

Ref: Awwal/PSX/2022
December 12, 2022

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

SUBJECT: CORPORATE BRIEFING SESSION

Dear Sir,

In continuation of our letter dated December 05, 2022 on the subject, this is to inform that the certificate holders/analysts/investors who wish to attend the Corporate Briefing Session (CBS) of Awwal Modaraba through video-link may join through the link provided as under:-

<https://us02web.zoom.us/j/85118372016?pwd=ZlRaeVVVd1B3bFo5dWd0VnUxQW5WQT09>

Meeting ID: 851 1837 2016

Passcode: 252922

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

Yours Sincerely,



Misbah Asjad
Company Secretary



Corporate Briefing Session

AWWAL MODARABA

Managed By

AWWAL MODARABA MANAGEMENT LIMITED



Profiles of Management Company (AMML) and Holding Company of AMML

Awwal Modaraba Management Limited (AMML) is licensed by the Registrar Modaraba Companies and Modaraba, Securities and Exchange Commission of Pakistan to float and manage multipurpose Modaraba Funds. The Company was incorporated on June 5, 2014 with an authorized and paid-up capital of PKx`R 300 million and PKR 105 million, respectively, as a wholly owned subsidiary of Pak Brunei Investment Company Limited (“Pak Brunei”).

Pak Brunei Investment Company Limited is an Investment Finance Company established as a joint venture between Government of Pakistan and Brunei Investment Agency (BIA) that commenced operations in August 2007. The Company has active platforms for Project and Lease Finance, Corporate Finance & Advisory Services, SME Finance, Private Equity and Fund Management.

AMML vide SECP order dated January 31, 2020 has taken over the administrative and management control of three other Modarabas namely KASB Modaraba, First Pak Modaraba and First Prudential Modaraba on February 03, 2020.

Board Of Directors

Mr. Khalid Aziz Mirza	Chairman (Independent Director)
Mr. Shahid Ghaffar	Independent Director
Ms. Ayesha Aziz	Non-Executive Director
Mr. Abdul Jaleel Sheikh	Non-Executive Director
Mr. Ahmed Ateeq	Non-Executive Director
Mr. Karim Hatim	Chief Executive Officer



Vision and Mission

Vision

AMML will play a role in the economic progress and development of Pakistan by providing a range of advisory services and financial support, through Shari'ah compliant modes; to viable projects in high growth, capital starved sectors of the economy.

Mission

AMML aims to be at the vanguard of innovation in modaraba management services, offering the best solutions to our customers, value to our shareholders and modaraba investors, complemented with a challenging, equal opportunity environment to our employees.

Fields of Operation

Awwal Modaraba is primarily engaged in providing:

- i) Working Capital,
- ii) Term Finance,
- iii) Ijarah,
- iv) Musharika, Diminshing Modaraba
- v) Morabaha and
- vi) Other Shari'ah Compliant Investments / Instruments

مشاركة
Musharaka



MURABAHA

BUY & SELL

Financial Highlights

Amount in Rs.

Key Financial Data	2022	2021	2020	2019	2018	2017
Total Assets	1,198,364,291	1,196,402,142	1,243,691,234	1,234,332,197	1,283,093,217	1,202,708,828
Musharika Finance	531,641,716	199,000,000	502,706,092	369,985,326	478,813,819	396,248,948
Diminishing Musharika Finance	271,534,475	300,000,000	300,000,000	300,000,000	300,000,000	286,974,209
Current Assets	682,668,499	995,764,182	912,919,957	807,975,226	769,076,799	625,018,763
Current Liabilities	40,290,908	28,872,311	36,912,343	49,574,689	61,718,764	42,568,091
Paid-Up Capital	1,000,000,000	1,000,000,000	1,000,000,000	1,000,000,000	1,000,000,000	1,000,000,000
Statutory Reserve	129,897,198	124,326,410	116,120,771	95,591,501	73,314,890	36,568,147
Certificate Holders' Equity	1,158,073,383	1,161,367,225	1,199,498,124	1,184,757,508	1,221,374,453	1,160,140,737
Gross Revenue	97,427,191	92,794,346	176,324,742	185,381,248	263,314,904	208,214,563
Net Profit	27,853,944	41,028,192	102,646,351	111,383,055	183,733,716	154,397,866

Selected Financials

Profitability Ratios	2022	2021	2020	2019	2018	2017
Net Profit Margin (%)	28.59%	44.21%	58.21%	60.08%	69.78%	74.15%
Return on Equity (%)	2.41%	3.53%	8.56%	9.40%	15.04%	13.31%
Return on Assets(%)	2.33%	3.36%	8.28%	8.85%	14.78%	13.75%
Liquidity Ratios	2022	2021	2020	2019	2018	2017
Current ratio (x)	17	34	25	16	12	15
Market ratio	2022	2021	2020	2019	2018	2017
Market Value Per Certificate (Rupees)	10.39	11.00	10.80	11.10	11.50	10.51
EPS	0.28	0.41	1.03	1.11	1.84	1.54
Price Earnings ratio (x)	37.11	26.83	10.49	10.00	6.25	6.82
Dividend Yield ratio (%)	2.12%	2.91%	7.41%	8.02%	12.87%	11.66%
Dividend Payout ratio (%)	78.57%	78.05%	77.67%	80.18%	80.43%	79.55%
Cash Dividend (%)	2.20%	3.20%	8.00%	8.90%	14.8%	12.25%
Cash Dividend per Certificate(Rupees)	0.22	0.32	0.80	0.89	1.48	1.23
Book Value per Certificate (Rupees)	11.58	11.61	11.99	11.85	12.21	11.60
Dividend (Rupees)	22,000,000	32,000,000	80,000,000	89,000,000	148,000,000	122,500,000



Our Vision Going Forward

Awwal Modaraba will be merged with Awwal Corporate Restructuring Company Limited (ACRCL) which has been established by Pak Brunei Investment Company Limited (PBIC) as its wholly owned Subsidiary on December 24, 2021.

The new entity (ACRCL) will be undertaking business activities prescribed under Corporate Restructuring Companies Act, 2016 and CRC Rules 2019 issued by SECP as well as guidelines issued by SBP for such companies.

Professional Team



Awwal Modaraba is managed by highly driven and motivated professionals in various departments including:

- ***Advisory and Capital Market*** – Specializes in revival / growth capital and hybrid instruments and special initiatives
- ***Structured Finance*** – Specializes in turnaround of distressed assets, infrastructure finance, mergers and acquisitions and securitization
- ***Development Finance*** – Specializes in making impact investments for sustainable development of units
- ***Compliance and Governance*** – Ensures that the Modaraba adheres to all external rules and internal controls. The role has developed significantly in the light of recently increased legislations on the financial services sector to ensure AML / CFT compliance

QUESTION AND ANSWER SESSION

THANK YOU