PROSPECTUS



NATIONAL LIFE INSURANCE COMPANY LIMITED

(A PUBLIC COMPANY WITH LIMITED LIABILITY OF THE SHAREHOLDERS INCORPORATED

IN BANGLADESH ON 12-02-1985 UNDER THE COMPANIES ACT, 1913)
Public Issue of 1,50,000 Ordinary Shares of Taka 100 each

SUBSCRIPTION OPENS: 2ND MAY, 1995 SUBSCRIPTION CLOSES: 9TH MAY, 1995

REGISTERED OFFICE 79, MOTIJHEEL C/A, (FIRST FLOOR), DHAKA-1000

AUTHORISED CAPITAL 20,00,00,000.00 DIVIDED INTO 20,00,000 ORDINARY SHARES OF TK. 100.00 EACH.

UNDERWRITTEN BY
NATIONAL CREDIT AND
COMMERCE BANK LIMITED.

"Consent of the Securities & Exchange commission has obtained to the Issue of Capital under the Securities & Exchange Ordinance, 1969 as amended in 1993 by an order of which, a complete copy is open to public inspection at the Registered Office of the Company. It must be distinctly understood that in giving this consent the Securities & Exchange Commission does not take any responsibility for the financial soundness of any scheme or for the correctness of any of the statements made or opinion expressed with regard to them."

A dated and duly signed copy of this prospectus has been filed for registration with the Registrar of Joint Stock companies, Bangladesh as required by Section 138 (1) of the Companies Act. 1994.

Application will be made to the Dhaka Stock Exchange Ltd. within ten days of the first issue of prospectus for admission of the shares of the Company for dealings on the market and for their quotation on the Dhaka Stock Exchange. If for any reason, the application for listing is not accepted by the Dhaka Stock Exchange Ltd., within six weeks of the closure of the subscription list, the allotment against applications in response to the prospectus shall be void, and the subscription money received from the applicants shall be refunded within 30 (thirty) days of the expiry of the said six weeks. In case of failure to refund the subscription money to the applicants within the said 30 (thirty) days, the Directors, in addition to the company, shall be responsible collectively and severally to refund the money with interest at 5% above the bank rate.

THE SUBSCRIPTION LIST OF 1,50,000 ORDINARY SHARES OF TAKA 100/- EACH BEING HEREBY OFFERED WILL OPEN AT THE COMMENCEMENT OF BANKING HOURS ON 2ND MAY, 1995 AND WILL CLOSE ON 9TH MAY, 1995 AT THE CLOSE OF THE BANKING HOURS.

LIST OF DOCUMENTS & REPORTS

List of documents and reports referred to in the Prospectus annexed thereto under Section 138 (2) of the Companies Act, 1994 are as follows:

O1. Underwriting Agreement made between the Company and

the National Credit & Commerce Bank Ltd.

O2. Memorandum and Articles of Association of the Company.

O3. Auditors' Report under para 24 of Part II of Third schedule of the Companies Act, 1994.
O4. Auditors' Report under section †45 (2) of the Companies

O4. Auditors' Report under section †45 (2) of the Companies Act, 1913 together with audited financial statements for the period ended 31st October, 1994.

HIGH LIGHTS

(a) This is the first Life Insurance Company in private sector and therefore had played a pioneering role in the develoment of life insurance business with 112 organisational offices throughout the country. Along with individual policies the Company introduced group term insurance.

(b) The management personnel are trained in all technicalities of life insurance and capable of handling all types of underwriting and for best clientele services, which resulted in enhancement of quantum of premium earning from 3.37 crores in 1990 to 12.34 in 1993 an increase of 3.66 time in a short spart of three years.

(e) The Company has already completed ten years of its operation and under the dynamic leadership of the present Management is progressing appreciably with accumulated life fund of more than Taka 10 crores.

(d) Claim to premium earning ratios for last few years were as under:

Year	Ratio	
1990	8.21%	
1991	8.12%	
1992	14. 43%	
1993	7 04%	

If the country is not subjected to losses by Acts of God's affecting human life there is no possibility of these ratios to go up abnormally.

RISK FACTORS

Investment in Life Insurance business is a long term process. Unlike general insurance business, the growth is rather slow' upto a certain time. While the profit of life insurance business. emerges differently to other types of business in that it is not based on an accounting balance sheet. Rather the emergence of profit is based on the actuary's calculation of value of the existing assets and value of the future expected contracted liabilities in respect of the business at two years interval. Profitability of a life insurance business is principally dependant on the factors, Viz, investment income, expenses of Management and on new business, discontinuance (Lapsation of policy), claim expenses, economic condition and outward reinsurance. In view of present overall economic depression and non-availability of lucrative as well as safe investment for our surplus fund the profitability of the company is greatly effected by the factor of investment income. Company's claim experience in reasonable. Discontinuance of policy is also an important factor in the context of Bangladesh due to higher rate of discontinuance as compared to other countries in this subcontinent. The rate of saving is also lower effecting marketing of the policies. The Company has re-insurance treaty with Munich-Re, Germany an internationally reputed re-insurance company.

PROFIT / LOSS DETERMINATION

The profit / loss of Life Insurance business is determined by an actuary which is based on the actuary's calculation of value of the existing assets and value of the future expected contracted' liabilities in respect of the business at two years interval.

So far four actuarial valuations have been made and reveal the following:-

(Taka in '000)

1985 & 86 1987 & 88 1989 & 90 1991 & 92

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a)	Valuation Surplus Distribution of	7.44	23.16	57.02	212.06
	Surplus : Provision For	9.	2%	334	
	Income Tax:	142	9-000-1 1	1150	6 7 <u>5-2</u>
	Bonus Allocation	352000	SF		
į,	(Policyholders):	2.55	12.66	46.60	161.53
2	Surplus Carried	anama - M	1945 AND	ACTION CLEDEN	E
	Over to with- profit policy-			ni	
	holders :	3.30	8.76	6.14	40.64
	Allocated to	SERVINIS S)980,850,000	SERVICE	
į	Shareholders:	. 0.47	1.74	4.28	9.89
		7.44	23.16	57.02	212.06
		24	THE PERSON NAMED IN		AND STATES AND STATES

(b) Allocation to shareholders goes upto 9.89 lakh in 1991 & 92 from 0.47 lakh in 1985 & 86 i.e. 21.04 times in 6 years. It appears that performance of the company is improving though slowly but steadily and the Company has been able to declare dividend @1.75% out of the previous actuarial surpluses for each year of 1989 & 1990 and @3% for each year of 1991 & 1992. With the lapse of time this allocation is expected to go up.

The dividend was declared on the ordinary shares of Tk. 1.50.00.000/- on the basis of actuarial valuation, detailed as below:

Year		Acturarial Surplus allocated to Shareholders	Rate of dividend Declared	
	1985 & 1986	47,425.00	Dividend not declared	
	1987 & 1988	1,73,675.00	-do-	
	1989 & 1990	4.27.649.00	684E	
	COLUMN TO THE STATE OF THE STAT	6.48.749.00	@1. 75% for each year of 1989 & 1990 totalling Tk. 5,25,000.00	
	1991 & 1992	9,89,000.00	@ 3% for each year of 1991 & 1992 totalling	

The Company shall not declare or pay any dividend to members except out of the surplus as a result of an actuarial valuation of the assets and liabilities of the Company and no unpaid dividend shall bear interest against the Company.

he issue is to broaden the equ

The purpose of the issue is to broaden the equity base in accordance with the terms of approval accorded to the company by the Government of the People's Republic of Bangladesh.

PART - 1 SHARE CAPITAL

	SHAKE ISSUE
65 65	Issue of 3,00,000 ordinary share
	of Tk. 100/- each

of Tk. 100/- each... Tk. 3,00,00,000

OUT OF THE ISSUE

1,50,000 ordinary shares of Tk. 100/- each have already been subscribed and paid for in cash in

full by the Sponsors/Directors.
NOW OFFERED FOR SUBSCRIPTION
AT PAR IN CASH IN FULL ON

APPLICATION

1,50,000 ordinary shares of
Tk. 100/- each to the General Public.

Tk. 1.50.00.000

Tk 12,00,000

Tk. 3,00,00,000

Tk. 1,50,00,000

Tk. 9,00,000.00

2. CONDITION OF OFFER AND ALLOTMENT OF

SHARES

(A) Investment Corporation of Bangladesh (ICB) shall have the right of preferential allotment to the extent of 15% of the present issue (22,500 shares) for mutual and unit funds and employees of National Life Insurance Co. Ltd. shall have the right of preferential allotment of shares for 5% of the present issue (7500 shares). No employee shall however be allotted ordinary shares of more than 100 shares. Any part of such allotment for ICB and employees not picked up by them shall be allotted to general public as determined by the SEC or if over subscribed then the basis of allotment will be determined by the SEC.

(B) After deducting shares of Investment Corporation of Bangladésh (ICB) and employees of National Life Insurance Co. Ltd. the basis of the allotment of remaining 1,20,000 ordinary shares to general public shall be as follows:

i) 55% of shares i.e. 66,000 ordinary shares are being offered to the applicants for 50 Shares Tk. 66,00,000 11) 10% of shares i.e. 12,000 ordinary

shares are being offered to the applicants for exceeding 50 but upto 500 shares

iii) 10% of shares i.e. 12,000 ordinary shares are being offered to the

iv) 10% of shares i.e. 12,000 ordinary shares are being offered to the applicants for exceeding 1000 but

applicants for exceeding 500 but

upto 5000 shares

V) 15% of shares i.e. 18,000 ordinary shares are being offered to the applicants for over 5000 shares for financial institutions, banks, insurance companies and financial & market

intermediary companies

Tk. 18.00.000 Tk. 1,20,00,000

01. Application of minimum lot of 50 shares shall be accommodated fully if the subscription is within 66,000 shares of Tk. 66,00,000. In case of over subscription the allotment shall be made by lottery among such applicants.

02. Allotment amongst applicants for lots other than minimum lot shall be made proportionately in case of over subscription.

(C) In case of any difficulty arises with respect to implementation of 2 (B) (01) (02) above the allotment shall be made in such manner as may be determined by the SEC.

 Application for less than 50 shares shall not be entertained and all applications shall be for multiple of 50 shares.

4. There are no founders, Management or deferred shares. It is

also not presently intended to issue any preference shares.
No payment has been made or intended to be made to the promoters. Directors or other persons for promotion of this issue.

6. The minimum subscription on which the Directors may proceed to allotment is the full amount of the present issue as that is the amount which in the option of the Directors must be raised in order to provide required fund for the issue.

PART-II UNDERWRITING COMMISSION, BROKERAGE, TAXES

UNDERWRITING.

The public offering of 1,50,000 ordinary shares has been underwritten by the National Credit & Commerce Bank Ltd., if and to the extent the shares hereby offered to the general Public shall not have been subscribed and paid for in cash in full the underwriters shall within fifteen days of being called upon by the Company to do so subscribe or procure subscribers to subscribe and pay for cash in full the shares not so subscribed.

UNDER WRITING COMMISSION
Underwriter will be paid an underwriting commission at the rate of 2.5% of the nominal value of the shares underwritten by hin out of the public offering. Simultaneously with calling upon the underwriter to subscribe or procure subscribers to subscribe and pay for any number of shares the Company shall pay to the underwriter an additional commission at the rate of 2.5% of the nominal amount of the shares required to be subscribed by him

in any of the manners aforesaid.

DIRECTORS OPINION

In the opinion of the Directors, the resources of the underwriters are sufficient to discharge their underwriting obligation.

COMMISSION TO BANKERS TO THE ISSUE

Commission at the rate of 1/4th of 1% of the nominal value of shares will be paid to the bankers for the services to be rendered by them.

BROKERAGE

The Company will pay brokerage at the rate of 1% only to the members of the Dhaka Stock Exchange Limited on application bearing their rubber stamp. Neither the brokerage nor the commission to the bankers shall be payable in respect of shares taken up by underwriters.

PRELIMINARY EXPENSES

The preliminary expenses of the Company inclusive of brokerage, underwriting commission, additional commission and commission to the bankers to the issue are expected not to exceed Tk. 25.00 lacs only.

EXEMPTION FROM INCOME TAX

Application will be made to the National Board of Revenue for declaration under Section 44 (2) of the Income Tax Ordinance. 1984 whereby such income of an assessee as may be invested in the shares of the Company will remain exempt from tax to the extent provided in that Section.

APPROVAL UNDER INSURANCE ACT

Application will be made to the Controller of Insurance to obtain declaration under clause (3A) of Section 2 of the Insurance Act, 1938 as "Approved Investment" for Insurance Companies Registered in Bangladesh.

PART-III

BUSINESS OF THE COMPANY

The Company was incorporated on the 12th February, 1985 with objects amongst others mentioned in the Memorandum of Association a copy of which is available for inspection at the Registered office to carry on business of Life Insurance in particular to grant or effect assurances of all kinds for payment of money by way of single payment or by several payments or installments or by way of immediate deferred annuity or six monthly payment or otherwise upon the happening of all or any of the following event viz. the death or marriage or betrothal, divorce or judicial separation or birth performance of any particular ceremony or sacraments survivorship or failure of issue or adoption of any person or the attainment of a given age by any person or persons or the expiration of any fixed ascertainable period or the occurrence of any contingency or event which would or might be taken to effect the interest whether in position vested, contingent, expectant, prospective, reversionary or otherwise or any person or persons in any property or the loss or the loss or recovery of contractual or

testamentary capacity in any persons or to carry on the business or effect contract of assurance for the granting of annuities on human life and disability and payable for indemnity of accident benefit.

PART-IV APPLICATION FOR SUBSCRIPTION

O1. Application for shares may be made for any number of shares subject to minimum No. of 50 (Fifty) shares to the value of Tk. 5,000/- (Taka Five thousand) only and should be made on the Company's printed form attached to Prospectus or photostat copy thereof. Additional copies of the Prospectus and application forms may be obtained from the Registered Office of the Company, the Dhaka Stock Exchange Limited or from any of the Bankers to the issue. If adequate forms are not available, intending investors may have the same printed/cyclostyled/photocopied.

02. All completed application forms together with remittance for the full amount payable on application should be lodged with any of the following Bankers to the issue:

NAME OF BANKERS TO THE ISSUE WITH THEIR

BRANCHES

(a) National Bank Ltd.: Dilkusha Branch, Dhaka; Motijheel Branch, Dhaka; Kawranbazar Branch, Dhaka; Mohakhali Branch, Dhaka; Imamgonj Branch, Dhaka; Narayangonj Branch, Narayangonj; Agrabad Branch, Chittagong; Rajshahi Branch, Rajsahi; Barisal Branch, Barisal.

(b) National Credit and Commerce Bank Ltd.:-Motijheel Branch, Dhaka; Dhanmondi Branch, Dhaka; Moghbazar Branch, Dhaka; Agrabad Branch, Chittagong; Laldighirpar Branch, Sylhet; Khulna Branch, Khulna.

(c) United Commercial Bank Ltd.: Local Office, Dhaka; Elephant Road Branch, Dhaka; Malibagh Branch, Dhaka; Kawranbazar Branch, Dhaka; Jubilee Road Branch, Chittagong.

(d) Arab Bangladesh Bank Ltd.: Principal Branch, Dhaka; Kakrail Branch, Dhaka; New Elephant Road Branch, Dhaka; Jessore Branch, Jessore; Modhuban Branch, Bandar Bazar, Sylhet

(e) Janata Bank :- Local Office, Dhaka; Foreign Exchange Corporate Branch, Dhaka; K.D. Ghosh Road Corporate Branch, Khulna; Laldighi East Corporate Branch, Chittagong.

03. The subscription money collected by the bankers to the issue will be remitted to the Company's authorised account No. STD-0236001804 with National Bank Ltd., 48, Dilkusha C/A. Br., Dhaka. Subscription money against Initial Public Offer (IPO) can not be utilised for the purpose for which the money has been raised before allotment to the successful applicants and refund to the unsuccessful applicants has been made.

04. The payment may be made with any of the above mentioned bankers to the issue in cash/cheque/pay order/draft. The cheque, pay order or draft should be made payable to the bank to which it is sent and be marked "A/C NATIONAL LIFE INSURANCE COMPANY LIMITED" and shall bear the crossing "A/C PAYEE ONLY" and must be drawn on a bank in the same town of the banker to which Application form is sent. No application will be considered before encashment/pay order/draft.

05. Joint application from more than Two persons will not be entertained. In case of Joint application each party must sign the application form.

06. In the case of joint Application Form the Allotment Letter will be despatched to the Person whose name appears first on this Application Form and where any amount is refundable in whole or in part the same will be refunded by Cheque by post/courier service to the person named first on this Application Form in the manner prescribed in the prospectus.

07. Application must be in full name of individuals and not in the name of firms, minors or persons of unsound mind. Application from financial and market intermediary companies must be accompanied with Memorandum of Association and Articles of Association.

08. An applicant can submit NOT more than two applications, one in his/her own name and another jointly with another person. In case an applicant makes more than two applications, those in excess of two applications shall NOT be considered for allotment purposes.

09. Refund will only be made through "Account Payee" cheque (s) only to Bank A/C No., Bank Name and Branch as

mentioned in the application.

10. Allotment shall be made solely in accordance with the

II. Making of any false statement in the Application or supplying of incorrect information therein or suppressing any information will make the application liable to rejection and subject to forfeiture of application money. The said application money will be deposited in Account specified by the Securities and Exchange Commission (SEC). This may be in addition to any other penalties as

may be provided for by law.

12. Applications not inconformity with the above requirements and the instructions printed in the application form are liable to be rejected.

ALLOTMENT

The Company reserves the right of accepting any application in part. Where any application is not accepted in full, the balance of money received on application will be refunded to the applicant by cheque without interest. Where allotment is made in whole or in part in respect of joint application, the allotment letter will be despatched to the person whose name appears first

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