

# ANNUAL REPORT 2024







# OUR COMMITMENT TO GROWTH

For years, Trust Securities and Brokerage Limited have been providing cutting edge brokerage solution We consecutively strive to achieve client satisfaction by providing a diversified portfolio with well-measured risk management. Our commitment to growth is well tied with our mantra 'to give back' to our stakeholders. With similar zeal, innovation, discipline and integrity, we strive to be the leading brokerage firm of Pakistan.





# OUR APPRECIATION



**BEST BROKER  
IN KARACHI**

**TOP EMERGING  
BROKER**





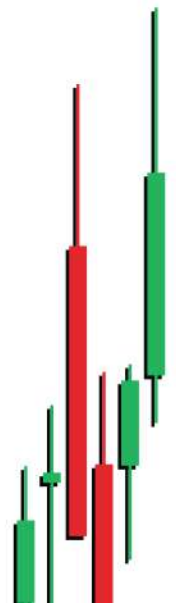
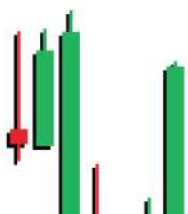


# OVERVIEW

Trust Securities and Brokerage Limited (Tsbil) 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 turn around.

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





# CONTENTS

<b>Vision / Mission / Core Values</b>	10
<b>Code of Conduct</b>	14
<b>Corporate Social Responsibility</b>	14
<b>Company Information</b>	15
<b>Chairperson's Message</b>	17
<b>CEO's Message</b>	18
<b>Directors' Profiles</b>	19
<b>Chairperson's Review</b>	24
<b>Directors' Report</b>	26
<b>Rating</b>	38
<b>Statement of Compliance with Listed Companies (Code of Corporate Governance) Regulation, 2019</b>	41
<b>Review Report on the Statement of Compliance Contained in Listed Companies (Code of Corporate Governance) Regulation, 2019</b>	45
<b>Independent Auditors Report to the Members</b>	47
<b>Financial Statements</b>	54
<b>Categories of Shareholders</b>	93
<b>Notice of AGM</b>	96
<b>Notice of AGM (Urdu)</b>	98
<b>Directors Report (Urdu)</b>	100
<b>Form of Proxy</b>	117



## 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.





# CORE VALUES

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.

## **INTEGRITY**

Serve our customers with uncompromising honesty and transparency.

## **EXCELLENCE**


Provide our customers with innovative technology and superior quality, value and service.

## **SOCIAL RESPONSIBILITY**

Be active in Social responsibility by paying attention to our social and physical environment.

## **LEADERSHIP**

Value and develop our employees' diverse talents, initiative and leadership and make it possible for them to take on challenges.



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# CODE OF CONDUCT

Trust Securities & Brokerage Limited (TSBL) strongly support corporate decorum and ensure and running its business progressively while adopting a Code of Ethics and Business Practice

# CORPORATE SOCIAL RESPONSIBILITY

Corporate social responsibility (CSR) is a subject that has garnered considerable attention in recent years.

It is our endeavor to contribute towards environmental responsibility, ethical responsibility philanthropic responsibility and economic responsibility .

We strive hard to mantian equilibrium between revenues for our share holders and our responsibiity towards fellow beings.



# COMPANY INFORMATION

**Mr. Abdul Basit**

Chief Executive Officer / Deemed Director

**Board of Directors:**

Ms. Zenobia Wasif  
Mr. Zulfiqar Ali Anjum  
Mr. Muhammad Shayan Ghayas  
WG CDR. Talat Mahmood (Retd.)  
Mr. Khizer Hayat Farooq  
Mr. Junaid Shehzad Ahmad  
Sardar Abdul Majeed Khan

Chairperson/Director (Non-Executive)  
Director (Executive)  
Director (Executive)  
Director (Non-Executive – Independent)  
Director (Non-Executive – Independent)  
Director (Non-Executive)  
Director (Non-Executive)

**Chief Financial Officer**

Muhammad Ahmed

**Company Secretary**

Syed Maqsood Ahmad

**Audit Committee:**

Mr. Talat Mahmood  
Mrs. Zenobia Wasif  
Mr. Junaid Shehzad Ahmad

Chairman  
Member  
Member

**H.R & Remuneration Committee:**

Mr. Khizer Hayat Farooq  
Mr. Junaid Shehzad Ahmad  
Mr. Zulfiqar Ali Anjum

Chairman  
Member  
Member

**Management Committee ( ML/TF)**

Mr. Talat Mahmood  
Mr. Muhammad Khurram Faraz  
Mr. Muhammad Shayan Ghayas

Chairman  
Member  
Member

**Investment Committee**

Mr. Muhammad Shayan Ghayas  
Mr. Muhammad Khurram Faraz  
Mr. Zeeshan Haroon

Chairman  
Member  
Member

**Risk Management Committee**

Mr. Muhammad Shayan Ghayas  
Mr. Muhammad Khurram Faraz  
Mr. Muhammad Umair Ansari  
Mr. Imran Sheikh

Chairman  
Member  
Member  
Member

**I.T. Steering Committee**

Mr. Khizer Hayat Farooq  
Mr. Muhammad Khurram Faraz  
Mr. Muhammad Zulfiqar

Chairman  
Member  
Member

**Auditors:**

Reanda Haroon Zakaria Amir Salman Rizwan & Company  
Chartered Accountants

**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) 37358817

**Legal Advisors:**

HWP LAW

**Legal Consultant:**

Haider Waheed Partners

**Bankers:**

Habib Bank Limited  
J.S. Bank Limited  
Habib Metropolitan Bank Limited

Meezan Bank Limited  
MCB Bank Limited  
Bank AL Habib Limited

Bank Islami Limited  
Bank Al Baraka

**REGISTERED OFFICE**

Suite No. 401, 4<sup>th</sup> Floor, Business & Finance Centre, I.I. Chundrigar Road, Karachi (Pakistan), UAN: (021)111-000-875  
Tel: (92-21) 32469044-48, Fax: (021)32467660

**BRANCH OFFICES – KARACHI**

Room No. 807-808, 8<sup>th</sup> Floor, PSX Stock Exchange New Building & Room No. 725, 7<sup>th</sup> Floor, Stock Exchange Main Building  
Stock Exchange Road, Karachi, Pakistan, Tel: (021) 32460161-7, Fax: (021) 32467660

Room No. 510, 5<sup>th</sup> Floor, Business & Finance Center, I.I. Chundrigar, Road, Karachi

**PSX BRANCH OFFICES – LAHORE**

2<sup>nd</sup> Floor, Associated House, Building No. 1&2, 7-Kashmir Road, Lahore, Tel: (042) 36310241-44, Fax: (042) 36373040

Room No. 607, 6<sup>th</sup> Floor, LSE Plaza, 19-Khayaban-e-Aiwan-e-Iqbal, Lahore Tel: (042) 36300181, 36300554, 36373045, 36374710

**PMEX BRANCH OFFICES – KARACHI**

Room No. 510, 5<sup>th</sup> Floor, Business & Finance Center, I.I. Chundrigar, Road, Karachi

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

House No. D-66, 1<sup>st</sup> Floor, Block-7, Clifton, Karachi

Website: [www.tsbl.com.pk](http://www.tsbl.com.pk) E-mail: [info@tsbl.com.pk](mailto:info@tsbl.com.pk)



**I would like to praise the management for its continuous efforts and hope that the Company would continue its upward growth trajectory in future as well.**

## Chairperson's Message

On behalf of the Board of Directors, it is both an honor and a privilege to serve as the Chairperson of Trust Securities and Brokerage Limited. I have been entrusted with the responsibility to serve on the Board of Directors and I look forward to working collaboratively with our dedicated team and esteemed board members as we continue to navigate the challenges and opportunities ahead. We endeavor to serve the company with strong belief in dignity and values of people.

The country's economic and political environment remained challenging during the year under review. Record inflation and high interest rates which impacted consumer sentiment hindered certain sectors including our line of business. Despite these challenges, the company displayed resilience and continued its growth momentum and delivered remarkable strong performance in 2024.

I would like to stress once again on our commitment towards fulfilling our mission of becoming one of the leading brokerage company in Pakistan. The reflection is through various milestones we have achieved keeping the company at par at a time when the country has faced tough times in form of economic issues, political instability, inflation, volatile currency, etc.

The Board plays an equally importantly role as the Management and it is my privilege to share the composition of the current Board includes Directors with competencies and diversified knowledge. The Board carried out the annual review of its effective and performance on a self-assessment basis.

On behalf of the Board, I would like to praise the management for its immense efforts in achieving the goals and hope the company would continue its trajectory growth.

**Zenobia Wasif**  
Chairperson



**Our most important commitments are to provide exceptional client service and to live our core values: Excellence in Everything, Leadership by Example, Integrity and Transparency, Focus on the Client and Employee Centered.**

## CEO's Message

At Trust Securities and Brokerage Limited, I don't just see my role as a Leader – I view this company as a child which I have nurtured for over 30 years. Each milestone we've achieved and every challenge we've faced has contributed to its growth and development. My journey here has been deeply personal, driven by a commitment to excellence and a passion for fostering trust in our industry.

Over the past eight years, since the new sponsors took control, we've significantly strengthened our brand, which is now synonymous with our commitment to delivering quality service to our clients. This achievement would not have been possible without our incredible team. We've nearly quadrupled our workforce and made strides in embracing diversity and gender balance, creating a vibrant and inclusive workplace that drives our success.

Our top commitments are to deliver exceptional client service while embodying our core values: Excellence in Everything, Leadership by Example, Integrity and Transparency, a Focus on the Client, and an Employee-Centered approach. These principles guide our actions and ensure we consistently meet the needs of our clients and our team.

Looking ahead, we are committed to accelerating our growth strategy while further strengthening our brand. We aim to create positive change in the communities where we work and live, making a meaningful impact through our initiatives and partnerships. Together, we've built a strong foundation based on integrity, innovation and client-centered service. I am proud of what we've accomplished and excited for the future as we continue to evolve and adapt in this dynamic landscape.

Lastly, we extend our gratitude to our stakeholders—including our directors, employees, clients, and regulators—for their invaluable guidance. We look forward to their continued support as we progress on our journey. I am incredibly excited about this journey and truly believe that the best of TSBL is yet to come. Together, we will continue to reach new heights and make a lasting impact!

A handwritten signature in black ink, appearing to read 'A. Basit', with a horizontal line underneath.

**Abdul Basit**  
CEO



# Directors' Profile



## Ms. Zenobia Wasif

### Chairperson/Director (Non-Executive)

Ms. Zenobia wasif holds as bachelor degree and is founder of FIDE chess Academy, holding leadership quality with commitment, dedication and has an ability to work in a competitive and challenging environment.

She started her career as Company secretary in the ear 2003 and later on joined various well reputed organizations.

She is well-versed, competent, self motivated, aggressive and ambitious, result oriented and possess and excellent analytical and problem solving skills.

Liaising smooth interaction with confidence, she holds highly organized administrative and professional's skills with vast experience in business profession.

Her meticulous approach in data collection and presentation, maintaining records, incorporating confidential information and maintaining high quality reports and analysis in the requisite style and format supported her functional performance in administration and corporate affairs.

Her rapidly assimilating and learning process applicable to in-house operations, consistently impressing higher management have resulted in fast track advancement to more senior positions.



## Mr. Abdul Basit

### Cheif Executive Officer/Director (Executive)

Mr. Abdul Basit is associated with the company for the last 27 years. He did his bachelor of science from the University of Punjab in 1987. He started his career as a trader with the member of Lahore Stock Exchange & worked for four years. After that he served couple of commercial banks and gained the experience of custodial and brokerage services.

In the year 1994, he joined TSBL, as a settlements manager. During the period with the company he held various important positions like company secretary, General Manager and Chief Operating Officer and gained vast experience & in depth knowledge of Financial Markets. By virtue of his rich experience of the capital markets, he was elevated to the position of CEO in 2010.

Having a professional career of 27 years of senior management positions covering various areas of operations of listed brokerage company, he holds command on corporate, business and company laws, Securities and Exchange Commission rules and regulations and NCCPL regulations. He also attended several courses, Seminars, Training Sessions and conferences on financial markets and Capital regulations. He is also member of institute of Financials Markets of Pakistan.



## Mr. Zulfiqar Ali Anjum

### Director (Executive)

Mr. Zulfiqar Ali Anjum is an executive director of the company. He holds a Master's Degree in Finance and has nearly two decades of experience in stock exchange. He started his career in the year 1993 as Agent and Accounts Officer in a brokerage house and after that in the year 2002 he joined Darson Securities as Senior Equity Trader. He has excellent communication skills, exceptional knowledge of corporate fundamentals and parameters. Mr. Zulfiqar is associated with the company since 2018.



## Mr. Khizer Hayat Farooq

### Director (Non-Executive - Independent)

Mr. Khizer Hayat Farooq is a Computing & Information Technology graduate from Staffordshire University, U.K. He has over 07 Years experience in the field of financial markets which includes investing in listed securities. He is a Certified Director under the Listed Companies (Code Of Corporate Governance) Regulations. Khizer has a proven track record of establishing successful business organizations.

In 2005, Khizer started his career with SparePro Auto Parts Trdg LLC, as Manager Imports, which led to the foundation of TONII – PAKISTAN, the branded spares for Pakistan Market.

With a vision to diversify and grow, Khizer founded SNAP A DEAL in the year 2012, offering unmatched services in the Travel Sector. The firm made its growth catering corporate clients providing end-to-end services.

Khizer serves as Chairman of the Human Resource & Remuneration Committee of Trust Securities & Brokerage Limited (TSBL).



## Mr. Shayan Ghayas

### Director (Executive)

Mr. Muhammad Shayan Ghayas holds a bachelor's degree in business administration majoring in finance from Greenwich university. Moreover He is also a diploma holder in Capital Markets from IBA as well as being a Certified Director from ICMA.

Shayan brings with him fresh energy and knowledge that contributes to the vision of the company. With having over seven years of experience in capital markets he has a strong grip on blue chip stocks while catering HNW individuals. Apart from sales Shayan has good knowledge on risk management and avidly takes part in devising the marketing strategies for the house.



## WG CMR. Talat Mehmood (Retd.)

### Director (Non-Executive - Independent)

Mr. Talat Mehmood retired from Air Force on August 31, 2017 as Wing Commander. Mr. Talat completed graduation from the Karachi University in the year 1992 while he also holds BSc (Hons) degree from Air University in the year 2006. Similarly, he successfully completed Governance & Financial Management, conducted at the Defence International Training Centre, Melbourne Australia in the year 2010. He is a man with meticulous self discipline.

He is energetic, ambitious person who has developed a mature and responsible approach to any task that he undertakes or situation that he presented with. He is excellent in working with others to achieve a certain objective on time and with excellence. His diversified knowledge base holds him second to none among his peers and professional cadre. Mr. Talat is the Chairman of Audit Committee at the company.



## Mr. Junaid Shehzad Ahmed

### Director (Non-Executive)

Junaid is a seasoned global professional and entrepreneur by choice. Junaid has exceptional academic credentials. His diversified knowledge base holds him second to none among his peers and professional cadre. Junaid holds multiple degrees in different top-notch academic disciplines. He did his bachelor's in mechanical engineering from the United States of America. He holds a dual discipline Master's degree in Management Science and operational research from the United Kingdom. His appetite to keep up the pace with the changing global academic and corporate trends, lure him into an MBA in Entrepreneurship and Finance from the United Kingdom.

Junaid got a jumpstart to his professional career in the realm of Finance and strategy at British Petroleum's Headquarters located in London. Junaid got the knack of the corporate world at a very early stage in his career. After few years of exposure to international finance and strategy at the British Petroleum, Junaid decided to venture into a journey of exploring global businesses. Since 2009 he has been phenomenally involved in various Afro businesses in middle east and Pakistan. His Entrepreneurial spirit got him in to project management consultancy and a joint venture in a corporate finance advisory boutique.



## Mr. Sardar Abdul Majeed Khan

### Director (Non-Executive)

Sardar Abdul Majeed Khan joined the police service of Pakistan on October 20, 1985 after qualifying Central Superior Service and was retired from services in July 17, 2020 as Inspector General of Police, Federal Secretary Grade-22 officer. He completed graduation from Karachi University.

During his service he appeared in various training programmes and qualified promotional examination from civil services academy, national police academy, national institute of police and National Defence University were attended and successfully completed as outstanding officer along with foreign courses at USA, France, Azerbaijan on terrorism. He developed Metropolitan Policing of new state mechanism. Commanded several districts where administrative operations were performed professionally with most progress dynamic strategies.

Law and order situations were tackled with all the odds. Technological uplift, result oriented investigation, supervision of financial tasks and training management were to integral part of his commitment to improve with Law and Order. Firm and bold created a deterrent effect in the area of responsibility.

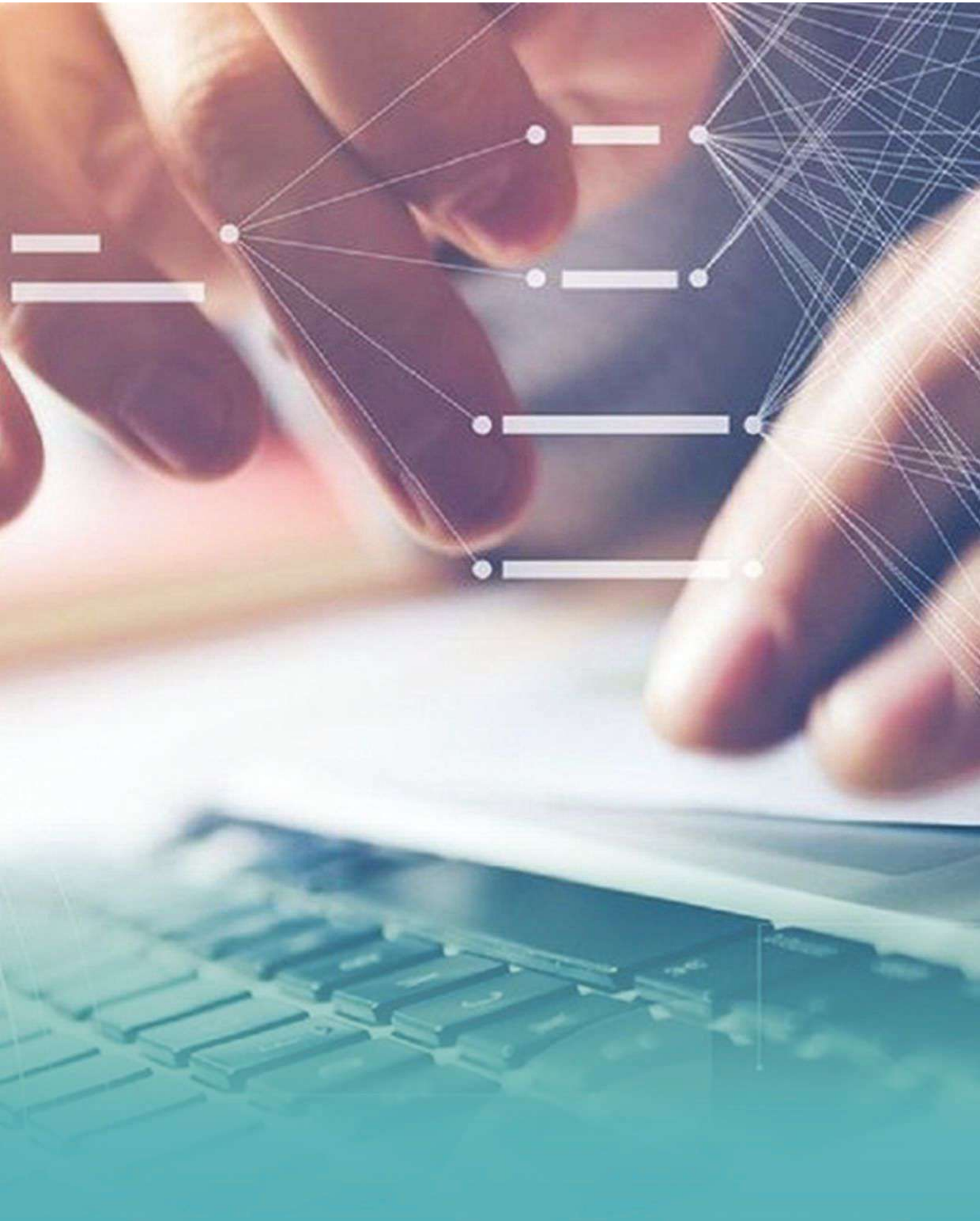
Huge challenges were tackled by him with all the diligence and high standards of competency, disciplined and strategic vision to understand the situation and also to plan solutions for any task to be assigned. He has proactive approach and professionally efficient divergent to accomplish any task to be assigned. Coherent the task and working and create an appropriate response plan rise to the challenges as a leader 5 'C'

i) competences

ii) confidence and courage

iii) communication skills

iv) compass are the traits to lead an organization.



# Chairperson's Review

## CHAIRPERSON'S REVIEW REPORT

Review report by the Chairperson's on the Overall Performance of Board

Trust Securities And Brokerage Limited (TSBL) complies with all the requirements set out in the Companies Act 2017 and the Listed Companies (Code of Corporate Governance) Regulations 2019 with respect to the composition, procedures and meetings of the Board of Directors and its committees.

The board of directors of TSBL has performed their duties diligently in the best interest of shareholders of the company and has managed the affairs of the company in an effective and efficient manner. As required under the Code of Corporate Governance, an annual evaluation of the Board of Directors of Trust Securities and Brokerage Limited (TSBL) is carried out. This process is done to ensure that the Board's overall performance and effectiveness is measured and benchmarked.

During the year ended 30 June 2024, the board played an effective role in managing the affairs of the company in the following manner:

- The board ensured that the meetings of the board and of its committees were held with the required quorum.
- The board has been delegated duties on behalf of the shareholders to perform its duties by giving guidelines to the management, setting performance targets and monitoring their achievements. Decision making was done through proper board resolution and that the minutes of the meetings of the board and the committees are appropriately recorded and maintained.
- The board has developed significant policies for smooth functioning of the company along with the Code of Conduct setting for the professional standards and corporate values.
- The board has participated in risk management, policy development, financial structure and business development process
- The board has ensured that there is adequate representation of executive, non-executive and independent directors on the board. However, in the third quarter, a new director was inducted on the board in the executive capacity whereby the Chief Executive Officer was termed as a deemed director.
- The Board and its committee have members having appropriate mix of core competencies, diversity, requisite skills, knowledge, and experience and fulfill any other criteria as deem relevant in the context of the company's operations.
- The board has ensured on the representation of a female director in view of the Code
- The board has formed the Human Resource and Remuneration Committee and Audit Committee and has approved the TORs in order for them to perform their responsibilities diligently.
- The board has a mechanism for an annual evaluation of its own performance and the committees. The purpose of this evaluation is to ensure the overall performance and effectiveness benchmarked against expectations in context of objectives set for the company.
- The board has ensured that the directors are provided with the orientation courses to enable them to perform their duties and five of its directors on the board have already taken the certification under the Directors Training Program while one of them meet the qualification and experience criteria of the code.
- All the significant issues throughout the year were presented before the board or its committees to strengthen the decision making process and all related party transactions executed by the company were approved by the board on the recommendation of the Audit Committee.
- The board ensured that there is adequate system of internal control is in place.
- The board has prepared and approved the Director's report and has ensured that the directors' report is published with the quarterly and annual financial statements of the company.
- The board has exercised its power in light of the power assigned to the board in accordance with the relevant laws and regulations applicable on the company and the board.

Based on the aforementioned, it can be reasonably stated that the Board of TSBL has played a key role in ensuring the company targets are not only achieved but also exceed expectations through a joint effort with the management team and guidance.



**ZENOBIA WASIF**

Chairperson

27-Sep-2024



# Director's Report

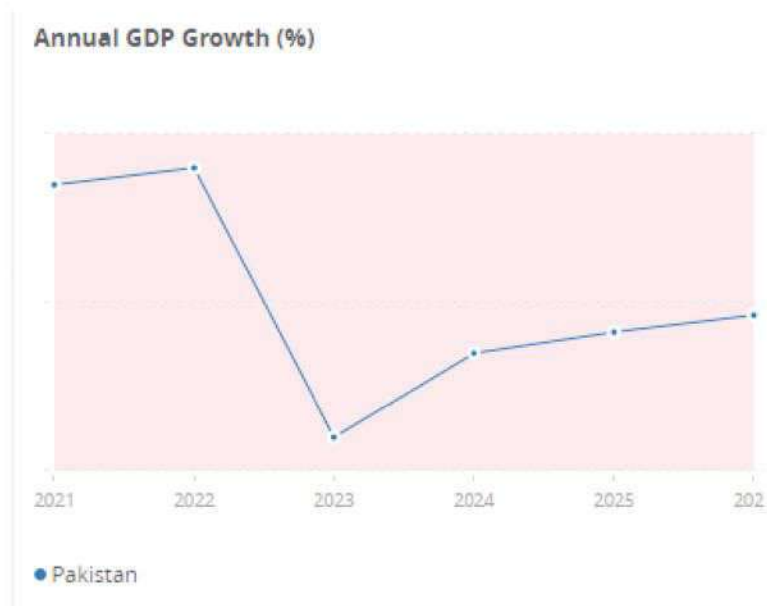
# DIRECTOR'S REPORT

Dear Fellow shareholders of Trust Securities and Brokerage Limited (TSBL),

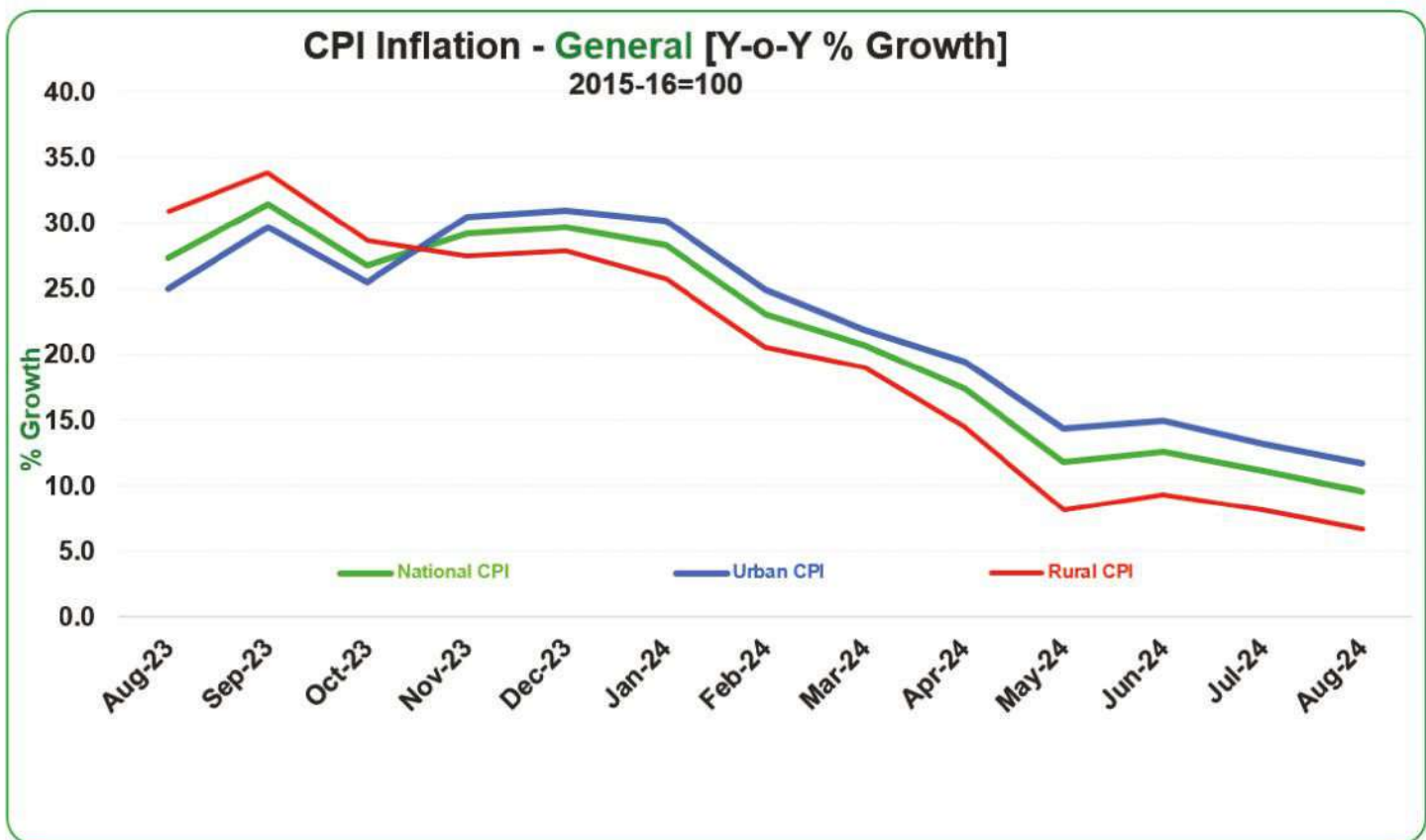
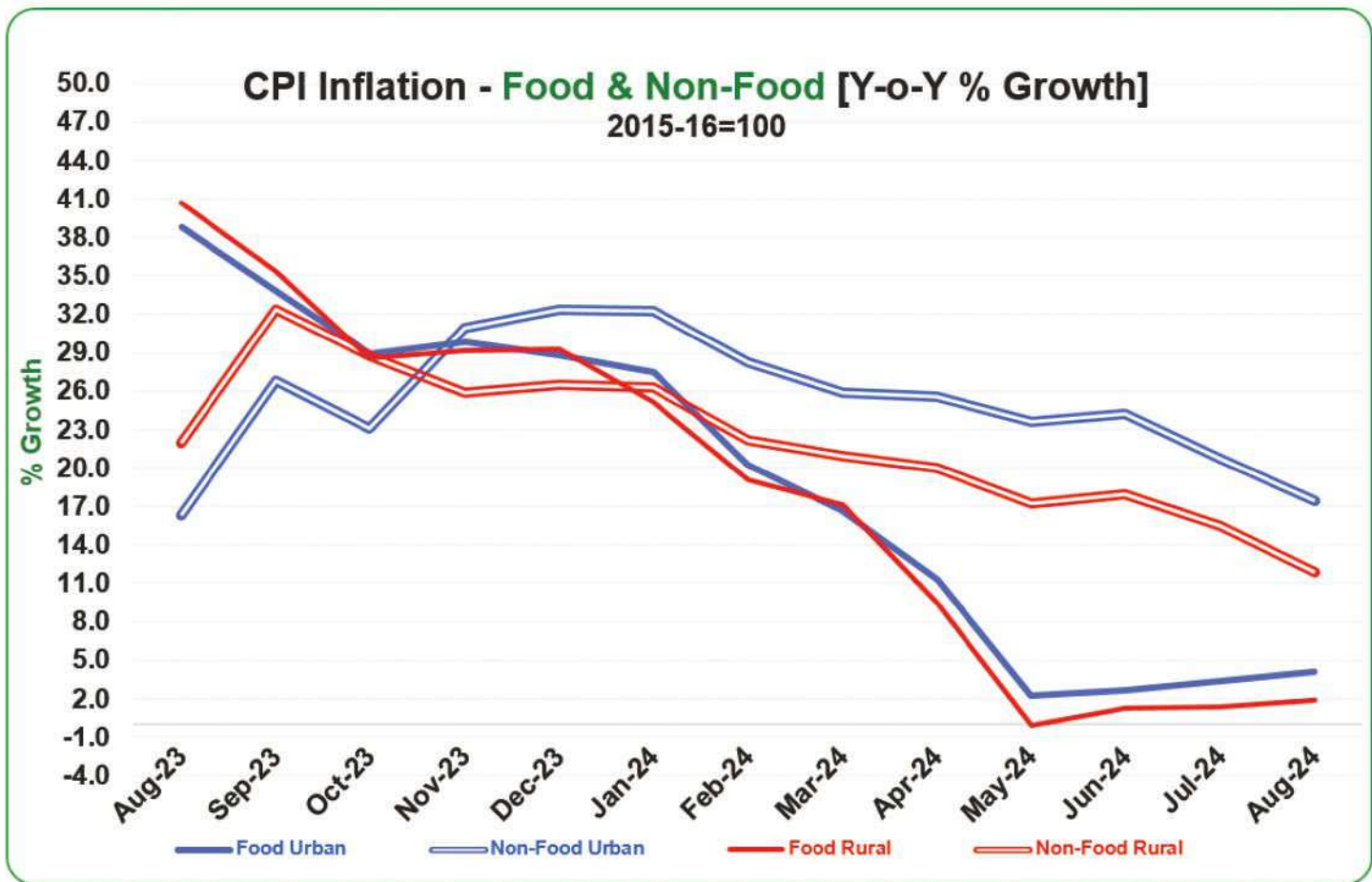
On behalf of the Board of Directors of the company we are pleased to present the Annual Report of the company for the year ended June 30, 2024 along with the audited financial statements for the year in accordance with the accounting, regulatory and legal standards and requirements.

## Economic Outlook

Global economies have triggered unprecedented economic losses in 2023-2024 due to high inflation and interest rates. According to the Organization for Economic Cooperation and Development (OECD), there are signs that the global outlook has begun to brighten, inflation is falling steadily and unemployment remains low. However the global growth is projected to remain unchanged in 2024 and strengthen gradually in 2025 with inflation returning to projected numbers by the end of 2025. Uncertainty remains but risks around the outlook are becoming better balanced. Geopolitical tensions might disrupt energy and financial markets which might trigger the inflation once again and growth may falter. The world is looking forward to ensure durable reduction in inflation, establish fiscal path that will address rising pressures and undertake reforms to raise sustainable and inclusive growth in the medium term.



The IMF Executive Board completed the second review under the Stand By Arrangement (SBA) for Pakistan, allowing an immediate disbursement of around \$1.1 Billion in the end of April 2024 bringing the total disbursement under the arrangement to USD\$ 3.0 Billion. The completion of the second and final review reflected the stronger policy efforts under the SBA which have supported the stabilization of the economy and the return of modest growth. However, this is only a breather and the country needs to continue their policy and reforms efforts including strict adherence to fiscal targets including tax collection, price control, subsidies, broadening of structural reforms



## STOCK MARKET REVIEW



## FINANCIAL PERFORMANCE

The company recorded a staggering operating revenue growth for the year despite increasingly difficult economic conditions and competitive pressures coupled with continued political instability. Despite these pressures, the company was able to make an operating profit after tax of Rs. PKR 83 million as compared with a loss of PKR 10 million in the previous year. This translates to earnings per share of PKR 2.80 as compared with a loss of PKR( 0.34)last year.

Summary of the Financial Results is as follows:

	<b>2024</b>	2023
	<b>Rupees</b>	Rupees
OPERATING REVENUE	<b>211,999,401</b>	141,803,751
GAIN ON SALE OF SHORT TERM INVESTMENTS	<b>96,963,841</b>	26,936,758
GAIN/LOSS ON REMEAUREMENT OF INVESTMENTS – AT FVTPL	<b>7,290,260</b>	(6,332,343)
OPERATING AND ADMINISTRATIVE EXPENSES	<b>(233,569,594)</b>	(182,003,507)
FINANCE COST	<b>(13,507,075)</b>	(7,200,878)
OTHER CHARGES	<b>(44,209,411)</b>	(9,259,891)
OTHER INCOME	<b><u>59,050,185</u></b>	<u>25,992,254</u>
<b>PROFIT/ (LOSS) BEFORE MINIMUM TAX AND TAXATION</b>	<b>84,017,607</b>	(10,063,856)
MINIMUM TAX DIFFERENTIAL	<u>-</u>	<u>1,761,775</u>
<b>PROFIT/(LOSS) BEFORE TAXATION</b>	<b>84,017,607</b>	(11,825,631)
TAXATION	<b><u>(20,264)</u></b>	<u>1,556,962</u>
<b>PROFIT/(LOSS) AFTER TAXATION</b>	<b>83,997,343</b>	(10,268,669)
	=====	=====
<b>EARNING/(LOSS) PER SHARE – BASIC AND DILUTED</b>	<b>2.80</b>	(0.34)
	=====	=====

## **BROKERAGE REVENUE PERFORMANCE**

The brokerage operations of the company have posted as Total Revenue of PKR 211 million in FY24. This exceptional performance in brokerage has been achieved not only due to the traded volumes but also due to our management's aggressive decisions on investing on the Human Resource. The result of this was positive as the team's contribution was seen penetrating the retail sector. The company witnessed a noticeable growth in account opening adding new Unique Identification Numbers (UINs) as of June 30, 2024. Technology played an important role with the NCCPL's focus on ease of doing business.

## **CREDIT RATING**

The company has been assigned entity ratings of A-/A-2 (A minus/ A –Two) by the Pakistan Credit Rating Agency (PACRA). The outlook on the assigned ratings is 'Stable'. The rating incorporates the company's strong governance framework, seasoned management team, and adequate ownership structure.

## **INTERNAL FINANCIAL CONTROLS**

The Board of Directors at Trust Securities & Brokerage Limited has an effective system of internal financial control. The controls have been put in place to ensure the efficient and smooth running of the operations, prevention and detection of fraud and errors, safeguarding the company's assets, compliance with laws and regulations, accuracy, and completeness of book of accounts and timely preparation of reliable financial information. Internal Financial Controls are periodically reviewed to ensure these remain effective and are updated with amendments in any laws and regulations.

## **RISK MANAGEMENT**

TSBL's risk management governance starts with our Board, which plays an integral role in reviewing and approving risk management policies. Due to the nature of business at TSBL, risks are unavoidable and include liquidity, market, and credit, operational, legal, regulatory and reputational risks. We believe that effective risk management is of utmost importance to the success of the company. The risk management team follows due processes in which it monitors, evaluate and manage the risks while conducting our activities.

## **GENDER PAY GAP**

Trust Securities & Brokerage Limited (TSBL) is committed to being an equal opportunity employer, recognizing that our progress and success depend on our diverse workforce. We uphold the principles of fairness and equity in compensation across all levels, ensuring no discrimination based on gender, caste, creed, or origin. Our focus is on fostering a positive and collaborative Employee-Employer relationship, and we take pride in maintaining a workplace free of gender-based pay gaps. Following is the gender pay gap calculated for the year ended June 30, 2024:

- (i) Mean Gender Pay Gap: 57.18%
- (ii) Median Gender Pay Gap: 10.71%

## **CORPORATE SOCIAL RESPONSIBILITY**

Corporate social responsibility (CSR) is a subject that has garnered considerable attention in recent years.

It is our endeavor to contribute towards environmental responsibility, ethical responsibility, philanthropic responsibility and economic responsibility.

We strive hard to maintain equilibrium between revenues for our shareholders and our responsibility towards fellow beings.

Some of the Key Initiatives:

#### 1. Safaid Posh Dastarkhwan

Created with the aim to help those who are not blessed with the amenities that we often take for granted, Safaid Posh is a Non-governmental organization based in Lahore, Pakistan that provides monthly food supply to underprivileged and struggling families. The NGO was founded back in the 2019 and has successfully provided food including beans, oil, rice, flour, sugar and many other daily use items to over 900 families on a monthly basis. Other than helping families with daily food items, a few of them have also been accommodated with rent, medical bills and other durable items as required.



#### 2. Hunar Ghar Welfare Organization

Hunar Ghar is a remarkable non-profit organization dedicated to empowering women and enhancing their quality of life. With a mission to equip women with diverse skill sets, the organization aims to elevate their economic status and encourage them to thrive both within and beyond their households. By fostering a culture of learning and development, Hunar Ghar has created a platform where women from all walks of life can explore their potential and acquire new skills, ultimately leading to increased job opportunities and financial independence. Through its innovative programs and initiatives, Hunar Ghar has been successful in transforming the lives of countless women, enabling them to achieve a better income, realize their full potential, and contribute meaningfully to society.



## CODE OF CORPORATE GOVERNANCE

The Board and Management of the company are committed to ensuring that requirements of the Code of Corporate Governance are fully met. The Company has adopted strong corporate Governance practices with an aim to enhance the accuracy, comprehensiveness and transparency of financial and non-financial information.

The Directors are pleased to report that:

1. The financial statements prepared by the management of the company present fairly its state of affairs, the results of its operations, cash flows and changes in the equity
2. Proper books of account of the company have been maintained
3. Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgment
4. International Financial Reporting Standards, as applicable in Pakistan, have been followed in the preparation of financial statements
5. The directors confirm that the company is in full compliance with highest standards of internal controls which are sound in design and has been effectively implemented and monitored.
6. There are no significant doubts upon the Company's ability to continue as a going concern
7. There has been no material departure from the best practices of corporate governance, as detailed in the listing regulations
8. The company has on account of statutory payment of taxes, duties, levies and charges has no outstanding liability as at the balance sheet date
9. There are no transactions entered into by the broker during the year which are fraudulent, illegal or in violation of any securities market laws
10. The company's Directors' Remuneration has been formulated. According to it, every director is entitled to a meeting fee as remuneration for attending meetings of the Board of Directors. Aggregate amount of remuneration paid to executive and non –executive directors have been disclosed in the annexed financial statements

## CHANGES IN THE BOARD

During the year under review, there was one change in the structure of the board where Mr. Abdul Basit resigned as a board member and due to this change being casual vacancy, it was prior filled in the stipulated period defined.

## COMPOSITION OF BOARD, AUDIT COMMITTEE, H.R. & REMUNERATION MEETINGS AND ATTENDANCE

1. The total number of directors are 8 (including CEO who is deemed Director) as per the following:
  - a. Male: 7 Members
  - b. Female: 1 Member
2. The composition of the Board of Directors is as follows:

Category	Names
<b>Independent Directors:</b>	Mr. Khizer Hayat Farooq Wg. Cmdr (Retd) Talat Mehmood
<b>Non-Executive Directors:</b>	Mr. Junaid Shehzad Ahmed Mr. Sardar Abdul Majeed Khan Mrs. Zenobia Wasif
<b>Executive Directors:</b>	Mr. Muhammad Shayan Ghayas Mr. Zulfiqar Ali Anjum Mr. Abdul Basit ( <b>deemed director</b> )*
<b>Female Director:</b>	Mrs. Zenobia Wasif

\*During last quarter, the CEO resigned from his position on the board as a director, creating a casual vacancy that was subsequently filled by appointing a new director. This brought the total number of directors to eight, including the CEO as a deemed director. As a result, the company is now under-compliant with the requirements of the Code of Corporate Governance regarding the number of independent and executive directors. The Board is actively exploring solutions to address these gaps. The company is committed to ensuring full compliance with the Code of Corporate Governance and expects to meet the required number of independent and executive directors soon.

The position of the Chairman and the Chief Executive Officer are kept separate in line with the best governance practices. The Board has established a separate Audit Committee and H.R. & Remuneration Committee to assist the

board in the performance of its functions. The Chairman of the Board and Audit Committee are Independent Directors and are not same person, in line with best practices.

#### **BOARD MEETINGS**

The total number of Board Meetings were four (4) during the year ended 2024. As per the requirements of the Code of Corporate Governance, written notices were circulated to the board seven days (7) in advance.

<b>Name of Director</b>	<b>Meetings Attended</b>
Mrs. Zenobia Wasif	4
Mr. Abdul Basit	4
Mr. Khizer Hayat Farooq	4
Mr. Junaid Shehzad Ahmed	4
Mr. Zulfiqar Ali Anjum	4
Mr.Sardar Abdul Majeed Khan	2
Mr. Talat Mahmood	3
Mr. Muhammad Shayan Ghayas	1

Leave of absence was granted to members who did not attend the Board and Committee meetings.

#### **AUDIT COMMITTEE**

As per the Code of Corporate Governance, the Audit Committee consists of entirely of non-executive directors with the Chairman of the committee being an Independent Director. The attendance of the Audit Committee is as follows:

<b>Name of Member</b>	<b>Meetings Attended</b>
Wg. Cmdr (Retd) Talat Mehmood - Chairman	4
Mr. Junaid Shehzad Ahmed - Member	4
Mrs. Zenobia Wasif - Member	4

## HR & REMUNERATION COMMITTEE

As per the Code of Corporate Governance, the H.R. & Remuneration Committee consists of entirely of non-executive directors with the Chairman of the committee being an Independent Director. The attendance of the Committee is as follows:

Name of Member		Meetings Attended
Mr. Khizer Hayat Farooq -	Chairman	1
Mr. Zulfiqar Ali Anjum -	Member	1
Mr. Junaid Shehzad Ahmed -	Member	1

## RISK MANAGEMENT COMMITTEE

The attendance of the Committee is as follows:

Name of Member		Meetings Attended
Mr. Muhammad Shayan Ghayas -	Chairman	1
Mr. Muhammad Khurram Faraz -	Member	1
Mr. Muhammad Umair Ansari -	Member	1
Mr. Imran Sheikh -	Member	1

## AUDIT COMMITTEE

The Audit committee of the board continued to perform its duties and responsibilities in an effective manner as per its terms of reference duly approved by the Board.

## PATTERN OF SHAREHOLDING

The detailed pattern of the shareholding and categories of shareholders of the company as at June 30, 2024, as required under the listing regulations, have been appended to this Annual Report.

## RELATED PARTY TRANSACTION

The company has presented all related party transactions before the Audit Committee and Board for their review and approval. These transactions have been approved by the Audit Committee and Board in their respective meetings. The details of all related party transactions have been annexed audited financial statements.

## FUTURE PROSPECTS

The future prospects of your company are promising on account of the Management and Team efforts towards increasing the sales eventually resulting into the company's wider market share and better brokerage results. The PSX segment of the company is looked towards achieving better results from the retail division through digital on boarding. The company is striving to yield better volumes from its existing clientele as well as looking forward on bringing the institutional sales. The sales team is actively approaching clients by growing relationship and offering company's premium suite of services.

The management also foresees increased activity on account of the commodity division while expanding the branch network.

The management is confident that the company's equity will likely demonstrate good results as the economy and the market continue to recover.

### **ACKNOWLEDGEMENT**

We are grateful to the company's shareholders for their continuing confidence and patronage. We record our sincere appreciation to all stakeholders, the Securities and Exchange Commission of Pakistan, the Central Depository Company, the National Clearing Company of Pakistan Limited, and the Pakistan Stock Exchange Limited for their unwavering support and guidance.

We further acknowledge and appreciate the hard work put in by the employees of the Company. We also acknowledge the valuable contribution and active role of the members of the Board in supporting and guiding the management.



ABDUL BASIT  
Chief Executive Officer



Zenobia Wasif  
Chairperson

**Karachi, September 27, 2024**

## **Credit and Management Rating**

**Management Rating  
BMR2+  
With Stable Outlook**

**Entity Rating  
A- & A2  
Long Term & Short Term**

**Fiduciary Rating  
BFR 2  
With Stable Outlook**



# GOVERNANCE



## STATEMENT OF COMPLIANCE WITH LISTED COMPANIES (CODE OF CORPORATE GOVERNANCE) REGULATIONS, 2019

**For the year ended June 30, 2024**

**M/s. Trust Securities and Brokerage Limited (TSBL)** has complied with the requirements of listed Companies (Code of Corporate Governance) Regulations 2019, in the following manner:

1. The total number of directors are 8 as per the following:

- a. Male: 7 Members
- b. Female: 1 Member

2. The composition of the Board of Directors is as follows:

<u>Category</u>	<u>Names</u>
<b>Independent Directors:</b>	Mr. Khizer Hayat Farooq Wg. Cmdr (Retd) Talat Mehmood
<b>Non-Executive Directors:</b>	Mr. Junaid Shehzad Ahmed Mr. Sardar Abdul Majeed Mrs. Zenobia Wasif
<b>Executive Directors:</b>	Mr Shayan Ghayas Mr. Zulfiqar Ali Anjum Mr. Abdul Basit (Deemed Director) *
<b>Non-Executive Female Director:</b>	Mrs. Zenobia Wasif

\*During the last quarter, the CEO resigned from his position on the board as a director, creating a casual vacancy that was subsequently filled by appointing a new director. This brought the total number of directors to eight, including the CEO as a deemed director. As a result, the company is now under-compliant with the requirements of the Code of Corporate Governance regarding the number of independent and executive directors. The Board is actively exploring solutions to address these gaps. The company is committed to ensuring full compliance with the Code of Corporate Governance and expects to meet the required number of independent and executive directors soon.

The directors have confirmed that none of them is serving as a director on more than seven listed companies including this company.

3. The company has prepared a code of Conduct and has ensured that appropriate steps have been taken to disseminate it throughout the company along with its supporting policies and procedures.

4. The board has developed a vision/mission statement, overall corporate strategy and significant policies of the company. The board has ensured that a complete record of particulars of significant policies along with the dates of approval or updating is maintained by the company.
5. All the powers of the board have been duly exercised and decisions on relevant matters have been taken by board/shareholders as empowered by the relevant provisions of the companies Act, 2017 and the Regulations.
6. The meetings of the board were presided over by the Chairperson. The board has complied with the requirements of the Act and the Regulations with respect to frequency, recording and circulating minutes of meetings of the board.
7. The Board have a formal policy and transparent procedure for remuneration of directors in accordance with the Act and the Regulations
8. Out of 8 directors, five (5) including a female director, have completed Director's Training Program (DTP) and one (1) director meets exemption requirement of DTP.
9. The board has approved appointment of CFO, Company Secretary and Head of Internal Audit, including their remuneration and terms and conditions of employment and complied with relevant requirements of the Regulations.
10. Chief Financial Officer and Chief Executive Officer duly endorsed the financial statements before approval of the board.
11. The board has formed committees comprising of members given below:
  - a) **Audit Committee**

Wg. Cmdr (Retd) Talat Mahmood	Chairman
Mrs. Zenobia Wasif	Member
Mr. Junaid Shehzad Ahmed	Member
  - b) **HR and Remuneration Committee**

Mr. Khizer Hayat Farooq	Chairman
Mr. Junaid Shehzad Ahmed	Member
Mr. Zulfiqar Ali Anjum	Member
  - c) **Risk Management Committee**

Mr. Abdul Basit	Chairman
Mr. Imran Sheikh	Member
Mr. Muhammad Umair Ansari	Member
Mr. Muhammad Khurram Faraz	Member
12. The terms of reference of the aforesaid committees have been formed, documented and advised to the committee for compliance.

13. The frequency of meetings of the committee were as per following:
- a) **Audit Committee** – Four quarterly meetings were held during the financial year ended June 30, 2024.
  - b) **HR and Remuneration Committee** – One meeting was held during the financial year ended June 30, 2024.
14. The board has outsourced the internal audit function who are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the company.
15. The statutory auditors of the company have confirmed that they have been given a satisfactory rating under the quality control review program of the Institute of Chartered Accountant of Pakistan (ICAP) and registered with Audit Oversight Board of Pakistan, that they and all their partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the ICAP and that they and the partners of the firm involved in the audit are not a close relative (spouse, parent, dependent and non-dependent children) of the Chief Executive Officer, Chief Financial Officer, Head of Internal Audit, Company Secretary or Director of the company.
16. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the Act, these regulations or any other regulatory requirement and the auditors have confirmed that they have observed IFAC guidelines in this regard.
17. We confirm that all requirements of the Regulations 3, 7, 27, 32, 33 and 36 of the Regulations have been complied with.
18. Explanation for non-compliance with requirements, other than regulations 3, 7, 27, 32, 33 and 36 is mentioned below:

S. No.	Non-Mandatory Requirements	Reg. No.	Explanation
1	<p><b>Director's Training:</b></p> <p>It is encouraged that by June 30, 2023 all the directors on their board have acquired the prescribed certification under any director training program offered by institutions, local or foreign, that meet the criteria specified by the commission and approved by it.</p>	19	Five out of eight directors are in compliance with director training program, and for the remaining directors the company has planned to arrange DTP over the next year, except for one director who meets the exemption requirement of DTP.

	<p><b>Executive female staff and heads of department DTP training.</b></p> <p>It is encouraged that the Company makes an arrangement of training for:</p> <p>a) at least one female executive every year.</p> <p>b) at least one head of department every year.</p> <p>under the Directors' Training program from the year starting June 30, 2022.</p>		<p>The company has planned to arrange DTP over the next year</p>
2	<p><b>Nomination Committee:</b></p> <p>The Board may constitute a separate committee designated as the nomination committee of such number and class of directors, as it may deem appropriate in its circumstances.</p>	29	<p>The responsibilities as prescribed for the nomination committee are being taken care of at Board level on need basis so a separate committee is not considered to be necessary.</p>
3	<p><b>Certain prescribed policies on website.</b></p> <p>The company may post on its website key elements of its significant policies including but not limited to the following:</p> <p>(i) Communication and disclosure policy;</p> <p>(ii) risk management policy;</p> <p>(iii) whistle blowing policy;</p>	35(1)	<p>Except for the communication policy, risk management policy and whistle blowing policy, all other policies have been duly placed on the website of the company.</p> <p>These policies will be placed on website in due course.</p>
4	<p><b>Environmental, Social and Governance (ESG) matters</b></p> <p>The board is responsible for setting the Company's sustainability strategies, priorities and targets to create long term corporate value. The board may establish a dedicated sustainability committee having at least one female director</p>	10(A)(5)	<p>At present the Board provides Governance and oversight in relation to the Company's initiatives on Environmental, Social and Governance (ESG) matters. Nevertheless, the requirements introduced recently by SECP through notification dated June 12, 2024 will be complied with in due course.</p>
5	<p><b>Significant Policies</b></p> <p>The significant policies may include but not limited to the anti-harassment policy to Safeguard the rights and well-being of employees, incorporating the mechanism as prescribed under the Protection Against Harassment of Women at the Workplace Act 2010 and the respective provincial laws on the protection against harassment of women at workplace for the time being in force.</p>	10(4)(xvi)	<p>The Company's Code of Conduct covers the element of workplace harassment. Nevertheless, the requirements introduced recently by SECP through its notification dated June 12, 2024 are being incorporated in an independent antiharassment policy.</p>



Zenobia Wasif  
Chairperson

Karachi, September 27, 2024

## **INDEPENDENT AUDITOR'S REVIEW REPORT**

### **Review Report on the Statement of Compliance contained in listed companies (Code of Corporate Governance) Regulations, 2019**

We have reviewed the enclosed Statement of Compliance with the Listed companies (Code of Corporate Governance) Regulations, 2019 (the Regulations) prepared by the Board of Directors of **Trust Securities and Brokerage Limited** ("the Company") for the year ended June 30, 2024 in accordance with the requirement of regulation 36 of the Regulation.

The responsibility for compliance with the Regulations is that of the Board of Directors of the Company. Our responsibility is to review whether the Statement of Compliance reflects the status of the Company's compliance with the provisions of the Regulations and report if it does not and to highlight any non-compliance with the requirements of the Regulations. A review is limited primarily to inquiries of the Company's personnel and review of various documents prepared by the Company to comply with the Regulations.

As a part of our audit of the financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board of Directors' statement on internal control covers all risks and controls or to form an opinion on the effectiveness of such internal controls, the Company's corporate governance procedures and risks.

The Regulation require the Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval its related party transactions. We are only required and have ensured compliance of this requirement to the extent of the approval of the Related party transaction by the board of directors upon recommendations of the Audit committee.

Based on our review, nothing has come to our attention which causes us to believe that the 'Statement of Compliance' does not appropriately reflect the Company's compliance, in all material respects, with the requirements contained in the Regulations as applicable to the Company for the year ended June 30, 2024.

Further we highlight below instances of non-compliance with the requirements of the Regulations as reflected in the Statement of Compliance:

- During the last quarter, the CEO resigned from his position on the board as a director, creating a casual vacancy that was subsequently filled by appointing a new director.

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#### **Reanda Haroon Zakaria Aamir Salman Rizwan & Company**

Chartered Accountants

Suite Nos. M1-M4 & 709-710, Progressive Plaza, Beaumont Road, Karachi – 75530, Pakistan

Tel: +92 (21) 3567 4741-44 | Fax: +92 (21) 3567 4745 | Email: info@hzasrkh.pk | Web:

www.hzasr.pk

Other offices at:

Lahore and Islamabad

## INDEPENDENT AUDITOR'S REVIEW REPORT

This brought the total number of directors to eight, including the CEO as a deemed director. As a result, the company is in non-compliance with the requirements of the Code of Corporate Governance regulations 6 and 8 regarding the number of independent and executive directors respectively. The Board is actively exploring solutions to address these gaps. The company is committed to ensuring full compliance with the Code of Corporate Governance and expects to meet the required number of independent and executive directors soon

- The Company has explained in the statement of compliance, the non-compliance of;
  1. Director Training Program for its remaining directors and executive female staff and heads of department training,
  2. Non-constitution of separate Nomination committee,
  3. Certain prescribed policies on website,
  4. Environmental, Social and Governance (ESG) matters and
  5. Significant policies.

*Reanda Haroon Zakaria Aamir Salman Rizwan & Co*

**Reanda Haroon Zakaria Aamir Salman Rizwan & Company**  
Chartered Accountants

**Place:** Karachi

**Dated:** September 27, 2024

**UDIN:** CR202410127sXt6rvDEp

**Engagement Partner:**  
**Muhammad Farooq**

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Chartered Accountants

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## INDEPENDENT AUDITOR'S REPORT

TO THE MEMBERS OF TRUST SECURITIES AND BROKERAGE LIMITED  
REPORT ON THE AUDIT OF THE FINANCIAL STATEMENTS

We have audited the annexed financial statements of **Trust Securities and Brokerage Limited**, which comprise the statement of financial position as at June 30, 2024, and the statement of profit or loss, the statement of comprehensive income, the statement of changes in equity, the statement of cash flows for the year then ended, and notes to the financial statements, including material accounting policy information and other explanatory information, and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of the audit.

In our opinion and to the best of our information and according to the explanations given to us, the statement of financial position, the statement of profit or loss, the statement of comprehensive income, the statement of changes in equity and the statement of cash flows together with the notes forming part thereof conform with the accounting and reporting standards as applicable in Pakistan and give the information required by the Companies Act, 2017 (XIX of 2017), in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at June 30, 2024 and of the profit, other comprehensive profit, the changes in equity and its cash flows for the year then ended.

### **Basis for Opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs) as applicable in Pakistan. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' *Code of Ethics for Professional Accountants* as adopted by the Institute of Chartered Accountants of Pakistan (the Code) and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### **Key Audit Matter**

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of financial statements for the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

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Following is the key audit matter.

Key Audit Matter	How the Matter was Addressed in our Audit
<p><b>Provision for Expected Credit Loss (ECL)</b></p> <p>Refer to note 11 of the financial statements relating to trade debts.</p> <p>During the year, a significant increase was observed in provision for ECL.</p> <p>We identified provision for ECL as a key audit matter as it involves significant management estimates, assumptions, and judgement including assessment of credit risk, default rates and macro-economic factors in determining the provision.</p>	<p>Our procedures included the following:</p> <ul style="list-style-type: none"> <li>• Obtained an understanding of the company’s processes and related internal controls to determine the recoverability of trade debts and provisions requirement at the year-end;</li> <li>• Evaluated the reasonableness of methods and assumptions used by the company for the recognition of provision for ECL including the subsequent recoveries;</li> <li>• Tested on a sample basis, the accuracy of the data used to calculate the provision requirements; and</li> <li>• Considered the adequacy of the related disclosures in accordance with the applicable financial reporting standards and the Companies Act, 2017.</li> </ul>

### Information Other than Financial Statements and Auditor’s Report Thereon

Management is responsible for other information. Other information comprises the information included in the annual report for the year ended June 30, 2024, but does not include the financial statements and our auditor’s report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

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## **Responsibilities of Management and Board of Directors for the Financial Statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the accounting and reporting standards as applicable in Pakistan and the requirements of Companies Act, 2017(XIX of 2017) and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Board of directors are responsible for overseeing the Company's financial reporting process.

## **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs as applicable in Pakistan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs as applicable in Pakistan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.

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- Conclude on the appropriateness of management’s use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company’s ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor’s report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor’s report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the board of directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the board of directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the board of directors, we determine those matters that were of most significance in the audit of the financial statements of the current period and therefore the key audit matters. We describe these matters in our auditors’ report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

### **Report on Other Legal and Regulatory Requirements**

Based on our audit, we further report that in our opinion:

- a) proper books of account have been kept by the Company as required by the Companies Act, 2017 (XIX of 2017);
- b) the statement of financial position, the statement of profit or loss, the statement of comprehensive income, the statement of changes in equity and the statement of cash flows together with the notes thereon have been drawn up in conformity with the Companies Act, 2017 (XIX of 2017) and are in agreement with the books of account and returns;

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- c) investments made, expenditure incurred and guarantees extended during the year were for the purpose of the Company's business; and
- d) no zakat is deductible at source under the Zakat and Ushr Ordinance, 1980.
- e) the Company was in compliance with the requirement of section 78 of the Securities Act, 2015, Section 62 of the Futures Market Act, 2016 and the relevant requirements of Securities Brokers (Licensing and Operations) Regulations, 2016 as at the date on which the statement of financial position was prepared.
- f) the Company was in compliance with the relevant requirements of Futures Brokers (Licensing and Operations Regulations), 2018 as at the date on which the statement of financial position was prepared.

The engagement partner on the audit resulting in this independent auditor's report is **Muhammad Farooq**.

*Reanda Haroon Zakaria Aamir Salman Rizwan & Co*

**Reanda Haroon Zakaria Aamir Salman Rizwan & Company**  
**Chartered Accountants**

**Place:** Karachi

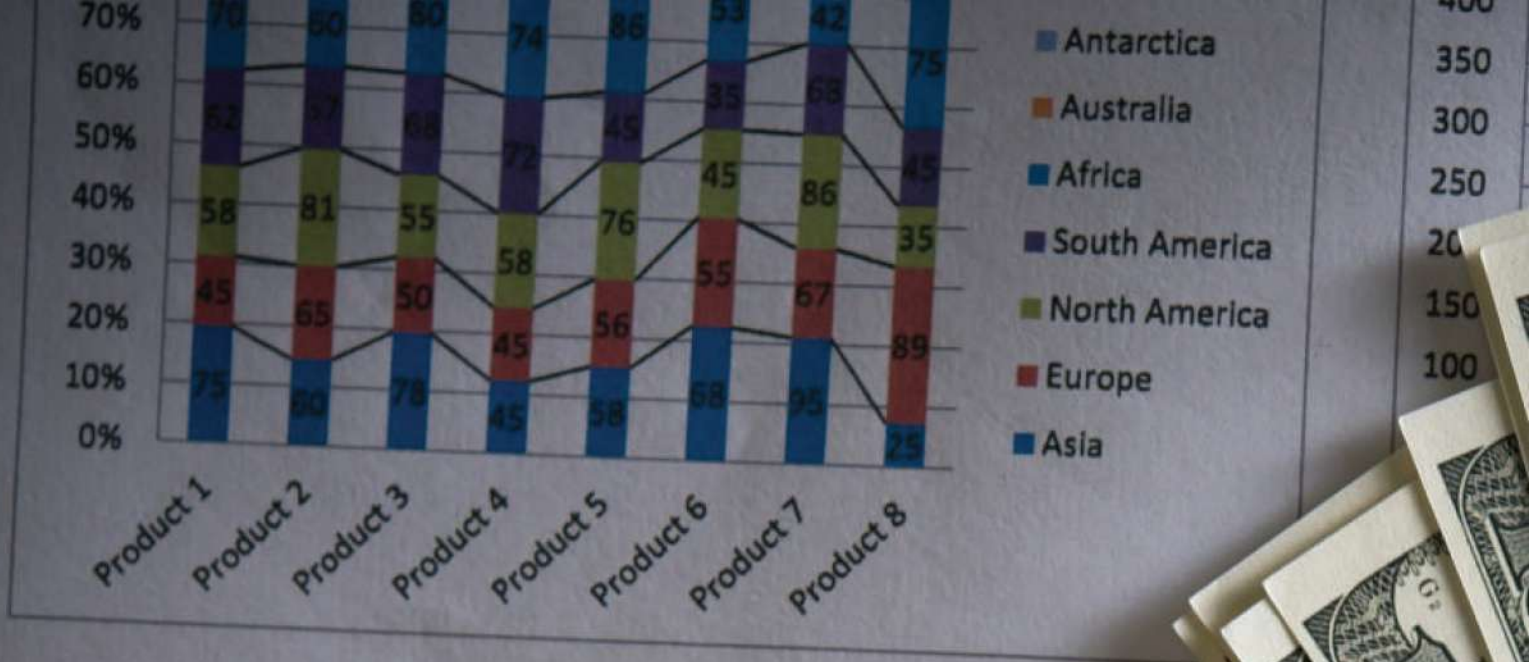
**Dated:** September 27, 2024

**UDIN:** AR202410127FUkpe5Khc

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**Reanda Haroon Zakaria Aamir Salman Rizwan & Company**  
Chartered Accountants

Suite Nos. M1-M4 & 709-710, Progressive Plaza, Beaumont Road, Karachi – 75530, Pakistan  
Tel: +92 (21) 3567 4741-44 | Fax: +92 (21) 3567 4745 | Email: info@hzasrkh.pk | Web:  
www.hzasr.pk  
Other offices at:  
Lahore and Islamabad



## Summary



# FINANCIAL



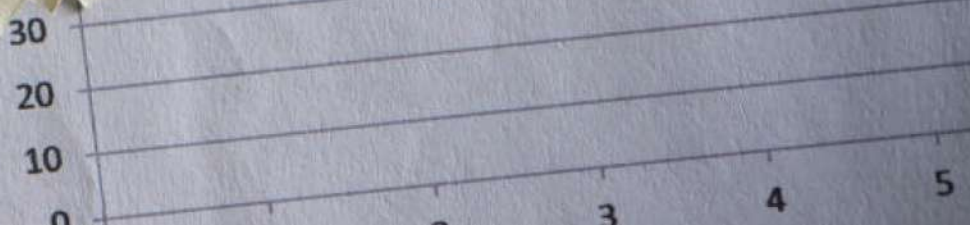
Customer 1

Customer 2

Customer 3

product  
13%

Product 8
25
89
25
5



# Statement of Financial Position

AS AT JUNE 30, 2024

	Note	2024 Rupees	2023 Rupees
<b><u>ASSETS</u></b>			
<b>Non-Current Assets</b>			
Property and equipment	5	15,291,159	12,668,771
Right of use assets	6	21,264,286	16,907,400
Intangibles	7	5,188,434	5,463,434
Long term deposits	8	7,596,805	7,584,805
Deferred taxation	9	19,714,317	15,064,560
		<b>69,055,001</b>	<b>57,688,970</b>
<b>Current Assets</b>			
Short term investments	10	18,901,630	20,691,263
Trade debts	11	193,623,448	227,653,345
Receivable against margin finance	12	67,136,442	36,881,835
Advances, deposits and other receivables	13	177,844,561	94,731,127
Tax refunds due from government - net	14	7,645,016	1,746,059
Cash and bank balances	15	173,060,146	54,804,227
		<b>638,211,243</b>	<b>436,507,856</b>
<b>Total Assets</b>		<b>707,266,244</b>	<b>494,196,826</b>
<b><u>EQUITY AND LIABILITIES</u></b>			
<b>Share Capital and Reserves</b>			
<b>Authorized Capital</b>			
75,000,000 (2023 : 75,000,000) Ordinary shares (Ordinary shares) of Rs. 10 each		<b>750,000,000</b>	<b>750,000,000</b>
Issued, subscribed and paid-up capital	16	<b>300,000,000</b>	<b>300,000,000</b>
<b>Reserves</b>			
Accumulated Profit / (loss)		<b>63,175,463</b>	<b>(20,821,880)</b>
		<b>363,175,463</b>	<b>279,178,120</b>
<b>Non-Current Liabilities</b>			
Lease liabilities	17	<b>10,938,133</b>	<b>7,241,438</b>
<b>Current Liabilities</b>			
Trade and other payables	18	<b>255,268,306</b>	<b>149,096,691</b>
Short term borrowings	19	<b>66,383,027</b>	<b>48,622,358</b>
Current portion of lease liabilities	17	<b>8,775,311</b>	<b>8,761,644</b>
Accrued markup		<b>2,726,004</b>	<b>1,296,575</b>
		<b>333,152,648</b>	<b>207,777,268</b>
<b>Contingencies &amp; Commitments</b>	20		
<b>Total Equity and Liabilities</b>		<b>707,266,244</b>	<b>494,196,826</b>

The annexed notes from 1 to 38 form an integral part of these financial statements.

  
Chief Executive Officer

  
Chief Financial Officer

  
Director

# Statement of Profit or Loss

For the Year Ended June 30,2024

	Note	2024 Rupees	2023 Rupees
Operating revenue	21	211,999,401	141,803,751
Gain on sale of short term investments	22	96,963,841	26,936,758
Gain / (Loss) on remeasurement of investments - at FVTPL	23	7,290,260	(6,332,343)
Operating and administrative expenses	24	(233,569,594)	(182,003,507)
Finance cost	25	(13,507,075)	(7,200,878)
Other charges	26	(44,209,411)	(9,259,891)
Other income	27	59,050,185	25,992,254
<b>Profit / (Loss) before income tax and minimum tax differential</b>		<b>84,017,607</b>	<b>(10,063,856)</b>
Minimum tax differential		-	(1,761,775)
<b>Profit / (Loss) before income tax</b>		<b>84,017,607</b>	<b>(11,825,631)</b>
Income tax	28	(20,264)	1,556,962
<b>Profit / (Loss) after income tax</b>		<b>83,997,343</b>	<b>(10,268,669)</b>
<b>Earning / (Loss) per share - basic and diluted</b>	29	<b>2.80</b>	<b>(0.34)</b>

The annexed notes from 1 to 38 form an integral part of these financial statements.



Chief Executive Officer



Chief Financial Officer



Director

# Statement of Comprehensive Income

For the Year Ended June 30, 2024

	2024 Rupees	2023 Rupees
<b>Profit / (Loss) for the year</b>	<b>83,997,343</b>	<b>(10,268,669)</b>
<b>Other comprehensive income / (loss)</b>		
- Items that will be reclassified subsequently to statement of profit or loss	-	-
- Items that will not be reclassified subsequently to statement of profit or loss		
Loss on sale of FVOCI investment during the year	-	(25,319)
<b>Total comprehensive income / (loss) for the year</b>	<b>83,997,343</b>	<b>(10,293,988)</b>

The annexed notes from 1 to 38 form an integral part of these financial statements.



Chief Executive Officer



Chief Financial Officer



Director

# Statement of Changes in Equity

For the Year Ended June 30, 2024

	<i>Revenue reserve</i>			<i>Sub Total</i>	<i>Shareholders Equity</i>
	<i>Issued, subscribed and paid-up capital</i>	<i>Remeasurement gain of investments fair value through OCI</i>	<i>Accumulated (Loss) / Profit</i>		
----- <i>Rupees</i> -----					
<b>Balance as at June 30, 2022</b>	300,000,000	9,964,944	(20,492,836)	(10,527,892)	289,472,108
<b>Total comprehensive loss for the year</b>					
Loss for the year	-	-	(10,268,669)	(10,268,669)	(10,268,669)
Loss on sale of FVOCI investment during the year	-	-	(25,319)	(25,319)	(25,319)
Transfer of remeasurement gain from FVOCI to unappropriated profit on disposal of investment	-	(9,964,944)	9,964,944	-	-
	-	(9,964,944)	(329,044)	(10,293,988)	(10,293,988)
<b>Balance as at June 30, 2023</b>	<b>300,000,000</b>	-	<b>(20,821,880)</b>	<b>(20,821,880)</b>	<b>279,178,120</b>
<b>Total comprehensive income for the year</b>					
Profit for the year	-	-	83,997,343	83,997,343	83,997,343
<b>Balance as at June 30, 2024</b>	<b>300,000,000</b>	-	<b>63,175,463</b>	<b>63,175,463</b>	<b>363,175,463</b>

The annexed notes from 1 to 38 form an integral part of these financial statements.



*Chief Executive Officer*



*Chief Financial Officer*



*Director*

# Statement of Cash Flows


For the Year Ended June 30,2024

	2024 Rupees	2023 Rupees
<b>A. CASH FLOWS FROM OPERATING ACTIVITIES</b>		
<b>Profit / (Loss) before income tax and minimum tax differential</b>	84,017,607	(10,063,856)
<b>Adjustment for non-cash charges and other items</b>		
Depreciation on property and equipment	1,571,936	1,592,500
Depreciation on right of use assets	11,074,338	10,897,960
Amortization	275,000	275,000
Provision for expected credit losses	43,546,093	9,253,891
Impairment loss	870	6,000
Interest income	(54,137,868)	(24,552,998)
Finance cost	9,731,415	4,376,670
Dividend income	(571,664)	(861,767)
Interest on lease liabilities	3,775,660	2,824,208
Reversal of provision for ECL	(1,751,602)	(607,737)
Unrealised (gain) / loss on remeasurement of investment	(7,290,260)	6,332,343
	<b>6,223,918</b>	<b>9,536,070</b>
	<b>90,241,525</b>	<b>(527,786)</b>
<b>Changes in Working Capital:</b>		
<b>(Increase) / decrease in current assets</b>		
Trade debts	(7,764,594)	(59,023,249)
Receivable against margin finance	(30,254,607)	5,983,157
Advances, deposits and other receivables	(79,585,534)	33,977,380
	<b>(117,604,735)</b>	<b>(19,062,712)</b>
<b>Increase / (Decrease) in current liabilities</b>		
Trade and other payables	106,171,615	(13,070,790)
<b>Cash generated from / (used in) operations</b>	<b>78,808,405</b>	<b>(32,661,288)</b>
Taxes paid	(10,568,979)	(4,721,582)
Finance cost paid	(8,301,985)	(4,191,255)
Long term deposits paid during the year	(12,000)	(100,000)
Long term deposits received during the year	-	2,754,710
<b>Net cash generated from / (used in) operating activities</b>	<b>59,925,441</b>	<b>(38,919,415)</b>
<b>B. CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of property and equipment	(2,214,874)	(508,844)
Addition in capital work in progress	(1,979,450)	(170,000)
Addition in right-of-use assets	(1,894,001)	(3,854,710)
Interest income received	50,609,968	23,771,807
Dividend income received	571,664	861,767
Investments disposed of during the year	9,079,023	18,439,177
<b>Net cash generated from investing activities</b>	<b>54,172,330</b>	<b>38,539,197</b>

	<i>2024</i>	<i>2023</i>
<i>Note</i>	<i>Rupees</i>	<i>Rupees</i>
<b>C. CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from short term borrowings	<b>17,760,669</b>	-
Repayment of short term borrowings	-	(1,597,481)
Repayment of liabilities against right use of asset	<b>(13,602,521)</b>	(11,643,683)
<b>Net cash generated from / (used in) financing activities</b>	<b>4,158,148</b>	(13,241,164)
<b>Net increase / (decrease) in cash and cash equivalents (A+B+C)</b>	<b>118,255,919</b>	(13,621,382)
<b>Cash and cash equivalents at beginning of year</b>	<b>54,804,227</b>	68,425,609
<b>Cash and cash equivalents at end of year</b>	<b>15 173,060,146</b>	<b>54,804,227</b>

The annexed notes from 1 to 38 form an integral part of these financial statements.

  
 Chief Executive Officer

  
 Chief Financial Officer

  
 Director

# Notes to the Financial Statements

For the Year Ended June 30, 2024

## 1 THE COMPANY AND ITS OPERATION

The Company was incorporated in Pakistan on October 19, 1993 as a Public Limited Company under the repealed Companies Ordinance, 1984 (Now Companies Act, 2017). The company is listed on Pakistan Stock Exchange Limited. The Company is the Trading Right Entitlement Certificate holder of the Pakistan Stock Exchange Limited and a member of Pakistan Mercantile Exchange Limited.

The Company is principally engaged in brokerage of shares, stocks, equity and debt securities, commodities and other financial instruments and corporate financial services.

Further the company is also engaged in trading in commodities future, equity and debt securities on its own account through ready, spot and forward counters of the stock and mercantile exchanges.

## 2 GEOGRAPHICAL LOCATION AND ADDRESS OF OFFICES ARE AS UNDER

- **Head Office :** Suite No. 401 & 402, 4th floor, Business and Finance Center, I.I Chundrigar Road, Karachi.
- **Branch Offices :** 2nd Floor, Associated House Building Office No. 2,3 & 4, 7-Kashmir Road, Lahore.  
Room No. 202 & 203, 2nd Floor, New Pakistan Stock Exchange Building, I.I. Chundrigar Road, Karachi.  
Room No. 607, 6th Floor, LSE Plaza 19-Khayaban-e-Iqbal, Lahore.  
PMEX Branch Office- DHA, Karachi Mezzanine No.2, Plot No. 55-C 11th Commercial Street, DHA, Phase-II Ext, Karachi.  
Room No. 510, 5th Floor, Business and Finance Center, I.I Chundrigar Road,

## 3 BASIS OF PREPARATION

### 3.1 Statement of Compliance

These Financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan. The accounting and reporting standards as applicable in Pakistan comprise of:

- International Financial reporting standards (IFRS standards) issued by International Accounting standards Board (IASB) as notified under Companies Act, 2017; and
- Provisions of and directives issued under the Companies Act, 2017.

Where provisions and directive issued under the Companies Act, 2017 differ from IFRS standards, the provisions of and directives issued under the Companies Act, 2017 have been followed.

### 3.2 Basis of Measurement

These Financial Statements have been prepared under the historical cost convention, except that certain investments are stated at fair value.

### **3.3 *Functional and presentation currency***

The financial statements are presented in Pak Rupees, which is also the Company's functional and presentation currency. All financial information presented in Pakistan Rupees has been rounded to the nearest rupee.

### **3.4 *Use of estimates and judgments***

The preparation of financial statements in conformity with approved accounting standards as applicable in Pakistan, requires management to make judgments, estimates and assumptions that affect the application of policies and the reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

Judgments made by management in the application of approved accounting standard as, applicable in Pakistan, that have significant effect on the financial statements and estimates with a significant risk of material judgment in the next year are as follows: -

#### ***Property and equipment***

The Company reviews the rate of depreciation, useful lives, residual values and value of assets for possible impairment on an annual basis. Any change in the estimates in future years might affect the carrying amounts of the respective items of property and equipment with a corresponding affect on the depreciation charge and impairment.

#### ***Intangible assets***

The Company reviews the rate of amortization and value of intangible assets for possible impairment on an annual basis. Any change in the estimates in future years might affect the carrying amounts of intangible assets with a corresponding affect on the amortization charge and impairment.

#### ***Trade debts***

Trade debts and other receivables are recognized initially at fair value and subsequently measured at amortized cost less loss allowance, if any. The Company measures the loss allowance for trade debts at an amount equal to lifetime expected credit losses (ECL). The expected credit losses on trade debts are estimated using a provision matrix by reference to past default experience of the debtor and an analysis of the debtor's current financial position, adjusted for factors that are specific to the debtors, general economic conditions of the industry in which the debtors operate and an assessment of both the current as well as the forecast direction of conditions at the reporting date.

#### ***Income taxes***

In making the estimates for income taxes currently payable by the Company, the management looks at the current income tax laws and establishes provision where appropriate on the basis of amounts expected to be paid to the tax authorities.

#### ***Deferred taxes***

The carrying amount of deferred tax assets is reviewed at each reporting date and is adjusted to reflect the current assessment of future taxable profits. If required, carrying amount of deferred tax asset is reduced to the extent that it is no longer probable that sufficient taxable profits to allow the benefit of part or all of that recognised deferred tax asset to be utilised. Any such reduction shall be reversed to the extent that it becomes probable that sufficient taxable profit will be available.

### 3.5 *Standards, interpretations and amendments to approved accounting standards*

#### 3.5.1 *Amendments to published accounting and reporting standards which are effective for the year ended June 30, 2024*

There were certain amendments to accounting and reporting standards which became effective for the Company for the current year. However, these are considered not to be relevant or to have any significant impact on the Company's financial reporting and, therefore, have not been disclosed in these financial statements.

#### 3.5.2 *Standards, interpretations and amendments to the existing standards that are not yet effective and have not been early adopted by the company*

		<i>Effective date (annual reporting periods beginning on or after)</i>
IAS 1	Presentation of Financial Statements (Amendments regarding the classification of liabilities and debts with covenants)	January 1, 2024
IAS 07	Statement of Cash Flows (Amendments regarding supplier finance arrangements)	January 1, 2024
IFRS 16	Leases (Amendments to clarify how a seller-lessee subsequently measures sale and leaseback transactions)	January 1, 2024
IAS 21	The Effects of changes in Foreign Exchange Rates (Amendments)	January 1, 2025
IFRS 7	Financial Instruments (Amendments regarding disclosures)	January 1, 2026
IFRS 17	Insurance Contracts	January 1, 2026
IFRS 9	classification and measurement of financial instruments)	January 1, 2026

## 4 **MATERIAL ACCOUNTING POLICY INFORMATION**

The principal accounting policies applied in the presentation of these financial statements are set out below. These policies have been consistently applied to all the years presented.

### 4.1 **Property and Equipment**

These are initially measured at cost. Subsequent to initial recognition these are measured at cost less accumulated depreciation and impairment loss, if any.

Depreciation is charged to statement of profit or loss using the diminishing balance method at the rates specified in the relevant note. Depreciation is charged when the asset is put to use till the asset is disposed.

Maintenance and normal repairs are charged to statement of profit or loss as and when incurred. Major renewals and improvements are capitalized.

An item of property and equipment is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of property and equipment (calculated as the difference between the net disposal proceeds and the carrying amount of an asset) is included in the statement of profit or loss in the year in which the asset is derecognized.

The Company reviews the useful lives and residual values of its assets on regular basis. Any change in the estimates in future years might affect the carrying amounts of the respective items of property and equipment with a corresponding effect on the depreciation charge.

## 4.2 *Capital work in progress*

Capital work-in-progress is stated at cost accumulated upto the reporting date less impairment if any. Transfer are made to relevant property and equipment category as and when assets are available for their intended use.

## 4.3 *Leases*

### a) *Right of Use Assets*

The Company measures the right-of-use asset applying a cost model whereby the right-of-use asset is measured at cost less any accumulated depreciation and any accumulated impairment losses adjusted for any remeasurement of the lease liability.

The right-of-use asset is depreciated on a straight line basis from the lease commencement date to the earlier of the end of the useful life of the right-of-use asset or the end of the lease term.

### b) *Lease Liability*

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the entity's incremental borrowing rate. The lease liability is subsequently increased by the interest cost on the lease liability and decreased by lease payments made. It is re-measured when there is a change in future lease payments arising from a change in an index or rate, a change in assessment of whether extension option is reasonably certain to be exercised or a termination option is reasonably certain not to be exercised.

The Company has elected not to recognize right-of-use assets and lease liabilities for some leases of low value assets. The lease payments associated with these leases are recognized as an expenses on a straight-line basis over the lease term. The right-of-use assets are presented in the same line items as it presents underlying assets of the same nature that it owns.

## 4.4 *Intangible Assets*

An intangible asset is recognized as an assets if it is probable that economic benefits attributable to the assets will flow to the company and cost of the assets can be measured reliably.

Intangible assets having finite useful lives are stated at cost less accumulated amortization and accumulated impairment losses, if any. Amortization is charged from the date the asset is available for use while in the case of assets disposed of, it is charged till the date of disposal. The useful lives and amortization method are reviewed and adjusted, if appropriate, at each reporting date.

Intangible assets having an indefinite useful life are stated at cost less accumulated impairment losses, if any. An intangible asset is regarded as having an indefinite useful life, when, based on an analysis of all the relevant factors, there is no foreseeable limit to the period over which asset is expected to generate net cash inflows for the Company.

An intangible asset with an indefinite useful life is not amortized. However, the carrying amount is reviewed at each reporting date or whenever there is an indication that the asset may be impaired, to assess whether it is in excess of its recoverable amount, and where the carrying value exceeds the estimated recoverable amount, it is written down to its estimated recoverable amount.

Gain or loss arising on derecognition of an intangible asset is measured as the difference between the net disposal proceed and the carrying amount of the asset and is recognized in statement of profit or loss when the asset is derecognized.

## 4.5 *Financial instruments*

### 4.5.1 *Initial Recognition*

All financial assets and liabilities are initially measured at cost which is the fair value of the consideration given or received. These are subsequently measured at fair value or at amortized cost as the case may be.

All Purchases & sales of financial assets that require delivery within the time frame established by regulations or market convention are recognized using settlement date accounting i.e. on the date on which settlement of the transaction takes place.

### 4.5.2 *Classification of financial assets*

The Company classifies its financial instruments in the following categories:

- at amortized cost.
- at fair value through other comprehensive income (“FVOCI”), or
- at fair value through profit or loss (“FVTPL”),

The Company determines the classification of financial assets at initial recognition. The classification of instruments (other than equity instruments) is driven by the Company’s business model for managing the financial assets and their contractual cash flow characteristics.

#### *Financial assets at amortized cost*

Financial assets that meet the following conditions are subsequently measured at amortized cost:

- a) the financial asset is held within a business model whose objective is to hold financial assets in order to collect contractual cash flows and;
- b) the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

#### *Financial assets at fair value through OCI*

Financial assets that meet the following conditions are subsequently measured at FVOCI:

- a) the financial asset is held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets and;
- b) the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

However, Company may make an irrevocable election at initial recognition for particular investments in equity instruments that would otherwise be measured at fair value through profit or loss to present subsequent changes in fair value in other comprehensive income.

#### *Financial assets at fair value through profit or loss*

A financial asset is measured at fair value through profit or loss unless it is measured at amortized cost or at fair value through OCI.

### 4.5.3 *Financial liabilities*

The Company classifies its financial liabilities in the following categories:

- at fair value through profit or loss (“FVTPL”), or
- at amortized cost.

Financial liabilities are measured at amortized cost, unless they are required to be measured at FVTPL (such as instruments held for trading or derivatives) or the Company has opted to measure them at FVTPL.

#### **4.5.4 Subsequent measurement**

##### ***Financial assets at FVOCI***

Elected investments in equity instruments at FVOCI are initially recognized at fair value plus transaction costs. Subsequently, they are measured at fair value, with gains or losses arising from changes in fair value recognized in OCI.

Investments in un-quoted equity instruments at FVOCI are initially recognized at fair value plus transaction costs. Subsequently, they are measured at fair value. However, in limited circumstances, where there is insufficient recent information is available or where there is wide range of possible fair value measurements, the cost may be an appropriate estimate of fair value.

##### ***Financial assets and liabilities at amortized cost***

Financial assets and liabilities at amortized cost are initially recognized at fair value plus or minus transaction costs, and subsequently carried at amortized cost, and in the case of financial assets, less any impairment.

##### ***Financial assets and liabilities at FVTPL***

Financial assets and liabilities carried at FVTPL are initially recorded at fair value and transaction costs are expensed in the statement of profit or loss and other comprehensive income. Realized and unrealized gains and losses arising from changes in the fair value of the financial assets and liabilities held at FVTPL are included in the statement of profit or loss and other comprehensive income in the period in which they arise. Where management has opted to recognize a financial liability at FVTPL, any changes associated with the Company's own credit risk will be recognized in other comprehensive income/(loss). Currently, there are no financial liabilities designated at FVTPL.

#### **4.5.5 Impairment of financial assets at amortized cost**

The Company recognizes a loss allowance for expected credit losses (ECLs) on financial assets that are measured at amortized cost. Loss allowances are measured on the basis of life time (ECLs) that result from all possible default events over the expected life of a financial instrument.

Lifetime ECL is only recognized if the credit risk at the reporting date has increased significantly relative to the credit risk at initial recognition. Further, the Company considers the impact of forward looking information (such Company's internal factors and economic environment of the country of customers) on ECLs. Credit losses are measured as the present value of all cash shortfalls (i.e. the difference between the cash flows due to the entity and the cash flows that the Company expects to receive).

Provision against financial assets measured at amortized cost are deducted from the gross carrying amount of the assets.

#### **4.5.6 Derecognition**

##### ***Financial assets***

The Company derecognizes financial assets only when the contractual rights to cash flows from the financial assets expire or when it transfers the financial assets and substantially all the associated risks and rewards of ownership to another entity.

On derecognition of a financial asset measured at amortized cost, the difference between the asset's carrying value and the sum of the consideration received and receivable is recognized in statement of profit or loss.

In addition, on derecognition of an investment in a debt instrument classified as at FVOCI, the cumulative gain or loss previously accumulated in the investments revaluation reserve is reclassified to statement of profit or loss.

In contrast, on derecognition of an investment in equity instrument which the Company has elected on initial recognition to measure at FVOCI, the cumulative gain or loss previously accumulated in the investments revaluation reserve is not reclassified to statement of profit or loss, but is transferred to revenue reserve.

#### ***Financial liabilities***

The Company derecognizes financial liabilities only when its obligations under the financial liabilities are discharged, cancelled or expired. The difference between the carrying amount of the financial liability derecognized and the consideration paid and payable, including any non-cash assets transferred or liabilities assumed, is recognized in the statement of profit or loss and other comprehensive income.

#### **4.5.7 *Offsetting of financial assets and financial liabilities***

Financial assets and financial liabilities are offset and the net amount is reported in the financial statements only when there is a legally enforceable right to set off the recognized amount and the Company intends either to settle on a net basis or to realize the assets and to settle the liabilities simultaneously.

#### **4.6 *Trade debts***

These are classified at amortized cost and are initially recognised when they are originated and measured at fair value of consideration receivable. These assets are written off when there is no reasonable expectation of recovery. Actual credit loss experience over past years is used to base the calculation of expected credit loss (ECL).

Trade receivables in respect of securities sold on behalf of client are recorded at settlement date of transaction.

#### **4.7 *Advances, deposits and other receivables***

These are recognized at cost, which is the fair value of the consideration given. However, an assessment is made at each reporting date to determine whether there is an indication that assets may be impaired. If such indication exists, the estimated recoverable amount of that asset is determined and any impairment loss is recognized for the difference between the recoverable amount.

Other receivables are recognized and carried at cost which is the fair value of the consideration to be received in the future for goods and services.

#### **4.8 *Cash and cash equivalents***

Cash and cash equivalent are carried in the statement of financial position at amortized cost.

#### **4.9 *Trade and other payables***

Trade and other payables are carried at cost which is the fair value of the consideration to be paid in the future for goods and services received up to the year end, whether or not billed to the Company. The company follows settlement date accounting.

#### **4.10 *Taxation***

##### ***Current***

Provision for current taxation is based on taxable income at the current rates for taxation after taking into account tax credit and rebates available, if any, in accordance with the provision of Income Ordinance, 2001. The charge for the current tax also includes adjustments where necessary, relating to prior years which arise from assessments framed/ finalized during the year.

### ***Deferred***

Deferred tax is accounted for using the balance sheet liability method in respect of all temporary differences at the reporting date between the tax base and carrying amount of assets and liabilities for financial reporting purposes.

Deferred tax liabilities are generally recognised for all taxable temporary differences and deferred tax assets are recognised for all deductible temporary differences and carried forward unused tax losses, to the extent that it is probable that future taxable profit will be available against which the deductible temporary differences and carried forward unused tax losses can be utilized. Carrying amount of all deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is realized or the liability is settled, based on the tax rates that have been enacted or substantially enacted by the reporting date.

Deferred tax is charged or credited in the statement of profit or loss account, except in the case of items credited or charged to comprehensive income or equity, in which case it is included in comprehensive income or equity.

#### **4.11 Levy**

Tax charged under Income Tax Ordinance, 2001 which is not based on taxable income or any amount paid / payable in excess of the calculation based on taxable income or any minimum tax which is not adjustable against future income tax liability is classified as levy in the statement of profit or loss and other comprehensive income as these levies fall under the scope of IFRIC 12/IAS 37.

#### **4.12 Provisions**

A provision is recognized if, as a result of a past event, the Company has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation.

However, provisions are reviewed at each reporting date and adjusted to reflect the current best estimate.

#### **4.13 Contingencies**

A contingent liability is disclosed when the Company has a possible obligation as a result of past events, existence of which will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Company; or the Company has a present legal or constructive obligation that arises from past events, but it is not probable that an outflow of resources embodying economic benefits will be required to settle the obligation, or the amount of the obligation cannot be measured with sufficient reliability.

#### **4.14 Revenue**

Brokerage commission, consultancy and other income are recognised as and when such services are provided and performance obligation is satisfied.

Interest income is recognized on a time proportion basis using the effective interest rate of return.

Dividend income is recorded when the right to receive the dividend is established.

Capital gain / (loss) on sale of securities are included in statement of profit or loss account on the settlement date basis.

Gains / losses arising on settlement of commodities-future and/or its revaluation to fair value are taken to statement of profit or loss in the period in which they arise.

#### **4.15 Impairment**

##### ***Non-Financial assets***

The carrying amounts of non-financial assets are assessed at each reporting date to ascertain whether there is any indication of impairment. If any such indication exists then the asset's recoverable amount is estimated. An impairment loss is recognized, as an expense in the statement of profit or loss account, for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less cost to sell and value in use. Value in use is ascertained through discounting of the estimated future cash flows using a discount rate that reflects current market assessments of the time value of money and the risk specific to the assets. For the purpose of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units).

An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization if no impairment loss had been recognized.

#### **4.16 Earnings per share**

The Company presents basic and diluted earnings per share (EPS) data for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding during the year. Diluted EPS is determined by adjusting the profit or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding for the effects of all dilutive potential ordinary shares, if any

#### **4.17 Related party transactions**

All transactions with related parties are carried out by the Company at arms' length price using the method prescribed under Companies Act, 2017.

#### **4.18 Change in Policy**

During the year, the Institute of Chartered Accountant of Pakistan (ICAP) has withdrawn the Technical Release 27 "IAS 12, Income Taxes (Revised 2012)" and has issued a Guidance – "IAS 12 Application Guidance on Accounting for Minimum Taxes and Final Taxes". The said Guidance requires taxes paid under minimum tax regime to be shown separately as a levy instead of showing it in current tax.

Accordingly, the impact has been incorporated in these financial statements retrospectively in accordance with the requirement of International Accounting Standard (IAS 8) – 'Accounting Policies, Change in Accounting Estimates and Errors'. There has been no effect on the statement of financial position and statement of cash flows as a result of this change

Had there been no change in accounting policy, taxation and loss before taxation for the previous year June 30, 2023 would have been lower by Rs.1.761 million. There is no impact on the loss per share for the prior year due to the change.

	<i>Note</i>	<i>2024</i> <i>Rupees</i>	<i>2023</i> <i>Rupees</i>
<b>5 PROPERTY AND EQUIPMENT</b>			
Operating fixed assets	5.1	13,776,159	12,498,771
Capital work in progress	5.2	1,515,000	170,000
		<u>15,291,159</u>	<u>12,668,771</u>

### 5.1 Operating fixed assets

<i>Particular</i>	<i>Computers</i>	<i>Furniture and fittings</i>	<i>Vehicles</i>	<i>Office equipment</i>	<i>Total</i>
	----- <i>Rupees</i> -----				
<b>Net book value as at June 30, 2022</b>	799,474	8,665,894	361,363	3,505,696	13,332,427
Additions	156,622	-	-	352,222	508,844
Transferred from capital work in progress	-	250,000	-	-	250,000
Depreciation charged	(264,792)	(891,589)	(72,272)	(363,847)	(1,592,500)
<b>Net book value as at June 30, 2023</b>	<b>691,304</b>	<b>8,024,305</b>	<b>289,091</b>	<b>3,494,071</b>	<b>12,498,771</b>
Additions	1,911,556	129,674	-	173,644	2,214,874
Transferred from capital work in progress	-	634,450	-	-	634,450
Depreciation charged	(333,735)	(827,953)	(57,818)	(352,430)	(1,571,936)
<b>Net book value as at June 30, 2024</b>	<b>2,269,125</b>	<b>7,960,476</b>	<b>231,273</b>	<b>3,315,285</b>	<b>13,776,159</b>
<b><u>At June 30, 2023</u></b>					
Cost	4,450,356	13,632,681	497,710	6,272,754	24,853,501
Accumulated depreciation	(3,759,052)	(5,608,376)	(208,619)	(2,778,683)	(12,354,730)
Net book value	691,304	8,024,305	289,091	3,494,071	12,498,771
<b><u>At June 30, 2024</u></b>					
Cost	6,361,912	14,396,805	497,710	6,446,398	27,702,825
Accumulated depreciation	(4,092,787)	(6,436,329)	(266,437)	(3,131,113)	(13,926,666)
Net book value	2,269,125	7,960,476	231,273	3,315,285	13,776,159
<b>Rate of depreciation %</b>	<b>30%</b>	<b>10%</b>	<b>20%</b>	<b>10%</b>	

	<i>2024</i> <i>Rupees</i>	<i>2023</i> <i>Rupees</i>
<b>5.2 Capital work in progress</b>		
Opening balance	170,000	250,000
Addition during the year	1,979,450	170,000
Transferred to operating fixed assets	(634,450)	(250,000)
Closing balance	<u>1,515,000</u>	<u>170,000</u>

<i>Note</i>	<i>2024</i> <i>Rupees</i>	<i>2023</i> <i>Rupees</i>
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## 6 RIGHT OF USE ASSETS

Opening net book value	16,907,400	15,424,874
Additions	15,431,224	12,380,486
Depreciation expense	(11,074,338)	(10,897,960)
	4,356,886	1,482,526
<b>Closing net book value</b>	<b>21,264,286</b>	<b>16,907,400</b>

## 7 INTANGIBLES

<b>Trading Rights Entitlement Certificate (TREC)</b>			
Pakistan Stock Exchange Limited (PSX)	7.1&7.2	1,280,000	1,280,000
<b>Offices</b>			
LSE Financial Services Limited (LFSL)	7.3	262,600	262,600
<b>Membership</b>			
Pakistan Mercantile Exchange Limited (PMEX)		2,500,000	2,500,000
<b>Software</b>	7.4	1,145,834	1,420,834
		<b>5,188,434</b>	<b>5,463,434</b>

7.1 Pursuant to the promulgation of the Stock Exchanges (Corporatisation, Demutualization and Integrations) Act, 2012 (The Act), the ownership in a stock exchange has been segregated from the right to trade on the exchange. Accordingly, the company has received the equity shares of LSE Financial Services Limited (LFSL) and a Trading Right Entitlement Certificate (TREC) in lieu of its membership card of Lahore Stock Exchange (Guarantee) Limited.

7.2 This certificate is subject to Hypothecation charge in favor of Pakistan Stock Exchange Limited.

7.3 This represent cost of offices given by LSE Financial Services Limited with indefinite useful life. These are considered to be indefinite as there is no foreseeable limit on the period during which an entity expects to consume the future economic benefits.

<i>2024</i> <i>Rupees</i>	<i>2023</i> <i>Rupees</i>
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### 7.4 Software

Opening net book value	1,420,834	1,695,834
Amortization charge	(275,000)	(275,000)
<b>Closing net book value</b>	<b>1,145,834</b>	<b>1,420,834</b>
Cost	2,750,000	2,750,000
Accumulated amortization	(1,604,166)	(1,329,166)
<b>Net book value</b>	<b>1,145,834</b>	<b>1,420,834</b>
<b>Amortization rate</b>	<b>10%</b>	<b>10%</b>

	2024 Rupees	2023 Rupees
<b>8 LONG TERM DEPOSITS</b>		
<i>- Unsecured - Considered good</i>		
NCCPL	1,500,000	1,500,000
Central Depository Company of Pakistan Limited (CDC)	100,000	100,000
PMEX	500,000	500,000
Base Minimum Capital (BMC)	4,969,305	4,969,305
Rentals deposits	527,500	515,500
	<u>7,596,805</u>	<u>7,584,805</u>

## 9 DEFERRED TAXATION

Deferred tax asset is net off of (taxable) / deductible temporary differences in respect of the followings:-

	2024 Rupees	2023 Rupees
<b>Taxable temporary differences</b>		
Accelerated tax depreciation	(7,381,031)	(5,942,651)
<b>Deductible temporary differences</b>		
Provision for expected credit losses (ECL)	19,170,579	7,050,177
Assessed tax losses	1,500,872	5,679,205
Lease liability	5,716,899	4,640,894
Alternative Corporate Tax	4,641,752	4,641,752
Unabsorbed depreciation	571,438	571,438
Capital gain tax	135,560	2,230,756
	<u>31,737,100</u>	<u>24,814,222</u>
Unrecognized deferred tax	(4,641,752)	(3,807,011)
	<u>19,714,317</u>	<u>15,064,560</u>

## 10 SHORT TERM INVESTMENTS

### At fair value through profit or loss

In shares of quoted company	10.1	18,878,500	20,667,263
In shares of unquoted company	10.2 & 10.3	23,130	24,000
		<u>18,901,630</u>	<u>20,691,263</u>

**10.1** Fair value of securities, pledged with Pakistan Stock Exchange limited against Base Minimum Capital (BMC), is **Rs. 15.37 millions** (2023: 8.88 mllions).

	2024 Rupees	2023 Rupees
<b>10.2 Unquoted company</b>		
Carrying amount	60,000	60,000
Accumulated impairment	(36,870)	(36,000)
	<u>23,130</u>	<u>24,000</u>

**10.3** This represents investment in fully paid ordinary shares of Takaful Pakistan Limited. The break-up value is **Rs.5.14** (2023: Rs. 5.33) per share based on un audited financial statements for the period ended March 31, 2024.

<i>Note</i>	<i>2024</i> <i>Rupees</i>	<i>2023</i> <i>Rupees</i>
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## 11 TRADE DEBTS

Considered good		193,623,448	227,653,345
Considered doubtful		66,105,446	24,310,955
	11.1 & 11.2	<u>259,728,894</u>	251,964,300
Provision for expected credit losses	11.3.1	<u>(66,105,446)</u>	<u>(24,310,955)</u>
		<u>193,623,448</u>	<u>227,653,345</u>

11.1 The company holds capital securities having fair value of **Rs. 747.750 million** (2023 : Rs. 594.301 million) owned by its clients, as collaterals against trade debts.

11.2 This includes **Rs. 45.756 million** (2023 : Rs. 17.703 million) due from related parties and the maximum aggregate amount outstanding during the year **Rs. 787.309 million** (2023 : Rs. 116.101 million).

<i>Note</i>	<i>2024</i> <i>Rupees</i>	<i>2023</i> <i>Rupees</i>
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### 11.3 Aging analysis

The aging analysis of trade debts is as follows:

Upto fourteen days		149,998,715	178,630,211
More than fourteen days	11.3.1	109,730,179	73,334,268
		<u>259,728,894</u>	<u>251,964,479</u>

11.3.1 Adequate provision of **Rs. 66.105 million** (2023 : Rs. 24.311 million) has been provided in respect of amount due from customers.

<i>Note</i>	<i>2024</i> <i>Rupees</i>	<i>2023</i> <i>Rupees</i>
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### 11.4 Provision for expected credit losses (ECL)

Balance as on July 01		24,310,955	15,664,801
Provision made during the year	26	43,546,093	9,253,891
		<u>67,857,048</u>	24,918,692
Reversal of excess provision due to recovery	27	<u>(1,751,602)</u>	<u>(607,737)</u>
		<u>66,105,446</u>	<u>24,310,955</u>

## 12. RECEIVABLE AGAINST MARGIN FINANCE

This amount is given as a Margin Financing (MF) to our clients through National Clearing Company of Pakistan Limited. This amount is secured against securities of clients held in MF Blocked CDS A/C of the company. The company is financing on agreed Financing Participation Ratio (FPR) and charging markup upto the rate of 1 month KIBOR (prevailing at the close of immediately preceding working day) + 8%.

	<i>Note</i>	<i>2024 Rupees</i>	<i>2023 Rupees</i>
<b>13. ADVANCES, DEPOSITS, AND OTHER RECEIVABLES</b>			
<i>- Considered good</i>			
<b>Advances - Unsecured</b>			
Advance to staff		7,914,699	5,008,781
Advance for office maintenance		1,586,445	-
		<u>9,501,144</u>	<u>5,008,781</u>
<b>Deposits</b>			
Deposit against exposure margin	13.1	59,401,160	39,057,565
Deposits against margin trading system	13.2	62,348,228	16,839,008
Deposit against PMEX margin	13.3	31,004,337	23,711,613
		<u>152,753,725</u>	<u>79,608,186</u>
<b>Other receivables</b>			
Other receivables - Unsecured		1,459,678	543,901
PMEX clearing house		2,668,682	2,841,172
Markup receivable against leverage products		6,148,111	4,310,743
Markup receivable against saving accounts		2,217,983	527,451
Retained profit future contract from NCCPL		3,095,238	1,890,893
		<u>15,589,692</u>	<u>10,114,160</u>
		<u>177,844,561</u>	<u>94,731,127</u>

**13.1** This represents deposits with National Clearing Company of Pakistan Limited against exposure margin in respect of future and ready counter.

**13.2** This represents deposits with National Clearing Company of Pakistan Limited against the exposure margin against trade and sustained losses to date on Margin Trading Services.

**13.3** This represents deposits with Pakistan Mercantile Exchange Limited against the exposure margin against commodities future.

	<i>Note</i>	<i>2024 Rupees</i>	<i>2023 Rupees</i>
<b>14. TAX REFUNDS DUE FROM GOVERNMENT - NET</b>			
Sales tax refundable		544,223	-
Income Tax Refundable	14.1	7,100,793	1,746,059
		<u>7,645,016</u>	<u>1,746,059</u>
<b>14.1 Income Tax Refundable</b>			
Opening tax refundable / (payable)		1,746,059	(461,355)
Tax paid during the year		10,024,755	4,721,581
		<u>11,770,814</u>	<u>4,260,226</u>
Provision for the year	28	(5,127,163)	(2,514,167)
Prior year	28	457,142	-
Closing tax refundable		<u>7,100,793</u>	<u>1,746,059</u>

	Note	2024 Rupees	2023 Rupees
<b>15. CASH AND BANK BALANCES</b>			
Cash in hand		266,600	1,873,019
<b>Cash at banks</b>			
In current accounts		157,988,262	1,441,381
In saving accounts	15.1	14,805,284	51,489,827
	15.2	172,793,546	52,931,208
		<u>173,060,146</u>	<u>54,804,227</u>

15.1 Saving accounts carries markup which ranges from **10% to 20.5%** (2023 : 10% to 19.51%) per annum.

	Note	2024 Rupees	2023 Rupees
<b>15.2 Balance pertaining to :</b>			
Clients		172,220,784	51,286,720
Brokerage house		572,762	1,644,488
		<u>172,793,546</u>	<u>52,931,208</u>

## 16 ISSUED, SUBSCRIBED AND PAID-UP CAPITAL

2024	2023		Note	2024 Rupees	2023 Rupees
<u>30,000,000</u>	<u>30,000,000</u>	Ordinary shares of Rs.10 each fully paid in cash	16.1	<u>300,000,000</u>	<u>300,000,000</u>

### 16.1 Pattern of shareholding

Serial number	Name of shareholders	2024		2023	
		Number of shares held	% of shares held	Number of shares held	% of shares
1	Muhammad Khurram Faraz	4,891,000	16.30%	4,891,000	16.30%
2	Junaid Shehzad Ahmed	8,080,000	26.93%	8,080,000	26.93%
3	Muhammad Shayam Ghayas	1,226,500	4.09%	1,761,500	5.87%
4	Paramount Commodities (Private) Limited	2,623,645	8.75%	2,623,645	8.75%
5	Mg Media (Pvt.) Limited	-	0.00%	-	0.00%
6	Foresight Investment (Pakistan) (Pvt.) Limited	2,765,000	9.22%	2,765,000	9.22%
7	Other institution not more than 5% holding	1,776,988	5.92%	1,201,101	4.00%
8	Other individuals not more than 5% holding	8,636,867	28.79%	8,677,754	28.93%
		<u>30,000,000</u>	<u>100%</u>	<u>30,000,000</u>	<u>100%</u>

## 17 LEASE LIABILITIES

Rental contracts are made for a fixed period subject to renewal upon mutual consent of Company and lessor. Wherever practicable the Company seeks to include extension option to provide operational flexibility. Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions. Management exercises significant judgement in determining whether these extension and termination options are reasonably certain to be exercised. The future lease payments have been discounted using incremental borrowing cost on properties lease from **17.82%-24.67%** (2023:17.82%-24.67%) and vehicles leases borrowings cost is **23.24%** (2023:25.91%)

Set out below the carrying amount of lease liabilities and the movements during the year:

	<i>Note</i>	<b>2024</b> <i>Rupees</i>	<b>2023</b> <i>Rupees</i>
Opening balances		16,003,082	16,296,781
Addition during the year		13,537,223	8,525,776
Interest charged during the year		3,775,660	2,824,208
Paid during the year		(13,602,521)	(11,643,683)
		3,710,362	(293,699)
<b>Closing balances</b>		<b>19,713,444</b>	<b>16,003,082</b>
Current	17.1	8,775,311	8,761,644
Non - current	17.1	10,938,133	7,241,438
		<b>19,713,444</b>	<b>16,003,082</b>

17.1 Lease liabilities are payable as follows:

<b>Minimum lease payments</b>			
Upto one year		12,399,629	11,615,898
More than one year but less than five years		13,701,289	9,503,563
		<b>26,100,918</b>	<b>21,119,461</b>
<b>Financial charges</b>			
Upto one year		3,624,318	2,854,254
More than one year but less than five years		2,763,156	2,262,125
		<b>6,387,474</b>	<b>5,116,379</b>
<b>Present value of minimum lease payments</b>			
Upto one year		8,775,311	8,761,644
More than one year but less than five years		10,938,133	7,241,438
		<b>19,713,444</b>	<b>16,003,082</b>
Current maturity shown under current liabilities		(8,775,311)	(8,761,644)
		<b>10,938,133</b>	<b>7,241,438</b>

## 18 TRADE AND OTHER PAYABLES

Trade creditors		135,457,079	54,806,620
Accrued liabilities		28,264,906	9,497,119
Staff retirement benefits payable	18.1	6,304,266	3,823,817
Withholding tax payable		15,381,630	10,300,094
Sindh sales tax payables		-	2,097,048
Retain future profit of clients		4,075,065	3,621,630
DFC withheld exposure demand from clients		12,785,499	15,205,170
Withheld regular & Margin Trading System exposure margin		46,311,393	43,749,950
Other liabilities		6,688,468	5,995,244
		<b>255,268,306</b>	<b>149,096,692</b>

18.1 In accordance with Section 218 of the Companies Act, 2017, the company is required to establish a Provident Fund for its employees and a separate bank account under the fund. However, as of the reporting date, the company has not established such a fund, and in process of establishing and registering it with provincial government under the Trust Act, 2020.

## 19 SHORT TERM BORROWINGS

### Secured - interest bearing - from banking companies

Running finance	66,383,027	48,622,358
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19.1 The company has obtained a running finance facility of Rs. 200 million from a banking company to finance daily clearing obligation of Pakistan Stock Exchange and settlement of client trade. The facility carries markup of 3 month kibar + 2.5% per annum to be paid on quarterly basis. The facility is secured against pledge of shares with minimum margin 35% or as per approved lists (whichever is higher) over pledge of shares duly registered with SECP. Lien over account in name of the Company, Director and Sponsors of company or 3rd party (excluding settlement accounts of customer) @ 10% maintained.

19.2 Fair value of pledged securities with financial institutions indicating separately securities belonging to customers is as under:

	June 30, 2024		June 30, 2023	
	Number of Securities	Amount	Number of Securities	Amount
Client	7,388,935	59,657,126	2,090,215	32,647,523
House	9,000	1,210,500	640,600	7,888,850
<b>Total</b>	<b>7,397,935</b>	<b>60,867,626</b>	<b>2,730,815</b>	<b>40,536,373</b>

19.3 Credit facilities available and unavailed as at June 30, 2024 are as follows: -

Nature of facility	Sanctioned limit		Unavailed facility	
	2024	2023	2024	2023
----- Rupees -----				
Running finance	200,000,000	200,000,000	133,616,973	151,377,642

## 20 CONTINGENCIES & COMMITMENTS

### 20.1 Contingencies

The Company filed an appeal against PSX order No. RAD/O-3215 with Unit Head Litigation & Legal Affairs & Secretary Boards Appellant Committee-PSX Karachi. This appeal is in response to an order issued by the Regulatory Affairs Division of the Pakistan Stock Exchange (PSX), which identified non-compliance with PSX Regulation concerning Client Funds Segregation during a thematic review. A penalty of Rs. 0.70 million was imposed under PSX Regulation 20.8.2. Management is confident of a favorable outcome and, as such, no provision has been made in the financial statements for this penalty.

The Company has obtained a stay order regarding an appeal filed with the Commissioner (Appeals-1) Inland Revenue, Lahore, in response to an order issued by the Deputy Commissioner of Inland Revenue Unit-IV, AEOI Zone, LTO Lahore, under Section 182 of the Income Tax Ordinance, 2001. This order pertains to the alleged failure to submit the Common Reporting Standard Report as required by Rule 78L of the Income Tax Rules for the reporting period ending on December 31, 2020. In this context, management is of the view that a favorable judgment will be reached, and no provisions have been made in our financials for the penalty of Rs. 0.71 millions demanded through the Notice of Demand under Section 137(2) of the Income Tax Ordinance, 2001.

	<i>Note</i>	<i>2024</i> <i>Rupees</i>	<i>2023</i> <i>Rupees</i>
<b>20.2 Commitments</b>			
For purchase of shares		<u>482,168,245</u>	<u>642,546,326</u>
For sale of shares		<u>452,264,853</u>	<u>634,605,698</u>
<b>21 OPERATING REVENUE</b>			
Brokerage income from PSX		175,243,904	101,081,640
Brokerage income from PMEX		21,129,890	30,306,303
Dividend income		571,664	861,767
Transaction charges from clients		15,053,943	9,554,041
		<u>211,999,401</u>	<u>141,803,751</u>
<b>22 GAIN ON SALE OF SHORT TERM INVESTMENTS</b>			
Capital gain on sale of securities - PSX		4,150,175	144,681
Gain on investment of commodities futures - PMEX		92,813,666	26,792,077
		<u>96,963,841</u>	<u>26,936,758</u>
<b>23 GAIN / (LOSS) ON REMEASUREMENT OF INVESTMENTS - AT FVTPL</b>			
Gain / (Loss) on remeasurement of investments - at FVTPL - PSX		<u>7,290,260</u>	<u>(6,332,343)</u>
<b>24 OPERATING AND ADMINISTRATIVE EXPENSES</b>			
Salaries, benefits and allowances	24.1	66,263,495	68,079,102
Directors' remuneration		2,579,560	3,515,080
Commission to employees		100,072,544	58,539,123
Clearing house expenses		9,376,747	7,578,431
Communication expenses		1,824,889	2,059,966
Printing and stationary		1,677,923	1,140,629
Entertainment expenses		4,873,332	3,538,532
Travelling and lodging expenses		3,233,466	3,495,635
Repairs and maintenance		7,305,335	2,860,776
Advertisement and publicity		185,240	1,902,346
Electricity and utilities		3,673,607	3,186,738
Insurance expenses		338,236	435,662
Depreciation on property and equipment	5	1,571,936	1,592,500
Depreciation on right of use assets	6	11,074,338	10,897,960
Amortization	7	275,000	275,000
Internet and software maintenance charges		9,045,341	5,491,192
Charity and donation	24.2	1,898,785	170,000
Legal and professional charges		2,011,915	37,500
Fees and subscription		2,092,849	3,722,740
Rent, rates and taxes		439,337	689,653
Auditors' remuneration	24.3	1,016,500	1,038,100
Miscellaneous expenses		2,739,219	1,756,842
		<u>233,569,594</u>	<u>182,003,507</u>

24.1 This includes an amount of **Rs. 3.062 million** (2023: Rs. 3.241 million) in respect of staff retirement benefits.

24.2 None of the directors or their spouses had any interest in the donee.

	<i>Note</i>	<i>2024</i> <i>Rupees</i>	<i>2023</i> <i>Rupees</i>
<b>24.3 Auditors' remuneration</b>			
Statutory audit fee		480,000	480,000
Interim review fee		240,000	240,000
Other certification charges		254,000	287,500
Out of pocket expenses		42,500	30,600
		<u>1,016,500</u>	<u>1,038,100</u>

## 25 FINANCE COST

Mark up on overdraft		9,634,833	4,284,708
Interest expense on lease liability		3,775,660	2,824,208
Bank charges		96,582	91,962
		<u>13,507,075</u>	<u>7,200,878</u>

## 26 OTHER CHARGES

Impairment loss	10.2	870	6,000
Provision for ECL	11.4	43,546,093	9,253,891
Advances written off		662,448	-
		<u>44,209,411</u>	<u>9,259,891</u>

## 27 OTHER INCOME

### Income from financial assets

Interest on saving account		12,808,756	5,423,293
Interest on BMC deposit		1,041,201	781,169
Interest income on exposure deposited		21,448,597	9,856,098
Interest income on margin financing		18,639,494	8,492,438
Profit on PMEX deposit		199,820	-
Reversal of provision for ECL	11.4	1,751,602	607,737
		<u>55,889,470</u>	<u>25,160,735</u>

### Income from other than financial assets

Transaction charges from clients		3,160,715	831,519
		<u>59,050,185</u>	<u>25,992,254</u>

## 28 INCOME TAX

Current		5,127,163	752,392
Prior year tax		(457,142)	-
Deferred taxation		(4,649,757)	(2,309,354)
		<u>20,264</u>	<u>(1,556,962)</u>

28.1 Numerical tax reconciliation for tax year 2024 between the tax amount at applicable tax rate and actual tax expense is prepared below.

Due to tax losses arises in tax year 2023, provision for current income tax is based on section 113 of the Income Tax Ordinance, 2001. Accordingly tax expense reconciliation with the accounting profit is not reported.

	<i>2024</i>	<i>2023</i>
	<i>Rupees</i>	<i>Rupees</i>
Profit before tax	<b>84,017,607</b>	-
Tax at the applicable rate of 29%	<b>24,365,106</b>	-
Less: Effect of FTR income	<b>(25,800,981)</b>	-
Add: Effect of disallowed expenses	<b>10,741,370</b>	-
Less: Brought forward losses adjustment	<b>(4,178,332)</b>	-
	<b>5,127,163</b>	-

28.2 Income tax assessments of the Company are deemed to be finalized as per tax returns file up to tax year 2023. Tax returns are subject to further assessment under provisions of the Income Tax Ordinance, 2001 ("the Ordinance") if selected for an audit by the taxation authorities. The Commissioner of Income Tax may, at any time during a period of five years from date of filing of return, select a deemed assessment order for audit.

28.3 Management has provided sufficient tax provision in financial statements in accordance with income tax ordinance, 2001. Following is the comparison of tax provision as per accounts vis a vis tax assessment for last three years:

	<i>Tax Year</i>		
	<i>2024</i>	<i>2023</i>	<i>2022</i>
	<i>----- Rupees -----</i>		
Income tax provision for the year	<b>5,127,163</b>	752,392	3,097,966
Income tax as per tax assessment	-	284,478	3,097,977

28.3.1 Income tax assessment for the tax year 2024 has not yet been finalized.

#### 28.4 Minimum Tax

This represents minimum tax paid under section 113 of Income Tax Ordinance (ITO, 2001), representing levy in terms of requirements of IFRIC 21/IAS 37.

Reconciliation of current tax charge charged as per tax laws for the year, with current tax recognised in the profit and loss account, is as follows:

	<i>2024</i>	<i>2023</i>
	<i>---- Rupees in ----</i>	
- Current tax liability for the year as per applicable tax laws	<b>2,642,847</b>	2,514,167
- Portion of current tax liability as per tax laws, representing income tax under IAS 12	<b>(2,642,847)</b>	(752,392)
- Portion of current tax computed as per tax laws, representing levy in terms of requirements of IFRIC 21/IAS 37	-	(1,761,774.80)
Difference	-	-

28.4.1 The current tax amounting to **Rs. 2.642 million** represents tax liability of the Company calculated under the relevant provisions of the Income Tax Ordinance, 2001.

	2024	2023
<b>29 EARNING / (LOSS) PER SHARE</b>		
<i>- Basic and Diluted</i>		
Profit / (Loss) for the year	Rs. <u>83,997,343</u>	<u>(10,268,669)</u>
Weighted average number of ordinary shares	<u>30,000,000</u>	<u>30,000,000</u>
Earning / (Loss) per share - basic and diluted	Rs. <u>2.80</u>	<u>(0.34)</u>
	<i>Note</i>	
	<i>2024</i>	<i>2023</i>
	<i>Rupees</i>	<i>Rupees</i>

### 30 FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

#### *Financial Assets and Liabilities*

##### *Financial assets*

Long term deposits	8	7,596,805	7,584,805
Short Term Investments	10	18,901,630	20,691,263
Trade debts	11	193,623,448	227,653,345
Receivable against margin finance	12	67,136,442	36,881,835
Advance, Deposits and other receivables	13	176,258,116	94,731,127
Cash and bank balances	15	173,060,146	54,804,227
		<u>636,576,587</u>	<u>442,346,602</u>

##### *Financial Liabilities*

Lease liabilities	17	19,713,444	16,003,082
Trade and other payables	18	227,003,400	137,502,525
Short term borrowings	19	66,383,027	48,622,358
Accrued Markup		2,726,004	1,296,575
		<u>315,825,875</u>	<u>203,424,540</u>

The Company's activities expose it to a variety of financial risks: credit risk, liquidity risk and market risk (Currency risk, interest / mark-up rate risk and price risk). The Company's overall risk management programme focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the financial performance. Overall, risks arising from the Company's financial assets and liabilities are limited. The Company consistently manages its exposure to financial risk without any material change from previous period in the manner described in notes below.

Risk managed and measured by the Company are explained below: -

- a) Credit risk
- b) Liquidity risk
- c) Market risk

The Board of Directors has overall responsibility for the establishment and oversight of Company's risk management framework. All treasury related transactions are carried out within the parameters of these

#### 30.1 Credit risk

Credit risk is the risk of financial loss to the Company if a counterparty to a financial instrument fails to meet its contractual obligations. Company believes that it is not exposed to major concentration of credit risk. To manage exposure to credit risk, Company applies credit limits and deal with credit worthy parties. It makes full provision against those balances considered doubtful and by dealing with variety of major banks and financial institutions.

### ***Exposure to credit risk***

Credit risk of the Company arises principally from long term and short term investments, trade debts, loan and advances, accrued income, deposits, other receivables and bank balances. The carrying amount of financial assets represents the maximum credit exposure. To reduce the exposure to credit risk, the Company has developed its own risk management policies and guidelines whereby clients are provided trading limits according to their worth and proper margins are collected and maintained from the clients. The management continuously monitors the credit exposure towards the clients and makes provision against those balances considered doubtful of recovery.

The carrying amounts of financial assets represent the maximum credit exposure, as specified below:-

	<i>Note</i>	<i>2024</i> <i>Rupees</i>	<i>2023</i> <i>Rupees</i>
Long term deposits	8	7,596,805	7,584,805
Short term investments	10	18,901,630	20,691,263
Trade debts	11	193,623,448	227,653,345
Receivable against margin finance	12	67,136,442	36,881,835
Advance, Deposits and other receivables	13	176,258,116	94,731,127
Cash at banks	15	172,793,546	52,931,208
		<u>636,309,987</u>	<u>440,473,583</u>

### ***Trade debts***

To manage exposure to credit risk in respect of trade debts, management performs credit reviews taking into account the customer's financial position, past experience and other factors.

All the trade debtors at the reporting date represent domestic.

Aging of past due but not impaired and past due impaired trade debts and other receivables are as follows:

	<i>2024</i>		<i>2023</i>	
	<i>Gross debts</i>	<i>Impaired</i>	<i>Gross debts</i>	<i>Impaired</i>
	<i>----- Rupees -----</i>			
Upto 14 days	149,998,715	-	178,630,211	-
Not more than 14 days	109,730,179	66,105,446	73,334,268	24,310,955
	<u>259,728,894</u>	<u>66,105,446</u>	<u>251,964,479</u>	<u>24,310,955</u>

### ***Concentration of credit risk***

Concentration of credit risk exists when changes in economic or industry factors similarly affect groups of counterparties whose aggregate credit exposure is significant in relation to the Company's total credit exposure. The Company's portfolio of financial instruments is broadly diversified and transactions are entered into with diverse credit-worthy counterparties thereby mitigating any significant concentrations of credit risk.

Bank	Rating agency	2024 Ratings		2023 Ratings	
		Short term	Long term	Short term	Long term
<b>Private Sector Commercial Banks</b>					
MCB Bank Limited	PACRA	A1+	AAA	A1+	AAA
JS Bank Limited	PACRA	A1+	AA	A1+	AA-
Habib Bank Limited	JCRVIS	A1+	AAA	A1+	AAA
Habib Metropolitan Bank Limited	PACRA	A1+	AA+	A1+	AA+
Bank Al-Habib Limited	PACRA	A1+	AAA	A1+	AAA
<b>Islamic Bank</b>					
AL Baraka Bank (Pakistan) Limited	JCRVIS	A1	A+	A1	A+
BankIslami Pakistan Limited	PACRA	A1	AA-	A1	AA-
Meezan Bank Limited	JCRVIS	A1+	AAA	A1+	AAA

### 30.2 Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. Prudent liquidity risk management implies maintaining sufficient cash and marketable securities, the availability of adequate funds through committed credit facilities and the ability to close out market positions due to dynamic nature of the business. Company finances its operations through equity, borrowings and working capital with a view to maintaining an appropriate mix between various sources of finance to minimize risk. The management aims to maintain flexibility in funding by keeping regular committed credit lines.

The following are contractual maturities of financial liabilities, including estimated interest payments:-

	2024			
	Carrying Amount	Contractual cash flows	Upto one year	More than one year
	----- Rupees -----			
<b>Financial liabilities</b>				
Lease liabilities	19,713,444	19,713,444	8,775,311	10,938,133
Trade and other payables	227,003,400	227,003,400	227,003,400	-
Short term borrowing	66,383,027	66,383,027	66,383,027	-
Accrued Markup	2,726,004	2,726,004	2,726,004	-
	315,825,875	315,825,875	304,887,742	10,938,133
	2023			
	Carrying Amount	Contractual cash flows	Upto one year	More than one year
	----- Rupees -----			
<b>Financial liabilities</b>				
Lease liabilities	16,003,082	16,003,082	8,761,644	7,241,438
Trade and other payables	137,502,525	137,502,525	137,502,525	-
Short term borrowing	48,622,358	48,622,358	48,622,358	-
Accrued Markup	1,296,575	1,296,575	1,296,575	-
	203,424,540	203,424,540	196,183,102	7,241,438

### 30.3 Market risk

Market risk means that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices such as foreign exchange rates, interest rates and equity prices. The objective is to manage and control market risk exposures within acceptable parameters, while optimizing the return. Market risk comprises of three types of risk: foreign exchange or currency risk, interest / mark up rate risk and price risk. The market risks associated with the Company's business activities are discussed as under:-

### 30.3.1 Currency Risk

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. Foreign Currency risk arises mainly where receivables and payables exist due to transactions entered into foreign currencies.

Currently the Company is not exposed to any currency risk because the company is not dealing in any foreign currency transactions.

### 30.3.2 Interest / mark up rate risk

Financial assets **Rs. 79.176 million** (2023: Rs. 95.517 million) and liabilities **Rs. 78.855 million** (2023 : Rs. 58,294 million) which are subject to interest rate risk. Applicable interest/mark-up rates for financial assets and liabilities have been indicated in respective notes.

Interest / mark-up rate risk is the risk that value of a financial instrument or future cash flows of a financial instrument will fluctuate due to changes in the market interest / mark-up rates. Sensitivity to interest / mark up rate risk arises from mismatches of financial assets and liabilities that mature or re-price in a given period. The Company manages these mismatches through risk management strategies where significant changes in gap position can be adjusted. The Company is not exposed to any short term borrowing arrangements having variable rate pricing.

At the reporting date, the interest rate profile of the Company's significant interest bearing financial instruments was as follows: -

	<i>Carrying amount</i>	
	<i>2024</i>	<i>2023</i>
	<i>Rupees</i>	<i>Rupees</i>
<b><i>Financial assets</i></b>		
Exposure deposits	<b>59,401,160</b>	39,057,565
BMC deposit	<b>4,969,305</b>	4,969,305
Bank balances	<b>14,805,284</b>	51,489,827
	<b>79,175,749</b>	<b>95,516,697</b>
<b><i>Financial liabilities</i></b>		
Lease liabilities	<b>12,472,328</b>	9,671,645
Short term borrowings	<b>66,383,027</b>	48,622,358
	<b>78,855,355</b>	<b>58,294,003</b>

### *Sensitivity analysis*

The Company does not account for any fixed rate financial asset and liabilities at fair value through profit or loss. Therefore, a change in interest rate will not effect fair value of any financial instrument and company does not have any variable rate instrument which effect statement of profit or loss and statement of changes in equity.

The following information summarizes the estimated effects of hypothetical increases and decreases in interest rates on cash flows from financial assets and liabilities that are subject to interest rate risk. It is assumed that the changes occur immediately and uniformly to each category of instrument containing interest rate risk. The hypothetical changes in market rates do not reflect what could be deemed best or worst case scenarios. Variations in market interest rates could produce significant changes at the time of early repayments. For these reasons, actual results might differ from those reflected in the details specified below. The analysis assumes that all other variables remain constant.

	<u>Profit and loss 100 bp</u>	
	<i>increase</i> <i>Rupees</i>	<i>decrease</i> <i>Rupees</i>
<i>As at June 30, 2024</i>		
Cash flow sensitivity - Variable rate financial instruments	<u>3,204</u>	<u>(3,204)</u>
<i>As at June 30, 2023</i>		
Cash flow sensitivity - Variable rate financial instruments	<u>372,227</u>	<u>(372,227)</u>

### 30.3.3 Price risk

Price risk represents the risk that the fair value of a financial instrument will fluctuate because of changes in the market prices (other than those arising from interest / mark up rate risk or currency risk), and whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all or similar financial instruments traded in the market. The Company is exposed to equity price risk since it has investments in quoted equity securities at the reporting date amounting to **Rs. 18.879 million** (2023 : Rs. 20.667 million).

The Company's strategy is to hold its strategic equity investments for long period of time. Thus, Company's management is not concerned with short term price fluctuations with respect to its strategic investments provided that the underlying business, economic and management characteristics of the investee remain favorable which if not, impairment loss has been recognised and other opportunities may be considered. Company manages price risk by monitoring exposure in quoted equity securities and implementing the strict discipline in internal risk management and investment policies.

The carrying value of investments subject to equity price risk are, in almost all instances, based on quoted market prices as of the reporting date except for, unquoted associates which are carried at breakup value. Market prices are subject to fluctuation and consequently the amount realized in the subsequent sale of an investment may significantly differ from the reported market value. Fluctuation in the market price of a security may result from perceived changes in the underlying economic characteristics of the investee, the relative price of alternative investments and general market conditions. Furthermore, amount realized in the sale of a particular security may be affected by the relative quantity of the security being sold.

#### *Sensitivity analysis*

The table below summarizes Company's equity price risk as of June 30, 2024 and 2023 and shows the effects of hypothetical 10% increase and a 10% decrease in market prices of the quoted securities as at the year end. The selected hypothetical change does not reflect what could be considered to be the best or worst case scenarios. Indeed, results could be worst because of the nature of the equity market and aforementioned concentrations existing in company's equity investment portfolio.

<i>Fair Value</i>	<i>Hypothetical price change</i>	<i>Estimated fair value after hypothetical change in prices</i>	<i>Hypothetical increase (decrease) in Shareholders' Equity</i>
		<i>----- Rupees -----</i>	
<i>June 30, 2024</i>	10% increase	20,766,350	1,887,850
	10% decrease	16,990,650	(1,887,850)
<i>June 30, 2023</i>	10% increase	22,733,989	2,066,726
	10% decrease	18,600,537	(2,066,726)

### 30.3.4 Fair Value of Financial Instruments

The carrying values of the financial assets and financial liabilities approximate their fair values. Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in arm's length transaction.

### 30.3.5 Fair value hierarchy

The table below analyses financial instruments carried at fair value, by valuation method. The different levels have been defined as follows: -

Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3: Inputs for the asset or liability that are not based on observable market data (unobservable).

	<i>Level 1</i>	<i>Level 2</i>	<i>Level 3</i>
	<i>----- Rupees -----</i>		
<i>June 30, 2024</i>			
Investments at fair value through profit or loss	18,878,500	-	60,000
<i>June 30, 2023</i>			
Investments at fair value through profit or loss	20,667,263	-	60,000

### 31 CAPITAL RISK MANAGEMENT

The primary objective of the Company's capital management is maintains healthy capital ratios and optimal capital structure in order to ensure ample availability of finance for its existing operations, for maximizing shareholder's value, for tapping potential investment opportunities and to reduce cost of capital.

The company manages its capital structure and makes adjustment to it, in light of changes in economic conditions. Furthermore, the Company finances its operations through equity, borrowing and management of its working capital with a view to maintain an appropriate mix between various sources of finance to minimise risk.

<i>2024</i>	<i>2023</i>
<i>Rupees</i>	<i>Rupees</i>

#### 31.1 Capital adequacy level

The capital adequacy level of the company is as follows:

Total assets	707,266,244	494,196,826
Less: Total liabilities	<u>(344,090,781)</u>	<u>(215,018,706)</u>
<b>Capital adequacy level</b>	<b><u>363,175,463</u></b>	<b><u>279,178,120</u></b>

31.1.1 While determining the value of total assets of TREC holder, notional value of TRE certificate held by such participant as at year ended June 30, 2024 as determined by the Pakistan Stock Exchange Limited - PSX has been considered.

31.1.2 The TREC certificate is carried at historical cost.

#### 31.2 Gearing Ratio

Consistent with others in the industry, the company manages its capital risk by monitoring its debt levels and liquid assets and keeping in view future investment requirements and expectation of the shareholders. Debt is calculated as total borrowings ('lease liability' and 'short term borrowings' as shown in the statement of financial position). Total capital comprises shareholders' equity.

	<i>2024</i>	<i>2023</i>
	<i>Rupees</i>	<i>Rupees</i>
Lease liabilities	19,713,444	16,003,082
Short Term Borrowing	66,383,027	48,622,358
Accrued markup	<u>2,726,004</u>	<u>1,296,575</u>
<b>Total debt</b>	<b>88,822,475</b>	<b>65,922,015</b>
Less: Cash and bank balances	<u>(839,362)</u>	<u>(3,517,507)</u>
<b>Net debt</b>	<b>A 87,983,113</b>	<b>62,404,508</b>
<b>Total equity</b>	<b><u>363,175,463</u></b>	<b><u>279,178,120</u></b>
<b>Total capital</b>	<b>B <u>451,158,576</u></b>	<b><u>345,100,135</u></b>
<b>Gearing ratio</b>	<b>(C=A/B) <u>19.50%</u></b>	<b><u>19.10%</u></b>

32 LIQUID CAPITAL BALANCE

<i>S/No.</i>	<i>Head of Account</i>	<i>Value in Pak Rupees</i>	<i>Hair Cut / Adjustments</i>	<i>Net Adjusted Value</i>
<b>1. Assets</b>				
1.1	Property & Equipment and Right of Use Asset	36,555,445	36,555,445	-
1.2	Intangible Assets & Deferred Tax	24,902,751	24,902,751	-
1.3	Investment in Govt. Securities	-	-	-
1.4	<b>Investment in Debt. Securities</b>			
	<b>If listed than:</b>			
	i. 5% of the balance sheet value in the case of tenure upto 1 year.	-	-	-
	ii. 7.5% of the balance sheet value, in the case of tenure from 1-3 years.	-	-	-
	iii. 10% of the balance sheet value, in the case of tenure of more than 3 years.	-	-	-
	<b>If unlisted than:</b>			
	i. 10% of the balance sheet value in the case of tenure upto 1 year.	-	-	-
	ii. 12.5% of the balance sheet value, in the case of tenure from 1-3 years.	-	-	-
	iii. 15% of the balance sheet value, in the case of tenure of more than 3 years.	-	-	-
1.5	<b>Investment in Equity Securities</b>			
	i. If listed 15% or VaR of each securities on the cutoff date as computed by the Securities Exchange for respective securities whichever is higher. (Provided that if any of these securities are pledged with the securities exchange for base minimum capital requirement, 100% haircut on the value of eligible securities to the extent of minimum required value of Base minimum capital.	18,878,500	16,226,093	2,652,407
	ii. If unlisted, 100% of carrying value.	23,130	23,130	-
1.6	Investment in subsidiaries 100% of net value	-	-	-
1.7	<b>Investment in associated</b>			
	i. If listed 20% or VaR of each securities as computed by the Securities Exchange for respective securities whichever is higher.	-	-	-
	ii. If unlisted, 100% of net value.	-	-	-

<i>S/No.</i>	<i>Head of Account</i>	<i>Value in Pak Rupees</i>	<i>Hair Cut / Adjustments</i>	<i>Net Adjusted Value</i>
1.8	<b>Statutory or regulatory deposits/basic deposits with the exchanges, clearing house or central depository or any other entity.</b>			
	(i) 100% of net value, however any excess amount of cash deposited with securities exchange to comply with requirements of base minimum capital may be taken in the calculation of LC	7,069,305	7,069,305	-
1.9	Margin deposits with exchange and clearing house.	152,753,725	-	152,753,725
1.10	Deposit with authorized intermediary against borrowed securities under SLB.	-	-	-
1.11	Other deposits and prepayments 100% of carrying value	2,113,945	2,113,945	-
1.12	Accrued interest, profit or mark-up on amounts placed with financial institutions or debt securities etc.(Nil)	8,366,094	-	8,366,094
	100% in respect of markup accrued on loans to directors, subsidiaries and other related parties.	-	-	-
1.13	Dividends receivables.	-	-	-
1.14	Amounts receivable against Repo financing. Amount paid as purchaser under the REPO agreement. ( <i>Securities purchased under repo arrangement shall not be included in the investments.</i> )	-	-	-
1.15	<b>Advances and receivables other than trade Receivables;</b>			
	(i) No haircut may be applied on the short term loan to employees provided these loans are secured and due for repayments within 12 months.	7,914,699	-	7,914,699
	(ii) No haircut may be applied to the advance tax to the extent it is netted with provision of taxation .	7,645,016	7,645,016	-
	(iii) In all other cases 100% of net value	-	-	-

<i>S/No.</i>	<i>Head of Account</i>	<i>Value in Pak Rupees</i>	<i>Hair Cut / Adjustments</i>	<i>Net Adjusted Value</i>
1.16	<b>Receivables from clearing house or securities exchange(s)</b>			
	100% value of claims other than those on account of entitlements against trading of securities in all markets including MtM gains.	7,223,598	-	7,223,598
1.17	<b>Receivables from customers</b>			
	i. In case receivables are against margin financing, the aggregate if (i) value of securities held in the blocked account after applying VAR based Haircut, (ii) cash deposited as collateral by the finance (iii) market value of any securities deposited as collateral after applying VaR based haircut. <b><i>i. Lower of net balance sheet value or value determined through adjustments.</i></b>	67,136,442	64,200,213	64,200,213
	ii. In case receivables are against margin trading, 5% of the net balance sheet value. <b><i>ii. Net amount after deducting haircut</i></b>	-	-	-
	iii. In case receivables are against securities borrowings under SLB, the amount paid to NCCPL as collateral upon entering into contract, <b><i>iii. Net amount after deducting haircut</i></b>	-	-	-
	iv. In case of other trade receivables not more than 5 days overdue, 0% of the net balance sheet value. <b><i>iv. Balance sheet value</i></b>	83,847,423	-	83,847,423
	v. In case of other trade receivables are overdue, or 5 days or more, the aggregate of (i) the market value of securities purchased for customers and held in sub-accounts after applying VAR based haircuts, (ii) cash deposited as collateral by the respective customer and (iii) the market value of securities held as collateral after applying VaR based haircuts. <b><i>v. Lower of net balance sheet value or value determined through adjustments .</i></b>	134,965,428	31,240,770	31,240,770

<i>S/No.</i>	<i>Head of Account</i>	<i>Value in Pak Rupees</i>	<i>Hair Cut / Adjustments</i>	<i>Net Adjusted Value</i>
	vi. In the case of amount of receivables from related parties, values determined after applying applicable haircuts on underlying securities readily available in respective CDS account of the related party in the following manner; (a) Up to 30 days, values determined after applying var based haircuts. (b) Above 30 days but upto 90 days, values determined after applying 50% or var based haircuts whichever is higher. (c) above 90 days 100% haircut shall be applicable. <b>vi. Lower of net balance sheet value or value determined through adjustments</b>	40,916,044	7,381	7,381
1.18	<b>Cash and Bank balances</b>			
	i. Bank Balance-proprietary accounts	572,762	-	572,762
	ii. Bank balance-customer accounts	172,220,784	-	172,220,784
	iii. Cash in hand	266,600	-	266,600
1.19	<b>Subscription money against investment in IPO/ offer for sale (asset)</b>			
	(i) No haircut may be applied in respect of amount paid as subscription money provided that shares have not been allotted or are not included in the investments of securities broker.	-	-	-
	(ii) In case of Investment in IPO where shares have been allotted but not yet credited in CDS Account, 25% haircuts will be applicable on the value of such securities.	-	-	-
	(iii) In case of subscription in right shares where the shares have not yet been credited in CDS account, 15% or VAR based haircut whichever is higher, will be applied on Right Shares.	-	-	-
1.20	<b>Total Assets</b>	<b>773,371,691</b>	<b>173,757,956</b>	<b>528,614,049</b>

## 2. Liabilities

2.1	<b>Trade Payables</b>			
	i. Payable to exchanges and clearing	-	-	-
	ii. Payable against leveraged market	-	-	-
	iii. Payable to customers	135,457,079	-	135,457,079

<i>S/No.</i>	<i>Head of Account</i>	<i>Value in Pak Rupees</i>	<i>Hair Cut / Adjustments</i>	<i>Net Adjusted Value</i>
2.2	<b>Current Liabilities</b>			
	i. Statutory and regulatory dues	15,381,630	-	15,381,630
	ii. Accruals and other payables	100,851,335	-	100,851,335
	iii. Short-term borrowings	66,383,027	-	66,383,027
	iv. Current portion of subordinated	-	-	-
	v. Current portion of long term	8,775,311	4,797,478	3,977,833
	vi. Deferred Liabilities	-	-	-
	vii. Provision for taxation	-	-	-
	viii. Other liabilities as per accounting principles and included in the financial statements	-	-	-
2.3	<b>Non-Current Liabilities</b>			
	i. Long-Term financing	10,938,133	2,443,639	8,494,494
	ii. Other liabilities as per accounting principles and included in the financial statements	-	-	-
	iii. Staff retirement benefits	6,304,266	-	6,304,266
	Note: (a) 100% haircut may be allowed against long term portion of financing obtained from a financial institution including amount due against finance leases. (b) Nil in all other cases	-	-	-
2.4	<b>Subordinated Loans</b>			
	i. 100% of Subordinated loans which fulfill the conditions specified by SECP are allowed to be deducted.	-	-	-
2.5	<b>iii. Advance against shares for Increase in Capital of Securities broker:</b> 100% haircut may be allowed in respect of advance against shares if: a. The existing authorized share capital allows the proposed enhanced share capital b. Board of Directors of the company has approved the increase in capital c. Relevant Regulatory approvals have been obtained d. There is no unreasonable delay in issue of shares against advance and all regulatory requirements relating to the increase in paid up capital have been completed. e. Auditor is satisfied that such advance is against the increase of capital.	-	-	-
2.6	<b>Total Liabilities</b>	<b>344,090,781</b>	<b>7,241,117</b>	<b>336,849,664</b>

### 3. Ranking Liabilities Relating to :

<i>S/No.</i>	<i>Head of Account</i>	<i>Value in Pak Rupees</i>	<i>Hair Cut / Adjustments</i>	<i>Net Adjusted Value</i>
3.1	<p><b>Concentration in Margin Financing</b></p> <p>The amount calculated client-to- client basis by which any amount receivable from any of the financees exceed 10% of the aggregate of amounts receivable from total finances. (Provided that above prescribed adjustments shall not be applicable where the aggregate amount of receivable against margin financing does not exceed Rs 5 million). Note: Only amount exceeding by 10% of each financee from aggregate amount shall be include in the ranking liabilities</p>	-	3,063,969	3,063,969
3.2	<p><b>Concentration in securities lending and borrowing</b></p> <p>The amount by which the aggregate of: (i) Amount deposited by the borrower with NCCPL (ii) Cash margins paid and (iii) The market value of securities pledged as margins exceed the 110% of the market value of shares borrowed (Note only amount exceeding by 110% of each borrower from market value of shares borrowed shall be included in the ranking liabilities)</p>	-	-	-
3.3	<p><b>Net underwriting Commitments</b></p> <p><b>(a) in the case of right issues :</b> if the market value of securities is less than or equal to the subscription price; the aggregate of: (i) the 50% of Haircut multiplied by the underwriting commitments and (ii) the value by which the underwriting commitments exceeds the market price of the securities. In the case of rights issue where the market price of securities is greater than the subscription price, 5% of the Haircut multiplied by the net underwriting commitment.</p> <p><b>(b) in any other case :</b> 12.5% of the net underwriting commitments</p>	-	-	-
3.4	<p><b>Negative equity of subsidiary</b></p> <p>The amount by which the total assets of the subsidiary (excluding any amount due from the subsidiary) exceed the total liabilities of the subsidiary.</p>	-	-	-

<i>S/No.</i>	<i>Head of Account</i>	<i>Value in Pak Rupees</i>	<i>Hair Cut / Adjustments</i>	<i>Net Adjusted Value</i>
3.5	<b>Foreign exchange agreements and foreign currency positions</b>			
	5% of the net position in foreign currency. Net position in foreign currency means the difference of total assets denominated in foreign currency less total liabilities denominated in foreign currency.	-	-	-
3.6	Amount payable under REPO	-	-	-
3.7	<b>Repo adjustment</b>			
	<b>In the case of financier / purchaser</b> the total amount receivable under Repo less the 110% of the market value of underlying securities.	-	-	-
	<b>In the case of financee/seller</b> the market value of underlying securities after applying haircut less the total amount received ,less value of any securities deposited as collateral by the purchaser after applying haircut less any cash deposited by the purchaser.	-	-	-
3.8	<b>Concentrated proprietary positions</b>			
	If the market value of any security is between 25% and 51% of the total proprietary positions then 5% of the value of such security. If the market of a security exceeds 51% of the proprietary position, then 10% of the value of such security.	-	1,537,200	1,537,200 0
3.9	<b>Opening Positions in futures and options</b>			
	i. In case of customer positions, the total margin requirements in respect of open positions less the amount of cash deposited by the customer and the value of securities held as collateral/ pledged with securities exchange after applying VaR haircuts.	-	6,980,339	6,980,339
	ii. In case of proprietary positions, the total margin requirements in respect of open positions to the extent not already met.	-	-	-
3.10	<b>Short sell positions</b>			
	i. Incase of customer positions, the market value of shares sold short in ready market on behalf of customers after increasing the same with the VaR based haircuts less the cash deposited by the customer as collateral and the value of securities held as collateral after applying VAR based Haircuts.	-	-	-

<i>S/No.</i>	<i>Head of Account</i>	<i>Value in Pak Rupees</i>	<i>Hair Cut / Adjustments</i>	<i>Net Adjusted Value</i>
	ii. Incase of proprietary positions, the market value of shares sold short in ready market and not yet settled increased by the amount of VAR based haircut less the value of securities pledged as collateral after applying haircuts.	-	-	-
<b>3.11</b>	<b>Total Ranking Liabilities</b>	-	-	-
		-	<b>11,581,508</b>	<b>11,581,508</b>

### Calculations Summary of Liquid Capital

(i) Adjusted value of Assets (serial number 1.20)	<b>528,614,049</b>
(ii) Less: Adjusted value of liabilities (serial number 2.6)	<b>(336,849,664)</b>
(iii) Less: Total ranking liabilities (series number 3.11)	<b>(11,581,508)</b>
	<b>180,182,877</b>

### 33 TRANSACTIONS WITH RELATED PARTIES

The related parties comprise associated undertakings, directors of the Company, key management employees and chief executive officer. The Company continues to have a policy whereby all transactions with related parties undertakings are entered into at commercial terms and conditions.

Details of transactions and balances with related parties, other than those which have been specifically disclosed elsewhere in this financial statement, are as under:

<i>Relationship with party</i>	<i>Transactions with</i>	<i>Nature of Transactions</i>	<i>2024</i>	<i>2023</i>
Shareholder	Paramount Commodities (Private) Limited	Trade payable	-	195,029
		Trade receivable	<b>8,186,109</b>	-
		The maximum aggregate amount outstanding during the year was Rs. 86,419,821		
		Brokerage commission earned	<b>1,276,000</b>	600,301
Shareholder	MG Media (Private) Limited	Trade receivable	<b>237,625</b>	107,451
		The maximum aggregate amount outstanding during the year was Rs. 237,625		
Shareholder	Forsight Investment Pakistan (Private)	commission	-	139,792
		Trade receivable	<b>7,981</b>	6,251
		The maximum aggregate amount outstanding during the year was Rs. 7,981		
Shareholder	Mr. Sikandar Mehmood	Trade receivable	-	10,651,186
		The maximum aggregate amount outstanding during the year was Rs. 86,180,469		
		commission	-	33,393
Shareholder	Muhammad Shayan Ghayas	Trade receivable	<b>15,951,462</b>	1,011,911
		The maximum aggregate amount outstanding during the year was Rs. 296,873,315		
		commission	<b>13,035,162</b>	179,400



**Chief Executive Officer**



**Chief Financial Officer**



**Director**

<i>Relationship with party</i>	<i>Transactions with</i>	<i>Nature of Transactions</i>	2024	2023
			<i>Rupees</i>	<i>Rupees</i>
Shareholder	Mr. Khurram Faraz	Trade payable	-	52,515
		Trade receivable	3,527,367	-
		The maximum aggregate amount outstanding during the year was Rs. 35,083,663		
		Brokerage commission earned	2,204,450	2,348
Director	Zenobia Wasif	Trade receivable	928	250
		The maximum aggregate amount outstanding during the year was Rs. 928		
Director/CEO	Abdul Basit	Trade payable	5,916	3,364
		The maximum aggregate amount outstanding during the year was Rs. 3,284,220		
		Commission paid	446,901	81,601
		Leave encashment paid	-	-
		Brokerage commission earned	103,286	36,700
Director	Mr. Junaid Shehzad Ahmed	Trade receivable	-	-
		The maximum aggregate amount outstanding during the year was Rs. 675		
		Trade payable	215,482	218,990
		commission	-	1,000
Director	Mr. Khizer Hayat	Trade receivable	9,455,051	81,651
		The maximum aggregate amount outstanding during the year was Rs. 51,973,749		
		Brokerage commission earned	528,521	20,000
Director	Mr. Zulfiqar Ali Anjum	Trade receivable	698,981	247,350
		The maximum aggregate amount outstanding during the year was Rs. 14,312,510		
		Trade payable	-	-
		Brokerage commission earned	1,064,928	620,467
		commission paid	4,549,277	2,582,318
Director	Mr. Talat Mehmood	Trade receivable	2,851,139	5,597,290
		The maximum aggregate amount outstanding during the year was Rs. 337,722,700		
		Brokerage commission earned	424,030	299,380
Director	Mr. Sardar A Majeed	Trade receivable	4,839,213	-
		The maximum aggregate amount outstanding during the year was Rs. 15,464,326		
		Trade payable	-	8,124,895
		Brokerage commission earned	433,780	603,737

### 34 REMUNERATION OF CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

The aggregate amounts charged in the financial statements for remuneration, including certain benefits to Directors, Chief Executive Officer and Other Executives of the Company, are as follows:

	<i>Chief Executive Officer</i>		<i>Directors</i>		<i>Other Executives</i>	
	<i>2024</i>	<i>2023</i>	<i>2024</i>	<i>2023</i>	<i>2024</i>	<i>2023</i>
	----- <i>Rupees</i> -----					
Managerial remuneration	1,670,000	1,560,000	2,464,560	1,800,000	28,325,000	34,195,000
Commission paid to	446,901	81,601	4,549,277	2,663,919	41,908,417	18,147,064
Brokerage commission	103,286	36,701	2,451,259	1,544,585	22,807,775	6,819,156
Bonus	-	-	112,500	-	1,012,500	-
Other	20,000	25,000	20,000	50,000	1,446,250	1,628,333
	<b>2,240,187</b>	<b>1,703,302</b>	<b>9,597,596</b>	<b>6,058,504</b>	<b>95,499,942</b>	<b>60,789,554</b>
Number of persons	<b>1</b>	<b>1</b>	<b>2</b>	<b>1</b>	<b>16</b>	<b>12</b>

34.1 The Chief Executive Officer and Chief Financial Officer have been provided with the free use of company maintained vehicle in accordance with the company's policy.

34.2 In addition to above, three non-executive directors and one independent director (2023: three non-executive directors and one independent director) of the Company were paid meeting fee aggregating **Rs.75,000** (2023: Rs. 85,000).

### 35 OPERATING SEGMENT

These financial statements have been prepared on the basis of a single reportable segment which is consistent with the internal reporting used by the chief operating decision-maker. The chief operating decision-maker is responsible for allocating resources and assessing performance of the operating segments.

The internal reporting provided to the chief operating decision-maker relating to the Company's assets, liabilities and performance is prepared on a consistent basis with the measurement and recognition principles of approved accounting standards as applicable in Pakistan. There were no change in the reportable segments during the year.

The Company is domiciled in Pakistan. The Company's revenue is generated from shares brokerage, commodities brokerage, portfolio management, investment advisory, consultancy and underwriting services.

All non-current assets of the Company at June 30, 2024 are located in Pakistan.

### 36 RECLASSIFICATION

<i>Description</i>	<i>Head of account of the financial statements for the year ended June 30, 2023</i>	<i>Head of account of the financial statements for the year ended June 30, 2024</i>	<i>Amount Rupees</i>
Accrued markup	Trade and other payable	Accrued markup	<b>1,296,575</b>

### 37 NUMBER OF EMPLOYEES

	<i>2024</i>	<i>2023</i>
As at June 30	<b>76</b>	<b>74</b>
Average employees	<b>80</b>	<b>83</b>

### 38 DATE OF AUTHORIZATION OF ISSUE

These financial statements were authorized for issue by the Board of Directors of the Company on **September 27, 2024**.

  
**Chief Executive Officer**

  
**Chief Financial Officer**

  
**Director**

# Trust Securities and Brokerage Limited

Detailed Categories of Shareholders - As on June 30, 2024

Sr.#	Name	Shares Held	Percentage
<b>Directors, Chief Executive Officer, and their spouse and minor children</b>			
1	MUHAMMAD SHAYAN GHAYAS	1,226,500	4.0883
2	JUNAID SHEHZAD AHMED	8,080,000	26.9333
3	MRS. ZENOBIA WASIF	500	0.0017
4	KHIZER HAYAT FAROOQ	101,500	0.3383
5	ZULFIQAR ALI ANJUM	500	0.0017
6	SARDAR ABDUL MAJEED KHAN	500	0.0017
7	MR. TALAT MAHMOOD	500	0.0017
8	MR ABDUL BASIT	500	0.0017
		Running Total:	<u>9,410,500</u> <u>31.3683</u>
<b>Associated Companies, Undertakings and Related Parties</b>			
1	SIKANDER MAHMOOD	26,250	0.0875
2	AHMAD KAMAL	25,000	0.0833
		Running Total:	<u>51,250</u> <u>0.1708</u>
<b>Banks, Development Financial Institutions, Non Banking Financial Institutions</b>			
1	FORESIGHT INVESTMENTS (PAKISTAN) (PVT.) LIMITED	2,765,000	9.2167
2	PARAMOUNT COMMODITIES (PRIVATE) LIMITED	2,623,645	8.7455
3	FIDELITY INVESTMENT BANK LTD.	4,400	0.0147
4	MCB BANK LIMITED - TREASURY	300,000	1.0000
5	DIN CAPITAL LIMITED	825,000	2.7500
		Running Total:	<u>6,518,045</u> <u>21.7268</u>
<b>Modarbas and Mutual Funds</b>			
1	TRUST MODARABA	30,200	0.1007
		Running Total:	<u>30,200</u> <u>0.1007</u>
<b>General Public (Local)</b>			
		Running Total:	<u>13,372,617</u> <u>44.5754</u>
<b>Others</b>			
1	NCC - PRE SETTLEMENT DELIVERY ACCOUNT	387	0.0013
2	HAMID ADAMJEE TRUST	408,000	1.3600
3	PRUDENTIAL SECURITIES LIMITED	1,900	0.0063
4	S.H. BUKHARI SECURITIES (PVT) LIMITED	2,500	0.0083
5	SHERMAN SECURITIES (PRIVATE) LIMITED	500	0.0017
6	MAPLE LEAF CAPITAL LIMITED	1	0.0000
7	Y.S. SECURITIES & SERVICES (PVT) LTD.	500	0.0017
8	HIGHLINK CAPITAL (PVT.) LIMITED	300	0.0010
9	TRUST SECURITIES & BROKERAGE LIMITED - MF	202,500	0.6750
10	S.H. BUKHARI SECURITIES (PVT) LIMITED	300	0.0010
11	SARFRAZ MAHMOOD (PRIVATE) LTD	500	0.0017
		Running Total:	<u>617,388</u> <u>2.0580</u>
Grand Total:			<u>30,000,000</u> <u>100.0000</u>
<b>Shareholders having 5% or more holding:</b>			
	PARAMOUNT COMMODITIES (PRIVATE) LIMITED	2,623,645	8.7455
	FORESIGHT INVESTMENTS (PAKISTAN) (PVT.) LIMITED	2,765,000	9.2167
	JUNAID SHEHZAD AHMED	8,080,000	26.9333
	MUHAMMAD KHURRAM FARAZ	4,891,000	16.3033
Total:		<u>18,359,645</u>	<u>61.1988</u>

TRUST SECURITIES AND BROKERAGE LIMITED  
PATTERN OF SHAREHOLDING  
AS ON JUNE 30, 2024

Number of ShareHolders	Shareholdings		Total Number of Share Held	Percentage of Total Capital
	From	To		
133	1 -	100	8,444	0.03
554	101 -	500	248,814	0.83
44	501 -	1000	39,788	0.13
46	1001 -	5000	102,949	0.34
6	5001 -	10000	50,410	0.17
2	10001 -	15000	26,500	0.09
2	20001 -	25000	50,000	0.17
3	25001 -	30000	78,750	0.26
2	30001 -	35000	60,700	0.20
5	35001 -	40000	196,000	0.65
2	45001 -	50000	95,500	0.32
3	55001 -	60000	176,500	0.59
1	65001 -	70000	66,000	0.22
1	80001 -	85000	81,000	0.27
1	90001 -	95000	93,000	0.31
1	100001 -	105000	101,500	0.34
1	130001 -	135000	134,500	0.45
1	200001 -	205000	202,500	0.68
2	295001 -	300000	600,000	2.00
1	395001 -	400000	400,000	1.33
1	405001 -	410000	408,000	1.36
1	480001 -	485000	482,000	1.61
1	745001 -	750000	750,000	2.50
1	755001 -	760000	760,000	2.53
1	820001 -	825000	825,000	2.75
1	925001 -	930000	929,500	3.10
1	985001 -	990000	990,000	3.30
1	1135001 -	1140000	1,136,500	3.79
1	1225001 -	1230000	1,226,500	4.09
1	1315001 -	1320000	1,320,000	4.40
1	2620001 -	2625000	2,623,645	8.75
1	2760001 -	2765000	2,765,000	9.22
1	4890001 -	4895000	4,891,000	16.30
1	8075001 -	8080000	8,080,000	26.93
825			30,000,000	100.00

**TRUST SECURITIES AND BROKERAGE LIMITED**  
**CATEGORIES OF SHAREHOLDERS**  
**AS ON JUNE 30, 2024**

<b>Sr. #</b>	<b>Categories</b>	<b>No. of Shareholders</b>	<b>Shares Held</b>	<b>Percentage</b>
1	Directors, Chief Executive Officer, and their spouse and minor children	8	9,410,500	31.3683
2	Associated Companies, Undertakings and Related Parties	2	51,250	0.1708
3	Banks, Development Financial Institutions, Non Banking Financial Institutions	5	6,518,045	21.7268
4	Modarbas and Mutual Funds	1	30,200	0.1007
5	General Public (Local)	798	13,372,617	44.5754
6	Others	11	617,388	2.0580
<b>TOTAL:</b>		<b>825</b>	<b>30,000,000</b>	<b>100.0000</b>

## NOTICE OF ANNUAL GENERAL MEETING

NOTICE IS HEREBY GIVEN THAT THE 31<sup>ST</sup> ANNUAL GENERAL MEETING OF THE COMPANY WILL BE HELD ON MONDAY, OCTOBER 28, 2024 AT 02:30 P.M. AT SUITE # 401, 4TH FLOOR, BUSINESS & FINANCE CENTRE, I.I. CHUNDRIGAR ROAD, KARACHI TO TRANSACT THE FOLLOWING BUSINESS.

### ORDINARY BUSINESS:

1. To confirm the minutes of the last Annual General Meeting (AGM) held on October 27, 2023.
2. To receive, consider and adopt the Annual Audited Financial Statements of the Company for the year ended June 30, 2024 together with the Directors' and the Auditors' reports thereon.
3. To appoint Auditors of the Company for the year ending June 30, 2025 and to fix their remuneration.
4. To discuss any other matter with the permission of the Chair.

Karachi: October 07, 2024.



By Order of the Board



**COMPANY SECRETARY**

### NOTES:

1. The Share Transfer Books of the Company will remain closed from October 22, 2024 to October 28, 2024 (both days inclusive).
2. A member of the Company entitled to attend and vote at this meeting may appoint another member as his/her proxy to attend and vote on his/her behalf. The proxy, in order to be effective, must be received at the registered office of the Company duly signed and stamped not less than 48 hours before the time of meeting.
3. Any individual beneficial owner of CDC, entitled to attend and vote at this meeting must bring his/her original CNIC or passport to prove his/her identity and in case of proxy, a copy of shareholders attested CNIC must be attached with the proxy form. In case of corporate entity, the Board of Directors' resolution / power of attorney with specimen signatures of the nominee shall be produced at the time of the meeting. The nominee shall produce his original CNIC at the time of attending the meeting for identification purpose.
4. **Availability of the Audited Financial Statements on Company's Website.**

Circulation of Annual Report through QR Code and through Web link in accordance with the Section 223 of the Companies Act, 2017 and pursuant to SRO 389(1)/2023 dated March 21, 2023 of the Securities & Exchange Commission, the Company has already obtained Shareholders' approval in the last Annual General Meeting of the Company held on October

**KARACHI BRANCHES 1** :Room No. 807 & 808, 8th Floor, PSX New Building, and Office No. 725, 7th Floor PSX Main Building Stock Exchange Road, Karachi.  
Tel:(92-21) 32460161-68, (92-21) 32470156-57

**2**:Room No. 510, 5th Floor, Business & Finance Centre, I.I.Chundrigar Road, Karachi. Tel:(92-21) 32470632

**LAHORE BRANCHES 1** :2nd Floor, Associated House, Building No. 1 & 2, 7-Kashmir Road, Lahore-54000, (Pakistan). Tel:(92-42) 3637 3041-43, Fax:(92-42) 3637 3040

**2**:Room No. 607,6th Floor, LSE Plaza, 19-Khayaban-e-Aiwan-e-Iqbal, Lahore. Tel:(92-42) 3637 3045, (92-42) 3630 0181, (92-42) 3630 0554, (92-42) 3637 4710

27, 2023 to circulate the Annual Report of the Company to Members through QR enabled Code and Web link. The Annual Report is available through following QR Code and Web link.



[https://tsbl.com.pk/investor-relation?#financial\\_data](https://tsbl.com.pk/investor-relation?#financial_data)

The Financial Statements of the Company for the year ended June 30, 2024 will be placed on Company's website <http://www.tsbl.com.pk> accordingly.

5. Members who have not yet submitted photocopy of their CNIC, Email & address are requested to send the same to the Share Registrar of the Company.
6. Under Section # 72 of the Companies Act, 2017, the shareholders who hold shares in physical form are required to replace their physical shares with book-entry form within the period to be notified by the SECP. Hence, the shareholders who hold shares in physical form are advised to convert their physical shares in electronic form at their earliest.
7. The Shareholders who are willing to participate in the AGM via video link facility through Zoom, are requested to register the below information at [agm@tsbl.com.pk](mailto:agm@tsbl.com.pk) for their appointment and proxy's verification at least 48 hours before the time of the meeting.

The information required i.e. Name, CNIC Number, Folio/CDC Account No, Mobile Phone Number and e-mail address of Shareholder.

This is in compliance to the instructions issued by Securities Market Division of Securities & Exchange Commission of Pakistan (SECP) dated December 15, 2021 (Ref: SMD/SE/2(20)/2021/117).

Video conference link details and login credentials will be shared with those Shareholders whose emails containing all the particulars are received at least 48 hours before the time of the meeting. Shareholders can also provide their comments and questions for the agenda items of the AGM on [agm@tsbl.com.pk](mailto:agm@tsbl.com.pk) at least 48 hours before the time of the meeting.

# ٹرسٹ سیکورٹیز اینڈ برو کریج لمیٹڈ



## اطلاع سالانہ اجلاس عام

نوٹس ہذا سے مطلع کیا جاتا ہے کہ کمپنی کا 31 واں سالانہ اجلاس عام بروز سوموار مورخہ 28 اکتوبر 2024ء بوقت 02:30 بجے دوپہر کمپنی کے رجسٹرڈ پتہ سوٹ نمبر 401، چوتھی منزل، بزنس اینڈ فنانس سینٹر، ا۔ا۔ چندریگرہ روڈ، کراچی میں مندرجہ ذیل کاروباری امور پر بحث کے لئے منعقد ہوگا:

### عام امور:

- 1- 27 اکتوبر، 2023 کو منعقدہ آخری سالانہ اجلاس عام (AGM) کی تصدیق کرنا۔
- 2- 30 جون، 2024 کو ختم ہونے والے سال کے لئے کمپنی کے آڈٹ شدہ اکاؤنٹس کو حاصل کرنا اور اس پر ڈائریکٹرز اور آڈیٹرز کی رپورٹس کو اپنانا۔
- 3- 30 جون 2025 کو ختم ہونے والے سال کے لئے آڈیٹرز کا تقرر کرنا اور ان کے معاوضے کا تعین کرنا۔
- 4- چیئرمین کی اجازت سے دیگر امور کو زیر بحث لانا۔

بحکم بورڈ  
کمپنی سیکرٹری

کراچی  
07 اکتوبر، 2024ء

### نوٹس:

- 1- کمپنی کی شیئر منتقلی کتابیں مورخہ 22 اکتوبر 2024 تا 28 اکتوبر 2024 (بشمول دونوں ایام) بند رہیں گی۔
  - 2- اجلاس ہذا میں شرکت اور ووٹ کرنے کا/کی اہل رکن کسی دوسرے رکن کو اپنی جگہ شرکت اور ووٹ کرنے کے لئے اپنا/اپنی پراکسی مقرر کر سکتا/سکتی ہے۔ دستخط شدہ اور ممبر شدہ پراکسی، موخر ہونے کے لئے اجلاس کے انعقاد سے کم از کم 48 گھنٹے قبل کمپنی کے رجسٹرڈ آفس میں جمع کرایا جائے۔
  - 3- اجلاس ہذا میں شرکت کرنے اور ووٹ دینے کا حقدار CDC کا کوئی بھی فرد قائمہ مندا مالک اپن شناخت ثابت کرنے کے لئے اپنا اصل CNIC یا پاسپورٹ پیش کرے اور پراکسی کی صورت میں حصص یافتگان کی تصدیق شدہ CNIC کی ایک کاپی پراکسی فارم کے ساتھ منسلک کرے۔ کاروباری ادارے کی صورت میں اجلاس کے وقت بورڈ آف انڈیکٹرز کی قرارداد/پاور آف اٹارنی کے دستخطوں کے ساتھ پیش کرے اجلاس میں شرکت کرنے والا شخص شناختی مقصد کے لئے میٹنگ میں شرکت کے وقت اپنا اصل کمپیوٹرائزڈ قومی شناختی کارڈ پیش کرے گا۔
  - 4- کمپنی کی ویب سائٹ پر آڈٹ شدہ مالیاتی بیانات کی دستیابی۔
- کمپنیز ایکٹ، 2017ء (ایکٹ) کے سیکشن 223 کے تحت، سالانہ رپورٹ کی سرکولیشن اور سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان کے محکمہ ریفرنس نمبر SRO 389(1)2023 مورخہ 21 مارچ، 2023 کے مطابق، جس کی منظوری/اعلان کمپنی پہلے ہی پچھلے منعقدہ سالانہ اجلاس عام میں شیئر ہولڈرز کی منگورری کیساتھ، کمپنی کے سالانہ مالی بیانات کمپنی کی ویب سائٹ پر اپلوڈ کئے گئے ہیں، جنہیں درج ذیل لنک / QR کوڈ اور ویب لنک سے ڈاؤن لوڈ کیا جاسکتا ہے۔



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30 جون، 2024 کو ختم ہونے والے سال کے لئے کمپنی کے مالی گوشواروں کو مقررہ وقت پر کمپنی کی

ویب سائٹ <http://www.tsbl.com.pk> پر رکھ دیا جائیگا۔

5- جن افراد نے ابھی تک اپنے CNIC، ای میل اور ایڈریس کی فوٹوکاپی جمع نہیں کروائی۔ ان سے درخواست کی جاتی ہے کہ جلد از جلد کمپنی کے شیئرز رجسٹرار کو بھیجیں۔

6- کمپنیز ایکٹ 2017 کے سیکشن 72 کے مطابق، تمام موجودہ کمپنیوں کے لئے لازم ہے کہ وہ کمپنیز ایکٹ، 2017 کے نفاذ کے چار سال کے اندر اپنے فزیکل شیئرز کو بک انٹری فارم میں تبدیل کریں۔ ہم یہاں کمپنی کے ایسے تمام ممبران سے درخواست کرتے ہیں جو فزیکل فارم میں شیئرز رکھتے ہیں اپنے شیئرز کو جلد از جلد بک انٹری فارم میں تبدیل کریں۔

7- ایسے تمام شیئرز ہولڈرز جو zoom کے ذریعے ویڈیو لنک کی سہولت سے AGM میں شرکت کے خواہشمند ہیں ان سے درخواست کی جاتی ہے کہ وہ میٹنگ کے وقت سے کم از کم 48 گھنٹے قبل اپنی اپوائنٹمنٹ اور پراسی کی تصدیق کے لئے نیچے دی گئی معلومات [agm@tsbl.com.pk](mailto:agm@tsbl.com.pk) پر درج کریں۔

مطلوبہ معلومات، یعنی نام، CNIC نمبر، فوٹیو / CDC نمبر، موبائل نمبر اور شیئرز ہولڈر کا ای میل پتہ: یہ ریسکوریورٹیز اینڈ ایکسچینج کمیشن آف پاکستان (SECP) کے سکیورٹیز مارکیٹ ڈویژن کی جانب سے (REF: SMD/SE/2(20)/2021/117) مورخہ 15 دسمبر، 2021 کو جاری کردہ ہدایات کی تعمیل میں سے ہے۔

ویڈیو کانفرنس کے لنک، تفصیلات اور لاگ ان کی اسناد ان شیئرز ہولڈرز کے ساتھ شیئرز کی جائیں گی جن کی تمام تفصیلات پر مشتمل ای میل میٹنگ کے وقت سے کم از کم 48 گھنٹے پہلے موصول ہوئی ہوں، شیئرز ہولڈر اجلاس کے وقت سے کم از کم 48 گھنٹے قبل AGM کے ایجنڈا آئیٹمز کے لئے اپنے تبصرے اور سوالات [agm@tsbl.com.pk](mailto:agm@tsbl.com.pk) پر بھی فراہم کر سکتے ہیں۔

## اعتراف

ہم کمپنی کے شیئر ہولڈرز کے مسلسل اعتماد اور سرپرستی کے لیے اے کے شکر گزار ہیں۔ ہم تمام اسٹیک ہولڈرز، سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان، سینٹرل ڈیپازٹری کمپنی، نیشنل کلیئرنگ کمپنی آف پاکستان لمیٹڈ، اور پاکستان اسٹاک ایکسچینج لمیٹڈ کے غیر متزلزل حمایت اور رہنمائی کے لیے اپنی مخلصانہ تعریف ریکارڈ کرتے ہیں۔

ہم کمپنی کے ملازمین کی محنت کو مزید تسلیم کرتے ہیں اور اے کے تعریف کرتے ہیں۔ ہم انتظامیہ کے مدد اور رہنمائی میں بورڈ کے ممبران کے قابل قدر تعاون اور فعال کردار کو بھی تسلیم کرتے ہیں۔



ABDUL BASIT  
Chief Executive Officer



Zenobia Wasif  
Chairperson

Karachi, September 27, 2024

## مستقبل کے امکانات

آپ کی کمپنی کے مستقبل کے امکانات سیلز بڑھانے کے لیے انتظامیہ اور ٹیم کی کوششوں کے وجہ سے امید افزا ہیں جس کے نتیجے میں کمپنی کے وسیع مارکیٹ شیئر اور بروکر ٹیج کے بہتر نتائج برآمد ہوں گے۔ کمپنی کے PSX طبقہ کو ڈیجیٹل آن بورڈنگ کے ذریعے ریٹیل ڈویژن سے بہتر نتائج حاصل کرنے کی طرف دیکھا جاتا ہے۔ کمپنی اپنے موجودہ گاہکوں سے بہتر حجم حاصل کرنے کے ساتھ ساتھ ادارہ جاتی سیلز کو آگے بڑھانے کے لیے کوشاں ہے۔ سیلز ٹیم بڑھتے ہوئے تعلقات اور کمپنی کے پرمیم سوٹ کے خدمات پیش کرتے ہوئے فعال طور پر گاہکوں سے رابطہ کر رہی ہے۔ انتظامیہ برانچ نیٹ ورک کو وسعت دیتے ہوئے کموڈٹی ڈویژن کے وجہ سے بڑھتی ہوئی سرگرمی کی پیش گوئی بھی کرتی ہے۔

انتظامیہ کو یقین ہے کہ کمپنی کی ایکویٹی ممکنہ طور پر اچھے نتائج کا مظاہرہ کرے گی کیونکہ معیشت اور مارکیٹ کی بحالی جاری ہے۔

## آڈٹ کمیٹی

بورڈ کی آڈٹ کمیٹی نے بورڈ کی طرف سے منظور شدہ شرائط کے مطابق اپنے فرائض اور ذمہ داریوں کو موثر انداز میں ادا کرنا جاری رکھا۔

## شیر ہولڈنگ کا پیٹرن

30 جولائی 2024 تک کمپنی کے شیر ہولڈنگ اور حصص یافتگان کے زمرے کا تفصیلی نمونہ، جیسا کہ فہرست سازی کے ضوابط کے تحت درکار ہے، اس سالانہ رپورٹ میں شامل کر دیا گیا ہے۔

## متعلقہ پارٹی ٹرانزیکشن

کمپنی نے تمام متعلقہ پارٹی ٹرانزیکشن کو ان کے جائزے اور منظوری کے لیے آڈٹ کمیٹی اور بورڈ کے سامنے پیش کیا ہے۔ ان لین دین کی منظوری آڈٹ کمیٹی اور بورڈ نے اپنے اپنے اجلاسوں میں دی ہے۔ تمام متعلقہ فریقوں کے لین دین کی تفصیلات آڈٹ شدہ مالیاتی گوشواروں کے ساتھ منسلک کر دی گئی ہیں۔

## HR اور معاوضہ کمیٹی

کوڈ آف کارپوریٹ گورننس کے مطابق، ایچ آر اینڈ ریوژنریشن کمیٹی مکمل طور پر نان ایگزیکٹو ڈائریکٹرز پر مشتمل ہوتی ہے اور کمیٹی کا چیئر مین ایک آزاد ڈائریکٹر ہوتا ہے۔ کمیٹی کے حاضرین حسب ذیل ہے۔

Name of Member	Meetings Attended
Mr. Khizer Hayat Farooq - Chairman	1
Mr. Zulfiqar Ali Anjum - Member	1
Mr. Junaid Shehzad Ahmed - Member	1

## رسک مینجمنٹ کمیٹی

کمیٹی کے حاضرین حسب ذیل ہے۔

Name of Member	Meetings Attended
Mr. Muhammad Shayan Ghayas - Chairman	1
Mr. Muhammad Khurram Faraz - Member	1
Mr. Muhammad Umair Ansari - Member	1
Mr. Imran Sheikh - Member	1

2024 کو ختم ہونے والے سال کے دوران بورڈ میٹنگز کل تعداد چار (4) تھی۔ کوڈ آف کارپوریٹ گورننس کے تقاضوں کے مطابق، تحریری نوٹس بورڈ کو سات (7) پہلے بھیجے گئے تھے۔

Name of Director	Meetings Attended
Mrs. Zenobia Wasif	4
Mr. Abdul Basit	4
Mr. Khizer Hayat Farooq	4
Mr. Junaid Shehzad Ahmed	4
Mr. Zulfiqar Ali Anjum	4
Mr. Sardar Abdul Majeed Khan	2
Mr. Talat Mahmood	3
Mr. Muhammad Shayan Ghayas	1

بورڈ اور کمیٹی کے اجلاسوں میں شرکت نہ کرنے والے اراکین کو غیر حاضری کے چھٹی دی گئی۔

## آڈٹ کمیٹی

کوڈ آف کارپوریٹ گورننس کے مطابق، آڈٹ کمیٹی مکمل طور پر غیر ایگزیکٹو ڈائریکٹرز پر مشتمل ہوتی ہے جس کے ساتھ کمیٹی کا چیئر مین ایک آزاد ڈائریکٹر ہوتا ہے۔ آڈٹ کمیٹی کے حاضری حسب ذیل ہے۔

Name of Member	Meetings Attended
Wg. Cmr (Retd) Talat Mehmood - Chairman	4
Mr. Junaid Shehzad Ahmed - Member	4
Mrs. Zenobia Wasif - Member	4

\* پچھلے سہ ماہی کے دوران، سی ای او نے بطور ڈائریکٹر بورڈ میں اپنے عہدے سے استعفیٰ دے دیا، جس سے ایک غیر معمولی آسامی پیدا ہوئی جسے بعد میں ایک نئے ڈائریکٹر کی تقرری سے پرکھا گیا۔ اس سے ڈائریکٹر کی کل تعداد آٹھ ہو گئی، بشمول سی ای او بطور ڈیپٹی ڈائریکٹر۔ نتیجے کے طور پر، کمپنی اب خود مختار اور ایگزیکٹو ڈائریکٹر کی تعداد کے حوالے سے کوڈ آف کارپوریٹ گورننس کے تقاضوں کے تعمیل نہیں کر رہی ہے۔ بورڈ فعال طور پر اسے ختم کرنے کے لیے حل تلاش کر رہا ہے۔ کمپنی کوڈ آف کارپوریٹ گورننس کے مکمل تعمیل کو یقینی بنانے کے لیے پرعزم ہے اور امید کرتی ہے کہ جلد ہی آزاد اور ایگزیکٹو ڈائریکٹر کی مطلوبہ تعداد کو پورا کر لے گی۔

چیرمین اور چیف ایگزیکٹو آفیسر کی پوزیشن بہترین حکمرانی کے طریقوں کے مطابق الگ الگ رکھی گئی ہے۔ بورڈ نے ایک الگ آڈٹ کمیٹی اور ایچ آر اینڈ ریوژنیشن کمیٹی قائم کی ہے تاکہ اس کے کاموں کے کارکردگی میں بورڈ کی مدد کی جاسکے۔ بورڈ اور آڈٹ کمیٹی کے چیرمین آزاد ڈائریکٹر ہیں اور بہترین طریقوں کے مطابق ایک ہی شخص نہیں ہیں۔

## بورڈ میں تبدیلیاں

زیر نظر سال کے دوران، بورڈ کے ڈھانچے میں ایک تبدیلی آئی جہاں مسٹر عبدالباسط نے بورڈ کے رکن کی حیثیت سے استعفیٰ دے دیا اور اسے تبدیلی کے وجہ سے یہ خالی آسامی تھی، اسے مقررہ مدت میں پہلے ہی پر کیا گیا۔

بورڈ کی تشکیل، آڈٹ کمیٹی، HR اور معاوضے کے مینٹنرز اور حاضری

1۔ درج ذیل کے مطابق ڈائریکٹرز کی کل تعداد 8 ہے (بشمول سی ای او جو کہ ڈائریکٹر سمجھا جاتا ہے)

مرد: 7 اراکین

خاتون: 1 ممبر

2۔ بورڈ آف ڈائریکٹرز کی تشکیل حسب ذیل ہے:

جناب خضر حیات فاروق  
ونگ CDR (ریٹائرڈ) طلعت محمود

آزاد ڈائریکٹر:

جناب جنید شہزاد احمد

جناب سردار عبدالمجید خان

مسز زینوبیہ واصف

غیر ایگزیکٹو ڈائریکٹر:

جناب محمد شایان غیاث

جناب ذوالفقار علی انجم

جناب عبدالباسط (ڈیڈ ڈائریکٹر) \*

ایگزیکٹو ڈائریکٹر:

مسز زینوبیہ واصف

خاتون ڈائریکٹر:

6- ایک جاری تشویش کے طور پر جاری رکھنے کی کمپنی کی صلاحیت پر کوئی خاص شک نہیں ہے۔

7- کارپوریٹ گورننس کے بہترین طریقوں سے کوئی مادی رخصتی نہیں ہوئی، جیسا کہ فہرست سازی کے ضوابط میں تفصیل دی گئی ہے۔

8- کمپنی کے پاس ٹیکس، ڈیوٹیز، لیویز اور تبدیلیوں کے قانونی ادائیگی کے وجہ سے بیلنس شیٹ کے تاریخ کے مطابق کوئی بقایا ذمہ داری نہیں ہے۔

9- سال کے دوران بروکر کے ذریعے کوئی ایسا لین دین نہیں کیا گیا ہے جو دھوکہ دہی، غیر قانونی یا کسی بھی سیکیورٹیز مارکیٹ کے قوانین کے خلاف ورزی میں ہو۔

10- کمپنی کے ڈائریکٹرز کا معاوضہ مرتب کیا گیا ہے۔ اس کے مطابق ہر ڈائریکٹر بورڈ آف ڈائریکٹرز کے اجلاسوں میں شرکت کے معاوضے کے طور پر میٹنگ فیس کا حقدار ہے۔ ایگزیکٹو اور نائض ایگزیکٹو ڈائریکٹرز کو ادا کیے گئے معاوضے کی مجموعی رقم کا انکشاف مالیاتی بیانات میں کیا گیا ہے۔

# کوڈ آف کارپوریٹ گورننس

کمپنی کا بورڈ اور انتظامیہ اس بات کو یقینی بنانے کے لیے پر عزم ہے کہ کوڈ آف کارپوریٹ گورننس کے ضروریات پوری طرح پوری ہوں۔ کمپنی نے مالی اور غیر مالیاتی معلومات کے درستگی، جامعیت اور شفافیت کو بڑھانے کے مقصد کے ساتھ مضبوط کارپوریٹ گورننس کے طریقوں کو اپنایا ہے۔

ڈائریکٹرز کو یہ بتاتے ہوئے خوشی ہو رہی ہے کہ:

- 1- کمپنی کے انتظامیہ کے طرف سے تیار کردہ مالیاتی بیانات اس کے حالت، اس کے کاموں کے نتائج، کیش فلوا اور ایکویٹی میں ہونے والی تبدیلیوں کو کافی حد تک پیش کرتے ہیں۔
- 2- کمپنی کے حساب کتاب کے مناسب دیکھ بھال کو گئی ہے۔
- 3- مالیاتی گوشواروں کی تیاری میں مناسب اکاؤنٹنگ پالیسیوں کو مستقل طور پر لاگو کیا گیا ہے اور اکاؤنٹنگ تخمینے معقول اور دانشمندانہ فیصلے پر مبنی ہیں۔
- 4- بین الاقوامی مالیاتی رپورٹنگ کے معیارات، جیسا کہ پاکستان میں لاگو ہوتا ہے، مالی بیانات کی تیاری میں پیروی کی گئی ہے۔
- 5- ڈائریکٹرز اس بات کی تصدیق کرتے ہیں کہ کمپنی اندرونی کنٹرول کے اعلیٰ ترین معیارات کے مکمل تعمیل کرتی ہے جو کہ ڈیزائن کے لحاظ سے درست ہیں اور ان پر موثر طریقے سے عمل درآمد اور نگرانی کی گئی ہے۔

## 2- ہنر گھر ویلفیئر آرگنائزیشن

ہنر گھر ایک قابل ذکر غیر منافع بخش تنظیم ہے جو خواتین کو بااختیار بنانے اور ان کے معیار زندگی کو بڑھانے کے لیے وقف ہے۔ خواتین کو متنوع مہارتوں سے آراستہ کرنے کے مشن کے ساتھ، تنظیم کا مقصد ان کی معاشی حیثیت کو بلند کرنا اور ان کی حوصلہ افزائی کرنا ہے کہ وہ اپنے گھر کے اندر اور اس سے باہر ترقی کریں۔ سیکھنے اور ترقی کے کلچر کو فروغ دیتے ہوئے، ہنر گھر نے ایک ایسا پلیٹ فارم بنایا ہے جہاں زندگی کے تمام شعبوں سے تعلق رکھنے والی خواتین اپنی صلاحیتوں کو تلاش کر سکتی ہیں اور نئی مہارتیں حاصل کر سکتی ہیں، جو بالآخر ملازمت کے مواقع میں اضافہ اور مالی آزادی کا باعث بنتی ہیں۔ ہنر گھر اپنے اختراعی پروگراموں اور اقدامات کے ذریعے لاتعداد خواتین کی زندگیوں کو تبدیل کرنے، انہیں بہتر آمدنی حاصل کرنے، ان کی مکمل صلاحیتوں کا ادا کرنے اور معاشرے میں بامعنی کردار ادا کرنے میں کامیاب رہا ہے۔



## کارپوریٹے سماجی ذمہ داری

کارپوریٹے سماجی ذمہ داری (CSR) ایک ایسا موضوع ہے جس نے حالیہ برسوں میں کافی توجہ حاصل کی ہے۔ ہماری کوشش ہے کہ ماحولیاتی ذمہ داری، اخلاقی ذمہ داری، انسانی دوستی کے ذمہ داری اور اقتصادی ذمہ داری میں اپنا حصہ ڈالیں۔ ہم اپنے حصے یافتگان کے آمدنی اور ساتھیوں کے تئیں اپنی ذمہ داری کے درمیان توازن برقرار رکھنے کی بھرپور کوشش کرتے ہیں۔



## چند اہم اقدامات:

### 1- سفید پوش دسترخوان

ان لوگوں کی مدد کرنے کے مقصد سے بنایا گیا ہے جنہیں وہ سہولیات نہیں ہیں جنہیں ہم اکثر سمجھتے ہیں، سفید پوش لاہور، پاکستان میں واقع ایک غیر سرکاری تنظیم ہے جو پسماندہ اور جدوجہد کرنے والے خاندانوں کو ماہانہ خوراک فراہم کرتی ہے۔ این جی او کی بنیاد 2019 میں رکھی گئی تھی اور اس نے ماہانہ بنیادوں پر 900 سے زیادہ خاندانوں کو پھلیاں، تیل، چاول، آٹا، چینی اور دیگر روزمرہ استعمال کی اشیاء سمیت خوراک فراہم کی ہے۔ روزانہ کھانے پینے کی اشیاء کے ساتھ خاندانوں کی مدد کرنے کے علاوہ، ان میں سے کچھ کو کرایہ، طبی بلوں اور ضرورت کے مطابق دیگر پائیدار اشیاء کے ساتھ بھی جگہ دی گئی ہے۔

## رسک پیئجمنٹ

TSBL کے رسک پیئجمنٹ گورننس ہمارے بورڈ سے شروع ہوتی ہے، جو رسک پیئجمنٹ کے پالیسیوں کا جائزہ لینے اور منظوری دینے میں ایک لازمی کردار ادا کرتا ہے۔ TSBL میں کاروبار کے نوعیت کے وجہ سے، خطرات ناگزیر ہیں اور ان میں لیکویڈیٹی، مارکیٹ، اور کریڈٹ، آپریشنل، قانونی، ریگولیٹری اور شہرت کے خطرات شامل ہیں۔ ہم سمجھتے ہیں کہ موثر رسک پیئجمنٹ کمپنی کے کامیابی کے لیے انتہائی اہمیت کا حامل ہے۔ رسک پیئجمنٹ ٹیم مناسب طریقہ کار کے پیروی کرتی ہے جس میں وہ ہماری سرگرمیوں کے دوران خطرات کے نگرانی، جائزہ اور ان کا انتظام کرتی ہے۔

### صنفی تنخواہ کا فرق

ٹرسٹ سیکورٹیز اینڈ بروکر ٹیج لمیٹڈ (TSBL) ایک مساوی مواقع آبر ہونے کے لیے پرعزم ہے، یہ تسلیم کرتے ہوئے کہ ہماری ترقی اور کامیابی کا انحصار ہماری متنوع افرادی قوت پر ہے۔ ہم ہر سطح پر معاوضے میں انصاف اور مساوات کے اصولوں کو برقرار رکھتے ہیں، اس بات کو یقینی بناتے ہوئے کہ جنس، ذات، عقیدہ یا اصل کے بنیاد پر کوئی امتیاز نہ ہو۔ ہماری توجہ ایک مثبت اور باہمی تعاون پر مبنی ملازم اور آبر کے تعلقات کو فروغ دینے پر ہے، اور ہم صنف کے بنیاد پر تنخواہ کے فرق سے پاک کام کی جگہ کو برقرار رکھنے پر فخر محسوس کرتے ہیں۔ 30 جون 2024 کو ختم ہونے والے سال کے لیے صنفی تنخواہ کے فرق کا حساب درج ذیل ہے:

(i) اوسط صنفی تنخواہ کا فرق: 18-57% (ii) اوسط صنفی تنخواہ کا فرق: 71-10%

## کریڈٹ ریٹنگ

کمپنی کو پاکستان کریڈٹ ریٹنگ ایجنسی (PACRA) کے طرف سے A- / A-2 / A- ماننس / Two) کے درجہ بندی تفویض کی گئی ہے۔ تفویض کردہ ریٹنگز پر آؤٹ لکے 'مستحکم' ہے۔ درجہ بندی میں کمپنی کا مضبوط گورننس فریم ورک، تجربہ کار انتظامی ٹیم، اور ملکیت کا مناسب ڈھانچہ شامل ہے۔

## اندرونی مالیاتی کنٹرول

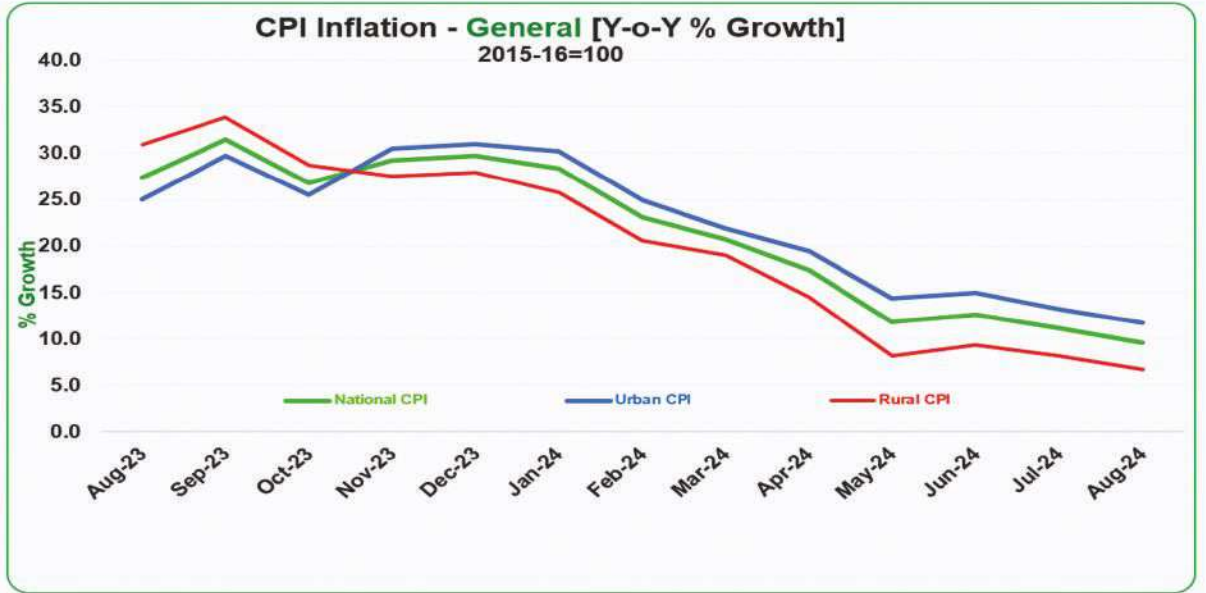
ٹرسٹ سیکورٹیز اینڈ بروکر ایج لمیٹڈ کے بورڈ آف ڈائریکٹرز کے پاس اندرونی مالیاتی کنٹرول کا ایک موثر نظام ہے۔ آپریشنز کو موثر اور ہموار طریقے سے چلانے، دھوکہ دہی اور غلطیوں کو روکنا تمام اور اض کا پتہ لگانے، کمپنی کے اثاثوں کے حفاظت، قوانین و ضوابط کی تعمیل، درستگی، اور حساب کتاب کے درستگی اور قابل اعتماد کی بروقت تیاری کو یقینی بنانے کے لیے کنٹرولز لگائے گئے ہیں۔ مالی معلومات۔ اندرونی مالیاتی کنٹرولوں کا وقتاً فوقتاً جائزہ لیا جاتا ہے تاکہ یہ یقینی بنایا جاسکے کہ یہ موثر ہیں اور کسی بھی قوانین اور ضوابط میں ترمیم کے ساتھ ان کو اپ ڈیٹ کیا جائے۔

## مالیاتی نتائج کا خلاصہ حسب ذیل ہے:

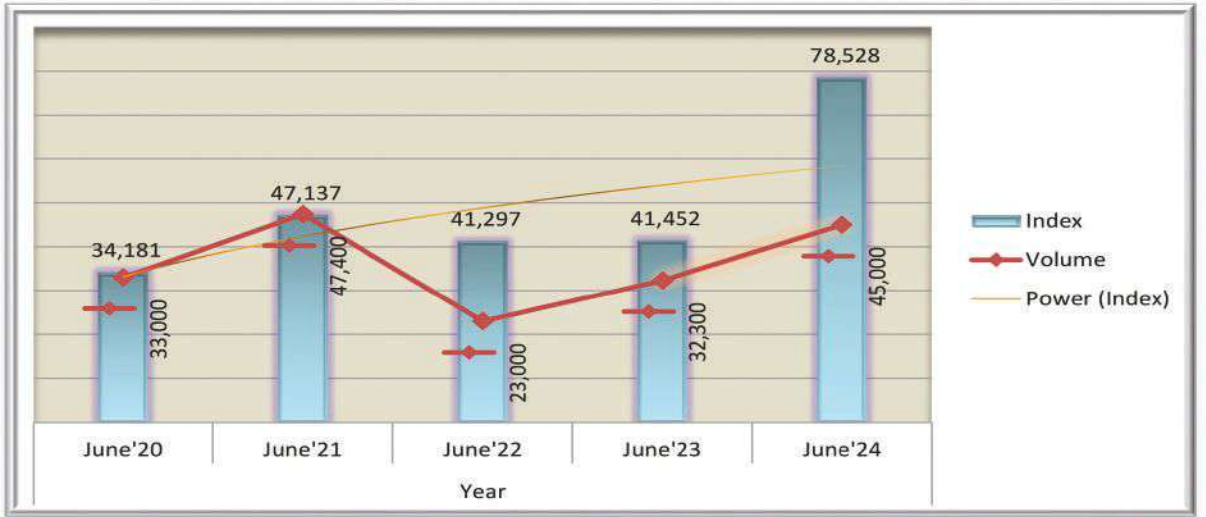
	2024 Rupees	2023 Rupees
OPERATING REVENUE	211,999,401	141,803,751
GAIN ON SALE OF SHORT TERM INVESTMENTS	96,963,841	26,936,758
GAIN/LOSS ON REMEASURESEMENT OF INVESTMENTS – AT FVTPL	7,290,260	(6,332,343)
OPERATING AND ADMINISTRATIVE EXPENSES	(233,569,594)	(182,003,507)
FINANCE COST	(13,507,075)	(7,200,878)
OTHER CHARGES	(44,209,411)	(9,259,891)
OTHER INCOME	59,050,185	25,992,254
PROFIT/ (LOSS) BEFORE MINIMUM TAX AND TAXATION	84,017,607	(10,063,856)
MINIMUM TAX DIFFERENTIAL	-	1,761,775
PROFIT/(LOSS) BEFORE TAXATION	84,017,607	(11,825,631)
TAXATION	(20,264)	1,556,962
PROFIT/(LOSS) AFTER TAXATION	83,997,343	(10,268,669)
	=====	=====
EARNING/(LOSS) PER SHARE – BASIC AND DILUTED	2.80	(0.34)
	=====	=====

## بروکر ٹیچ ریونیو کی کارکردگی

کمپنی کے بروکر ٹیچ آپریشنز نے FY24 میں PKR211 ملینز کی کل آمدنی کے طور پر پوسٹ کیا ہے۔ بروکر ٹیچ میں یہ غیر معمولی کارکردگی نہ صرف تجارتی حجم کی وجہ سے حاصل ہوئی ہے بلکہ انسانی وسائل پر سرمایہ کاری کے حوالے سے ہماری انتظامیہ کے جارحانہ فیصلوں کی وجہ سے بھی حاصل ہوئی ہے۔ اس کا نتیجہ مثبت تھا کیونکہ ٹیم کی شراکت کو خوردہ شعبے میں گھستے ہوئے دیکھا گیا تھا۔ کمپنی نے 30 جولائی 2024 تک نئے منفرد شناختی نمبرز (UI Ns) کا اضافہ کرتے ہوئے اکاؤنٹ کھولنے میں نمایاں اضافہ دیکھا۔ کاروبار کرنے میں آسانی پر NCCPL کی توجہ کے ساتھ ٹیکنالوجی نے ایک اہم کردار ادا کیا۔



## اسٹاک مارکیٹے کا جائزہ



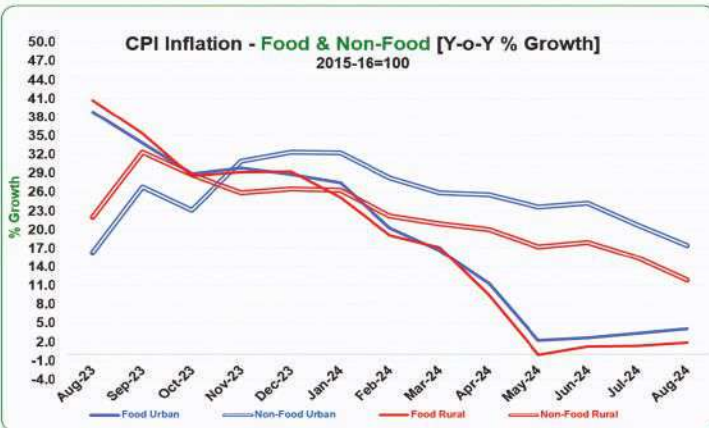
## مالی کارکردگی

کمپنی نے بڑھتے ہوئے مشکل معاشی حالات اور مسلسل سیاسی عدم استحکام کے ساتھ مسابقتی دباؤ کے باوجود سال کے لیے آپریٹنگ ریونیو میں حیران کن اضافہ ریکارڈ کیا۔ اسی دباؤ کے باوجود کمپنی 2024 روپے ٹیکس کے بعد آپریٹنگ منافع کمانے میں کامیاب رہی۔ پچھلے سال میں PKR10 ملین کے نقصان کے مقابلے میں سال 2024 میں PKR83 ملین منافع میں رہی۔ یہ پچھلے سال (0-34) PKR کے نقصان کے مقابلے میں PKR2-80 کی فی شیئر آمدنی کا ترجمہ کرتا ہے۔



آئی ایم ایف کے ایگزیکٹو بورڈ نے پاکستان کے لیے اسٹینڈ بائی آرینجمنٹ (SBA) کے تحت دوسرا جائزہ مکمل کیا، جس سے اپریل 2024 کے آخر میں تقریباً 1-1 بلین ڈالر کی فوری تقسیم کی اجازت دی گئی، جس سے انتظامات کے تحت کل ادائیگی USD\$ 3-0 بلین تک پہنچ گئی۔ دوسرے اور آخری جائزے کی تکمیل SBA کے تحت مضبوط پالیسی کی کوششوں کی عکاسی کرتے ہوئے ہے جس نے معیشت کے استحکام اور معمولی نمو کی واپسی میں مدد کی ہے۔ تاہم، یہ صرف ایک سانس ہے اور ملک کو اپنی پالیسی اور اصلاحات کی کوششوں کو جاری رکھنے کی ضرورت ہے جس میں مالیاتی اہداف پر سختی سے عمل کرنا بشمول ٹیکس وصولی، قیمتوں پر کنٹرول، سبسڈیز، ڈھانچے جاتی اصلاحات کو وسیع کرنا

شامل ہے۔



# ڈائریکٹر رپورٹ

ٹرسٹ سیکورٹیز اینڈ بروکر ایج لیمیٹڈ (TSBL) کے عزیز شیئر ہولڈرز،

کمپنی کے بورڈ آف ڈائریکٹرز کی جانب سے ہمیں 30 جون 2024 کو ختم ہونے والے سال کے لیے کمپنی کے سالانہ رپورٹ کے ساتھ اکاؤنٹنگ، ریگولیٹری اور قانونی معیارات اور تقاضوں کے مطابق سال کے لیے آڈٹ شدہ مالیاتی گوشواروں کے ساتھ پیش کرتے ہوئے خوشی ہو رہی ہے۔۔۔

## اقتصادی آؤٹ لک

بلند افراط زر اور شرح سود کی وجہ سے عالمی معیشتوں نے 2023-2024 میں بے مثال اقتصادی نقصانات کو جنم دیا ہے۔ آرگنائزیشن فار اکنامک کوآپریشن اینڈ ڈیولپمنٹ (اوائس ڈی) کے مطابق ایسے اشارے مل رہے ہیں کہ عالمی منظر نامہ روشن ہونا شروع ہو گیا ہے، منگانی مسلسل گر رہی ہے اور بے روزگاری کم ہے۔ تاہم 2024 میں عالمی نمو میں کوئی تبدیلی نہ ہونے اور 2025 کے آخر تک افراط زر کی شرح متوقع تعداد پر واپس آنے کے ساتھ 2025 میں بتدریج مضبوط ہونے کا امکان ہے۔ غیر یقینی صورتحال برقرار ہے لیکن آؤٹ لک کے ارد گرد خطرات بہتر متوازن ہوتے جا رہے ہیں۔ جغرافیائی سیاسی تناؤ توانائی اور مالیاتی منڈیوں میں خلل ڈال سکتا ہے جو ایک بار پھر افراط زر کو متحرک کر سکتا ہے اور ترقی میں کمی آسکتی ہے۔ دنیا منگانی میں پائیدار کمی کو یقینی بنانے، مالیاتی راستے قائم کرنے کے لیے منتظر ہے جو بڑھتے ہوئے دباؤ کو دور کرے اور درمیانی مدت میں پائیدار اور جامع ترقی کو بڑھانے کے لیے اصلاحات کرے۔



Designed by: Chaudhry Ali Raza  
Co-Designed by: Zubair A. Siddiqui



**Head Office**

Business & Finance Center,  
4th Floor, Suit No.401 , I.I Chundrigarh Road, Karachi  
UAN: 111-000-875 | Fax: +92-21-32467660  
info@tsbl.com.pk | www.tsbl.com.pk



**ANNUAL REPORT 2024**