

Report On
Analysis Financial Health of Green Delta Insurance Company compared
to its Competitors.

By
Rejoanul Islam
Student ID:16204037

An internship report submitted to the Brac Business School in partial fulfillment of the
requirements for the degree of
Bachelor of Business Administration

Brac Business School
Brac University
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Declaration

It is hereby declared that

1. The internship report submitted is my/our own original work while completing degree at Brac University.
2. The report does not contain material previously published or written by a third party, except where this is appropriately cited through full and accurate referencing.
3. The report does not contain material which has been accepted, or submitted, for any other degree or diploma at a university or other institution.
4. I/We have acknowledged all main sources of help.

Student's Full Name & Signature:

Rejoanul Islam
Student ID:16204037

Supervisor's Full Name & Signature:

Saif Hossain
Assistant Professor, Brac Business School
Brac University

Letter of Transmittal

Date: 01-07-2021

Saif Hossain
Assistant Professor,
Brac Business School
BRAC University
66 Mohakhali, Dhaka-1212

Subject: Submission of internship report

Dear Sir,

I am honored to declare that I am the author of this report on "Green Delta Insurance Company Ltd." I would like to send you the report I compiled based on my findings.

It has been a tremendous pleasure and an exceedingly intriguing and fulfilling experience to write this report. It has provided me with an understanding of the practical side of Finance and Accounting. I made every effort to finish this report properly and generate a significant report within limits. I will be happy to provide any clarifications you want. As such, I offer it in the hope that you would overlook the few errors.

It will be an enormous pleasure for me if this study finds you informative regarding having a clear perspective on the subject. If you have any further questions about any further information, I would be happy to answer them.

Sincerely,

Rejoanul Islam

ID: 16204037

BRAC Business School

BRAC University

Non-Disclosure Agreement

This Agreement was made and agreed to by Green Delta Insurance Company Limited and Rejoanul Islam. Rejoanul Islam is pursuing experience and training with Green Delta Insurance Company Limited, and as a result of his efforts, he may come into contact with confidential Information (as defined below). The Agreement's goal is to prevent Confidential Information from being disclosed without authorization.

1. Confidential Information

Confidential Information refers to confidential business information such as financial and accounting records, intellectual property, proprietary Information, safety measures, new goods or services, projections, or other proprietary commercial Information which, if disclosed, may harm the Company's business.

2. Non-Disclosure Agreement

The Intern does not: a) disclose Confidential Information to any other person; b) create copies or other duplicates of Confidential Information; or c) utilize Confidential Information on a commercial basis, without the prior written permission of the firm.

3. Confidential Materials Return

Upon Company's request, Intern shall immediately return all original materials provided by Company, as well as any copies, notes, or other documents containing Confidential Information in Intern's possession.

4. Terms

This Agreement shall remain in force until (a) the Company gives written notification that the Agreement ends or (b) Confidential Information disclosed in this Agreement ceases to be confidential.

5. General Provisions

a) Severability is a word referring to the ability to be harsh. If any portion of this Agreement is deemed by a court to be invalid or non-enforceable, the rest of the Agreement will be interpreted to best represent the intentions of the parties. b) Settlement This Agreement expresses the parties' full understanding of the subject matter, which supersedes all prior proposals, agreements, representations, and understandings. This is a good case in point.

Abu Taiyeb

AVP,

GD Assist

Rejoanul Islam

Student,

BRAC University

Saif Hossain

Assistant Professor,

BRAC Business School

BRAC University

Acknowledgement

First off all I want to express my gratitude to Allah, the Almighty. Then everyone who was engaged in the preparation of this report, whether directly or indirectly. I apologize to individuals whose names I have left out; their contributions are immensely valued. First, I would like to express my appreciation to Mr. Saif Hossain, Assistant Professor at BRAC Business School, for guiding me and allowing me to begin my report. Then, I would want to show my appreciation for his time and wisdom more specifically.

I interned in the Finance & Accounts Department of the GD Assist Limited subsidiary of the Green Delta Insurance Company Limited, Mohakhali Head Office, from 11 January to 10 April 2021. I'd want to express my gratitude to all of the executives at Green Delta Insurance Company Limited who contributed. I'd want to show my gratitude to Abu Taiyeb (AVP) and Robiul Islam (SEO) for giving me the time and space to reflect. I'd want to express my gratitude to them for providing me with the information essential to begin this report and for allowing me to finish the required analytic work.

I would also like to express my gratitude to Mrs Farzana Chowdhury (CEO), a important individual who has ensured that everything runs well at Green Delta Insurance Company Limited . Additionally, I'd want to thank my parents and friends for their motivation to complete the report.

Executive Summary

The study has been accomplished by focusing on the title “Analysis Financial Health of Green Delta Insurance Company compared to its competitors”. This report includes an overview of the company, background information, as well as my job responsibilities. The main objectives of the study were to analyze profitability, liquidity and solvency ratio of GDIC compared with other insurance company by using ratio analysis tools. The study in the report covers five separate insurance company: Green Delta Insurance Company Limited, Agrani Insurance Company Limited, Pragati insurance company Limited, Eastland insurance company limited, Continental insurance limited. By doing ratio analysis, the financial performance of the organizations can be easily compared. It helps a corporation take the required measures to identify the company loop holes and then take the appropriate action to minimize the condition. Finally, the study included to find out problem and recommend some measure to improve the financial performance of GDIC.

Keywords: Financial Performance, Financial ratio analysis, Profitability ratios, Liquidity Ratios, Solvency Ratio, Financial effect of Covid-19.

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List of Acronyms

GDIC: Green Delta Insurance Company Limited

SWOT: Strengths, Weaknesses, Opportunities, and Threats

FY: Fiscal Year

ROA: Return on Asset

ROE: Return on Equity

EPS: Earning Per Share

Chapter 1: Overview of Internship

1.1 Student Information

Name: Rejoanul Islam

ID: 16204037

Program: Bachelor of Business Administration

Major: Accounting & **Minor:** E-Business

1.2 Internship Information

1.2.1 Company Name: Green Delta Insurance Company Limited (GDIC)

Department: Finance & Accounts

Address: Green Delta Aims Tower (6th Floor), 51-52 Mohakhali C/A, Dhaka-1212

1.2.2 Internship Company Supervisor's Information

Name: Abu Taiyeb

Position: Assistant Vice President (GD Assist Limited)

1.2.3 Job Scope

I was appointed at the Finance & Accounts department of GD Assist Limited, subsidiary of Green Delta Insurance company Limited. I had to play dynamic role in the department that included different types of job responsibility. The major job responsibilities that I had to perform have given below:

1.3: Internship Outcome

1.3.1: My contribution to the Green Delta Insurance Company Limited:

I feel very fortunate to be able to serve as a Green Delta Insurance Company Limited (Mohakhali branch) intern. Green Delta Insurance Company Limited is known for its good results and swift service. When I began my internship there, I was overcome by knowing that for 3 months I was a part of this esteemed business. My internship lasted from 11 January to 10 April. I learned how to verify if accounting, administrative, budgetary and operational restrictions are appropriate and have been applied effectively. I loved working there because the atmosphere was extremely nice and all the colleagues was very cooperative.

As an intern I had to report regularly to the AVP Mr. Abu Taiyeb and closely worked Current Sr. Executive Mr. Robiul Islam who supervised me in the Green Delta Insurance Company Limited (Corporate Head Office) during my entire internship.

Like any company Green Delta Assist Ltd also ensures that their accounting department is stable and is pivotal in the growth of their business. GDAL's Managing directors want to plan and work fast, so maintaining a stable accounting department is important to their business growth.

Money out or Accounts Payable – A critical function is to maintain excellent relationships with suppliers so that GDAL makes sure everybody is paid on time. Their accounting department's job involves keeping an eye on ways to save money, for example, deciding if there are discounts or benefits available to pay any suppliers quicker. In the very least, they arrange accounts payable to ensure that the least amount of money per bill needs to go through, that is, no late payment penalties!

Money in or Accounts Receivable – GDAL's accounting department also has a vital responsibility to pay for and maintain receivables, including unpaid invoices and any collection measures necessary. The receivable accounts are responsible for generating and monitoring the invoices. Their duty here is to ensure that consumers pay the invoices on time, and updated on their website hence a nice notification system is important.

Payroll – Payroll is a vital feature of GDAL's accounting department which involves ensuring that all workers collect compensation correctly and in good time. Furthermore, correct taxes are collected, and tax collections are received in schedule governments. They also don't pay their Vat directly to their Party payables.

Reporting and Financial Statements – GDAL maintain both hard copy and soft copy of their data correctly through ACC PAC software in their accounting program. This is to ensure the accuracy of their accounts. They prepare monthly financial reports and use it for budgeting, planning and other aspects of decision making. Moreover, these and other reports are prepared in order to connect to customers, banks and other professionals who play a role in their business development.

Financial Regulation – Financial monitoring include restructuring, separation of obligations and alignment with GAAP accounting principles guidelines, all of which are applied with respect to Executive Vice president Finance & Accounts – Is responsible for the accounting practices of a business which include the management and presentation of both the expense and financial sets of accounts but which do not manage or negotiate. This accounting manager defines and enforces the standards of accounting based on legislative criteria and audit policies.

Vice President of Finance & Accounts – Has the similar duties as the vice president but the work title role clearly varies. And the day-to-day work involved to monitor and review specific accounting data. They typically do not take a strategic role.

Senior Executive of Finance & Accounts – Shares the same responsibilities as Senior Executive manager and provides support as a member of his/her team.

These are also some of the accounts department 's core positions and duties in GDAL, there are even other tasks for which the accounting department is accountable and a number of subcategories. This would rely on another basis. For example, Invoice management and monitoring, government forms and tax returns and more.

1.3.2: Benefits to Students

There are different benefits that students can get from the internship program of Green Delta Insurance Company Limited. The benefits are given below:

Understanding Corporate Culture: The internship program allows a student to acquire an insight into the corporate culture of the workplace and to use what they learnt to their future employment opportunities. In participating in this internship program, a student may learn about work ethics and behavioral elements of the world of business and acquire an overview of the culture of corporate work which helps to create a future professional performance of the student.

Upgrading Communication Skills: As during COVID19, the workplace environment is different from the traditional workplace environment. The communication has been changed vastly during COVID19 as most of the employees need to work from home. The communication medium has changed vastly during these periods through different online platforms like Zoom, Microsoft Teams. So, through this internship program, a student can learn how to use different online communication platforms effectively to communicate effectively.

Understanding the “New Normal”: Though due to the Covid-19 most of the employees continued their work online and began to learn more about the online communication skills, the employees of GD Assist Limited also followed the same work conditions. But as I started my internship program on January,2021 on that time think are little bit normal but at April 2 Bangladesh government impose lockdown and things began to become more difficult and I had to attend last 8 days of my internship program virtually which did not actually give me the positive vibes as work from home is way much stressful and difficult than work in the office.

1.3.3: Difficulties during the internship period

As my internship with GDIC has been accepted when situation become a little bit normal during this Covid 19 situation. So, from the very first day, I have been working physically in the office during my internship period with GDIC. The work environment during COVID19 times has been vastly different from the traditional work environment. The communication has been the biggest challenge during the Internship period. During my internship, I have understood that in the new normal of the workplace, the importance of communication and coordination among the employees is more than ever. In the traditional workplace, communication was much more comfortable than this new workplace environment. In this new workplace environment, the communication has become more difficult because people are not interested meet face to face , they keep a distance from other talk throw the phone so that one miscommunication can hamper the execution of the whole project and having the miscommunication is very much comfortable in this new workplace environment. GDIC has been using the platform of Microsoft teams to communicate with those are work from home. So, learning to use this platform to schedule and implement meetings to work effectively has been challenging. Moreover, the communication needs to be specific and well organized for the smooth operation of GDIC. So, adapting to this process of communication has been the most challenging aspects for me during my internship period. The other challenge or difficulties was to adapt to this new workplace environment of COVID19 where you have no interaction with the other colleagues of GDIC, and all I need to was to deliver the best output for the GDIC in the best possible way by facing the challenges from the new workplace environment during the COVID19.

Chapter 2

Organization Part: Overview, Operations and a Strategic Audit

2.1: Introduction:

2.1.1: Objective:

1. To provide a brief overview of GDIC and its historic background.
2. To analyze the key financial ratios based on the financial statements of the GDIC compared to its competitors.
3. To find out the financial effects of Covid'19 on Green delta insurance company.
4. To provide recommendations based on the analysis and findings.

2.1.2: Methodology

This report features a descriptive research which critically analyzes the challenges GDIC faced during the global pandemic, their diversification strategy and comparison of their revenue details and measure the sustainably of their company. In order to prepare the report, only secondary data has been used.

Secondary Sources of Data

- **Internal Sources:** Much of the information was taken from the annual reports and documents that the company has given to the media.
- **External Sources:** Different website on financial ratios like Investopedia, Website of Dhaka Stock Exchange (DSE), Website of Green Delta Insurance Company Limited, Agrani Insurance Company Limited, Continental Insurance Limited, Eastland Insurance Company Limited, Pragati insurance company Limited.

2.1.3: Scope of the Study

This report details the history and operations of Green Delta Insurance Company Limited. The financial success of the Green Delta Insurance Company is also particular. The report discusses different forms of financial ratios used to assess the financial results of a business.

2.1.4: Limitations of the Study

There were some drawbacks I found in the preparation of this report. I might be able to have a better version of this study if I could resolve these limits. The following limitations are given:

- i) Unable to obtain large amounts of financial information because of organizational policies
- ii) Unable to receive financial information from the rivals in this market
- iii) Lack of standard in the preparation of a private limited company financial report

2.1.5: Significance of the Study

The previous learning from this job is to gain experience in the department of Finance and Accounts. Based on my extensive experience with Green Delta Insurance Company Limited, I was able to prepare an informative study on Green Delta Insurance Company Limited with my supervisors from GDIC and BRAC University. The report easily provides a straightforward insight into Green Delta Insurance Company Limited such as its operation by the Finance and Accounts Department and Green Delta Insurance Company Limited's financial status. In addition, we can get an overall understanding of GDIC products. This study will allow others to understand GDIC and the industry, as we also have a thorough understanding of GDIC competitors.

2.2: Overview of the company:

2.2.1: Background of Green Delta Insurance Company Limited

Green Delta Insurance Company Limited is one of Bangladesh's top non-life insurance companies. The corporation was formed as a public limited company under the Companies Act, 1913, with a paid-up capital of more than 100 million. With its renowned reputation and vast economic ability, the company also enjoys an outstanding commercial partnership with a foreign corporation. Now, Green Delta Insurance Company Ltd. is amassed about BDT 931 million with a credit rating of AAA (long term) and ST1 (short term) for 7 consecutive years as the first Insurance Company in Bangladesh. GDIC is happy to have become the first firm in history to grow its paid-up capital to this level. Additionally, this is Bangladesh's first insurance company to enter into an equity partnership with IFC. Green Delta Insurance Company Ltd. has established a prominent presence in the country by investing in Delta BRAC Housing Ltd., Progressive Life Insurance Company Ltd., United Hospital Ltd., FinExcel Ltd., and BD Venture Ltd. Two of the direct subsidiaries are Green Delta Capital Ltd. and Green Delta Securities Ltd. Green Delta insurance company have two other Subsidiaries, one is GD Assist Limited and second one is Professional Advancement Bangladesh Limited that comes into being to offer value-added services to benefit the insurance sector, especially concentrating on hospital coverage, logistical assistance, global emergency medical evacuation services etc.

They aspire to be a leading forum in the delivery of health care services through Honesty, Accountability, Excellence and superior customer service. They serve as a one-stop option for all the healthcare services that one requires when they are flying onboard.

GD Assist partners with top foreign hospitals such as MHTC-Malaysia Healthcare Travel Council, a project of the Malaysian Ministry of Healthcare, to encourage Malaysian Healthcare in Bangladesh.

2.2.2: MISSION

Its goal is to add value to shareholders by ensuring customer loyalty and committing employees to excellence (GDIC Annual report,2020).

2.2.3: VISION

Its vision is to evolve into a viable, cohesive organization, to achieve the highest degree of competition in the insurance industry, to ensure high profitability and healthy quantitative growth, to meet consumer aspirations through legendary service, and to adopt a modern brand identity and innovative corporate culture (GDIC Annual report,2020).

2.2.4: Core Values



Figure: Core Values

- **Customer First Always:** Give customers first priority. Look for lasting customer ties - within and externally. Differences in the spirit of creating relationships should be communicated (GDIC Annual report,2020).
- **Organization above Self:** We think that individual activities, teams and departments are driven by organizational objectives (GDIC Annual report,2020).
- **Trust:** We believe that mutual trust is the cornerstone to teamwork. Confidence is essential to our business and will influence all of our internal and external relationships.
- **High Standards:** We believe that greatness can only be realized by establishing criteria that push our organization and individual capability (GDIC Annual report,2020).
- **Shared Ownership:** We believe that ownership of success or failure in achieving organizational or team goals is shared by all (GDIC Annual report,2020).
- **Spirit of Adventure:** The sense of unpredictability characterizes is our business and we are certain that continual innovation and creativity address difficulties directly.
- **Respect for Diversity:** We believe that diversity is our key strength and we recognize that team members have varying backgrounds, competencies and ideas and constructive action results only when opinions are aligned for common good (GDIC Annual report,2020).

2.2.5: Awards of Green Delta Insurance Company Limited

Over their years of benefit, Green Delta Insurance Company Limited has become one of the most rewarded companies for their service. Any of Green Delta Insurance Limited's striking awards have been presented below: i) Green Delta Insurance becomes the first Bangladeshi Insurance SuperBrand, ii) Green Delta secures AAA credit rating 7 years in a row as the first insurance company of Bangladesh.

2.2.6: Departments of Green Delta Insurance Company Limited

Green Delta Insurance Company Limited is a large company. They have a few offices to maintain their capacity and manage their customers and corporates. The department of GDIC Constrained follow:

- **Reinsurance & Specialized Underwriting**
- **Finance & Accounts**
- **Human Resources**
- **Underwriting Management**
- **Claims**
- **Brands & Communication**
- **Management Information System**
- **Impact Business**
- **Digital Business**
- **Administration**
- **Legal & Regulatory Affairs**
- **Research & Innovation**

2.2.7: Products and Services

As a long-standing firm, Green Delta Insurance Limited offers the largest range of insurance products and solutions.

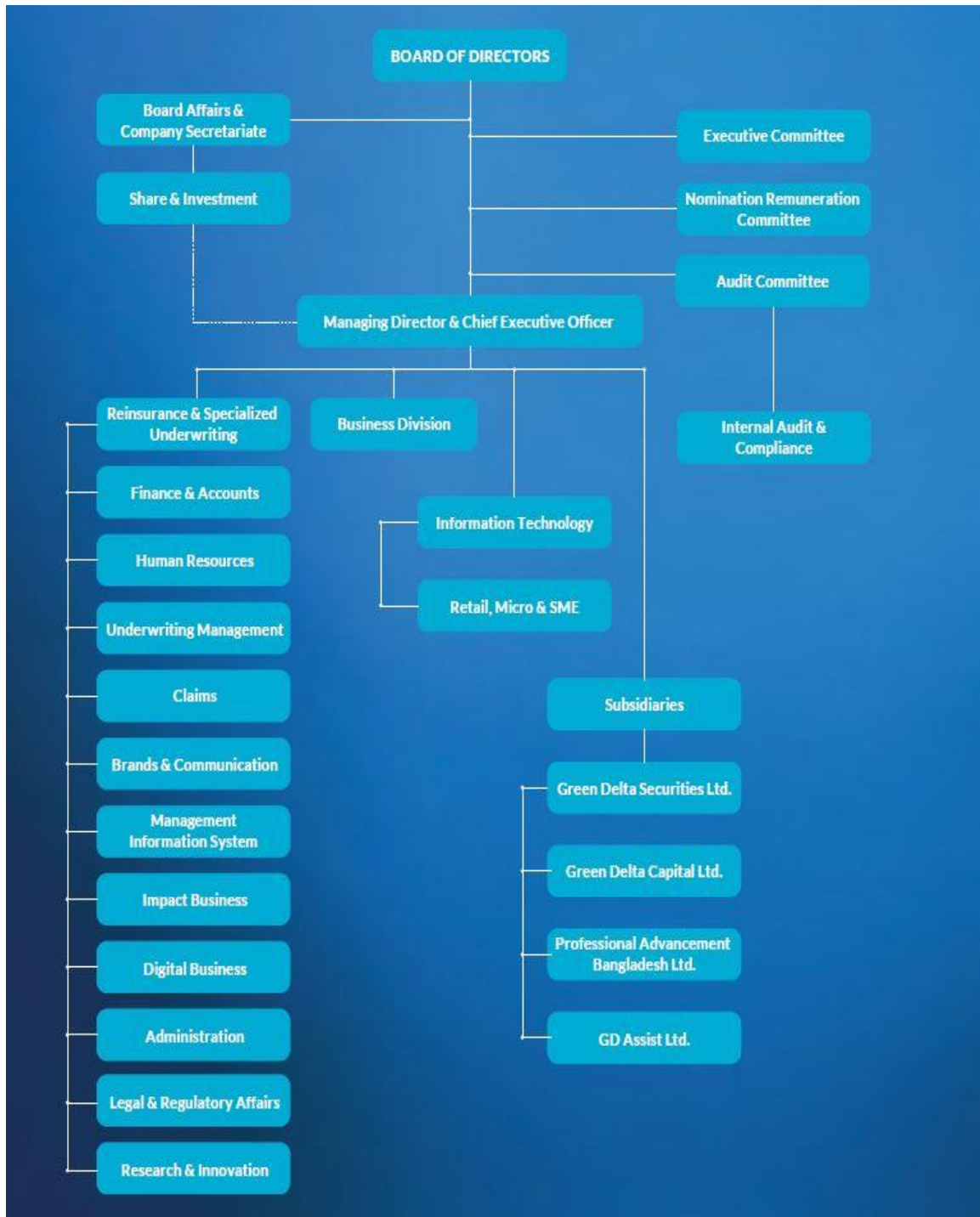
- 1. Core insurance products (Corporate /individual):** Fire insurance, Marine (Cargo+Hullinsurance), Motor insurance, Health insurance, Personal accident insurance, Burglary insurance, Nibedita – comprehensive insurance policy for women, Workmen’s Compensation Insurance (GDIC Annual report,2020).
- 2. Corporate:** Comprehensive risk management solutions, Industrial all risk insurance, including machinery insurance and business interruption, Property all risk insurance including business interruption, Electronic equipment and computer insurance, Professional indemnity insurance, Comprehensive machinery insurance, Comprehensive general liability (CGL), Product and public liability insurance, Directors and Officers liability (GDIC Annual report,2020).
- 3. Financial:** Money Insurance for Commercial Banks, Cash-in-safe, cash-in-transit and cash-on-counter Insurance, Portfolio cover fraud, Credit card travel insurance, Bankers blanket/bond insurance, Bank lockers insurance, ATM booth insurance. (GDIC Annual report,2020).
- 4. Retail, SME (small and medium-enterprises) & Micro:** Personal accident, Health insurance, Overseas Mediclaim insurance, Micro insurance, Micro health insurance, Nibedita – comprehensive insurance policy for women, Household insurance, Motor insurance, Peoples’ personal accident policy, Comprehensive travel insurance (GDIC Annual report,2020)

5. Specialized: Aviation insurance, High Valued Automobile insurance, Miscellaneous insurance, Engineering insurance (erection all risk, contractors all risk, deterioration of stock and boiler and pressure vessels insurance), Business interruption, Crop insurance, Nibedita – comprehensive insurance policy for women, Weather index-based insurance, Live-stocks Insurance, Mobile Device insurance, Cyber Insurance, Trade Credit Insurance (GDIC Annual report,2020).

6. Investment and portfolio management services: Underwriting, Pre-IPO placement syndication, Trusteeship (GDIC Annual report,2020).

2.3 Management Practices

2.3.1: Organizational Structure



(GDIC Annual report,2020)

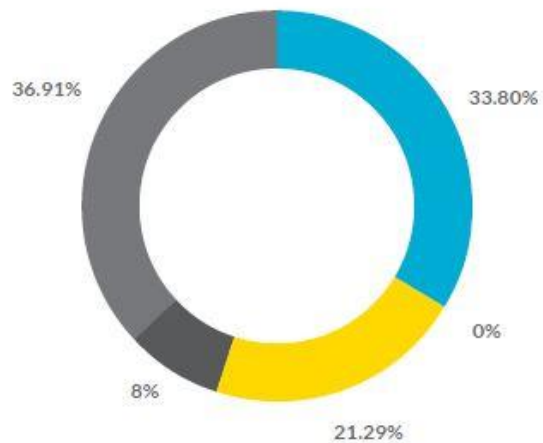
Figure: Organogram of Green Delta Insurance Company Limited

2.3.2: Share Holder Structure of Green Delta Insurance Company Limited

(as on 31st December 2020)

Group Name	Number of shareholders	Percentage
Director & Sponsor	20	33.80
Government	0	-
Institute	224.00	21.29
Foreign Company	1	8.00
General Public	3744	36.91

Shareholding Position



● Director & Sponsor ● Government ● Institute ● Foreign Company ● General Public

(GDIC Annual report,2020)

Figure: Shareholding Position of Green Delta Insurance Company Limited

2.4: Green Delta Insurance Company Limited Marketing Practices:

Green Delta Insurance Company (GDIC) mainly focuses several marketing strategies for the promotional purpose and the experimental purpose. Basically, GDIC offers different kind of insurance facilities like, hospitalization coverage, accidental coverage, health care and lifestyle offer, share market special investment offer etc. Not only that to increase more brand value GDIC also give more priorities for the women empowerment. Specially, for the women GDIC offer “Nibedita” Insurance service. Additionally, for the purpose of expanding the brand name also increasing the brand’s good will GDIC purposefully offer a special insurance facility for the farmer and that name “Agriculture and Cattle Insurance”. This insurance will help the farmers to grow their crops and if incase farmers face the loses for the reason of draught, cyclone, or flood, GDIC will help the farmers those who has this insurance.

Moreover, Green Delta Insurance Company also do promotion through Above the Line (ATL) and Below the Line (BTL). First, I would like to describe the ATL, in this part GDIC do promote their brand through,

- Newspaper
- Magazine

Along with that, GDIC just only do the traditional or ATL marketing, they also do the digital marketing. Nowadays, after analyzing all medium, I find that GDIC do many more focuses on digital marketing instead of traditional one. They are following the three strategies for doing the digital marketing, like.

- Social Media Marketing
- Search Engine Optimization
- Google Keyword Search

First, In the Social Media Marketing, GDIC run several effective campaigns to get more reach, more engagement and grow the response and that will help to attract the consumers those who want this insurance service. Most importantly, the social media marketing is going under the BTL marketing. To add some more, I find that they also focus the **Special days campaigns** to make the consumers more engaging like,

- International Nurse Day
- Mothers' Day
- World Health Day
- World Labor Day

Along with that, including all these special days GDIC also focuses on the HASH TAG Marketing so that it helps to do attract the most consumers frequently.

Including all the thing to make more response toward the consumer GDIC launch a mobile application for the android and apple users. This will help to do maintain everything with the help of internet connectivity and it will help to maintain the social distancing.

Consecutively, if I consider more social media enrichment so that I find that GDIC also did the **Social Awareness Campaign**, to make their consumer viable toward the brand and it will help to create awareness toward the mass people. So, here GDIC do the social awareness campaign through the social media, for that reason it will help to increase the more brand value toward the users.

Second, considering the search engine optimization (SEO) we got the result that if I search the keyword of insurance or best insurance company in Bangladesh so that we will find the GDIC's name because of their SEO marketing along with the keyword search.

Incorporate with the brand value and the good will of the brand, GDIC rewarded the super brand award in Bangladesh. Along with that, GDIC also get another three awards in 2021 like, Innovation in Insurance for Agriculture Insurance, Agriculture for Livestock Insurance & Management System and Innovation in Insurance for being Scheme Operator of Shastho Shurokkha Karmashuchi (SSK) etc and these awards will help to increase the brand value toward the consumers and the users also.

To sum up, marketing is very important for any kind of organization also to retain and reinforce the consumers, there is no other option excluding the marketing. To make the brand viable toward the consumers, marketing plays the vital role. Most importantly, marketing creates the connection with the consumers, if the consumer connect himself with the brand so that, that is engage the consumer and your campaign goes well. So, that is why marketing is so sensitive segment for every brand.

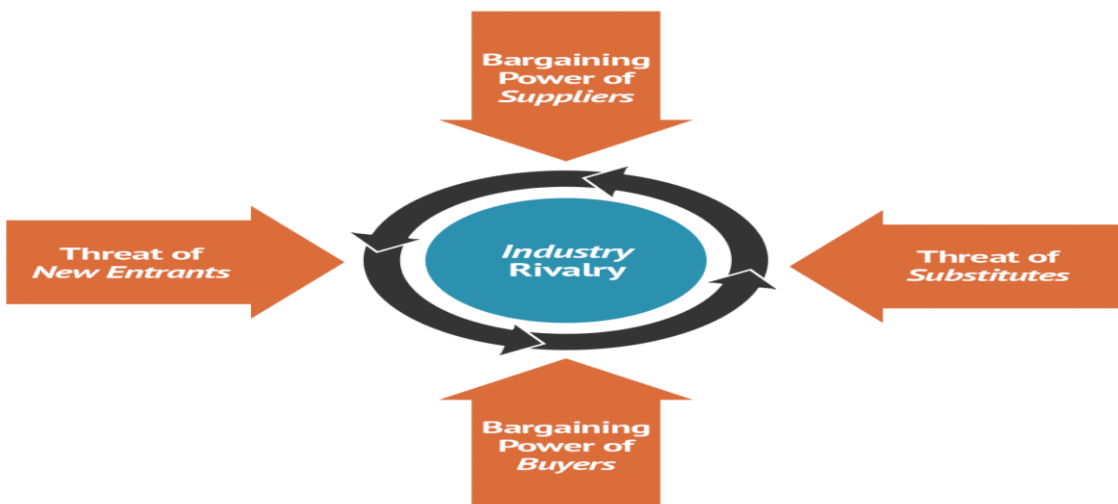
2.5: Green Delta Insurance Company Limited Industry & Competitive Analysis:

The industry and competitive analysis of Green Delta Insurance Company Limited was given below to assess the competitive strengths and prospects in the sector.

2.5.1: Competitive advantage of GDIC

- For three straight years, GDIC has been able to hold the leading market share in 12 percent of the non-life insurance sector.
- GDIC offers a wide and diverse product range that is complemented by knowledge-driven strategies aimed at improving customer preference, productivity, and persistence.
- During the shortest period and according to regulatory requirements, their high liquidity positions allow them to satisfy client claims.
- They are able to expand and maintain market share by pricing their goods and services competitively.

2.5.2: The Five forces of Porter's:



Figures: Porters Five Forces

1. Buyer's power: Moderate

Green Delta Insurance provides consumers with a high added advantage that allows them to competitively price their policies and even allows them to receive higher prices. GDIC supports the product line with strong customer service and high responsiveness, which promotes customer satisfaction and continuity. GDIC's rich insight into the growth of markets and GDIC's capacity to predict and project risk with equal confidence has given strong impetus to underwriting capacities, which in turn allow GDIC to prudently price risk, attracting a wider range of customers to its portfolio.

2. Supplier's power: Low

At Green Delta Insurance, their vendors consist exclusively of their premium clients. These consolidated premiums reflect the money of the customers which GDIC invests to extract income which includes investment income.

3. Threat of new entrants: High

Green Delta Insurance operates in the context of our well-defined standards, beliefs and rules that still allow us to commit to professional conduct and procedure. Because the challenge from new entrants and a vast number of organized and unorganized components is strong, the GDIC must distinguish the operating model such that competitiveness and competitive pressure are efficiently countered and threatened by their capacity and price deviation.

4. Threat of substitute products: Low

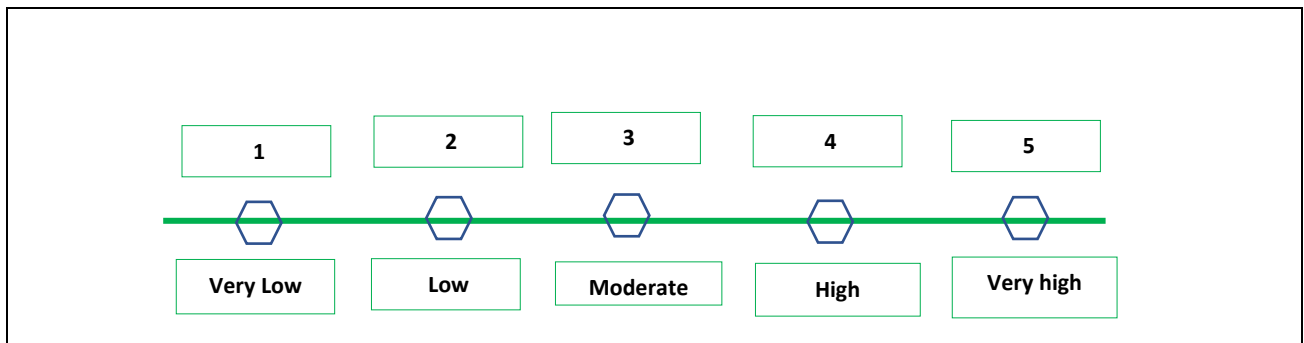
Green Delta insurance operates in a country with low single-digit GDP insurance premiums. This in itself reflects the scope to above all increase the value of the applicable traditional goods. Secondly, these plans are more suited to advanced audiences that are mature with regard to their insurance needs and have greater technical literacy and internet penetration. However, Green Delta Insurance aggressively focuses on the development of cutting-edge goods and services that are important to a sector that is becoming middle-income.

5. Competitive rivalry: Very high

It is a mystery that while Bangladesh has a population of about 165 million, the insurance industry penetration is tiny as the demand is mostly clustered in the country's unique pockets. In Green Delta Insurance they are particularly focused on the consumer sectors that are under-penetrated to satisfy consumers' unmet needs as a successful tool to thwart competition. This also helps to allow them to achieve a greater aim, in the spirit of democratization, to meet the importance and interest of mass insurance.

Analysis Porters Five Forces Result

Scale:



Level of competition:

$$\frac{3 + 2 + 4 + 2 + 5}{25} * 100 = 64\%$$

2.5.3 SWOT Analysis

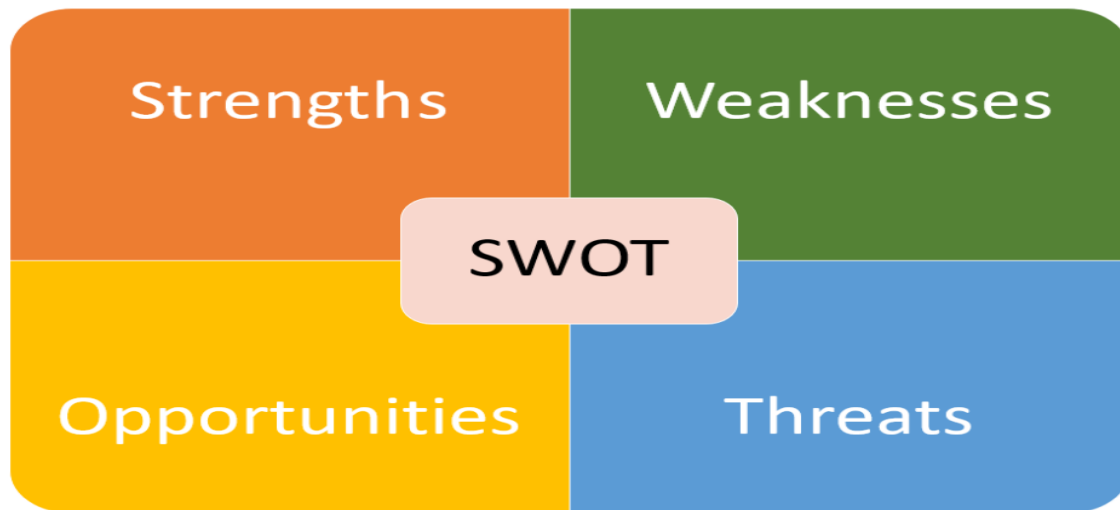


Figure: SWOT Analysis

SWOT analysis is a comprehensive assessment of a company's strengths, weaknesses, opportunities, and threats. It entails focusing on both the external and internal environments.

- **Opportunities:** This part focuses on the external environment, which refers to the opportunities that any firm obtains from its surroundings. Green delta insurance company limited has a lot of opportunities as a non-life insurance company. Firstly, it has a huge business area to expand their business. Also, they can develop a relation with foreign insurance company. Lastly, they can also introduce different type of product based on COVID-19 situation.
- **Threats:** The Green Delta Insurance Company is facing some Threats. The most serious threat they face is from a rival who offers a similar product and service. Another threat is that their products and services might be readily duplicated by a competitor.

- **Strengths:** It has some strengths, just like every other company. First and foremost, they have a much larger potential consumer base than any other insurance provider. As a result, they are considered one of the early pioneers in the insurance industry. They also have 38 branches around the country that help them get to their consumers swiftly. Last but not least, they have a strong reputation in the insurance industry.

- **Weakness:** Weakness is the area of lack for GDIC. But there is space for progress, and a weakness may become a strength. First of all, it takes sometimes longer time to comply with the claim because of the system, which damages their reputation. But if GDIC speeds up the process, it will become one of their biggest strengths.

Chapter 3:

Financial Study of Green Delta Insurance Company Limited (GDIC)

3.1: Introduction

3.1.1: Background

Bangladesh's insurance market is no longer very large in evaluation with the diploma of risk. For a higher functioning of the insurance industry and to attain appropriate growth of the insurance enterprise in Bangladesh. Insurance commercial enterprise in Bangladesh nowadays is pretty shaky. The marketer's hotel a prominent role in the insurance market of Bangladesh whilst the machine of professional brokers has no longer yet superior in the country. A total of 60 insurance plan corporations are functioning in Bangladesh till date. Of these companies, 57 are private, two state-owned and one is overseas insurance directorate, underneath the ministry of commerce, is the regulatory-body of the country's insurance sector. At existing there are 44 time-honored insurance groups walking in Bangladesh. Basically, Insurance is a danger swap mechanism whereby the individual or the commercial organization can shift some of the qualms of existence on the shoulder of the other. All the human beings will desire to stay a cleaner, healthier, relaxed and convenient life. To meet this responsibility special companies, produce and furnish items and services. They make innovation and inventions, which take extremely correct risk. Large accountability falls on the shoulder of innovators and inventors. A small error or lapse may additionally moreover cause several thing outcomes and motive demise or disability. These sorts of risks highlight the importance of insurance. If there had not been insurance plan at the lower back of all innovators the world would have in no way progressed. According to The Daily star newspaper "the penetration of life insurance in Bangladesh is only 0.5 percent which means

that the vast majority of our fellow countrymen are not accessing all the options available to them. At the same time, it shows insurance services have significant room to grow and thrive in the coming days.”

3.1.2: Objective:

The main goal of this report is to conduct a thorough financial review of an insurance company while also evaluating their financial results in order to offer investors a better understanding of the industry. The following are the more basic objectives:

5. To provide a brief overview of GDIC and its historic background.
6. To analyze the key financial ratios based on the financial statements of the GDIC compared to its competitors.
7. To find out the financial effects of Covid'19 on Green delta insurance company.
8. To provide recommendations based on the analysis and findings.

3.1.3: Significance of the Study

The previous learning from this job is to gain experience in the department of Finance and Accounts. Based on my extensive experience with Green Delta Insurance Company Limited, I was able to prepare an informative study on Green Delta Insurance Company Limited with my supervisors from GDIC and BRAC University. The report easily provides a straightforward insight into Green Delta Insurance Company Limited such as its operation by the Finance and Accounts Department and Green Delta Insurance Company Limited's financial status compare to its competitor. In addition, we can get an overall understanding of GDIC products. This study will allow others to understand GDIC and the industry, as we also have a thorough understanding of GDIC competitors.

3.1.4: Methodology

This report features a descriptive research which critically analyzes the challenges GDIC faced during the global pandemic, their diversification strategy and comparison of their revenue details and measure the sustainability of their company. In order to prepare the report, only secondary data has been used.

3.1.4.1: Secondary Sources of Data

- **Internal Sources:** Much of the information was taken from the annual reports and documents that the company has given to the media.
- **External Sources:** Different website on financial ratios like Investopedia, Website of Dhaka Stock Exchange (DSE), Website of Green Delta Insurance Company Limited, , Agrani Insurance Company Limited , Continental Insurance Limited , Eastland Insurance Company Limited , Pragati insurance company Limited.

3.1.4.2: Data Analysis and Interpretation

After completion of data collection from different sources of Green Delta Insurance Company Limited, many intermediaries were applied to analyze, interpret and implement the data in forming this report. The report was primarily built on the foundation of analytical judgment.

3.1.4.3: Techniques and Tools

Techniques: In order to provide a detailed and convenient report that displays the industry and its performance, information was needed to be precise and just and settings of these data were needed to be systematic in order to be understood. In order to prevent difficulty, the report was concluded in a disciplined manner and in order to do so, I have used trend analysis to analyze the data.

Tools: To implicate the techniques for analyzing the data, simple MS Word and MS excel were used.

3.1.5: Limitations:

- The main difficulty that limited the level of information in completing the report was the confidentiality that the company had to maintain. The company found that major information that could be fruitful to display in the report was not secured. This created a vast barrier in analyzing the data.
- As my internship was an agreement of three months period, I had insufficient time to accumulate all data that was necessary.
- The corporate is always busy. Most of the employee was unable to provide me the data that would help me in my internship report.
- Green Delta Insurance Company Limited takes its work very seriously. As such, all employees are determined to complete their duties and work within the given time. Moreover, any individual who have joined the company as an intern is also obligated to finish their tasks within the deadline too. Therefore, at most times, I was unable to work on my internship report.
- The working procedures and activities of the Green Delta Insurance Company Limited are a vast structure and they modify their strategy on a daily basis. As a result, I cannot collect update information & strategy.

3.2: Findings and Analysis:

3.2.1: Finding peer group/ main competitor(s)

Green Delta Insurance Company has many competitors in the insurance market. According to my finding main competitor of green delta insurance companies are

- Pragati Insurance Ltd.
- Agrani Insurance Company Ltd.
- Federal Insurance Company Ltd
- Global Insurance Ltd.
- Reliance Insurance ltd
- Standard Insurance Ltd.
- Peoples Insurance Company Ltd.
- Meghna Insurance Company Ltd
- Islami Commercial Insurance Co. Ltd
- Eastland Insurance Company Ltd.
- Continental Insurance Ltd

3.2.2: Analysis Financial Health of Green Delta Insurance Company compared to its Competitor (Ratio Analysis)

financial fitness considers a number of factors of finance scenario (internet worth, credit score, debt, savings, retirement fund, etc.) to provide a holistic seem at how to meet distinctive economic needs. Having a clear photo of monetary fitness can help you make extra knowledgeable decisions about your organization's path and how assets are allocated. Similarly, if agency favor to entice buyers or searching for financing, they want to talk about business's economic health.

3.2.3: Profitability Ratios:

Profitability may be defined as a company's capacity to create benefits in relation to its business projections. It's used to figure out how a corporation uses its available resources.

3.2.3.1: ROE (Return on equity)

ROE is considered an indicator of how effective management uses the properties of an organization to generate revenues. ROE is a statistic that can be measured by a firm, where both net income and equity are positive. Net income is measured prior to dividends payable to owners and prior shareholder dividends and interest to lenders.

Companies	2015	2016	2017	2018	2019
Green delta insurance company	4.04	4.40	5.79	4.34	5.13
Pragati insurance company Limited	6.7	2.8	3.7	5.7	6.3
Agrani insurance company Ltd.	7.23	11.08	10.67	8.54	7.27
Eastland insurance company ltd.	8.17	8.14	8.92	6.65	1.69
Continental insurance limited	8.37	8.04	8.14	7.95	8.72

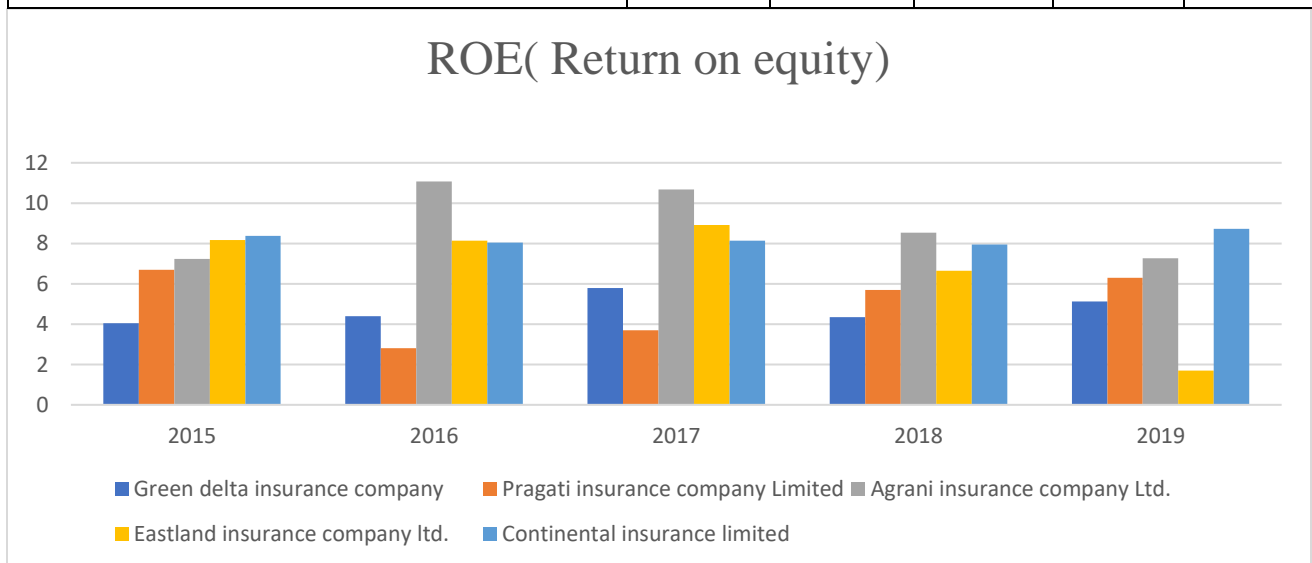


Figure: ROE

Interpretation: I have considered the annual report of green delta insurance company from 2015 to 2019, to analyze the financial condition over its competitors. Based on the annual report, ROE (return on equity) position of the company is increasing from 2015 to 2019 which indicates the management's efficiency in utilizing its investment to grow their business. From the graph, we can see that the remaining companies also have a good ROE position since 2015 but if we look into the Eastland insurance company limited the ROE position has started to deteriorate from 2019 which indicates inefficient management of the properties to generate revenues for the company.

3.2.3.2: ROA (Return on Asset):

The return on assets, often referred to as the return on total assets, constitutes a profitability ratio measuring the net income from total assets over a period when the net income is compared to the average total assets.

Companies	2015	2016	2017	2018	2019
Green delta insurance company	3.006	2.895	2.47	2.54	2.70
Pragati insurance company Limited	1.19	2.01	2.73	4.0	4.4
Agrani insurance company Ltd.	4.81	7.32	6.80	5.26	4.65
Eastland insurance company ltd.	5.5	5.53	6.20	4.5	4.33
Continental insurance limited	9.95	5.58	5.86	5.95	6.73

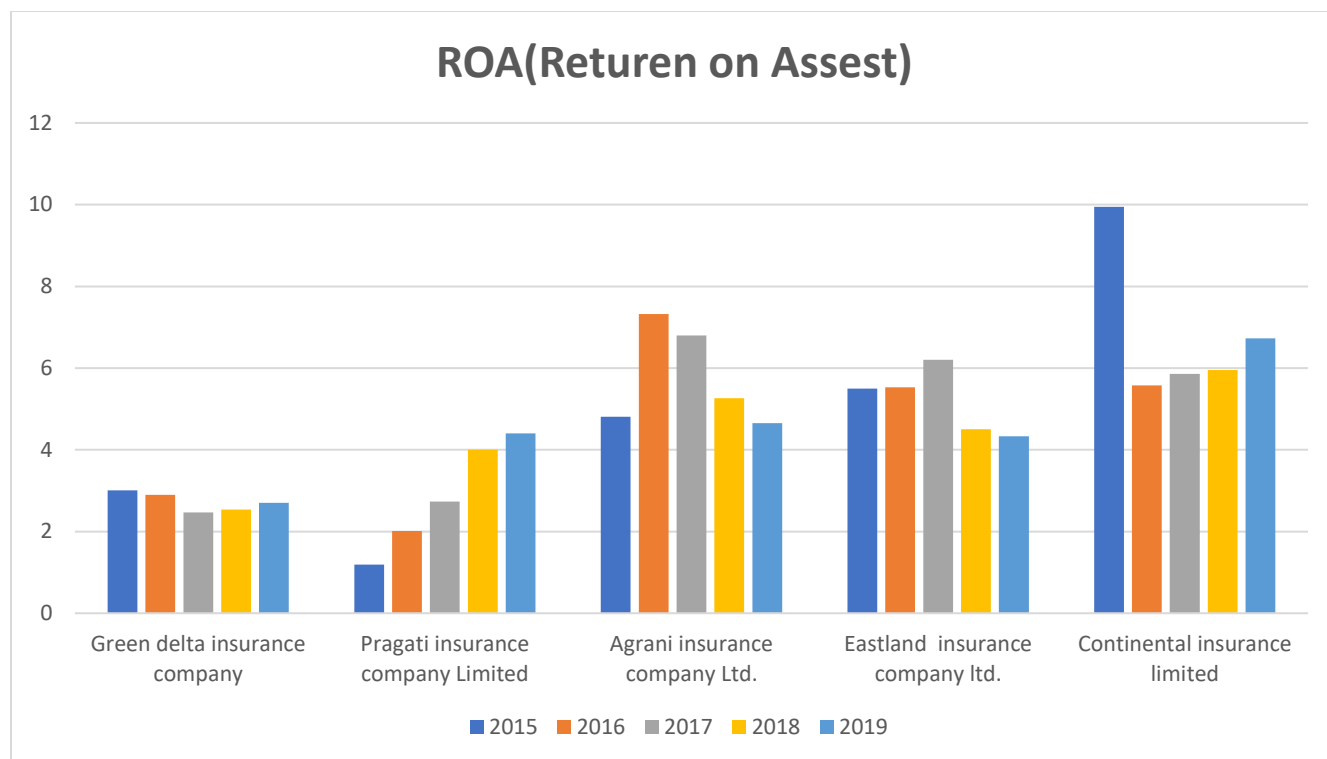


Figure: ROA

Interpretation: The higher the percentage, the more effectively a business will gain a return on its asset investment. The ROA position of Green delta insurance company is higher in 2019 in comparing to FY 2017 & 2018, which indicates the company's efficiency to manage its assets to produce profits during a period. Although, the ROA position is being improved since 2017, but that is still not in a satisfactory position than it was in FY 2015 & 2016. Comparing among the companies, the ROA position of Continental Insurance limited is increased since 2015, which performs greatly than the other companies.

3.2.3.3: Dividend yield

The dividend yield, calculated as a percentage, is a financial ratio, showing how much a dividend/price a company pays in relation to its stock price per year.

Companies	2016	2017	2018	2019
Green delta insurance company	4	3	3	4
Agrani insurance company Ltd.	4.17	4.85	2.89	3.85
Eastland insurance company ltd.	5.11	4.76	3.77	2.55
Continental insurance limited	3.9	2.16	2.9	2.13

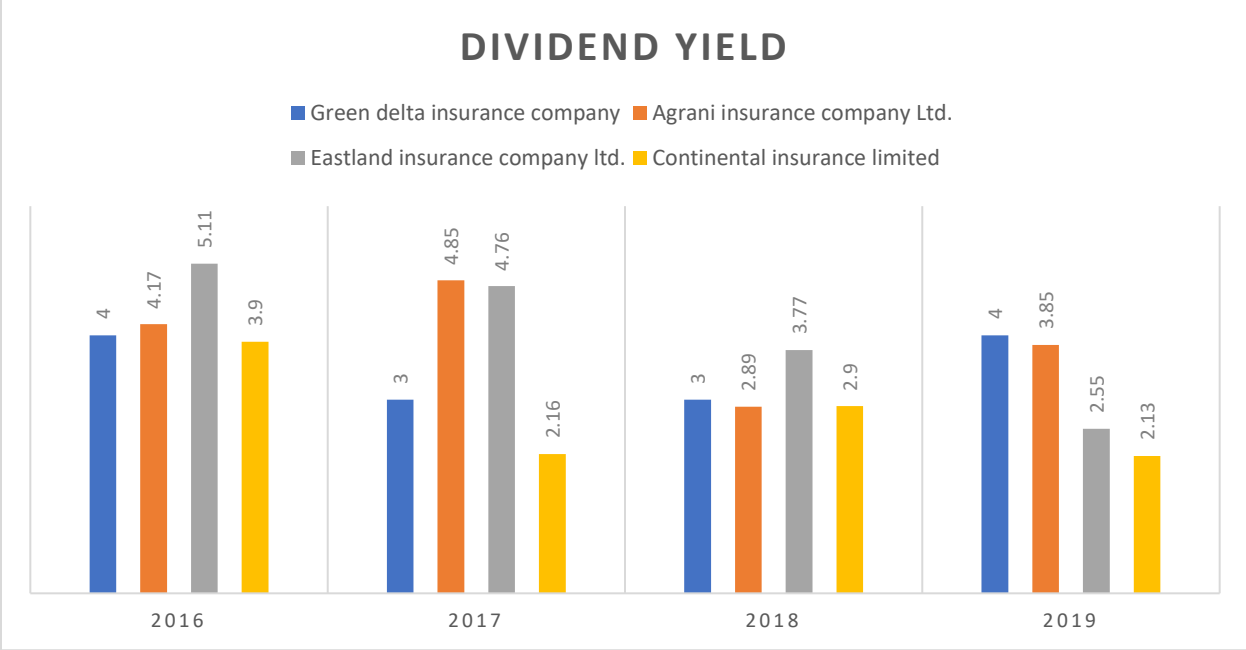


Figure: Dividend yield

Interpretation: The Green delta insurance company as well as the Agrani insurance company Ltd. have the high dividend yield in FY-2019. On the other hand, as for Eastland insurance company ltd. & Continental insurance limited, the dividend was higher in the year FY-2016, FY-2017; nevertheless, it decreases in the year FY-2019. Among these companies, GDIC’s Dividend yield ratio is looks constant.

3.2.3.4: EPS (Earning per share)

Earnings per share (EPS) is a market prospect ratio, also known as net income per share that determines the value of the net earnings per share of outstanding stock.

Companies	2015	2016	2017	2018	2019
Green delta insurance company	2.85	3.08	3.01	3.09	3.39
Pragati insurance company Limited	1.74	2.38	2.66	3.02	3.19
Agrani insurance company Ltd.	2.01	2.73	2.39	1.92	1.59
Eastland insurance company ltd.	1.63	1.76	2.02	1.42	1.45
Continental insurance limited	1.51	1.44	1.49	1.55	1.84

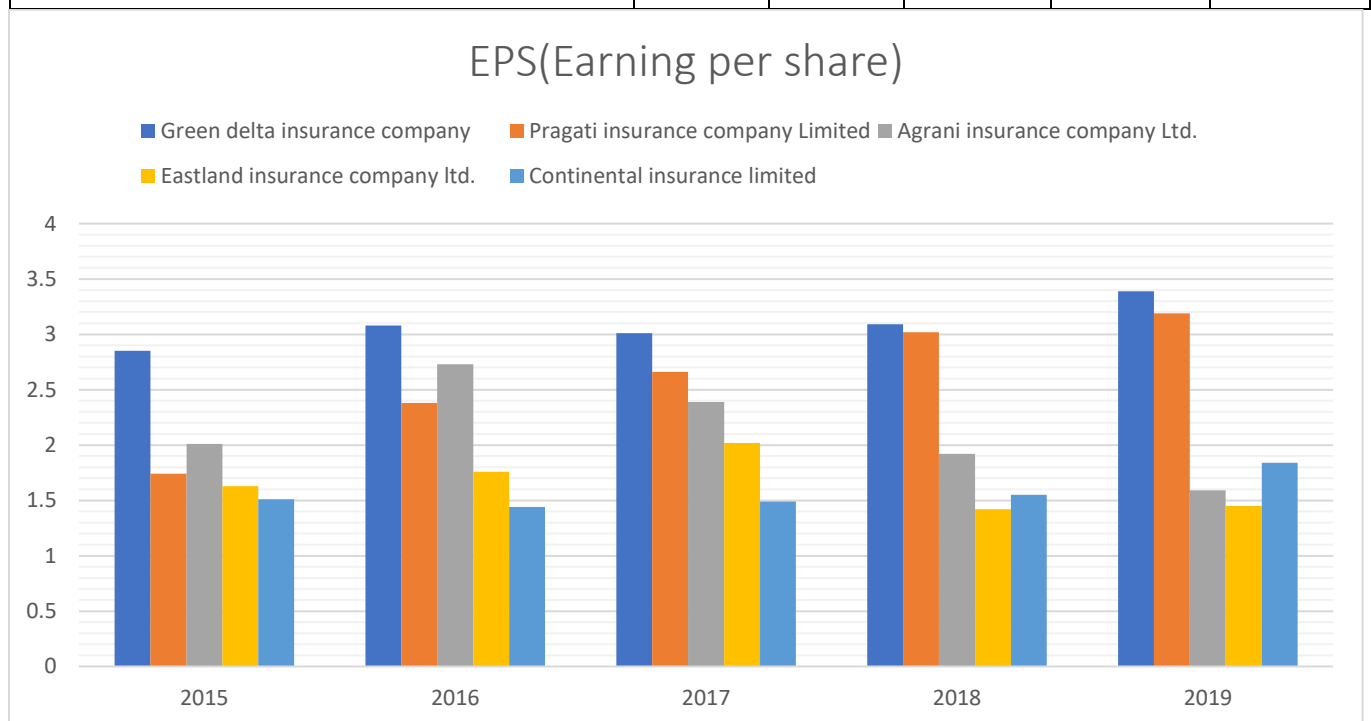


Figure: EPS

Interpretation: Green delta insurance's and continental insurance Limited's EPS is rising year by year, which indicates the company is performing well. However, Agrani insurance's EPS is decreasing day by day, which means the company's condition is not that decent.

3.2.4: Liquidity Ratios

Liquidity ratios show the capacity of a corporation to pay its existing liabilities. This means cash and other assets available to meet accounts payable, short-term debt and other liabilities. Some of the best-known liquidity measurements of a company include:

3.2.4.1: Current ratio

The current ratio is a liquidity ratio which measures the capacity of a business to pay short and long-term bonds. The current ratio considers a company's current net assets (both liquid and illiquid) in relation to its current overall liabilities for the purpose of determining this ability.

Companies	2015	2016	2017	2018	2019
Green delta insurance company	2.46	1.93	2.03	1.67	1.59
Pragati insurance company Limited	.4925	.4859	.5203	.5507	.7339
Agrani insurance company Ltd.	.7165	.699	.8100	.7015	.102
Eastland insurance company ltd.	2.55	2.42	2.38	2.59	2.28
Continental insurance limited	1.2	1.113	2.13	2.44	3.09

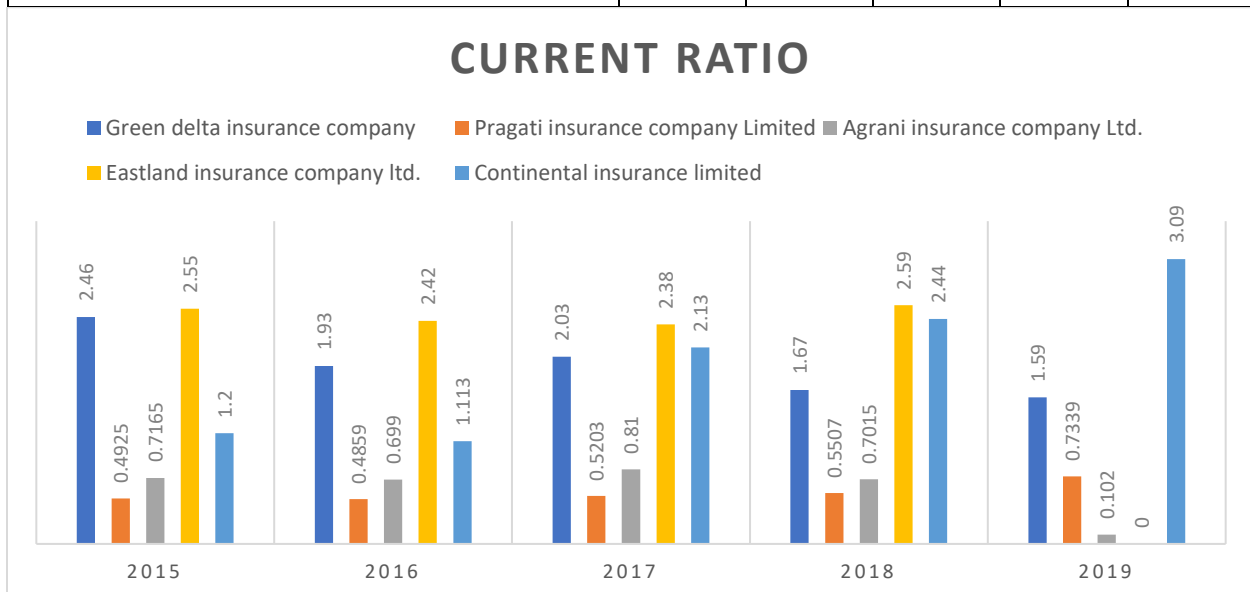


Figure: Current ratio

Interpretation: The current ratio of Green delta insurance company is 1.59:1 which means that the company has adequate current assets to settle its current liabilities. However, in comparing to previous years, the current ratio is reducing over the years. Continental insurance has good liquidity ratio comparing to other.

3.2.4.2: Cash ratio

The cash ratio may be a more stringent version of the current asset ratio which advises that a company has the amount of cash to repay its current liabilities. The cash ratio will quantify the liquidity of a company, in particular a percentage of the combined cash and cash equivalents of a company's current liabilities. The measure analyses a company's ability to cover its short-term debt in cash or near-cash.

Companies	2015	2016	2017	2018	2019
Green delta insurance company	50	37	29	20	18
Pragati insurance company Limited	49.25	48.59	52.03	55.07	73.39
Agrani insurance company Ltd.	1.11	1.18	.98	.894	.938
Continental insurance limited	3.38	3.27	3.56	3.97	4.27

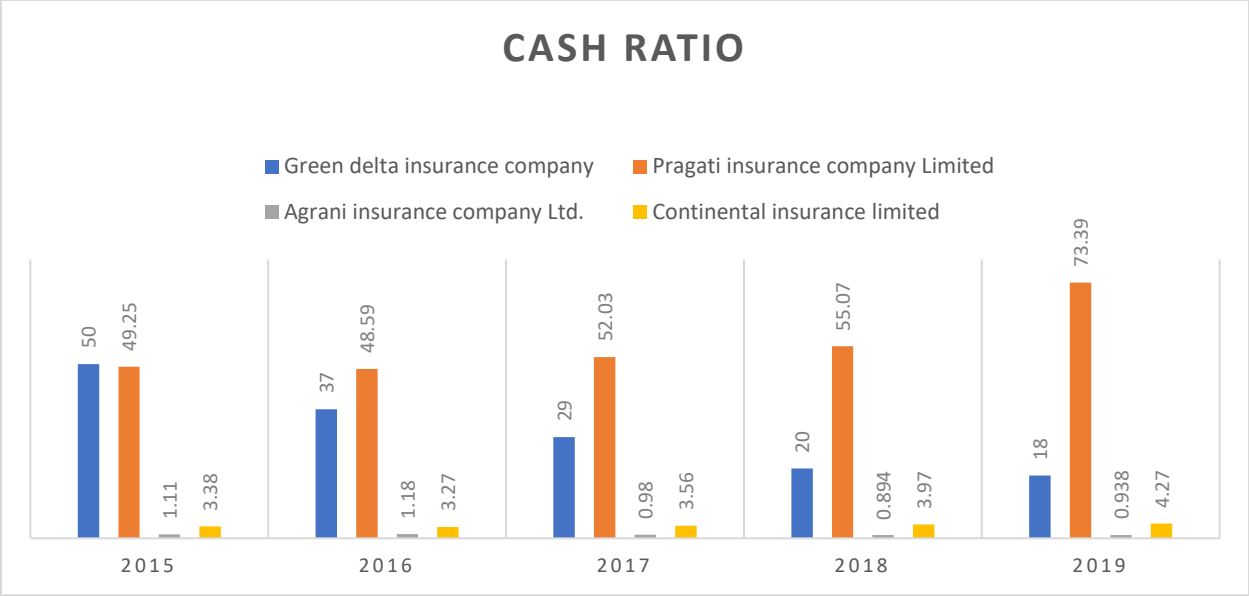


Figure: Cash ratio

Interpretation: Over the past five years, the GDIC cash ratio has changed apart. It has a high ratio in 2015 which steadily decreased through the year, and the cash ratio in 2019 comes to at 18. The Pragati Insurance Company Limited, on the other hand, maintains a high cash rate and retains the high cash ratio among three different insurance companies. Besides these, Agrani insurance company Ltd. and Continental insurance limited keep a very low cash ratio.

3.2.5: Solvency Ratio

The solvency ratios examine how much a company relies on borrowing to finance its operations. As a result, bankers and investors examine these ratios thoroughly. Most ratios compare assets or net value to liabilities. A high solvency ratio may raise a company's risk and fall vulnerability, but this increased risk is also associated with the possibility of larger rewards.

3.3.5.1: Debit equity ratio

It represents the percentage balance of the company's investment capital. A business is generally considered safer when a ratio of equity debt — a larger share of the share capital provided by the owner — is low but excessive caution can be shown by a very low ratio. The debt should usually range from 50% to 80% of the equity.

A high debt/equity ratio typically means that a company aggressively financed its debt growth.

The increased interest costs will lead to unpredictable profits.

Companies	2015	2016	2017	2018	2019
Green delta insurance company	35	52	54	77	89
Pragati insurance company Limited	41.02	37.11	35.38	39.80	40.21
Agrani insurance company Ltd.	50.26	51.30	56.90	62.30	56.10
Eastland insurance company ltd.	32.2	32.1	33.66	32.35	37.29
Continental insurance limited	42.06	44.03	39.02	33.69	30.55

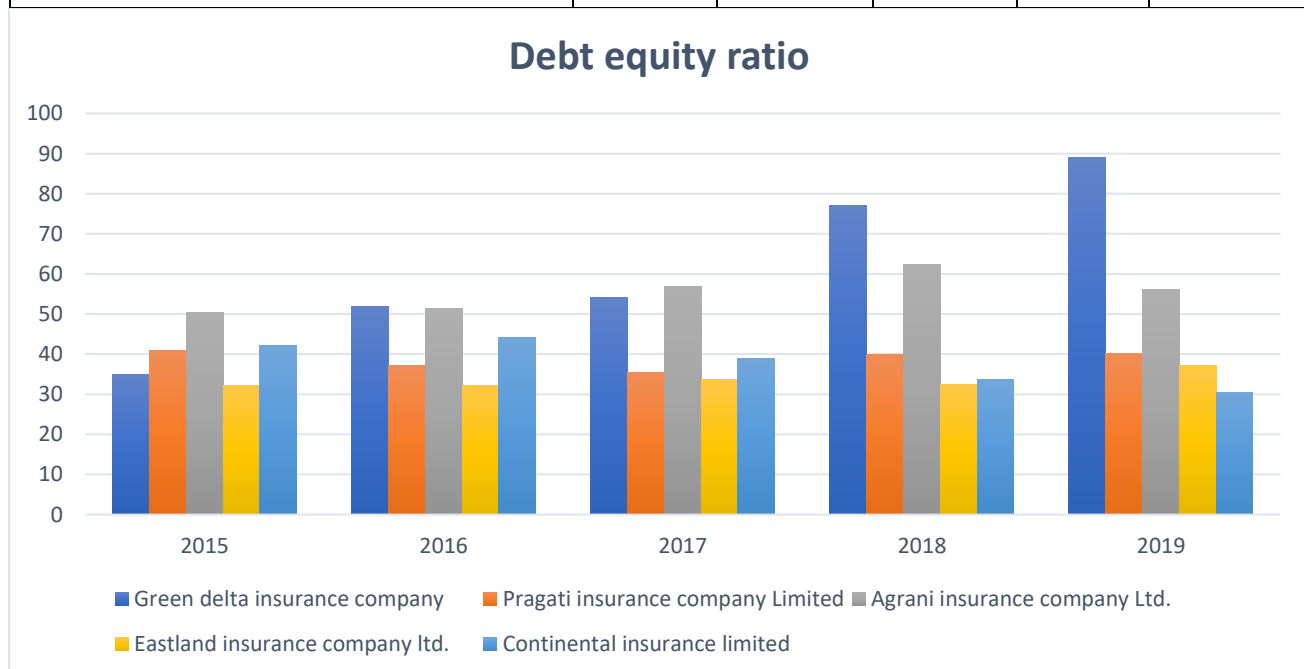


Figure: Debt equity ratio

Interpretation: A high debt-to-equity ratio indicates that a company may not be able to generate enough cash to satisfy its debt obligations. And low debt-to-equity ratios may also indicate that a company is not taking advantage of the increased profits that financial leverage may bring. As for Green Delta, it's Debt Equity Ratio is increasing dramatically since 2015 which indicate that company has an aggressive growth strategy being funded by debt. Comparing to other companies, the conditions of the last three companies were seems reasonable since the figure was below 100%, which suggests that during the last five years they have more equity funding than debt finance.

3.2.6: Performance and Management Efficiency

3.3.6.1: Total investment

Companies	2015	2016	2017	2018	2019
Green delta insurance company	3279.29	3492	4210	3940	3900
Pragati insurance company Limited	377.61	388.65	416.66	407.66	409.89
Agrani insurance company Ltd.	440.43	489.99	470.66	482.08	482.63
Eastland insurance company ltd.	149.47	128.63	146.19	59.22	47.51
Continental insurance limited	244.99	259.86	321.73	283.43	751.34

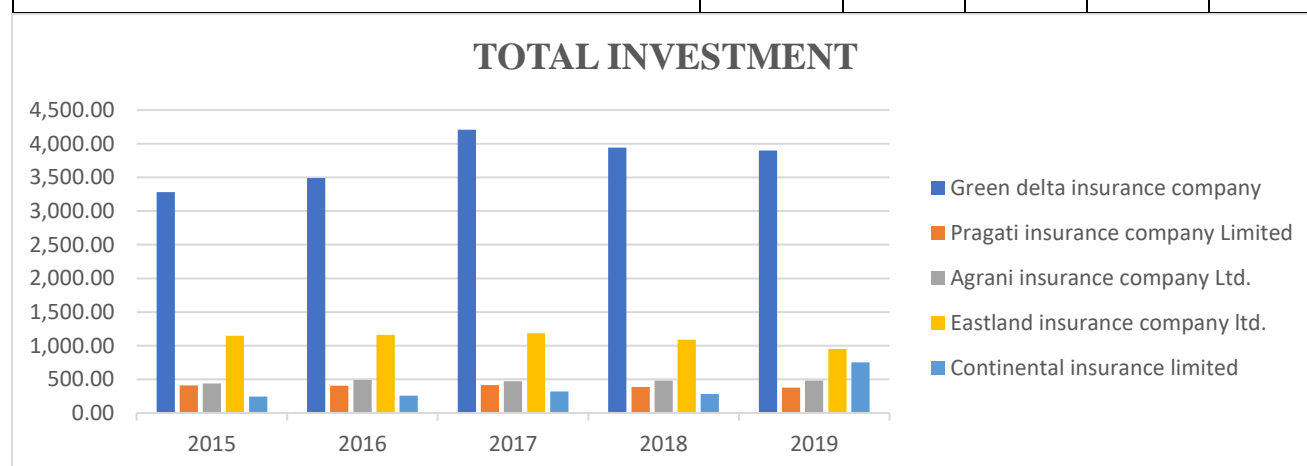


Figure: Total investment

Interpretation: The graph shows that the Green Delta Insurance Company Limited has a significant stake compared to four other insurance companies. Since FY-2015 to till FY-2019, the high investment was in FY-2017 after the year, investment reduced in FY-2018 & FY-2019 some to extent. As for Eastland insurance company ltd, its investment is not adequate, which need to be increased for the forthcoming years.

3.3.6.2: Net income

Companies	2015	2016	2017	2018	2019
Green delta insurance company	230.30	248.58	243.10	249.41	300.71
Pragati insurance company Limited	48.41	84.48	117.78	185.12	209.19
Agrani insurance company Ltd.	30.24	50.56	49.07	41.64	38.22
Eastland insurance company ltd.	120.24	129.91	149.23	109.00	112.48
Continental insurance limited	581.36	571.21	634.33	668.54	739.25

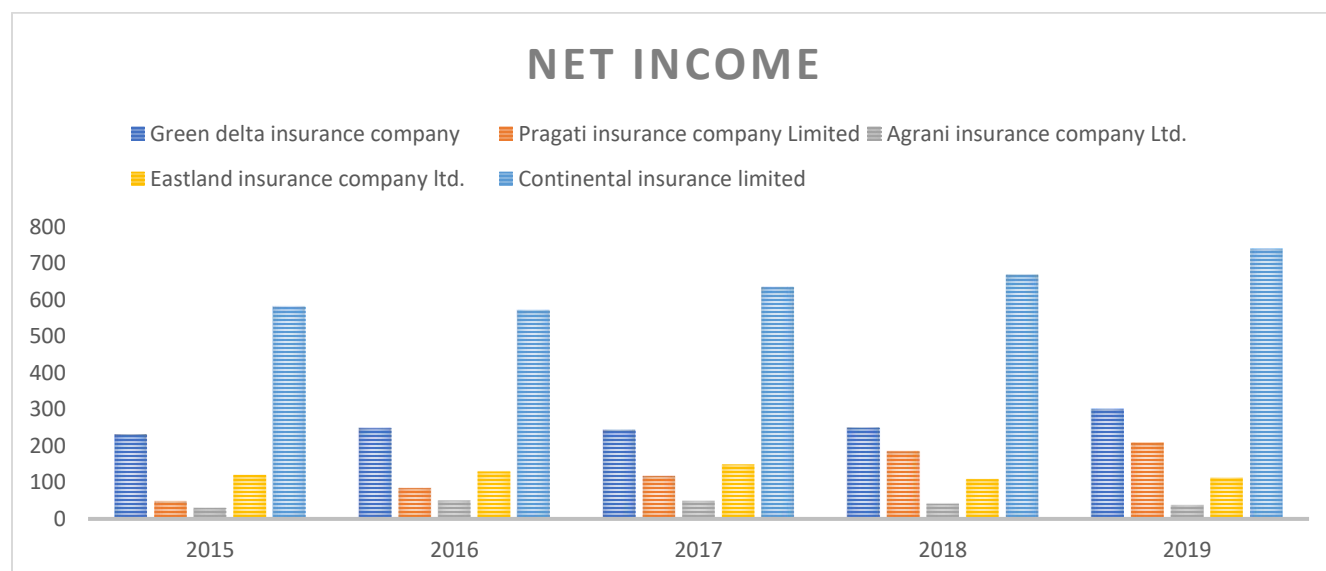


Figure: Net Income

Interpretation: The main goal of an insurance-based company is to make a profit. Comparing to other industries, the annual revenues of the Green Delta is increasing, which indicates a good performance. However, as for the rest of the companies, their net profits is also rising over the years, nonetheless the state of the green delta is higher.

3.3.6.3: Net claims

Companies	2015	2016	2017	2018	2019
Green delta insurance company	301.49	334.48	371.15	470.93	565.48
Pragati insurance company Limited	92.59	76.72	82.48	117.69	138.47
Agrani insurance company Ltd.	26.90	30.02	49.55	48.84	15.33

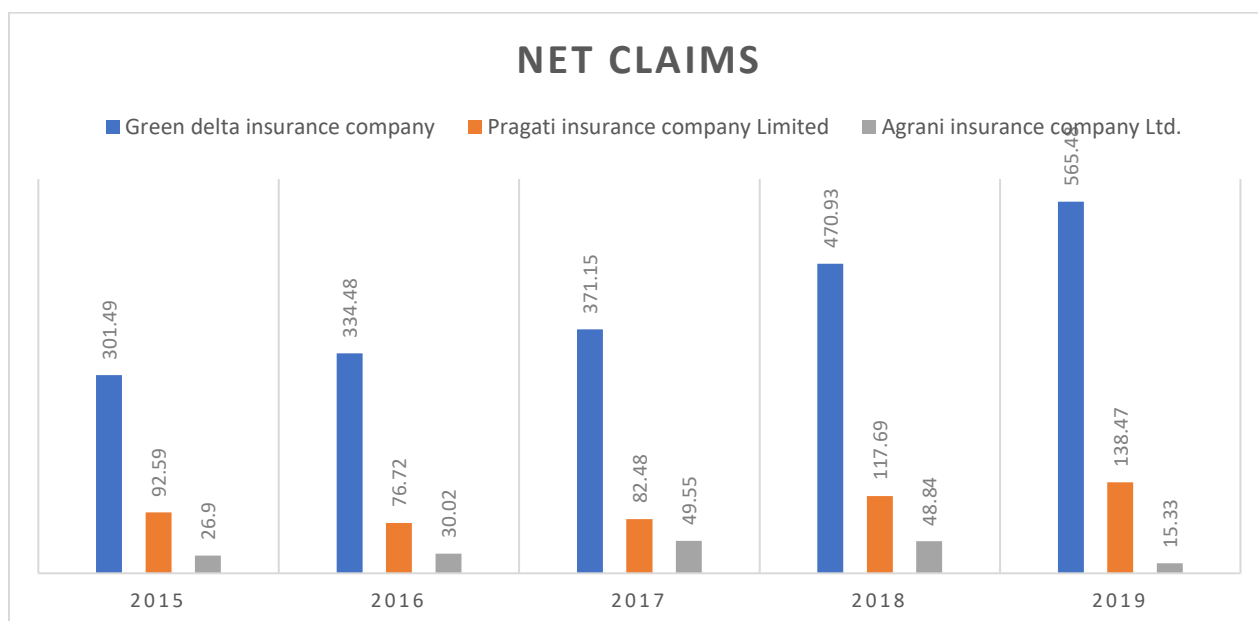


Figure: Net Claims

Interpretation: The net claim or claim for damages on an insurance policy ensures that the insurance provider will reimburse the policy. Among those companies, the net claim of Green Delta is very high because they have a hefty amount of customer base.

3.2.7: Recommendations for GDIC based on findings and analysis

- GDIC should avoid depreciation and unusual expenditures to boost ROA in order to improve business standing.
- Although 2019 is expanding, it has to be enhanced since strong ROI signifies effective firm management. Here, investment returns are not up to the standard, thus they should be enhanced.
- For better EPS GDIC should focus on the issues through which their net income may be increased. They may enhance it by cutting their costs and increasing their income. You can also take actions to lower your tax payment. The higher the EPS, the better the state of the firm.
- GDIC is in a stronger position, although the present GDIC current ratio trend is declining year after year. It must continue its expansion and hence lower its debt burden and raise the quantity of its current assets. It may also keep its position to fulfill the demand of creditors as the ratio is not poor.
- GDIC should keep this status. They must also be assured of sufficient cash security. The proportion should not be increased as it shows inefficiency.
- The debt financing costs can exceed the company's debt return earned through investment and commercial transactions and become too expensive for the company to handle. This can lead to bankruptcy, and shareholders do nothing. The GDIC should therefore concentrate on this matter. It's best to keep the condition.

3.3.8: To find out the financial Effects of Covid'19 on Green delta insurance company

In 2020, COVID-19 not only affected our lives, it also affected our business locally and worldwide. Globally, business was down by 30 %-40%. Insurance business is not out of this crisis. Green delta Insurance company also face pandemic crisis try to over come it. GDIC take a lot of strategies to overcome it. GDIC's 2020 performance shows the advantages of a broad product range. Although COVID-19 has had a material impact thought GDIC Net profit grew by 127 percent.



(GDIC Annual report,2020)

Figure: Performance summary

Covid 19's main impact on GDIC is the loss in revenue. In 2020, total revenues declined by 12%. In addition, the delay in policy renewals and the automatic renewal of motor policies led to lockdowns, yet the policy was renewed after lockdown. The marine business has also been affected by the decline in foreign commerce. However, 11 percent increase was realized in the renewal-driven fire portfolio.

In addition, claims and expenditure are much lower in 2020 than in 2019. Lower claims occurred as a result of the lockdown, followed by limited activities and automobile usage. As a result, the cost of claims dropped by 31%. Various steps have also been introduced to enable them to cut operational costs by 18 percent.

Operation was ongoing via the online system and with the assistance of the central work from home team during the lock-down. It helps smooth operation and timely claims and other payments could be guaranteed.

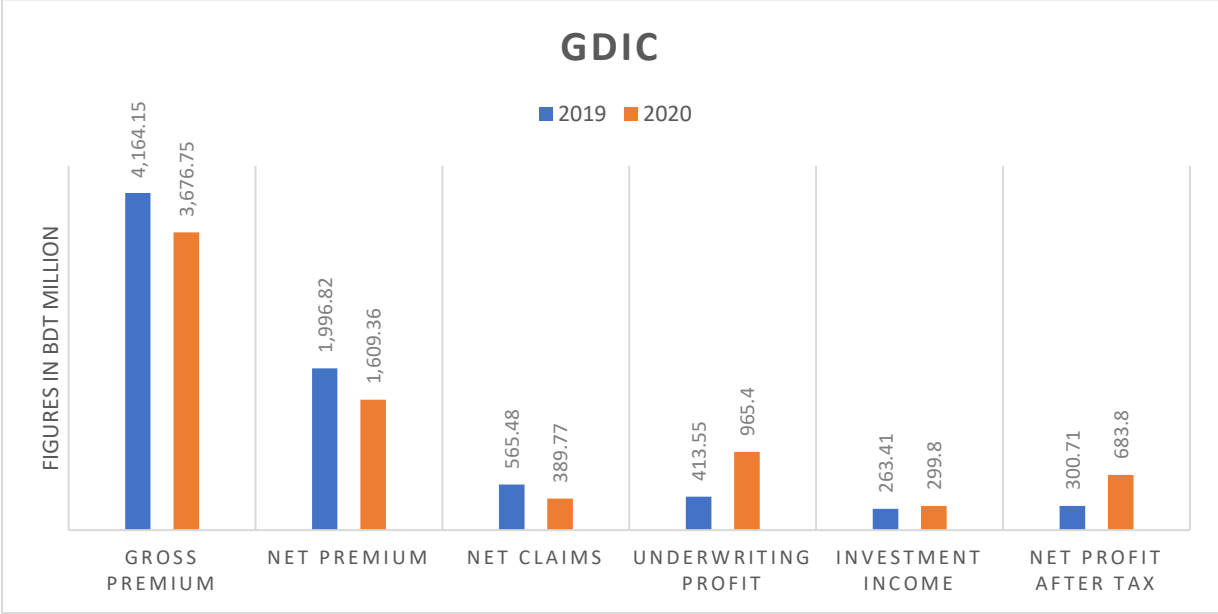


Figure: performance in 2020

The chart shows that the gross premium and net premium were decreased in 2020 compared to 2019, which impacts Green Delta Insurance company Limited. On the other hand, the net claims decreased during the COVID-19 period the main reason behind it during the lockdown limited economic activities has happened. They were also underwriting profit, investment income, and net profit after tax increase in 2020.

In the end, we can observe that throughout the lockdown period, Green Delta Insurance Company experience both benefits and disadvantages.

3.4: Summary and Conclusions:

In recent years, insurance has grown far too critical in both corporate and individual sectors. The majority of companies offers similar services. As a result, the rivalry between insurance companies is growing increasingly fierce. On the other hand, some new insurance companies seek to enter the competent market. The progress of the insurance sector is determined by the economic situation. The insurance industry is also plagued by problems. In this way we will be in a much better position to expand this business in our country if we improve our economic environment and resolve our challenges. Consequently, GDIC should focus on such challenges to increase its company and build consumer loyalty. Green Delta is proud to be a company that helps people in times of need. GDIC is a company which, if necessary, can and will take all required measures. We are young like our country, combining our young energy with experience and know-how. GDIC's board of directors is made up of veterans of the insurance, business and industry, as well as doctors, chartered accountants and business specialists. Our management team is composed of qualified individuals trained in the UK, Switzerland, Germany and other developed countries.

3.5 Recommendations:

Based on the overall situation of Green Delta Insurance Company Limited, some Recommendation are provided below

- More subsidiaries such as GD Assist, Green Delta Securities and Limited Capital, may be introduced by GDIC. This might improve their consolidated profit. For example, they may establish a bank to obtain a big proportion of their facilities from their own bank. In this way it may profit from its own bank's capacities. It may also generate earnings from the bank.
- GDIC can conduct public and staff seminars to allow personnel to understand how customers engage and how their networks and facilities can be built. The public's view of insurance can be modified in a good way and people can feel interest in insurance.
- The research and development program still has to be addressed properly. Appropriate study, on the other hand, may lead to the attainment and accomplishment of the desired outcome. Consumer research, service research, marketing policies and strategies, and other research and development efforts should be aggressively pursued by GDIC.
- GDIC is expected to increase its online facilities. It may supply and take facilities by putting up the desk.
- GDIC should enhance its technical capabilities and minimize its paper pencil activity. This can reduce costs and time. The advance of technology will also simplify work.
- The most important thing I saw in their advertising is that they use social media to educate their clients about their range of services and take a firm stand in the minds of the client.
- The number of branches throughout the country should be increased. In each city, customers can therefore take advantage of their local insurance facilities.

- Green delta insurance company limited introduce an app in December 2020. But people do not know about the app, so they should do more campaigns to introduce the app to people.
- The claim and premium process should be easier and faster without any physical communication with Clint during the Covid-19 situation.
- They should be more focused on cut the unnecessary operation cost to minimize the expanses.
- They must be focused on employee health more seriously when Employos are doing their work in the office. And impose local health guidelines, and employees must follow the rules.

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Appendix A:

GREEN DELTA INSURANCE COMPANY LIMITED

Earnings Ratio

Particulars	2015	2016	2017	2018	2019
Premium growth	12%	5%	4%	12%	13%
Risk retention ratio	42%	42%	46%	45%	48%
Re-insurance Commission yield	19%	25%	19%	18%	15%
Net loss ratio	24%	25%	24%	28%	28%
Management expense ratio	40%	41%	40%	39%	38%
Combined ratio (gross basis)	50%	51%	51%	52%	51%
Investment yield	4%	3%	3%	4%	5%
Underwriting profit margin	10%	12%	12%	11%	10%
Net profit margin	8%	8%	7%	7%	7%
Return on Equity (ROE)	4%	4%	4%	4%	5%
Return on Asset (ROA)	3%	3%	2%	2%	3%
Dividend yield	5%	4%	3%	3%	4%
Dividend payout ratio	88%	65%	66%	65%	59%
Price Earning ratio	18.82	16.13	20.38	21.03	15.41
Earnings per share	2.85	3.08	3.01	3.09	3.39
Management Expenses to Net Premium	62%	64%	60%	53%	47%
Agency Commission to Net Premium	35%	33%	26%	33%	31%
Underwriting Profit on Gross Premium	10%	12%	12%	11%	10%
Net Asset Value (NAV) Growth	17%	-1%	14%	-10%	2%

Liquidity Ratio

Particulars	2015	2016	2017	2018	2019
Liquid asset to technical reserve ratio	30.44	24.64	33.79	29.04	31.21
Current ratio	2.46	1.93	2.03	1.67	1.59
Cash Ratio	50%	37%	29%	20%	18%
Total Liquid Assets to Total Assets	63%	66%	71%	73%	75%

Solvency Ratio

Particulars	2015	2016	2017	2018	2019
Debt to equity ratio	35%	52%	54%	77%	89%
Operating leverage	22%	23%	24%	29%	34%
Financial expenses coverage ratio	14.0	29.8	5.4	7.1	3.2

(GDIC Annual report, 2019, p.70)

PRAGATI INSURANCE COMPANY LIMITED

Taka in Million					
	2019	2018	2017	2016	2015
Financial Performance					
Gross premium	2406.53	2,053.44	1,664.78	1,542.60	1,512.62
Net Premium	1024.54	817.15	702.35	638.52	607.55
Net claim	138.47	117.69	82.48	76.72	92.59
Underwriting profit	228.74	147.10	124.89	93.66	23.63
Investment income	-2.05	26.57	21.03	5.00	15.24
Income from financial service	44.52	48.35	48.13	63.54	58.32
Net profit before tax	281.19	236.62	210.33	186.27	121.71
Net profit after tax	209.19	185.12	117.78	84.48	48.41
Dividend in percent	22	13+7 (Stock)	13+5 (Stock)	10+5 (Stock)	10
Share Capital and Reserve					
Paid up Capital	655.90	612.99	583.8	556.00	556.00
Total Reserves & Surplus	2664.71	2638.88	2600.17	2507.22	2326.69
Share Holders Equity	3320.62	3251.83	3183.97	3063.22	2882.69
Assets					
Investment in Shares and Securities	377.61	388.65	416.66	407.66	409.89
Cash, FDR and Bank balance	992.04	712.87	586.92	552.38	582.35
Land and Building	2209.12	2218.10	2227.24	2205.57	2191.79
Total Assets	4672.44	4546.15	4310.59	4200.13	4065.18
Ratios					
EPS	3.19	3.02	2.66	2.38	1.74
P/E (Times)	12.07	10.3	11.16	13.4	15.57
Solvency Surplus	2139.51	2132.82	2146.31	2143.12	2008
Net Asset Value Per Share	50.63	53.05	54.54	55.03	51.85
Net Cash Flow Per Share	5.57	0.61	0.54	0.08	0.20
Credit Rating					
Long Term	AAA	AAA	AAA	AA1	AA1
Short Term	ST1	ST1	ST1	ST1	ST1

(PIL Annual Report, 2019, p.27)

AGRANI INSURANCE COMPANY LIMITED

(Figures in Million Taka)

Particulars	2019	2018	2017	2016	2015	2014
Financial Position						
Authorised share capital (Taka in million)	500.00	500.00	500.00	500.00	500.00	500.00
Paid-up capital	302.45	288.04	274.33	266.34	253.66	253.66
Reserve & contingent accounts	223.44	199.62	185.41	189.96	164.77	140.93
Shareholders funds	525.89	487.66	459.74	456.29	418.42	394.58
Current liabilities	295.53	304.06	261.61	234.12	210.33	224.98
Total assets	821.42	791.72	721.35	690.41	628.75	619.56
Property, plant & equipments	163.38	165.56	170.31	170.10	160.83	155.59
Investments	482.63	482.08	470.66	489.99	440.43	434.68
Current assets:	303.58	273.31	212.06	163.88	150.72	149.17
Accounts receivable (Amount due from other persons & sundry debtors)	295.01	267.72	204.09	156.90	142.48	142.81
Investories (Stationery & Stamp)	1.74	1.87	2.68	2.46	3.73	2.42
Net current assets	8.05	(30.75)	(49.55)	(70.24)	(59.61)	(75.80)
Cash & cash equivalents	277.45	271.83	256.51	277.11	235.23	231.15
Net assets	525.89	487.66	459.74	456.29	418.42	394.58
Operational Performance						
Gross premium income (turnover)	423.20	383.01	372.36	407.06	357.57	302.26
Re-insurance ceded	230.92	184.06	198.56	213.86	171.86	140.79
Net premium income	192.28	198.95	173.80	193.20	185.71	161.47
Net commission earned on Re-insurance ceded	21.95	25.03	23.20	22.00	18.96	16.04
Commission Paid	51.98	47.42	48.51	54.69	47.97	39.77
Management expenses	90.06	66.00	62.23	66.16	57.40	50.43
Net claims	15.33	48.84	49.55	30.02	26.90	29.29
Reserve for un-expired business	(3.92)	11.02	(10.56)	4.05	12.69	4.96
Underwriting profit/(loss)	60.78	50.70	47.28	60.27	40.75	37.02
Interest income	17.27	14.34	15.83	18.52	19.83	24.21
Investment & dividend income	0.28	7.07	18.11	5.75	0.95	1.35
Other income	1.74	0.87	1.26	1.07	0.91	1.35
Non-Operating Income	19.28	22.28	35.20	25.34	21.69	26.92
Un-allocatable Expenses	32.10	17.79	16.94	12.91	11.35	11.30
Non-Operating Expenses	32.10	17.79	16.94	12.91	11.35	11.30
Profit/(loss) before tax	47.97	55.19	65.54	72.70	51.09	52.64
Current tax provision (after deferred tax adjustment)	9.75	13.54	16.47	22.14	20.85	22.11
Net profit/(loss) after tax	38.22	41.64	49.07	50.56	30.24	30.52
Profit before interest, depreciation & tax	44.48	49.90	58.64	61.26	37.43	35.01
Cash flow from operating activities	(21.46)	17.73	(15.62)	55.00	34.89	10.85
Earnings per share (EPS) after tax	1.26	1.45	1.79	1.90	1.19	1.20
Profitability and Performance Ratios:						
Gross profit margin ratio (%)	11.33	14.41	17.60	17.86	14.29	17.41
Operating income ratio (%)	14.36	13.24	12.70	14.81	11.40	12.25
Net profit/net income margin ratio (after tax)(%)	9.03	10.87	13.18	12.42	8.46	10.10
Return on assets ratio (%)	4.65	5.26	6.80	7.32	4.81	4.93
Return on equity ratio (%)	7.27	8.54	10.67	11.08	7.23	7.74
Operating cash flow to net profit ratio (%)	(56.14)	42.57	(31.82)	108.79	115.37	35.54
Earnings per share before tax (Taka)	1.59	1.92	2.39	2.73	2.01	2.08

(AICL Annual Report, 2019, p.15)

EASTLAND INSURANCE COMPANY LIMITED

Taka in Million
Except Sl. No. 14-17, 19-22

Sl No	Particulars	2020	2019	2018	2017	2016	
1	Gross Premium Income	859.50	1035.32	1114.62	1032.13	861.73	
2	Re-Insurance premium Ceded	514.42	527.04	608.99	575.04	506.10	
3	Net Premium Income	345.07	508.28	505.64	457.10	355.63	
4	Gross Claim	400.50	389.83	110.82	233.57	183.98	
5	Investment & Other Income	38.09	47.51	59.22	146.19	128.63	
6	Underwriting Profit	176.01	154.22	122.85	69.13	51.77	
7	Net Profit before Tax	122.93	129.00	113.39	162.22	140.96	
8	Net Profit after Tax	91.58	112.48	109.00	149.23	129.91	
9	Paid-up Capital	814.37	775.59	738.66	687.13	654.41	
10	Shareholders' Equity	1736.10	1627.25	1638.11	1595.15	1594.15	
11	Total Investments	930.70	953.41	1088.33	1185.00	1161.11	
12	Total Assets	2689.82	2595.23	2421.60	2405.81	2347.25	
13	Total Reserve Fund	1059.89	1057.19	1104.99	1091.41	1154.00	
14	Rate of Dividend	Cash (%)	7	5	7	7.50	10
		Stock (%)	3	5	5	7.50	5
15	Face Value per share	Tk. 10	Tk. 10	Tk. 10	Tk. 10	Tk. 10	
16	Earnings per share (EPS)	1.12	1.38	1.34	1.83	1.60	
17	Net Asset value per share (NAV)	21.32	19.38	20.11	19.59	19.58	
18	Net Cash Flow from Operating Activities	69.59	60.75	68.70	66.65	58.61	
19	Net Operating Cash Flow per share (NOCFPS)	0.85	0.75	0.84	0.82	0.72	
20	Price Earning Ratio (Times)	30.00	17.83	15.07	13.01	14.94	
21	Current ratio	2.16:1	2.28:1	2.59:1	2.38:1	2.42:1	
22	Market price per share	33.60	24.60	20.20	23.80	23.90	

(EICL Annual Report, 2019, p.21)

CONTINENTAL INSURANCE LIMITED

Figure in Lac Taka

Particulars	2019	2018	2017	2016	2015
Financial Performance					
Gross Premium	5241.41	6178.61	5905.66	5325.51	5698.68
Net Premium	4777.24	3223.95	2991.93	2415.93	2738.86
Gross Claim Paid	2399.14	726.87	450.06	402.29	431.02
Net Claim	952.33	398.31	242.11	327.89	331.72
Management Expenses	1310.43	1523.06	1657.91	1691.95	1543.11
Commission	671.21	802.38	780.24	724.61	758.11
Underwriting Profit	522.80	988.44	980.64	1023.50	1040.71
Investment & FDR Income	751.34	283.43	321.73	259.86	244.99
Net Profit Before Tax	885.06	876.29	823.16	755.08	739.56
Net Profit After Tax	739.25	668.54	634.53	571.21	581.36
Share Capital & Reserve					
Paid-up Capital	3810.01	3628.58	3455.79	3291.28	3134.50
Share premium	453.75	453.75	453.75	453.75	453.75
Total Reserve	4209.85	4315.48	3881.60	3359.04	3357.49
Shareholder's Equity	8473.61	8397.81	7791.14	7104.07	6945.74
Assets					
Cash, FDR and Bank Balances	4555.23	4778.37	4434.69	4217.52	4037.49
Total Assets	10983.68	11227.11	10831.51	10232.39	9867.72
Ratios					
Dividend in Percent	5% Cash	5% Cash	5% Cash	5% Cash	5% Cash
	5% Stock	5% Stock	5% Stock	5% Stock	5% Stock
EPS	1.84	1.55	1.49	1.44	1.51

(CIL Annual Report, 2019, p.20)