



AKD Securities Limited

The best way to predict the future is to create it!

*-Abraham Lincoln*

## BOARD OF DIRECTORS

- Ms. Hina Junaid Dhedhi                      Chairperson
- Mr. Muhammad Farid Alam, FCA      CEO/Director
- Mr. Sikander Kasim                          Director
- Ms. Ayesha Aqeel Dhedhi                Director
- Ms. Afsheen Aqeel                          Director
- Mr. Kamal Uddin Tipu                      Director
- Mr. Tariq Ghumra                          Director

## RATING

- Entity Rating - Long Term                AA-
- Entity Rating - Short Term                A-1
- Broker Management Rating                BMR 1
- Broker Fiduciary Rating                    BFR2++
- Outlook                                         Stable

The ratings reflects good credit quality. Access to capital markets is good and risk factors are small.

Also, it reflects existing market position, strong sponsor profile, sizeable retail client base and adequate liquidity and capitalization indicators.

BMR signifies strong external controls and regulatory compliance levels; sound HR and IT services, client relationship and risk management along with adequate internal control framework and financial management.

Aim to build on legacy to still greater heights

## OUR SERVICES

### EQUITIES

- TREC Holder of PSX
- AKDL Trade, Largest online trading platform
- Institutional, International, HNWIs & Branch Network

### MONEY MARKET

- Interbank Money Market Dealing
- Top 10 broker
- Penetration in institutional and corporate clients

### RESEARCH

- Industry wide coverage
- Daily, weekly, thematic and macro coverage reports
- One of the largest teams

### COMMODITIES

- One of the leading brokers on PMEX
- Experienced team
- Research and technical support

### FOREIGN EXCHANGE

- Interbank FX dealing
- Penetration in most financial institutions

### CORPORATE FINANCE & ADVISORY

- Managers & acquisitions/divestitures and Privatizations.
- IPOs, book building, block transactions and private placements.
- Corporate & financial restructuring.

“AKD Securities Limited is one of the largest brokerage house in Pakistan providing a full spectrum of products and services”



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Years history

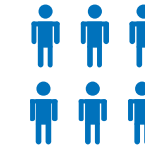


One of the largest Online platform



13.79

% Market share on vols



244

Employees



Pedigreed History

# FINANCIALS

## Revenues – Retail/Online Equity is key

Profit & Loss Statement	June-23	June-22	YoY
<b>Revenue</b>	-----Rupees-----		
Brokerage-Equity	561,210,910	1,173,334,496	-52%
Advisory/Underwriting & Others	52,197,063	395,122,890	-87%
MM &FX	18,478,827	23,480,925	-21%
Commodities	13,097,725	8,472,375	55%
Financial Income	369,138,317	244,348,901	51%
Other Income	215,069,534	92,495,857	133%
<b>Total Business Revenue</b>	<b>1,229,192,375</b>	<b>1,937,255,444</b>	<b>-37%</b>
Exceptional realized/ unrealized gain/(loss) on STI	287,122,540	(857,092,299)	-133%
<b>Total Revenue</b>	<b>1,516,314,915</b>	<b>1,080,163,145</b>	<b>40%</b>
Administrative and Operating Expenses	1,040,552,824	1,057,389,772	-2%
Financial charges	116,678,584	105,195,429	11%
<b>Total Cost</b>	<b>1,157,231,408</b>	<b>1,162,585,201</b>	<b>-0.5%</b>
<b>Profit /(Loss) before tax</b>	<b>359,083,507</b>	<b>(82,422,057)</b>	<b>-536%</b>
<b>Profit /(Loss) after tax</b>	<b>406,755,721</b>	<b>(324,228,909)</b>	<b>-225%</b>
<b>Earning/ (Loss) Per Share</b>	<b>0.78</b>	<b>(3.24)</b>	<b>-124%</b>

## Profit & Loss – profitability due to retail business

### Market Share:

- 13.79% & PSX market volumes per day 275M - June 2023.

### Revenue

- Total Revenues increase by 40% YoY (2022- 57% YoY)
- Equity brokerage key contributor of top-line
- 46 % of total business revenue in 2023
- Retail equity brokerage growth was reduced by 52% in 2023 due to low volumes in the market.
- Non-equity brokerage growth is up by 33%.
- Due to conscious efforts, the number of clients increased viz. 7% in Retail, 3% in the institution, and 2% in HNWI's.

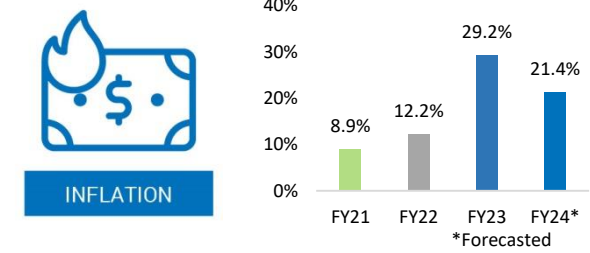
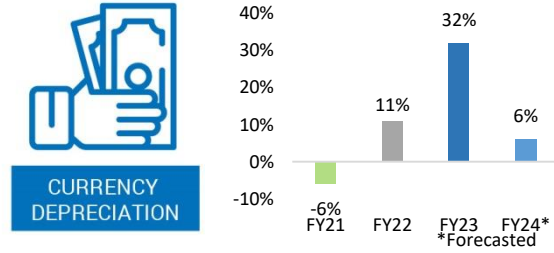
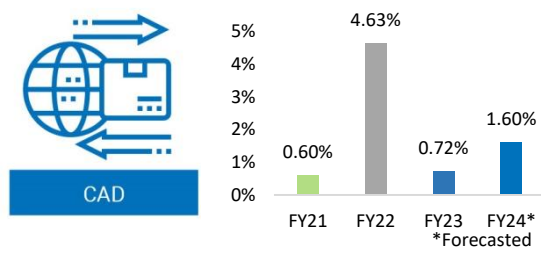
### Operating Cost

- Total operating expenses are controlled due to strict monitoring and measures.
- Fixed HR costs reduced by 8% YoY.
- Finance costs are up by 11% YoY.

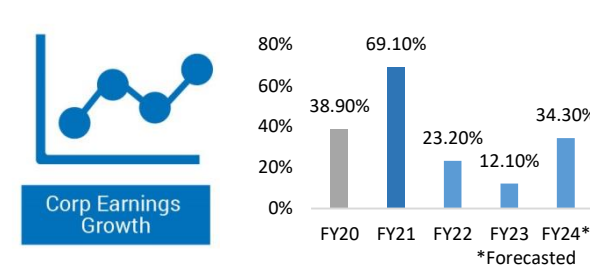
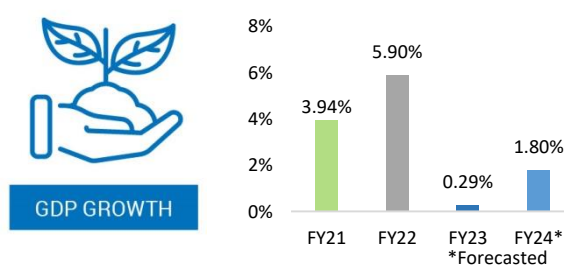
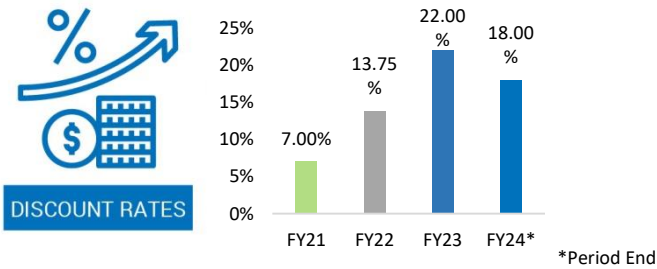
**BUSINESS OUTLOOK – CAUTIOUSLY POSITIVE**



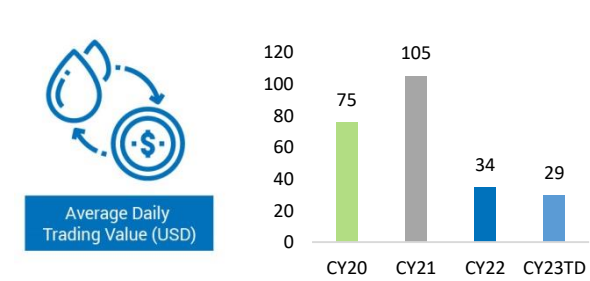
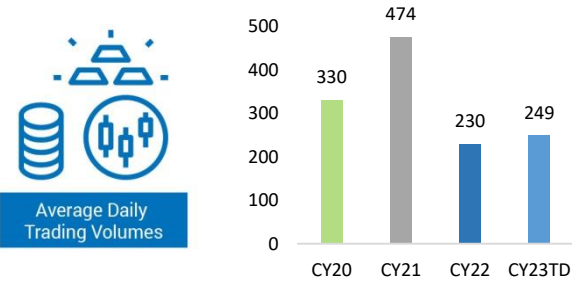
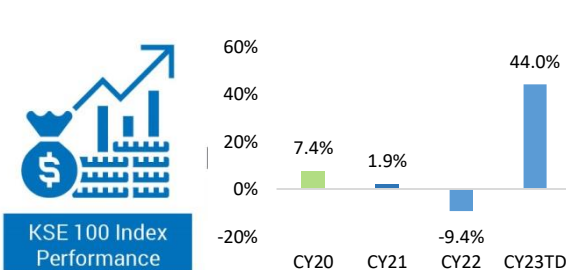
# Economy – stabilization efforts under way



Current Account Deficit set to decrease to 1.6% of GDP in FY24, currency depreciation to hit 6%

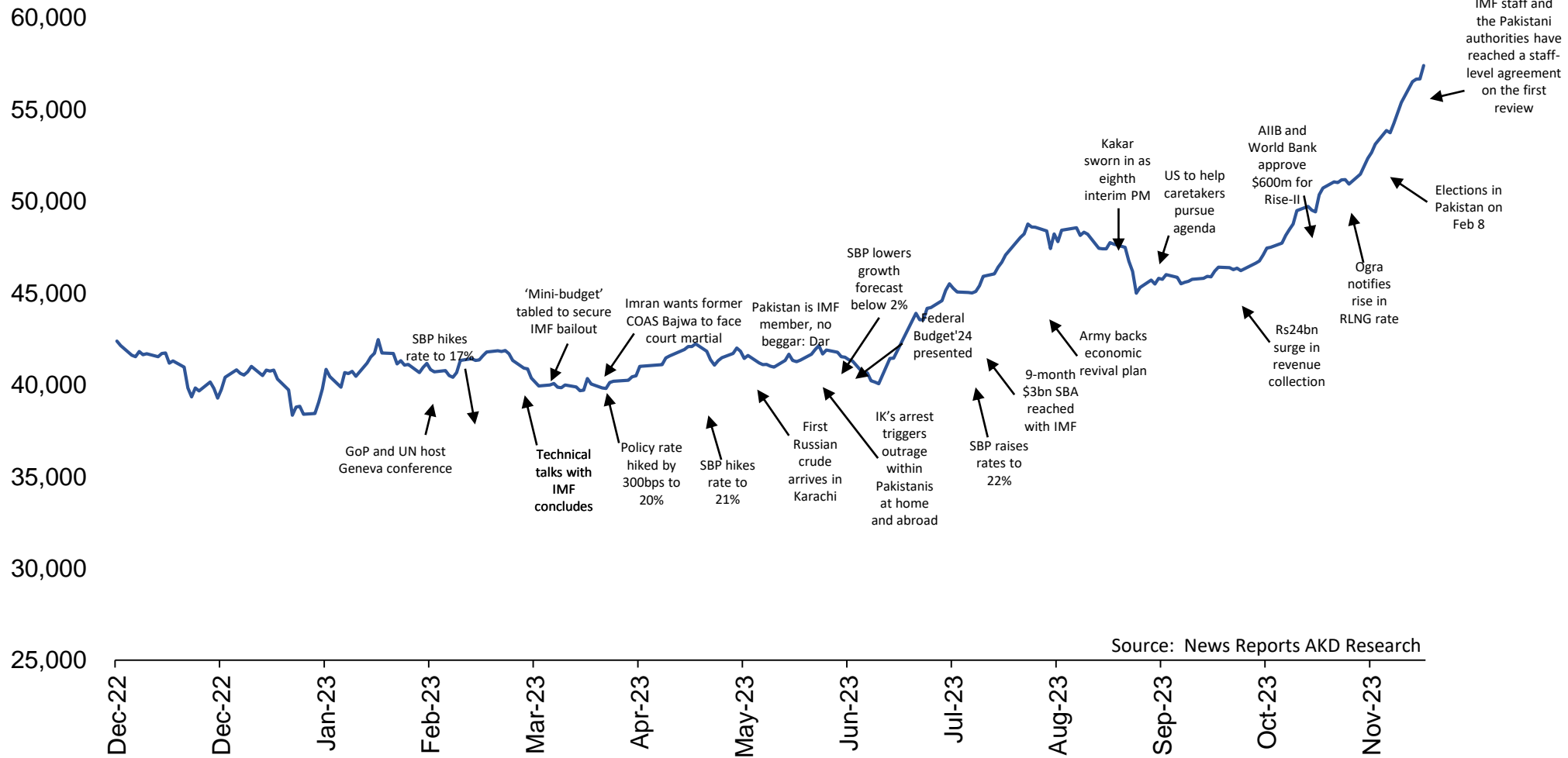


Economy is expected to recover, with forecasted GDP growth of 1.8%



Average volumes improved in CY23TD as market sentiment turns bullish

# KSE100 Performance with news flows



- Stock market – valuations remain attractive

PE Ratio	Pakistan	MSCI FM	MSCI FM's Premium over KSE-100	MSCI EM	MSCI EM's Premium over KSE-100
CY16	10.9	12.6	15%	13.3	22%
CY17	9.7	13.8	42%	13.3	37%
CY18	8.1	12.3	53%	11.9	48%
CY19	7.0	12.9	85%	13.4	93%
CY20	8.3	15.2	82%	17.8	113%
CY21	5.8	13.0	125%	12.9	123%
CY22	3.7	9.4	156%	11.8	222%
CY23TD	3.9	9.9	153%	13.4	243%

Avg PER	
IMF program 2013-16	8.34
IMF program 2008-11	9.37
Outside IMF program Avg	8.39

AKD Universe – Valuation Statistics			
	FY22	FY23	FY24
PER	4.72	3.6	3.0
Earnings growth	23.2%	32%	20%
Dividend yield	7.6%	8.4%	10.5%

# COMPANY STRATEGY

## STRATEGY

- Be the leader in Online and retail brokerage
- To shape itself as a technology-driven brokerage house.
- New mobile trading application features.
- To offer all the asset classes (Equity, Money Market, Forex, and Commodities) on one digital platform.
- Fixed Income products under testing through a digital platform.
- Central gateway portal (CGP)/PMEX / Equity Online Account Opening trace and track.

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