



Chartered
Insurance
Institute
Standards. Professionalism. Trust.

Best Practice Series:
Committed to professionalisation

Pakistan Insurance Institute

Raising the profile of Pakistan's insurance sector

Pakistan Insurance Institute (PII) was founded in 1951 by the country's insurance industry, with the aim of delivering training, education and knowledge-sharing activities to its practitioners.

PII is governed by a member council representing the Insurance Association of Pakistan, National Insurance Company Ltd., Pakistan Reinsurance Company Ltd., State Life Insurance Corporation of Pakistan, the Securities & Exchange Commission of Pakistan and the Ministry of Commerce.

Just two years into its existence, PII became affiliated with the Chartered Insurance Institute (CII) in London and began offering Associate and Fellowship qualifications based on this combined expertise.

Committed to professionalisation

PII supports this professionalisation throughout the qualification process: including conducting CII examinations on its premises, providing relevant study texts, registering candidates and collecting fees. It also offers free tutorial services to support candidates.

What's more, since 2010 it has worked with the University of Karachi to offer a Postgraduate Diploma in Insurance, on completion of which students can then apply for CII accreditation and receive 70 credits towards their ACII. This provides further motivation to aspiring candidates, and also enables wider participation among insurance professionals.

CII qualifications are extremely well-recognised and respected among Pakistan's insurance sector, and indeed its wider financial planning sector. The majority of companies reimburse candidate course fees in full, following a successful subject pass - and also reward qualifications with a corresponding incremental salary increase and/or promotion. All this helps to empower those people participating, improving self-confidence and giving them a real sense of worth and achievement.

Encouraging continuous development

This is all part of a commitment to continuing professional development (CPD) encouraged by employers. They also encourage qualified professionals to become CII members. PII actively promotes CPD across the sector, and organises supporting workshops, seminars and conferences on a regular basis.

PII is now planning to offer online basic courses in insurance aimed at enhancing insurance awareness in the country and technical courses for those working in the insurance sector.

CII offered an online certificate course on 'Reinsurance' that PII promoted to the sector which has proved popular.

PII greatly values its long association with CII, and looks forward to further strengthening this relationship in preparing a knowledgeable and professional competent workforce for Pakistan's insurance industry.



“Our long and positive relationship with PII has been of great benefit to both parties. From a CII perspective, it gives us a strong foothold in a market full of opportunity, and we can help aspiring candidates first-hand to make the best of their ability and realise their potential in the insurance sector. We look forward to empowering more people in the years to come.”

Sainesh Dar
Director of South Asia
Chartered Insurance Institute



“Pakistan Insurance Institute (PII) has a long history of contributing to the development of insurance professionals in Pakistan. Other than regular workshops/seminars/conferences, examinations held for the Chartered Insurance Institute’s accreditation programmes are a strong pillar for PII’s work in Pakistan. Working towards the ACII accreditation has been an important milestone for my career - I have been able to demonstrate professional credentials and beyond that, committed to the highest standards of professional practice and value in an ever-changing insurance marketplace.”

Nabeel Turabi, Chartered Insurer, ACII

“Over the years, the qualification framework of the CII has seen many transformations. I feel that the current framework is very encouraging for new entrants to the insurance industry as well as for those pursuing higher levels of qualification. PII values the support CII offers in terms of accreditation for the locally conducted courses/qualification and seeks closer collaboration for its plan to offer certificate and diploma courses recognised by the CII.”

Farzana Siddiq MBA, ACII, Dip DM
Chartered Insurer
Executive Director
Pakistan Insurance Institute