



 TRUST SECURITIES
& BROKERAGE LTD

A listed Company at PSX | www.tsbl.com.pk

Corporate Briefing 2020

**A BROKERAGE FIRM
WHERE YOU CAN TRUST**

Table of Contents

- 01 Company Overview**
Introduction, Vision, Mission, Pattern of Share Holding, Infrastructure.
- 02 Vision and Mission**
Company's mission and vision for business development
- 03 Performance and Market Review**
Company's mission and vision for business development
- 04 Financial Performance**
Performance and Market Review, Projected Profit & Loss Statement for the year ended 2020, underlying assumptions for preparation of Projected Financial performance.
- 05 SWOT Analysis**
Brief discussion of Company Strengths, Weaknesses, Opportunities and Threats.
- 06 Future Outlook**
Directors Review.
- 07 Disclaimer**



Company Overview

Established in 1993, TSBL - Trust Securities and Brokerage Limited is a fast growing public limited brokerage firm with a singular focus on providing robust and cutting-edge brokerage solutions to individuals investors. Over two decades of operational excellence vis-à-vis client satisfaction and risk management have earned us a tremendous respect in the industry. Our horizon is infinitely broad as imagination is limitless. Cutting-edge technology, teamwork, and a client-centric approach have been pivotal to our success. The reason our perspective matters and we continue to be pertinent to our individual and institutional clients is that we have rewired our brains to giving back. This mantra has facilitated us to create tremendous value for our clients and shareholders. We believe everyone is a partner.



Vision

To create a viable and a diversified brokerage and financial services business dedicated to creating continuous value for our clients, fully compliant with the letter and spirit of the laws, while earning profits for our shareholders and crafting a workplace which attracts the best talent and enables us to train and retain them

Mission

To be a top tier brokerage and financial service company in Pakistan, with innovation, discipline and integrity at the heart of our business involved in creating real value, impacting clients and shareholders



COMPANY INFORMATION

Board of Directors:

Ms. Zenobia Wasif

Mr. Abdul Basit

Mr. Khizer Hayat Farooq

Mr. Junaid Shehzad Ahmad

Mr. Zulfiqar Ali Anjum

WG CDR. Talat Mahmood (Retd.)

Chairperson/Director

Director (Executive)

Non-Executive (Independent)

Non-Executive

Executive

Non-Executive (Independent)

Chief Financial Officer

Muhammad Ahmed

Company Secretary

Syed Maqsood Ahmad

Audit Committee:

Mr. Talat Mahmood

Chairman

Ms. Zenobia Wasif

Member

Mr. Junaid Shehzad Ahmad

Member

H.R & Remuneration Committee:

Mr. Khizer Hayat Farooq

Chairman

Mr. Junaid Shehzad Ahmad

Member

Mr. Zulfiqar Ali Anjum

Member



COMPANY INFORMATION

Auditors:

Reanda Haroon Zakaria & Company
Chartered Accountants

Legal Advisors:

Lashari & Co

Legal Consultant:

Haider Waheed Partners

Bankers:

Habib Bank Limited
J.S. Bank Limited
Habib Metropolitan Bank Limited
Meezan Bank Limited
MCB Bank Limited

Internal Auditors:

Muhammad Adnan Siddiqui
Chartered Accountant

Share Registrar:

Hameed Majeed Associates (Pvt.) Ltd.
H.M. House, 7-Bank Square, Lahore.
Tel: (92-42) 3723 5081-82, Fax: (92-42

Bank AL Habib Limited
Bank Islami Limited
Bank Alfalah Limited
Bank Al Baraka



COMPANY INFORMATION

Registered Office:

Suite No. 401, 4th Floor, Business & Finance Centre
I.I. Chundrigar Road, Karachi (Pakistan)
UAN: (92 -21)111 -000 -875
Tel: (92 -21) 32469044 -48, Fax: (92 -21)32467660

Branch Office Karachi:

2nd Floor, 202 -203 & 725, PSX Building
Stock Exchange Road, Karachi, Pakistan
Tel: (92 -21) 32460161 -7, Fax: (92 -21) 32467660

PMEX Branch Office – Tando Allahyar, Sindh

Tando Allahyar, Sindh
Village Hari Bahgat Ram, Tando Allahyar, Sindh

Branch Office Lahore:

2nd Floor, Associated House
Building No. 1&2, 7 -Kashmir Road, Lahore
Tel: (92 -42) 36310241 -44, Fax: (92 -42) 36373040

Branch Office LSE Plaza, Lahore:

Room No. 607, 6th Floor, LSE Plaza
19-Khayaban -e-Aiwan -e-Iqbal, Lahore
Tel: (92 -42) 36300181, 36300554, 36373045, 36374710

PMEX Branch Office – DHA, Karachi

Mezzanine No. 2, Mezzanine Floor, Plot No. 550 -C,
11th Commercial Street, DHA, Phase -II Ext., Karachi

Website: www.tsbl.com.pk E-mail: info@tsbl.com.pk



**TRUST SECURITIES
& BROKERAGE LTD**

Pattern of Shareholding as of June 2021

DETAILED CATEGORIES OF SHAREHOLDERS AS ON MARCH 31ST, 2021

Directors, Chief Executive Officer, and their spouse and minor children

Sr.#	Name	Shares Held	Percentage
1	Mr. Zulfiqar Ali Anjum	500	0.0017
2	Mrs. Zenobia Wasif	500	0.0017
3	Mr. Muhammad Khurram Faraz	11,000	0.0367
4	Khizer Hayat Farooq	1,101,500	3.6717
5	Mr Abdul Basit	500	0.0017
6	Junaid Shehzad Ahmed	3,000,000	10.0000
7	Mr. Talat Mahmood	500	0.0017
8	Mehreen Khurram	300,000	1.0000
	Running Total:	4,414,500	14.7150

Associated Companies, Undertakings and Related Parties

1	Sikander Mahmood	7,706,250	25.6875
2	Ahmad Kamal	25,000	0.0833
	Running Total:	7,731,250	25.7708

Banks, Development Financial Institutions, Non-Banking Financial Institutions

1	Fidelity Investment Bank Ltd.	4,400	0.0147
2	Mcb Bank Limited - Treasury	300,000	1.0000
	Running Total:	304,400	1.0147

Modarbas and Mutual Funds

1	Trust Modaraba	30,200	0.1007
	Running Total:	30,200	0.1007

General Public (Local)

	Running Total:	7,301,504	24.3383
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Pattern of Shareholding as of June 2021

Others

1	Trust Securities & Brokerage Limited - Mf	202,500	0.6750
2	Maple Leaf Capital Limited	1	0.0000
3	Rao Systems (Pvt.) Ltd.	12,500	0.0417
4	Highlink Capital (Pvt.) Limited	300	0.0010
5	S.H. Bukhari Securities (Pvt) Limited	2,500	0.0083
6	S.H. Bukhari Securities (Pvt) Limited	300	0.0010
7	Sarfraz Mahmood (Private) Ltd	500	0.0017
8	Hamid Adamjee Trust	408,000	1.3600
9	Prudential Securities Limited	1,900	0.0063
10	Y.S. Securities & Services (Pvt) Ltd.	500	0.0017
11	Paramount Commodities (Private) Limited	1,000,000	3.3333
12	Foresight Investments (Pakistan) (Pvt.) Limited	2,765,000	9.2167
13	Paramount Commodities (Private) Limited	1,975,645	6.5855
14	Mg Media (Pvt.) Limited	2,401,500	8.0050
15	Arabian Sea Enterprises Limited	1,447,000	4.8233
	Running Total:	10,218,146	34.0605
	Grand Total:	30,000,000	100.0000

Shareholders having 5% or more holding:

1	Foresight Investments (Pakistan) (Pvt.) Limited	2,765,000	9.2167
2	Paramount Commodities (Private) Limited	1,975,645	6.5855
3	Mg Media (Pvt.) Limited	2,401,500	8.0050
4	Sikander Mahmood	7,706,250	25.6875
5	Junaid Shehzad Ahmed	3,000,000	10.0000
		17,848,395	59.4947



Performance and Market Review

Financial Year 2020-21

We all know that for every action there is an equal opposite reaction. However, during this Pandemic lock down we saw the action followed by reaction, reaction coming first, a panic provoking selling reaction by our general investors, equity traders, fund managers, institutions and foreign investors, which pushed our KSE 100 Index from 43K to 28K in just 2 months. While the action comes with a slow pace and intensity until last week, we saw a good aggressive action taken by the government especially by SBP during pandemic time.

Initially the government extended leniency in the relaxations towards the lock down, continued by packages for construction sector. Meanwhile other relief steps were announced to provide benefits to private sectors including cut in Interest rates and cut-off in PIBs. Series of continued aggressive discounts offered by the government brought massive cut-off in PIBs. On April 16th another cut in interest rates to 9%, a single digit was announced. While the NSS interest rate too was cut by 5% thereafter. On June 2020, SBP finally cut IR rate to 7%.

As economic situation is improving and good policy making by current government, we saw an aggressive activity in our capital market. Many investors and institutions moved towards equity market, which drove KSE100 index from 28K to 48K, volumes increased from daily average 300 million to 750 million. Roshan Digital Account, an easy online digital account opening process for overseas Pakistanis and new IPO's also attracted many small, medium and HNWs to invest in the capital market.



Projected Profit and Loss statement based on hypothetical assumptions

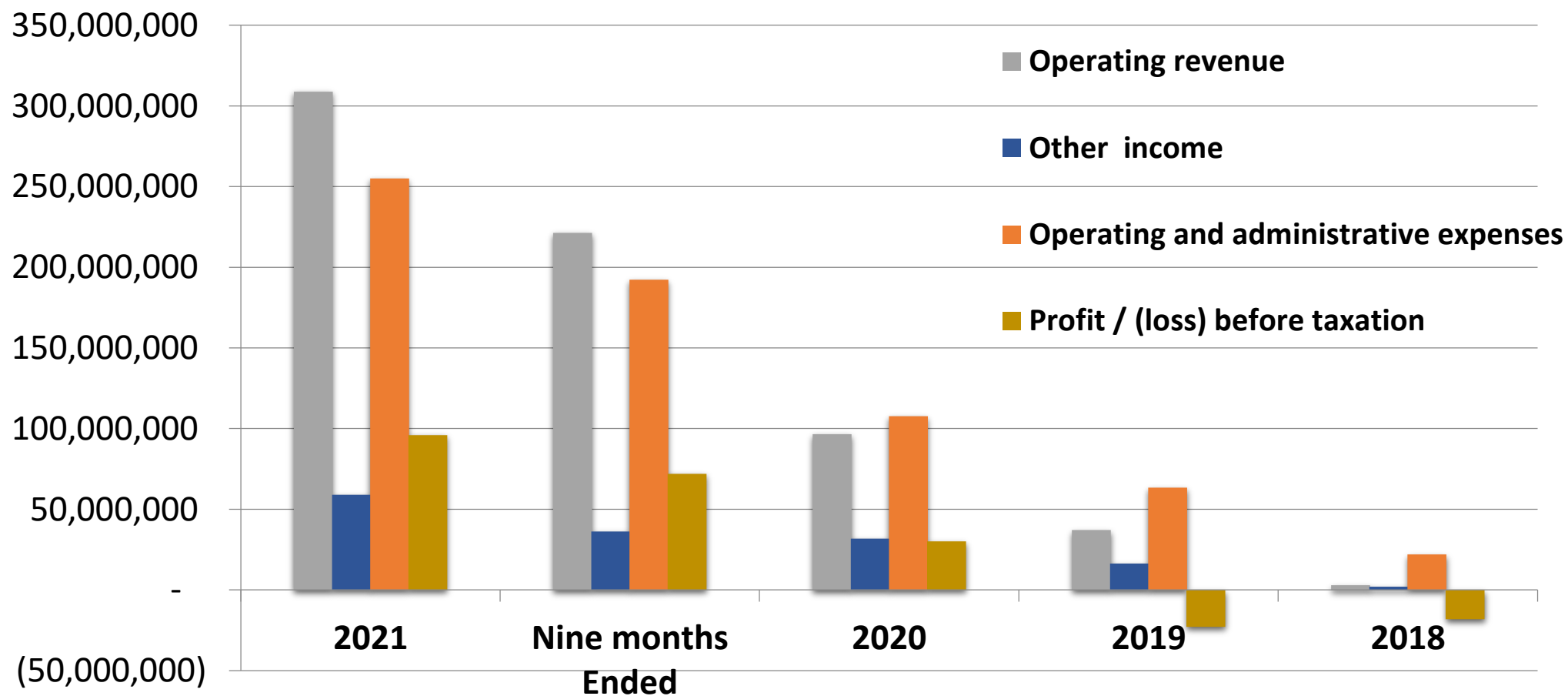
	Projected	Actual	Actual	Actual	Actual
	2021	Nine months Ended	2020	2019	2018
		31-03-2021			
Growth Rate of Operating Revenue	219.80%	129.23%	160.45%	1176.03%	
Operating revenue	308,800,000	221,344,340	96,561,064	37,074,178	2,905,421
Operating and administrative expenses	255,000,000	192,226,107	107,717,460	63,418,060	22,063,568
Other income	59,000,000	36,256,233	31,786,412	16,391,442	2,081,988
Profit / (Loss) before taxation	95,980,000	71,985,176	30,189,275	(22,835,336)	(18,192,234)

NOTE:

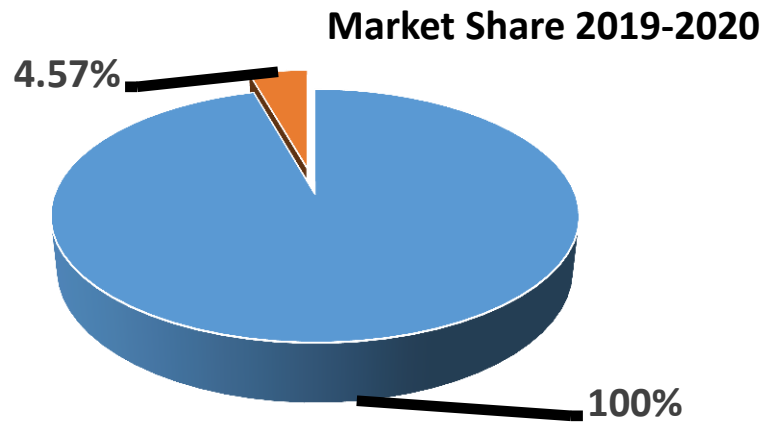
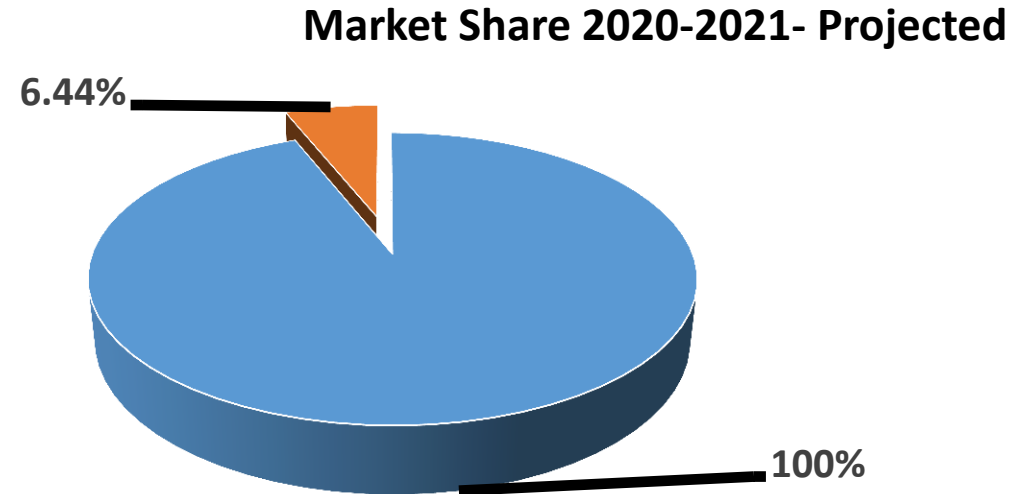
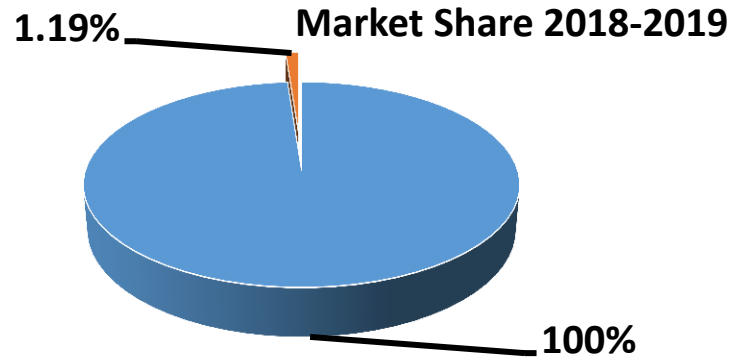
The preparation of this projection requires management to make estimates and assumptions that affect the reported amounts of revenues, expenses, and other disclosures considered significant at the date of the Financial Projection. If in the future such estimates and assumptions which are based on management's best judgment at the date of the Interim Financial Statements, deviate from the actual circumstances the original estimates and assumptions will be modified as appropriate In the period in which the circumstances change.



Projected Profit and Loss statement based on hypothetical assumptions



Current Market Share & Projected 2020-2021



PSX Volume 2018-19	100%	237.92
Market Share	1.19%	2.84
PSX Volume 2019-20	100%	422.67
Market Share	4.57	19.30
Approx PSX Volume 2020-21	100%	761.60
Market Share Projected	6.44	49.08



SWOT Analysis

Strengths

- Strong Regulatory oversight through SECP and PSX
- Stock Market is in recovery phase in the last few months as investors confidence is growing
- Online digital account easy process to encourage new investors to open an account

Weaknesses

- Any kind of uncertainty like political and social or economic can have a negative impact on the Stock Market and its impact on the brokerage firms.
- Some of the regulatory requirements e.g. Minimum capital may be difficult for small brokers to meet.

Threads

- Uncertainty in the market and amongst investors due to forth wave of COVID-19
- FATF issues and IMF polices
- US pressure after PM statement
- Law and order situation and alerts after Lahore incident.

Opportunities

- Introduction of new products, such as exchange traded funds.
- Online digital process with bank UKN, which will minimize source of income and other documentation
- The economy is in recovery phase, which also bodes well for investors in the stock market as well as brokerage firms



Outlook & Future Prospects

Outlook: Stable to Positive

- A positive 'Make-in-Pakistan' budget 2021 – 2022, reduction in CGT, big relieve to technology sector, relieve to LSE and SME also on auto sector. Relaxation in IPO policy for new listing at PSX
- The domestic economy has started to gradually recover from the impact of the COVID-19
- Industrial activity has picked up in various sectors with the Large Scale Manufacturing Industries output increasing 5.46% YoY during the first four month of FY21. The sectors which have contributed to this growth are technology, textile, food & beverages, pharmaceutical and chemicals.
- As a result, our stock market has also gradually moved in a positive direction as the economic recovery has picked up due to which investor's confidence in the market has also increased.



Disclaimer

Certain information set forth in this presentation contains projected statements, including future oriented financial information and financial outlook, under applicable securities laws (collectively referred to herein as projections).

Projected statements are provided to allow potential investors the opportunity to understand management's beliefs and opinions in respect of the future so that they may use such beliefs and opinions as one factor in evaluating an investment.

These statements are not guarantees of future performance and undue reliance should not be placed on them. Such projected statements necessarily involve known and unknown risks and uncertainties, which may cause actual performance and financial results in future periods to differ materially from any projections of future performance or result expressed or implied by such projected statements.



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2020 Stability
Positivity
Opportunity



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