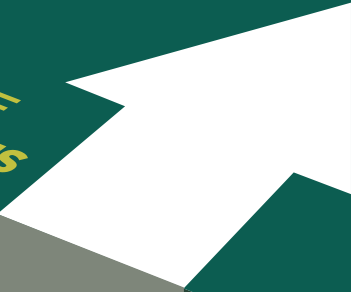


 **EFG Hermes**

*RISING ABOVE  
ALL CHALLENGES*



*QUARTERLY REPORT  
2023*

---

# Contents

02

Company Information

03

Director's Review - Report

05

Auditor's Review Report

06

Condensed Interim  
Statement of Financial Position

07

Condensed Interim  
Statement of Profit or Loss  
and Other Comprehensive Income

08

Condensed Interim  
Cash Flow Statement

09

Condensed Interim  
Statement of Changes in Equity

10

Notes to the Financial Statement

16

Pattern of Shareholding



# Company Information

## Board of Directors

Mr. Murad Ansari - Chairman  
Mr. Mohamed Ebeid - Director  
Mr. Fayyaz Ilyas - Director  
Ms. Sarah Maja - Director  
Mr. Freyan Byram Avari - Director  
Mr. Johannes Gunnell - Director  
Mr. Saad Iqbal - CEO & Director

## Audit Committee

Mr. Johannes Gunnell - Chairman  
Mr. Fayyaz Ilyas - Member  
Ms. Sarah Maja - Member  
Mr. Freyan Byram Avari - Member

## HR & R Committee

Mr. Freyan Byram Avari - Chairman  
Mr. Mohamed Ebeid - Member  
Ms. Sarah Maja - Member

## Company Secretary

Mr. Shahid Kamal

## Chief Financial Officer

Mr. Ahmad Zakir Hafeez

## Auditors

M/s. Riaz Ahmad, Saqib, Gohar & Company Chartered Accountants  
5-Nasim, C.H.S. Major Nazir Bhatti Road,  
Off: Shaheed-e-Millat Road, Karachi, Pakistan.

## Legal Advisor

M/s. Mohsin Tayebaly & Co. (MTC)  
1st Floor, Dime Centre, BC-4, Block 9, Kehkshan,  
Clifton, Karachi, Pakistan.

## Share Registrar

M/s. F. D. Registrar Services (Pvt.) Limited  
Office No. 1705-A, 17th Floor, Saima Trade Tower,  
I.I. Chundrigar Road, Karachi, Pakistan.

## Bankers

MCB Bank Limited  
Bank Alfalah Limited  
Askari Bank Limited  
United Bank Limited  
Allied Bank Limited  
Bank Al Habib Limited  
Habib Metropolitan Bank Limited  
Standard Chartered Bank Limited  
Habib Bank Limited  
JS Bank Limited  
Meezan Bank Limited

## Registered Office

Office No. 904, 9th Floor, Emerald Tower,  
Plot No. G-19, Block-5, Clifton, Karachi, Pakistan

## Lahore Branch

319 Siddiq Trade Centre, 72 Main Boulverad,  
Gulberg, Lahore, Pakistan

## Website

[www.efghermespakistan.com](http://www.efghermespakistan.com)



---

## Directors' Review

### BEGIN IN THE NAME OF ALLAH THE MOST GRACIOUS AND MERCIFUL

Dear Member(s)

*Assalam-o-Alykum!*

I, on behalf of Board of Directors of your Company, am pleased to present herewith un-audited condensed interim financial statements of the Company for the first quarter ended March 31, 2023.

#### **Operational Results**

During the first quarter of the financial year, the Company earned operating revenues of Rs. 40.657 million compared to Rs. 45.488 million for the corresponding period. Before and after tax losses stood at Rs. (22.899) million and Rs. (25.938) million respectively compared to before and after tax losses Rs. (7.656) million and Rs. (10.927) million respectively for the same period last year. The basic and diluted loss per share for the quarter is Rs. (1.30) compared to loss per share Rs. (0.55) for the same period during last year.

In conclusion, we pray to almighty Allah for his blessings, guidance, health and prosperity to us, our Company, Country and Nation.

**For and on behalf of the Board of Directors**

**CHIEF EXECUTIVE OFFICER**

**DIRECTOR**

Karachi, April 27, 2023



## ڈائریکٹرز رپورٹ برائے ممبران

شروع اللہ کے نام سے جو بڑا مہربان اور رحم والا ہے۔

محترم ممبران

السلام وعلیکم،


میں آپ کی کمپنی کے بورڈ آف ڈائریکٹرز کی جانب سے بخوشی 31 مارچ 2023 کو ختم ہونے والی پہلی سہ ماہی کی کمپنی کی غیر آڈٹ شدہ عبوری مالی تفصیلات کی رپورٹ پیش کرتا ہوں۔

### کارکردگی کا جائزہ:

پہلی سہ ماہی کے دوران کمپنی نے آپریٹنگ آمدنی کی مد میں 40.657 ملین روپے کمائے جبکہ گذشتہ سال اسی مدت کے دوران 45.488 ملین روپے کمائے تھے۔ قبل از ٹیکس اور بعد از ٹیکس نقصان بالترتیب (22.899) ملین روپے اور (25.938) ملین روپے ہے جبکہ گذشتہ سال اسی مدت کے دوران قبل از ٹیکس اور بعد از ٹیکس نقصان بالترتیب (7.656) ملین روپے اور (10.927) ملین روپے تھا۔ اس سہ ماہی میں بنیادی اور معمولی فی حصص نقصان (1.30) روپے ہوئی جبکہ گذشتہ سال اسی مدت کے دوران فی حصص نقصان (0.55) تھی۔

آخر میں؛ اللہ تعالیٰ سے دعا ہے کہ وہ ہم پر، ہماری کمپنی، ملک اور قوم پر اپنی رحمتیں اور برکتیں نازل فرمائیے۔ آمین

منجانب بورڈ آف ڈائریکٹرز

  
ڈائریکٹر



چیف ایگزیکٹو آفیسر

تاریخ: 27 اپریل 2023



## **Independent Auditor's Review Report To the Members of EFG Hermes Pakistan Limited Report on Review of Interim Financial Statements**

### **Introduction**

We have reviewed the accompanying condensed interim statement of financial position of EFG Hermes Pakistan Limited as at March 31, 2023 and the related condensed interim statement of profit or loss and other comprehensive income, condensed interim statement of changes in equity, and condensed interim statement of cash flows, and notes to the financial statements for the three-month period then ended (here-in-after referred to as the "interim financial statements"). Management is responsible for the preparation and presentation of these interim financial statements in accordance with accounting and reporting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on these financial statements based on our review.

### **Scope of Review**

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial statements consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### **Conclusion**

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial statements are not prepared, in all material respects, in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting.

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

  
Chartered Accountants

27th April, 2023  
Karachi

**RIAZ AHMAD, SAQIB, GOHAR & CO.**  
Chartered Accountants

5-Nasim C.H.S., Major Nazir Bhatti Road, Off: Shaheed-e-Millat Road, Karachi.  
Tel: (92-21) 34945427, 34931736, Email: rasgkhi@rasgco.com  
Website: www.rasgco.com  
Regional Offices at Lahore & Islamabad





## Condensed Interim Statement of Financial Position (Un-audited)

AS AT MARCH 31, 2023

	<u>Un-audited</u> <u>March</u> <u>31, 2023</u>	<u>Audited</u> <u>December</u> <u>31, 2022</u>
<b>ASSETS</b>	Note	Rupees
<b>NON-CURRENT ASSETS</b>		
Property, plant and equipment	5	25,889,722
Intangible assets		4,213,709
Long-term investments	6	20,951,860
Long-term deposits		550,000
		<u>50,883,579</u>
<b>CURRENT ASSETS</b>		
Trade debts	7	12,439,476
Short-term investments		818,932,475
Advances, deposits, prepayments and other receivables		57,890,487
Advance tax - net		31,116,024
Receivable under margin finance		113,991,656
Cash and bank balances	8	102,558,998
		<u>1,136,929,116</u>
<b>TOTAL ASSETS</b>		<u>1,188,534,407</u>
<b>EQUITY AND LIABILITIES</b>		
<b>SHARE CAPITAL AND RESERVES</b>		
Authorized capital 100,000,000 (December 31, 2022: 100,000,000) ordinary shares of Rs.10/- each		1,000,000,000
		<u>1,000,000,000</u>
Issued, subscribed and paid-up capital		200,156,500
Revenue reserve - accumulated loss		(146,925,811)
Capital reserve - Loss on re-measurement of investments		(1,079,581)
Contribution from a related party	9	117,824,905
		<u>169,976,013</u>
<b>NON-CURRENT LIABILITIES</b>		
Long-term loan		825,000,000
<b>CURRENT LIABILITIES</b>		
Short-term running finance	10	2,333,386
Trade and other payables		180,145,255
Unclaimed dividend		11,079,753
		<u>193,558,394</u>
<b>CONTINGENCIES AND COMMITMENTS</b>	11	-
<b>TOTAL EQUITY AND LIABILITIES</b>		<u>1,188,534,407</u>

The annexed notes from 1 to 16 form an integral part of these condensed interim financial statements.

CHIEF EXECUTIVE OFFICER

DIRECTOR

CHIEF FINANCIAL OFFICER



## Condensed Interim Statement of Profit or Loss and other Comprehensive Income (Un-audited)

FOR THE FIRST QUARTER ENDED MARCH 31, 2023

	Note	First Quarter Ended	
		March 31, 2023	March 31, 2022
		Rupees	
<b>OPERATING REVENUE</b>			
Operating revenues	12	30,719,753	33,067,087
Gain on sale of investments-net		9,937,549	12,420,752
		40,657,302	45,487,839
<b>EXPENDITURES</b>			
Administrative and general expenses		(56,099,688)	(43,716,019)
Operating (loss) / profit		(15,442,386)	1,771,820
Other charges - net		(2,431,390)	(671,383)
Income on margin finance		5,576,857	2,423,578
Financial charges		(33,054,043)	(19,236,543)
Gain on re-measurement of investments categorised as 'fair value through profit or loss' - net		22,452,080	8,056,359
		(7,456,496)	(9,427,989)
<b>LOSS BEFORE TAXATION</b>		(22,898,882)	(7,656,169)
<b>TAXATION</b>		(3,039,391)	(3,270,916)
<b>LOSS AFTER TAXATION</b>		(25,938,273)	(10,927,085)
<b>OTHER COMPREHENSIVE INCOME</b>			
<i>Item that will not be reclassified subsequently to profit or loss</i>			
Gain / loss on re-measurement of investments categorised as 'fair value through other comprehensive income'		528,975	(1,795,308)
<b>TOTAL COMPREHENSIVE LOSS FOR THE PERIOD</b>		(25,409,298)	(12,722,393)
Loss per share - basic and diluted		(1.30)	(0.55)

The annexed notes from 1 to 16 form an integral part of these condensed interim financial statements.

CHIEF EXECUTIVE OFFICER

DIRECTOR

CHIEF FINANCIAL OFFICER



## Condensed Interim Statement of Cash Flow (Un-audited)

FOR THE FIRST QUARTER ENDED MARCH 31, 2023



	First Quarter Ended	
	March 31, 2023	March 31, 2022
	----- Rupees -----	
<b>Cash Flows From Operating Activities</b>		
Loss before taxation	(22,898,882)	(7,656,169)
<b>Adjustments for:</b>		
Depreciation	1,207,883	1,247,951
Amortisation	42,804	64,204
Financial charges	33,054,043	19,236,543
Gain on re-measurement of investments categorised as 'fair value through profit or loss' - net	(22,452,080)	(8,056,359)
(Gain) / loss on disposal of property, plant and equipment	-	18,380
	<u>11,852,650</u>	<u>12,510,719</u>
(Loss) / profit before working capital changes	<b>(11,046,232)</b>	4,854,550
<b>Changes in working capital</b>		
<b>(Increase) / decrease in current assets</b>		
Trade debts - unsecured	(25,098,135)	(1,612,217)
Short-term investments	(9,305,205)	(36,024,265)
Advances, deposits, prepayments and other receivables	1,388,897	26,892,343
Receivable under margin finance	7,539,053	19,592,525
	<u>(25,475,390)</u>	<u>8,848,386</u>
<b>Decrease in current liabilities</b>		
Trade and other payables	(5,335,890)	(65,171,693)
Unclaimed dividend	(9,577)	-
Cash used in operations	<u>(41,867,089)</u>	<u>(51,468,757)</u>
Income tax paid	(1,050,378)	(1,424,698)
Financial charges paid	8,576,909	(799,494)
Net cash used in operating activities	<b>(34,340,558)</b>	(53,692,949)
<b>Cash Flows From Investing Activities</b>		
Purchase of property, plant and equipment	-	(129,685)
Proceeds from disposal of property, plant and equipment	-	11,400
Net cash used in investing activities	-	(118,285)
<b>Cash Flows From Financing Activities</b>		
Net decrease in cash and cash equivalents	<b>(34,340,558)</b>	(53,811,234)
Cash and cash equivalents at the beginning of the period	<u>100,225,612</u>	<u>161,062,880</u>
Cash and cash equivalents at the end of the period	<u><b>65,885,054</b></u>	<u>107,251,646</u>

The annexed notes from 1 to 16 form an integral part of these condensed interim financial statements.

CHIEF EXECUTIVE OFFICER

DIRECTOR

CHIEF FINANCIAL OFFICER





## Notes to the Condensed Interim Financial Statements (Un-audited)

FOR THE FIRST QUARTER ENDED MARCH 31, 2023

### 1 STATUS AND NATURE OF BUSINESS

EFG Hermes Pakistan Limited ('the Company') was incorporated under the Companies Ordinance, 1984 - 'repealed' (now Companies Act, 2017) on September 27, 1999 as a Private Limited Company and converted into Public Unquoted Company w.e.f. November 27, 2006. Effective March 20, 2008 the Company became a listed Company with its shares quoted on the Pakistan Stock Exchange Limited. The Securities & Exchange Commission of Pakistan ("SECP") issued a Certificate of Incorporation on change of Name under Section 40 of the Companies Ordinance, 1984 - 'repealed' on 18 May, 2017 recognizing the Company as EFG Hermes Pakistan Limited. The registered office of the Company is situated at Office No. 904, 9th Floor, Emerald Tower, Plot No. G-19, Block- 5, Clifton, Karachi, Pakistan.

The Company is Trading Right Entitlement Certificate (TREC) Holder of the Pakistan Stock Exchange Limited and a licensed Securities Broker registered with SECP. Furthermore, the Company is a Corporate Member of the Pakistan Mercantile Exchange Limited and acts as Service Provider/Distributor with Mutual Funds Association of Pakistan. The Company is engaged in Financial Brokerage, Corporate Finance and Financial Research and is well-positioned to respond to the dynamic business environment.

EFG Hermes Frontier Holdings LLC (the Holding Company) holds 51% shares of the Company.

### 2 BASIS OF PREPARATION

#### 2.1 Statement of compliance

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

- International Accounting Standard (IAS) 34, Interim Financial Reporting, issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017; and
- Provisions of and directives issued under the Companies Act, 2017.

Where the provisions of and directives issued under the Companies Act, 2017 differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 have been followed. These condensed interim financial statements do not include all of the information required of full annual financial statements and should be read in conjunction with the financial statements of the Company for the year ended December 31, 2022.

These condensed interim financial statements are un-audited and are being submitted to the shareholders in accordance with the requirements of section 237 of the Companies Act, 2017. These condensed interim financial statements are presented in Pak Rupees, which is the Company's functional and presentation currency.

#### 2.2 Basis of measurement

These condensed interim financial statements have been prepared under the historical cost convention except as stated otherwise.

#### 2.3 Accounting estimates and judgements

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 underlying assumptions are reviewed on an ongoing basis. Revision to accounting estimates are recognized in the period in which the estimate is 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.

In preparing these condensed interim financial statements, the significant judgements made by the management in applying the Company's accounting policies and key sources of estimation and uncertainty were the same as those that were applied to the financial statements for the year ended December 31, 2022.

## 2.4 Standards, amendments and interpretations adopted during the period

The Company has not adopted any new standard during the period.

### 2.4.1 Amendments to approved accounting standards and interpretations which are effective during the period ended March 31, 2023

There are certain new standards, interpretations and amendments to approved accounting standards which are mandatory for the Company's accounting periods beginning on or after January 1, 2023 but are considered not to be relevant or have any significant effect on the Company's financial reporting and therefore not disclosed in these financial statements.

### 2.4.2 Standards, interpretations and amendments to approved accounting standards that are not yet effective

The following revised standards, amendments and interpretations with respect to approved accounting standards as applicable in Pakistan would be effective from the dates mentioned below against the respective standards or interpretation:

	<b>Standard or Interpretation</b>	<b>Effective Date (accounting periods beginning on or after)</b>
IFRS 4	Amendments to IFRS 17 and Extension of the Temporary Exemption from Applying IFRS 9.	January 1, 2023
IFRS 10	Consolidated Financial Statements and IAS 28 Investment in Associates and Joint Ventures - Sale or Contribution of Assets between an Investor and its Associate or Joint Venture (Amendment)	Not yet finalized
IAS 1	Amended by Classification of Liabilities as Current or Non-current.	January 1, 2024
IAS 12	Amended by Deferred Tax related to Assets and Liabilities arising from a Single Transaction	January 1, 2023
IFRS 16	Lease Liability in a Sale and Leaseback (Amendments to IFRS 16)	January 1, 2024

The Company has not early adopted any standard, interpretation or amendment that has been issued but is not yet effective.

The Company expects that the adoption of the above revisions, amendments and interpretations of the standards will not have material effect on the Company's financial statements in the period of initial application.

Further, the following new standards have been issued by IASB which are yet to be notified by the Securities and Exchange Commission of Pakistan (SECP) for the purpose of applicability in Pakistan:



Standard or Interpretation	Effective Date (accounting periods beginning on or after)
IFRS 17 Insurance Contracts	January 1, 2023

### 3 SIGNIFICANT ACCOUNTING POLICIES

The accounting policies applied for the preparation of these condensed interim financial statements are the same those applied in the preparation of the audited financial statements for the year ended December 31, 2022.

### 4 FINANCIAL RISK MANAGEMENT

The financial risk management objectives and policies are consistent with those applied in the preparation of the audited financial statements for the year ended December 31, 2022.

5 PROPERTY, PLANT AND EQUIPMENT	Note	Un-audited March 31, 2023	Audited December 31, 2022
		Rupees	
Opening book value		25,889,722	27,583,742
Add: Additions during the period - own		-	3,649,919
Less: Disposals during the period (at book value)		-	(107,680)
Depreciation charged during the period		(1,207,883)	(5,236,259)
		(1,207,883)	(5,343,939)
Closing book value		<u>24,681,839</u>	<u>25,889,722</u>
<b>6 LONG-TERM INVESTMENTS</b>			
At FVOCI	6.1	13,480,835	12,951,860
At amortized cost		8,000,000	8,000,000
		<u>21,480,835</u>	<u>20,951,860</u>

6.1 Description of investments are as follows:

31-Mar-23		31-Dec-22		31-Mar-23		31-Dec-22	
Number of Shares	Name of Investee Companies	Note	Cost	Carrying Value	Cost	Carrying Value	
Rupees							
1,602,953	1,602,953	Pakistan Stock Exchange Ltd.	6.2	14,031,441	13,480,835	14,031,433	12,951,860
843,975	843,975	LSE Financial Services Ltd.	6.3	8,000,000	8,000,000	8,000,000	8,000,000
				<u>22,031,441</u>	<u>21,480,835</u>	<u>22,031,441</u>	<u>20,951,860</u>

6.2 The Company has pledged 1,602,953 (2022: 1,602,953) shares with PSX to fulfil the Base Minimum Capital requirement as per the PSX Regulations. The PSX shares have been revalued at a price of Rs. 8.41 (December 31, 2022: Rs. 8.08) as at reporting date.

6.3 This represents unquoted shares of LSE Financial Services Limited (LSEFSL) which have been pledged with PSX to fulfil the Base Minimum Capital requirement as per PSX Regulations. Since shares of LSEFSL are not presently tradable therefore fair value cannot be determined.



	<u>Un-audited</u> <u>March</u> <u>31, 2023</u>	<u>Audited</u> <u>December</u> <u>31, 2022</u>
	----- Rupees -----	

## 7 TRADE DEBTS - UNSECURED

Trade debts - net	37,537,611	12,439,476
-------------------	------------	------------

Trade debts and other receivables are recognized at fair value and subsequently measured at amortized cost. An allowance for impairment is measured and recorded in accordance with Company's impairment policy.

	<u>Un-audited</u> <u>March</u> <u>31, 2023</u>	<u>Audited</u> <u>December</u> <u>31, 2022</u>
	----- Rupees -----	
<b>Aging analysis:</b>		
Within 360 days	37,555,043	12,505,865
Above 360 days	1,642,792	1,593,835
Allowance for impairment of trade debts	<u>(1,660,224)</u>	<u>(1,660,224)</u>
	<u>37,537,611</u>	<u>12,439,476</u>

## 8 CASH AND BANK BALANCES

Cash in hand	50,000	50,000
Cash at banks		
- in deposit accounts	11,405,733	11,303,046
- in current accounts - pertaining to brokerage house	1,826,111	2,010,603
- in current accounts - pertaining to clients	<u>75,444,714</u>	<u>89,195,349</u>
	<u>88,676,558</u>	<u>102,508,998</u>
	<u>88,726,558</u>	<u>102,558,998</u>

8.1 These carry mark-up ranging from 13.50% to 15.50% (December 31, 2022 : 7% to 13.5%) per annum.

8.2 Value of customers assets held in the Central Depository Company under Company's Participant ID as at March 31, 2023 is Rs. 1,473 million (December 31, 2022 : Rs. 1,553 million).

	<u>Un-audited</u> <u>March</u> <u>31, 2023</u>	<u>Audited</u> <u>December</u> <u>31, 2022</u>
	----- Rupees -----	

## 9 CONTRIBUTION FROM A RELATED PARTY

EFG-Hermes Frontier Holding LLC	9.1	<u>117,824,905</u>	<u>117,824,905</u>
---------------------------------	-----	--------------------	--------------------

9.1 The Company has entered into an agreement with its Parent Company to restructure its intercompany liability as at September 20, 2022 to a long term loan being payable at the sole and absolute discretion of the Company (At such time as considered appropriate by Board of Directors of EFGH). Pursuant to the requirements of IAS 32 - 'financial instruments presentation' and the terms of the arrangement, the loan arrangement is classified as equity in these financial statements.

## 10 SHORT - TERM RUNNING FINANCE UNDER MARK-UP ARRANGEMENTS - Secured

Habib Bank Limited	10.1	<u>22,841,504</u>	<u>2,333,386</u>
--------------------	------	-------------------	------------------



10.1 The Company has running finance facilities of Rs. 600 million (December 31, 2022 : Rs. 600 million) under mark-up arrangements. These facilities carry Mark-up at 1 month KIBOR + 0.10% (December 31, 2022 : 1 month KIBOR + 0.10%). This arrangement is valid upto April 30, 2023 on a renewal basis. This facility is secured against irrevocable and unconditional financial guarantee(s) provided by a bank in UAE on behalf of EFG Hermes Frontier Holdings LLC (the Holding Company) to the bank. Client(s) securities held as collateral with financial institutions were nil ( December 31, 2022: 'nil').

## 11 CONTINGENCIES AND COMMITMENTS

11.1 There are no changes in contingent liabilities since the date of financial statements for the year ended December 31, 2022.

	<u>Un-audited</u> <u>March</u> <u>31, 2023</u>	<u>Un-audited</u> <u>March</u> <u>31, 2022</u>
<b>12 OPERATING REVENUES</b>	----- Rupees -----	
Equity brokerage income	<b>30,719,753</b>	32,430,131
Fee and commission	-	975
Dividend income	-	635,981
	<u><b>30,719,753</b></u>	<u>33,067,087</u>

## 13 RELATED PARTY TRANSACTIONS

The related parties comprise of major shareholders, associated companies with or without common directors, directors of the Company and key management personnel. Key management personnel are those persons having authority and responsibility for planning, directing and controlling activities of the entity. The Company considers all members of their management team, including the Chief Executive Officer and Directors to be its key management personnel. Remuneration and benefits to Executives of the Company are in accordance with the terms of the employment. Transactions with other related parties are entered into at rates negotiated with them.

Details of transactions with related parties, other than those which have been disclosed elsewhere in these condensed interim financial statements, are as follows:

	<u>Un-audited</u> <u>March</u> <u>31, 2023</u>	<u>Un-audited</u> <u>March</u> <u>31, 2022</u>
<b>Brokerage income earned from:</b>	----- Rupees -----	
Directors	<b>106,820</b>	494,570
Employees	<b>9,183</b>	253
Associate	<b>1,249,935</b>	665,779
<b>Transactions</b>		
Contribution to employees provident fund	<b>1,031,670</b>	858,931
Salaries and remuneration to Chief Executive Officer	<b>4,504,919</b>	5,790,327
<b>Balances</b>		
Payable to directors in their shares trading accounts	<b>167,956</b>	149,857
Payable to employees in their shares trading account	<b>94,161</b>	27,349
Receivable from directors in their shares trading accounts	-	901
Receivables from employees in their shares trading account	-	463



	<u>Un-audited</u> <u>March</u> <u>31, 2023</u>	<u>Un-audited</u> <u>March</u> <u>31, 2022</u>
	----- Rupees -----	
<b>Balances of the holding company</b>		
Payable to EFG Hermes Frontier Holdings LLC	<u>21,811,538</u>	<u>91,572,827</u>
Contribution from a related party	<u>117,824,905</u>	<u>-</u>
<b>Balances of associates</b>		
Payable to Financial Brokerage Group	<u>19,389,976</u>	<u>19,389,976</u>

#### 14 IMPACT OF COVID-19 ON THE FINANCIAL STATEMENTS

The company has been conducting its business with all necessary standard operating procedure (SOPs). Hence, during the year, the operations of the Company were not significantly impacted due to COVID-19, therefore, the management has concluded that there are no material implications of COVID-19 that require specific disclosure in these condensed interim financial statements.

#### 15 DATE OF AUTHORIZATION FOR ISSUE

These condensed interim financial statements have been authorized for issue on 27th April, 2023 by the Board of Directors of the Company.

#### 16 GENERAL

Figures in these condensed interim financial statements have been rounded off to the nearest rupee. Prior year's figures in these financial statements have been re-arranged / re-classified, where necessary, for better presentation.

CHIEF EXECUTIVE OFFICER

DIRECTOR

CHIEF FINANCIAL OFFICER





## PATTERN OF SHAREHOLDING

As on March 31, 2023

[Sub-Regulation 2(e) of Regulation 34 under chapter IV  
of Securities Brokers (Licensing and Operation)  
Regulations, 2016]

SHAREHOLDERS HOLDING 5% OR MORE OF THE VOTING SHARES/INTRESTS IN THE COMPANY			
Names	Number of Shareholders	Number of Shares Held	% of Shareholding
EFG-Hermes Frontiers Holdings LLC	1	10,207,982	51.00
Mr. Khalid Raiz	1	2,000,000	9.99
Ms. Sadaf Farid	1	1,088,001	5.44

CHANGES IN SHAREHOLDINGS HOLDING ABOVE 5%			
Names	Holding Balance as at December 31 2022	Holding Balance as at March 31, 2023	Changes
EFG-Hermes Frontiers Holdings LLC	10,207,982	10,207,982	-
Mr. Khalid Raiz	2,000,000	2,000,000	-
Ms. Sadaf Farid	1,088,001	1,088,001	-

WWW.EFGHERMES.COM



EFG HERMES PAKISTAN LIMITED  
Office # 904, 9th Floor,  
Emerald Tower, Plot No. G-19,  
Block-5, Clifton, Karachi, Pakistan  
[www.efghermespakistan.com](http://www.efghermespakistan.com)