



AKD Securities Limited

November 28, 2022

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi.

Subject: PRESENTATION FOR CORPORATE BRIEFING SESSION (CBS)

Dear Sir,

Please find enclosed Presentation for the Corporate Briefing Session of AKD Securities Limited held at registered office of the Company through Zoom video link facility on November 22, 2022 at 10:30 am.

We would appreciate your assistance in communicating this information to members of the exchange.

Yours Sincerely,



Mudassir Ijaz
Company Secretary

Enclosed: As above

TREC Holder: Pakistan Stock Exchange Limited
Registered Broker: Securities & Exchange Commission of Pakistan
SSTN-S1500927-7 NTN - 1500927-7

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www.akdsl.com

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AKD Securities Limited

PAKISTAN'S LARGEST BROKERAGE HOUSE



The best way to predict
the future is to create it!

– Abraham Lincoln

LEGACY OF THE LARGEST BROKERAGE HOUSE IN THE COUNTRY AFTER THE MERGER.

BIPLS	AKDSL
<ul style="list-style-type: none"> • Trading license acquired in 1962. • Corporatized in October 1991 • Historically local partner for Merrill Lynch • Winner of numerous international awards and recognition • BIPL takeover in May 2015 • Name change to BIPL Securities on November 3, 2016 • Acquisition by AKD Securites on June 28, 2021 	<ul style="list-style-type: none"> • Trading license acquired in early sixties”. • Corporatization in June 1999. • Launch of first ever online trading platform in 2004. • Winner of numerous international and local awards in brokerage and Investment Banking. • Takeover of BIPL Securities.

Merger approved by Hon’ble by Sindh High Court on 3rd June, 2022.

Board of Directors

- Ms. Hina Junaid Dhedhi – Chairperson
- Mr. Muhammad Farid Alam, FCA – Chief Executive Officer
- Mr. Sikander Kasim
- Ms. Ayesha Aqeel Dhedhi
- Ms. Afsheen Aqeel
- Mr. Kamal Uddin Tipu
- Mr. Tariq Adam Ghumra

Rating

- Entity Rating: Long Term A+
- Entity Rating: Short Term A-1
- Broker Management Rating: BMR 1
- Broker Fiduciary Rating: BFR2++
- Outlook – Positive

The ratings reflect good credit quality. Access to capital markets is good and risk factors are small. Also, it reflects existing market position, strong sponsor profile, sizeable retail client base and adequate liquidity and capitalization indicators.

BMR signifies strong external controls and regulatory compliance levels; sound HR and IT services, client relationship and risk management along with adequate internal control framework and financial management.

Broker Fiduciary Rating BFR2++ signifies fiduciary standard.



AKD Securities Limited

AIM'S TO BUILD ON THE LEGACY TO REACH GREATER HEIGHTS.

Our Services



EQUITIES

TREC Holder of PSX

AKD Trade, Largest
online trading platform

Institutional, International,
HNWIs & Branch Network



COMMODITIES

One of the leading
brokers on PMEX

Experienced team

Research and
technical support



MONEY MARKET

Interbank Money
Market Dealing

Top 10 broker

Penetration in institutional
and corporate clients



RESEARCH

Industry wide coverage

Daily, weekly, thematic and
macro coverage reports

One of the largest teams



FOREIGN EXCHANGE

Interbank FX dealing

Penetration in most
financial institutions



CORPORATE FINANCE & ADVISORY

Mergers & acquisitions / divestitures
and privatizations.

IPOs, bookbuilding, block transactions
and private placements.

Corporate & financial restructuring



CROSS ASSET ADVISORY GROUP

Private equity, reverse merger, venture
capital transactions and privatization.

Pre raise re-organization
restructuring advice.

Preparation of deal collaterals such as Investor
Presentation and Information Memorandum.

AKD Securities Limited is Pakistan's largest
brokerage house that provides a full
spectrum of products and services"



60
Years History



One of the largest
Online platform



19%
Market share
on vols



18
Branches



290
Employees



Pedigreed
History



FINANCIALS

REVENUES – RETAIL/ONLINE EQUITY IS KEY

Revenue	June-22	June-21	*
	----- Rupees -----		
Brokerage-Equity	1,173,334,496	528,596,329	
Advisory / Underwriting & Others	395,122,890	5,979,625	
MM & FX	23,480,925	18,997,769	
Commodities	8,472,375	10,336,174	
Financial Income	244,348,901	108,734,487	
Other Income	92,495,857	14,955,040	
Total Business Revenue	1,937,255,444	687,599,424	
Exceptional realized/Unrealized on STI	(857,092,229)	-	
Total Revenue	1,080,163,145	687,599,424	

- Equity brokerage key driver of top line
- 61% of total business revenue in 2022.
- Retail/online equity brokerage growth has been key
- Accounts for 75% of total equity commissions in 2022.
- Non Equity brokerage has seen drop due to weak Commodity brokerage commissions

(*The merged entity results and statements of financial position have been incorporated prospectively from the date on which merger occurred.

Consequently, corresponding figures for the previous year presented have not been restated, and therefore not comparable)

PROFIT & LOSS – PROFITABILITY DUETO RETAIL BUSINESS

Revenue	June-22	June-21	**
	----- Rupees -----		
Total Revenue	1,080,163,145	687,599,424	
Total Cost	1,162,585,201	411,645,601	
(Loss) / Profit Before Tax	(82,422,057)	275,953,824	
(Loss) / Profit After Tax	(324,228,909)	191,384,009	
(Loss) / Earnings Per Share	* (3.24)	1.91	

Exceptional loss incurred on unrealized loss on re-measurement of short term investment realized loss on sale of on short term investment resulted in loss for the year.

(*Loss per share is based on the 100,000,000 shares (pre-merger). However subsequent for the year end 457,834,171 share were issued.

had the loss per share been caluclated on the enhanced paid up capital, loss per share would have been 0.55/share)

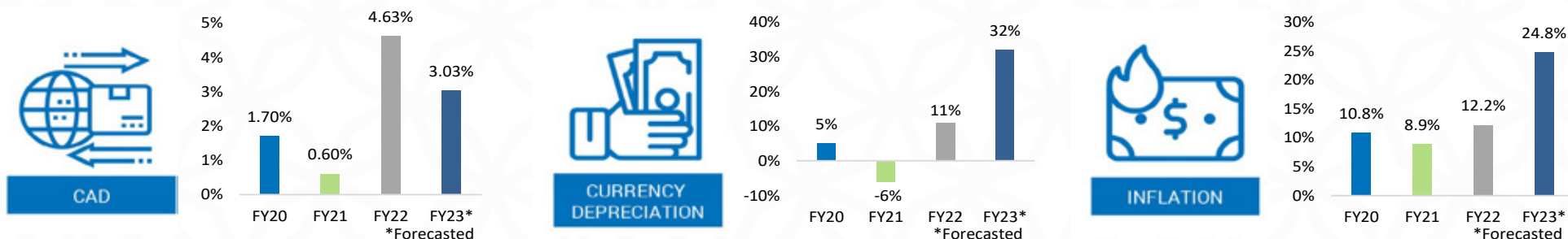
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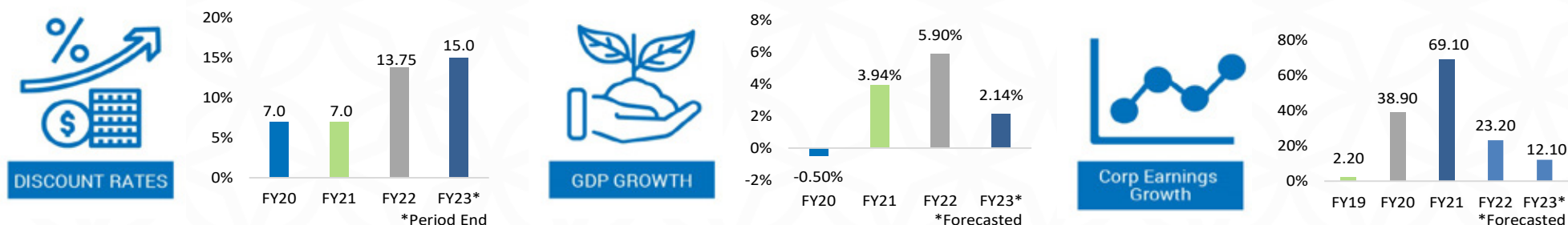


BUSINESS OUTLOOK CAUTIOUSLY POSITIVE

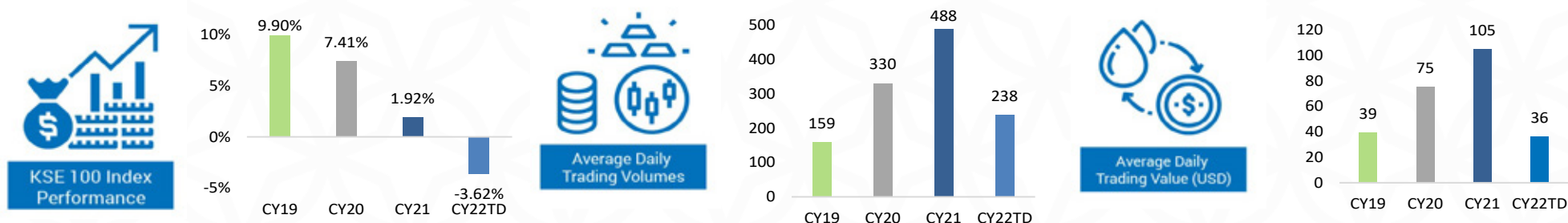
ECONOMY – STABILIZATION EFFORTS UNDER WAY



Current Account Deficit set to decrease to 3% of GDP in FY23, currency depreciation to hit 32%

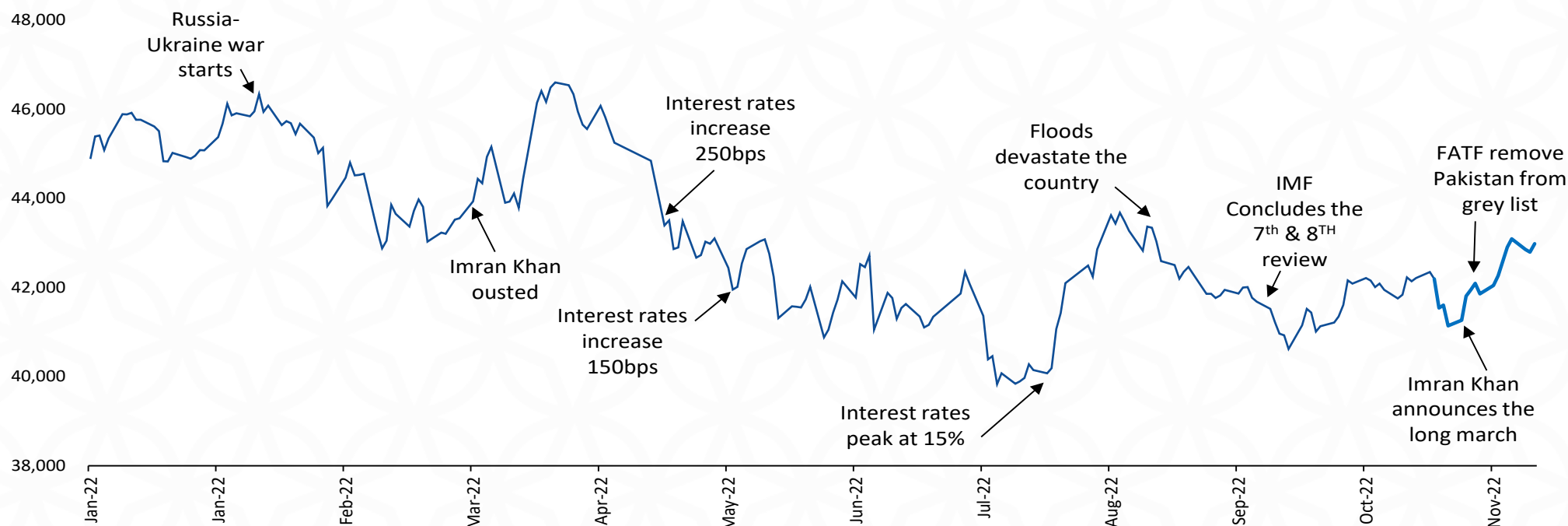


Floods impacting the economy, with forecasted GDP growth downgraded to 2.14%



Average volumes plummet in CY22TD as uncertainty dominates market sentiment

STOCK MARKET – VALUATIONS REMAIN ATTRACTIVE



PE Ratio	Pakistan	MSCI FM	MSCI FM's Premium over KSE-100	MSCI EM	MSCI EM's Premium over KSE-100
CY15	9.1	10.2	12%	12.2	34%
CY16	9.3	10.8	16%	12.6	35%
CY17	10.2	12.6	24%	13.1	28%
CY18	9.1	12.4	36%	12.1	33%
CY19	6.8	12	76%	12.8	88%
CY20	6.8	13.7	101%	15.7	131%
CY21	5.8	13.4	131%	14.4	148%
CY22TD	4.2	10.3	145%	11.5	174%

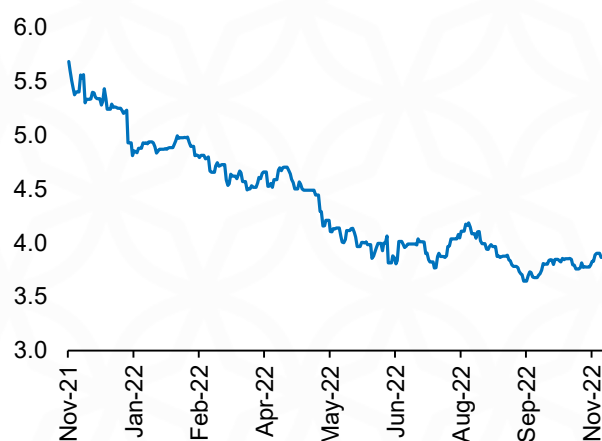
Avg PER	
IMF program 2013-16	8.57
IMF program 2008-11	11.15
Outside IMF program Avg	9.50

AKD Universe – Valuation Statistics			
	FY20	FY21	FY22
PER	9.4	4.3	4.1
Earnings growth	69.1%	23.2%	12.1%
Dividend yield	8.3%	10.8%	13.3%

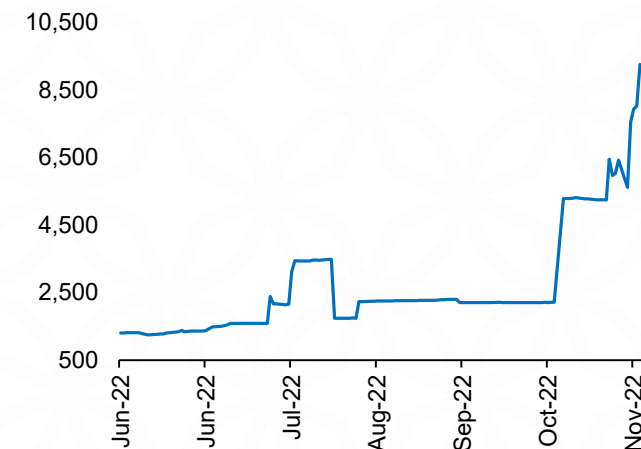
10 Yrs KSE100 PE (x)



1 Yr KSE100 PE (x)



Pakistan 5-Yr CDS (bps)



External Flows Projection (US\$bn)	FY22P	FY23F
Current Account	-16,530	-11,250
Foreign Investment	1,800	1,500
Capital Account	238	238
Debt Repayments	-14,680	-15,544
Paris Club	-693	-693
Multilateral/Bilateral	-2,467	-4,500
Eurobond/Sukuk	-1,000	-1,000
Commercial	-3,509	-3,684
IMF	-1,015	-1,578
Others	-4,414	-4,088
Gross Financing Gap	-29,172	-25,056

Financing Gap Funded By (US\$bn)	FY22P	FY23F
Eurobond/Sukuk	3,500	2,000
Paris Club	218	200
Multilateral/Bilateral	6,000	6,922
IMF	1,000	4,000
Commercial loans	5,000	4,057
China	67	500
Private sector external	1,238	1,238
Support Funds	2,500	3,000
Roshan Digital Account	3,200	4,000
Debt Inflows	22,722	25,918



COMPANY STRATEGY

STRATEGY

- Be the leader in Online & retail brokerage.
- To shape itself as a technology driven brokerage house.
- To offer all the asset classes on one digital platform.

MERGER POSITIVE

- Merger to bring synergies, efficiency and new business

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