



TRUST SECURITIES
& BROKERAGE LTD

CORPORATE BRIEFING SESSION

TRADE WITH TRUST

2024



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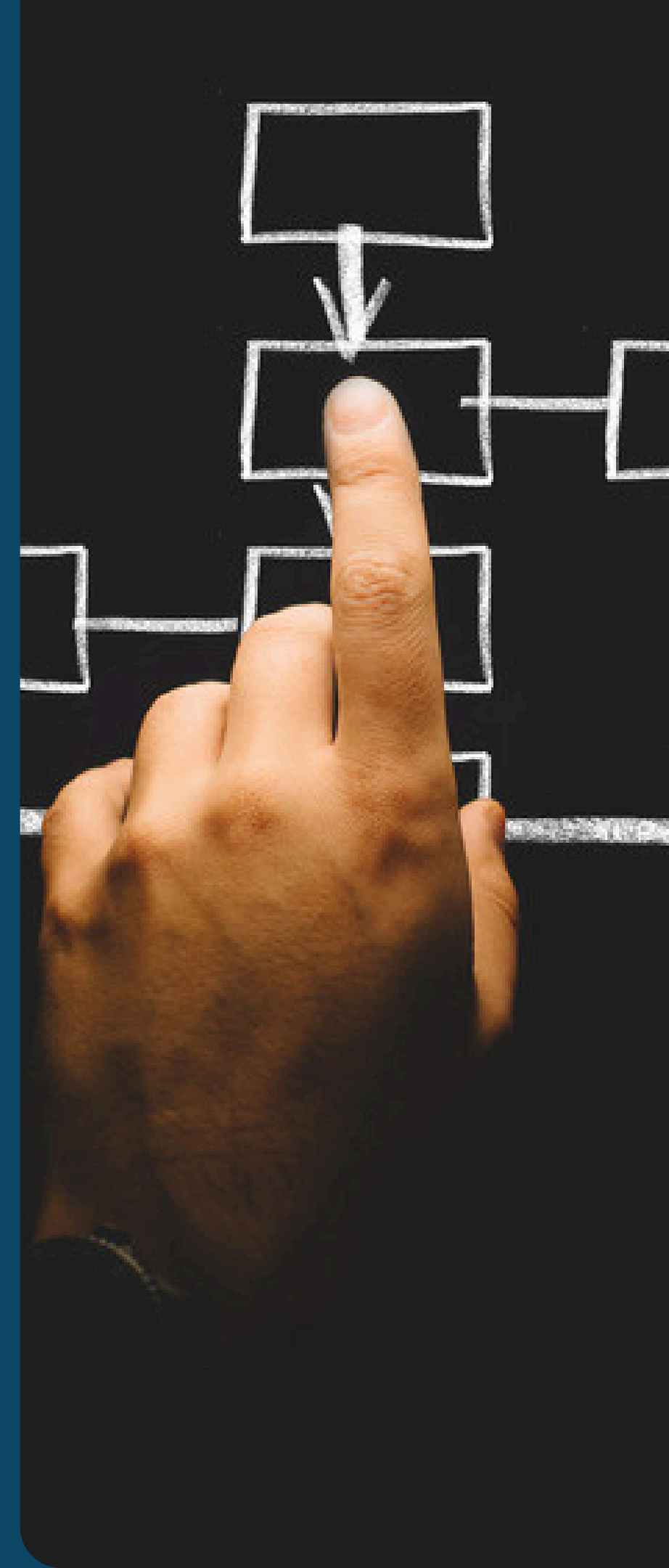


OVERVIEW

Trust Securities and Brokerage Limited (TSBL) is a leading brokerage house listed on the Pakistan Stock Exchange with its headquarters in Karachi. We trace our history back to 1993, providing a full array of brokerage services to our clientele. We have our presence in Lahore and Karachi with a total of 6 branches on a pan-Pakistan basis, with combined staff strength of highly experienced employees.

The current sponsors took over the company in 2017, and through a fresh capital injection, hiring of experienced and dedicated staff, the company has made a turnaround.

We remain client-focused and work for the long-term benefit of our clients, eventually leading to continuous growth of our stakeholders. We are committed to serving our clients, offering them unmatched services to help them achieve targets from the ever-growing capital market.



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 real value, impacting clients and shareholders.



BOARD OF DIRECTORS



ABDUL BASIT

CEO / DIRECTOR



ZENOBIA WASIF

**CHAIRPERSON /
DIRECTOR**



**JUNAID SHAHDZAD
AHMED**

DIRECTOR



**SARDAR ABDUL
MAJEEED KHAN**

DIRECTOR



**KHIZER HAYAT
FAROOQ**

DIRECTOR



SHAYAN GHAYAS

DIRECTOR



**ZULFIQAR ALI
ANJUM**

DIRECTOR



**WG CMR. TALAT
MEHMOOD (RETD.)**

DIRECTOR

FINANCIAL SERVICE

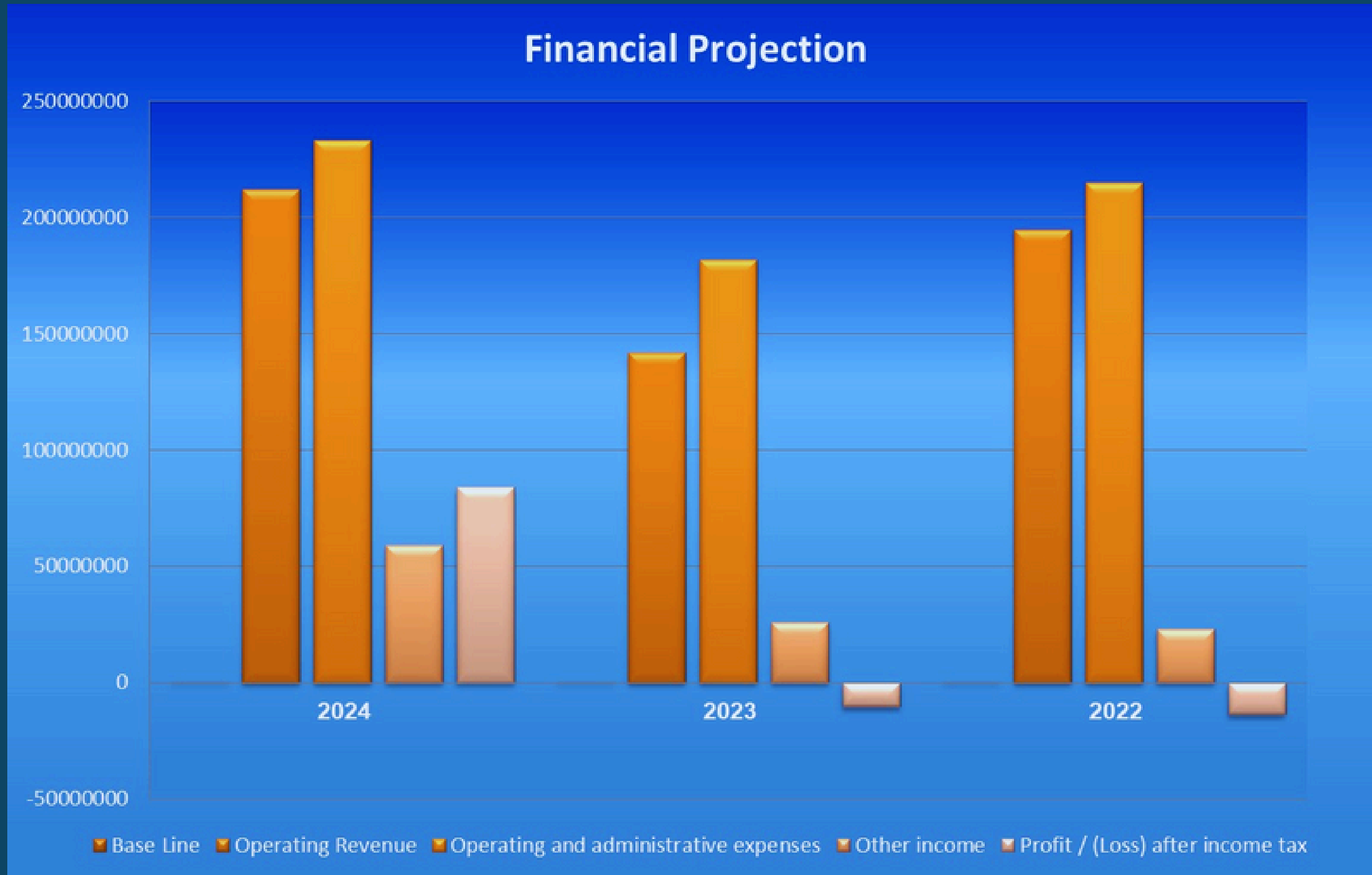
- Financial Consultancy by professional expert to Institutional and Retail Network on Equities and Commodities.
- Equipped with Financial, Technical, and Fundamental Analysis.
- 24/7 Financial and Technical Assistance.



PROFIT & LOSS STATEMENT

| | 2024 (Rupees) | 2023 (Rupees) |
|--|---------------|---------------|
| Operating revenue | 211,999,401 | 141,803,751 |
| Gain on sale of short-term investments | 96,963,841 | 26,936,758 |
| Gain/(Loss) on remeasurement of investments - at FVTPL | 7,290,260 | (6,332,343) |
| Operating and administrative expenses | (233,569,594) | (182,003,507) |
| Finance cost | (13,507,075) | (7,200,878) |
| Other charges | (44,209,411) | (9,259,891) |
| Other income | 59,050,185 | 25,992,254 |
| Profit/(Loss) before income tax and minimum tax differential | 84,017,607 | (10,063,856) |
| Minimum tax differential | - | (1,761,775) |
| Profit/(Loss) before income tax | 84,017,607 | (11,825,631) |
| Income tax | (20,264) | 1,556,962 |
| Profit/(Loss) after income tax | 83,997,343 | (10,268,669) |
| Earnings/(Loss) per share - basic and diluted | 2.80 | (0.34) |

PROFIT & LOSS STATEMENT



SWOT ANALYSIS

STRENGTHS

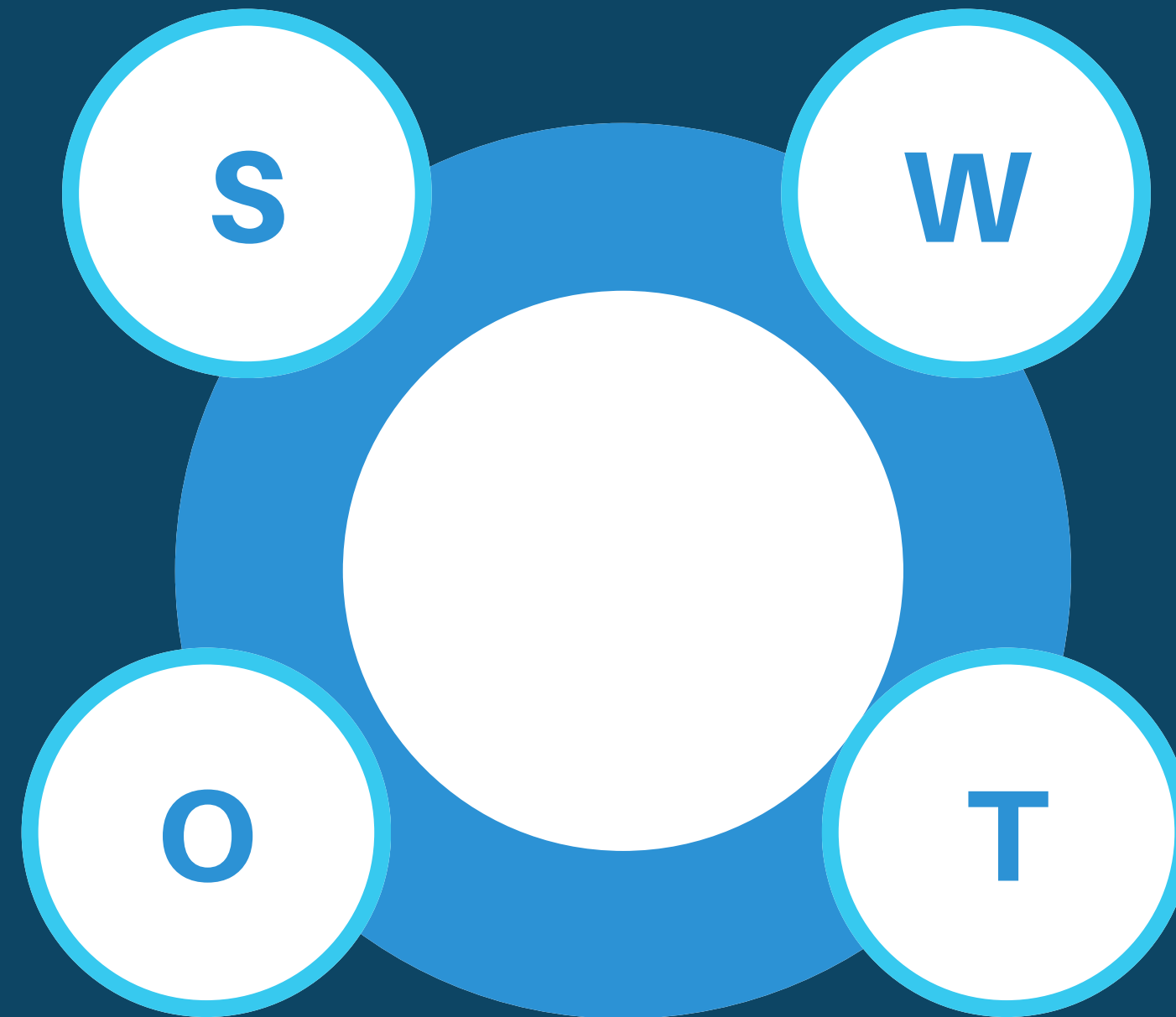
Regulatory Compliance:

Strict adherence to regulatory requirements can build trust with clients and enhance the firm's reputation. Online digital account easy process to encourage new investors to open an account.

OPPORTUNITIES

Market Growth:

As Pakistan's economy grows, the financial markets may also expand, presenting opportunities for brokerage firms to increase their business.



WEAKNESSES

Market Volatility:

The Pakistani stock market is known for its volatility, which can be a challenge for brokerage firms in terms of risk management.

THREATS

Economic Instability:

Political and economic instability in Pakistan can negatively impact investor confidence and the overall financial markets.

OUTLOOK & PROSPECT

The IMF envisions steady growth in real GDP over the next three years, stabilizing around 5% by FY27.

The IMF anticipates Pakistan's average CPI for FY24 to reach 9.5%. This is a downward revision from the earlier projection of 12.7% and ultimately, as predicted earlier, the inflation cycle is projected to return in single digits

The company transition of auditors from category 'B' to SBP's approved 'A' category list has significantly enhanced oversight.

As a part of long-term strategic plans, TSBL will utilize its growing market renown in commodities brokerage to further support its top line. The improvement of the technological platform and geographical diversification is also under consideration. Going forward, the Company will focus on revenue diversification, geographical expansion, and the sustainability and enhancement of its market share

THANK YOU SO MUCH

LET'S START

THE Q/A

GET IN TOUCH WITH TRUST



info@tsbl.com.pk



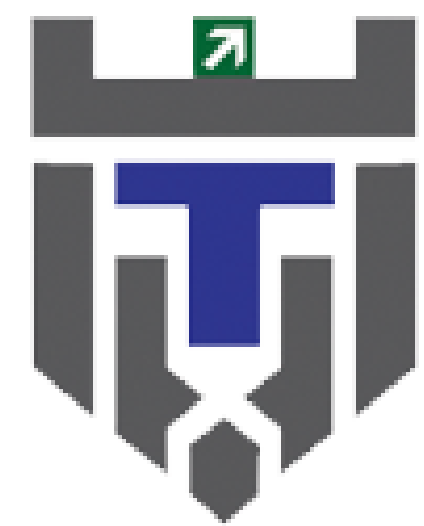
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