



CORPORATE BRIEFING SESSION

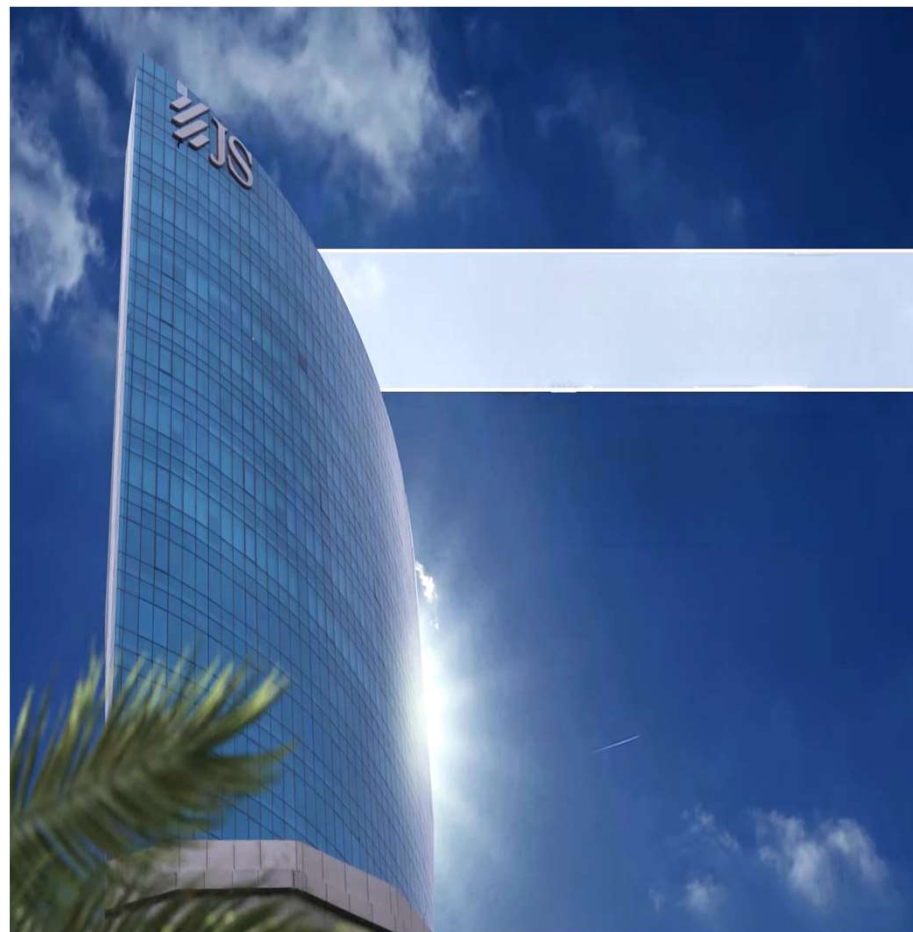
FOR ANALYSTS & SHAREHOLDERS OF JS INVESTMENTS LIMITED

Presentation Date: November 14, 2024

About JSIL

Background

- JS Investments Limited (JSIL) (estd. 1995) is the oldest private sector Asset Management Company in Pakistan. Our founding partners were INVESCO PLC (formerly known as AMVESCAP PLC) – Europe’s largest investment Management house & 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 362 branches across the country.
- JSIL offers a wide range of investment products including Mutual Funds, Voluntary Pension Schemes, Separately Managed Accounts (SMAs), Real Estate Investment Trust (REITs) & Private Equity Funds to cater to the needs of individual and institutional investors.
- The company has played a key role in defining the standards of Asset Management Industry in Pakistan. JSIL is licensed by SECP to provide “Asset Management”, “Investment Advisory”, “REIT Management”, “Private Equity and Venture Capital Fund Management” services. In addition, the Company also acts as Pension Fund Manager under the VPS Rules.
- JSIL is a member of Mutual Fund Association of Pakistan (MUFAP) and is listed on the Pakistan Stock Exchange Limited



Corporate Information



Board of Directors



Mr. Suleman Lalani
Chairman / Non-Executive Director



Ms. Iffat Zehra Mankani
Chief Executive Officer



Mr. Hasan Shahid
Non-Executive Director



Mr. Mirza M. Sadeed Hassan Barlas
Non-Executive Director



Mr. Atif Salim Malik
Non-Executive Director



Ms. Aisha Fariel Salahuddin
Non-Executive Independent Director



Ms. Mediha Kamal Afsar
Non-Executive Independent Director



Mr. Farooq Ahmed Malik
Non-Executive Independent Director

Management Team



Ms. Iffat Zehra Mankani
Chief Executive Officer

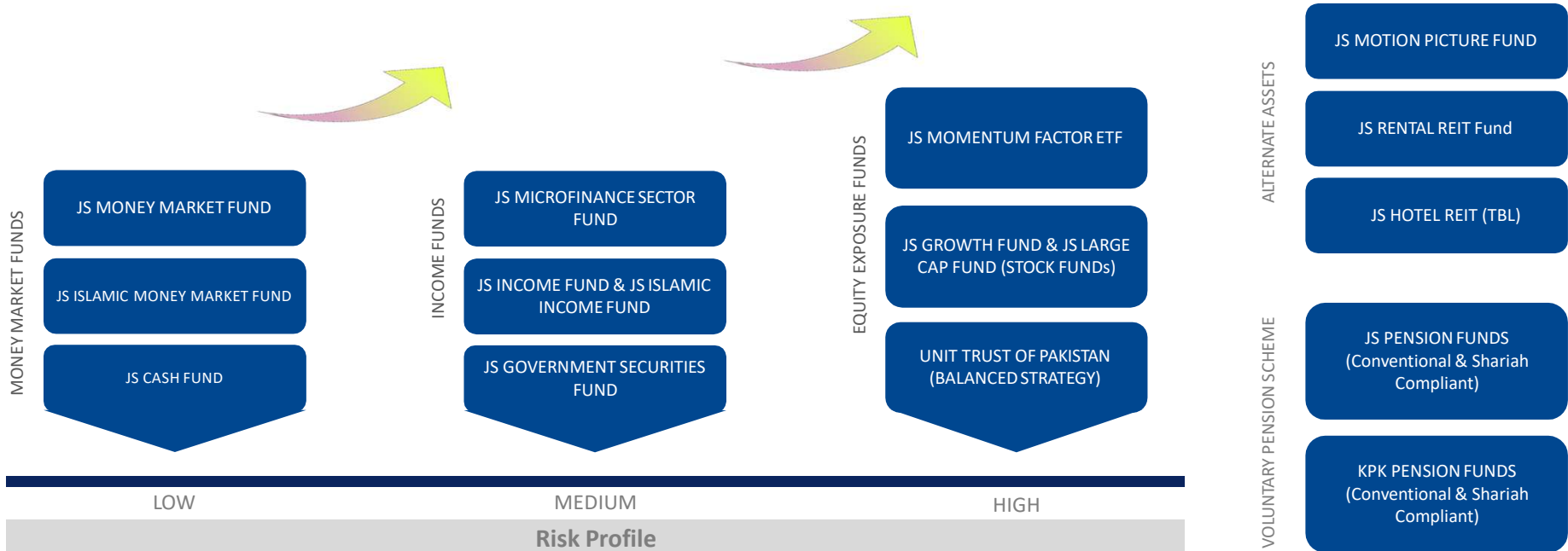


Mr. M Khawar Iqbal
Chief Operating Officer



Mr. Raheel Rehman
Chief Financial Officer

Our Product Suite



Our Milestones

1995

Established as the First Private Sector AMC of Pakistan

2002

Launched Pakistan's First Open End Shariah Compliant Fund – JS Islamic Fund

2005

Introduced the First Asset Allocation Fund – JS Aggressive Asset Allocation Fund

2007

Became the first AMC to get listed on Pakistan Stock Exchange

1997

Launched Pakistan's First Balanced Fund – Unit Trust of Pakistan (UTP)

2004

Launched Abamco Composite Fund – The Largest Closed End Fund

2006

Introduced the First Index Fund – JS KSE 30 Index Fund

2007

Launched the First Capital Protected Fund

2015

Announced First Buy Back of its shares

2021

Merger of JS Value Fund with and into JS Growth Fund

2022

Introduced the First Smart Beta ETF, JS Momentum Factor ETF

2015

Merger of JSAAAF & JS KSE 30 with and into JS Large Cap Fund (JSLCF)

2017

Launched Mobile App & Web Portal for online transactions

2021

Launched Sahulat Sarmayakari Account for online account opening

2022

Launched the first sector fund JS Microfinance Sector Fund

2022

Initiated partnership with 500 Global for the launch of VC Fund

2023

Launched JS Money Market Fund

2023

Launched Digital Retirement Fund Management Solution

2022

Launched JS Rental REIT Fund

2023

Won Brands of the Year Award 2022 in the category of Asset Management Company.

2023

Launch JS KPK Pension Fund (Conventional & Islamic)

2023

Launched JS Investments Wealth Centre

2024

Awarded 13th Annual CSR Awards for Innovation, Collaboration, Women Empowerment and Report

2024

Awarded Pakistan Digital Award in the "Best Digital Innovation" category and Awarded the Best Corporate and Sustainability Award for the Annual Report 2023 by ICAP and ICMAP.

2024

Awarded Digital Technology Award by ICAP for the Use of Technology in the field of accounting

Our Achievements

Top
Performing
Funds in
4
Categories
CY 2023



JS Money Market Fund

Delivered an impressive **22.41%** annualized return, in the Money Market Fund category



JS Microfinance Sector Fund

Achieved a strong **23.81%** annualized return, exceeding its benchmark and securing its lead in the Income Fund category.



Unit Trust of Pakistan

Registered an exceptional **39.27%** annualized return in the Balanced Fund category.



JS Momentum Factor ETF

Recorded an outstanding **82.97%** annualized return,, making it a stellar performer in the Equity Fund category.

Rs 110 Billion +
ASSETS UNDER MANAGEMENT (AUM)

100,000+ ACCOUNTS
INSTITUTIONAL & INDIVIDUAL INVESTOR



Founded in 1995, owned by JS Bank



AM2+ Rating with a stable outlook (by PACRA)



First Private sector AMC in Pakistan



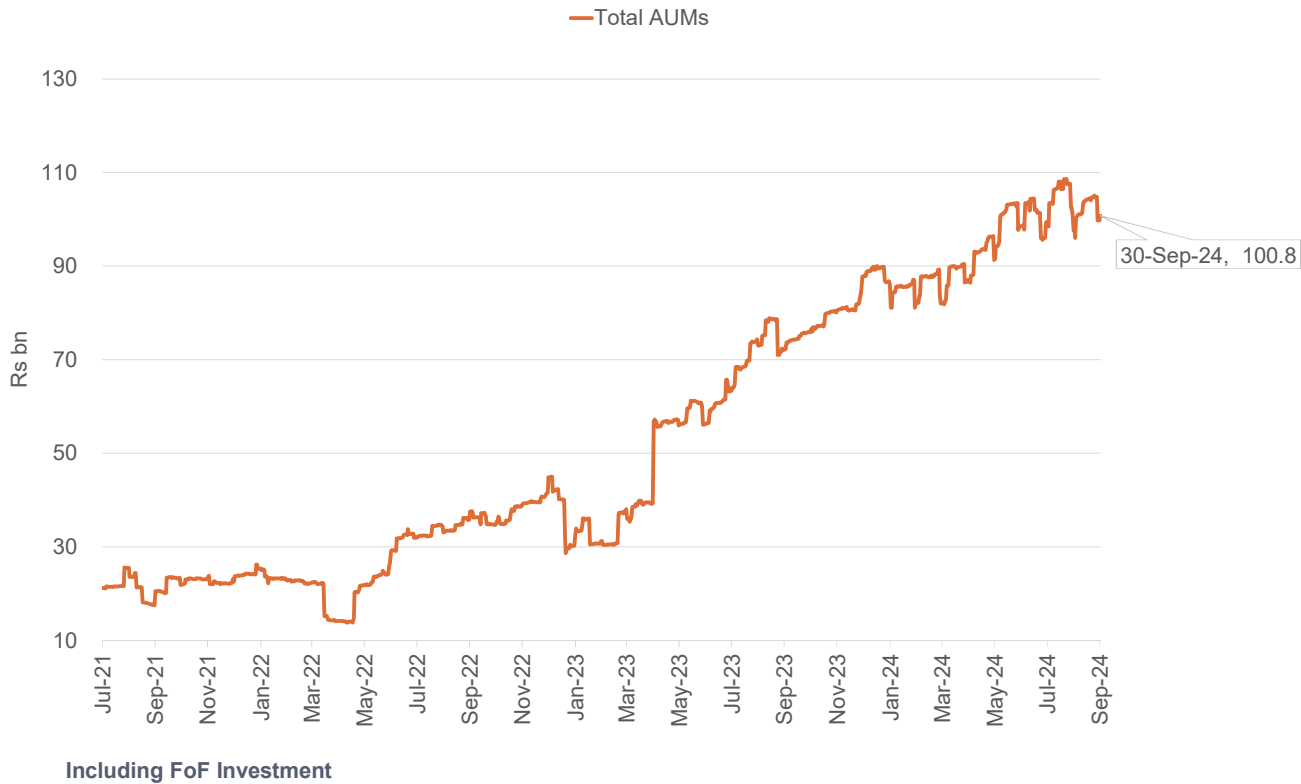
Reporting standard compliant with Global Investments Performance Standard



Unit Trust of Pakistan
Celebrating its 25th anniversary

Growth in Consolidated AUMs

July 2021 – September 2024



On a closing basis, the net assets inched slightly higher as of September 30, 2024, i.e. ~Rs 100.8 bn vs Rs 98.6 bn as of June 30, 2024.

Growth in Accounts 9M 2024

9,440
NEW ZINDIGI
(SEHL ACCOUNTS)

INCREASE FROM JUN' 24: 1,386
Zindigi (Sehl Accounts) – Zindigi

2,353
NEW ALL OTHER ACCOUNTS
(Sehl/Sahulat/VPS Digital/Regular
Digital & HNW)

INCREASE FROM JUN' 24: 1,066
Quick and easy online account opening for small ticket investors through our website

31
NEW INSTITUTIONAL
ACCOUNTS

INCREASE FROM JUN' 24 : 09
Big ticket accounts of medium to large corporates

13,271
TOTAL ACCOUNTS
GROWTH

TOTAL ACCOUNTS ~ 113k

Financial Highlights



Key Financial Highlights



Revenues and Expenses

- Total income (Remuneration from funds under management and investment income) is higher by 59%, to Rs 634 million in the 9M 2024, compared to Rs 400 million in the same period last year. The core revenue is higher by 84% compared to the previous year's corresponding period.
- Administrative Expenses were higher by 24% to Rs 271 million in 9M 2024 compared to Rs 218 million recorded in 9M 2023.



Net Profit/ Loss

- Profit before tax for the nine months ended is recorded at **Rs. 299 million** which is higher by 135% as compared to the corresponding period. (PBT 9M 2023: 128 mn)
- Profit after tax for the half year ended June 2024 is recorded at **Rs 256 million** or **Rs 4.14/share**, which is higher by 119% as compared to the corresponding period. (PAT 9M 2023: 117 mn).



Shareholders Equity

- Shareholders' Equity improved by Rs 256 million to Rs 1.92 billion on September 30, 2024, over Dec 2023: Rs 1.67 billion.
- The breakup value per share has improved to Rs 31.10 at the close of September 30, 2024, from Rs 26.96 as of December 31, 2023.

Profit and Loss Comparison

(9M 2024 vs 9M 2023)

All amounts in Rs million	9M CY2024	9M CY2023	Change YoY
Total Revenue	633.58	399.92	58%
Net Remuneration from Mutual Funds & SMAs	342.79	171.16	100%
Commission from Open End Funds	2.95	16.70	-82%
Income From Investments	287.85	212.06	36%
Administration and Selling Expenses	-271.16	-217.95	24%
Depreciation and Amortization	-44.60	-43.56	2%
Other Income	3.34	7.21	-54%
Financial Charges	-21.75	-18.06	20%
Profit for the period before tax	299.42	127.56	135%
Income tax	-43.51	-10.70	307%
Profit for the period after tax	255.90	116.86	119%
Earnings per share for the period	4.14	1.89	119%

Balance Sheet

All amounts in Rs million	30-Sep-24	31-Dec-23	Change
Total Assets			
Non-Current	375	346	8%
Current – Investments	1613	1361	19%
Other Current Assets	452	415	9%
	2440	2122	15%
Total Liabilities			
Non-Current	152	157	-3%
Current	366	300	22%
	519	457	14%
Shareholder's Equity			
Paid-up Capital	618	618	0%
Accumulated Profit	1304	1048	24%
	1921	1665	15%
Total Equity and Liabilities	2440	2122	15%

Strategic & Operational developments



Digital Platforms Recognized



Secured Third Position in the Digital Technology Awards of ICAP in “Use of Technology in the field of Accounting. This award was given to our digital retirement product.

Secured best Digital Innovation Awards for VPS Platform at the Pakistan Digital Awards 2024.



Secured Awards in the viewers choice category of the Digital Technology Awards of ICAP in “Use of Technology in the field of Accounting”. This award was given to our digital retirement product.

Won Digital Transform Award in the best Asset Management & Mutual Funds Category at the CxO Global Forum.

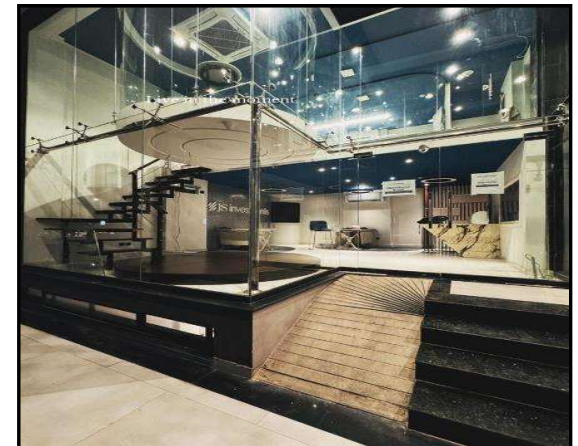


Brands of the Year Award in the “Asset Management Company” category – 2024.

Other Updates

WEALTH CENTER – KARACHI, LAHORE AND PESHAWAR:

- ⚡ In December 2023, we have launched wealth center in DHA Karachi, the first digital wealth center by an AMC. During the short span of time, we have managed to enhance our reach within the vicinity and the sales numbers as of September 30, 2024 for the Karachi Wealth Center are PKR ~ 300 million with few major deals in pipeline.
- ⚡ To strengthen our presence in the province of Punjab, the company has built a similar digital Wealth Center in Lahore, reflecting our commitment to digital transformation. The Wealth Center is completed and operational, with a launch planned for November 2024. We anticipate that this addition will expand our reach in the Northern Region and enhance our brand image in Punjab.
- ⚡ Further, considering the potential of the investment in the province of KPK, the management has decided to set up the foot prints in the capital city Peshawar to capture the up-tapped market.



Digital Services

DIGITAL CUSTOMER ONBOARDING:

JS Investment offers three major digital customer onboarding solutions for a seamless and convenient investor journey.

- JSIL Sahulat Sarmayakari Account & Regular Digital Account offers potential investors the facility to open their online account to invest in Mutual Funds.
- JSIL Sehl Account through Zindigi App offers investors a quick and easy sign-up, allowing them to invest in low-risk mutual funds.
- A complete digital onboarding system for Pension Funds for both individuals and employers.



JSIL WHATSAPP BOT

JS Investments offers its customers the convenience of a self-service WhatsApp Bot, helping them resolve their investment-related queries in a single message. The JSIL WhatsApp Bot offers customers access to their account, investment & tax statements. They can also calculate their tax savings, identify their risk profile, learn about different funds, access Fund Manager Report & book an appointment with our customer service representative.



INVESTOR PORTAL & APP

JS Investments' Investor Portal & App is a complete digital ecosystem allowing investors to manage their investments anywhere and anytime. It allows them to view their account portfolio, invest in funds, request redemptions, transfer funds, and download their account statements & relevant reports.

Strategic Direction



Strategy

Our growth strategy is twofold:

- Capturing Market Share – Expanding our reach within the institutional segment to secure greater market share.
- Retail Mutual Fund Sales through Strategic Distribution – Leveraging our distribution network, particularly through JSBL and BIPL branches, to drive retail mutual fund sales. This network holds substantial potential to accelerate short-term growth.

Additionally, we are actively targeting organizations for outsourcing their investment management to JSIL, as Investment Advisory services present extensive opportunities within the industry. We also aim to transition retirement and pension funds to JSIL's management by promoting the defined contribution pension model through our VPS, providing a robust solution for future-focused pension planning

Q & A

Providing expertise across asset classes; distinguished by creative product solutions and innovative technologies designed to serve every investor's future needs

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