



CORPORATE BRIEFING SESSION
FOR ANALYSTS & SHAREHOLDERS OF
JS INVESTMENTS LIMITED

Presentation Date: November 24, 2023

AGENDA



COMPANY PROFILE & OPERATING ENVIRONMENT



FINANCIALS



STRATEGIC & OPERATIONAL DEVELOPMENTS



QUESTION & ANSWER SESSION



CORPORATE PROFILE & OPERATING ENVIRONMENT

ABOUT US

BETTER INVESTMENTS, FOR A BETTER FUTURE

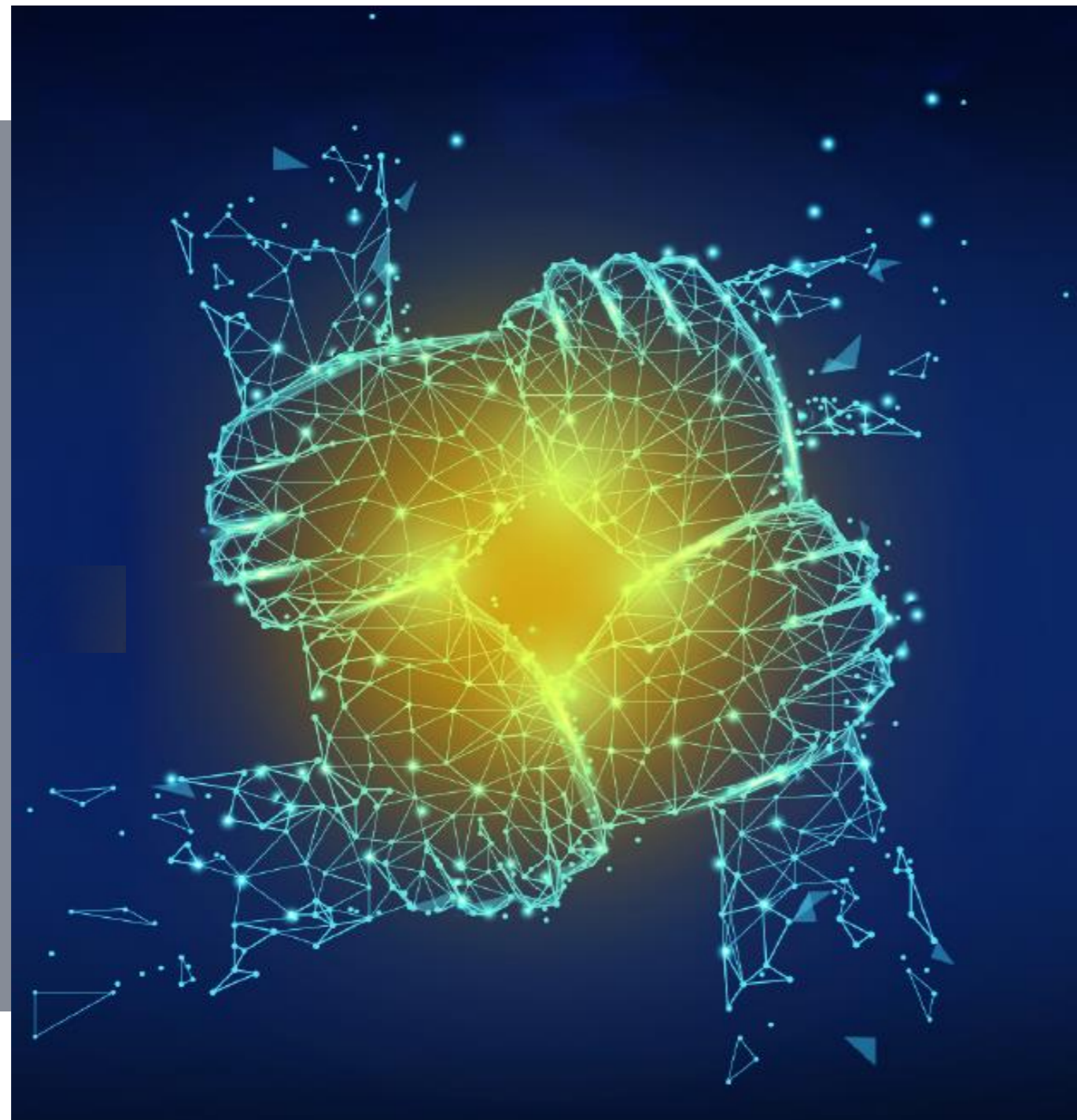
JS Investments Limited (JSIL) (estd. 1995) is Pakistan's oldest private sector Asset Management Company. Our founding partners were INVESCO PLC (formerly known as AMVESCAP PLC) – Europe’s largest investment Management house & International Finance Corporation (IFC) – the private sector arm of the World Bank Group. JSIL is a subsidiary of JS Bank, one of the fastest growing banks in Pakistan, with a rapidly expanding network of 277 branches across the country.

JSIL offers a wide range of investment products, including Mutual Funds, Voluntary Pension Schemes, and Separately Managed Accounts (SMAs) to cater to the needs of individual and institutional investors.

The company has played a key role in defining the standards of the Asset Management Industry in Pakistan.

SECP licenses JSIL to provide “Asset Management”, “Investment Advisory”, “REIT Management”, and “Private Equity and Venture Capital Fund Management” services. In addition, the Company also acts as Pension Fund Manager under the VPS Rule.

JSIL is a member of the Mutual Fund Association of Pakistan (MUFAP) and is listed on the Pakistan Stock Exchange Limited.

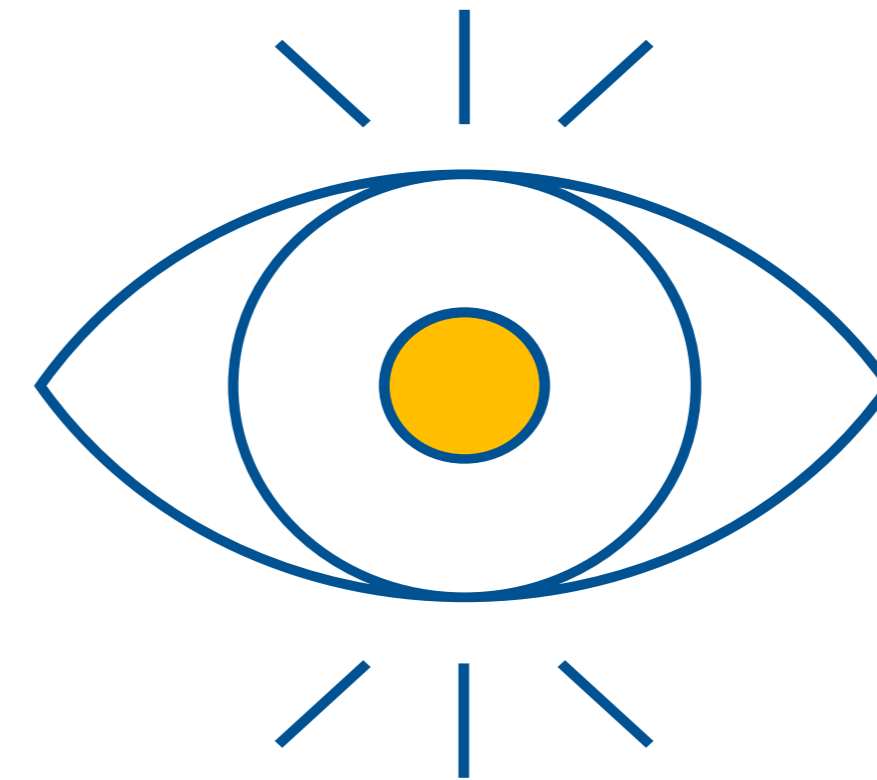


VISION & MISSION



MISSION

To establish a leadership position in bringing more investable asset classes and innovative products, while managing them with prudence and excellence.



VISION

To be the preferred choice of every investor, offering diverse and innovative investment solutions.

CORPORATE INFORMATION

BOARD OF DIRECTORS

Mr. Suleman Lalani	Chairman / Non-Executive Director
Ms. Iffat Zehra Mankani	Chief Executive Officer
Mr. Hasan Shahid	Non-Executive Director
Mr. Mirza M. Sadeed Hassan Barlas	Non-Executive Director
Mr. Atif Salim Malik	Non-Executive Director
Ms. Aisha Fariel Salahuddin	Non-Executive Independent Director
Ms. Mediha Kamal Afsar	Non-Executive Independent Director
Mr. Farooq Ahmed Malik	Non-Executive Independent Director

CHIEF EXECUTIVE OFFICER

Ms. Iffat Zehra Mankani

CHIEF OPERATING OFFICER & COMPANY SECRETARY

Mr. Muhammad Khawar Iqbal

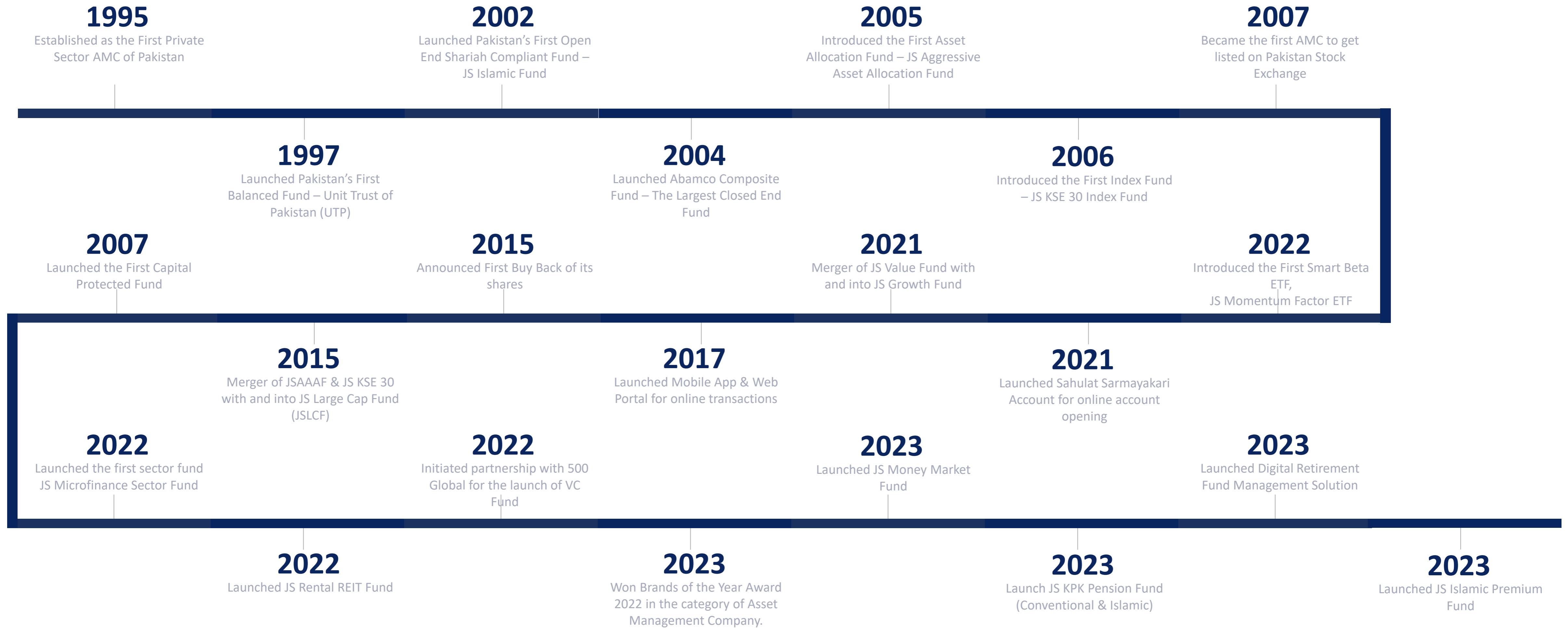
CHIEF FINANCIAL OFFICER

Mr. Raheel Rehman

STATUTORY AUDITORS

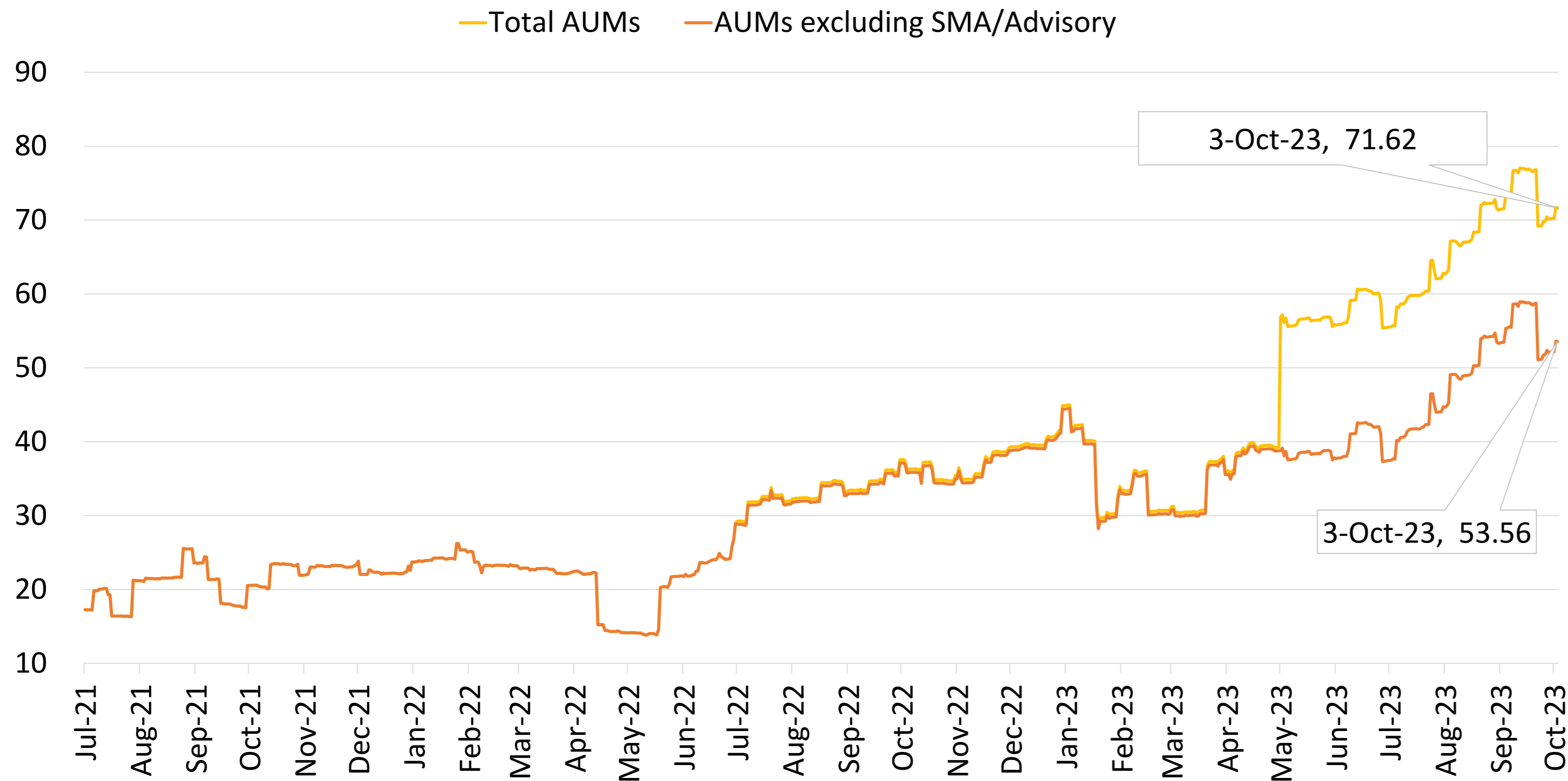
M/s. KPMG Taseer Hadi & Co. Chartered Accountants

OUR LEGACY



GROWTH IN JSIL'S CONSOLIDATED AUMS

(July 2021 – September 2023)



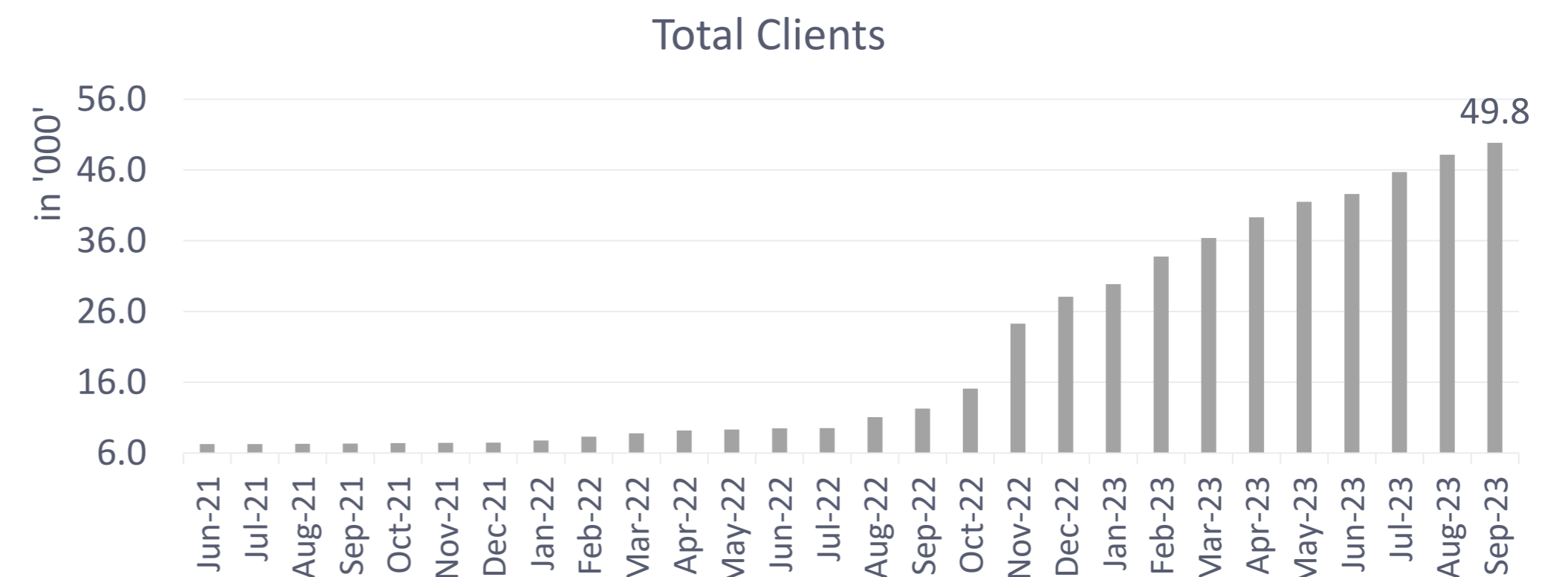
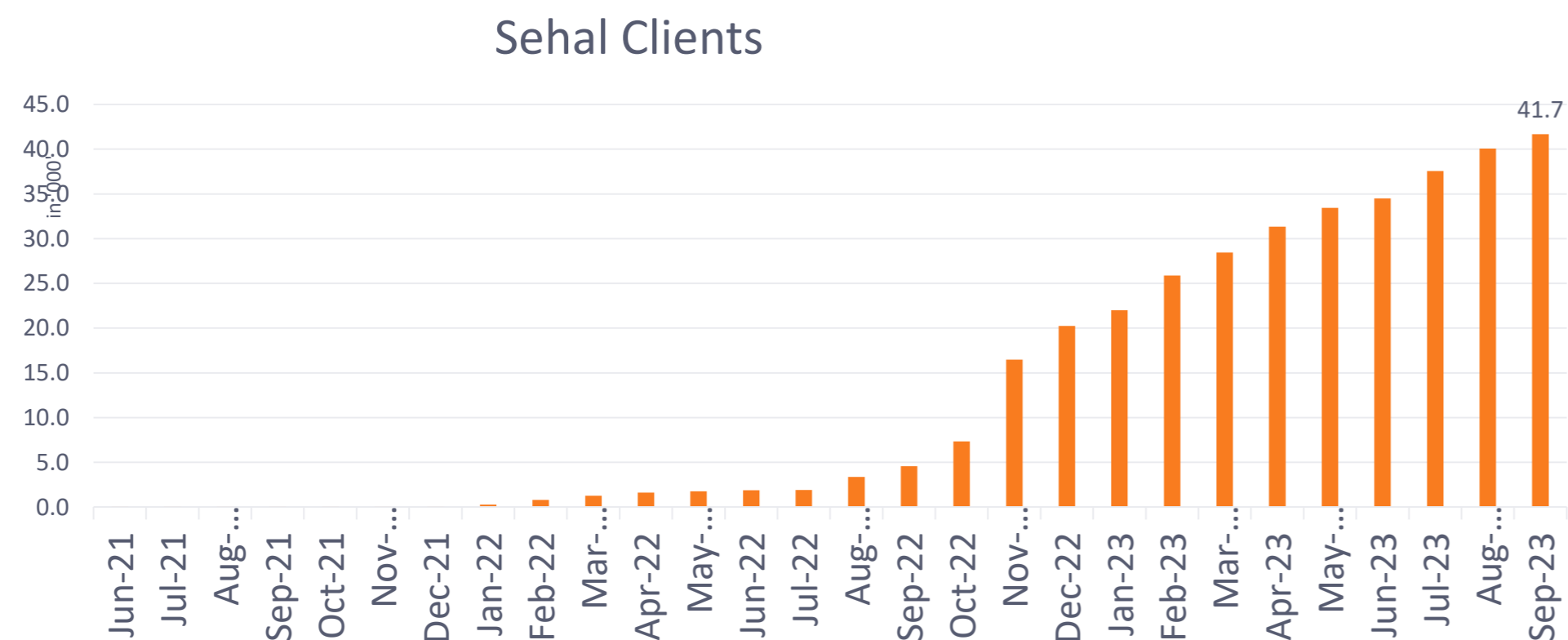
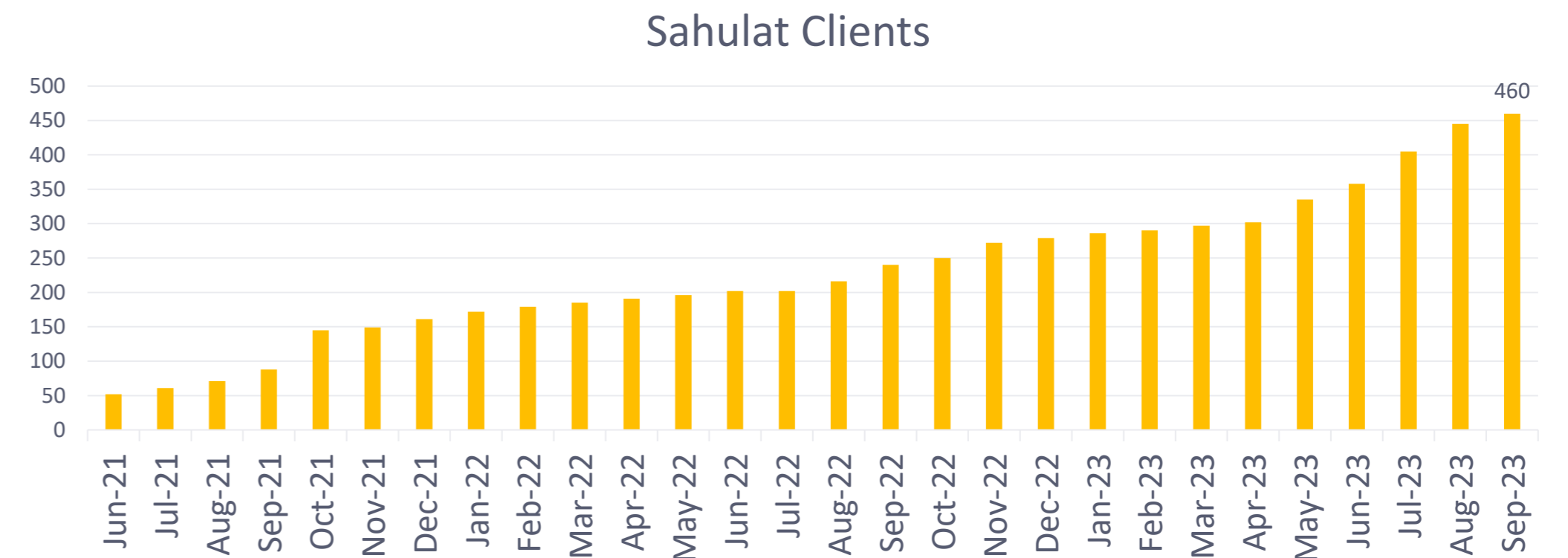
Our AUMs closed at PKR 53.6 billion against the budgeted target of PKR 53.0 billion (-PKR 0.5 bn in 9MCY2023- excluding SMA). On a quarter-end basis, AUMs are higher by PKR 16 billion, depicting a growth of 40%.

Assets under management in the past since July 2021 (27 months) have quadrupled, including advisory AUMs and tripled, exclusive of SMA/Advisory AUMs.

Post June 30, 2023, our AUMs have increased noticeably and went as high as Rs 59 bn (Rs 78 bn inclusive of SMA), which is an increase of Rs 22 billion and in line with our 12-month target of Rs 60 bn.

GROWTH IN THE NUMBER OF INVESTORS

Apart from the Zindigi platform that has added another 7k accounts this quarter (around 22.5k in 9M and around 40k since inception), we have also been able to add 102 Sahulat accounts and 332 New Regular accounts in Q3-2023 (562 for 9M2023) .





FINANCIALS

KEY HIGHLIGHTS



Revenues and Expenses

- Total Income (Remuneration from funds under management and Investment income) is higher by 288% to Rs 400 million in nine months period ending September 30, 2023 over the same period last year (Rs 103 million), exclusive of Investment Income, total remuneration is still higher by 52% as compared to the corresponding period.
- Administrative Expenses were lower by 4.10% to Rs 259 million in nine months period ending September 30, 2023 as compared to Rs 270 million recorded in nine months period ending September 30, 2022.



Net Profit/ Loss

- Profit after tax for nine months period ending September 30, 2023 is recorded at Rs 117 million or Rs 1.89/share, which is a turnaround from the losses of Rs 162 million recorded last year.
- The adjusted EBITDA is higher by 106% at Rs 140 million for the nine months period ending September 30, 2023 as compared to the budgeted EBITDA of Rs 68 million for the same period.



Shareholders Equity

- Shareholders' Equity improved by Rs 117 million to Rs 1.47 billion at September 30, 2023 over Dec 2022: Rs 1.36 billion.

PROFIT & LOSS COMPARISON

(9M 2023 vs 9M 2022)

All amounts in Rs million	9M CY2023	9M CY2022	Change YoY
Income	399.92	103.07	296.85
<i>Net Remuneration from Mutual Funds & SMAs</i>	171.16	121.32	49.85
<i>Commission from Open End Funds</i>	16.70	2.61	14.10
<i>Income/(Loss) From Investments</i>	212.06	-20.85	232.91
Administration and Selling Expenses	-217.95	-219.82	1.88
EBITDA	181.98	-116.75	298.73
<i>Depreciation and Amortization</i>	-43.56	-50.61	7.05
<i>Other Income</i>	7.21	32.12	-24.91
<i>Financial Charges</i>	-18.06	-20.97	2.91
(Loss)/ Profit for the period before tax	127.56	-156.22	283.78
<i>Income tax</i>	-10.70	-5.58	-5.12
(Loss)/ Profit for the period after tax	116.86	-161.80	278.66

BALANCE SHEET

All amounts in Rs million	30-Sep-23	31-Dec-22	Change	30-Sep-23	30-Sep-22	Change
Total Assets						
<i>Non-Current</i>	255	285	-10%	255	299	-15%
<i>Current – Investments</i>	1247	1159	8%	1247	1149	9%
<i>Other Current Assets</i>	411	328	25%	411	326	26%
	1913	1772	8%	1913	1774	8%
Total Liabilities						
<i>Non-Current</i>	196	214	-8%	196	210	-6%
<i>Current</i>	244	203	20%	244	222	10%
	440	416	6%	440	432	2%
Shareholder's Equity						
<i>Paid-up Capital</i>	618	618	0%	618	618	0%
<i>Accumulated Profit</i>	855	738	16%	855	725	18%
	1472	1355	9%	1472	1343	10%
Total Equity and Liabilities	1913	1772	8%	1913	1774	8%



STRATEGIC & OPERATIONAL DEVELOPMENTS

NEW PRODUCTS OFFERINGS & PIPELINE

FIXED INCOME

JS Fixed Term Munafa Fund

Open-ended Fixed rate fund

The fund aims to deliver consistent and attractive returns within defined timeframes through various strategically crafted plans. By judiciously investing in government securities, cash instruments, and other authorized avenues, the fund seeks to optimize risk-adjusted returns while preserving capital, catering to our investors' financial goals. The fund is scheduled to be launched by the end of November 2023.

JS Islamic Premium Fund (launched)

Open ended Income Scheme

The fund aims to deliver sustainable returns by investing in the microfinance sector, adhering strictly to Islamic principles. With a focus on ethical and socially responsible investments, the fund seeks to provide investors a unique avenue for financial growth while contributing to the economic development of Sharia-compliant businesses.

The fund is poised for launch and is currently in the IPO phase and all requisite approvals have been successfully obtained, ensuring a seamless entry into the market.

FIXED INCOME

JS Capital Protected Fund

Open ended Shariah compliant Capital Protected Scheme

The fund will empower clients with a distinctive shariah-compliant, capital-protected investment experience, introducing a range of plans designed to align with individual financial goals. The fund is scheduled to be launched by the early January and the TD has already been approved.

PROVIDENT FUND

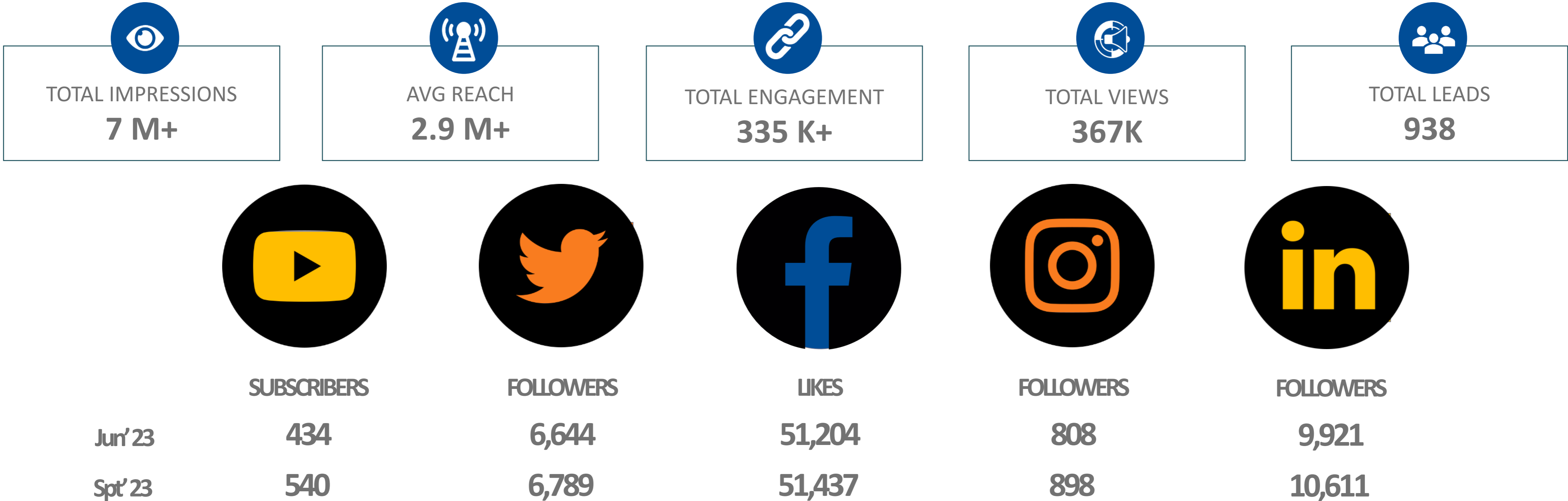
JS KPK Islamic Pension Fund & JS KPK Pension Fund (launched)

JSIL KPK Pension Fund, an exclusive contributory pension fund designed for KPK government employees who joined after June 2022. Successfully launched on October 5, 2023, this fund underscores our commitment to financial security. Catering to diverse investor preferences, it offers both JS KPK Islamic Pension Fund and JS KPK Pension Fund, allowing participants to choose between Shariah-compliant and conventional investment options for long-term growth aligned with their values and financial goals.

CROSS FUNCTIONAL DEPARTMENTS : MARKETING

Our Social Media Strategy drives sustainable growth by educating and shifting culture from spending to investing. With tailored content and targeted marketing, we've achieved 7 Impressions, engaged 0.3M + people, and attracted 900+ leads in the last 3 months. Our follower base has surged: YouTube subscribers by 24%, Instagram by 11%, and LinkedIn by 7% from July 2023 to Sep 2023. Moreover, we opened 30+ JS Sehl Accounts in the last month through a targeted Sehl Campaign

We focused on the awareness of the public through series of Webinars and outdoor activities in various cities.



NEW INITIATIVE: JSIL WEALTH CENTERS

A space to connect exciting investment opportunities across all asset classes with potential investors, enabling them to generate **FUTURE WEALTH.**

Aimed to develop a niche segment giving access to the investors to all asset classes like Mutual Funds, Private Equity, Venture Capital, REITs, ETFs, enabling them to explore investment avenues within the country and generate returns that were assumed only to be available internationally.



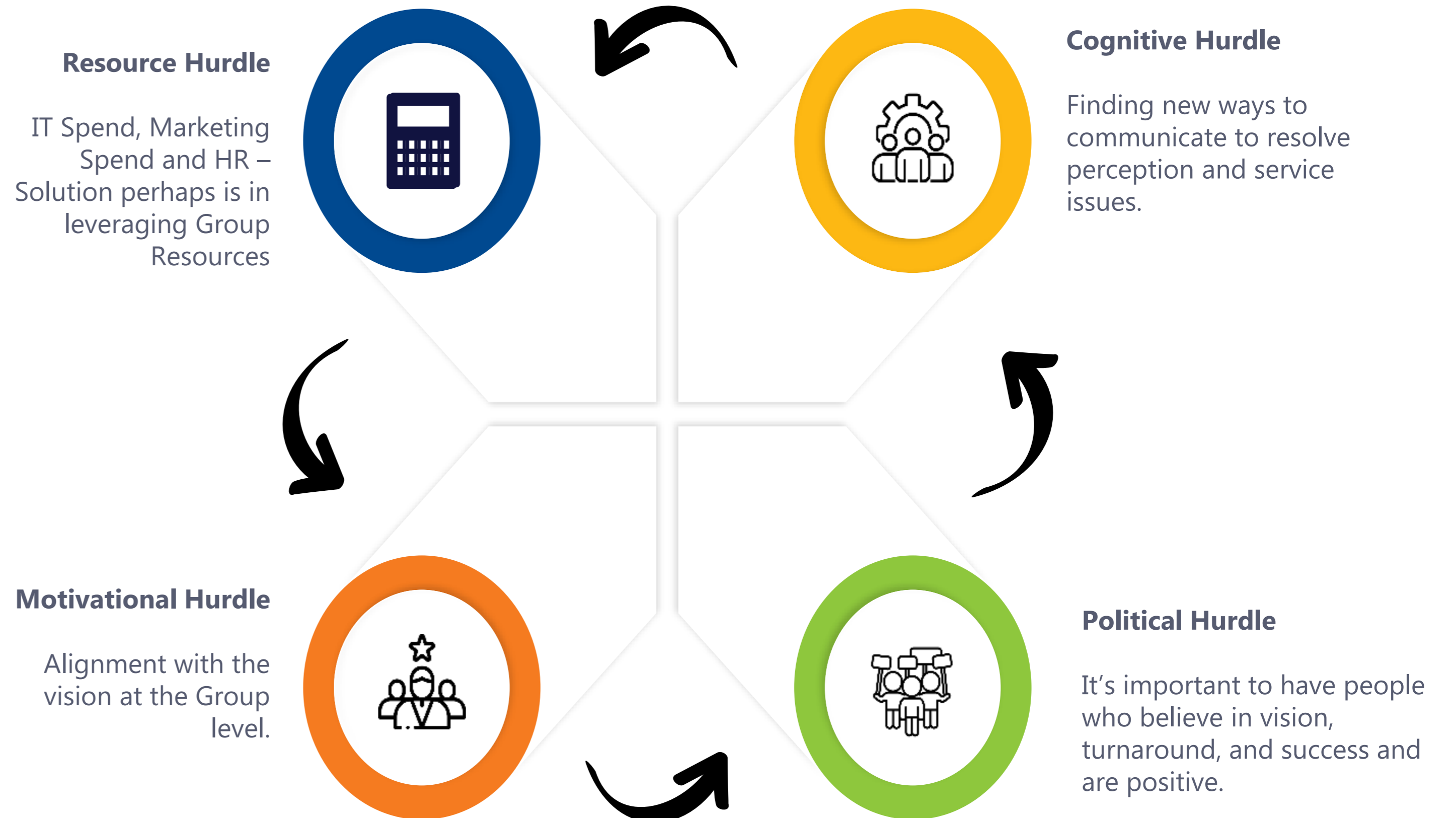
PRIME LOCATION OF DHA PHASE 8 KARACHI

HARD "S" OF MCKINSEY MODEL

The "Hard S" in the McKinsey 7S Framework refers to the tangible and visible elements of an organization

Strategy

- Current growth is two tiered; (a) focusing on grabbing the market share from the institutional investors, (b). selling mutual funds to retail can be strategically channeled through distribution network (JSBL & BIPL branches). This distribution network has the potential to add significant value in the short term.
- Targeting organizations to outsource their investment management and placing it within JSIL. Investment Advisory has a wide scope within the industry.
- Retirement / Pension fund's transition to JSIL's management, adopting the defined contribution pension model via VPS.



Q & A

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

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