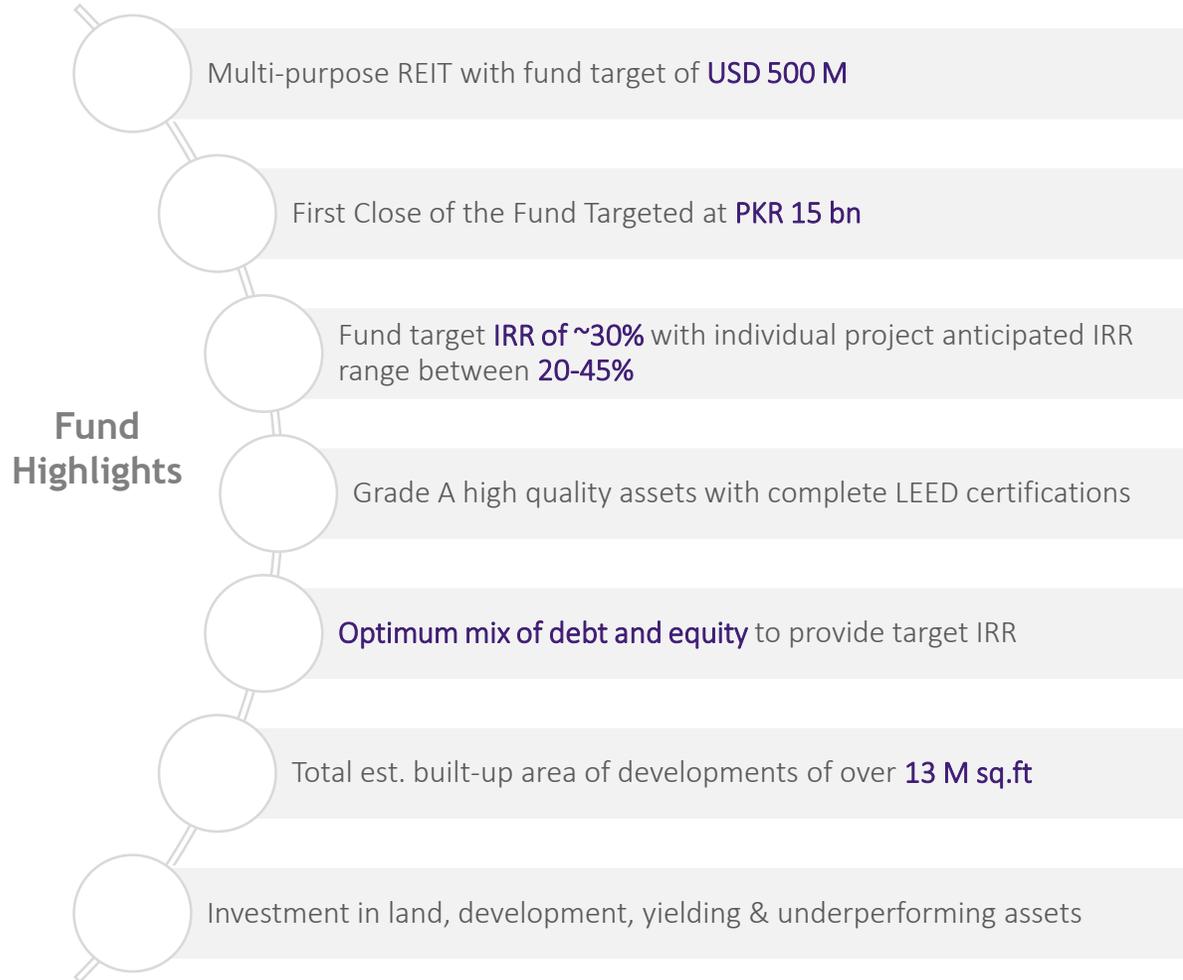


Key Terms

- The initial fund size of TPL REIT will be PKR 15.0 bn
 - Fresh capital raise of PKR 11.3 bn
 - PKR 3.7 bn will be contributed by TPLP, being the Strategic Investor
- The yearly management fee of RMC will be 1.5% of NAV and performance fee will be 15%.
- Planned IPO within 3 Years from first close

TPL Properties Limited

Pakistan's first hybrid REIT enabling investors to tap into a booming real estate sector



Key Parties	Role
<ul style="list-style-type: none"> APEX 	 Fund Administrator
<ul style="list-style-type: none"> Morgan Lewis 	 Int. Legal Counsel
<ul style="list-style-type: none"> Digital Custodian Company 	 Trustee
<ul style="list-style-type: none"> Colliers International 	 Independent Valuator
<ul style="list-style-type: none"> HMCO 	 Local Legal Counsel
<ul style="list-style-type: none"> TPL Properties 	 Development Advisor
<ul style="list-style-type: none"> TPL Property Management Co 	 Property Manager
<ul style="list-style-type: none"> Al Hilal 	 Shariah Advisor



Proposed RMC Board Members

Investment Committee



Adnan Afaq

CEO & MD at PACRA



Muhammad Aliuddin Ansari

Chairman at Alfalah CLSA
ex Engro Corp; ex Dewan Drilling



Abdul Wahab Al Halabi

Partner at Decker & Halabi



Vanessa Eastham Fisk

Director at ABC Bank, Banque
Saudi Fransi & Almarai



Imran Hussain

Sponsored and MD of Pangrio
Sugar Mills

Audit Committee

Proposed Advisory Members - Foreign AMC



Asad Naqvi

Partner at Apis
ex Partner at Wolfenshon Fund
Management



Waqar Malik

Managing Director & CEO at Fauji
Foundation



Completed

- Incorporation of Local RMC
- Engage Local Law Firm
- Finalization of REIT Structure

In Progress

- Rating of the RMC & REIT Fund
- Concept Paper for Accounting Treatment of REIT
- Approval of Trust Deed from SECP
- Preparation & Filing of IM & Business Plan with SECP
- Soliciting Interest from Institutional Investors subject to regulatory fillings & approvals
- Preparation of Subscription Agreement
- Valuation Reports by two separate Valuers

Next Steps

- Firm Commitment by Investors
- Registration of REIT Scheme with SECP
- Transfer of properties / SPVs to REIT Scheme
- Execution of SPV Management Services Agreement
- Disbursement of funds by Investors

Financials

- 30 June 2021



TPL Properties Limited

FY 2021 Financials



“PKR’000”

Description	Actual	Actual	Variance LY vs CY	
	Jul - Jun-21	Jul - Jun-20	Amount	%
Rental Revenue	283,899	466,465	(182,566)	(39%)
Revenue- Maintenance & Utilities	154,492	211,904	(57,411)	(27%)
Total Revenue	438,391	678,368	(239,977)	(35%)
Direct operating costs	(124,430)	(216,977)	92,546	43%
Gross profit	313,960	461,391	(147,431)	(32%)
Administrative & General expenses	(600,513)	(141,360)	(459,152)	(325%)
Operating (loss) / profit	(286,552)	320,031	(606,583)	(190%)
Finance costs	(425,287)	(419,072)	(6,215)	(1%)
Fair value gain on investment property	684,723	292,166	392,558	134%
Other Income	119,983	25,322	94,661	374%
Other expenses	(33,676)	-	(33,676)	(100%)
Profit / (loss) before taxation	59,192	218,447	(159,255)	(73%)
Taxation	10,838	(105,241)	116,079	110%
Profit / (loss) for the year	70,030	113,207	(43,177)	(38%)
EPS	0.22	0.35		

A solid green parallelogram shape, tilted to the right, serving as a background for the text.

**TPL Life Insurance
Limited**

TPL Life Insurance

Leading the digital revolution in the life insurance industry of Pakistan

About the Company

- TPL life Insurance, a technology driven insurer was established in August 2016 and commenced Life Insurance operations in 2017
- It received approval to operate Takaful Operations in 2018.
- The company recorded premium CAGR of **43%** during 2016-20
- TPL Life Insurance has **314** panel hospitals onboard

Product Categories		
Unit-Linked Products	Individual Health Insurance	Epidemic Products
Digital Insurance	Specialized Group Products	Banc assurance
Term Life Products	Retail Products	Instant Insurance Products

Our Distribution Channels

MICRO 	Mass Retail 	Digital
Outbound CC 	Agency 	Corporate

TPL Life is a Technology First & Focused Insurer

First to introduce Insurance Card	End-to-End Paperless Insurance Solutions	First to introduce COVID-19 Protection Shield
First Telehealth Provider	Swift Automated claims	Location based products

Impacted more than 1 million lives in last 5 years
Reinsurance by Hannover Re - rated A+ by A.M. Best.

Capital Structure	<p>Equity Investment by TPL Corp Limited [PKR'm]</p> <table border="1"> <thead> <tr> <th>FY</th> <th>Investment (PKR'm)</th> </tr> </thead> <tbody> <tr> <td>FY17</td> <td>584</td> </tr> <tr> <td>FY18</td> <td>605</td> </tr> <tr> <td>FY19</td> <td>805</td> </tr> <tr> <td>FY20</td> <td>1,230</td> </tr> <tr> <td>FY21</td> <td>1655</td> </tr> </tbody> </table>	FY	Investment (PKR'm)	FY17	584	FY18	605	FY19	805	FY20	1,230	FY21	1655	Key Financial - FY20	Gross Premium	PKR 1,056Mn	Total Assets	PKR 1.21Bn
		FY	Investment (PKR'm)															
FY17	584																	
FY18	605																	
FY19	805																	
FY20	1,230																	
FY21	1655																	
Paid Up Capital		PKR 1.65Bn																

TPL Life - The InsurTech

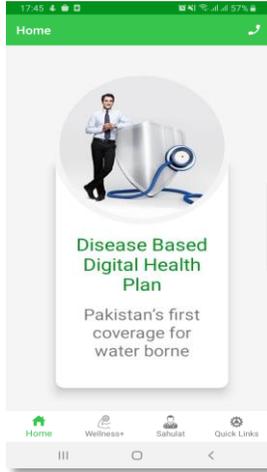
The Innovation & The InsurTech Persona

Usage Based Insurance



Pakistan's 1st usage based insurance platform enabling purchase from Mobile App and payment via mobile talk time

Epidemic Products



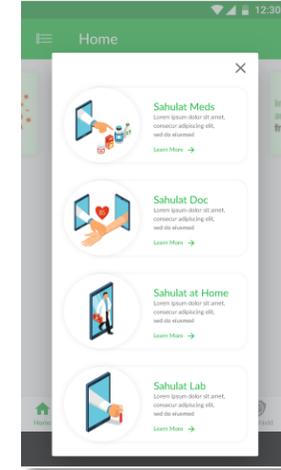
Pakistan's 1st Epidemic based digital products for mosquito & water borne illnesses

COVID 19 Protection Shield



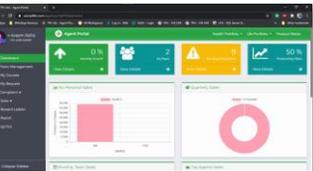
Pakistan's 1st COVID 19 Cover backed by an e2e digital process

Tele-Health Platform



An e2e Digital Telehealth platform offering access to medical needs via Smart Phone & Mobile App

Virtual Agent Platform



Pakistan's 1st virtual agent insurance ecosystem enabling remote & incentive based selling across Pakistan

Scratch Cards



Pakistan's only scratch card based insurance product line for retail purchase via any brick & mortar outlet of partners

Chat Bot & WhatsApp Based Online Purchase



Pakistan's only Life AI based Insurance Bot & Whatsapp environment facilitating Purchase, claims and much more

Roshan Zindagi

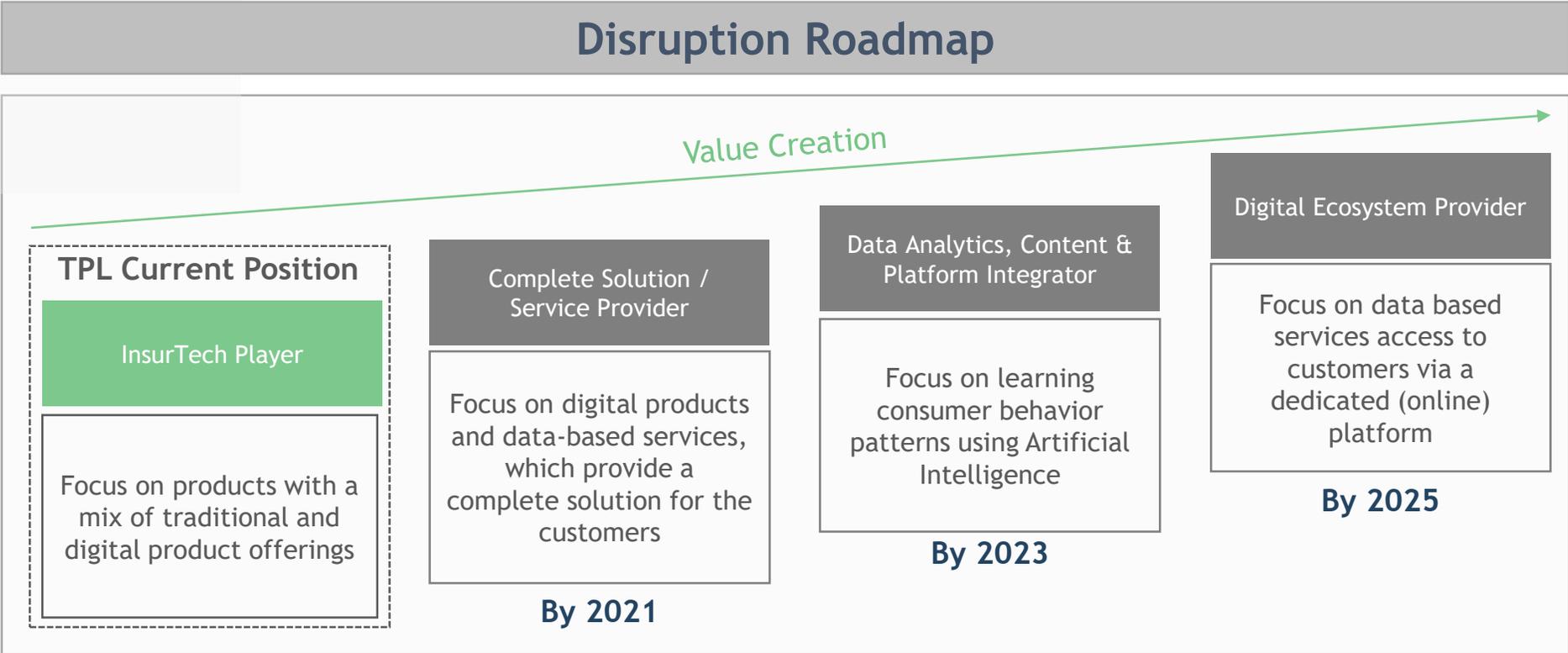


First to market to cater the insurance needs of Non Resident Pakistanis and their families. Distributed via Digital & Banca Channels

Ultimate Disruption Plan 2025

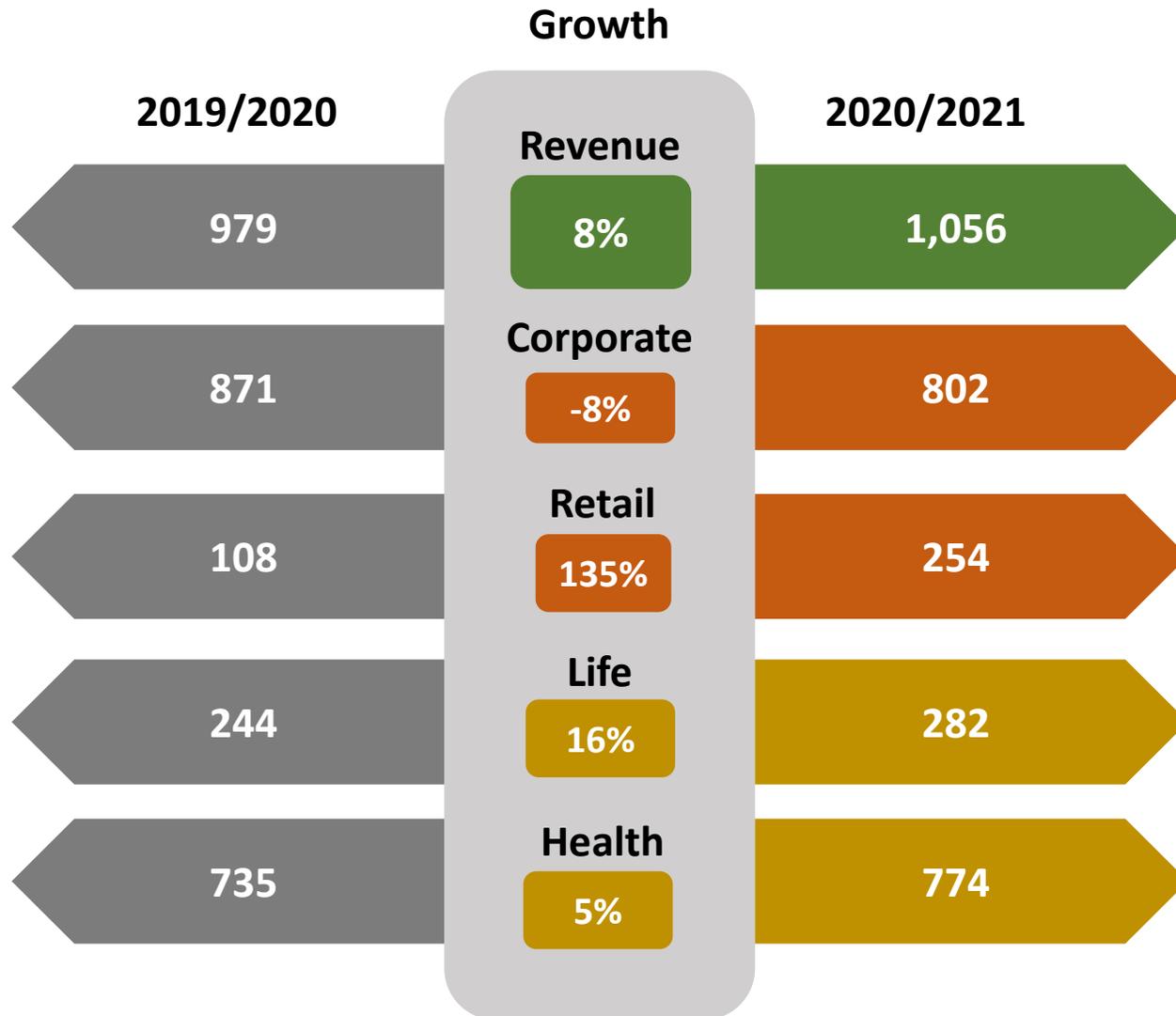
Gearing for the Future

“TPL Life aims to create innovative consumer solutions that contribute to enhancing the quality of life and economic well-being of people and the society”

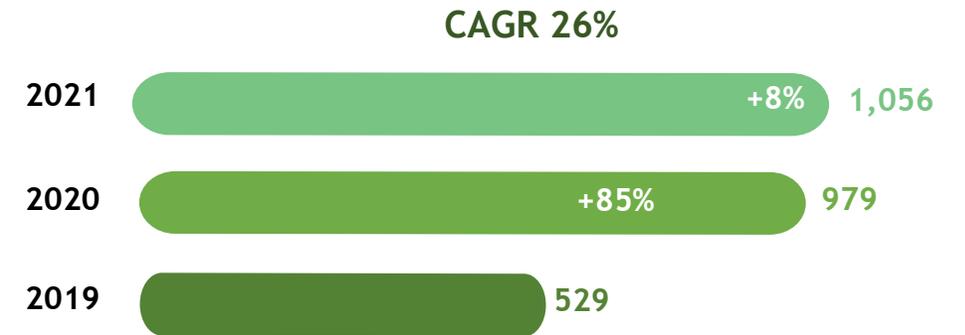


Top Line Performance Overview

Comparison : 2020 vs 2019 | YOY Trend



| GWP Trend Over The Years |



Performance Overview

P&L - 2021 vs 2020(Actual)

“PKR’000”

Description	Actual	Actual	Variance LY vs CY	
	Jul - Jun-21	Jul - Jun-20	Amount	%
Premium revenue	1,056,662	979,276	77,386	8%
Premium ceded to reinsurers	(154,652)	(146,442)	(8,210)	6%
Movement in insurance liabilities	62,505	(181,605)	244,110	134%
Net Premium Revenue	964,515	651,229	313,286	48%
Investment income	41,865	52,098	(10,233)	(20%)
Other income	18,401	82	18,319	22340%
	60,266	52,180	8,086	15%
Net Income	1,024,781	703,409	321,372	46%
Insurance benefits	(880,122)	(461,389)	(418,733)	(91%)
Acquisition expenses	(167,762)	(128,841)	(38,921)	(30%)
Administrative Expenses	(327,054)	(393,572)	66,518	17%
Financial charges	(709)	(1,132)	423	37%
Administrative Expenses	(1,375,647)	(984,934)	(390,713)	(40%)
Loss before taxation	(350,866)	(281,525)	(69,341)	(25%)
Taxation	(451)	(564)	113	20%
Loss after taxation	(351,317)	(282,089)	(69,228)	(25%)
Loss ratio	105%	45%		
Acquisition cost/premium	20%	13%		
Admin cost/premium	39%	39%		
Loss for the period/premium	-41.85%	-28%		

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**TPL e-Ventures
(Private) Limited**



Key Developments in FY21

- SLA for Integration of TelloTalk Chat SDK Solutions for Web+Mobile application across TPL (Insurance, Trakker, Life)
- Developed AI Engine for Content Matching & Retooled App to become Content-First
- Expanded local infrastructure, coupled with expansion of Cloud Computing & Storage capacity
- Developed B2C Chat Channels as part of MiniApps and integrated payment solution with JS Bank Limited
- Raised US\$ 1.1 Mn at pre-money US\$ 15 Mn for developments related to operation, marketing and security infra

TPL e-Venture

Participated in Pre-Series A Funding round.

2.7x

Key Developments in FY21

- **Launched Micro Distribution Hub** at LuckyOne Mall and expanded warehousing as well as front office
- Expanded to **two new cities** (i.e. Multan and Peshawar) covering additional 30 delivery locations
- Initiated implementation of Reverse Application Programming Interface (API) Solution - Rider first Logistics player
- Raised **PKR 88 Mn** to be converted at seed valuation PKR 268 Mn to launch Reverse API solution + warehouse expansion

TPL e-Venture

Participated in Pre-Seed Funding round.

3.9x

TPL Investment Post Money Value



Group Performance



**TPL Corp Limited
Consolidated Financial
Statements**

TPL Corp - Group Revenue

With Intercompany elimination

“PKR’000”

Description	Actual	Actual	Variance	
	Jul - Jun-21	Jul - Jun-20	Amount	%
TPL Corp	-	-	-	0%
TPL Trakker	1,678,144	1,364,355	313,788	23%
TME *	225,015	-	225,015	100%
TPL Insurance	2,195,015	2,184,198	10,817	0%
TPL Life	874,230	824,031	50,199	6%
TPL Security Services	124,017	136,008	(11,992)	(9%)
TPL Properties	265,912	459,828	(193,916)	(42%)
	5,362,332	4,968,421	393,911	8%

* Consolidated in TPLT during the year

TPL Corp - Consolidated Profit & Loss

“PKR’000”

Description	Actual Jul - Jun-21	Actual Jul - Jun-20	Variance Amount	%
Turnover - net	5,362,332	4,968,421	393,911	8%
Cost of sales and services	(4,270,189)	(3,799,932)	(470,257)	(12%)
Gross profit	1,092,143	1,168,489	(76,346)	(7%)
Distribution expenses	(145,422)	(186,660)	41,238	22%
Administrative expenses	(1,960,903)	(1,254,271)	(706,631)	(56%)
Operating profit	(1,014,182)	(272,442)	(741,740)	(272%)
Other expenses	(82,831)	(74,327)	(8,504)	(11%)
Finance costs	(880,133)	(1,262,316)	382,183	30%
Other income	1,813,847	742,327	1,071,520	144%
Share of loss from investment in associates - net	(9,349)	(25,649)	16,300	64%
Less: Share of PTF	55,873	(189,216)	245,089	130%
Profit before taxation	(116,774)	(1,081,624)	964,849	89%
Taxation	(76,106)	(138,636)	62,531	45%
Profit for the year	(192,880)	(1,220,260)	1,027,380	84%
Other comprehensive income / (loss) for the year, net of tax	(48,543)	22,710	(71,253)	(314%)
Less: Share of PTF	-	(2,759)	2,759	100%
Total comprehensive income for the year	(241,422)	(1,200,309)	958,886	80%
Profit for the year attributable to:				
Owners of the Holding Company	(133,746)	(1,223,508)	1,089,761	89%
Non-controlling interest	(59,133)	3,248	(62,381)	(1921%)
	(192,880)	(1,220,260)	1,027,380	84%
Earnings per share - basic and diluted	(0.50)	(4.57)	4.07	89%

TPL Corp - Profit & Loss Account (Consolidated)

Variance Analysis

Turnover

- Refer revenue slide.

Cost of sales and services

- Out of total increase of PKR 470m; TME contributed PKR 124m in the increase on account of its 1st year of consolidation.
- TPLL claims posted an increase of PKR 214m for health related claims.
- TPLI claim cost increased by 73M due to increase in spare parts due to currency depreciation and port congestions.
- TPLT's research & development cost contributed PKR 54.7m in the increase.

Administrative expenses

- The reason of increase are as under:
 - PKR 237m relates to ESOP provision made by the group companies under scheme offered to management staff (PKR 57m TPLC, PKR 31m TPLT, PKR 80m TPLP, PKR 69m TPLI)
 - PKR 70m relates to tenant compensation paid by TPLP on early vacation of floors on account of its sale transaction of Centrepont property to BAML
 - Bonus provision of PKR 191m (PKR 13.5m TPLC, PKR 160m TPLP, PKR 18m TPLT).
 - TME inclusion in consolidation for the first time in financial year amounted to PKR 203.7m.
 - PKR 11m relates to impairment of investment in CompareOn (Karlo Compare) in TPLE.

TPL Corp - Profit & Loss Account (Consolidated)

Variance Analysis

Other expenses

- This relates to the translation losses recorded on foreign currency payables.

Finance costs

- Reduction in finance cost is primarily attributable to Covid-19 related relaxations provided by SBP along with settlement of debt by Group Companies.

Other income

- The reason of increase are as under:
 - PKR 615m attributable to gain recorded by TPLC on disposal of Centrepoint property for the owner occupied portion of 11th to 13th Floors.
 - PKR 392.6m (PKR 684.7m current year vs PKR 292m prior year) attributable to TPLP on its TPL TZ property.
 - Upon consolidation of TME; TPLT recorded an aggregate gain amounting to PKR 122.8m on its investment comprising of fair value gain of PKR 33.3m and gain on bargain purchase option of PKR 89.5m respectively.

Share of Loss from Associate

- The share of loss amounting to PKR 9.3m in current fiscal year pertains to TPL Logistics.

Taxation

- The decline is primarily attributable to the deferred tax income recorded by the group companies on ESOP reserve created during the year.

Other comprehensive income / (loss) for the year, net of tax

- The OCI loss in current financial year primarily pertains to fair valuation loss on equity instruments designated at FVTOCI. The loss has been partially offset by the exchange gain on translation of TME amounting to PKR 12.4m.

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Thank You

Investment in Subsidiaries



PKR 350 Mn

TPL Life is in its final years of losses where the Asset book is aggressively built up. To support TPL Life during the period of losses, TPL Corp will put in fresh equity.



PKR 2000 Mn

To enhance the stake in TPL Properties from 34.81% to 51%



PKR 125 Mn

To explore the business opportunities in startups mentioned below:

1. Abhi Finance - USD 200,000~
2. Find My Doctor - USD 250,000~
3. Startlink Advisory - USD 285,000~