



TRUST SECURITIES AND BROKERAGE LIMITED

(Secure your investment)

CORPORATE BRIEFING SESSION 2023

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OVERVIEW

- ▣ Trust Securities and Brokerage Limited (TSBL) 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 long term benefit of our clients eventually leading to continuous growth for our stakeholders. We are committed on serving our clients offering them unmatched services to help them achieve targets from the ever-growing capital market.



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 in creating real value, impacting clients and shareholders.

BOARD OF DIRECTORS



**ABDUL BASIT
C.E.O/DIRECTOR**



**ZENOBIA WASIF
CHAIRPERSON
/DIRECTOR**



**KHYZER HAYAT
FAROOQ
DIRECTOR**



**JUNAID SHEHZAD
AHMED
DIRECTOR**



**WG CMR. TALAT
MEHMOOD (RETD.)
DIRECTOR**



**ZULFIQAR ALI
ANJUM
DIRECTOR**



**SARDAR ABDUL
MAJEEED KHAN
DIRECTOR**

Diversified Financial Services

- .Financial Consultancy by professional expert to Institutional and Retail Network on Equities and Commodities.

- .Equipped with Financial, Technical, and Fundamental Analysis.

- .24/7 Financial and Technical Assistance.



TOP TEN BROKERS AS AT 30 JUNE 2023

Ranking	Based on Traded Contracts	Based on Traded Value	Based on New Opened Accounts
1	H.G Markets (Pvt.) Limited	H.G Markets (Pvt.) Limited	H.G Markets (Pvt.) Limited
2	Rayaan Commodities (Pvt.) Limited	Floret Commodities (Pvt.) Limited	Rayaan Commodities (Pvt.) Limited
3	Floret Commodities (Pvt.) Limited	Enrichers (Pvt.) Limited	Floret Commodities (Pvt.) Limited
4	Trust Securities & Brokerage Limited	First Commodities (Pvt.) Limited	Mohammad Munir Mohammad Ahmed Khanani Securities Limited
5	Mohammad Munir Mohammad Ahmed Khanani Securities Limited	Rayaan Commodities (Pvt.) Limited	Trust Securities & Brokerage Limited
6	Asian Gold Commodities (Pvt.) Limited	Zahid Latif Khan Securities (Pvt.) Limited	JS Global Capital Limited
7	AKD Securities Limited	Mohammad Munir Mohammad Ahmed Khanani Securities Limited	Standard Capital Securities (Pvt.) Limited
8	H and N Commodities (Pvt.) Limited	AKD Securities Limited	KTrade Securities Limited
9	Enrichers (Pvt.) Limited	Trust Securities & Brokerage Limited	Asian Gold Commodities (Pvt.) Limited
10	Zahid Latif Khan Securities (Pvt.) Limited	Blink Capital Management (Pvt.) Limited	Enrichers (Pvt.) Limited

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TSBL ranks at 4,9 and 5 based on traded Contracts, traded value and new opened accounts.



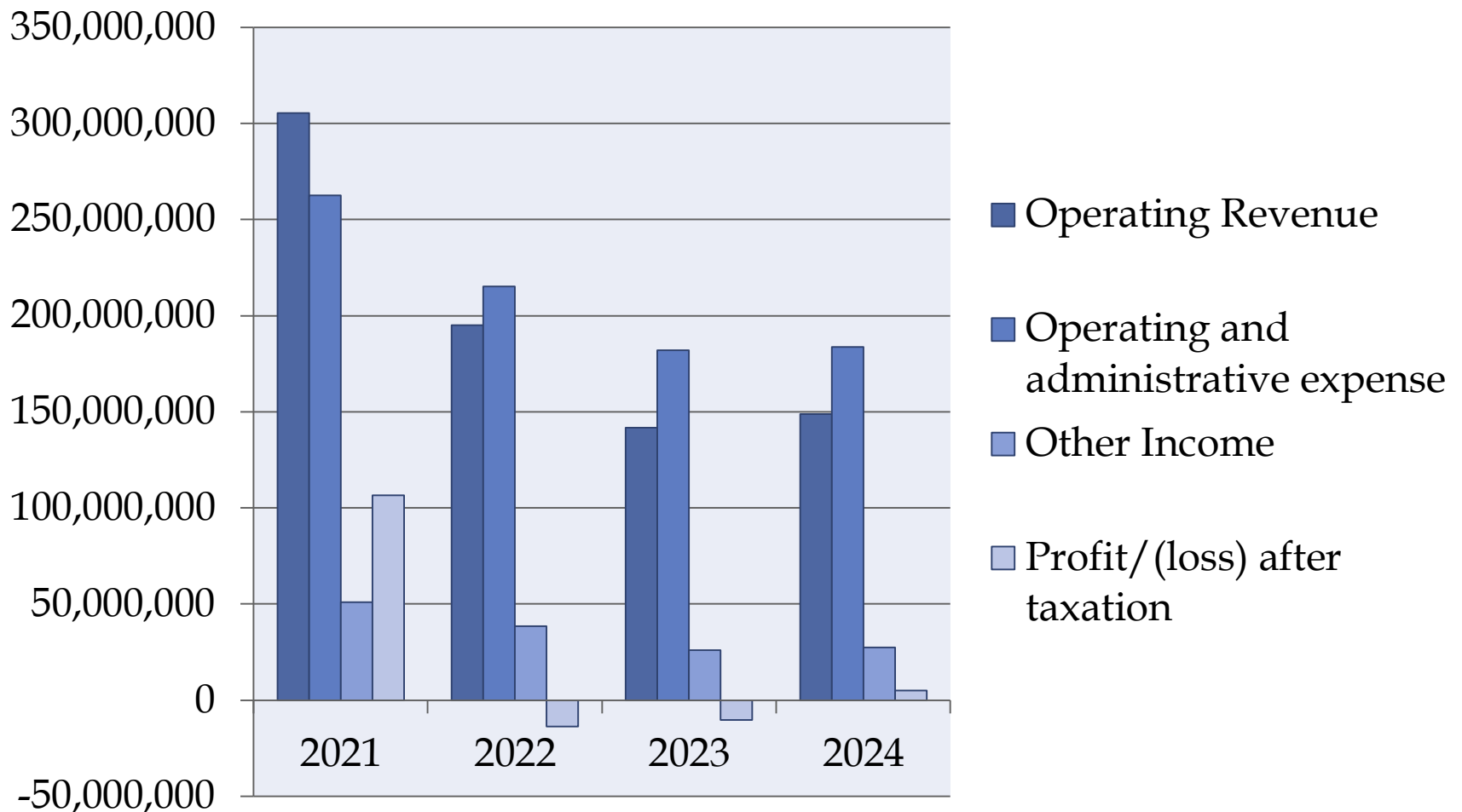
YOUR FUTURES EXCHANGE, THE EXCHANGE OF THE FUTURE

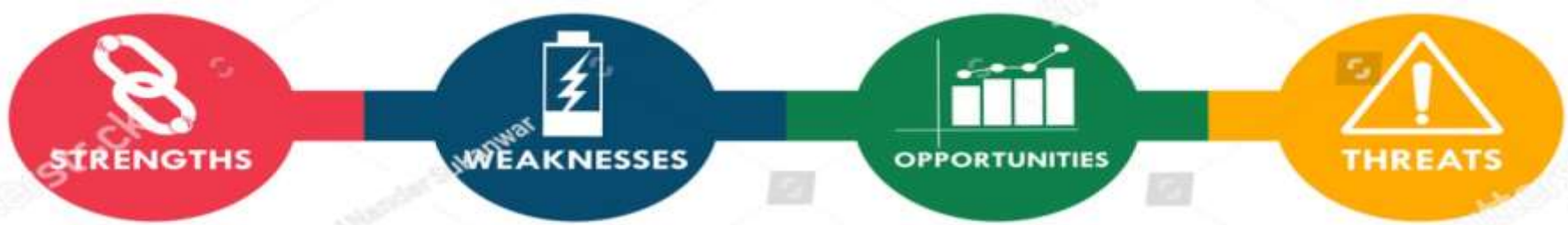
FINANCIAL PERFORMANCE | PROJECTED PROFIT & LOSS STATEMENT BASED ON HYPOTHETICAL ASSUMPTIONS

	2021	2022	2023	2024
		Actual	Actual	Projected
Growth Rate of Operating Revenue		-36.4%	-27%	5%
Operating Revenue	305,382,104	195,027,542	141,803,751	148,900,238
Operating & administrative expense	262,600,220	215,223,079	182,003,507	183,823,542
Other Income	51,013,830	38,494,129	25,992,254	27,291,887
Profit/(loss) after taxation	106,587,289	(13,774,038)	(10,268,669)	5,134,334

Note: The preparation of this projection requires management to make estimates and assumptions that affect the reported amounts of revenues, expenses, and other disclosures considered significant at the date of the Financial Projection. If in the future such estimates and assumptions which are based on management's best judgment at the date of the Interim Financial Statements, deviate from the actual circumstances the original estimates and assumptions will be modified as appropriate In the period in which the circumstances change.

FINANCIAL PERFORMANCE | PROJECTED PROFIT & LOSS STATEMENT BASED ON HYPOTHETICAL ASSUMPTIONS





SWOT ANALYSIS

□ STRENGTHS

Regulatory Compliance:

Strict adherence to regulatory requirements can build trust with clients and enhance the firm's reputation. Online digital account easy process to encourage new investors to open an account.

□ WEAKNESS

Market Volatility:

The Pakistani stock market is known for its volatility, which can be a challenge for brokerage firms in terms of risk management.

□ OPPORTUNITIES

Market Growth

As Pakistan's economy grows, the financial markets may also expand, presenting opportunities for brokerage firms to increase their business.

□ THREATS

Economic Instability:

Political and economic instability in Pakistan can negatively impact investor confidence and the overall financial markets.

OUTLOOK AND FUTURE PROSPECTS

- The IMF envisions steady growth in real GDP over the next three years, stabilizing around 5% by FY27.
- The IMF anticipates Pakistan's average CPI for FY24 to reach 25.9%, considerably higher than the government's estimate of 21%.
- Nevertheless, the fund predicts that the CPI will decrease in the latter part of the year, with an expected period-end CPI of around 16% for FY24. Ultimately, this inflation cycle is projected to diminish by FY27, with CPI returning to single digits.
- The company transition of auditors from category 'B' to SBP's approved 'A' category list has significantly enhanced oversight.
- As a part of long-term strategic plans, TSBL will utilize its growing market renown in commodities brokerage to further support its top line. The improvement of the technological platform and geographical diversification is also under consideration. Going forward, the Company will focus on revenue diversification, geographical expansion, and the sustainability and enhancement of its market share.

The background of the slide features dark silhouettes of an aircraft carrier's deck. On the left, the large, curved structure of a catapult launch system is visible. In the center, a crew member in a hard hat stands near a vertical mast. To the right, another mast with various deck equipment is silhouetted against a dark, slightly lighter background.

Thank you

Questions and
Answers Begins