



Celebrating 30 Years of TRUST







Our Commitment to Growth

For 30 years, Trust Securities and Brokerage Limited have been providing cutting edge brokerage solution We consecutively strive to achieve client satisfaction by providing a diversified portfolio with well-measured risk management. Our commitment to growth is well tied with our mantra 'to give back' to our stakeholders. With similar zeal, innovation, discipline and integrity, we strive to be the leading brokerage firm of Pakistan.



Overview

Trust Securities and Brokerage Limited (Tsbli) is a leading brokerage house listed on the Pakistan Stock Exchange with its headquarters in Karachi. We trace our history back to 1993 providing a full array of brokerage services to our clientele. We have our presence in Lahore and Karachi with a total of 6 branches on a pan-Pakistan basis, with combined staff strength of highly experienced employees.

The current sponsors took over the company in 2017 and through a fresh capital injection, hiring of experienced and dedicated staff, the company has made a turn around

We remain client focused and work for a long term benefit of our clients eventually leading to continuous growth of our stakeholders. We are committed on serving our clients offering them unmatched services to help them achieve targets from the ever-growing capital market.





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Vision

To create a viable and a diversified brokerage and financial services business dedicated to creating continuous value for our clients, fully compliant with the letter and spirit of the laws, while earning profits for our shareholders and crafting a workplace which attracts the best talent and enables us to train and retain them.

Mission

To be a top tier brokerage and financial service company in Pakistan, with innovation, discipline and integrity at the heart of our business involved real value, impacting clients and shareholders.

Core Values

Integrity

Serve our customers with uncompromising honesty and transparency.

Excellence

Provide our customers with innovative technology and superior quality, value and service.

Social Responsibility

Be active in Social responsibility by paying attention to our social and physical environment.

Leadership

Value and develop our employees' diverse talents, initiative and leadership and make it possible for them to take on challenges.



Code of Conduct

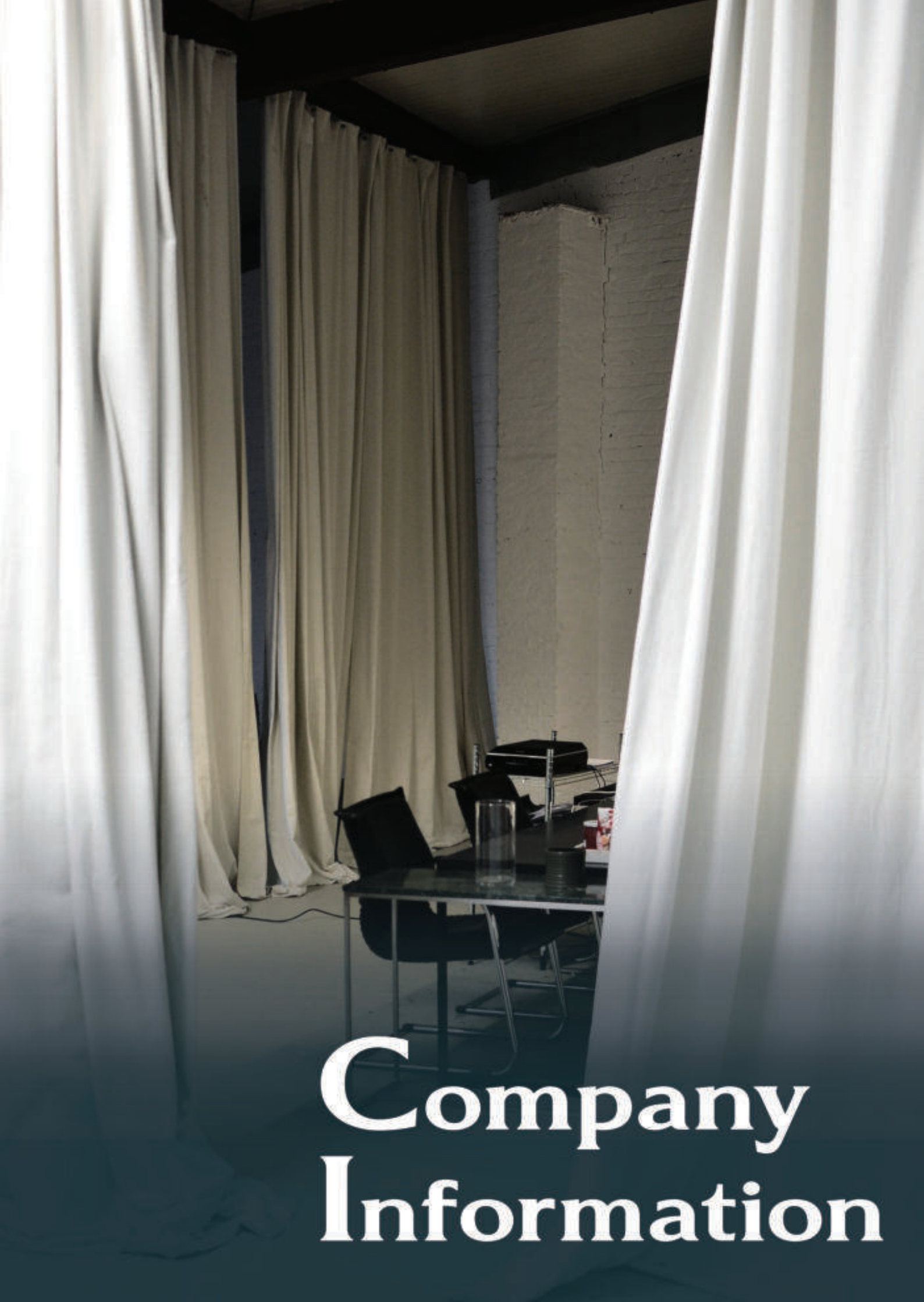
Trust Securities & Brokerage Limited (TSBL) strongly support corporate decorum and ensure and running its business progressively while adopting a Code of Ethics and Business Practice

Corporate Social Responsibility

Corporate social responsibility (CSR) is a subject that has garnered considerable attention in recent years.

It is our endeavor to contribute towards environmental responsibility, ethical responsibility philanthropic responsibility and economic responsibility .

We strive hard to mantian equilibrium between revenues for our share holders and our responsibiity towards fellow beings.



Company Information

Board of Directors:

Ms. Zenobia Wasif
Mr. Abdul Basit
Mr. Zulfiqar Ali Anjum
WG CDR. Talat Mahmood (Retd.)
Mr. Khizer Hayat Farooq
Mr. Junaid Shehzad Ahmad
Sardar Abdul Majeed Khan

Chief Financial Officer

Muhammad Ahmed

Audit Committee:

Mr. Talat Mahmood	Chairman
Mrs. Zenobia Wasif	Member
Mr. Junaid Shehzad Ahmad	Member

Management Committee (ML/TF)

Mr. Talat Mahmood	Chairman
Mr. Muhammad Khurram Faraz	Member
Mr. Abdul Basit	Member

Risk Management Committee

Mr. Abdul Basit	Chairman
Mr. Muhammad Khurram Faraz	Member
Mr. Muhammad Umair Ansari	Member
Mr. Imran Sheikh	Member

Auditors:

Reanda Haroon Zakaria & Company
Chartered Accountants

Legal Advisors:

HWP LAW

Legal Consultant:

Haider Waheed Partners

Bankers:

Habib Bank Limited
J.S. Bank Limited
Habib Metropolitan Bank Limited
Meezan Bank Limited

Registered Office:

Suite No. 401, 4th Floor, Business & Finance Centre
I.I. Chundrigar Road, Karachi
(Pakistan)UAN: (92-21)111-000-875
Tel: (92-21) 32469044-48, Fax: (92-21)32467660

Branch Office Karachi:

2nd Floor, 202-203 & 725, PSX Building
Stock Exchange Road, Karachi, Pakistan
Tel: (92-21) 32460161-7, Fax: (92-21) 32467660

PMEX Branch Office - BFC Building, Karachi

Room No. 510, 5th Floor, Business & Finance Center
I.I. Chundrigar, Road, Karachi

Chairperson/Director (Non-Executive)
Chief Executive Officer/Director (Executive)
Director (Executive)
Director (Non-Executive - Independent)
Director (Non-Executive - Independent)
Director (Non-Executive)
Director (Non-Executive)

Company Secretary

Syed Maqsood Ahmad

H.R & Remuneration Committee:

Mr. Khizer Hayat Farooq	Chairman
Mr. Junaid Shehzad Ahmad	Member
Mr. Zulfiqar Ali Anjum	Member

Investment Committee

Mr. Abdul Basit	Chairman
Mr. Muhammad Khurram Faraz	Member
Mr. Zeeshan Haroon	Member

I.T. Steering Committee

Mr. Khizer Hayat Farooq	Chairman
Mr. Muhammad Khurram Faraz	Member
Mr. Muhammad Zulfiqar	Member

Internal Auditors:

Muhammad Adnan Siddiqui
Chartered Accountant

Share Registrar:

Hameed Majeed Associates (Pvt.) Ltd.
H.M. House, 7-Bank Square, Lahore.
Tel: (92-42) 3723 5081-82, Fax: (92-42) 37358817

MCB Bank Limited
Bank AL Habib Limited
Bank Islami Limited
Bank Al Baraka

Branch Office Lahore:

2nd Floor, Associated House
Building No. 1&2, 7-Kashmir Road, Lahore
Tel: (92-42) 36310241-44, Fax: (92-42) 36373040

Branch Office LSE Plaza, Lahore:

Room No. 607, 6th Floor, LSE Plaza 19-
Khayaban-e-Aiwan-e-Iqbal, Lahore
Tel: (92-42) 36300181, 36300554, 36373045, 36374710

PMEX Branch Office - DHA, Karachi

Mezzanine No. 2, Mezzanine Floor, Plot No. 550-C,
11th Commercial Street, DHA, Phase-II Ext., Karachi



I would like to praise the management for its continuous efforts and hope that the Company would continue its upward growth trajectory in future as well.

Chairperson's Message

It is with great privilege that I write to you once again as the Chairperson of Board of Directors of Trust Securities & Brokerage Limited (TSBL). I have been entrusted with the responsibility to serve on the Board of Directors and I have assured all my efforts to the steering the company towards consistent qualitative and quantitative growth while keeping the same for years ahead. We endeavor to serve the company with strong belief in dignity and value of people.

We once again push forward our commitment towards fulfilling our mission of becoming the leading brokerage company in Pakistan. The commitment is reflected through various milestones we have achieved keeping the company at par at a time when the country has faced tough times in form of economic issues, political instability, inflation, volatile currency, etc.

The Board plays an equally important role as the Management and it is my privilege to share the composition of the current Board includes Directors with competencies and diversified knowledge. The Board carried out the annual review of its effective and performance on a self-assessment basis.

On behalf of the Board, I would like to praise the management for its immense efforts in achieving the goals and hope that the Company would continue its upward growth trajectory in future.

Zenobia Wasif
Chairperson



Our most important commitments are to provide exceptional client service and to live our core values: Excellence in Everything, Leadership by Example, Integrity and Transparency, Focus on the Client and Employee Centered.

CEO's Message

I feel privileged while writing this message as the Chief Executive Officer of the company which has turned 30 this year. We have continued to build our brand, which is now amongst the leading brokerage house with our commitment to provide quality service to our clients. Special thanks to the team which consists of skilled individuals while keeping the gender balance.

Our most important commitment is to provide exceptional client service and to live our core values: Excellence, Leadership, Integrity and Transparency, Focus on the client and Employee centered.

Looking forward, we are focused on accelerating the execution of our growth strategy while continuing to build on the strength of our brand. It is our quest to bring about positive change to the communities in which we work and live.

Lastly, we are thankful to our stakeholders including our directors, employees, clients as well as the regulators for the active guidance and we look forward to their continued support as we move forward.

I am incredibly excited about this journey and truly believe the best of TSBL is yet to come.

Abdul Basit
Chief Executive



Directors' Profile



Ms. Zenobia Wasif

Chairperson/Director (Non-Executive)

Ms. Zenobia wasif holds as bachelor degree and is founder of FIDE chess Academy, holding leadership quality with commitment, dedication and has an ability to work in a competitive and challenging environment.

She started her career as Company secretary in the ear 2003 and later on joined various well reputed organizations.

She is well-versed, competent, self motivated, aggressive and ambitious, result oriented and possess and excellent analytical and problem solving skills.

Liaising smooth interaction with confidence, she holds highly organized administrative and professional's skills with vast experience in business profession.

Her meticulous approach in data collection and presentation, maintaining records, Incorporating confidential information and maintaining high quality reports and analysis in the requisite style and format supported her functional performance in administration and corporate affairs.

Her rapidly assimilating and learning process applicable to in-house operations, consistently impressing higher management have resulted in fast track advancement to more senior positions.



Mr. Abdul Basit

Chief Executive Officer/Director (Executive)

Mr. Abdul Basit is associated with the company for the last 27 years. He did his bachelor of science from the University of Punjab in 1987. He started his career as a trader with the member of Lahore Stock Exchange & worked for four years. After that he served couple of commercial banks and gained the experience of custodial and brokerage services.

In the year 1994, he joined TSBL, as a settlements manager. During the period with the company he held various important positions like company secretary, General Manager and Chief Operating Officer and gained vast experience & in depth knowledge of Financial Markets. By virtue of his rich experience of the capital markets, he was elevated to the position of CEO in 2010.

Having a professional career of 27 years of senior management positions covering various areas of operations of listed brokerage company, he holds command on corporate, business and company laws, Securities and Exchange Commission rules and regulations and NCCPL regulations. He also attended several courses, Seminars, Training Sessions and conferences on financial markets and Capital regulations. He is also member of institute of Financials Markets of Pakistan.



Mr. Junaid Shehzad Ahmed

Director (Non-Executive)

Junaid is a seasoned global professional and entrepreneur by choice. Junaid has exceptional academic credentials. His diversified knowledge base holds him second to none among his peers and professional cadre. Junaid holds multiple degrees in different top-notch academic disciplines. He did his bachelor's in mechanical engineering from the United States of America. He holds a dual discipline Master's degree in Management Science and operational research from the United Kingdom. His appetite to keep up the pace with the changing global academic and corporate trends, lure him into an MBA in Entrepreneurship and Finance from the United Kingdom.

Junaid got a jumpstart to his professional career in the realm of Finance and strategy at British Petroleum's Headquarters located in London. Junaid got the knack of the corporate world at a very early stage in his career. After few years of exposure to international finance and strategy at the British Petroleum, Junaid decided to venture into a journey of exploring global businesses. Since 2009 he has been phenomenally involved in various Airo businesses in middle east and Pakistan. His Entrepreneurial spirit got him in to project management consultancy and a joint venture in a corporate finance advisory boutique.



Mr. Sardar Abdul Majeed Khan

Director (Non-Executive)

Sardar Abdul Majeed Khan joined the police service of Pakistan on October 20, 1985 after qualifying Central Superior Service and was retired from services in July 17, 2020 as Inspector General of Police, Federal Secretary Grade-22 officer. He completed graduation from Karachi University.

During his service he appeared in various training programmes and qualified promotional examinations from civil services academy, national police academy, national institute of police and National Defence University were attended and successfully completed as outstanding officer along with foreign courses at USA, France, Azerbaijan on terrorism. He developed Metropolitan Policing of new state mechanism. Commanded several districts where administrative operations were performed professionally with most progress dynamic strategies.

Law and order situations were tackled with all the odds. Technological uplift, result oriented investigation, supervision of financial tasks and training management were an integral part of his commitment to improve with Law and Order. Firm and bold created a deterrent effect in the area of responsibility.

Huge challenges were tackled by him with all the diligence and high standards of competency, disciplined and strategic vision to understand the situation and also to plan solutions for any task to be assigned. He has a proactive approach and professionally efficient divergent to accomplish any task to be assigned. Coherent the task and working and create an appropriate response plan rise to the challenges as a leader 5 'C'.

i) competences

ii) confidence and courage

iii) communication skills

iv) compass are the traits to lead an organization.



Mr. Zulfiqar Ali Anjum

Director (Executive)

Mr. Zulfiqar Ali Anjum is an executive director of the company. He holds a Master's Degree in Finance and has nearly two decades of experience in stock exchange. He started his career in the year 1993 as Agent and Accounts Officer in a brokerage house and after that in the year 2002 he joined Darsan Securities as Senior Equity Trader. He has excellent communication skills, exceptional knowledge of corporate fundamentals and parameters. Mr. Zulfiqar is associated with the company since 2018.



Mr. Khizer Hayat Farooq

Director (Non-Executive - Independent)

Mr. Khizer Hayat Farooq is a Computing & Information Technology graduate from Staffordshire University, U.K. He has over 07 Years experience in the field of financial markets which includes investing in listed securities. He is a Certified Director under the Listed Companies (Code Of Corporate Governance) Regulations. Khizer has a proven track record of establishing successful business organizations.

In 2005, Khizer started his career with SparePro Auto Parts Trdg LLC, as Manager Imports, which led to the foundation of TONII – PAKISTAN, the branded spares for Pakistan Market.

With a vision to diversity and grow, Khizer founded SNAP A DEAL in the year 2012, offering unmatched services in the Travel Sector. The firm made its growth catering corporate clients providing end-to-end services.

Khizer serves as Chairman of the Human Resource & Remuneration Committee of Trust Securities & Brokerage Limited (TSBL).



WG CMR. Talat Mehmood (Retd.)

Director (Non-Executive - Independent)

Mr. Talat Mehmood retired from Air Force on August 31, 2017 as Wing Commander. Mr. Talat completed graduation from the Karachi University in the year 1992 while he also holds BSc (Hons) degree from Air University in the year 2006. Similarly, he successfully completed Governance & Financial Management, conducted at the Defence International Training Centre, Melbourne Australia in the year 2010. He is a man with meticulous self discipline.

He is energetic, ambitious person who has developed a mature and responsible approach to any task that he undertakes or situation that he presented with. He is excellent in working with others to achieve a certain objective on time and with excellence. His diversified knowledge base holds him second to none among his peers and professional cadre. Mr. Talat is the Chairman of Audit Committee of the company.



Chairperson's Review

Review report by the Chairperson's on the Overall Performance of Board

The board of directors of Trust Securities and Brokerage Limited (TSBL) has performed their duties diligently in the best interest of shareholders of the company and have managed the affairs of the company in an effective and efficient manner. The board was found in compliance and exercised powers and duties according to the Companies Act 2017 and the Code of Corporate Governance outlined in the Rule Book of Pakistan Stock Exchange (PSX).

During the year ended 30 June 2023, the board played an effective role in managing the affairs of the company in the following manner:

- The board ensured that the meetings of the board and of its committees were held with the required quorum.
- Decision making was done through proper board resolution and that the minutes of the meetings of the board and the committees are appropriately recorded and maintained.
- The board has developed significant policies for smooth functioning of the company along with the Code of Conduct setting for the professional standards and corporate values.
- The board has participated in risk management, policy development, financial structure and business development process
- The board has ensured that there is adequate representation of executive, non-executive and independent directors on the board.
- The Board and its committee have members having appropriate mix of core competencies, diversity, requisite skills, knowledge, and experience and fulfill any other criteria as deem relevant in the context of the company's operations.
- The board has ensured on the representation of a female director in view of the Code
- The board has formed the Human Resource and Remuneration Committee and Audit Committee and has approved the TORs in order for them to perform their responsibilities diligently.
- The board has a mechanism for an annual evaluation of its own performance and the committees.
- The board has ensured that the directors are provided with the orientation courses to enable them to perform their duties and four of its directors on the board have already taken the certification under the Directors Training Program while one of them meet the qualification and experience criteria of the code.
- All the significant issues throughout the year were presented before the board or its committees to strengthen the decision making process and all related party transactions executed by the company were approved by the board on the recommendation of the Audit Committee.
- The board ensured that there is adequate system of internal control is in place.
- The board has prepared and approved the Director's report and has ensure that the directors report is published with the quarterly and annual financial statements of the company.
- The board has exercised its power in light of the power assigned to the board in accordance with the relevant laws and regulations applicable on the company and the board.

Based on the aforementioned, it can be reasonably stated that the Board of TSBL has played a key role in ensuring the company targets are not only achieved but also exceed expectations through a joint effort with the management team and guidance.



ZENOBIA WASIF
Chairperson
03-October-2023



Director's Report

Dear Fellow shareholders of Trust Securities and Brokerage Limited (TSBL),

On behalf of the Board of Directors of the company we are pleased to present the Annual Report of the company for the year ended June 30, 2022 along with the audited financial statements for the year in accordance with the accounting, regulatory and legal standards and requirements.

Financial Performance

The company recorded operating revenue of Rs. 141 Million in FY 23, which is 32% lower when compared with FY 22 due to significant decline of volumes on the bourse. The company has made an operating loss after tax of Rs. Rs. 10 Million as compared to a loss of Rs. 13 Million in the previous year. This translate to loss per share of PKR (0.34) as compared to a loss of PKR 0.46 last year. The team made continuous efforts to increase our market share through higher penetration in the retail market. Moreover, the company added Equity Dealers as well as mobilizing the Corporate Desk in order to increase the market share.

The company witnessed a noticeable growth in account opening adding new Unique Identification Numbers (UINs) as of June 30, 2023. Technology played an important role with the NCCPL's focus on ease of doing business. In FY23, we opened 290 new accounts and nearly 70% of these were done online.

The sales team as well as the Account Opening department performed exceptionally well in keeping up with the momentum of new accounts. Furthermore, the compliance team is to be credited for the efforts they have made

Credit Rating

The company has been assigned entity ratings of A-/A-2 (A minus/ A-Two) by The Pakistan Credit Rating Agency (PACRA). The outlook on the assigned ratings is 'Stable'. This rating has further underscored the management's vision for continuous growth and is expected to provide further confidence to the company's clientele.

Management Rating

The company has been assigned a management rating of BMR 2+ by The Pakistan Credit Rating Agency (PACRA). The outlook on the assigned ratings is 'Stable'. The rating incorporates the Company's strong governance framework, seasoned management team, and adequate ownership structure.

Risk Management

TSBL's risk management governance starts with our Board, which plays an integral role in reviewing and approving risk management policies. Due to the nature of business at TSBL, risks are unavoidable and include liquidity, market, and credit, operational, legal, regulatory and reputational risks. We believe that effective risk management is of utmost importance to the success of the company. The risk management team follows due processes in which it monitors, evaluate and manage the risks while conducting our activities.

Corporate Social Responsibility

Corporate social responsibility (CSR) is a subject that has garnered considerable attention in recent years.

It is our endeavor to contribute towards environmental responsibility, ethical responsibility, philanthropic responsibility and economic responsibility.

We strive hard to maintain equilibrium between revenues for our shareholders and our responsibility towards fellow beings.

Code Of Corporate Governance

The Board and Management of the company are committed to ensuring that requirements of the Code of Corporate Governance are fully met. The Company has adopted strong corporate Governance practices with an aim to enhance the accuracy, comprehensiveness and transparency of financial and non-financial information.

The Directors are pleased to report that:

1. The financial statements prepared by the management of the company present fairly its state of affairs, the results of its operations, cash flows and changes in the equityz
2. Proper books of account of the company have been maintained
3. Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgment
4. International Financial Reporting Standards, as applicable in Pakistan, have been followed in the preparation of financial statements
5. The system of internal control is sound in design and has been effectively implemented and monitored
6. There are no significant doubts upon the Company's ability to continue as a going concern
7. There has been no material departure from the best practices of corporate governance, as detailed in the listing regulations
8. The company has on account of statutory payment of taxes, duties, levies and charges has no outstanding liability as at the balance sheet date
9. There are no transactions entered into by the broker during the year which are fraudulent, illegal or in violation of any securities market laws

Changes In The Board

During the year under review, there was no change in the structure of the Board.

Composition Of Board, Audit Committee, H.R. & Remuneration Meetings And Attendance

The total number of directors are 7 (including CEO who is deemed Director) as per the following:

- a. Male: 6 Members
- b. Female: 1 Member

2. The composition of the Board of Directors is as follows:

Category	Names
Independent Directors:	Mr. Khizer Hayat Farooq Wg. Cmdr (Retd) Talat Mehmood
Non-Executive Directors:	Mr. Junaid Shehzad Ahmed Mr. Sardar Abdul Majeed Khan Mrs. Zenobia Wasif
Executive Directors:	Mr. Abdul Basit Mr. Zulfiqar Ali Anjum
Female Director:	Mrs. Zenobia Wasif

The position of the Chairman and the Chief Executive Officer are kept separate in line with the best governance practices. The Board has established a separate Audit Committee and H.R. & Remuneration Committee to assist the board in the performance of its functions. The Chairman of the and H.R. & Remuneration Committee and Audit Committee are Independent Directors and are not same person, in line with best practices.

Board Meetings

The total number of Board Meetings were four (4) during the year ended 2023. As per the requirements of the Code of Corporate Governance, written notices were circulated to the board seven days (7) in advance except for the emergent meeting.

Name of Director	Meetings Attended
Mrs. Zenobia Wasif	4
Mr. Abdul Basit	4
Mr. Khizer Hayat Farooq	4
Mr. Junaid Shehzad Ahmed	4
Mr. Zulfiqar Ali Anjum	4
Mr. Talat Mahmood	4
Mr. Sardar Abdul Majeed Khan	1

Leave of absence was granted to members who did not attend the Board and Committee meetings.

Audit Committee

As per the Code of Corporate Governance, the Audit Committee consists of entirely of non-executive directors with the Chairman of the committee being an Independent Director. The attendance of the Audit Committee is as follows:

Name of Member		Meetings Attended
Wg. Cmdr (Retd) Talat Mehmood -	Chairman	4
Mr. Junaid Shehzad Ahmed -	Member	4
Mrs. Zenobia Wasif -	Member	4

HR & Remuneration Committee

As per the Code of Corporate Governance, the H.R. & Remuneration Committee consists of majority of non-executive directors with the Chairman of the committee being an Independent Director. The attendance of the Committee is as follows:

Name of Member		Meetings Attended
Mr. Khizer Hayat Farooq -	Chairman	1
Mr. Zulfiqar Ali Anjum -	Member	1
Mr. Junaid Shehzad Ahmed -	Member	1

Audit Committee

The Audit committee of the board continued to perform its duties and responsibilities in an effective manner as per its terms of reference duly approved by the Board.

Pattern Of Shareholding

The detailed pattern of the shareholding and categories of shareholders of the company as at June 30, 2023, as required under the listing regulations, have been appended to this Annual Report.

Related Party Transaction

The company has presented all related party transactions before the Audit Committee and Board for their review and approval. These transactions have been approved by the Audit Committee and Board in their respective meetings. The details of all related party transactions have been annexed audited financial statements.

Future Prospects

The future prospects of your company are promising on account of the Management and Team efforts towards increasing the sales eventually resulting into the company's wider market share and better brokerage results. The PSX segment of the company is looking towards achieving better results from the retail division through digital onboarding. The company is striving to yield better volumes from its existing clientele as well as looking forward on bringing the institutional sales. The sales team is actively approaching foreign clients by growing relationship and offering company's premium suite of services.

The management also foresees increased activity on account of the commodity division while expanding the branch network.

The management is confident that the company's equity will likely demonstrate good results as the economy and the market continue to recover.

Acknowledgement

We are grateful to the company's shareholders for their continuing confidence and patronage. We record our sincere appreciation to all stakeholders, the Securities and Exchange Commission of Pakistan, the Central Depository Company, the National Clearing Company of Pakistan Limited, and the Pakistan Stock Exchange Limited for their unwavering support and guidance.

We further acknowledge and appreciate the hard work put in by the employees of the Company. We also acknowledge the valuable contribution and active role of the members of the Board in supporting and guiding the management.



Abdul Basit
Chief Executive Officer



Zenobia Wasif
Chairperson

Karachi, October 03, 2023

Credit and Management Rating

Management Rating
BMR2+
With Stable Outlook

Entity Rating
A- & A2
Long Term & Short Term

Fiduciary Rating
BFR 2
With Stable Outlook

Governance

STATEMENT OF COMPLIANCE WITH LISTED COMPANIES (CODE OF CORPORATE GOVERNANCE) REGULATIONS, 2019

M/s. Trust Securities and Brokerage Limited (TSBL) has complied with the requirements of listed Companies (Code of Corporate Governance) Regulations 2019, in the following manner:

1. The total number of directors are 7 as per the following:

- a. Male: 6 Members
- b. Female: 1 Member

2. The composition of the Board of Directors is as follows:

Category	Names
Independent Directors:	Mr. Khizer Hayat Farooq Wg. Cmdr (Retd) Talat Mehmood
Non-Executive Directors:	Mr. Junaid Shehzad Ahmed Mr. Sardar Abdul Majeed
Non-Executive Female Director:	Mrs. Zenobia Wasif
Executive Directors:	Mr. Abdul Basit Mr. Zulfiqar Ali Anjum

Fraction (0.33) related to requirement for number of independent Directors is less than 0.5 and therefore, has not been rounded up as one.

- 3. The directors have confirmed that none of them is serving as a director on more than seven listed companies including this company.
- 4. The company has prepared a code of Conduct and has ensured that appropriate steps have been taken to disseminate it throughout the company along with its supporting policies and procedures.
- 5. The board has developed a vision/mission statement, overall corporate strategy and significant policies of the company. The board has ensured that a complete record of particulars of significant policies along with the dates of approval or updating is maintained by the company.
- 6. All the powers of the board have been duly exercised and decisions on relevant matters have been taken by board/shareholders as empowered by the relevant provisions of the companies Act, 2017 and the Regulations.
- 7. The meetings of the board were presided over by the Chairperson. The board has complied with the requirements of the Act and the Regulations with respect to frequency, recording and circulating minutes of meetings of the board.
- 8. The Board have a formal policy and transparent procedure for remuneration of directors in accordance with the Act and the Regulations

9. Out of 7 directors, four (4) including a female director, have completed Director's Training Program (DTP) and one (1) director meets exemption requirement of DTP.
10. The board has approved appointment of CFO, Company Secretary and Head of Internal Audit, including their remuneration and terms and conditions of employment and complied with relevant requirements of the Regulations.
11. Chief Financial Officer and Chief Executive Officer duly endorsed the financial statements before approval of the board.
12. The board has formed committees comprising of members given below:

a). Audit Committee

Wg. Cmr (Retd) Talat Mahmood	Chairman
Mrs. Zenobia Wasif	Member
Mr. Junaid Shehzad Ahmed	Member

b). HR and Remuneration Committee

Mr. Khizer Hayat Farooq	Chairman
Mr. Junaid Shehzad Ahmed	Member
Mr. Zulfiqar Ali Anjum	Member

c). Risk Management Committee

Mr. Abdul Basit	Chairman
Mr. Imran Sheikh	Member
Mr. Muhammad Umair Ansari	Member
Mr. Muhammad Khurram Faraz	Member

13. The terms of reference of the aforesaid committees have been formed, documented and advised to the committee for compliance.
14. The frequency of meetings of the committee were as per following:
 - a). Audit Committee – Four quarterly meetings were held during the financial year ended June 30, 2023.
 - b). HR and Remuneration Committee – One meeting was held during the financial year ended June 30, 2023.

15. The board has outsourced the internal audit function who are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the company.
16. The statutory auditors of the company have confirmed that they have been given a satisfactory rating under the quality control review program of the Institute of Chartered Accountant of Pakistan (ICAP) and registered with Audit Oversight Board of Pakistan, that they and all their partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the ICAP and that they and the partners of the firm involved in the audit are not a close relative (spouse, parent, dependent and non-dependent children) of the Chief Executive Officer, Chief Financial Officer, Head of Internal Audit, Company Secretary or Director of the company.
17. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the Act, these regulations or any other regulatory requirement and the auditors have confirmed that they have observed IFAC guidelines in this regard.
18. We confirm that all requirements of the Regulations 3, 6, 7, 8, 27, 32, 33 and 36 of the Regulations have been complied with.
19. Explanation for non-compliance with requirements, other than regulations 3, 6, 7, 8, 27, 32, 33 and 36 is mentioned below:

S. No.	Non-Mandatory Requirements	Reg. No.	Explanation
1	<p>Director's Training: It is encouraged that by June 30, 2023 all the directors on their board have acquired the prescribed certification under any director training program offered by institutions, local or foreign, that meet the criteria specified by the commission and approved by it.</p>	19	Four out of seven directors are in compliance with director training program, and for the remaining directors the company has planned to arrange DTP over the next year, except for one director who meets the exemption requirement of DTP.
2	<p>Nomination Committee: The Board may constitute a separate committee designated as the nomination committee of such number and class of directors, as it may deem appropriate in its circumstances.</p>	29	The responsibilities as prescribed for the nomination committee are being taken care of at Board level on need basis so a separate committee is not considered to be necessary.



Zenobia Wasif
Chairperson

Dated: October 03, 2023

INDEPENDENT AUDITOR'S REVIEW REPORT

To the members of Trust Securities and Brokerage Limited

Review Report on the Statement of Compliance contained in listed companies (Code of Corporate Governance) Regulations, 2019

We have reviewed the enclosed Statement of Compliance with the Listed companies (Code of Corporate Governance) Regulations, 2019 (the Regulations) prepared by the Board of Directors of Trust Securities and Brokerage Limited ("the Company") for the year ended June 30, 2023 in accordance with the requirement of regulation 36 of the Regulation.

The responsibility for compliance with the Regulations is that of the Board of Directors of the Company. Our responsibility is to review whether the Statement of Compliance reflects the status of the Company's compliance with the provisions of the Regulations and report if it does not and to highlight any non-compliance with the requirements of the Regulations. A review is limited primarily to inquiries of the Company's personnel and review of various documents prepared by the Company to comply with the Regulations.

As a part of our audit of the financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board of Directors' statement on internal control covers all risks and controls or to form an opinion on the effectiveness of such internal controls, the Company's corporate governance procedures and risks.

The Regulation require the Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval its related party transactions. We are only required and have ensured compliance of this requirement to the extent of the approval of the Related party transaction by the board of directors upon recommendations of the Audit committee.

Based on our review, nothing has come to our attention which causes us to believe that the 'Statement of Compliance' does not appropriately reflect the Company's compliance, in all material respects, with the requirements contained in the Regulations as applicable to the Company for the year ended June 30, 2023.

Reanda Haroon Zakaria & Co.

Reanda Haroon Zakaria & Company
Chartered Accountants

Place: Karachi

Date: 03-Oct-23

UDIN: AR202310127vMlbpWzIG

Engagement Partner: Muhammad
Farooq

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INDEPENDENT AUDITOR'S REPORT

TO THE MEMBERS OF TRUST SECURITIES AND BROKERAGE LIMITED
REPORT ON THE AUDIT OF THE FINANCIAL STATEMENTS

Opinion

We have audited the annexed financial statements of Trust Securities and Brokerage Limited, which comprise the statement of financial position as at June 30, 2023, and the statement of profit or loss, the statement of comprehensive income, the statement of changes in equity, the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information, and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of the audit.

In our opinion and to the best of our information and according to the explanations given to us, the statement of financial position, the statement of profit or loss, the statement of comprehensive income, the statement of changes in equity and the statement of cash flows together with the notes forming part thereof conform with the accounting and reporting standards as applicable in Pakistan and give the information required by the Companies Act, 2017 (XIX of 2017), in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at June 30, 2023 and of the loss, other comprehensive loss, the changes in equity and its cash flows for the year then ended.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) as applicable in Pakistan. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' *Code of Ethics for Professional Accountants* as adopted by the Institute of Chartered Accountants of Pakistan (the Code) and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Key Audit Matter

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of financial statements for the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

S/ No.	Key Audit Matter	How the Matter was Addressed in our Audit
01.	<p>Trade Debts</p> <p>Refer note 12 of the financial statements relating to trade debts.</p> <p>During the year, a significant increase was observed in trade debts and provision for Expected Credit Loss (ECL).</p> <p>We identified recoverability of trade debts and provision for ECL as a key audit matters as it involves significant management estimates, assumptions, and judgement in determining the recoverable amount of trade debts and provision for ECL.</p>	<p>Our procedures included the following:</p> <ul style="list-style-type: none"> • Obtained an understanding of the company's processes and related internal controls to determine the recoverability of trade debts and provision requirement at the year end; • Evaluated the reasonableness of methods and assumptions used by the company for the recognition of provision for ECL including the subsequent recoveries; • Tested on a sample basis, the accuracy of the data used to calculate the provision requirements; and • Considered the adequacy of the related disclosures in accordance with the applicable financial reporting standards and the Companies Act, 2017.

Information Other than Financial Statements and Auditor's Report Thereon

Management is responsible for other information. Other information comprises the information included in the annual report for the year ended June 30, 2023, but does not include the financial statements and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of Management and Board of Directors for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the accounting and reporting standards as applicable in Pakistan and the requirements of Companies Act, 2017(XIX of 2017) and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Board of directors are responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs as applicable in Pakistan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs as applicable in Pakistan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.

- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the board of directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the board of directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the board of directors, we determine those matters that were of most significance in the audit of the financial statements of the current period and therefore the key audit matters. We describe these matters in our auditors' report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Report on Other Legal and Regulatory Requirements

Based on our audit, we further report that in our opinion:

- a) proper books of account have been kept by the Company as required by the Companies Act, 2017 (XIX of 2017);
 - b) the statement of financial position, the statement of profit or loss, the statement of comprehensive income, the statement of changes in equity and the statement of cash flows together with the notes thereon have been drawn up in conformity with the Companies Act, 2017 (XIX of 2017) and are in agreement with the books of account and returns;
 - c) investments made, expenditure incurred and guarantees extended during the year were for the purpose of the Company's business; and
 - d) no zakat is deductible at source under the Zakat and Ushr Ordinance, 1980.
- c) the Company was in compliance with the requirement of section 78 of the Securities Act, 2015, Section 62 of the Futures Market Act, 2016 and the relevant requirements of Securities Brokers (Licensing and Operations) Regulations, 2016 and Future Brokers (Licensing and Operations) Regulations, 2018 as at the date on which the statement of financial position was prepared.

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

Reanda Haroon Zakaria & Co.

Reanda Haroon Zakaria & Company
Chartered Accountants

Place: Karachi

Dated: 03-Oct-23

UDIN: AR202310127vMIbpWztG



Financials

Statement of Financial Position

AS AT JUNE 30, 2023

	Note	2023 Rupees	2022 Rupees
<u>ASSETS</u>			
Non-Current Assets			
Property and equipment	5	12,668,771	13,582,427
Right of use assets	6	16,907,400	15,424,874
Intangibles	7	5,463,434	5,738,434
Long term investments	8	-	-
Long term deposits	9	7,584,805	10,239,515
Deferred taxation	10	15,064,560	12,755,206
		<u>57,688,970</u>	<u>57,740,456</u>
Current Assets			
Short term investments	11	20,691,263	45,494,101
Trade debts	12	227,653,345	177,276,250
Receivable against margin finance	13	36,881,835	42,864,992
Advances, deposits and other receivables	14	94,731,127	127,927,316
Tax refunds due from government - net		1,746,059	-
Cash and bank balances	15	54,804,227	68,425,609
		<u>436,507,856</u>	<u>461,988,268</u>
Total Assets		<u><u>494,196,826</u></u>	<u><u>519,728,724</u></u>
<u>EQUITY AND LIABILITIES</u>			
Share Capital and Reserves			
Authorized Capital			
75,000,000 (2022 : 75,000,000) Ordinary shares Ordinary shares) of Rs. 10 each		<u>750,000,000</u>	<u>750,000,000</u>
Issued, subscribed and paid-up capital	16	<u>300,000,000</u>	<u>300,000,000</u>
Reserves			
Accumulated losses		<u>(20,821,880)</u>	<u>(10,527,892)</u>
Shareholders' Equity		<u>279,178,120</u>	<u>289,472,108</u>
Non-Current Liabilities			
Lease liabilities	17	7,241,438	8,596,852
Current Liabilities			
Trade and other payables	18	150,393,266	163,278,641
Short term borrowings	19	48,622,358	50,219,839
Current portion of lease liabilities	17	8,761,644	7,699,929
Provision for taxation - net		-	461,355
		<u>207,777,268</u>	<u>221,659,764</u>
Contingencies & commitment	20		
Total Equity and Liabilities		<u><u>494,196,826</u></u>	<u><u>519,728,724</u></u>

The annexed notes from 1 to 39 form an integral part of these financial statements.


Chief Executive Officer


Chief Financial Officer


Director

Statement of Profit or Loss

For the Year Ended June 30, 2023

	Note	2023 Rupees	2022 Rupees
Operating revenue	21	141,803,751	210,543,042
Gain / (loss) on sale of short term investments	22	26,936,758	(6,627,432)
Loss on remeasurement of investments - at FVTPL	23	(6,332,343)	(12,254,083)
Operating and administrative expenses	24	(182,003,507)	(215,223,079)
Finance cost	25	(7,200,878)	(6,087,573)
Other charges	26	(9,259,891)	(7,103,542)
Other income	27	25,992,254	22,978,629
Loss before taxation		(10,063,856)	(13,774,038)
Taxation	28	(204,813)	122,677
Loss after taxation		(10,268,669)	(13,651,361)
Loss per share - basic and diluted	29	(0.34)	(0.46)

The annexed notes from 1 to 39 form an integral part of these financial statements.



Chief Executive Officer



Chief Financial Officer



Director

Statement of Comprehensive Income

For the Year Ended June 30, 2023

	2023 Rupees	2022 Rupees
Loss for the year	(10,268,669)	(13,651,361)
Other comprehensive income		
Items that will not be reclassified to statement of profit or loss subsequently		
Loss on sale of FVOCI investment during the year	(25,319)	-
Total comprehensive loss for the year	(10,293,988)	(13,651,361)

The annexed notes from 1 to 39 form an integral part of these financial statements.



Chief Executive Officer



Chief Financial Officer



Director

Statement of Changes in Equity

For the Year Ended June 30, 2023

	Issued, subscribed and paid-up capital	Revenue reserve		Sub Total	Shareholders Equity
		Remeasurement gain of investments fair value through OCI	Accumulated Losses		
----- Rupees -----					
Balance as at June 30, 2021	300,000,000	9,964,944	(6,841,475)	3,123,469	303,123,469
Total comprehensive loss for the year					
Loss for the year	-	-	(13,651,361)	(13,651,361)	(13,651,361)
Balance as at June 30, 2022	300,000,000	9,964,944	(20,492,836)	(10,527,892)	289,472,108
Total comprehensive loss for the year					
Loss for the year	-	-	(10,268,669)	(10,268,669)	(10,268,669)
Loss on sale of FVOCI investment during the year	-	-	(25,319)	(25,319)	(25,319)
Transfer of remeasurement gain from FVOCI to unappropriated profit on disposal of investment	-	(9,964,944)	9,964,944	-	-
	-	(9,964,944)	(329,044)	(10,293,988)	(10,293,988)
Balance as at June 30, 2023	300,000,000	-	(20,821,880)	(20,821,880)	279,178,120

The annexed notes from 1 to 39 form an integral part of these financial statements.



Chief Executive Officer



Chief Financial Officer



Director

Statement of Cash Flows

For the Year Ended June 30, 2023

A. CASH FLOWS FROM OPERATING ACTIVITIES

	2023 Rupees	2022 Rupees
Loss before taxation	(10,063,856)	(13,774,038)
Adjustment for non-cash charges and other items		
Depreciation on property and equipment	1,592,500	1,702,558
Depreciation on right of use assets	10,897,960	7,916,353
Amortization	275,000	275,000
Provision for expected credit losses	9,253,891	7,103,542
Impairment loss	6,000	-
Interest income	(24,552,998)	(20,910,173)
Finance cost	4,376,670	4,159,153
Dividend income	(861,767)	(1,167,212)
Interest on lease liabilities	2,824,208	1,928,420
Reversal of provision for ECL	(607,737)	(558,503)
Gain on sale of fixed assets	-	(957,169)
Unrealised loss on remeasurement of investment	6,332,343	12,254,083
	9,536,070	11,746,052
	(527,786)	(2,027,986)
Changes in Working Capital:		
(Increase) / decrease in current assets		
Trade debts	(59,023,249)	(108,928,537)
Receivable against margin finance	5,983,157	35,226,516
Advances, deposits and other receivables	33,977,380	152,020,622
	(19,062,712)	78,318,601
(Decrease) in current liabilities		
Trade and other payables	(13,070,790)	(80,416,547)
Cash used in operations	(32,661,288)	(4,125,932)
Taxes paid	(4,721,582)	(14,173,941)
Finance cost paid	(4,191,255)	(4,821,722)
Long term deposits - net	2,654,710	(6,759,315)
Net cash used in operating activities	(38,919,415)	(29,880,910)

B. CASH FLOWS FROM INVESTING ACTIVITIES

Purchase of property and equipment	(508,844)	(2,312,843)
Addition in capital work in progress	(170,000)	(250,000)
Addition in right-of-use assets	(3,854,710)	-
Proceeds from sale of property and equipment	-	984,906
Interest income received	23,771,807	19,990,419
Dividend income received	861,767	1,167,212
Investments - net	18,439,177	(24,468,060)
Net cash generated from / (used in) investing activities	38,539,197	(4,888,366)

	<i>2023</i>	<i>2022</i>
<i>Note</i>	<i>Rupees</i>	<i>Rupees</i>
C. CASH FLOWS FROM FINANCING ACTIVITIES		
(Repayment) / Proceeds from short term borrowings	(1,597,481)	13,109,402
Repayment of liabilities against right use of asset	(11,643,683)	(9,210,842)
Net cash (used in) / generated from financing activities	(13,241,164)	3,898,560
Net decrease in cash and cash equivalents (A+B+C)	(13,621,382)	(30,870,716)
Cash and cash equivalents at beginning of year	68,425,609	99,296,325
Cash and cash equivalents at end of year	15 54,804,227	68,425,609

The annexed notes from 1 to 39 form an integral part of these financial statements.


 Chief Executive Officer


 Chief Financial Officer


 Director

Notes to the Financial Statements

For the Year Ended June 30, 2023

1 THE COMPANY AND ITS OPERATION

The Company was incorporated in Pakistan on October 19, 1993 as a Public Limited Company under the repealed Companies Ordinance, 1984 (Now Companies Act, 2017). The company is listed on Pakistan Stock Exchange Limited. The Company is the Trading Right Entitlement Certificate holder of the Pakistan Stock Exchange Limited and a member of Pakistan Mercantile Exchange Limited.

The Company is principally engaged in brokerage of shares, stocks, equity and debt securities, commodities and other financial instruments and corporate financial services.

Further the company is also engaged in trading in commodities future, equity and debt securities on its own account through ready, spot and forward counters of the stock and mercantile exchanges.

2 GEOGRAPHICAL LOCATION AND ADDRESS OF OFFICES ARE AS UNDER

- **Head Office :** Suite No. 401 & 402, 4th floor, Business and Finance Center, I.I Chundrigar Road,
- **Branch Offices :** 2nd Floor, Associated House Building Office No. 2,3 & 4, 7-Kashmir Road, Lahore.
Room No. 202 & 203, 2nd Floor, New Pakistan Stock Exchange Building, I.I Chundrigar Road, Karachi.
Room No. 725, 7th Floor Pakistan Stock Exchange Building, I.I. Chundrigar Road, Karachi.
Room No. 607, 6th Floor, LSE Plaza 19-Khayaban-e-Iqbal, Lahore.
Room No. 616, 6th Floor, LSE Plaza 19-Khayaban-e-Iqbal, Lahore.
PMEX Branch Office- DHA, Karachi Mezzanine No.2, Plot No. 55-C 11th Commercial Street, DHA, Phase-II Ext, Karachi.
Room No. 510, 5th Floor, Business and Finance Center, I.I Chundrigar Road, Karachi.

3 BASIS OF PREPARATION

3.1 Statement of Compliance

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

- International Financial reporting standards (IFRS standards) issued by International Accounting standards Board (IASB) as notified under Companies Act, 2017; and
- Provisions of and directives issued under the Companies Act, 2017.

Where provisions and directive issued under the Companies Act, 2017 differ from IFRS standards, the provisions of and directives issued under the Companies Act, 2017 have been followed.

3.2 Basis of Measurement

These Financial Statements have been prepared under the historical cost convention, except that certain investments are stated at fair value.

3.3 Functional and presentation currency

The financial statements are presented in Pak Rupees, which is also the Company's functional and presentation currency. All financial information presented in Pakistan Rupees has been rounded to the nearest rupee.

3.4 Use of estimates and judgments

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 associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are 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.

Judgments made by management in the application of approved accounting standard as, applicable in Pakistan, that have significant effect on the financial statements and estimates with a significant risk of material judgment in the next year are as follows: -

Property and equipment

The Company reviews the rate of depreciation, useful lives, residual values and value of assets for possible impairment on an annual basis. Any change in the estimates in future years might affect the carrying amounts of the respective items of property and equipment with a corresponding affect on the depreciation charge and impairment.

Intangible assets

The Company reviews the rate of amortization and value of intangible assets for possible impairment on an annual basis. Any change in the estimates in future years might affect the carrying amounts of intangible assets with a corresponding affect on the amortization charge and impairment.

Trade debts

Trade debts and other receivables are recognized initially at fair value and subsequently measured at amortized cost less loss allowance, if any. The Company measures the loss allowance for trade debts at an amount equal to lifetime expected credit losses (ECL). The expected credit losses on trade debts are estimated using a provision matrix by reference to past default experience of the debtor and an analysis of the debtor's current financial position, adjusted for factors that are specific to the debtors, general economic conditions of the industry in which the debtors operate and an assessment of both the current as well as the forecast direction of conditions at the reporting date.

Income taxes

In making the estimates for income taxes currently payable by the Company, the management looks at the current income tax laws and establishes provision where appropriate on the basis of amounts expected to be paid to the tax authorities.

3.5 Standards, interpretations and amendments to approved accounting standards

3.5.1 Amendments to published accounting and reporting standards which are effective for the year ended June 30, 2023

There were certain amendments to accounting and reporting standards which became effective for the Company for the current year. However, these are considered not to be relevant or to have any significant impact on the Company's financial reporting and, therefore, have not been disclosed in these financial statements.

3.5.2 Standards, interpretations and amendments to the existing standards that are not yet effective and have not been early adopted by the company

		<i>Effective date (annual reporting periods beginning on or after)</i>
IAS 1	Presentation of financial statements (Amendments)	January 1, 2023
IAS 8	Accounting policies, changes in accounting estimates and errors (Amendments)	January 1, 2023
IAS 12	Income Taxes (Amendments)	January 1, 2023
IAS 07	Statement of Cash Flows (Amendments)	January 1, 2023
IFRS 07	Financial Instruments (Amendments)	January 1, 2023
IFRS 16	Leases (Amendments)	January 1, 2024

4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies applied in the presentation of these financial statements are set out below. These policies have been consistently applied to all the years presented.

4.1 Property and Equipment

These are initially measured at cost. Subsequent to initial recognition these are measured at cost less accumulated depreciation and impairment loss, if any.

Depreciation is charged to statement of profit or loss using the diminishing balance method at the rates specified in the relevant note. Monthly depreciation is charged on additions during the month while no depreciation is charged on assets in the month of disposal.

Maintenance and normal repairs are charged to statement of profit or loss as and when incurred. Major renewals and improvements are capitalized.

An item of property and equipment is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of property and equipment (calculated as the difference between the net disposal proceeds and the carrying amount of an asset) is included in the statement of profit or loss in the year in which the asset is derecognized.

The Company reviews the useful lives and residual values of its assets on regular basis. Any change in the estimates in future years might affect the carrying amounts of the respective items of property and equipment with a corresponding effect on the depreciation charge.

4.2 Capital work in progress

Capital work-in-progress is stated at cost accumulated upto the reporting date less impairment if any. Transfer are made to relevant property and equipment category as and when assets are available for their intended use.

4.3 Leases

a) Right of Use Assets

The Company measures the right-of-use asset applying a cost model whereby the right-of-use asset is measured at cost less any accumulated depreciation and any accumulated impairment losses adjusted for any remeasurement of the lease liability.

The right-of-use asset is depreciated on a straight line basis from the lease commencement date to the earlier of the end of the useful life of the right-of-use asset or the end of the lease term.

b) Lease Liability

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the entity's incremental borrowing rate. The lease liability is subsequently increased by the interest cost on the lease liability and decreased by lease payments made. It is re-measured when there is a change in future lease payments arising from a change in an index or rate, a change in assessment of whether extension option is reasonably certain to be exercised or a termination option is reasonably certain not to be exercised.

The Company has elected not to recognize right-of-use assets and lease liabilities for some leases of low value assets. The lease payments associated with these leases are recognized as an expenses on a straight-line basis over the lease term. The right-of-use assets are presented in the same line items as it presents underlying assets of the same nature that it owns.

4.4 Intangible Assets

An intangible asset is recognized as an assets if it is probable that economic benefits attributable to the assets will flow to the company and cost of the assets can be measured reliably.

Intangible assets having finite useful lives are stated at cost less accumulated amortization and accumulated impairment losses, if any. Amortization is charged from the date the asset is available for use while in the case of assets disposed of, it is charged till the date of disposal. The useful lives and amortization method are reviewed and adjusted, if appropriate, at each reporting date.

Intangible assets having an indefinite useful life are stated at cost less accumulated impairment losses, if any. An intangible asset is regarded as having an indefinite useful life, when, based on an analysis of all the relevant factors, there is no foreseeable limit to the period over which asset is expected to generate net cash inflows for the Company.

An intangible asset with an indefinite useful life is not amortized. However, the carrying amount is reviewed at each reporting date or whenever there is an indication that the asset may be impaired, to assess whether it is in excess of its recoverable amount, and where the carrying value exceeds the estimated recoverable amount, it is written down to its estimated recoverable amount.

Gain or loss arising on derecognition of an intangible asset is measured as the difference between the net disposal proceed and the carrying amount of the asset and is recognized in statement of profit or loss when the asset is derecognized.

4.5 Financial instruments

4.5.1 Initial Recognition

All financial assets and liabilities are initially measured at cost which is the fair value of the consideration given or received. These are subsequently measured at fair value or at amortized cost as the case may be.

All Purchases & sales of financial assets that require delivery within the time frame established by regulations or market convention are recognized using settlement date accounting i.e. on the date on which settlement of the transaction takes place.

4.5.2 Classification of financial assets

The Company classifies its financial instruments in the following categories:

- at amortized cost.
- at fair value through other comprehensive income ("FVOCI"), or
- at fair value through profit or loss ("FVTPL"),

The Company determines the classification of financial assets at initial recognition. The classification of instruments (other than equity instruments) is driven by the Company's business model for managing the financial assets and their contractual cash flow characteristics.

Financial assets at amortized cost

Financial assets that meet the following conditions are subsequently measured at amortized cost:

- a) the financial asset is held within a business model whose objective is to hold financial assets in order to collect contractual cash flows and;
- b) the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

Financial assets at fair value through OCI

Financial assets that meet the following conditions are subsequently measured at FVOCI:

- a) the financial asset is held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets and;
- b) the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

However, Company may make an irrevocable election at initial recognition for particular investments in equity instruments that would otherwise be measured at fair value through profit or loss to present subsequent changes in fair value in other comprehensive income.

Financial assets at fair value through profit or loss

A financial asset is measured at fair value through profit or loss unless it is measured at amortized cost or at fair value through OCI.

4.5.3 Financial liabilities

The Company classifies its financial liabilities in the following categories:

- at fair value through profit or loss ("FVTPL"), or
- at amortized cost.

Financial liabilities are measured at amortized cost, unless they are required to be measured at FVTPL (such as instruments held for trading or derivatives) or the Company has opted to measure them at FVTPL.

4.5.4 Subsequent measurement

Financial assets at FVOCI

Elected investments in equity instruments at FVOCI are initially recognized at fair value plus transaction costs. Subsequently, they are measured at fair value, with gains or losses arising from changes in fair value recognized in OCI.

Investments in un-quoted equity instruments at FVOCI are initially recognized at fair value plus transaction costs. Subsequently, they are measured at fair value. However, in limited circumstances, where there is insufficient recent information is available or where there is wide range of possible fair value measurements, the cost may be an appropriate estimate of fair value.

Financial assets and liabilities at amortized cost

Financial assets and liabilities at amortized cost are initially recognized at fair value plus or minus transaction costs, and subsequently carried at amortized cost, and in the case of financial assets, less any impairment.

Financial assets and liabilities at FVTPL

Financial assets and liabilities carried at FVTPL are initially recorded at fair value and transaction costs are expensed in the statement of profit or loss and other comprehensive income. Realized and unrealized gains and losses arising from changes in the fair value of the financial assets and liabilities held at FVTPL are included in the statement of profit or loss and other comprehensive income in the period in which they arise. Where management has opted to recognize a financial liability at FVTPL, any changes associated with the Company's own credit risk will be recognized in other comprehensive income/(loss). Currently, there are no financial liabilities designated at FVTPL.

4.5.5 Impairment of financial assets at amortized cost

The Company recognizes a loss allowance for expected credit losses (ECLs) on financial assets that are measured at amortized cost. Loss allowances are measured on the basis of life time (ECLs) that result from all possible default events over the expected life of a financial instrument.

Lifetime ECL is only recognized if the credit risk at the reporting date has increased significantly relative to the credit risk at initial recognition. Further, the Company considers the impact of forward looking information (such Company's internal factors and economic environment of the country of customers) on ECLs. Credit losses are measured as the present value of all cash shortfalls (i.e. the difference between the cash flows due to the entity and the cash flows that the Company expects to receive).

Provision against financial assets measured at amortized cost are deducted from the gross carrying amount of the assets.

4.5.6 Derecognition

Financial assets

The Company derecognizes financial assets only when the contractual rights to cash flows from the financial assets expire or when it transfers the financial assets and substantially all the associated risks and rewards of ownership to another entity.

On derecognition of a financial asset measured at amortized cost, the difference between the asset's carrying value and the sum of the consideration received and receivable is recognized in statement of profit or loss.

In addition, on derecognition of an investment in a debt instrument classified as at FVOCI, the cumulative gain or loss previously accumulated in the investments revaluation reserve is reclassified to statement of profit or loss.

In contrast, on derecognition of an investment in equity instrument which the Company has elected on initial recognition to measure at FVOCI, the cumulative gain or loss previously accumulated in the investments revaluation reserve is not reclassified to statement of profit or loss, but is transferred to revenue reserve.

Financial liabilities

The Company derecognizes financial liabilities only when its obligations under the financial liabilities are discharged, cancelled or expired. The difference between the carrying amount of the financial liability derecognized and the consideration paid and payable, including any non-cash assets transferred or liabilities assumed, is recognized in the statement of profit or loss and other comprehensive income.

4.5.7 Offsetting of financial assets and financial liabilities

Financial assets and financial liabilities are offset and the net amount is reported in the financial statements only when there is a legally enforceable right to set off the recognized amount and the Company intends either to settle on a net basis or to realize the assets and to settle the liabilities

4.6 Trade debts

These are classified at amortized cost and are initially recognised when they are originated and measured at fair value of consideration receivable. These assets are written off when there is no reasonable expectation of recovery. Actual credit loss experience over past years is used to base the calculation of expected credit loss (ECL).

Trade receivables in respect of securities sold on behalf of client are recorded at settlement date of transaction.

4.7 Advances, deposits and other receivables

These are recognized at cost, which is the fair value of the consideration given. However, an assessment is made at each reporting date to determine whether there is an indication that assets may be impaired. If such indication exists, the estimated recoverable amount of that asset is determined and any impairment loss is recognized for the difference between the recoverable amount.

Other receivables are recognized and carried at cost which is the fair value of the consideration to be received in the future for goods and services

4.8 Cash and cash equivalents

Cash and cash equivalent are carried in the statement of financial position at amortized cost.

4.9 Trade and other payables

Trade and other payables are carried at cost which is the fair value of the consideration to be paid in the future for goods and services received up to the year end, whether or not billed to the Company. The company follows settlement date accounting.

4.10 Taxation

Current

Provision for current taxation is based on taxable income at the current rates for taxation after taking into account tax credit and rebates available, if any, in accordance with the provision of Income Ordinance, 2001. The charge for the current tax also includes adjustments where necessary, relating to prior years which arise from assessments framed/ finalized during the year.

Deferred

Deferred tax is accounted for using the balance sheet liability method in respect of all temporary differences at the reporting date between the tax base and carrying amount of assets and liabilities for financial reporting purposes.

Deferred tax liabilities are generally recognised for all taxable temporary differences and deferred tax assets are recognised for all deductible temporary differences and carried forward unused tax losses, to the extent that it is probable that future taxable profit will be available against which the deductible temporary differences and carried forward unused tax losses can be utilized. Carrying amount of all deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is realized or the liability is settled, based on the tax rates that have been enacted or substantially enacted by the reporting date.

Deferred tax is charged or credited in the statement of profit or loss account, except in the case of items credited or charged to comprehensive income or equity, in which case it is included in comprehensive income or equity.

4.11 Provisions

A provision is recognized if, as a result of a past event, the Company has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation.

However, provisions are reviewed at each reporting date and adjusted to reflect the current best estimate.

4.12 Contingencies

A contingent liability is disclosed when the Company has a possible obligation as a result of past events, existence of which will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Company; or the Company has a present legal or constructive obligation that arises from past events, but it is not probable that an outflow of resources embodying economic benefits will be required to settle the obligation, or the amount of the obligation cannot be measured with sufficient reliability.

4.13 Revenue

Brokerage commission, consultancy and other income are recognised as and when such services are provided and performance obligation is satisfied.

Interest income is recognized on a time proportion basis using the effective interest rate of return.

Dividend income is recorded when the right to receive the dividend is established.

Capital gain / (loss) on sale of securities are included in statement of profit or loss account on the settlement date basis.

Gains / losses arising on settlement of commodities-future and/or its revaluation to fair value are taken to statement of profit or loss in the period in which they arise.

4.14 Expenses

All expenses are recognized in the statement of profit or loss account on accrual basis.

4.15 Impairment

Non-Financial assets

The carrying amounts of non-financial assets are assessed at each reporting date to ascertain whether there is any indication of impairment. If any such indication exists then the asset's recoverable amount is estimated. An impairment loss is recognized, as an expense in the statement of profit or loss account, for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less cost to sale and value in use. Value in use is ascertained through discounting of the estimated future cash flows using a discount rate that reflects current market assessments of the time value of money and the risk specific to the assets. For the purpose of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units).

An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization if no impairment loss had been recognized.

4.16 Earnings per share

The Company presents basic and diluted earnings per share (EPS) data for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding during the year. Diluted EPS is determined by adjusting the profit or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding for the effects of all dilutive potential ordinary shares, if any

4.17 Dividend and revenue reserves appropriation

Dividend and movement in revenue reserves are recognised in the financial statements in the period in which these are approved.

4.18 Related party transactions

All transactions with related parties are carried out by the Company at arms' length price using the admissible pricing method.

Note **2023** **2022**
Rupees **Rupees**

5 PROPERTY AND EQUIPMENT

Operating fixed assets	5.1	12,498,771	13,332,427
Capital work in progress	5.2	170,000	250,000
		<u>12,668,771</u>	<u>13,582,427</u>

5.1 Operating fixed assets

<i>Particular</i>	<i>Computers</i>	<i>Furniture and fittings</i>	<i>Vehicles</i>	<i>Office equipment</i>	<i>Total</i>
	----- Rupees -----				
Net book value as at June 30, 2021	1,072,785	7,787,115	261,209	3,628,770	12,749,879
Additions	59,700	1,780,900	206,500	265,743	2,312,843
Disposal					
Cost	-	-	(1,182,500)	-	(1,182,500)
Accumulated Depreciation	-	-	1,154,763	-	1,154,763
	-	-	(27,737)	-	(27,737)
Depreciation charged	(333,011)	(902,121)	(78,609)	(388,817)	(1,702,558)
Net book value as at June 30, 2022	799,474	8,665,894	361,363	3,505,696	13,332,427
Additions	156,622	-	-	352,222	508,844
Transferred from capital work in progress	-	250,000	-	-	250,000
Depreciation charged	(264,792)	(891,589)	(72,272)	(363,847)	(1,592,500)
Net book value as at June 30, 2023	691,304	8,024,305	289,091	3,494,071	12,498,771
<i>At June 30, 2022</i>					
Cost	4,293,734	13,382,681	497,710	5,920,532	24,094,657
Accumulated depreciation	3,494,260	4,716,787	136,347	2,414,836	10,762,230
Net book value	799,474	8,665,894	361,363	3,505,696	13,332,427
<i>At June 30, 2023</i>					
Cost	4,450,356	13,632,681	497,710	6,272,754	24,853,501
Accumulated depreciation	3,759,052	5,608,376	208,619	2,778,683	12,354,730
Net book value	691,304	8,024,305	289,091	3,494,071	12,498,771
Rate of depreciation %	30%	10%	20%	10%	

2023 **2022**
Rupees **Rupees**

5.2 Capital work in progress

Opening balance	250,000	-
Addition during the year	170,000	1,350,065
Transferred to fixed assets	(250,000)	(1,100,065)
Closing balance	<u>170,000</u>	<u>250,000</u>

	<i>Note</i>	<i>2023</i> <i>Rupees</i>	<i>2022</i> <i>Rupees</i>
6 RIGHT OF USE ASSETS			
Opening net book value		15,424,874	17,121,108
Additions		12,380,486	6,220,120
Depreciation expense		(10,897,960)	(7,916,354)
		<u>1,482,526</u>	<u>(1,696,234)</u>
Closing net book value		<u>16,907,400</u>	<u>15,424,874</u>

7 INTANGIBLES

Trading Rights Entitlement Certificate (TREC)			
Pakistan Stock Exchange Limited (PSX)	7.1&7.2	1,280,000	1,280,000
Offices			
LSE Financial Services Limited (LFSL)	7.3	262,600	262,600
Pakistan Mercantile Exchange Limited (PMEX) membership			
Pakistan Mercantile Exchange Limited		2,500,000	2,500,000
Software	7.4	1,420,834	1,695,834
		<u>5,463,434</u>	<u>5,738,434</u>

7.1 Pursuant to the promulgation of the Stock Exchanges (Corporatisation, Demutualization and Integrations) Act, 2012 (The Act), the ownership in a stock exchange has been segregated from the right to trade on the exchange. Accordingly, the company has received the equity shares of LSE Financial Services Limited (LFSL) and a Trading Right Entitlement Certificate (TREC) in lieu of its membership card of Lahore Stock Exchange (Guarantee) Limited.

7.2 This certificate is subject to Hypothecation charge in favor of Pakistan Stock Exchange Limited.

7.3 This represent cost of offices given by LSE Financial Services Limited with indefinite useful life. These are considered to be indefinite as there is no foreseeable limit on the period during which an entity expects to consume the future economic benefits.

	<i>2023</i> <i>Rupees</i>	<i>2022</i> <i>Rupees</i>
7.4 Software		
Opening net book value	1,695,834	1,970,834
Amortization charge	(275,000)	(275,000)
Closing net book value	<u>1,420,834</u>	<u>1,695,834</u>
Cost	2,750,000	2,750,000
Accumulated amortization	(1,329,166)	(1,054,166)
Net book value	<u>1,420,834</u>	<u>1,695,834</u>
Amortization rate	<u>10%</u>	<u>10%</u>

8 LONG TERM INVESTMENTS

Fair Value thorough - OCI In shares of quoted companies

2023	2022	Name of securities	Note	Carrying Value	
				2023 Rupees	2022 Rupees
-	5,000	Sunshine Cotton Mills Limited Provision for impairment	8.1	-	1,650
				-	(1,650)
				-	-

8.1 Sunshine Cotton Mills Limited has been liquidated / wound up under a court order due to various violations of PSX Regulations. Due to liquidation / wound up, management has decided to write off the investment.

9 LONG TERM DEPOSITS

- Unsecured - Considered good

	2023 Rupees	2022 Rupees
National Clearing Company of Pakistan Limited (NCCPL)	1,500,000	1,400,000
Central Depository Company of Pakistan Limited (CDC)	100,000	100,000
Pakistan Mercantile Exchange Limited (PMEX)	500,000	500,000
Base Minimum Capital	4,969,305	4,969,305
Rentals deposits	515,500	565,500
Lease deposits	-	2,704,710
	7,584,805	10,239,515

10 DEFERRED TAXATION

Deferred tax asset is net off of (taxable) / deductible temporary differences in respect of the followings:-

	2023 Rupees	2022 Rupees
Taxable temporary differences		
Accelerated tax depreciation	(5,942,651)	(5,410,355)
Deductible temporary differences		
Provision for expected credit losses (ECL)	7,050,177	4,542,792
Assessed tax losses	5,679,205	-
Lease liability	4,640,894	4,726,066
Minimum tax	1,872,194	1,721,043
Alternative Corporate Tax	4,641,752	4,641,752
Unabsorbed depreciation	571,438	-
Capital gain tax	2,230,756	2,533,908
	26,686,416	18,165,561
Unrecognized deferred tax	(5,679,205)	-
	15,064,560	12,755,206

	<i>Note</i>	<i>2023 Rupees</i>	<i>2022 Rupees</i>
11 SHORT TERM INVESTMENTS			
<i>At fair value through profit or loss</i>			
In shares of quoted company	11.1	20,667,263	32,779,157
In shares of unquoted company	11.2 & 11.3	24,000	12,714,944
		<u>20,691,263</u>	<u>45,494,101</u>

11.1 Fair value of securities, pledged with Pakistan Stock Exchange limited against Base Minimum Capital (BMC), is Rs. 8.88 millions.

	<i>2023 Rupees</i>	<i>2022 Rupees</i>
11.2 Unquoted company		
Carrying amount	60,000	60,000
Accumulated impairment	(36,000)	(30,000)
	<u>24,000</u>	<u>30,000</u>

11.3 This represents investment in fully paid ordinary shares of Takaful Pakistan Limited. The break-up value is Rs.5.33 per share based on un audited financial statements for the period ended March 31, 2023.

	<i>Note</i>	<i>2023 Rupees</i>	<i>2022 Rupees</i>
12 TRADE DEBTS			
Considered good		227,653,345	177,276,250
Considered doubtful		24,310,955	15,664,801
	12.1 & 12.2	251,964,300	192,941,051
Provision for expected credit losses	12.3.1	(24,310,955)	(15,664,801)
		<u>227,653,345</u>	<u>177,276,250</u>

12.1 The company holds capital securities having fair value of **Rs. 594.301 million** (2022 : Rs. 822.352 million) owned by its clients, as collaterals against trade debts.

12.2 This includes **Rs. 17.703 million** (2022 : Rs. 41.105 million) due from related parties and the maximum aggregate amount outstanding during the year **Rs. 116.101 million** (2022 : Rs. 184.890 million).

	<i>Note</i>	<i>2023 Rupees</i>	<i>2022 Rupees</i>
12.3 Aging analysis			
The aging analysis of trade debts is as follows:			
Upto fourteen days		178,630,211	145,835,616
More than fourteen days	12.3.1	73,334,268	47,105,435
		<u>251,964,479</u>	<u>192,941,051</u>

12.3.1 Adequate provision of Rs. 24.311 million (2022 : Rs. 15.665 million) has been provided in respect of amount due from customers.

		2023	2022
	<i>Note</i>	<i>Rupees</i>	<i>Rupees</i>
Balance as on July 01		15,664,801	9,119,762
Provision made during the year	26	9,253,891	7,103,542
		<u>24,918,692</u>	<u>16,223,304</u>
Reversal of excess provision against trade debt	27	(607,737)	(558,503)
		<u>24,310,955</u>	<u>15,664,801</u>

13. RECEIVABLE AGAINST MARGIN FINANCE

This amount is given as a Margin Financing (MF) to our clients through National Clearing Company of Pakistan Limited. This amount is secured against securities of clients held in MF Blocked CDS A/C of the company. The company is financing on agreed Financing Participation Ratio (FPR) and charging markup upto the rate of 1 month KIBOR (prevailing at the close of immediately preceding working day) + 8%.

		2023	2022
	<i>Note</i>	<i>Rupees</i>	<i>Rupees</i>

14. ADVANCES, DEPOSITS, AND OTHER RECEIVABLES

- Considered good

Advances

Advance to staff		5,008,781	4,542,073
Advance for office maintenance		-	1,909,140
		<u>5,008,781</u>	<u>6,451,213</u>

Deposits

Deposit against exposure margin	14.1	39,057,565	49,206,529
Deposits against margin trading system	14.2	16,839,008	34,699,872
Deposit against PMEX margin	14.3	23,711,613	29,148,533
		<u>79,608,186</u>	<u>113,054,934</u>

Other receivables

Other receivables		543,901	820,881
PMEX clearing house		2,841,172	2,714,377
Markup receivable against leverage products		4,310,743	3,561,800
Markup receivable against saving accounts		527,451	495,203
Retained profit future contract from NCCPL		1,890,893	828,908
		<u>10,114,160</u>	<u>8,421,169</u>
		<u>94,731,127</u>	<u>127,927,316</u>

14.1 This represents deposits with National Clearing Company of Pakistan Limited against exposure margin in respect of future and ready counter.

14.2 This represents deposits with National Clearing Company of Pakistan Limited against the exposure margin against trade and sustained losses to date on Margin Trading Services.

14.3 This represents deposits with Pakistan Mercantile Exchange Limited against the exposure margin against commodities future.

	<i>Note</i>	2023 Rupees	2022 Rupees
15. CASH AND BANK BALANCES			
Cash in hand		1,873,019	668,764
Cash at banks			
In current accounts		1,441,381	1,486,785
In saving accounts	15.1	51,489,827	66,270,060
	15.2	52,931,208	67,756,845
		54,804,227	68,425,609

15.1 Saving accounts carries markup which ranges from 10 % to 19.51% (2022 : 6.5% to 10.75%) per annum.

	<i>Note</i>	2023 Rupees	2022 Rupees
15.2 Balance pertaining to :			
Clients		51,286,720	65,917,676
Brokerage house		1,644,488	1,839,169
		52,931,208	67,756,845

16 ISSUED, SUBSCRIBED AND PAID-UP CAPITAL

	2023 Number of Shares	2022 Number of Shares		<i>Note</i>	2023 Rupees	2022 Rupees
30,000,000	30,000,000	Ordinary shares of Rs.10 each fully paid in cash	16.1		300,000,000	300,000,000

16.1 Pattern of shareholding

<i>Serial number</i>	<i>Name of shareholders</i>	2023		2022	
		<i>Number of shares held</i>	<i>% of shares</i>	<i>Number of shares held</i>	<i>% of shares</i>
1	Muhammad Khurram Faraz	4,891,000	16.30%	4,891,000	16.30%
2	Junaid Shehzad Ahmed	8,080,000	26.93%	8,080,000	26.93%
3	Muhammad Shayam Ghayas	1,761,500	5.87%	-	0.00%
4	Paramount Commodities (Private) Limited	2,623,645	8.75%	1,080,145	3.60%
5	Mg Media (Pvt.) Limited	-	0.00%	2,606,500	8.69%
6	Foresight Investment (Pakistan) (Pvt.) Limited	2,765,000	9.22%	2,765,000	9.22%
7	Other institution not more than 5% holding	1,201,101	4.00%	552,101	1.84%
8	Other individuals not more than 5% holding	8,677,754	28.93%	10,025,254	33.42%
		30,000,000	100%	30,000,000	100%

17 LEASE LIABILITIES

Rental contracts are made for a fixed period subject to renewal upon mutual consent of Company and lessor. Wherever practicable the Company seeks to include extension option to provide operational flexibility. Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions. Management exercises significant judgement in determining whether these extension and termination options are reasonably certain to be exercised. The future lease payments have been discounted using incremental borrowing cost on properties lease from 17.82%-24.67% and vehicles leases borrowings cost is 25.91%.

Set out below the carrying amount of lease liabilities and the movements during the year:

	2023 Rupees	2022 Rupees
Opening balances	16,296,781	17,359,085
Addition during the year	8,525,776	6,220,120
Interest charged during the year	2,824,208	1,928,418
Paid during the year	(11,643,683)	(9,210,842)
	(293,699)	(1,062,304)
Closing balances	16,003,082	16,296,781
Current	8,761,644	7,699,929
Non - current	7,241,438	8,596,852
	16,003,082	16,296,781

17.1 Lease liabilities are payable as follows:

Minimum lease payments

Upto one year	11,615,898	9,535,197
More than one year but less than five years	9,503,563	9,788,723
	21,119,461	19,323,920

Financial charges

Upto one year	2,854,254	1,814,232
More than one year but less than five years	2,262,125	1,191,871
	5,116,379	3,006,103

Present value of minimum lease payments

Upto one year	8,761,644	7,699,929
More than one year but less than five years	7,241,438	8,596,852
	16,003,082	16,296,781
Current maturity shown under current liabilities	(8,761,644)	(7,699,929)
	7,241,438	8,596,852

18 TRADE AND OTHER PAYABLES

Trade creditors	54,806,620	72,428,448
Accrued liabilities	13,320,936	14,009,170
Accrued markup	1,296,575	1,111,160
Withholding tax payable	10,300,094	4,267,591
Sindh sales tax payables	2,097,048	2,813,567
Employees compensated absences	-	651,567
Retain future profit of clients	3,621,630	1,657,815
DFC withheld exposure demand from clients	15,205,170	10,714,052
Withheld Regular & MTS exposure and margin	43,749,950	47,273,923
Other liabilities	5,995,244	8,351,348
	150,393,267	163,278,641

2023
Rupees

2022
Rupees

19 SHORT TERM BORROWINGS

Secured - interest bearing - from banking companies

Running finance 48,622,358 50,219,839

19.1 The company has obtained a running finance facility of Rs. 200 million from a banking company to finance daily clearing obligation of Pakistan Stock Exchange and settlement of client trade. The facility carries markup of 3 month kibar + 2.5% per annum to be paid on quarterly basis. The facility is secured against pledge of shares as per approved lists and margins charge over shares duly registered with SECP. Lien over account in name of the Company, Director and Sponsors of company or 3rd party (excluding settlement accounts of customer) @ 10% maintained.

19.2 Fair value of pledged securities with financial institutions indicating separately securities belonging to customers is as under:

	June 30, 2023		June 30, 2022	
	Number of Securities	Amount	Number of Securities	Amount
Client	2,090,215	32,647,523	1,549,855	53,340,117
House	640,600	7,888,850	335,600	7,197,176
Total	<u>2,730,815</u>	<u>40,536,373</u>	<u>1,885,455</u>	<u>60,537,293</u>

19.3 Credit facilities available and unavailed as at June 30, 2023 are as follows: -

Nature of facility	Sanctioned limit		Unavailed facility	
	2023	2022	2023	2022
----- Rupees -----				
Running finance	200,000,000	240,000,000	151,377,642	149,780,161

20 CONTINGENCIES & COMMITMENT

20.1 Contingency

The Company has obtained a stay order regarding an appeal filed with the Commissioner (Appeals-1) Inland Revenue, Lahore, in response to an order issued by the Deputy Commissioner of Inland Revenue Unit-IV, AEOI Zone, LTO Lahore, under Section 182 of the Income Tax Ordinance, 2001. This order pertains to the alleged failure to submit the Common Reporting Standard Report as required by Rule 78L of the Income Tax Rules for the reporting period ending on December 31, 2020. In this context, management is of the view that a favorable judgment will be reached, and no provisions have been made in our financials for the penalty of Rs. 710,000 demanded through the Notice of Demand under Section 137(2) of the Income Tax Ordinance, 2001.

2023
Rupees

2022
Rupees

20.2 Commitment

For purchase of shares 642,546,326 133,753,324

For sale of shares 634,605,698 139,061,397

	<i>Note</i>	<i>2023</i> <i>Rupees</i>	<i>2022</i> <i>Rupees</i>
21 OPERATING REVENUE			
Brokerage income from Pakistan Stock Exchange		101,081,640	172,249,289
Brokerage income from Pakistan Mercantile Exchange Limited		30,306,303	21,611,041
Dividend income		861,767	1,167,212
Transaction charges from clients		9,554,041	15,515,500
		<u>141,803,751</u>	<u>210,543,042</u>
22 GAIN / (LOSS) ON SALE OF SHORT TERM INVESTMENTS			
Capital gain / (loss) on sale of securities - PSX		144,681	(16,725,753)
Gain on investment of commodities futures - PMEX		26,792,077	10,098,321
		<u>26,936,758</u>	<u>(6,627,432)</u>
23 LOSS ON REMEASUREMENT OF INVESTMENTS - AT FVTPL			
Loss on remeasurement of investments - at FVTPL - PSX		<u>(6,332,343)</u>	<u>(12,254,083)</u>
24 OPERATING AND ADMINISTRATIVE EXPENSES			
Salaries, benefits and allowances		68,079,102	65,805,445
Directors' remuneration		3,515,080	3,543,440
Commission to employees		58,539,123	99,041,674
Clearing house expenses		7,578,431	11,016,925
Communication expenses		2,059,966	1,926,569
Printing and stationary		1,140,629	1,541,516
Entertainment expenses		3,538,532	2,875,604
Travelling and lodging expenses		3,495,635	1,588,483
Repairs and maintenance		2,860,776	3,257,043
Advertisement and publicity		1,902,346	52,710
Electricity and utilities		3,186,738	2,674,675
Insurance expenses		435,662	342,387
Depreciation on property and equipment	5	1,592,500	1,702,558
Depreciation on right of use assets	6	10,897,960	7,916,353
Amortization	7	275,000	275,000
Internet and software maintenance charges		5,491,192	3,568,803
Charity and donation		170,000	159,500
Legal and professional charges		37,500	107,000
Fees and subscription		3,722,740	4,046,882
Rent, rates and taxes		689,653	624,361
Auditors' remuneration	24.1	1,038,100	975,000
Miscellaneous expenses		1,756,842	2,181,151
		<u>182,003,507</u>	<u>215,223,079</u>

	<i>Note</i>	<i>2023</i> <i>Rupees</i>	<i>2022</i> <i>Rupees</i>
24.1 Auditors' remuneration			
Statutory audit fee		480,000	480,000
Interim review fee		240,000	240,000
Other certification charges		287,500	222,500
Out of pocket expenses		30,600	32,500
		<u>1,038,100</u>	<u>975,000</u>
25 FINANCE COST			
Mark up on overdraft		4,284,708	4,068,778
Interest expense on lease liability		2,824,208	1,928,420
Bank charges		91,962	90,375
		<u>7,200,878</u>	<u>6,087,573</u>
26 OTHER CHARGES			
Impairment loss	11.2	6,000	-
Provision for ECL	12.4	9,253,891	7,103,542
		<u>9,259,891</u>	<u>7,103,542</u>
27 OTHER INCOME			
Income from financial assets			
Interest on saving account		5,423,293	2,593,659
Interest on BMC deposit		781,169	374,131
Interest income on exposure deposited		9,856,098	8,933,473
Interest income on margin financing		8,492,438	9,008,910
Reversal of provision for ECL	12.4	607,737	558,503
		<u>25,160,735</u>	<u>21,468,676</u>
Income from other than financial assets			
Gain on sale of fixed assets		-	957,169
Transaction charges from clients		831,519	552,784
		<u>25,992,254</u>	<u>22,978,629</u>
28 TAXATION			
Current		2,514,167	3,097,966
Deferred taxation		(2,309,354)	(3,220,643)
		<u>204,813</u>	<u>(122,677)</u>

28.1 Income tax assessments of the Company are deemed to be finalized as per tax returns file up to tax year 2022. Tax returns are subject to further assessment under provisions of the Income Tax Ordinance, 2001 ("the Ordinance") unless selected for an audit by the taxation authorities. The Commissioner of Income Tax may, at any time during a period of five years from date of filing of return, select a deemed assessment order for audit.

28.2 Due to tax losses arises in current year , provision for current income tax is based on section 113 of the Income Tax Ordinance, 2001. Accordingly tax expense reconciliation with the accounting profit is not reported.

	2023	2022
29 LOSS PER SHARE		
<i>- Basic and Diluted</i>		
Loss for the year	Rs. (10,268,669)	(13,651,361)
Weighted average number of ordinary shares	30,000,000	30,000,000
Loss per share - basic and diluted	Rs. (0.34)	(0.46)

	<i>Note</i>	2023 <i>Rupees</i>	2022 <i>Rupees</i>
30 FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES			

Financial Assets and Liabilities

Financial assets

Long term deposits	9	7,584,805	10,239,515
Investments	11	20,691,263	45,494,101
Trade debts	12	227,653,345	177,276,250
Receivable against margin finance	13	36,881,835	42,864,992
Deposits and other receivables	14	89,722,346	121,476,103
Cash and bank balances	15	54,804,227	68,425,609
		437,337,821	465,776,570

Financial Liabilities

Lease liabilities	17	16,003,082	16,296,781
Trade and other payables	18	134,975,283	145,804,337
Short term borrowings	19	48,622,358	50,219,839
		199,600,723	212,320,957

The Company's activities expose it to a variety of financial risks: capital risk, credit risk, liquidity risk and market risk (interest / mark-up rate risk and price risk). The Company's overall risk management programme focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the financial performance. Overall, risks arising from the Company's financial assets and liabilities are limited. The Company consistently manages its exposure to financial risk without any material change from previous period in the manner described in notes below.

Risk managed and measured by the Company are explained below: -

- a) Credit risk
- b) Liquidity risk
- c) Market risk

The Board of Directors has overall responsibility for the establishment and oversight of Company's risk management framework. All treasury related transactions are carried out within the parameters of these policies.

30.1 Credit risk

Credit risk is the risk of financial loss to the Company if a counterparty to a financial instrument fails to meet its contractual obligations. Company believes that it is not exposed to major concentration of credit risk. To manage exposure to credit risk, Company applies credit limits and deal with credit worthy parties. It makes full provision against those balances considered doubtful and by dealing with variety of major banks and financial institutions.

Exposure to credit risk

Credit risk of the Company arises principally from long term and short term investments, trade debts, loan and advances, accrued income, deposits, other receivables and bank balances. The carrying amount of financial assets represents the maximum credit exposure. To reduce the exposure to credit risk, the Company has developed its own risk management policies and guidelines whereby clients are provided trading limits according to their worth and proper margins are collected and maintained from the clients. The management continuously monitors the credit exposure towards the clients and makes provision against those balances considered doubtful of recovery.

The carrying amounts of financial assets represent the maximum credit exposure, as specified below:-

	Note	2023 Rupees	2022 Rupees
Long term deposits	9	7,584,805	10,239,515
Short term investments	11	20,691,263	45,494,101
Trade debts	12	227,653,345	177,276,250
Receivable against margin finance	13	36,881,835	42,864,992
Deposits and other receivables	14	89,722,346	121,476,103
Cash at banks	15	52,931,208	67,756,845
		<u>435,464,802</u>	<u>465,107,806</u>

Trade debts

To manage exposure to credit risk in respect of trade debts, management performs credit reviews taking into account the customer's financial position, past experience and other factors.

All the trade debtors at the reporting date represent domestic and international parties.

Concentration of credit risk

Concentration of credit risk exists when changes in economic or industry factors similarly affect groups of counterparties whose aggregate credit exposure is significant in relation to the Company's total credit exposure. The Company's portfolio of financial instruments is broadly diversified and transactions are entered into with diverse credit-worthy counterparties thereby mitigating any significant concentrations of credit risk.

Bank	Rating agency	2023 Ratings		2022 Ratings	
		Short term	Long term	Short term	Long term
Private Sector Commercial Banks					
Meezan Bank Limited	JCRVIS	A1+	AAA	A1+	AAA
MCB Bank Limited	PACRA	A1+	AAA	A1+	AAA
JS Bank Limited	PACRA	A1+	AA-	A1+	AA-
Habib Bank Limited	JCRVIS	A1+	AAA	A1+	AAA

<i>Bank</i>	<i>Rating agency</i>	<i>2023</i>		<i>2022</i>	
		<i>Ratings</i>		<i>Ratings</i>	
		<i>Short term</i>	<i>Long term</i>	<i>Short term</i>	<i>Long term</i>
Habib Metropolitan Bank Limited	PACRA	A1+	AA+	A1+	AA+
BankIslami Pakistan Limited	PACRA	A1	AA-	A1	A+
Bank Al-Habib Limited	PACRA	A1+	AAA	A1+	AAA
<i>Islamic Bank</i>					
AL Baraka Bank (Pakistan) Limited	JCRVIS	A1	A+	A1	A+

30.2 Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. Prudent liquidity risk management implies maintaining sufficient cash and marketable securities, the availability of adequate funds through committed credit facilities and the ability to close out market positions due to dynamic nature of the business. Company finances its operations through equity, borrowings and working capital with a view to maintaining an appropriate mix between various sources of finance to minimize risk. The management aims to maintain flexibility in funding by keeping regular committed credit lines.

The following are contractual maturities of financial liabilities, including estimated interest payments:-

	<i>2023</i>			
	<i>Carrying Amount</i>	<i>Contractual cash flows</i>	<i>Upto one year</i>	<i>More than one year</i>
	<i>----- Rupees -----</i>			
<i>Financial liabilities</i>				
Lease liabilities	16,003,082	16,003,082	8,761,644	7,241,438
Trade and other payables	134,975,283	148,296,219	148,296,219	-
Short term borrowing	48,622,358	134,975,283	134,975,283	-
	199,600,723	199,600,723	205,680,221	7,241,438
	<i>2022</i>			
	<i>Carrying Amount</i>	<i>Contractual cash flows</i>	<i>Upto one year</i>	<i>More than one year</i>
	<i>----- Rupees -----</i>			
<i>Financial liabilities</i>				
Lease liabilities	16,296,781	16,296,781	7,699,929	8,596,852
Trade and other payables	145,804,337	145,804,337	145,804,337	-
Short term borrowing	50,219,839	50,219,839	50,219,839	-
	212,320,957	212,320,957	203,724,105	8,596,852

30.3 Market risk

Market risk means that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices such as foreign exchange rates, interest rates and equity prices. The objective is to manage and control market risk exposures within acceptable parameters, while optimizing the return. Market risk comprises of three types of risk: foreign exchange or currency risk, interest / mark up rate risk and price risk. The market risks associated with the Company's business activities are discussed as under:-

30.3.1 Currency Risk

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. Foreign Currency risk arises mainly where receivables and payables exist due to transactions entered into foreign currencies.

Currently the Company is not exposed to any currency risk because the company is not dealing in any foreign currency transactions.

30.3.2 Interest / mark up rate risk

Financial assets **Rs. 95.517 million** (2022: Rs. 120.445 million) and liabilities **Rs. 58.294 million** (2022 : Rs. 58.113 million) which are subject to interest rate risk. Applicable interest/mark-up rates for financial assets and liabilities have been indicated in respective notes.

Interest / mark-up rate risk is the risk that value of a financial instrument or future cash flows of a financial instrument will fluctuate due to changes in the market interest / mark-up rates. Sensitivity to interest / mark up rate risk arises from mismatches of financial assets and liabilities that mature or re-price in a given period. The Company manages these mismatches through risk management strategies where significant changes in gap position can be adjusted. The Company is not exposed to any short term borrowing arrangements having variable rate pricing.

At the reporting date, the interest rate profile of the Company's significant interest bearing financial instruments was as follows: -

	<i>Carrying amount</i>	
	<i>2023</i>	<i>2022</i>
	<i>Rupees</i>	<i>Rupees</i>
<i>Financial assets</i>		
Exposure deposits	39,057,565	49,206,529
BMC deposit	4,969,305	4,969,305
Bank balances	51,489,827	66,270,060
	95,516,697	120,445,894
<i>Financial liabilities</i>		
Lease liabilities	9,671,645	7,893,362
Short term borrowings	48,622,358	50,219,839
	58,294,003	58,113,201

Sensitivity analysis

The Company does not account for any fixed rate financial asset and liabilities at fair value through profit or loss. Therefore, a change in interest rate will not effect fair value of any financial instrument and company does not have any variable rate instrument which effect statement of profit or loss and statement of changes in equity.

The following information summarizes the estimated effects of hypothetical increases and decreases in interest rates on cash flows from financial assets and liabilities that are subject to interest rate risk. It is assumed that the changes occur immediately and uniformly to each category of instrument containing interest rate risk. The hypothetical changes in market rates do not reflect what could be deemed best or worst case scenarios. Variations in market interest rates could produce significant changes at the time of early repayments. For these reasons, actual results might differ from those reflected in the details specified below. The analysis assumes that all other variables remain constant.

	<i>Profit and loss 100 bp</i>	
	<i>increase</i>	<i>decrease</i>
<i>As at June 30, 2023</i>		
Cash flow sensitivity - Variable rate financial instruments	<u>372,227</u>	<u>(372,227)</u>
<i>As at June 30, 2022</i>		
Cash flow sensitivity - Variable rate financial instruments	<u>623,327</u>	<u>(623,327)</u>

30.3.3 Price risk

Price risk represents the risk that the fair value of a financial instrument will fluctuate because of changes in the market prices (other than those arising from interest / mark up rate risk or currency risk), and whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all or similar financial instruments traded in the market. The Company is exposed to equity price risk since it has investments in quoted equity securities at the reporting date amounting to Rs. 20.667 million (2022: Rs. 32.779 million).

The Company's strategy is to hold its strategic equity investments for long period of time. Thus, Company's management is not concerned with short term price fluctuations with respect to its strategic investments provided that the underlying business, economic and management characteristics of the investee remain favorable which if not, impairment loss has been recognised and other opportunities may be considered. Company manages price risk by monitoring exposure in quoted equity securities and implementing the strict discipline in internal risk management and investment policies.

The carrying value of investments subject to equity price risk are, in almost all instances, based on quoted market prices as of the reporting date except for, unquoted associates which are carried at breakup value. Market prices are subject to fluctuation and consequently the amount realized in the subsequent sale of an investment may significantly differ from the reported market value. Fluctuation in the market price of a security may result from perceived changes in the underlying economic characteristics of the investee, the relative price of alternative investments and general market conditions. Furthermore, amount realized in the sale of a particular security may be affected by the relative quantity of the security being sold.

Sensitivity analysis

The table below summarizes Company's equity price risk as of June 30, 2023 and 2022 and shows the effects of hypothetical 10% increase and a 10% decrease in market prices of the quoted securities as at the year end. The selected hypothetical change does not reflect what could be considered to be the best or worst case scenarios. Indeed, results could be worst because of the nature of the equity market and aforementioned concentrations existing in company's equity investment portfolio.

	<i>Fair Value</i>	<i>Hypothetical price change</i>	<i>Estimated fair value after hypothetical change in prices</i>	<i>Hypothetical increase (decrease) in Shareholders' Equity</i>
----- Rupees -----				
<i>June 30, 2023</i>	20,667,263	10% increase	22,733,989	2,066,726
		10% decrease	18,600,537	(2,066,726)
<i>June 30, 2022</i>	32,779,157	10% increase	36,057,073	3,277,916
		10% decrease	29,501,241	(3,277,916)

30.3.4 Fair Value of Financial Instruments

The carrying values of the financial assets and financial liabilities approximate their fair values. Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in arm's length transaction.

30.3.5 Fair value hierarchy

The table below analyses financial instruments carried at fair value, by valuation method. The different levels have been defined as follows: -

Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3: Inputs for the asset or liability that are not based on observable market data (unobservable).

	<i>Level 1</i>	<i>Level 2</i>	<i>Level 3</i>
	----- Rupees -----		
<i>June 30, 2023</i>			
Investments at fair value through profit or loss	20,667,263	-	60,000
<i>June 30, 2022</i>			
Investments at fair value through OCI	-	-	12,684,944
Investments at fair value through profit or loss	32,779,157	-	60,000

31 CAPITAL RISK MANAGEMENT

The primary objective of the Company's capital management is maintains healthy capital ratios and optimal capital structure in order to ensure ample availability of finance for its existing operations, for maximizing shareholder's value, for tapping potential investment opportunities and to reduce cost of capital.

The company manages its capital structure and makes adjustment to it, in light of changes in economic conditions. Furthermore, the Company finances its operations through equity, borrowing and management of its working capital with a view to maintain an appropriate mix between various sources of finance to minimise risk.

31.1 Capital adequacy level

The capital adequacy level of the company is as follows:

	<i>2023</i>	<i>2022</i>
	<i>Rupees</i>	<i>Rupees</i>
Total assets	494,196,826	519,728,724
Less: Total liabilities	(215,018,706)	(230,256,616)
Less: Revaluation reserves (created upon revaluation of fixed assets)	-	-
Capital adequacy level	279,178,120	289,472,108

32.1.1 While determining the value of total assets of TREC holder, notional value of TRE certificate held by such participant as at year ended June 30, 2023 as determined by the Pakistan Stock Exchange Limited - PSX has been considered.

32.1.2 The TREC certificate is carried at historical cost.

31.2 Gearing Ratio

Consistent with others in the industry, the company manages its capital risk by monitoring its debt levels and liquid assets and keeping in view future investment requirements and expectation of the shareholders. Debt is calculated as total borrowings ('lease liability' and 'short term borrowings' as shown in the statement of financial position). Total capital comprises shareholders' equity.

	<i>2023</i> <i>Rupees</i>	<i>2022</i> <i>Rupees</i>
Total borrowings	64,625,440	66,516,620
Total equity	279,178,120	289,472,108
Total capital	343,803,560	355,988,728
Gearing ratio	18.80%	18.69%

32 LIQUID CAPITAL BALANCE

<i>S/No.</i>	<i>Head of Account</i>	<i>Value in</i> <i>Pak Rupees</i>	<i>Hair Cut /</i> <i>Adjustments</i>	<i>Net Adjusted</i> <i>Value</i>
1. Assets				
1.1	Property & Equipment and Right of Use Asset	29,576,171	29,576,171	-
1.2	Intangible Assets & Deffered Tax	20,527,994	20,527,994	-
1.3	Investment in Govt. Securities	-	-	-
1.4	Investment in Debt. Securities			
	If listed than:			
	i. 5% of the balance sheet value in the case of tenure upto 1 year.	-	-	-
	ii. 7.5% of the balance sheet value, in the case of tenure from 1-3 years.	-	-	-
	iii. 10% of the balance sheet value, in the case of tenure of more than 3 years.	-	-	-
	If unlisted than:			
	i. 10% of the balance sheet value in the case of tenure upto 1 year.	-	-	-
	ii. 12.5% of the balance sheet value, in the case of tenure from 1-3 years.	-	-	-
	iii. 15% of the balance sheet value, in the case of tenure of more than 3 years.	-	-	-

<i>S/No.</i>	<i>Head of Account</i>	<i>Value in Pak Rupees</i>	<i>Hair Cut / Adjustments</i>	<i>Net Adjusted Value</i>
1.5	Investment in Equity Securities			
	i. If listed 15% or VaR of each securities on the cutoff date as computed by the Securities Exchange for respective securities whichever is higher. (Provided that if any of these securities are pledged with the securities exchange for base minimum capital requirement, 100% haircut on the value of eligible securities to the extent of minimum required value of Base minimum capital	20,667,263	11,851,353	8,815,910
	ii. If unlisted, 100% of carrying value.	24,000	24,000	-
1.6	Investment in subsidiaries 100% of net value	-	-	-
1.7	Investment in associated			
	i. If listed 20% or VaR of each securities as computed by the Securities Exchange for respective securities whichever is higher.	-	-	-
	ii. If unlisted, 100% of net value.	-	-	-
1.8	Statutory or regulatory deposits/basic deposits with the exchanges, clearing house or central depository or any other entity.			
	(i) 100% of net value, however any excess amount of cash deposited with securities exchange to comply with requirements of base minimum capital may be taken in the calculation of LC	7,069,305	7,069,305	-
1.9	Margin deposits with exchange and clearing house.	79,608,186	-	79,608,186
1.10	Deposit with authorized intermediary against borrowed securities under SLB.	-	-	-
1.11	Other deposits and prepayments 100% of carrying value	515,500	515,500	-
1.12	Accrued interest, profit or mark-up on amounts placed with financial institutions or debt securities etc.(Nil)	4,838,194	-	4,838,194
	100% in respect of markup accrued on loans to directors, subsidiaries and other related parties.	-	-	-
1.13	Dividends receivables.	-	-	-
1.14	Amounts receivable against Repo financing. Amount paid as purchaser under the REPO agreement. (<i>Securities purchased under repo arrangement shall not be included in the investments.</i>)	-	-	-

<i>S/No.</i>	<i>Head of Account</i>	<i>Value in Pak Rupees</i>	<i>Hair Cut/ Adjustments</i>	<i>Net Adjusted Value</i>
1.15	Advances and receivables other than trade Receivables;			
	(i) No haircut may be applied on the short term loan to employees provided these loans are secured and due for repayments within 12 months.	5,008,781	-	5,008,781
	(ii) No haircut may be applied to the advance tax to the extent it is netted with provision of taxation .	1,746,059	1,746,059	-
	(iii) In all other cases 100% of net value	-	-	-
1.16	Receivables from clearing house or securities exchange(s)			
	100% value of claims other than those on account of entitlements against trading of securities in all markets including MtM gains.	5,275,966	-	5,275,966
1.17	Receivables from customers			
	i. In case receivables are against margin financing, the aggregate if (i) value of securities held in the blocked account after applying VAR based Haircut, (ii) cash deposited as collateral by the finance (iii) market value of any securities deposited as collateral after applying VaR based haircut. i. Lower of net balance sheet value or value determined through adjustments.	36,881,835	34,954,439	34,954,439
	ii. In case receivables are against margin trading, 5% of the net balance sheet value. ii. Net amount after deducting haircut	-	-	-
	iii. In case receivables are against securities borrowings under SLB, the amount paid to NCCPL as collateral upon entering into contract, iii. Net amount after deducting haircut	-	-	-
	iv. In case of other trade receivables not more than 5 days overdue, 0% of the net balance sheet value. iv. Balance sheet value	157,918,852	-	157,918,852
	v. In case of other trade receivables are overdue, or 5 days or more, the aggregate of (i) the market value of securities purchased for customers and held in sub-accounts after applying VAR based haircuts, (ii) cash deposited as collateral by the respective customer and (iii) the market value of securities held as collateral after applying VaR based haircuts. v. Lower of net balance sheet value or value determined through adjustments	76,342,033	36,560,937	36,560,937

<i>S/No.</i>	<i>Head of Account</i>	<i>Value in Pak Rupees</i>	<i>Hair Cut / Adjustments</i>	<i>Net Adjusted Value</i>
	vi. In the case of amount of receivables from related parties, values determined after applying applicable haircuts on underlying securities readily available in respective CDS account of the related party in the following manner; (a) Up to 30 days, values determined after applying var based haircuts. (b) Above 30 days but upto 90 days, values determined after applying 50% or var based haircuts whichever is higher. (c) above 90 days 100% haircut shall be applicable. vi. Lower of net balance sheet value or value determined through adjustments	17,703,415	2,026,978	2,026,978
1.18	Cash and Bank balances			
	i. Bank Balance-proprietary accounts	1,644,488	-	1,644,488
	ii. Bank balance-customer accounts	51,286,720	-	51,286,720
	iii. Cash in hand	1,873,019	-	1,873,019
1.19	Subscription money against investment in IPO/ offer for sale (asset)			
	(i) No haircut may be applied in respect of amount paid as subscription money provided that shares have not been allotted or are not included in the investments of securities broker.	-	-	-
	(ii) In case of Investment in IPO where shares have been allotted but not yet credited in CDS Account, 25% haircuts will be applicable on the value of such securities.	-	-	-
	(iii) In case of subscription in right shares where the shares have not yet been credited in CDS account, 15% or VAR based haircut whichever is higher, will be applied on Right Shares.	-	-	-
1.20	Total Assets	518,507,781	133,001,383	380,996,560

2. Liabilities

2.1	Trade Payables			
	i. Payable to exchanges and clearing house	-	-	-
	ii. Payable against leveraged market	-	-	-
	iii. Payable to customers	54,806,620	-	54,806,620
2.2	Current Liabilities			
	i. Statutory and regulatory dues	12,397,142	-	12,397,142
	ii. Accruals and other payables	83,189,505	-	83,189,505
	iii. Short-term borrowings	48,622,358	-	48,622,358
	iv. Current portion of subordinated loans	-	-	-
	v. Current portion of long term liabilities	8,761,644	-	8,761,644
	vi. Deferred Liabilities	-	-	-

<i>S/No.</i>	<i>Head of Account</i>	<i>Value in Pak Rupees</i>	<i>Hair Cut / Adjustments</i>	<i>Net Adjusted Value</i>
	vii. Provision for taxation	-	-	-
	viii. Other liabilities as per accounting principles and included in the financial statements	-	-	-
2.3	Non-Current Liabilities			
	i. Long-Term financing	7,241,438	6,195,612	1,045,826
	ii. Other liabilities as per accounting principles and included in the financial statements	-	-	-
	iii. Staff retirement benefits	-	-	-
	Note: (a) 100% haircut may be allowed against long term portion of financing obtained from a financial institution including amount due against finance leases. (b) Nil in all other cases	-	-	-
2.4	Subordinated Loans			
	i. 100% of Subordinated loans which fulfill the conditions specified by SECP are allowed to be deducted.	-	-	-
2.5	iii. Advance against shares for Increase in Capital of Securities broker: 100% haircut may be allowed in respect of advance against shares if: a. The existing authorized share capital allows the proposed enhanced share capital b. Board of Directors of the company has approved the increase in capital c. Relevant Regulatory approvals have been obtained d. There is no unreasonable delay in issue of shares against advance and all regulatory requirements relating to the increase in paid up capital have been completed. e. Auditor is satisfied that such advance is against the increase of capital.	-	-	-
2.6	Total Liabilities	215,018,707	6,195,612	208,823,095

3. Ranking Liabilities Relating to :

3.1	Concentration in Margin Financing The amount calculated client-to- client basis by which any amount receivable from any of the financees exceed 10% of the aggregate of amounts receivable from total financees. (Provided that above prescribed adjustments shall not be applicable where the aggregate amount of receivable against margin financing does not exceed Rs 5 million). Note: Only amount exceeding by 10% of each financee from aggregate amount shall be include in the ranking liabilities	-	4,264,122	4,264,122
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<i>S/No.</i>	<i>Head of Account</i>	<i>Value in Pak Rupees</i>	<i>Hair Cut / Adjustments</i>	<i>Net Adjusted Value</i>
3.2	Concentration in securities lending and borrowing The amount by which the aggregate of: (i) Amount deposited by the borrower with NCCPL (ii) Cash margins paid and (iii) The market value of securities pledged as margins exceed the 110% of the market value of shares borrowed (Note only amount exceeding by 110% of each borrower from market value of shares borrowed shall be included in the ranking liabilities)	-	-	-
3.3	Net underwriting Commitments (a) in the case of right issues : if the market value of securities is less than or equal to the subscription price; the aggregate of: (i) the 50% of Haircut multiplied by the underwriting commitments and (ii) the value by which the underwriting commitments exceeds the market price of the securities. In the case of rights issue where the market price of securities is greater than the subscription price, 5% of the Haircut multiplied by the net underwriting commitment. (b) in any other case : 12.5% of the net underwriting commitments	-	-	-
3.4	Negative equity of subsidiary The amount by which the total assets of the subsidiary (excluding any amount due from the subsidiary) exceed the total liabilities of the subsidiary.	-	-	-
3.5	Foreign exchange agreements and foreign currency positions 5% of the net position in foreign currency. Net position in foreign currency means the difference of total assets denominated in foreign currency less total liabilities denominated in foreign currency.	-	-	-
3.6	Amount payable under REPO	-	-	-
3.7	Repo adjustment In the case of financier / purchaser the total amount receivable under Repo less the 110% of the market value of underlying securities.	-	-	-

<i>S/No.</i>	<i>Head of Account</i>	<i>Value in Pak Rupees</i>	<i>Hair Cut / Adjustments</i>	<i>Net Adjusted Value</i>
	In the case of financee/seller the market value of underlying securities after applying haircut less the total amount received ,less value of any securities deposited as collateral by the purchaser after applying haircut less any cash deposited by the purchaser.	-	-	-
3.8	Concentrated proprietary positions If the market value of any security is between 25% and 51% of the total proprietary positions then 5% of the value of such security. If the market of a security exceeds 51% of the proprietary position, then 10% of the value of such security.	-	1,110,000	1,110,000
3.9	Opening Positions in futures and options			
	i. In case of customer positions, the total margin requirements in respect of open positions less the amount of cash deposited by the customer and the value of securities held as collateral/ pledged with securities exchange after applying VaR haircuts.	-	1,968,770	1,968,770
	ii. In case of proprietary positions, the total margin requirements in respect of open positions to the extent not already met.	-	-	-
3.10	Short sell positions			
	i. Incase of customer positions, the market value of shares sold short in ready market on behalf of customers after increasing the same with the VaR based haircuts less the cash deposited by the customer as collateral and the value of securities held as collateral after applying VAR based Haircuts.	-	-	-
	ii. Incase of proprietary positions, the market value of shares sold short in ready market and not yet settled increased by the amount of VAR based haircut less the value of securities pledged as collateral after applying haircuts.	-	-	-
3.11	Total Ranking Liabilities	-	-	-
		-	7,342,892	7,342,892

Calculations Summary of Liquid Capital

(i) Adjusted value of Assets (serial number 1.20)	380,996,560
(ii) Less: Adjusted value of liabilities (serial number 2.6)	(208,823,095)
(iii) Less: Total ranking liabilities (series number 3.11)	(7,342,892)
	<u>164,830,573</u>

33 TRANSACTIONS WITH RELATED PARTIES

The related parties comprise associated undertakings, directors of the Company, key management employees and chief executive officer. The Company continues to have a policy whereby all transactions with related parties undertakings are entered into at commercial terms and conditions.

Details of transactions and balances with related parties, other than those which have been specifically disclosed elsewhere in this financial statement, are as under:

<i>Relationship with party</i>	<i>Transactions with</i>	<i>Nature of Transactions</i>	<i>2023 Rupees</i>	<i>2022 Rupees</i>
Shareholder	Paramount Commodities (Private) Limited	Trade payable	195,029	-
		Trade receivable	-	7,454,797
		The maximum aggregate amount outstanding during the year was Rs. 46,375,730		
Shareholder	MG Media (Private) Limited	Brokerage commission earned	600,301	854,030
		Trade receivable	107,451	1,853,205
		The maximum aggregate amount outstanding during the year was Rs. 20,394,913		
Shareholder	Forsight Investment Pakistan (Private) Limited	Brokerage commission earned	139,792	117,465
		Trade receivable	6,251	3,037
		The maximum aggregate amount outstanding during the year was Rs. 6,251		
Shareholder	Mr. Sikandar Mehmood	Trade receivable	10,651,186	6,737,033
		The maximum aggregate amount outstanding during the year was Rs. 191,406,51		
		Brokerage commission earned	33,393	281,122
Shareholder	Muhammad Shayan Ghayas	Trade receivable	1,011,911	-
		The maximum aggregate amount outstanding during the year was Rs. 24,245,369		
		Brokerage commission earned	179,400	-
Shareholder	Mr. Khurram Faraz	Trade payable	52,515	-
		Trade receivable	-	341,221
		The maximum aggregate amount outstanding during the year was Rs. 1,210,683		
Director	Zenobia Wasif	Brokerage commission earned	2,348	148,224
		Trade receivable	250	-
		The maximum aggregate amount outstanding during the year was Rs. 250		
Director	Abdul Basit	Trade payable	3,364	32,735
		The maximum aggregate amount outstanding during the year was Rs. 951,064		
		Commission paid	81,601	158,378
		Leave encashment paid	-	984,906
Director	Mr. Junaid Shehzad Ahmed	Brokerage commission earned	36,700	55,929
		Trade receivable	-	40,150
		The maximum aggregate amount outstanding during the year was Rs. 1,288,491		
		Trade payable	218,990	1,580
Director	Mr. Khizer Hayat	Brokerage commission earned	1,000	-
		Trade receivable	81,651	2,720,940
		The maximum aggregate amount outstanding during the year was Rs. 7,412,001		
		Brokerage commission earned	20,000	24,414

<i>Relationship with party</i>	<i>Transactions with</i>	<i>Nature of Transactions</i>	<i>2023 Rupees</i>	<i>2022 Rupees</i>
Director	Mr. Zulfiqar Ali Anjum	Trade receivable	247,350	306,248
		The maximum aggregate amount outstanding during the year was Rs. 5,774,746		
		Trade payable	-	24,402
		Brokerage commission earned	620,467	815,411
		Brokerage commission paid	2,582,318	3,637,092
Director	Mr. Talat Mehmood	Trade receivable	5,597,290	14,472,451
		The maximum aggregate amount outstanding during the year was Rs. 39,126,925		
		Brokerage commission earned	299,380	917,344
Director	Mr. Sardar A Majeed	Trade receivable	-	7,175,682
		The maximum aggregate amount outstanding during the year was Rs. 26,742,536		
		Trade payable	8,124,895	-
		Brokerage commission earned	603,737	795,422

34 REMUNERATION OF CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

The aggregate amounts charged in the financial statements for remuneration, including certain benefits to Directors, Chief Executive Officer and Other Executives of the Company, are as follows:

	<i>Chief Executive Officer</i>		<i>Directors</i>		<i>Other Executives</i>	
	<i>2023</i>	<i>2022</i>	<i>2023</i>	<i>2022</i>	<i>2023</i>	<i>2022</i>
	<i>----- Rupees -----</i>					
Managerial remuneration	1,560,000	1,560,000	1,800,000	1,800,000	34,195,000	32,770,000
Commission paid to	81,601	158,190	2,663,919	3,637,092	18,147,064	30,302,785
Brokerage commission	36,701	55,929	1,544,585	2,552,591	6,819,156	17,208,936
Other	25,000	25,000	50,000	30,000	-	-
	1,703,302	1,799,119	6,058,504	8,019,683	59,161,220	80,281,721
Number of persons	1	1	1	1	16	12

34.1 The Chief Executive Officer and Chief Financial Officer have been provided with the free use of company maintained vehicle in accordance with the company's policy.

34.2 In addition to above, four non-executive directors of the Company were paid meeting fee aggregating Rs.85,000/-.

35 RECLASSIFICATION

Corresponding figure have been rearranged and reclassified, wherever necessary for the purpose of better presentation. Significant reclassification is as follows:

<i>Description</i>	<i>Head of account of the financial statements for the year ended June 30, 2022</i>	<i>Head of account of the financial statements for the year ended June 30, 2023</i>	<i>Amount Rupees</i>
Transaction charges from clients	Other income	Operating revenue	15,515,500

36 OPERATING SEGMENT

These financial statements have been prepared on the basis of a single reportable segment which is consistent with the internal reporting used by the chief operating decision-maker. The chief operating decision-maker is responsible for allocating resources and assessing performance of the operating segments.

The internal reporting provided to the chief operating decision-maker relating to the Company's assets, liabilities and performance is prepared on a consistent basis with the measurement and recognition principles of approved accounting standards as applicable in Pakistan. There were no change in the reportable segments during the year.

The Company is domiciled in Pakistan. The Company's revenue is generated from shares brokerage, commodities brokerage, portfolio management, investment advisory, consultancy and underwriting services.

All non-current assets of the Company at June 30, 2023 are located in Pakistan.

38 NUMBER OF EMPLOYEES

	2023	2022
As at June 30	<u>74</u>	<u>93</u>
Average employees	<u>83</u>	<u>90</u>

39 DATE OF AUTHORIZATION OF ISSUE

These financial statements were authorized for issue by the Board of Directors of the Company on 03-October-2023.



Chief Executive Officer



Chief Financial Officer



Director

Trust Securities and Brokerage Limited

Detailed Categories of Shareholders - As on June 30, 2023

Sr.#	Name	Shares Held	Percentage
<u>Directors, Chief Executive Officer, and their spouse and minor children</u>			
1	ZULFIQAR ALI ANJUM	500	0.0017
2	MRS. ZENOBIA WASIF	500	0.0017
3	JUNAID SHEHZAD AHMED	8,080,000	26.9333
4	MR ABDUL BASIT	500	0.0017
5	SARDAR ABDUL MAJEED KHAN	500	0.0017
6	MR. TALAT MAHMOOD	500	0.0017
7	KHIZER HAYAT FAROOQ	101,500	0.3383
		8,184,000	27.2800
<u>Associated Companies, Undertakings and Related Parties</u>			
1	AHMAD KAMAL	25,000	0.0833
2	SIKANDER MAHMOOD	26,250	0.0875
		51,250	0.1708
<u>Banks, Development Financial Institutions, Non Banking Financial Institutions</u>			
1	FIDELITY INVESTMENT BANK LTD.	4,400	0.0147
2	MCB BANK LIMITED - TREASURY	300,000	1.0000
		304,400	1.0147
<u>Modarbas and Mutual Funds</u>			
1	TRUST MODARABA	30,200	0.1007
		30,200	0.1007
<u>General Public (Local)</u>			
		15,175,004	50.5833
<u>Others</u>			
1	MAPLE LEAF CAPITAL LIMITED	1	0.0000
2	HIGHLINK CAPITAL (PVT.) LIMITED	300	0.0010
3	TRUST SECURITIES & BROKERAGE LIMITED - MF	202,500	0.6750
4	S.H. BUKHARI SECURITIES (PVT) LIMITED	2,500	0.0083
5	S.H. BUKHARI SECURITIES (PVT) LIMITED	300	0.0010
6	SARFRAZ MAHMOOD (PRIVATE) LTD	500	0.0017
7	FORESIGHT INVESTMENTS (PAKISTAN) (PVT.) LIMITED	2,765,000	9.2167
8	PRUDENTIAL SECURITIES LIMITED	1,900	0.0063
9	Y.S. SECURITIES & SERVICES (PVT) LTD.	500	0.0017
10	PARAMOUNT COMMODITIES (PRIVATE) LIMITED	2,623,645	8.7455
11	HAMID ADAMJEE TRUST	408,000	1.3600
12	DIN CAPITAL LIMITED	250,000	0.8333
		6,255,146	20.8505
	Grand Total:	30,000,000	100.0000

Shareholders having 5% or more holding:

PARAMOUNT COMMODITIES (PRIVATE) LIMITED	2,623,645	8.7455
FORESIGHT INVESTMENTS (PAKISTAN) (PVT.) LIMITED	2,765,000	9.2167
JUNAID SHEHZAD AHMED	8,080,000	26.9333
MUHAMMAD KHURRAM FARAZ	4,891,000	16.3033
MUHAMMAD SHAYAN GHAYAS	1,761,500	5.8717
	20,121,145	67.0705

Pattern of Shareholders - As on June 30, 2023

Number of ShareHolders	Shareholdings		Total Number of Share Held	Percentage of Total Capital
	From	To		
120	1 -	100	8,153	0.03
554	101 -	500	249,835	0.83
48	501 -	1000	43,019	0.14
45	1001 -	5000	101,998	0.34
6	5001 -	10000	46,400	0.15
2	10001 -	15000	26,500	0.09
1	15001 -	20000	20,000	0.07
1	20001 -	25000	25,000	0.08
3	25001 -	30000	78,750	0.26
2	30001 -	35000	60,700	0.20
6	35001 -	40000	236,000	0.79
2	45001 -	50000	95,500	0.32
2	55001 -	60000	119,000	0.40
2	65001 -	70000	136,000	0.45
1	90001 -	95000	93,000	0.31
1	100001 -	105000	101,500	0.34
1	130001 -	135000	134,500	0.45
1	200001 -	205000	202,500	0.68
1	245001 -	250000	250,000	0.83
2	295001 -	300000	600,000	2.00
1	405001 -	410000	408,000	1.36
1	410001 -	415000	412,000	1.37
1	480001 -	485000	482,000	1.61
1	545001 -	550000	548,500	1.83
1	640001 -	645000	640,500	2.14
1	745001 -	750000	750,000	2.50
1	755001 -	760000	760,000	2.53
1	925001 -	930000	929,500	3.10
1	995001 -	1000000	1,000,000	3.33
1	1315001 -	1320000	1,320,000	4.40
1	1760001 -	1765000	1,761,500	5.87
1	2620001 -	2625000	2,623,645	8.75
1	2760001 -	2765000	2,765,000	9.22

NOTICE OF ANNUAL GENERAL MEETING

NOTICE IS HEREBY GIVEN THAT THE 30TH ANNUAL GENERAL MEETING OF THE COMPANY WILL BE HELD ON FRIDAY, OCTOBER 27, 2023 AT 02:15 P.M. AT SUITE # 401, 4TH FLOOR, BUSINESS & FINANCE CENTRE, I.I. CHUNDRIGAR ROAD, KARACHI TO TRANSACT THE FOLLOWING BUSINESS.

ORDINARY BUSINESS:

1. To confirm the minutes of the last Extraordinary Annual General Meeting (EOGM) held on April 1, 2023.
2. To receive, consider and adopt the Annual Audited Financial Statements of the Company for the year ended June 30, 2023 together with the Directors' and the Auditors' reports thereon.
3. To appoint Auditors of the Company for the year ending June 30, 2024 and to fix their remuneration.

SPECIAL BUSINESS:

4. To consider and, if thought fit, approve the circulation of Company's Annual Audited Financial Statements through QR enabled code and weblink as part of notice of Annual General Meeting by passing, with or without any modifications, additions or deletions, the following resolutions as special resolutions.
5. To discuss any other matter with the permission of the Chair.

Karachi: October 06, 2023.

By Order of the Board
COMPANY SECRETARY

NOTES:

1. The Share Transfer Books of the Company will remain closed from October 21, 2023 to October 27, 2023 (both days inclusive).
2. A member of the Company entitled to attend and vote at this meeting may appoint another member as his/her proxy to attend and vote on his/her behalf. The proxy, in order to be effective, must be received at the registered office of the Company duly signed and stamped not less than 48 hours before the time of meeting.
3. Any individual beneficial owner of CDC, entitled to attend and vote at this meeting must bring his/her original CNIC or passport to prove his/her identity and in case of proxy, a copy of shareholders attested CNIC must be attached with the proxy form. In case of corporate entity, the Board of Directors' resolution / power of attorney with specimen signatures of the nominee shall be produced at the time of the meeting. The nominee shall produce his original CNIC at the time of attending the meeting for identification purpose.
4. The Financial Statements of the Company for the year ended June 30, 2023 will be placed on Company's website <http://www.tsbl.com.pk> in due course of time.
5. Members who have not yet submitted photocopy of their CNIC, Email & address are requested to send the same to the Share Registrar of the Company.
6. Under Section # 72 of the Companies Act, 2017, the shareholders who hold shares in physical form are required to replace their physical shares with book-entry form within the period to be notified by the SECP. Hence, the shareholders who hold shares in physical form are advised to convert their physical shares in electronic form at their earliest.

7. The Shareholders who are willing to participate in the AGM via video link facility through Zoom, are requested to register the below information at agm2023@tsbl.com.pk for their appointment and proxy's verification at least 48 hours before the time of the meeting.

The information required i.e. Name, CNIC Number, Folio/CDC Account No, Mobile Phone Number and e-mail address of Shareholder.

This is in compliance to the instructions issued by Securities Market Division of Securities & Exchange Commission of Pakistan (SECP) dated December 15, 2021 (Ref: SMD/SE/2(20)/2021/117).

Video conference link details and login credentials will be shared with those Shareholders whose emails containing all the particulars are received at least 48 hours before the time of the meeting. Shareholders can also provide their comments and questions for the agenda items of the AGM on agm2023@tsbl.com.pk at least 48 hours before the time of the meeting.

8. The Annual Report is being transmitted to shareholders through CD or DVD or USB instead of sending in Book form / hard copy in terms of SECP SRO # 470(I)/ 2016 dated May 31, 2016. The Company has obtained shareholders' approval in 26th Annual General Meeting held on October 25, 2019.

STATEMENTS OF MATERIAL FACTS UNDER SECTION 134(3) OF THE COMPANIES ACT, 2017 IN RESPECT OF SPECIAL BUSINESS

Circulation of Company's Annual Audited Financial Statements through QR enabled code and weblink as part of the notice of Annual General Meeting:

SECP vide SRO 389(I)/2023 dated March 21, 2023, has allowed listed companies to circulate the Annual Audited Financial Statements to their members through QR enabled code and web-link (instead of CD/DVD/USB), subject to the approval of the shareholders in the general meeting.

In view of the above, following resolutions will be placed before the shareholders in Annual General Meeting for approval as special resolutions with or without any modifications, additions or deletions:

"RESOLVED THAT, the consent and approval of the Members of Trust Securities & Brokerage Limited (the "Company") be and is hereby accorded and the Company be and is hereby authorized to circulate Annual Audited Financial Statements to its members through QR enabled code and weblink as part of the notice of Annual General meeting.

FURTHER RESLOVED THAT, Chief Executive Officer or the Company Secretary, singly or jointly, be and are hereby authorized to do all acts, deeds, and things, take or cause to be taken any action as may be necessary, incidental or consequential to give effect to this resolution".

ٹرسٹ سیکورٹیز اینڈ بروکریج لمیٹڈ



نوٹس برائے غیر معمولی اجلاس عام

سالانہ اجلاس عام کا نوٹس

کمپنی کا 30 واں سالانہ اجلاس عام جمعہ 27 اکتوبر 2023ء کو دوپہر 02:15 بجے سویٹ نمبر 401، چوتھی منزل، بزنس اینڈ فنانش سینٹر، آئی آئی چندریگر روڈ، کراچی میں منعقد ہوگا تاکہ مندرجہ ذیل کاروبار کیا جا سکے۔

عام کاروبار:

1. یکم اپریل 2023 کو منعقد ہونے والے آخری غیر معمولی سالانہ اجلاس عام (ای او جی ایم) کے منٹس کی تصدیق کرنا۔
2. 30 جون 2023 کو ختم ہونے والے سال کے لئے کمپنی کے ایک عددی آڈٹ شدہ مالیاتی بیانات کو حاصل کرنے، غور کرنے اور اس پر عمل کرنے کے لئے ڈائریکٹرز اور آئیٹرز کی رپورٹوں کے ساتھ۔
3. 30 جون 2024 کو ختم ہونے والے سال کے لئے کمپنی کے آئیٹرز مقرر کرنا اور ان کا معاوضہ مقرر کرنا۔

خصوصی کاروبار:

4. کمپنی کے سالانہ آڈٹ شدہ مالیاتی بیانات کو سالانہ اجلاس عام کے نوٹس کے ایک حصے کے طور پر کیو آر فعال کوڈ اور ویب لنک کے ذریعے پیش کرنے پر غور کرنا اور اس کی منظوری دینا اور مندرجہ ذیل قراردادوں کو بغیر کسی ترمیم، اضافے یا حذف کے خصوصی قراردادوں کے طور پر منظور کرنا۔
5. چیئر کی اجازت سے کسی دوسرے معاملے پر تبادلہ خیال کرنا۔

کراچی: 06 اکتوبر 2023۔ بورڈ کے حکم سے

کمپنی کے سیکرٹری

نوٹ:

1. کمپنی کی شیئر ٹرانسفر بکس 21 اکتوبر 2023 سے 27 اکتوبر 2023 (دونوں دن بشمول) بند رہیں گی۔

2. کمپنی کا ایک رکن جو اس اجلاس عام میں شرکت اور ووٹ دینے کا حقدار ہے وہ کسی دوسرے رکن کو اپنی پراکسی کے طور پر مقرر کر سکتا ہے جو اس کی طرف سے شرکت اور ووٹ دے۔ پراکسی، مؤثر ہونے کے لئے، میٹنگ کے وقت سے کم از کم 48 گھنٹے پہلے باقاعدہ دستخط شدہ اور مہر والی کمپنی کے رجسٹرڈ دفتر میں موصول ہونا ضروری ہے۔

3. سی ڈی سی کا کوئی بھی فائدہ مند مالک، جو اس اجلاس عام میں شرکت اور ووٹ دینے کا حقدار ہے، اپنی شناخت ثابت کرنے کے لئے اپنا اصل شناختی کارڈ یا پاسپورٹ لے کر آئے گا اور پراکسی کی صورت میں، شیئر ہولڈرز کی تصدیق شدہ شناختی کارڈ کی ایک کاپی پراکسی فارم کے ساتھ منسلک کی جاتی ہے۔ کارپوریٹ ادارے کے معاملے میں، بورڈ آف ڈائریکٹرز کی قرارداد / پاور آف اٹارنی کو اجلاس عام کے وقت نامزد کے نمونے کے دستخط کے ساتھ پیش کیا جائے گا۔ نامزد شخص شناختی مقصد کے لئے اجلاس عام میں شرکت کے وقت اپنا اصل شناختی کارڈ پیش کرے گا۔

4. 30 جون 2023ء کو ختم ہونے والے سال کے لئے کمپنی کے مالیاتی گوشوارے مقررہ وقت میں <http://www.tsbl.com.pk> کمپنی کی ویب سائٹ پر ڈالے جائیں گے۔

5. جن ممبران نے ابھی تک اپنے شناختی کارڈ، ای میل اور پتے کی فوٹو کاپی جمع نہیں کرانی ہے ان سے درخواست کی جاتی ہے کہ وہ اسے کمپنی کے شیئر رجسٹرار کو بھیجیں۔

6. کمپنیز ایکٹ 2017ء کے سیکشن نمبر 72 کے تحت ایس ای سی پی کی جانب سے نوٹیفائیڈ کی جانے والی مدت کے اندر اپنے فزیکل شیئرز کو بک انٹری فارم سے تبدیل کرنا ہوگا۔ لہذا، شیئر ہولڈرز جو جسمانی شکل میں حصص رکھتے ہیں انہیں مشورہ دیا جاتا ہے کہ وہ اپنے جسمانی حصص کو جلد از جلد الیکٹرانک شکل میں تبدیل کر دیں۔

7. شیئر ہولڈرز جو زوم کے ذریعے ویڈیو لنک کی سہولت کے ذریعے آئے جی ایم میں حصہ لینے کے خواہشمند ہیں، ان سے درخواست کی جاتی ہے کہ وہ میٹنگ کے وقت سے کم از کم 48 گھنٹے قبل اپنی تقرری اور پراکسی کی تصدیق کے لئے agm2023@tsbl.com.pk پر درج ذیل معلومات درج کریں۔

مطلوبہ معلومات یعنی نام، شناختی کارڈ نمبر، فولیو / سی ڈی سی اکاؤنٹ نمبر، موبائل فون نمبر اور شیئر ہولڈر کا ای میل پتہ۔

یہ سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان (ایس ای سی پی) کے سیکورٹیز مارکیٹ ڈویژن کی جانب سے 15 دسمبر، 2021 کو جاری کردہ ہدایات کی تعمیل میں ہے (حوالہ: ایس ایم ڈی / ایس ای / 2 (20/117/2021)۔

ویڈیو کانفرنس لنک کی تفصیلات اور لاگ ان اسناد ان شیئر ہولڈرز کے ساتھ شیئر کی جائیں گی جن کی ای میلز میں تمام تفصیلات شامل ہیں جو میٹنگ کے وقت سے کم از کم 48 گھنٹے پہلے موصول ہوتی ہیں۔ شیئر ہولڈرز اجلاس عام کے وقت سے کم از کم 48 گھنٹے قبل agm2023@tsbl.com.pk کو اے جی ایم کے ایجنڈا انٹمز کے لئے اپنے تبصرے اور سوالات بھی فراہم کر سکتے ہیں۔

8. سالانہ رپورٹ 31 مئی 2016 کو ایس ای سی پی ایس آر او # 470 (آئی/2016 کے مطابق بک فارم / ہارڈ کاپی میں بھیجنے کے بجائے سی ڈی یا ڈی وی یا یو ایس بی کے ذریعے شیئر ہولڈرز کو منتقل کی جارہی ہے۔ کمپنی نے 25 اکتوبر 2019 کو منعقد ہونے والے 26 ویں سالانہ اجلاس عام میں شیئر ہولڈرز کی منظوری حاصل کی ہے۔

دفعہ 134(3) کے تحت مادی حقائق کے بیانات خصوصی کاروبار کے حوالے سے کمپنیز ایکٹ 2017

سالانہ اجلاس عام کے نوٹس کے حصے کے طور پر کیو آر فعال کوڈ اور ویب لنک کے ذریعے کمپنی کے سالانہ آڈٹ شدہ مالیاتی بیانات کی گردش:

ایس ای سی پی نے 21 مارچ 2023 کو ایس آر او 389 (آئی/2023 کے تحت لسٹڈ کمپنیوں کو سالانہ آڈٹ شدہ مالیاتی گوشوارے کیو آر فعال کوڈ اور ویب لنک (سی ڈی/ ڈی وی ڈی/ یو ایس بی کے بجائے) کے ذریعے اپنے ممبران میں تقسیم کرنے کی اجازت دی ہے، جو عام اجلاس عام میں شیئر ہولڈرز کی منظوری سے مشروط ہے۔

مندرجہ بالا کے پیش نظر، مندرجہ ذیل قراردادوں کو سالانہ اجلاس عام میں کسی ترمیم، اضافے یا حذف کے ساتھ یا اس کے بغیر خصوصی قراردادوں کے طور پر منظوری کے لئے شیئر ہولڈرز کے سامنے رکھا جائے گا:

ٹرسٹ سیکورٹیز اینڈ بروکریج لمیٹڈ ("کمپنی") کے ممبران کی رضامندی اور منظوری دی جائے گی اور کمپنی سالانہ اجلاس عام کے نوٹس کے حصے کے طور پر کیو آر فعال کوڈ اور ویب لنک کے ذریعے اپنے ممبران کو سالانہ آڈٹ شدہ مالیاتی بیانات تقسیم کرنے کی مجاز ہوگی۔

اس کو مزید حل کیا، چیف ایگزیکٹو آفیسر یا کمپنی سیکرٹری، انفرادی طور پر یا مشترکہ طور پر، اس قرارداد کو عملی جامہ پہنانے کے لئے تمام کاموں، اعمال اور چیزوں کو کرنے، کوئی بھی کارروائی کرنے یا اس کا سبب بننے کے مجاز ہیں۔

ڈائریکٹر کی رپورٹ

ٹرسٹ سیکورٹیز اینڈ بروکریج لمیٹڈ (ٹی ایس بی ایل) کے پیارے فیلو شیئرز،

کمپنی کے بورڈ آف ڈائریکٹرز کی جانب سے ہم اکاؤنٹنگ، ریگولیٹری اور قانونی معیارات اور تقاضوں کے مطابق سال کے لئے آٹھ شدہ مالی بیانات کے ساتھ 30 جون، 2023 کو ختم ہونے والے سال کے لئے کمپنی کی سالانہ رپورٹ پیش کرنے پر خوش ہیں۔

مالی کارکردگی

کمپنی نے مالی سال 23 میں 141 ملین روپے کی اپریٹنگ آمدنی ریکارڈ کی جو مالی سال 22 کے مقابلے میں 32 فیصد کم ہے جس کی وجہ اسٹاک ایکسچینج میں حجم میں نمایاں کمی ہے۔ کمپنی کو گزشتہ سال ایک کروڑ 30 لاکھ روپے کے نقصان کے مقابلے میں ایک کروڑ روپے کا بعد از ٹیکس اپریٹنگ خسارہ ہوا ہے۔ اس سے فی حصص 0.34 روپے کا نقصان ہوا جبکہ گزشتہ سال 0.46 روپے کا نقصان ہوا تھا۔ ٹیم نے خوردہ مارکیٹ میں زیادہ رسائی کے ذریعے ہمارے مارکیٹ شیئر کو بڑھانے کے لئے مسلسل کوششیں کیں۔ مزید برآں، کمپنی نے ایکویٹی ٹیلرز کو شامل کرنے کے ساتھ ساتھ کارپوریٹ ڈیسک کو متحرک کیا تاکہ مارکیٹ شیئر میں اضافہ کیا جاسکے۔

کمپنی نے 30 جون، 2023 تک نئے منفرد شناختی نمبر (یو آئی این) شامل کرتے ہوئے اکاؤنٹ کھولنے میں نمایاں اضافہ دیکھا۔ کاروبار میں آسانی پر این سی سی پی ایل کی توجہ کے ساتھ ٹکنالوجی نے اہم کردار ادا کیا۔ مالی سال 23 میں ہم نے 290 نئے اکاؤنٹس کھولے اور ان میں سے تقریباً 70 فیصد آن لائن کیے گئے۔

سیلز ٹیم کے ساتھ ساتھ اکاؤنٹ اوپننگ ڈیپارٹمنٹ نے نئے اکاؤنٹس کی رفتار کو برقرار رکھنے میں غیر معمولی کارکردگی کا مظاہرہ کیا۔ مزید برآں، تعمیل ی ٹیم کو ان کوششوں کے لئے کریڈٹ دیا جائے گا جو انہوں نے اکاؤنٹس کی بڑھتی ہوئی تعداد کے ساتھ کے وائی سی / اے ایم ایل پر تندی سے کام کیا ہے۔

گریڈ کی درجہ بندی

کمپنی کو پاکستان کریڈٹ ریٹنگ ایجنسی (PACRA) کی جانب سے (A-/A-2 (A minus/ A-Two) کی اینٹیٹی ریٹنگ تفویض کی گئی ہے۔ تفویض کردہ درجہ بندی پر نقطہ نظر 'مستحکم' ہے۔ اس درجہ بندی نے مسلسل ترقی کے لئے انتظامیہ کے وزن کو مزید اجاگر کیا ہے اور توقع ہے کہ کمپنی کے گاہکوں کو مزید اعتماد فراہم کرے گا۔

مینجمنٹ کی درجہ بندی

کمپنی کو پاکستان کریڈٹ ریٹنگ ایجنسی (PACRA) کی جانب سے BMR 2+ کی مینجمنٹ ریٹنگ تفویض کی گئی ہے۔ تفویض کردہ درجہ بندی پر نقطہ نظر 'مستحکم' ہے۔ درجہ بندی میں کمپنی کے مضبوط گورننس فریم ورک، تجربہ کار مینجمنٹ ٹیم، اور مناسب ملکیت کے ڈھانچے کو شامل کیا گیا ہے۔

خطرے کا انتظام

ٹی ایس بی ایل کی رسک مینجمنٹ گورننس ہمارے بورڈ سے شروع ہوتی ہے، جو رسک مینجمنٹ پالیسیوں کا جائزہ لینے اور منظوری دینے میں ایک لازمی کردار ادا کرتا ہے۔ ٹی ایس بی ایل میں کاروبار کی نوعیت کی وجہ سے، خطرات ناگزیر ہیں اور ان میں لیکویڈٹی، مارکیٹ، اور کریڈٹ، آپریشنل، قانونی، ریگولیٹری اور ساکھ کے خطرات شامل ہیں۔ ہمیں یقین ہے کہ کمپنی کی کامیابی کے لئے مؤثر رسک مینجمنٹ انتہائی اہمیت کا حامل ہے۔ رسک مینجمنٹ ٹیم مناسب طریقہ کار کی پیروی کرتی ہے جس میں وہ ہماری سرگرمیوں کو انجام دیتے ہوئے خطرات کی نگرانی، تشخیص اور انتظام کرتی ہے۔

کارپوریٹ سماجی ذمہ داری

کارپوریٹ سماجی ذمہ داری (CSR) ایک ایسا موضوع ہے جس نے حالیہ برسوں میں کافی توجہ حاصل کی ہے۔

ہماری کوشش ہے کہ ماحولیاتی ذمہ داری، اخلاقی ذمہ داری، رفاہی ذمہ داری اور معاشی ذمہ داری میں اپنا حصہ ڈالیں۔

ہم اپنے حصص داروں کے لئے آمدنی اور ساتھی مخلوق کے تنہا ہماری ذمہ داری کے درمیان توازن برقرار رکھنے کے لئے سخت کوشش کرتے ہیں۔

کارپوریٹ گورننس کا کوڈ

کمپنی کا بورڈ اور انتظامیہ اس بات کو یقینی بنانے کے لئے پر عزم ہے کہ کارپوریٹ گورننس کے کوڈ کی ضروریات کو مکمل طور پر پورا کیا جائے۔ کمپنی نے مالیاتی اور غیر مالیاتی معلومات کی درستگی، جامعیت اور شفافیت کو بڑھانے کے مقصد سے مضبوط کارپوریٹ گورننس کے طریقوں کو اپنایا ہے۔

1. ڈائریکٹرز کو یہ رپورٹ کرنے میں خوشی ہے کہ: کمپنی کی انتظامیہ کی طرف سے تیار کردہ مالی بیانات اس کے معاملات، اس کے آپریشنز کے نتائج، نقد بہاؤ اور ایکویٹی میں تبدیلیوں کو کافی حد تک پیش کرتے ہیں۔
2. کمپنی کے اکاؤنٹ کی مناسب کتابیں برقرار رکھی گئی ہیں
3. مالی بیانات کی تیاری میں مناسب اکاؤنٹنگ پالیسیوں کو مستقل طور پر لاگو کیا گیا ہے اور اکاؤنٹنگ کے تخمینے معقول اور دانشمندانہ فیصلے پر مبنی ہیں۔
4. مالیاتی گوشواروں کی تیاری میں بین الاقوامی مالیاتی رپورٹنگ کے معیارات، جیسا کہ پاکستان میں لاگو ہیں، پر عمل کیا گیا ہے۔
5. اندرونی کنٹرول کا نظام تیزان میں مضبوط ہے اور مؤثر طریقے سے نافذ اور نگرانی کی گئی ہے
6. کمپنی کی جاری تشویش کے طور پر جاری رکھنے کی صلاحیت پر کوئی اہم شک نہیں ہے
7. کارپوریٹ گورننس کے بہترین طریقوں سے کوئی مادی انحراف نہیں ہوا ہے، جیسا کہ لسٹنگ ریگولیشنز میں تفصیل سے بیان کیا گیا ہے۔
8. ٹیکسوں، ڈیوٹیوں، لیویز اور تبدیلیوں کی قانونی ادائیگی کی وجہ سے کمپنی کی بیلنس شیٹ کی تاریخ کے مطابق کوئی واجب الادا ذمہ داری نہیں ہے۔
9. سال کے دوران بروکر کی طرف سے کوئی لین دین نہیں کیا گیا ہے جو دھوکہ دہی، غیر قانونی یا کسی بھی سیکورٹیز مارکیٹ قوانین کی خلاف ورزی ہے

بورڈ میں تبدیلیاں

زیر غور سال کے دوران بورڈ کے ڈھانچے میں کوئی تبدیلی نہیں کی گئی۔

بورڈ کی تشکیل، آڈٹ کمیٹی، HR اور معاوضہ اجلاس اور حاضری

1. ڈائریکٹرز کی کل تعداد مندرجہ ذیل کے مطابق 7 (بشمول CEO جو ڈائریکٹر سمجھا جاتا ہے) ہے:
مرد: 6 ارکان
عورت: 1 رکن

2. بورڈ آف ڈائریکٹرز کی تشکیل مندرجہ ذیل ہے:

زمرہ کے نام

جناب خضر حیات فاروق
Wg. Cmr (Retd) طلعت محمود

آزاد ڈائریکٹرز:

جناب جنید شہزاد احمد
جناب سردار عبدالمجید خان
مسز زینوبہ واصف

نان ایگزیکٹو ڈائریکٹرز:

جناب عبدالباسط
جناب ذوالفقار علی انجم

ایگزیکٹو ڈائریکٹرز:

مسز زینوبہ واصف

خاتون ڈائریکٹر:

چینر میں اور چیف ایگزیکٹو آفیسر کے عہدے کو بہترین گورننس طریقوں کے مطابق الگ رکھا جاتا ہے۔ بورڈ نے ایک علیحدہ آڈٹ کمیٹی اور HR اور معاوضہ کمیٹی قائم کی ہے تاکہ بورڈ کو اس کے کاموں کی انجام دہی میں مدد ملے۔ HR اور معاوضہ کمیٹی اور آڈٹ کمیٹی کے چینر میں آزاد ڈائریکٹر ہیں اور بہترین طریقوں کے مطابق ایک ہی شخص نہیں ہیں۔

بورڈ کے اجلاس

2023 کو ختم ہونے والے سال کے دوران بورڈ اجلاسوں کی کل تعداد چار (4) تھی۔ کوڈ آف کارپوریٹ گورننس کے تقاضوں کے مطابق بورڈ کو ہنگامی اجلاس کو چھوڑ کر سات دن (7) پہلے تحریری نوٹس جاری کیے گئے تھے۔

اجلاس میں شرکت کرنے والے ڈائریکٹر کا نام

ڈائریکٹر کا نام	اجلاس میں شرکت کی
مسز زینویا واصف	4
جناب عبدالہاسط	4
جناب خضر حیات فاروق	4
جناب جنید شہزاد احمد	4
جناب ذوالفقار علی انجم	4
Wg. Cmr (Retd) طلعت محمود	4
جناب سردار عبدالمجید خان	1

بورڈ اور کمیٹی کے اجلاسوں میں شرکت نہ کرنے والے ممبران کو غیر حاضری کی چھٹی دی گئی۔

آڈٹ کمیٹی

کوڈ آف کارپوریٹ گورننس کے مطابق آڈٹ کمیٹی مکمل طور پر نان ایگزیکٹو ڈائریکٹرز پر مشتمل ہوتی ہے جس میں کمیٹی کا چینر میں انڈیپنڈنٹ ڈائریکٹر ہوتا ہے۔ آڈٹ کمیٹی کی حاضری درج ذیل ہے:

رکن کا نام	اجلاس میں شرکت کی
Wg. Cmr (Retd) طلعت محمود۔ چینر میں	4
جناب جنید شہزاد احمد۔ رکن	4
مسز زینویا واصف۔ رکن	4

HR اور معاوضہ کمیٹی

کوڈ آف کارپوریٹ گورننس کے مطابق HR اینڈ ریمونیشن کمیٹی میں زیادہ تر نان ایگزیکٹو ڈائریکٹرز ہوتے ہیں اور کمیٹی کا چینر میں انڈیپنڈنٹ ڈائریکٹر ہوتا ہے۔ کمیٹی کی حاضری درج ذیل ہے:

رکن کا نام	اجلاس میں شرکت کی
جناب خضر حیات فاروق	1
جناب ذوالفقار علی انجم	1
جناب جنید شہزاد احمد	1

آڈٹ کمیٹی

بورڈ کی آڈٹ کمیٹی بورڈ کی منظور شدہ شرائط کے مطابق اپنے فرائض اور ذمہ داریوں کو موثر انداز میں انجام دیتی رہی۔

حصص کا نمونہ

لسٹنگ ریگولیشنز کے تحت 30 جون 2023 تک کمپنی کے شیئر ہولڈرز اور شیئر ہولڈرز کی کیٹیگریز کا تفصیلی پیٹرن اس سالانہ رپورٹ میں شامل کیا گیا ہے۔

متعلقہ پارٹی ٹرانزیکشن

کمپنی نے تمام متعلقہ پارٹی ٹرانزیکشنز کو آڈٹ کمیٹی اور بورڈ کے سامنے ان کے جائزے اور منظوری کے لئے پیش کیا ہے۔ ان ٹرانزیکشنز کی منظوری آڈٹ کمیٹی اور بورڈ نے اپنے متعلقہ اجلاسوں میں دی ہے۔ تمام متعلقہ پارٹی ٹرانزیکشنز کی تفصیلات آڈٹ شدہ مالی بیانات کے ساتھ منسلک کی گئی ہیں۔

مستقبل کے امکانات

آپ کی کمپنی کے مستقبل کے امکانات انتظامیہ اور ٹیم کی کوششوں کی وجہ سے امید افزا ہیں جو بالآخر کمپنی کے وسیع مارکیٹ شیئر اور بہتر بروکریج نتائج کے نتیجے میں فروخت میں اضافہ کرتے ہیں۔ کمپنی کا پی ایس ایکس سیگمنٹ ڈیجیٹل آن بورڈنگ کے ذریعے ریٹیل ڈویژن سے بہتر نتائج حاصل کرنے کی طرف دیکھ رہا ہے۔ کمپنی اپنے موجودہ گاہکوں سے بہتر حجم حاصل کرنے کی کوشش کر رہی ہے اور ساتھ ہی ادارہ جاتی فروخت لانے کے لئے پرامید ہے۔ سیلز ٹیم تعلقات کو بڑھا کر اور کمپنی کی پریمیم خدمات پیش کر کے غیر ملکی گاہکوں سے فعال طور پر رابطہ کر رہی ہے۔

انتظامیہ برانچ نیٹ ورک کو وسعت دیتے ہوئے کموٹٹی ڈویژن کی وجہ سے سرگرمی میں اضافے کی بھی پیش گوئی کرتی ہے۔ انتظامیہ کو یقین ہے کہ کمپنی کی ایکویٹی ممکنہ طور پر اچھے نتائج کا مظاہرہ کرے گی کیونکہ معیشت اور مارکیٹ کی بحالی جاری ہے۔

اعتراف

ہم کمپنی کے شیئر ہولڈرز کے ان کے مسلسل اعتماد اور سرپرستی کے لئے شکر گزار ہیں۔ ہم تمام اسٹیک ہولڈرز، سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان، سینٹرل ٹیازٹری کمپنی، نیشنل کلیننگ کمپنی آف پاکستان لمیٹڈ اور پاکستان اسٹاک ایکسچینج لمیٹڈ کا ان کی غیر متزلزل حمایت اور رہنمائی پر تہ دل سے شکریہ ادا کرتے ہیں۔

ہم کمپنی کے ملازمین کی طرف سے کی جانے والی سخت محنت کو مزید تسلیم کرتے ہیں اور اس کی تعریف کرتے ہیں۔ ہم انتظامیہ کی حمایت اور رہنمائی میں بورڈ کے ممبران کے قابل قدر تعاون اور فعال کردار کا بھی اعتراف کرتے ہیں۔



زینوبیا واصف
چینر پرسن



عبدالباسط
چیف ایگزیکٹو آفیسر

کراچی، 03 اکتوبر 2023

FORM OF PROXY

Annual General Meeting

I/We _____ of _____
 being member of TRUST SECURITIES & BROKERAGE LIMITED, holder of _____ Ordinary Shares
 as per Registered Folio/CDC Participant I.D. No. _____ holding Computerized National
 Identity Card (CNIC)/Passport No. _____ hereby appoint Mr./Mrs./Miss.
 _____ of _____ or failing him/her hereby appoint
 Mr./Mrs./Miss. _____ of _____ who is also a member of the TRUST
 SECURITIES & BROKERAGE LIMITED vide Registered Folio/CDC Participant I.D. No. _____ as my proxy to
 vote for me and on my behalf at the Annual General Meeting of the Shareholders of TRUST SECURITIES &
 BROKERAGE LIMITED to be held on October 27, 2023 at 2.15 P.M. at the Registered Office of the Company
 situated at 401, 4th Floor, Business & Finance Centre, I.I. Chundrigar Road, Karachi and any adjournment
 thereof or any ballot to be taken in consequence thereof.

CDC Account No.

Revenue Stamp
of Rs. 5/-

SIGNATURE

(As registered with the Company)

Signed this _____ day of _____ 2023

WITNESSES

1. Signature _____

Name _____

Address _____

CNIC No. _____

2. Signature _____

Name _____

Address _____

CNIC No. _____

Notes:

1. This Proxy Form, duly completed and signed, must be received of the Registered Office of the Company, not less than 48 hours before the time of holding the meeting. A proxy must be a member of the Company.
2. The Proxy Form shall be witnessed by two persons whose names, addresses and CNIC numbers shall be mentioned on the form.
3. Attested copies of CNIC of the appointer and the proxy-holder shall be furnished with the Proxy Form.
4. The Proxy-holder shall produce his/her original CNIC at the time of the meeting.
5. In case of corporation entity, the Board of Directors' resolution / Power of Attorney with specimen signature shall be submitted along with Proxy Form.