Quarterly Report 2012 01



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## **Company Information**

**Board of Directors** Mr. Basir Shamsie Chairman, Non-Executive Director

Mr. Shahid Hameed Vice Chairman, Non-Executive Director Non-Executive Director

Non-Executive Director

Mr. Kashif Shafi Khan Mr. Naief Abdullatif S A Mohammad Non-Executive Director

Mr. Aslam Khaliq Mr. Khurshid Hadi

Non-Executive Director Mr. Muhammad Yousuf Amanullah Non-Executive Director Mr. Muhammad Kamran Nasir **Chief Executive Officer** 

**Audit Committee** Mr. Muhammad Yousuf Amanullah

Chairman Mr. Shahid Hameed Member Mr. Basir Shamsie Member Mr. Ilyas Ahmed Secretary

**Executive Committee** Mr. Muhammad Kamran Nasir

Chairman Mr. Shahid Hameed Member Mr. Basir Shamsie Member

Compensation Committee Mr. Aslam Khaliq

Chairman Mr. Muhammad Kamran Nasir Member Mr. Shahid Hameed Member

CFO & Company Secretary Mr. Danish Zahoor

Auditor M. Yousaf Adil Saleem & Co.

> **Chartered Accountants** Cavish Court, A-35, Block 7 & 8, KCHSU, Shahrah-e-Faisal, Karachi

Internal Auditor Fords Rhodes Sidat Hyder & Co.

**Chartered Accountants** 

Bankers JS Bank Limited

> MCB Bank Limited Habib Bank Limited

Habib Metropolitan Bank Limited

NIB Bank Limited Bank Alfalah Limited **United Bank Limited** 

Legal Advisers Bawaney & Partners, 4th Floor, Beaumont Plaza, Civil Lines, Karachi

Share Registrar Technology Trade (Pvt) Limited, 241-C, Block-2, P.E.C.H.S., Karachi

Registered Office 6th Floor, Faysal House, Main Shahra - e - Faisal, Karachi Telephone: 92-21-111574111, Fax: 92-21-32800163, 32800167



### Director's Report to the Members



The Directors are pleased to present the un-audited financial statements of JS Global Capital Limited (the "Company") for the nine months period ended March 31, 2012 together with comparative figures for the corresponding period of last year. Summarized results are set out below:

	Mine months period ender				
31 March		31 March			
	2012	2011			
(Ru		ees)			
	159,580,056	175,275,739			
	125,662,603	130,609,590			
	2.51	2.61			

Profit before tax Profit after tax Earnings per share

#### **ECONOMIC REVIEW**

The twin deficits and the absence of foreign fund flows were among the top rated concerns during the period under review. Exports witnessed a marginal decline of 3%YoY to US\$17.2bn in 9MFY12, while imports grew by 15%YoY to US\$33.3bn during the same period. However, remittances maintained its uptrend, rising to US\$9.7bn (up 21%YoY) during 9MFY12. Resultantly, current account registered a deficit of US\$3.0bn up from a deficit of only US\$194mn in the same period last year. Higher current account deficit led by contraction in Net Foreign Assets (NFA) and excessive government borrowing has exerted pressure on market interest rates. As a result, the State Bank of Pakistan (SBP) was unable to pass on the easing inflationary pressures (CPI: 10.79% in 9MFY12 vs. 13.95% in 9MFY11) in its policy rate review during 3QFY12.

#### **EQUITY MARKET REVIEW**

The KSE-100 increased by 21% during 3QFY12, its highest gain in preceding 10 quarters. During this period, the local bourse outperformed its regional peers by 11%. Foreign investors turned net buyers worth US\$16mn, while average volumes improved by 229%QoQ to 196mn shares per day (average traded value up by 61% to US\$52mn). The substantial improvement at the local bourse was largely led by anticipated changes in the Capital Gain Tax (CGT) regime along with healthy corporate earnings growth.

#### FIXED INCOME, CURRENCIES, AND COMMODITIES REVIEW

The Fixed Income market was slow during the Jan to March quarter. Market was short in liquidity and moderate activity was witnessed in primary and secondary markets.

Due to lack of foreign capital inflows, FX market remained volatile and PKR-USD parity traded in a band of 85.79 to 91.25

Turnover activity in the Commodities Futures market continues to show steady growth as investor awareness grows. Over time we expect an increase in use of this market by end users due to enhanced governance and delivery certainty. Average daily value traded over the period under review, at the Pakistan Mercantile Exchange, was USD 31.808 million.



#### COMPANY PERFORMANCE REVIEW

Operating revenue declined due to lower equity brokerage revenue in comparison to the corresponding period last year. However, operating revenue has increased by 33.82% in comparison to last quarter i.e. Oct – Dec 2011. Cost management measures continued to receive priority resulting in an overall decrease of 16.40%.

Going forward, we expect the remaining quarter of 2011-12 to be eventful for all equity participants in the wake of most anticipated new CGT regime. The Executive Management is acutely monitoring its resources to reap the maximum benefits for all its shareholders during the current Financial Year. This involves optimizing revenue generation from treasury management, core brokerage and fee based operations whilst at the same time rationalizing our cost base, despite high inflation being experienced by the country over the last few years.

During the quarter, Mr. Adil Matcheswala, Mr. Ahsen Ahmed and Syed Nadir Shah have resigned from the Board of Directors and Mr. Basir Shamsie, Mr. Yousuf Amanullah and Mr. Khurshid Hadi have been appointed as Directors in their place.

#### ACKNOWLEDGEMENT

We express our most sincere appreciation to our employees for their dedication and hard work and to our clients, business partners and shareholders for their support and confidence.

We would like to acknowledge the Securities and Exchange Commission of Pakistan and the State Bank of Pakistan for their efforts to strengthen the Capital Markets and measures to protect investor rights.

On behalf of the Board

Karachi: April 24, 2012 Basir Shamsie Chairman



	Quarterly Report 2012 05
CONDENSED INTERIN FINANCIAL STATEMEN	
	_
	<b> //JS</b> Global



#### Condensed Interim Balance Sheet As at 31 March 2012

	Note	31 March 2012 (Un-audited) (Rupe	30 June 2011 (Audited) es)
CAPITAL AND RESERVES			
Share capital Authorised: 150,000,000 (June 30, 2011: 150,000,000) ordinary shares of Rs. 10 each		1,500,000,000	1,500,000,000
Issued, subscribed and paid-up capital		500,000,000	500,000,000
Share premium		1,810,104,900	1,810,104,900
Unappropriated profit		310,890,610	285,228,007
Unrealised gain / (loss) on remeasurement of available-for-sale investments at fair value	-	5,767,936 2,626,763,446	(69,493) 2,595,263,414
LIABILITIES			
Current liabilities			
Creditors, accrued expenses and other liabilities	5	581,749,678	194,892,528
Borrowings	6	102,587,210	-
Proposed dividend	7	100,000,000	-
Provision for taxation		104,584,064 888,920,952	65,962,451 260,854,979
Contingencies and Commitments	8	000,720,702	200,004,779
	-	3,515,684,398	2,856,118,393

The annexed notes 1 to 24 form an integral part of these condensed interim financial information.



Basir Shamsie Chairman / Director

#### Condensed Interim Balance Sheet As at 31 March 2012

	Note	31 March 2012 (Un-audited)	30 June 2011 (Audited)
		(Rupe	ees)
ASSETS:			
Non Current assets			
Property and equipment	9	18,671,204	24,941,067
Intangible assets	10	23,797,915	23,500,000
Long term loans, advances and deposits		5,396,805	8,223,874
Deferred taxation-net	11	146,290,379 194,156,303	141,586,220 198,251,161
Current assets			
Short term investments	12	2,484,575,991	1,868,315,625
Trade debts - unsecured, considered good	13	472,020,442	157,221,996
Advance in respect of investments - secured	14	100,000,000	-
Loans and advances - considered good		10,089,114	7,701,435
Deposits and short-term prepayments		16,833,713	9,756,565
Interest and markup accrued	15	12,619,536	19,313,483
Other receivables		9,392,001	10,525,803
Advance tax		107,696,260	63,944,065
Cash and bank balances	16	108,301,038 3,321,528,095	521,088,260 2,657,867,232
		3,321,020,070	2,001,001,202
		3,515,684,398	2,856,118,393

The annexed notes 1 to 24 form an integral part of these condensed interim financial information.

Basir Shamsie Chairman / Director



## CONDENSED INTERIM PROFIT & LOSS ACCOUNT (Unaudited) For the nine months period ended 31 March 2012

	Note	Nine Months Period ended		Three Months Period ended	
	Note	31 March 2012	31 March 2011	31 March 2012	31 March 2011
		(Rup	ees)	(Rupe	ees)
Operating revenue	17	130,598,889	176,605,799	51,678,034	68,378,339
Income from reverse repurchase transactions		223,994	-	223,994	-
Capital gain on sale of investments		33,570,467	36,237,855	3,719,598	1,852,311
Gain on remeasurement of investments at fair value through profit or loss - net		37,765,461	52,407,930	11,593,162	15,113,591
		202,158,811	265,251,584	67,214,788	85,344,241
Administrative and operating expenses		(206,621,987)	(247,166,448)	(68,727,650)	(83,776,911)
Reversal for doubtful debts		(4,463,176)	433,592 18,518,728	(1,512,862)	1,567,330
Other operating income	18	176,792,600	163,660,607 182,179,335	57,851,062 56,338,200	63,144,032
Provision for Workers' Welfare Fund		(3,314,457)	(3,577,721)	(1,187,037)	(1,293,377)
Finance Cost Profit before taxation	19	(9,434,911) 159,580,056	(3,325,875)	(4,215,142)	(959,120) 62,458,865
Taxation - current - deferred		(38,621,612) 4,704,159 (33,917,453)	(46,839,109) 2,172,960 (44,666,149)	(10,830,878) - (10,830,878)	(18,787,574) - (18,787,574)
Profit after taxation		125,662,603	130,609,590	40,105,143	43,671,291
Earnings per share - basic and diluted	20	2.51	2.61	0.80	0.87

The annexed notes 1 to 24 form an integral part of these condensed interim financial information



Basir Shamsie Chairman / Director



## CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (Unaudited) For the nine months period ended 31 March 2012

	Nine Months Period ended		Three M Period	
	31 March 31 March 2012 2011 (Rupees)		31 March 2012 (Rup	31 March 2011 ees)
Net income for the period	125,662,603	130,609,590	40,105,143	43,671,291
Other comprehensive income:				
Unrealised gain / (loss) on remeasurement of available for sale investments at fair value	5,837,429 5,837,429	(21,473,399) (21,473,399)	12,786,749 12,786,749	(17,373,300) (17,373,300)
Total comprehensive income for the period	131,500,033	109,136,191	52,891,892	26,297,991

The annexed notes 1 to 24 form an integral part of these condensed interim financial information  $\,$ 

Basir Shamsie Chairman / Director





## **CONDENSED INTERIM CASH FLOW STATEMENT (Unaudited)**For the nine months period ended 31 March 2012

	Nine Months Period ended	
	31 March 2012	31 March 2011
	(Rup	ees)————
CASH FLOWS FROM OPERATING ACTIVITIES		
Profit before taxation	159,580,056	175,275,739
Adjustments for:	7 100 007	11.745.67
Depreciation Amortization of Software	7,109,807 27,084	11,745,67
(Gain) on sale of property and equipment	(5,508,242)	(2,686,260
(Gain) on remeasurement of investments carried at fair value through profit or loss - net	(37,765,461)	(52,407,930
Provision for doubtful debts/(reversal)	(37,703,401)	(433,592
Provision for Workers' Welfare Fund	3,314,457	3,577,72
Finance cost	9,434,911 (23,387,444)	3,325,87 (36,878,510
Cash generated from operating activities before working capital changes	136,192,612	138,397,229
(Increase) / decrease in current assets		
Trade debts	(314,798,446)	99,990,98
Loans and Advances	(2,387,680)	933,59
Deposits and short term prepayments Interest and markup accured	(7,077,148) 6,693,947	52,717,34 (9,495,456
Other recievables	1,133,802	16,430,96
	(316,435,525)	160,577,428
Increase / (decrease) in current liabilities Creditors, accrued expenses and other liabilities	206 240 600	05 602 01
Cash generated from operations	386,219,608 205,976,695	95,602,01 394,576,67
Finance cost paid	(9,434,912)	(3,325,875
Taxes paid	(43,752,195)	(56,370,459
Payment to workers' welfare fund Net cash generated from operating activities	<u>(2,647,214)</u> 150,142,374	(7,293,206 327,587,13
	150,142,374	327,387,13
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of property and equipment	(1,595,534)	(5,696,727
Capital Expenditure Incurred on Software	(325,000)	6,845,99
Proceeds from disposal of property and equipment Long term loans, advances and deposits	6,263,834 2,827,070	(2,956,129
Advance in respect of investments - secured	(100,000,000)	(2,550,125
Short term investments	(572,657,476)	(167,412,913
Net cash (used in) investing activities	(665,487,106)	(169,219,776
CASH FLOWS FROM FINANCING ACTIVITIES		
Payable under reverse repurchase transactions	102,587,210	_
Dividend paid	(29,700)	(249,550,200
Net cash from (used in) / financing activities	102,557,510	(249,550,200
Decrease in cash and cash equivalents during the period	(412,787,222)	(91,182,843
Cash and cash equivalents at the beginning of the period	521,088,260	562,958,484
Cash and cash equivalents at the end of the period	108,301,038	471,775,64

The annexed notes 1 to 24 form an integral part of these condensed interim financial information  $\,$ 



**Basir Shamsie** Chairman / Director **Muhammad Kamran Nasir** 

Chief Executive

## CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (Unaudited) For the nine months period ended 31 March 2012

	Issued,	Capital re	serves	Revenue r	eserves	Total
	subscribed and paid up capital	Reserve for issue of bonus shares	Share premium	Unrealized gain / (loss) on remeasurement of available for sale investment at fair value	Unappropriated profit	
Balance as on 01 July 2010	500,000,000	-	1,810,104,900	4,100,099	446,107,206	2,760,312,205
Total Comprehensive income for the year						
Profit for the Nine months period ended 31 March 2011	-	-	-	-	130,609,590	130,609,590
Other Comprehensive Income						
Un realized loss on remeasurement of available for sale investments at fair value Total Comprehensive income for the period	-	-	- -	(21,473,399) (21,473,399)	130,609,590	(21,473,399) 109,136,191
Transactions with owners of the Company, recognised directly in equity						
- Final dividend for the year ended June 30, 2010 @ Rs.5 per ordinary share	-	-	-	-	(250,000,000)	(250,000,000)
Balance as on 31 March 2011	500,000,000	-	1,810,104,900	(17,373,300)	326,716,796	2,619,448,396
Balance as at 01 July 2011	500,000,000	-	1,810,104,900	(69,493)	285,228,007	2,595,263,414
Total Comprehensive income for the period						
Profit for the Nine months period ended 31 March 2012	-	-	-	-	125,662,603	125,662,603
Other Comprehensive Income						
Un realized gain on remeasurement of available for sale investments at fair value	-	-	-	5,837,429	-	5,837,429
Total Comprehensive income for the period	-	-	-	5,837,429	125,662,603	131,500,032
Transactions with owners of the Company, recognised directly in equity $ \\$						
Appropriations for the half year ended December 31, 2011 - Proposed dividend @ Rs.2 per ordinary share	-	-	-	-	(100,000,000)	(100,000,000)
Balance as at 31 March 2012	500,000,000	-	1,810,104,900	5,767,936	310,890,610	2,626,763,446

The annexed notes 1 to 24 form an integral part of these condensed interim financial information  $\,$ 

Basir Shamsie Chairman / Director



#### Notes To The Condensed Interim Financial Information (Unaudited) For the nine months period ended 31 March 2012

#### 1. THE COMPANY AND ITS OPERATIONS

JS Global Capital Limited ('the Company') was incorporated as a private limited company on June 28, 2000. However, the Company commenced operations in May 2003 and name of the Company was changed from JSCL Direct (Private) Limited to Jahangir Siddiqui Capital Markets (Private) Limited. Subsequently, the Company was converted into a public unquoted company and the holding company Jahangir Siddiqui and Company Limited (JSCL) offered its 25% shareholding to the general public for subscription in December 2004 and the Company obtained listing on Karachi Stock Exchange (Guarantee) Limited and Islamabad Stock Exchange (Guarantee) Limited on February 7, 2005. During 2006-07 the Company issued 10,009,700 shares to Global Investment House K.S.C.C Kuwait, ('Global'). The shares were issued to Global without offering right shares on the basis of a special resolution passed on July 11, 2006. Securities and Exchange Commission of Pakistan vide its letter No. EMD/CI/49/2006-458 dated July 19, 2006 gave its approval in principle to the scheme of the transaction.

During the current period, JS Bank Limited (the Bank), a subsidiary of JSCL, acquired 25,525,169 shares of the Company from JSCL and other shareholders against issuance of 185,321,546 shares in lieu thereof. As a result the principle ownership of the Company was transferred to the Bank. Presently, the Company is subsidiary of JS Bank Limited.

JS Global Capital Limited is a corporate member of Karachi Stock Exchange (Guarantee) Limited and member of Pakistan Merchantile Exchange (formerly National Commodity Exchange Limited). The principal activities of the Company are share brokerage, money market, forex and commodity brokerage, advisory and consultancy services. Other activities include investment in a mix of listed and unlisted equity and debt securities and reverse repurchase transactions. The registered office of the Company is situated at 6th floor, Faysal House, Shahrae-Faisal, Karachi, Pakistan.

#### 2. BASIS OF PREPARATION

#### 2.1 Statement of compliance

These condensed interim financial information have been prepared in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. The disclosures in the condensed interim financial information do not include the information reported for full annual financial statements and should therefore be read in conjunction with the financial statements for the year ended 30 June 2011.

These condensed interim financial information are being submitted to the shareholders as required by the Listing regulations of Karachi and Islamabad Stock Exchanges and section 245 of the Companies Ordinance, 1984.



These condensed interim financial information are presented in Pak Rupees, which is the functional and presentation currency of the Company and rounded off to the nearest rupee.

#### 2.2 Use of estimates and judgments

The preparation of condensed interim financial information requires the Company to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates. The significant judgments made by the Company in applying accounting policies and the key sources of estimating uncertainty are the same as those that applied to financial statements as at and for the year ended 30 June 2011.

#### 3. ACCOUNTING POLICIES

The accounting policies and the methods of computation adopted in the preparation of these condensed interim financial information are same as those applied in the preparation of the financial statements of the Company for the year ended 30 June 2011.

#### 4. FINANCIAL RISK MANAGEMENT

The Company's financial risk management objectives and policies are consistent with those disclosed in the financial statements as at and for the year ended 30 June 2011.

5.	CREDITORS, ACCRUED EXPENSES AND OTHER LIABILITIES	Note	31 March 2012 (Un-audited) (Rupe	30 June 2011 (Audited) ees)
	Creditors for sale of commodities and shares on behalf of clients Accrued expenses Provision for staff bonus Unclaimed dividend Retention money Advance fee from client Provision for Workers' Welfare Fund Others		539,874,846 17,804,599 2,000,000 2,482,902 40,600 3,219,931 3,174,201 13,152,599 581,749,678	155,408,663 22,411,990 2,000,000 2,512,602 40,600 3,276,971 2,506,958 6,734,744 194,892,528
6.	Borrowings			
	Repurchase agreements	6.1	102,587,210	

<sup>6.1</sup> This represents repurchase agreements with JS Bank Limited (a related party) carrying markup at 12.00% due to mature on April 2, 2012. These are secured by Pakistan Investment Bonds.



#### 7. PROPOSED DIVIDEND

The Board of Directors have approved an interim cash dividend of 20% amounting to Rs. 100 Million for the half year ended December 31, 2011 in their meeting held on February 27, 2012.

#### 8. CONTINGENCIES AND COMMITMENTS

#### Contingencies:

A recovery suit has been filed against the Company by the lessor of the previous Islamabad office. The lessor has demanded Rs. 6.5 million. Management considers that no amount would become payable under the said claim. Accordingly, provision has not been made against the claim.

Commitments:	31 March 2012 (Un-audited) (Rup	30 June 2011 (Audited) ees)
Future Sale transactions of equity entered into by the Company in respect of which the sale transactions have not been settled as at 31 March 2012	232,042,280	
Bank guarantee in favour of Karachi Stock Exchange (Guarantee) Limited from JS Bank Limited (related party) Rs. 200 million expires on August 03, 2012 - Rs. 200 million expires on March 19, 2013 Both gurantees are secured against pledge of T-Bills	400,000,000	400,000,000

#### 9. PROPERTY AND EQUIPMENT

Following is the cost of property and equipment that have been added / disposed during the Nine months period ended March 31,2012

Additions: Office Equipments Office Furniture Motor Vehicles	412,581 416,000 766,953 1,595,534	1,281,260 - 6,512,080 7,793,340
Disposals: Office Equipments Office Furniture Motor Vehicles	21,266 - 5,747,700 - 5,768,966	1,097,820 8,595,171 9,782,773 19,475,764



						oort 2012   15 🔟
					March 2012	30 June 2011
					audited)	(Audited)
O. INTANGIBLE	ACCETC		Note		(Rupe	ees)-—
U. INTANGIBLE	ASSETS					
Membership	Cards					
		nge (Guarantee) Limited		21,	000,000	21,000,000
		Exchange (formerly "National nge Limited")		2,	500,000	2,500,000
					500,000	23,500,000
- Software					297,916 707,016	23,500,000
1. DEFERRED TA	XXATION			23,	797,916	23,300,000
Taxable temp	orary diff	erence				
		on for tax purposes			,187,268	(43,362)
Revaluation	of investm	ents		(2,	527,240)	(6,000,769)
Deductible to				147	620.251	147 620 251
Provision for	doubtrui	depts			,630,351 ,290,379	147,630,351 141,586,220
2. SHORT TERM	INVESTM	ENTS				
Investments profit or los		able securities 'at fair value thro r trading'	ugh			
Quoted equi		es	12.1		333,460	-
Units of muti		es and sukuk bonds	12.2 12.3	-	695,876 611,959	708,570,947 305,046,849
Government			12.3	-	658,525	651,259,087
					299,820	1,664,876,883
Available fo						
Unlisted term		certificates Ires of related parties	12.5		000,000	56,000,000
Engro Rupiya		•	12.6		276,171 000,000	132,438,742 15,000,000
Lingio Mapiyo	Cortifica	es quoteu			575,991	1,868,315,625
2.1 Quoted eq	uity secu	ırities		24.5		20 1
Number of	shares	Name of Company			March 012	30 June 2011
31 March 2012	30 June 2011			Average Cost		Fair Value -(Rupees)
3,364,000	-	DG Khan Cement Limited		359,310	122,348,680	-
1,942,00	=	Nishat Mills Limited	106	.025,992	106,984,780	) -
			223	385,302	229,333,460	-
		Unrealized gain on remeasurement at fair value	_	948,158		
		aciali value		333,460	229,333,460	-

12.1.1 These securities were purchased in the ready "T+2" market and sold in the future market.

#### 12.2 Units of mutual funds

Number	of units	Name of funds			March 012	30 June 2011
31 March 2012	30 June 2011			Average Cost		r Value upees)
419,481	385,514	MCB-Cash Management Optimizer f	und	38,633,171	41,958,566	38,633,171
-	4,001,284	ABL Cash Fund		-	-	40,088,065
269,874	-	UBL Government Securities Fund		25,000,000	27,116,686	-
2,641,876	1,899,335	JS Cash Fund- related party		250,215,945	268,124,045	200,000,000
-	1,078,760	Lakson Money Market Fund		-	-	108,932,332
308,480	285,018	UBL Liquidity Plus Fund		28,562,283	31,010,216	28,562,283
2,756,543	2,491,521	JS Principal Secure Fund I - related p	arty	292,355,095	315,486,363	292,355,095
				634,766,494	683,695,876	708,570,947
		Un realised gain on remeasurement	at			
		fair value		48,929,382		
				683,695,876	683,695,876	708,570,947
3 Term fina	ance certif	icates and sukuk bonds				
					March	30 June
Number of o		Name of Term Finance Certificates		20	012	2011
31 March	30 June			Average	Fai	r Value
2012	2011			Cost		upees)
		Listed			`	
4,000	2,000	Engro Fertilizers Pakistan Limited III	AA	19,568,640	19,368,960	9,616,76
-	1,600	Bank Al Habib Limited	AA	-	-	8,209,236
10,010	6,900	Pakistan Mobile Communication Limite	d AA-	48,047,750	48,381,433	32,479,749
-	3,000	United Bank Limited III	AA	-		15,159,444
_	10.000	United Bank Limited IV	AA			49,298,12
1,000	10,000	NIB Bank Limited	A+		4,980,518	17,270,12
335	500	Orix Leasing Pakistan Limited	AA+		33,649,176	50,000,000
		Un-Listed				
25	_	Askari Bank IV	AA+	25,250,000	25,350,000	_
7,100		Engro Fertilizers Pakistan Limited IV	AA		33,370,000	_
10,600	510	Engro Fertilizers Pakistan Limited Sukul			53,000,000	2,550,000
5,000		Bank Al Habib Limited	AA		26,511,872	
5,000	10,000 13,000	Engro Fertilizers Pakistan Limited II	AA AA	-1	20,511,672	50,000,000
-			AA-		-	65,919,880
-	4,300	Faysal Bank Limited			-	21,495,700
-	190	Orix Leasing Pakistan Limited Sukkuk	AA	244,490,789	244,611,959	317,952
		Un realised gain on remeasurement at				
		fair value		121,170		
		ran value		244.611.959	244,611,959	305.046.849
				277,011,737	277,011,737	303,040,045
	ent Securi	ties Note				
4 Governm		12.4.1		949,179,330	947,135,525	555,338,687
4 Governm Treasury Bill	S			196,247,070	186,523,000	95,740,400
Treasury Bill	s estment Bond	ds 12.4.2		170,217,070		
Treasury Bill	estment Bon	ds 12.4.2		-	-	180,000
Treasury Bill Pakistan Inve	estment Bon	12.4.2		-	1,133,658,525	
Treasury Bill Pakistan Invo National Sav	estment Bond ving Bonds		1,	145,426,400		180,000 651,259,087
Treasury Bill Pakistan Invo National Sav	estment Bond ving Bonds	ds 12.4.2 asurement at fair value	1,	-		





- 12.4.1 These treasury bills have a tenor of one year with maturity on 06 September, 2012, 02 November 2012 and 18 October, 2012 respectively and carry an effective yield ranging from 11.75 % to 12.25% per annum.
- 12.4.2 These Pakistan Investment Bonds have a tenor of ten years with maturity on August 18, 2021 and carry an effective yield ranging from 12.24% to 12.55% per annum.
- 12.5 These unlisted term finance certificates were due to mature on October 31, 2009. However, owing to the financial difficulties being faced by the issuer and the pending initial public offering of its shares which was due for SECP clearance, the investee company was unable to fully redeem the said certificates. Uptill March 31, 2012 a total of Rs. 72 million has been received against the principal in various installments. Markup at the rate of 17.95% per annum (last coupon rate) has been paid on a monthly basis. The Company also holds 23.6 million ordinary shares of TPL Direct Insurance limited as a security against the exposure having market value of 258.89 million as at March 31, 2012.

#### 12.6 Quoted Preference Shares of related parties

Number o	of shares	Name of Company		31 Ma 201		30 June 2011
31 March 2012	30 June 2011		Note	Average Cost Rs.		Value pees)
6,949,320	6,949,320	Pakistan International Containers - Terminal Limited	12.6.1	69,493,200	75,261,136	69,423,707
		Unrealized gain on remeasurement at fair value		5,767,936 75,261,136	75,261,136	69,423,707
25,601,986	25,601,986	Azgard Nine Limited Impairment of investment in preference shares of Azgard Nine Limited	12.6.2 e	, ,, ,,	229,178,138 (166,163,103) 63,015,035 138,276,171	229,178,138 (166,163,103) 63,015,035 132,438,742

- 12.6.2 These are fully paid preference shares having issue price of Rs.10 each and carrying dividend @ 10% per annum payable annually in arrears on the issue price with a term of 7 years from the issue date of 6 November 2005.
- 12.6.2 These are partly convertible preference shares having issue price of Rs.10 each and carrying dividend @ 8.95% per annum payable annually in arrears on the issue price with a term of 6 years from the issue date of 24 September 2004. As per the original terms of the issue, 50% of the preference shares were due for redemption at the end of the fifth year whereas remaining 50% were due for redemption at the end of the sixth year (24 September 2010). As per the terms of the issue, if the issuer fails to redeem the shares in the said manner, the entire amount of the face value of the shares together with the dividend accrued will be converted into ordinary shares of the Azgard Nine Limited at the option of the shareholder at the end of the sixth year (completing on 24 September 2010).

Azgard Nine Limited did not comply with the original terms of the issue and issued draft revised terms last year as per which 50% of the outstanding amount would be converted into ordinary shares of Agritech limited and the balance of 50% would be converted into ordinary shares of Azgard Nine Limited. Azgard Nine Limited failed to comply with the revised terms also subsequently. Management is currently considering various recourses at its disposal and on prudent basis determined provision for impairment against these preference shares. 21,200,000 preference shares have been pledged with JS Bank Limited against Bank Guarantee.



	18 Quarterly Report 2012			
13.	TRADE DEBTS -unsecured, considered good	Note	31 March 2012 (Un-audited) (Rup	30 June 2011 (Audited) nees)
	-Purchase of shares on behalf of clients -Advisory services -Forex and fixed income commission -Commodity  Considered doubtful or bad		404,093,894 3,000,000 10,721,739 54,204,809 472,020,442 421,801,004 893,821,446	116,763,777 152,295 9,639,487 30,666,437 157,221,996 421,801,004 579,023,000
	Provision for doubtful debts		(421,801,004) 472,020,442	(421,801,004) 157,221,996
14.	ADVANCE IN RESPECT OF INVESTMENTS - SECU	JRED		
	Pakistan Mobile Company Limited		100,000,000	
14.1	This represents amount advanced for subscription having markup at the rate Kibor + 2.65% (Tenor 4 Yes		00 units of term fir	nance certificates
15.	INTEREST AND MARK-UP RECEIVABLE			
	Accrued mark-up on Pakistan investment bonds Accrued mark-up on term finance certificates Profit receivable on bank deposits		2,754,098 9,340,036 525,402 12,619,536	4,931,507 12,406,599 1,975,377 19,313,483
16.	CASH AND BANK BALANCES			
	Cash with banks: - Current accounts - Profit and loss / deposit accounts - Foreign currency deposit accounts	16.1 16.2 16.3	12,945,635 88,241,730 7,019,673 108,207,038	4,943,407 505,621,754 10,429,099 520,994,260
	Cash in hand		94,000	94,000 521,088,260

- 16.1 Included in the current accounts is the amount kept with JS Bank Limited (a related party) amounting to Rs. 7.16 million.
- 16.2 Profit and loss / deposit accounts carry profit ranging from 5% to 11.5% per annum (June 30, 2011: 5% to 11.5% per annum). Included in these balances is the amount kept with JS Bank Limited (a related party) amounting to Rs. 74.38 million.
- 16.3 Included in the foreign currency deposit accounts is the amount kept with JS Bank Limited (a related party) amounting to Rs. 4.4 million.



#### Quarterly Report 2012 19 31 March 31 March 2012 2011 Note (Un-audited) (Un-audited) -----(Rupees)-----17. OPERATING REVENUE Brokerage and operating income 120,174,683 174,094,311 Advisory and consultancy fee 10,424,206 2,511,488 130,598,889 176,605,799 18. OTHER OPERATING INCOME Income from financial assets: 5.211.990 5,211,990 Dividend income on preference shares from related parties Dividend income on shares 18,424,325 Profits on term finance certificates, treasury bills, Pakistan 128,685,056 investment bonds and national saving bonds 81.850.276 Mark-up on commercial papers 4.687.535 2,054,795 Mark-up on TDR 819,726 Mark-up / income on reverse repurchase transaction 1,457,585 Profit on profit and loss / deposit accounts 29,215,588 44,509,511 Return on cash margin on future contracts 129,784 319,833 Exchange gain on foreign currency deposits accounts 465,389 (196,188)Late payment charges 4,738,451 3,414,067 170,501,180 160,498,660 Income from non-financial assets Profit on sale of property and equipment 5,508,242 2,686,260 783,178 Other income 475,688 6,291,420 3,161,948 176,792,600 163,660,607 19. FINANCE COST 19.1 Mark-up on running finance 3,891 Mark-up on repurchase transactions 7,450,492 599,300 Bank and other charges 1,980,528 2,726,575 9,434,911 3,325,875

19.1 This represents mark-up accrued on running finance facility availed from JS Bank Limited (a related party) amounting to Rs. 200 million. The facility carries mark-up at the rate of 3 Months KIBOR plus 2% and is secured by first pari passu hypothecation charge over institutional trade receivables with 30% margin.



20.	EARNINGS PER SHARE -basic and diluted	31 March 2012 (Un-audited) (Rupe	31 March 2011 (Un-audited) ees)
	Profit after taxation	125,662,603	130,609,590
	Weighted average number of shares	50,000,000 (Rupe	50,000,000
	Earnings per share - basic and diluted	2.51	2.61

#### 21. RELATED PARTY TRANSACTIONS

Related parties comprise of major shareholders, associated companies with or without common directors, other companies with common directors, retirement benefit fund, directors, key management personnel and their close family members. Contribution to defined contribution plan (provident fund) are made as per the terms of employment. Remuneration of key management personnel are in accordance with their terms of engagements. Transactions with other related parties are entered into at rates negotiated with them.

Details of transactions and balances at period end with related parties, other than those which have been disclosed elsewhere in these condensed interim financial information, are as follows:

	31 March, (Unaudii		30 June (Audi	
	Key management personnel	Other related parties(Rup	Key management personnel ees)	Other related parties
Loans to employees				
Opening balance	564,099	-	217,441	-
Disbursements	1,489,314	-	739,006	-
Repayments	(1,209,667)	-	(392,348)	-
Closing balance	843,746	-	564,099	
Mark-up / return / interest earned	178,718		66,528	
Receivable from related parties				
Opening balance	-	2,089,142	-	-
Paid during the period	-	145,879,188	-	2,089,142
Received during the period	-	(2,089,142)	-	-
Closing balance	-	145,879,188	-	2,089,142
Opening balance Paid during the period Received during the period		145,879,188 (2,089,142)		



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	31 March, 20 (Unaudite			June, 2011 Audited)
		Other related part	Key manageme	Rupees) Int Other I related parties
Payable to related parties		·	( ) [ )	
Opening balance Received during the period Paid during the period Closing balance	95,886 410,645 (95,886) 410,645	12,727,6 - (12,238,39 489,2	74,63	35 12,104,439 (463,868)
Balances with parent company			31 March 2012 Unaudited) (Rupe	30 June 2011 (Audited) ees)
Repurchase agreement borrowing		_	102,587,795	
Bank deposits		_	85,990,191	366,098,142
Townsontings with related and in			31 March 2012 Unaudited) (Rupe	30 June 2011 (Audited) ees)
Transactions with related parties  Nature of transactions				
Sale of units of JS Cash Fund Rent received from related Parties Director's remuneration Purchase of units of JS Cash Fund Royalty Expenses Brokerage - Others Contributions to staff provident fund Payment on account of expenses to as Dividend income on preference shares			25,000,000 862,280 2,325,000 75,000,000 7,500,000 6,869,139 3,189,335 31,558,696 5,211,990	1,677,108 3,164,997 200,000,000 10,000,000 20,661,244 3,427,801 39,177,245 6,949,320
Capital gain on sale of units of - JS Cas			215,945	0,949,320



	31 March 2012 (Unaudited) (R	30 June 2011 (Audited) Lupees)
Transactions with Parent Company		
Nature of transactions		
Purchase of Term Finance Certificates	80,743,745	105,755,096
Sale of Term Finance Certificates	302,700,887	558,631,962
Purchase of Treasury Bills	12,208,933,662	20,281,018,796
Sale of Treasury Bills	10,330,927,720	12,215,806,390
Purchase of Pakistan Investment Bonds	2,453,045,761	2,019,785,850
Sale of Pakistan Investment Bonds	1,649,117,661	1,753,409,371
Brokerage Income	1,223,086	2,227,548
Payment for Rent and Utilities	865,231	-
Rent Received	846,253	967,253
Bank Guarantee Charges	1,750,600	3,200,000
Bank Charges	173,442	313,672
Profit on Term Deposit Reciept	2,054,795	-
Profit on PLS Account	27,230,953	53,100,040
Exchange gain / (Loss) on foreign currency deposit ac	counts 235,283	21,963



(3,314,457) (33,917,453) 125,662,603

## 22. OPERATING SEGMENT

		31 March 2012 (Unaudited)	(Unaudited)	
	Brokerage	Investment and Treasury	Other operations	Total
		(Ru	(Rupees)	
Segment revenues				
- Operating Revenue	120,398,677	71,335,928	10,424,206	202,158,811
- Other Operating Income	120,398,677	248,128,528	10,424,206	378,951,411
Intersegment revenue	•	1	•	•
Total Segment revenue	120,398,677	248,128,528	10,424,206	378,951,411
Administrative and operating expenses	(101,078,188)	(22,771,884)	(75,635,024)	(199,485,096)
Depreciation	(3,585,009)	(449,867)	(3,074,931)	(7,109,807)
Amortization of intangible assets	•	•	(27,084)	(27,084)
Reversal for doubtful debts		•	•	•
Finance cost	•	(7,450,492)	(1,984,419)	(9,434,911)
	15,735,480	217,456,285	(70,297,253)	162,894,513

Taxation Profit after tax

Provision for workers' welfare fund

3,515,684,398 888,920,952 Segment assets
Segment liabilities
Segment liabilities

2.1 Information about major customers
There were no major customer of the Company which formed part of 10 per cent or more of the Company's revenue.

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_	

	Total	(Rupees)
(Unaudited)	Other Operations	ees)
31 March 2011 (Unaudited)	Investment and Treasury	(Rup
	Brokerage	

- Operating Revenue	174,094,311	252,306,393	2,511,488	428,912,192
- Other Operating Income	174,094,311	252,306,393	2,511,488	428,912,192
Intersegment revenue	1		1	1
Total Segment revenue	174,094,311	252,306,393	2,511,488	428,912,192
Administrative and operating expenses	(120,064,595)	(25,896,285)	(89,459,893)	(235,420,773)
Depreciation	(5,607,844)	(1,851,727)	(4,286,105)	(11,745,676)
Amortization of intangible assets	1	Į	1	1
Reversal for doubtful debts	433,592	1	1	433,592
Finance cost		(3,325,875)	1	(3,325,875)
	48,855,464	221,232,506	(91,234,510)	178,853,460
Provision for workers' welfare fund				(3,577,721)
laxation Profit after tax				130,609,590
Other information		30 June 2011 (Audited)	(Audited)	
Segment assets	170,409,977	2,675,712,756	0992666	2,856,118,393
Segment liabilities	257,578,008	1	3,276,971	260,854,979

# Information about major customers

There were no major customer of the Company which formed part of 10 per cent or more of the Company's revenue.



Segment revenues



#### 23. NON-ADJUSTING EVENT AFTER THE BALANCE SHEET DATE

The Board of directors of the Company have approved cash dividend of Nil (31 March 2011 : Nil) for the nine months ended 31 March 2012, amounting to Rs. Nil (31 March 2011:Nil) in their meeting held on April 24, 2012.

#### 24. DATE OF AUTHORISATION

These condensed interim financial information were authorised for issue on April 24, 2012 by the Board of Directors of the Company.

Basir Shamsie Chairman / Director

