

An abstract 3D bar chart with multiple bars of varying heights and colors (including shades of blue, green, brown, and grey) arranged in a cluster, set against a dark blue background with a faint grid pattern.

CORPORATE BRIEFING SESSION

FOR ANALYSTS & SHAREHOLDERS OF

JS INVESTMENTS LIMITED

Presentation Date: December 21, 2022

AGENDA



COMPANY PROFILE & OPERATING ENVIRONMENT



FINANCIALS



STRATEGIC & OPERATIONAL DEVELOPMENTS



Q&A

CORPORATE PROFILE & OPERATING ENVIRONMENT



About Us

JS Investments Limited (JSIL) (ed. 1995) is the oldest private sector Asset Management Company (AMC) in Pakistan. It is the fastest-growing AMC in the country, showing 90% growth in AUMs during the last 12 months ending Sep 30, 2022. Our founding partners were INVESCO PLC (formerly known as AMVESCAP PLC) – Europe’s largest investment management company – and International Finance Corporation (IFC) – the private sector arm of the World Bank Group. JSIL is a subsidiary of JS Bank, one of the fastest-growing banks in Pakistan with a rapidly expanding network of 277 branches across the country.

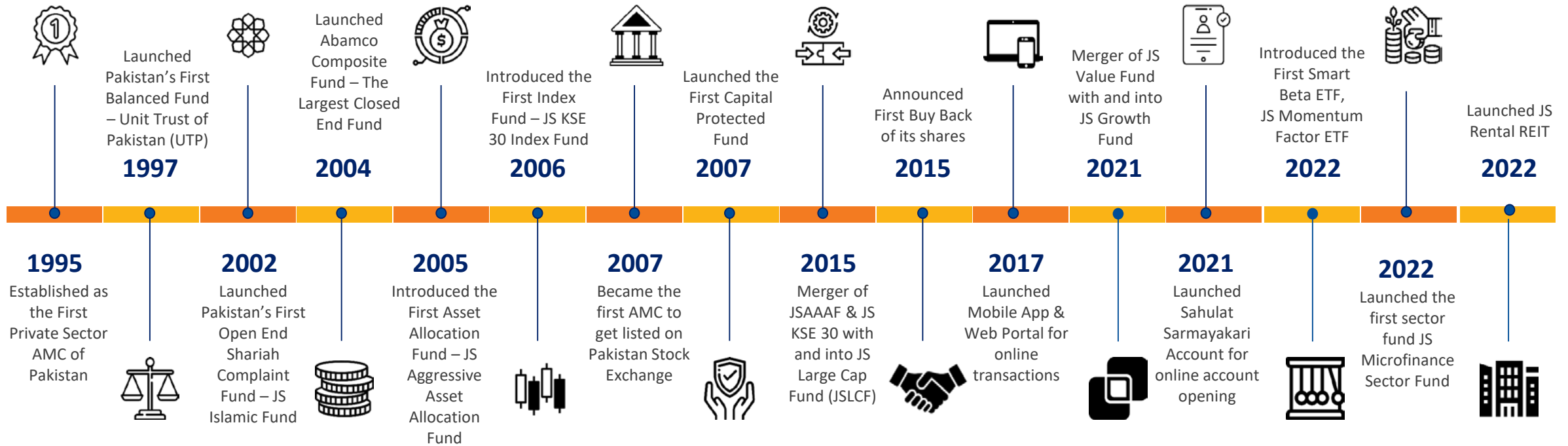
JSIL offers a wide range of investment products including Mutual Funds, Voluntary Pension Schemes, and Separately Managed Accounts (SMAs) to cater to the needs of individual and institutional investors.

The Company has played a key role in defining the standards of the Asset Management Industry in Pakistan.

JSIL is licensed by SECP to provide “Asset Management”, “Investment Advisory”, “REIT Management”, and “Private Equity and Venture Capital Fund Management” services. In addition, the Company also acts as Pension Fund Manager under the VPS Rule.

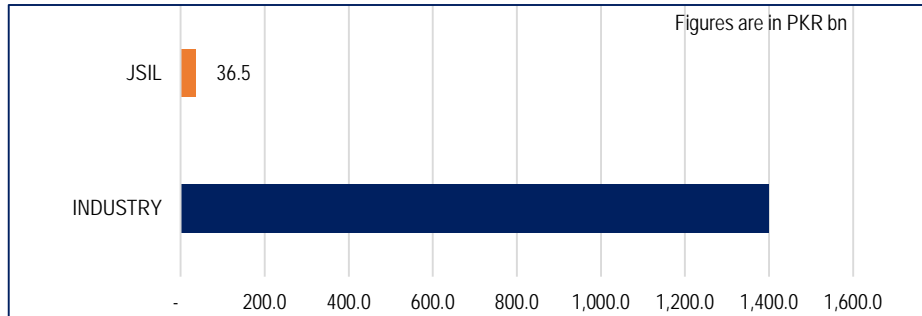
JSIL is a member of the Mutual Funds Association of Pakistan (MUFAP) and has been listed on the Pakistan Stock Exchange Limited since 2007.

Our Legacy

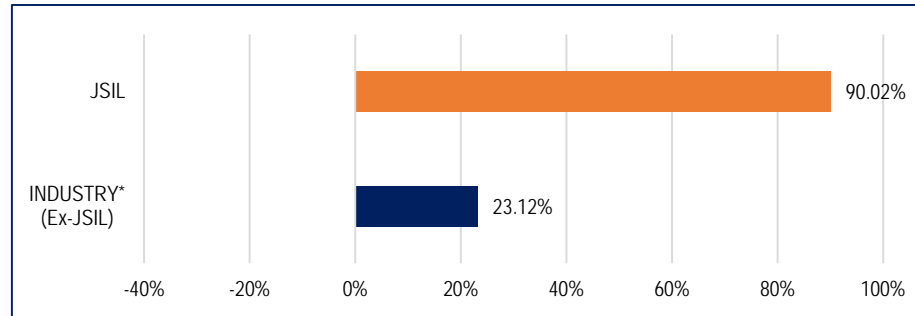


Industry Growth and our Market Share

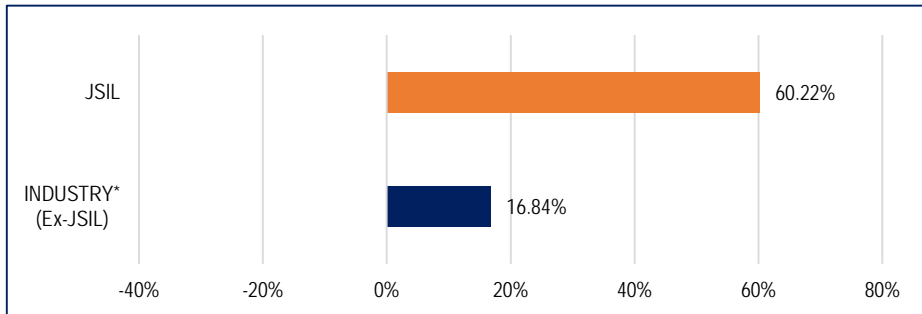
AUMs – September 30, 2022



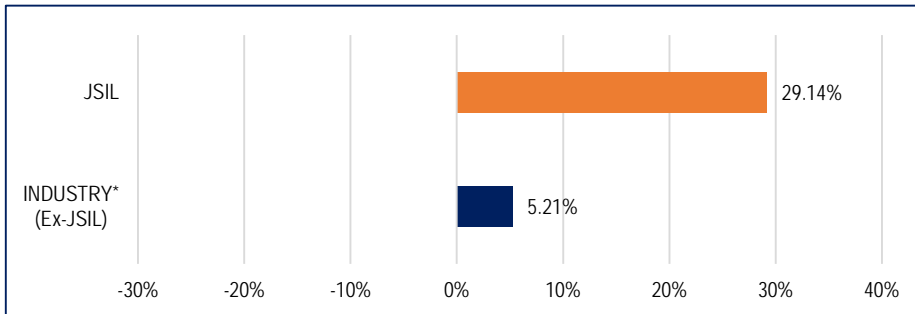
Change from September 30, 2021



Change from December 31, 2021



Change from June 30, 2022

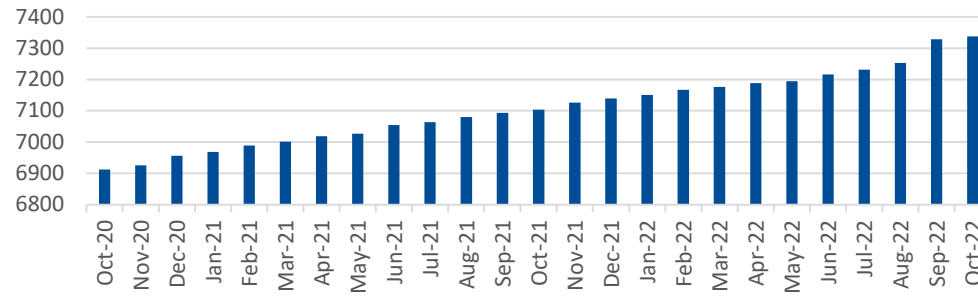


- Our growth in the preceding 12 months is the **highest in the industry** at 90%, showing outperformance of 67%.
- In terms of absolute growth, our **AUMs have increased by ~Rs 17.3 bn to close at Rs 36.5 billion** as of Sep 30, 2022.
- AUM growth has been consistent in other quarters of this year and shows we have outpaced the industry.
- Our market share has improved by 95 bps to 2.75% in the preceding 12-month period and captured around 7% of the increase in AUMs or new money in this time period.

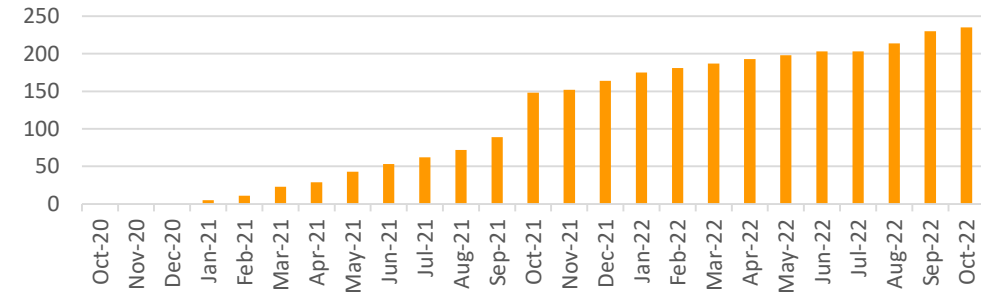
- Total Industry Change excludes JSIL for the purpose of the latter's clearer comparison with the rest of the industry
- JSIL total AUM here is excluding SMA's and FoF.

Growth in the number of Investors

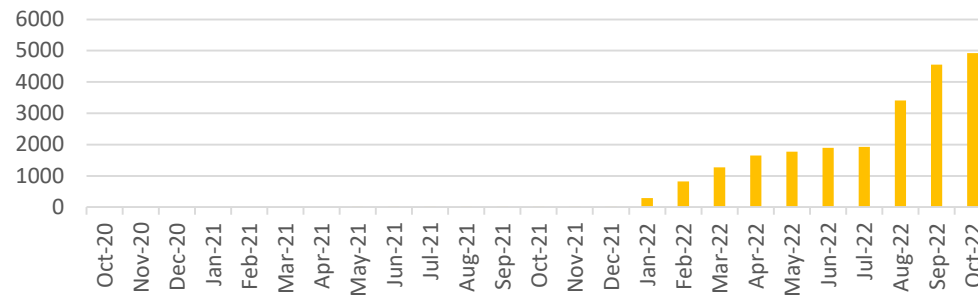
Regular Clients



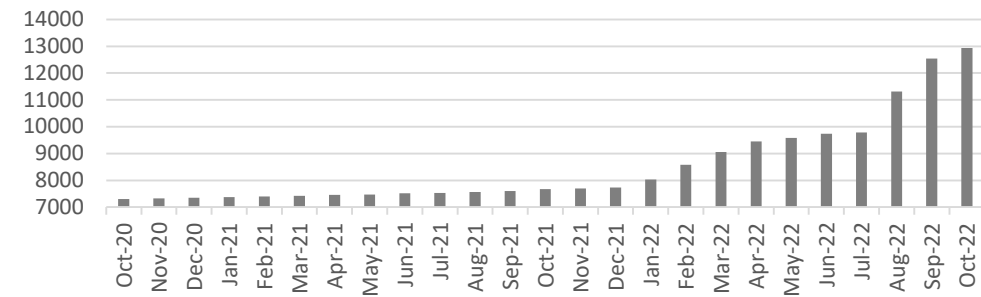
Sahulat Clients



Sehal Clients



Total Clients



FINANCIALS

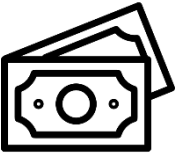


Key Highlights



Revenues and Expenses

- Total Income (Remuneration from Funds Under Management and Other Income) are **higher by 9%** to Rs 156 mn in 9M 2022 over 9M 2021 (Rs 143 mn)
- Administrative Expenses are **higher by 8%** to Rs 270 mn in 9M 2022 over Rs 250 mn recorded in 9M-2021.



Net Profits/ Loss

- Net Loss for 9M-CY2022 is recorded at Rs 162 mn which is lower by Rs 88 mn or Rs 1.41/share over the same period last year.
- Net loss for the period is mainly due to the investors' predominant focus on fixed-income funds slowing down the growth of revenues in comparison with AUMs' growth. Furthermore, dismal equity market performance contributed to 68 million realized and unrealized losses on equity investments of the company.



Shareholders Equity

- Shareholder's Equity declined by Rs 162 mn to Rs 1.34 bn at Sep 30, 2022 over Dec 2021 : Rs 1.50 bn. Break up value PKR 21.73 per share (Dec. 21: PKR 24.35 per share)
- Shareholder's Equity declined by Rs 21 mn to Rs 1.34 bn at Sep 30, 2022 over June 2022: Rs 1.36 bn. Break up value PKR 21.73 per share (June 21: PKR 22.07 per share)

Profit & Loss Comparison (9M 2022 vs 9M 2021)

All amounts in Rupees million	9M 2022	9M 2021	Absolute Change
Income	156.02	142.75	13.27
<i>Net Remuneration from Mutual Funds & SMAs</i>	121.29	119.46	1.83
<i>Commission from Open End Funds</i>	2.61	0.47	2.14
<i>Other Income</i>	32.12	22.82	9.3
Administration and Selling Expenses	(270.44)	(250.28)	(20.16)
Operating Profit /(Loss)	(114.42)	(107.53)	(6.89)
Income/(Loss) From Investments	(20.83)	(107.86)	84.03
Financial Charges	(20.97)	(26.58)	5.61
(Loss)/ Profit for the period before tax	(156.22)	(241.92)	85.7
Income tax	(5.58)	(7.02)	1.44
(Loss)/ Profit for the period after tax	(161.79)	(248.92)	87.13
(Loss)/ Earnings per share for the period	(2.62)	(4.03)	1.41

Balance Sheet

All amounts in Rupees million	30-Sep-22	31-Dec-21	Change
Total Assets			
Non-Current	299.33	353.60	-15%
Current – Investments	1,148.83	1,352.10	-15%
Other Current Assets	326.16	279.16	17%
	1,774.32	1,984.86	-11%
Total Liabilities			
Non-Current	209.55	235.18	-11%
Current	222.12	245.23	-9%
	431.67	480.41	-10%
Shareholder's Equity			
Paid-up Capital	617.74	617.74	0%
Accumulated Profit	724.91	886.71	-18%
	1,342.65	1,504.45	-11%
Total Equity and Liabilities	1,774.32	1,984.86	-11%

STRATEGIC & OPERATIONAL DEVELOPMENTS

NEW PRODUCTS

JS MOMENTUM FACTOR ETF



Offered for the first time in Pakistan, a perfect blend of Smart Beta Strategy & Factor Investing. JS MOMENTUM FACTOR ETF (JSMFETF) seeks to track investment results of JS Momentum Factor Index (JSMFI), composed of PSX large- and mid-cap stocks exhibiting relatively higher price momentum.

JS MICROFINANCE SECTOR FUND



JSMSF is designed to provide investors with reasonable returns while maintaining high liquidity by investing primarily in the Microfinance sector. JSMSF is capable of outperforming most fixed income products including traditional bank deposits, term deposits, treasury bills, etc.

JS GOVERNMENT SECURITIES FUND



JSGSF aims to generate competitive returns with low risk, by investing primarily in both shorter and longer tenor Government Securities. The fund provides investors with competitive returns & high liquidity at a medium risk.

NEW PRODUCTS


JS RENTAL REIT



JSIL delivers on its vision of bringing more investible asset classes and innovative products through the launch of JS Rental REIT. This product is established with the objective of making investments in commercial Real Estate with the purpose of generating rental income.

TECHNOLOGICAL ENHANCEMENTS

DIGITAL ACCOUNT OPENING (Regular & Sahulat Sarmayakari)



**GROWTH FOR YOUR INVESTMENTS
IS JUST A CLICK AWAY!**

- Open your Digital Sahulat Sarmayakari account to invest in mutual funds.
- Single Transaction Limit Rs.400,000/-
- Annual Transaction Limit Rs.800,000/-
- Cumulative Transaction Limit Rs.1,000,000/-

Register Your Account!
For the purpose of industry regulation, your details are required.

ID DOCUMENT TYPE * CNIC/NICOP *

Select ID Document Type Enter CNIC/NICOP

FULL NAME (AS PER IDENTITY DOCUMENT) *

Enter full name (as per Identity Document)

EMAIL ADDRESS *

Enter email address (xxxx@xxx.xxx)

PHONE NUMBER *

Pakistan (+92) Enter phone number (1000000000)

REFERRAL CODE (IF ANY)


Enter referral code (if any)

ACCOUNT TYPE *

☐ Regular Digital Account ☐ Sahulat Sarmayakari Account

CONTINUE

DIGITAL ACCOUNT OPENING (Voluntary Pension Scheme and Provident/Pension Funds)



**GROWTH FOR YOUR INVESTMENTS
IS JUST A CLICK AWAY!**

Start investing today in **Voluntary Pension**
Schemes of JS Investments to live hassle
free life after your retirement.

Register Your Account!
For the purpose of industry regulation, your details are required.

ID DOCUMENT TYPE * CNIC/NICOP *

Select ID Document Type Enter CNIC/NICOP

FULL NAME (AS PER IDENTITY DOCUMENT) *

Enter full name (as per Identity Document)

EMAIL ADDRESS *

Enter email address (xxxx@xxx.xxx)

PHONE NUMBER *

Pakistan (+92) Enter phone number (1000000000)

REFERRAL CODE (IF ANY)

Enter referral code (if any)

ACCOUNT TYPE *

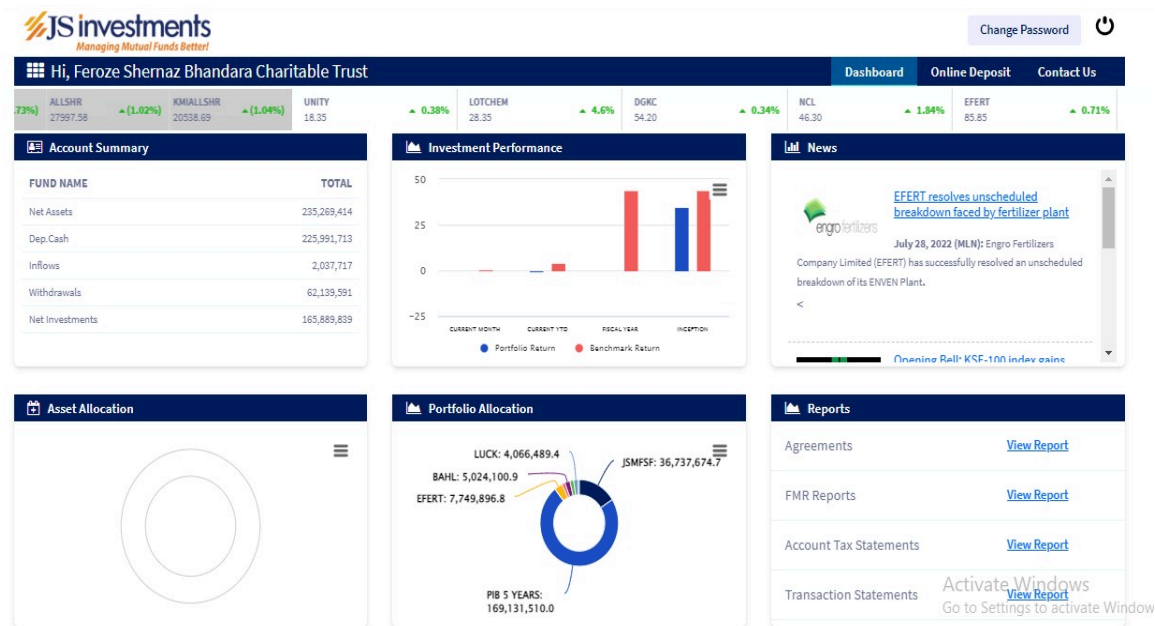
☐ Regular Digital Account ☐ Sahulat Sarmayakari Account

CONTINUE

JS Investments Digital Onboarding | Powered by Idara

TECHNOLOGICAL ENHANCEMENTS

SEPARATELY MANAGED ACCOUNT (Digital Portal)



JSIL WHATSAPP BOT (Get Account Statements, Tax Certificate, Financial Certificates, FMR and much more through a single message)

The advertisement for the JSIL WhatsApp Bot features the JS Investments logo and a rating of 'AM2' by PACRA. The main headline reads 'INTRODUCING JS WHATSAPP BOT' with the subtext 'Get your investment queries resolved with a single message'. Below this, four icons represent the services offered: 'Calculate your Tax savings', 'Get your account statements', 'Identify your risk profile', and 'Learn about different funds'. A central image shows a hand holding a smartphone displaying a WhatsApp chat interface with the bot. At the bottom, the text 'Say 'Hi' To 0800 00887' is displayed. A disclaimer at the bottom states: 'More information call us 0800-00887', 'Email: ire@jsil.com', 'Website: www.jsil.com', and 'VISIT OUR WEBSITE'. A final disclaimer reads: 'Disclaimer: All investments in mutual fund are subject to market risks. Past performance is not necessarily indicative of the future results. Please read the Offering Document to understand the investment policies and the risks involved.'

INVESTOR EDUCATION & CSR



JS Momentum Factor ETF Webinar
in collaboration with PSX



Voluntary Pension Scheme
Awareness Webinar



Post Budget Outlook
An awareness session for clients



Participation in CEO Summit
Asia 2022



Promoted Sumera Ahmed Ali,
cycling champion from Lyari



Fixed Income
Educational Video explaining risks &
returns



Participation webinars in
collaboration with PSX & SECP

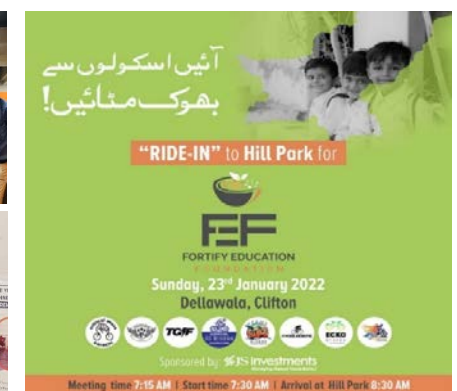


Investment awareness
session in collaboration
with YPay

Awareness session for
JSMFETF in Karachi &
Lahore Stock Exchange



BTL Activities at various
corporates & universities



Backed FEF, to provide food to
underprivileged schools

Q & A

