# ALFA ADHI SECURITIES (PRIVATE) LIMITED

Financial Statements
For the year ended June 30, 2016

# AUDITORS' REPORT TO THE MEMBERS

We have audited the annexed balance sheet of ALFA ADHI SECURITIES (PRIVATE) LIMITED as at June 30, 2016, and the related profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof, for the year then ended 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 our audit.

It is the responsibility of the Company's management to establish and maintain a system of internal control, and prepare and present the above said financial statements in conformity with the approved accounting standards and the requirements of the Companies Ordinance, 1984. Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that:

- in our opinion, proper books of account have been kept by the Company as required by the Companies Ordinance, 1984;
- (b) in our opinion:
  - (i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984, and are in agreement with the books of account and are further in accordance with accounting policies consistently applied;



- the expenditure incurred during the year was for the purpose of the Company's business; and
- the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Company;
- (c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan and, give the information required by the Companies Ordinance, 1984, 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, 2016 and of the profit, its comprehensive income, its cash flows and changes in equity for the year then ended; and
- (d) in our opinion, no Zakat was deductible at source under the Zakat and Ushr Ordinance, 1980.

Haroon Zalcane & Co Haroon Zakaria & Company Chartered Accountants OCT 2016

Place: Karachi

Dated:

Engagement Partner: Mohammad Iqbal

# ALFA ADHI SECURITIES (PRIVATE) LIMITED BALANCE SHEET AS AT JUNE 30, 2016

|  | A7-4-              | 2016   | 2015        |
|--|--------------------|--|-------------|
| ASSETS   | Note               | Rupees   | Rupees      |
| Non-Current Assets   |                    |  |             |
| Property and equipment   | 4                  | 7,913,452  | 8,413,01    |
| Intangible assets  | 5                  | 4,542,753  | 4,702,72    |
| Long term investment   | 6                  | 9,084,046  | 9,084,04    |
| Long term deposits   | 7                  | 3,964,000  | 3,664,00    |
| Deferred tax asset   | 8                  | 166,383  | 428,67      |
| Current Assets   |                    | 25,670,634   | 26,292,45   |
| Trade debts  | 9 [                | 41,127,866   | 20 692 92   |
| Loans and advances   | 10                 | ACCEPTANCE LIGHT STATE OF THE PARTY OF THE P | 30,683,83   |
| Deposits and other receivables                                       | 10                 | 2,815,098  | 498,95      |
| Tax refunds due from government                                      | 11 12              | 7,440,829  | 2,136,32    |
| Cash and bank balances   | 13                 | 4,836,024  | 2,683,60    |
| Charles Salar Caldinocs  | 13 [               | 30,851,340   | 29,455,14   |
| Total Assets   |                    | 87,071,157   | 65,457,85   |
| Total Assets   |                    | 112,741,791  | 91,750,310  |
| Share Capital and Reserves   |                    |  |             |
| Authorized share capital<br>10,000,000 Ordinary shares of Rs.10 each |                    | 100,000,000  | 100,000,000 |
| Issued, subscribed and paid-up share capital                         | 14                 | 50,490,000   | 50,490,000  |
| Unappropriated profit  |                    | 17,501,087   | 17,205,041  |
| Shareholders' Equity   |                    | 67,991,087   | 67,695,041  |
| Non-Current Liabilities  |                    |  |             |
| Deferred liabilities   | 15                 | 2,349,796  | 1,942,301   |
| Long term deposits   | 16                 | 521,652  | 1,542,501   |
|  |                    | 2,871,448  | 1,942,301   |
| Current Liabilities  |                    | 2,072,110  | 1,5 12,501  |
| Trade and other payables   | 17                 | 29,350,712   | 22,112,974  |
| Mark up accrued  |                    | 375,718  | 22,112,774  |
| Short term bank borrowing  | 18                 | 12,152,826   |             |
|  |                    | 41,879,256   | 22,112,974  |
| Contingencies and Commitments  | 20                 | ,0.7,200   | -           |
| Total Equity and Liabilities   |                    | 112,741,791  | 91,750,316  |
| The annexed notes from 1 to 32 form an integral part of these fir    | nancial statements |  | feat        |

Chief Executive

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# ALFA ADHI SECURITIES (PRIVATE) LIMITED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED JUNE 30, 2016

|                           | Note             | 2016<br>Rupees | 2015<br>Rupees |
|---------------------------|------------------|----------------|----------------|
| Operating revenue         | 21               | 19,080,018     | 22,350,731     |
| Administrative expenses   | 22               | 19,401,734     | 17,080,572     |
| Operating (loss) / profit |                  | (321,716)      | 5,270,159      |
| Financial charges         | 23               | 973,874        | 535,707        |
| Other operating expenses  | 24               | 1,249,625      | 286,748        |
|                           |                  | 2,223,499      | 822,455        |
|                           | , 41 januari - T | (2,545,215)    | 4,447,704      |
| Other income              | 25               | 3,559,678      | 5,427,840      |
| Profit before taxation    |                  | 1,014,463      | 9,875,544      |
| Taxation                  | 26               | (718,417)      | (3,181,552)    |
| Profit after taxation     |                  | 296,046        | 6,693,992      |

The annexed notes from 1 to 32 form an integral part of these financial statements

Chief Executive

Director

# ALFA ADHI SECURITIES (PRIVATE) LIMITED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED JUNE 30, 2016

|   | 2016<br>Rupees | 2015<br>Rupees |
|---|----------------|----------------|
|   |                |                |
| Profit after taxation                   | 296,046        | 6,693,992      |
| Other comprehensive income              |                |                |
| Total                                   |                |                |
| Total comprehensive income for the year | 296,046        | 6,693,992      |

The annexed notes from 1 to 32 form an integral part of these financial statements

Chief Executive

Director

# ALFA ADHI SECURITIES (PRIVATE) LIMITED CASH FLOW STATEMENT FOR THE YEAR ENDED JUNE 30, 2016

|  | 2017            |              |
|--|-----------------|--------------|
|  | 2016            | 2015         |
|  | Rupees          | Rupees       |
| A. CASH FLOWS FROM OPERATING ACTIVITIES  | Annual American |              |
| Profit before taxation   | 1,014,463       | 9,875,544    |
| Adjustment for:  |                 |              |
| Depreciation   | 816,186         | 778,247      |
| Provision in respect of employees gratuity fund                                    | 407,495         | 385,450      |
| Reversal of provision for doubtful debts   | (1,229,283)     | (1,648,763)  |
| Liabilities written back   | -               | (243,916)    |
| Amortization   | 159,967         | 307,967      |
|  | 154,365         | (421,015)    |
| Cash generated from operating activities before                                    | 1,168,828       | 9,454,529    |
| working capital changes  |                 |              |
| (Increase) / decrease in current assets  |                 |              |
| Trade debts  | (9,214,743)     | 40,429,869   |
| Loans and advances   | (2,316,147)     | (235,846)    |
| Deposits and other receivables   | (5,304,509)     | 604,253      |
| Decrease / (increase) in current liabilities                                       | (0,001,002)     | 001,200      |
| Trade and other payables   | 7,237,738       | (26,664,220) |
| Mark up accrued  | 375,718         | (20,001,220) |
| Short term borrowing   | 12,152,826      |              |
| L  | 2,930,883       | 14,134,056   |
| Net cash generated from operations   | 4,099,711       | 23,588,585   |
| Income taxes paid  | (2,608,546)     | (2,878,478)  |
| Long term deposits received  | 521,652         | (2,070,470)  |
| Net cash generated from operating activities                                       | 2,012,816       | 20,710,107   |
| The cash generated from operating activities                                       | 2,012,010       | 20,710,107   |
| B. CASH FLOWS FROM INVESTING ACTIVITIES  |                 |              |
| Fixed assets expenditure   | (316,622)       | (886,186)    |
| Long term deposits paid  | (300,000)       |              |
| Net cash used in investing activities  | (616,622)       | (886,186)    |
| C. CASH FLOWS FROM FINANCING ACTIVITIES  | *               |              |
| Cash dividend distributed to shareholders  |                 | (5,553,900)  |
| Net cash used in financing activities  |                 | (5,553,900)  |
|  |                 | (3,333,700)  |
| Net increase / (decrease) in cash and cash equivalent (A+B+C)                      | 1,396,194       | 14,270,021   |
| Cash and cash equivalents at the beginning of the year                             | 29,455,146      | 15,185,125   |
| Cash and cash equivalents at the end of the year                                   | 30,851,340      | 29,455,146   |
| The annexed notes from 1 to 32 form an integral part of these financial statements |                 | dus          |
|  | MI              | shul         |
|  |                 |              |

# ALFA ADHI SECURITIES (PRIVATE) LIMITED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED JUNE 30, 2016

| Description   | Share      | Reserves<br>Revenue      | Sharaka Mara              |
|---|------------|--------------------------|---------------------------|
|   | Capital    | Unappropriated<br>Profit | - Shareholders'<br>Equity |
|   |            | Rupees                   |                           |
| Balance as at July 1, 2015                                  | 50,490,000 | 16,064,949               | 66,554,949                |
| Total comprehensive income for the year ended June 30, 2015 |            | 6,693,992                | 6,693,992                 |
| vidend paid to share holders @ Rs. 1.10 per Share           |            | (5,553,900)              | (5,553,900)               |
| Balance as at June 30, 2015                                 | 50,490,000 | 17,205,041               | 67,695,041                |
| Total comprehensive income for the year ended June 30, 2016 | -          | 296,046                  | 296,046                   |
| Balance as at June 30, 2016                                 | 50,490,000 | 17,501,087               | 67,991,087                |

Unappropriated profit can be utilized for meeting any contingencies and distribution of profit by way of dividend.

The annexed notes from 1 to 32 form an integral part of these financial statements

Chief Executive

# ALFA ADHI SECURITIES (PRIVATE) LIMITED NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2016

#### 1 LEGAL STATUS AND NATURE OF BUSINESS

Alfa Adhi Securities (Private) Limited (the 'Company') was incorporated in Pakistan on November 21, 1994 as a private limited company under the Companies Ordinance, 1984 (the Ordinance). The Company is a corporate member of the Pakistan Stock Exchange Limited (formerly Karachi Stock Exchange Limited) and Pakistan Mercantile Exchange Limited. The principal objects of the Company include share brokerage, money market transactions, consultancy services and underwriting etc. The registered office of the Company is situated at 308, 3rd floor, Landmark Plaza - I.I. Chundrigar Road, Karachi.

#### 2 BASIS OF PREPARATION

#### 2.1 Statement of compliance

These financial statements have been prepared in accordance with the approved accounting standards, as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984. In case requirements differ, the provisions or directives of the Companies Ordinance, 1984 shall prevail.

#### 2.2 Basis of measurement

These financial statements have been prepared under the historical cost convention. Further, accrual basis of accounting is followed except for cash flow information.

#### 2.3 Functional and presentation currency

Items included in the financial statements are measured using the currency of the primary economic environment in which the Company operates. The financial statements are presented in Pak Rupees, which is the Company's functional and presentation currency.

#### 2.4 Critical accounting 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 estimate is 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.

The areas where assumptions and estimates are significant to the Company's financial statements or where judgment is exercised in application of accounting policies are as follows:

- Review of useful life and residual value of property, plant and equipment (note 3.1 and 4);
- Intangibles (note 3.2 and 5);
- Revenue recognition (note 3.10 and 21); and
- Provision for taxation including deferred tax (note 3.8 and 26).

# 2.5 New accounting standards / amendments and IFRS interpretations that are effective for the year ended June 30, 2016

The following standards, amendments and interpretations are effective for the year ended June 30, 2016. These standards, interpretations and the amendments are either not relevant to the Company's operations or are not expected to have significant impact on the Company's financial statements other than certain additional disclosures.

IAS 27 (Revised 2011) - Separate Financial Statements

Effective from accounting period beginning on or after January 01, 2015. IAS 27 (Revised 2011) will concurrently apply with IFRS 10.

The revised Standard sets out the requirements regarding separate financial statements only. Most of the requirements in the revised Standard are carried forward unchanged from the previous Standard. Subsequently, IASB issued amendment to IAS 27 wherein it has allowed to follow the equity method in the separate financial statements also. These amendments will be effective from January 01, 2016 with earlier application allowed.

IAS 28 (Revised 2011) - Investments in Associates and Joint Ventures

Effective from accounting period beginning on or after January 01, 2015

Similar to the previous Standard, the new Standard deals with how to apply the equity method of accounting. However, the scope of the revised Standard has been changed so that it covers investments in joint ventures as well because IFRS 11 requires investments in joint ventures to be accounted for using the equity method of accounting.

IFRS 10 - Consolidated Financial Statements

Effective from accounting period beginning on or after January 01, 2015. Earlier adoption is encouraged.

IFRS 10 replaces the part of IAS 27 Consolidated and Separate Financial Statements that deals with consolidated financial statements and SIC 12 Consolidation - Special Purpose Entities. Under IFRS 10, there is only one basis for consolidation for all entities, and that basis is control. This change is to remove the perceived inconsistency between the previous version of IAS 27 and SIC 12; the former used a control concept while the latter placed greater emphasis on risks and rewards. IFRS 10 includes a more robust definition of control in order to address unintentional weaknesses of the definition of control set out in the previous version of IAS 27. Specific transitional provisions are given for entities that apply IFRS 10 for the first time. Specifically, entities are required to make the 'control' assessment in accordance with IFRS 10 at the date of initial application, which is the beginning of the annual reporting period for which IFRS 10 is applied for the first time. No adjustments are required when the 'control' conclusion made at the date of initial application of IFRS 10 is the same before and after the application of IFRS 10. However, adjustments are required when the 'control' conclusion made at the date of initial application of IFRS 10 is different from that before the application of IFRS 10.

IFRS 11 replaces IAS 31 Interest in Joint Ventures and SIC 13 Jointly Controlled Entities – Non monetary Contributions by Venturers. IFRS 11 deals with how a joint arrangement should be classified where two or more parties have joint control. There are two types of joint arrangements under IFRS 11: joint operations and joint ventures. These two types of joint arrangements are distinguished by parties' rights and obligations under the arrangements. Under IFRS 11, the existence of a separate vehicle is no longer a sufficient condition for a joint arrangement to be classified as a joint venture whereas, under IAS 31, the establishment of a separate legal vehicle was the key factor in determining whether a joint arrangement should be classified as a jointly controlled entity.

IFRS 12 - Disclosure of Interests in Other Entities

Effective from accounting period beginning on or after January 01, 2015

IFRS 12 is a new disclosure Standard that sets out what entities need to disclose in their annual consolidated financial statements when they have interests in subsidiaries, joint arrangements, associates or unconsolidated structured entities (broadly the same as special purpose entities under SIC 12). IFRS 12 aims to provide users of financial statements with information that helps evaluate the nature of and risks associated with the reporting entity's interest in other entities and the effects of those interests on its financial statements.

IFRS 13 - Fair Value Measurement

Effective from accounting period beginning on or after January 01, 2015

IFRS 13 establishes a single source of guidance for fair value measurements and disclosures about fair value measurements. IFRS 13 does not change the requirements regarding which items should be measured or disclosed at fair value. The scope of IFRS 13 is broad; it applies to both financial instrument items and non-financial instrument items for which other IFRSs require or permit fair value measurements and disclosures about fair value measurements, except in specified circumstances. IFRS 13 gives a new definition of fair value for financial reporting purposes. Fair value under IFRS 13 is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction in the principal (or most advantageous) market at the measurement date under current market condition (i.e. an exit price) regardless of whether that price is directly observable or estimated using another valuation technique. IFRS 13 should be applied prospectively as of the beginning of the annual period in which it is initially applied.

# New accounting standards and IFRS interpretations that are not yet effective

The following standards, amendments and interpretations are only effective for accounting periods, beginning on or after the date mentioned against each of them. These standards, interpretations and the amendments are either not relevant to the Company's operations or are not expected to have significant impact on the Company's financial statements other than certain additional disclosures.

Amendments to IAS 12 Income Taxes -Amendments regarding the recognition of deferred tax assets for unrealized losses Effective from accounting period beginning on or after January 01, 2017

Amendment discusses that unrealized losses on debt instruments measured at fair value and measured at cost for tax purposes give rise to a deductible temporary difference regardless of whether the debt instrument's holder expects to recover the carrying amount of the debt instrument by sale or by use.

Amendments to IAS 16 and IAS 38 Clarification of acceptable methods of depreciation and amortization

Effective from accounting period beginning on or after January 01, 2016

The amendments to IAS 16 prohibit entities from using a revenue-based depreciation method for items of property, plant and equipment. The amendment to IAS 38 introduce a rebuttable presumption that revenue is not an appropriate basis for amortization of an intangible asset. This presumption can only be rebutted in the following two limited circumstances:

- a) When the intangible asset is expressed as a measure of revenue. For example, an entity could acquire a concession to explore and extract gold from a gold mine. The expiry of the contract might be based on a fixed amount of total revenue to be generated from the extraction (for example, a contract may allow the extraction of gold mine until the total cumulative revenue from the sale of goods reaches CU 2 billion) and not be based on time or on the amount of gold extracted. Provided that the contract specifies a fixed total amount of revenue to be generated on which amortization is to be determined, the revenue that is to be generated might be an appropriate basis for amortizing the intangible asset; or
- b) When it can be demonstrated that revenue and the consumption of the economic benefits of the intangible assets are highly correlated.

The amendments apply prospectively for annual periods beginning on or after 1 January 2016.

Amendments to IAS 16 and IAS 41 Agriculture: Bearer plants

Effective from accounting period beginning on or after January 01, 2016

The amendments to IAS 16 Property, Plant and Equipment and IAS 41 Agriculture define a bearer plant and require biological assets that meet the definition of a bearer plant to be accounted for as property, plant and equipment in accordance with IAS 16, instead of IAS 41. In terms of the amendments, bearer plants can be measured using either the cost model or the revaluation model set out in IAS 16.

On the initial application of the amendments, entities are permitted to use the fair value of the items of bearer plants as their deemed cost as at the beginning of the earliest period presented. Any difference between the previous carrying amount and fair value should be recognized in opening retained earnings at the beginning of the earliest period presented.

The produce growing on bearer plants continues to be accounted for in accordance with IAS 41.

Amendments to IAS 19 Employee Benefits: Amendments resulting from annual improvements to IFRSs

Effective from accounting period beginning on or after January 01, 2016

Amendment clarifies that the high quality corporate bonds used in estimating the discount rate for postemployment benefits should be denominated in the same currency as the benefits to be paid (thus, the depth of the market for high quality corporate bonds should be assessed at currency level).

Amendments to IAS 34 - Interim Financial Reporting - Amendments resulting from annual improvements to IFRS

Effective from accounting period beginning on or after January 01, 2016

Amendment clarifies the meaning of 'elsewhere in the interim report' and requires a cross-reference.

Amendments to IFRS 2 - Share Based Payments -Amendments to clarify the classification and measurement of share based payments transactions

Effective from accounting period beginning on or after January 01, 2018

Amendments contain clarifications with respect to accounting for cash-settled share-based payment transactions that include a performance condition, classification of share-based payment transactions with net settlement features and accounting for modifications of share-based payment transactions from cash-settled to equity-settled.

Amendments to IFRS 5 Non Current Assets Held for Sale and Discontinued Operations: Amendments resulting from annual improvements to IFRSs

Effective from accounting period beginning on or after January 01, 2016

Amendment adds specific guidance in IFRS 5 for cases in which an entity reclassifies an asset from held for sale to held for distribution or vice versa and cases in which held-for-distribution accounting is discontinued.

IFRS 16 - Leases

Effective from accounting period beginning on or after January 01, 2019

The new standard brings most leases on-balance sheet for lessees under a single model, eliminating the distinction between operating and finance leases. Lessor accounting however remains largely unchanged and the distinction between operating and finance leases is retained. IFRS 16 supersedes IAS 17 'Leases' and related interpretations and is effective for periods beginning on or after 1 January 2019, with earlier adoption permitted if IFRS 15 'Revenue from Contracts with Customers' has also been applied.

Certain annual improvements have also been made to a number of IFRSs.

Other than the aforesaid standards, interpretations and amendments, the International Accounting Standards Board (IASB) has also issued the following standards which have not been adopted locally by the Securities and Exchange Commission of Pakistan:

- IFRS 1 First Time Adoption of International Financial Reporting Standards
- IFRS 9 Financial Instruments
- IFRS 14 Regulatory Deferral Accounts
- IFRS 15 Revenue from Contracts with Customers

# 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies adopted in the preparation of these financial statements are set out below. Theses policies have been consistently applied to all the years presented, except for the depreciation policy as discussed in note 3.1 and 4.1.

# 3.1 Property and equipment and depreciation

#### Owned

These are initially stated at cost. Subsequent to initial recognition these are measured at cost less accumulated depreciation and impairment losses, if any. Depreciation on fixed assets is charged to income by applying the reducing balance method at the rates specified in the relevant note.

Depreciation is charged from the month in which they are available for use and on deletions up to the month of deletion. Normal repairs and maintenance are charged to profit and loss account as and when incurred. Major renewals, if any, are capitalized.

Subsequent costs are included in the asset's carrying amount or recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the asset will flow to the Company and the cost of the item can be measured reliably. All other repairs and maintenance expenses are charged to profit and loss account during the financial year in which they are incurred.

The carrying values of tangible fixed assets are reviewed for impairment when event or changes in circumstances indicate that the carrying value may not be recoverable. If any such indication exists and where the carrying values exceed the estimated recoverable amount, the assets are written down to their recoverable amount.

Assets are derecognised when disposed off or when no future economic benefits are expected from its use or disposal. Gains or losses on disposal of assets, if any, are recognised in the profit and loss account, as and when incurred.

#### 3.2 Intangible assets

# Membership Card - Pakistan Mercantile Exchange Limited

This is stated at cost less impairment, if any. This is not amortized due to the fact that it has an indefinite useful life. Useful life can not be ascertained as it is unknown that how long member will hold the card. The carrying amount is reviewed at each balance sheet date 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.

# Trading Rights Entitlement Certificate (TREC)

This is initially measured at apportioned value of carrying value of surrendered card which is apportioned between TREC and shares of Pakistan Stock Exchange PSX on the basis as fully described in note 6.1 to the financial statements. Subsequent to its initial recognition, it is measured at cost less impairment, if any. Impairment test is done to assess whether this is in excess of its recoverable amount, and where the carrying amount exceeds the estimated recoverable amount, the carrying amount is written down to the estimated recoverable amounts.

# Remote Terminal at Karachi Stock Exchange Limited

These are initially stated at cost. Subsequent to initial recognition these are measured at cost less accumulated amortization and impairment losses, if any. Amortization on remote terminal is charged to profit and loss account by applying straight line method at the rates specified in the relevant note.

Full year's amortization is charged on the remote terminal acquired during the year.

The carrying values of remote terminal is reviewed for impairment when event or changes in circumstances indicate that the carrying value may not be recoverable. If any such indication exists and where the carrying values exceed the estimated recoverable amount, the remote terminal is written down to its recoverable amount.

#### Softwares

Software are stated at cost less accumulated amortization and any identified impairment loss. Amortization on softwares is charged to income by applying straight line method at the rates specified in the relevant note. Amortization is charged from the month of acquisition of softwares, up to the month of deletion. The carrying value of softwares are reviewed for impairment when events or changes in circumstances indicate that the carrying value may not be recoverable. If any such indication exists and where the carrying values exceeds the estimated recoverable amount, the softwares are written down to their recoverable amount.

#### 3.3 Investments

All investments are initially recognized at cost, being the fair value of the consideration given including transaction cost associated with the investment, except in case of held for trading investments, in which case the transaction costs are charged off to the profit and loss account.

#### Available for sales - PSX shares

At balance sheet date the Company has its investment only in shares of PSX. These are initially measured at carrying value of surrendered card which is apportioned between TREC and Shares of PSX on the basis as fully described in Note 6.1 to the financial statements. Subsequent to its initial recognition, these are valued at fair value. Investment in equity shares that do not have a quoted market price in an active market and whose fair value cannot be reliably measured shall be measured at cost / carrying value.

#### 3.4 Advances and deposits

Advances and deposits are carried at cost which is the fair value of the consideration to be received.

#### 3.5 Cash and cash equivalents

It comprises of cash in hand and cash at bank which are carried at cost. For the purpose of cash flow statements, cash and cash equivalent include cash in hand, current and deposit account held with the banks.

#### 3.6 Trade debts and other receivables

Trade debts and other receivables are recognized initially at fair value and subsequently measured at amortized cost after deducting provision for bad debts, if any. A provision for bad debts is established when there is an objective evidence that the Company will not be able to collect all amounts due from clients according to the original terms of transactions. Trade debts and other receivables considered irrecoverable are written off.

#### 3.7 Trade and other payables

Liabilities for creditors and other amounts payable are carried at cost, which is the fair value of the consideration to be paid in the future for the goods and / or services received, whether or not billed to the Company.

#### 3.8 Taxation

Income tax expense comprises current and deferred tax. Income tax expense is recognized in the profit and loss account, except to the extent that it relates to the items recognized directly in equity, in which case it is recognized in equity.

#### Current

Provision for taxation is determined in accordance with the provisions of Income Tax Ordinance, 2001.

## Deferred

Deferred tax is provided in full using the balance sheet liability method, on temporary differences arising between the tax base of assets and liabilities and their carrying amounts in the financial statements. The amount of deferred tax provided is based on the expected manner of realization or settlement of the carrying amount of assets and liabilities, using tax rates enacted or substantially enacted at the balance sheet date.

Deferred tax asset is recognized for all deductible temporary differences and carry forward of unused tax losses, tax credits if any, to the extent that it is probable that taxable profit for the foreseeable future will be available against which such temporary differences and other factors application of minimum tax regime and alternative corporate tax (ACT) can be utilized.

#### 3.9 Provisions

Provisions are recognized when the Company has a present (legal or constructive) obligation as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount can be made. Provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimate.

#### 3.10 Revenue recognition

#### Revenue from brokerage services

Brokerage commission and advisory fees are recorded as and when services are provided and it is probable that the economic benefits associated with the transaction will flow to the Company.

#### Other revenue

- Profit on deposits is recognized on a time proportionate basis, by reference to the principal outstanding and at the applicable effective interest rate.
- Gain on sale of fixed assets is recorded when title is transferred in favor of the transferee.
- Dividend income is recorded when the right to receive the dividend is established.
- Miscellaneous income is recognized on occurrence of transactions.

# 3.11 Staff retirement benefits

#### Employees' gratuity

The Company operates an unfunded gratuity scheme for all its eligible employees who have completed their minimum qualifying period of service with the Company. Gratuity payable is accounted for on accrual basis. Provisions are made annually to meet the obligation on the basis of the product of employees' last drawn salary and the number of years served to date.

#### 3.12 Financial instruments

All financial assets and liabilities are initially measured at fair value, and subsequently measured at fair value or amortized cost as the case may be. The Company derecognizes the financial assets and financial liabilities when it ceases to be a party to such contractual provisions of the instruments.

## 3.13 Offsetting of financial assets and financial liabilities

Financial asset and financial liability is set off and the net amount is reported in the balance sheet if the Company has a legal right to set off the transaction and also intends either to settle on a net basis or to realize the asset and settle the liability simultaneously. Corresponding income on assets and charge on liability is also offset.

#### 3.14 Borrowing cost

Borrowing cost are recognized as expense in the period in which these are incurred.

## 3.15 Impairment

#### Financial assets

A financial asset is assessed at each reporting date to determine whether there is any objective evidence that it is impaired. Financial asset is considered to be impaired if objective evidence indicates that one or more events have had a negative effect on the estimated future cash flows of that asset. Any impairment loss arising on financial assets is recognised in profit and loss account.

#### 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 profit and 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 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.

|                                  |                 |             | Owned Asset       |                           |             |              |
|----------------------------------|-----------------|-------------|-------------------|---------------------------|-------------|--------------|
| Particulars                      | Office premises | Computers   | Office equipments | Furniture<br>and fixtures | Vehicles    | Total        |
|                                  |                 |             | Ru                | pees                      |             |              |
|                                  |                 |             |                   |                           |             |              |
| Year ended June 30, 2016         |                 |             |                   |                           |             |              |
| Opening net book value           | 6,032,442       | 1,110,244   | 393,168           | 727,148                   | 150,014     | 8,413,016    |
| Additions during the year        |                 | 143,622     | 173,000           |                           | -           | 316,622      |
| Disposals during the year        | -               | -           | -                 | -                         | -           | -            |
| Depreciation charge for the year | (301,622)       | (369,104)   | (42,742)          | (72,715)                  | (30,003)    | (816,186)    |
| Closing net book value           | 5,730,820       | 884,762     | 523,426           | 654,433                   | 120,011     | 7,913,452    |
| As at June 30, 2016              |                 |             |                   |                           |             |              |
| Cost                             | 9,758,357       | 6,276,554   | 1,314,359         | 1,884,112                 | 1,643,205   | 20,876,587   |
| Accumulated depreciation         | (4,027,537)     | (5,391,792) | (790,933)         | (1,229,679)               | (1,523,194) | (12,963,135) |
|                                  | 5,730,820       | 884,762     | 523,426           | 654,433                   | 120,011     | 7,913,452    |
| Year ended June 30, 2015         |                 |             |                   |                           |             |              |
| Opening net book value           | 6,349,939       | 758,238     | 306,915           | 702,468                   | 187,517     | 8,305,077    |
| Additions during the year        |                 | 667,970     | 120,016           | 98,200                    | 107,517     | 886,186      |
| Disposals during the year        |                 | -           | -                 | -                         |             | 560,160      |
| Depreciation charge for the year | (317,497)       | (315,964)   | (33,763)          | (73,520)                  | (37,503)    | (778,247)    |
| Closing net book value           | 6,032,442       | 1,110,244   | 393,168           | 727,148                   | 150,014     | 8,413,016    |
| As at June 30, 2015              |                 |             |                   |                           |             |              |
| Cost                             | 9,758,357       | 6,132,932   | 1,141,359         | 1,884,112                 | 1,643,205   | 20,559,965   |
| Accumulated depreciation         | (3,725,915)     | (5,022,688) | (748,191)         | (1,156,964)               | (1,493,191) | (12,146,949) |
|                                  | 6,032,442       | 1,110,244   | 393,168           | 727,148                   | 150,014     | 8,413,016    |
| Rate of depreciation (%)         | 5%              | 30%         | 10%               | 10%                       | 20%         |              |

|  |          | 2016        | 2015                  |
|--|----------|-------------|-----------------------|
| 5 INTANGIBLE ASSETS                            | Note     | Rupees      | Rupees                |
| Trading Picks Fusish and Could a graph of      |          |             |                       |
| Trading Right Entitlement Certificate (TREC)   | 6.1      | 3,415,954   | 3,415,954             |
| Membership Card of PMEX                        |          | 250,000     | 250,000               |
| Remote Terminal                                | 5.1      |             | 18,000                |
| Microsoft Soft Ggwa Olp                        | 5.2      | 92,468      | 107,879               |
| Online Trading Software                        | 5.3      | 784,331     | 910,887               |
|  |          | 4,542,753   | 4,702,720             |
| 5.1 Remote Terminal at Pakistan Stock Exchange |          |             |                       |
| Opening net book value                         |          |             |                       |
|  |          | 18,000      | 184,000               |
| Addition during the year                       |          | -           | •                     |
| Amortization charge @ 10% on cost              |          | (18,000)    | (166,000)             |
| Closing net book value                         |          | -           | 18,000                |
| As at June 30, 2016                            |          |             |                       |
| Cost   |          | 1 660 000   | 1 ((0 000             |
| Accumulated amortization                       |          | 1,660,000   | 1,660,000             |
|  |          | (1,660,000) | (1,642,000)<br>18,000 |
| Rate of amortization                           |          | 10%         | 10%                   |
| 5.2 Microsoft GGWA OLP                         |          | (4)         |                       |
|  |          |             |                       |
| Opening net book value                         |          | 107,879     | 123,290               |
| Addition during the year                       |          |             | _                     |
| Amortization charge @ 10% on cost              |          | (15,411)    | (15,411)              |
| Closing net book value                         |          | 92,468      | 107,879               |
| As at June 30, 2016                            |          |             |                       |
| Cost   |          |             |                       |
|  |          | 154,112     | 154,112               |
| Accumulated amortization                       |          | (61,644)    | (46,233)              |
|  |          | 92,468      | 107,879               |
| Rate of amortization                           |          | 10%         | 10%                   |
| 5.3 Online Trading Software                    |          |             |                       |
| Opening net book value                         |          | 910,887     | 1 027 442             |
| Addition during the year                       |          | 710,007     | 1,037,443             |
| Amortization charge @ 10% on cost              |          | (126 550    | (104                  |
| Closing net book value                         | -        | (126,556)   | (126,556)             |
|  |          | 784,331     | 910,887               |
| As at June 30, 2016                            |          |             |                       |
| Cost   | 3        | 1,265,555   | 1,265,555             |
| Accumulated amortization                       |          | (481,224)   | (354,668)             |
|  |          | 784,331     | 910,887               |
|  | <u> </u> |             | 210,007               |

 2016
 2015

 Note
 Rupees
 Rupees

#### 6 LONG TERM INVESTMENT

Unquoted shares
 Available for sales

Pakistan Stock Exchnage (PSX)

6.1 **9,084,046** 

9,084,046

6.1 Pursuant to the promulgation of the Stock Exchanges (Corporatization, Demutualization and Integration) Act, 2012 (The Act), the ownership rights in a Stock Exchange has been segregated from the right to trade on the exchange. Accordingly, the Company has received equity shares of PSX and a Trading Right Entitlement certificate (TREC) in lieu of its Membership Card of KSEL.

As per the arrangements, the authorized and paid-up capital of PSX is Rs.10,000,000,000 and Rs.8,014,766,000 respectively with a par value of Rs. 10 each. The paid-up capital of PSX is equally allotted among 200 members of PSX by issuance of 4,007,383 shares at the face value of Rs. 10 each to each member including the Company in the following manner:

- 1. 40% of the total shares allotted (i.e. 1,602,953 shares) are transferred in the House Account CDC of each initial shareholder. These shares have been pledged with Pakistan Stock Exchange.
- 2. 60% of the total shares (i.e. 2,404,430 shares) have been deposited in a sub-account in Company's name under PSX's participant ID with CDC which will remain blocked until they are divested to strategic investor(s), general public and financial institutions.

Right to receive distributions and sale proceeds against 60% shares in the blocked account shall vest in the initial shareholder, provided that bonus and right shares (if any) shall be transferred to blocked account and disposed off with the blocked shares.

Right to vote against blocked shares shall be suspended till the time of sale. The shares of PSX shall be listed within such time as the SECP may prescribe in consultation with the Board of Directors of PSX.

Initially, in the absence of an active market of the shares of PSX and TREC, these have been valued by allocating the carrying value of the Membership Card of Rs. 12.5 million between the shares (financial asset) and TREC (an intangible asset) on the basis of the value of ordinary shares and the TREC assigned by the PSX for minimum base capital requirement purposes applicable to the Stock Exchange brokers on May 03, 2013.

Although PSX has determined value of its shares at Rs. 10.042 per share for minimum base capital as on March 30, 2016 and also declared dividends for the period ended June 30, 2015 and December 31, 2015, yet the management has decided to measure the shares of PSX at cost as the above value do not meet the criteria of fair value in accordance with International Financial Reporting Standards.

Subsequent to the year end, PSX has revised the value of its shares at Rs. 9.98 per shares on September 29, 2016.

6.2 Securities amounting to Rs. 46,792,279 (2015: Rs. 61,120,166) million are pledged with Pakistan Stock Exchange against trading.

|  | 2016        | 2015        |
|--|-------------|-------------|
| ONG TERM DEPOSITS  | Rupees      | Rupees      |
| Deposits with  |             |             |
| Pakistan Mercantile Exchange Limited - for Office        | 2,500,000   | 2,500,000   |
| Pakistan Mercantile Exchange Limited -against Membership | 750,000     | 750,000     |
| Pakistan Stock Exchange                                  | 200,000     | 100,000     |
| Central Depository Company of Pakistan Limited           | 100,000     | 100,000     |
| National Clearing Company of Pakistan Limited            | 200,000     | 200,000     |
| Against Base Minimum Capital                             | 200,000     | -           |
| Others   | 14,000      | 14,000      |
|  | 3,964,000   | 3,664,000   |
| EFERRED TAX ASSET  |             |             |
| his comprises of the following: -                        |             |             |
| Taxable temporary differences                            |             |             |
| Celerated depreciation for tax purposes                  | (1,063,472) | (1,103,824) |
| Deductible temporary differences                         |             |             |
| Provision for employees gratuity                         | 728,437     | 621,536     |
| Provision for bad debts                                  | 501,418     | 910,963     |
|  | 1,229,855   | 1,532,500   |
| Deferred tax asset not recognised                        | 1,000,000   | 1,332,300   |
|  | 166,383     | 428,676     |

I Deferred tax asset has been recognized on the ground that the Company is certain about the timing and extent of future taxable profits against which such benefits can be utilized.

| ADE DEBTS  | Note, | 2016<br>Rupees | 2015<br>Rupees |
|--|-------|----------------|----------------|
| Co dered good  |       |                |                |
| From Chief Executive and Director- related parties                             | 9.1   | 759,866        | 123,765        |
| From others  |       | 40,368,000     | 30,560,074     |
|  |       | 41,127,866     | 30,683,839     |
| Considered doubtful - from others  |       | 1,617,477      | 2,846,760      |
|  |       | 42,745,343     | 33,530,599     |
| Provision for considered doubtful  |       | (1,617,477)    | (2,846,760)    |
|  |       | 41,127,866     | 30,683,839     |
| The aging of receivables from related parties at the balance sheet date was: - |       |                |                |
| Past due 1-90 days   |       | 759,866        | 842            |
| Past due 91-180 days   |       | , 55,000       | 5,768          |
| Past due 181-365 days  | -     |                | 1,907          |
| More than one year   |       |                | 115,249        |
|  |       | 759,866        | 123,765        |

|    |   |                    | ****                                   | 2015  |
|----|---|--------------------|--|---|
|    |   |                    | 2016                                   | 2015  |
|    |   | Note               | Rupees                                 | Rupees  |
| )  | LOANS AND ADVANCES  |                    |  |   |
|    | Considered good   |                    |  |   |
|    |   |                    |  |   |
|    | - Loans   | 10.1               | 1,862,848                              | 171,951   |
|    | Director  | 10.1               | 1,002,010                              |   |
|    | - Advances  | 1                  | 352,250                                | 327,000   |
|    | - to staff  | 10.2               | 600,000                                | 527,000   |
|    | - to Contractor   | 10.2               | 952,250                                | 327,000   |
| *  |   |                    | 2,815,098                              | 498,951   |
|    |   |                    | 2,015,070                              |   |
|    | 10.1 Loan is interest free and is repayable on demand.      |                    |  |   |
|    | 10.2 Advance has been given for construction of office at l | Pakistan Stock Exc | hange building in I                    | Carachi.  |
|    | 10.2 Advance has been given for constitution of             |                    |  |   |
|    |   |                    | 2016                                   | 2015  |
|    |   | Note               | Rupees                                 | Rupees  |
| 1  | DEPOSITS AND OTHER RECEIVABLES                              |                    |  |   |
|    | Deposits  |                    |  |   |
|    | With Pakistan Stock Exchange Limited                        |                    |  | 100.000   |
|    | - Against Future Trading Exposure                           |                    | 3,500,000                              | 180,933   |
|    | - Against Future Market losses                              |                    | 3,546,804                              | 1,463,750                                       |
|    |   |                    | 7,046,804                              | 1,644,683                                       |
|    | Other receivables - considered good                         |                    |  | 101 (2)   |
|    | - CDC charges recievable                                    |                    | 394,025                                | 491,63  |
|    |   |                    | 7,440,829                              | 2,136,320                                       |
|    |   |                    |  |   |
|    |   |                    | ************************************** |   |
| 2  | TAX REFUNDS DUE FROM GOVERNMENT                             |                    |  |   |
|    |   |                    | 4 926 024                              | 2,683,60  |
|    | Income tax refundable                                       |                    | 4,836,024                              | 2,083,00  |
| 10 | CASH AND BANK BALANCES                                      |                    |  |   |
| 3  |   |                    | 36,784                                 | 162,02  |
| 3  | Cash in hand  |                    |  |   |
| 3  | Cash in hand  Cash at banks                                 |                    | 00044004                               | 2.000.04  |
| 3  |   |                    | 29,914,884                             |   |
| 13 | Cash at banks   | 13.1               | 899,672                                | 26,232,16                                       |
| 13 | Cash at banks Current accounts                              | 13.1               |  | 3,060,94<br>26,232,16<br>29,293,11<br>29,455,14 |

# 14 ISSUED, SUBSCRIBED AND PAID-UP SHARE CAPITAL

| 2015      |                               | 2016   | 2015   |
|-----------|-------------------------------|--|--|
|           |                               | Rupees   | Rupees   |
|           | Ordinary shares of Rs.10 each |  |  |
| 4,299,000 | fully paid in cash            | 42,990,000   | 42,990,000   |
| 750,000   | issued as bonus shares        | 7,500,000  | 7,500,000  |
| 5,049,000 |                               | 50,490,000   | 50,490,000   |
|           | 4,299,000<br>750,000          | Ordinary shares of Rs.10 each 4,299,000 fully paid in cash  750,000 issued as bonus shares | Ordinary shares of Rs.10 each         4,299,000         fully paid in cash         42,990,000           750,000         issued as bonus shares         7,500,000 |

14.1 The shareholders are entitled to receive all distributions to them including dividend and other entitlements

|                                     |      | 2016       | 2015      |
|-------------------------------------|------|------------|-----------|
|                                     | Note | Rupees     | Rupees    |
| DEFERRED LIABILITIES                |      |            |           |
| Employees' Gratuity                 | 15.1 | 2,349,796  | 1,942,30  |
| 15.1 Employees' Gratuity            |      |            |           |
| Opening balance                     |      | 1,942,301  | 1,556,85  |
| Provision for the year              |      | 407,495    | 385,45    |
| Payment during the year             |      | -          |           |
|                                     |      | 2,349,796  | 1,942,30  |
|                                     |      |            |           |
| 6 LONG TERM DEPOSITS                |      |            |           |
| Client Deposits                     |      | 521,652    |           |
| )*                                  |      |            |           |
| 17 TRADE AND OTHER PAYABLES         |      |            |           |
| Trade payables                      |      | 28,650,464 | 21,496,33 |
| Sindh Sales Tax on services payable |      | 358,048    | 456,48    |
| Accrued liabilities                 |      | 342,199    | 160,16    |
|                                     |      | 29,350,712 | 22,112,97 |

# 18 SHORT TERM BANK BORROWING

- from banking company (secured)

| Running finance | 19.1 | 12,152,826 | - |
|-----------------|------|------------|---|
|                 |      |            |   |

#### 19 SHORT TERM RUNNING FINANCE FACILITIES

- 19.1 The Company has available running finance facility of Rs. 50 million (2015: Rs. 50 million) at markup of 3 months KIBOR plus 2% from a banking company to meet working capital requirements. At year end the unavailed facility amounting to Rs. 37.847 (2015: Rs. 50) million.
- 19.2 The Company has available facility for bank guarantee upto Rs.15 (2015: Rs. 15) million of which Rs.5 (2015: Rs. 10) million is unavailed at the year end.

#### 19.3 These facilities are secured against: -

- Equitable mortgage over properties of the Company with SECP registered charge.
- Pledge of shares in CDC account amounting to Rs. 41,964,579 (2015: Rs. 5,907,272) with a minimum margin of 30% on shares as per bank's approved list.
- Personal guarantees of all the Directors of the Company.

#### 20 CONTINGENCIES AND COMMITMENTS

#### 20.1 Contingencies

- 20.1.1 The Company has given irrevocable financial bank guarantee in favor of Karachi Stock Exchange Limited amounting to Rs.10 (2015: Rs.5) million.
- 20.1.2 The Company has not recorded provision for Workers' Welfare Fund for the year ended June 30, 2014 amounting to Rs. 218,490 respectively on the ground that issue of chargeability of WWF on such companies is under litigation before the Honourable High Court of Sindh, whereby stay has been granted to various companies. However, the Company itself has not challenged the levy in the Court and may be required to pay the amount in case tax authorities issue any order in this respect.

#### 20.2 Commitments

Commitments against unrecorded transactions executed before the year end having settlement date subsequent to year end are as follows:

|                        |   | Rupees     | Rupees     |
|------------------------|---|------------|------------|
| For purchase of shares |   | 40,650,535 | 32,367,460 |
| For sale of shares     | _ | 36,405,013 | 35,302,265 |

#### 21 OPERATING REVENUE

| Commission income - gross         | 26,373,297      | 30,525,878  |
|-----------------------------------|-----------------|-------------|
| Less: Sindh Sales Tax on Services | (3,637,696)     | (4,210,466) |
|                                   | 22,735,601      | 26,315,413  |
| Less: Commission paid to agents   | <br>(3,655,584) | (3,964,681) |
|                                   | 19,080,018      | 22,350,731  |

|                         |   |                              |   | 17 <u>2-1</u> 7                           |
|-------------------------|---|------------------------------|---|---|
|                         |   | Note                         | Rupees  | Rupees                                    |
| 2 ADMI                  | NISTRATIVE EXPENSES   |                              |   |   |
|                         | Salaries, allowances and other benefits   | 22.1                         | 7,169,918   | 6,231,26                                  |
|                         | Directors' remuneration   | 27                           | 3,660,000   | 3,060,00                                  |
|                         |   | 21                           | 967,098   | 901,91                                    |
|                         | Postage and telephone   |                              | 14 t-200-17 (4 t-20-4 - 1-40)   |   |
|                         | ees and subscription  |                              | 2,397,658   | 2,336,36                                  |
|                         | Depreciation  | 4                            | 816,186   | 778,24                                    |
|                         | Amortization  | 5.1                          | 159,967   | 307,96                                    |
|                         | Electricity charges   |                              | 843,511   | 739,66                                    |
|                         | Computer expenses   | •                            | 1,312,017   | 1,158,13                                  |
|                         | Traveling expenses  |                              | 44,450  | 132,72                                    |
|                         | egal and professional charges   |                              | 105,750   | 53,97                                     |
| F                       | Repairs and maintenance expenses  |                              | 228,205   | 281,35                                    |
|                         | CDC charges   |                              | 1,267,806   | 620,29                                    |
| I                       | Printing and stationery expenses  |                              | 74,833  | 157,54                                    |
| I                       | Entertainment expenses  | 2                            | 156,401   | 165,56                                    |
| F                       | Advertisement expenses  |                              | 50,600  | . <del></del>                             |
| F                       | Remote terminal charges   |                              | 127,800   | 120,00                                    |
| . 1                     | Vater and sewerage  |                              | 19,535  | 35,55                                     |
|                         |   |                              | 19,401,734  | 17,080,57                                 |
| 22.1                    | This includes provision for gratuity of Rs. 407,49  |                              | 2016  | 2015<br>Rupees                            |
|                         | This includes provision for gratuity of Rs. 407,49  | 95 (2015 : Rs. 385,450) Note |   | 2015<br>Rupees                            |
| 3 FINAN                 | NCIAL CHARGES   |                              | 2016<br>Rupees  | Rupees                                    |
| 3 FINAN                 |   |                              | 2016  | Rupees                                    |
| B FINAN                 | NCIAL CHARGES   |                              | 2016<br>Rupees<br>241,489<br>732,385                                    | Rupees<br>135,77<br>399,92                |
| B FINAN                 | NCIAL CHARGES Bank Charges  |                              | 2016<br>Rupees<br>241,489   | Rupees<br>135,77<br>399,92                |
| FINAN                   | NCIAL CHARGES Bank Charges  |                              | 2016<br>Rupees<br>241,489<br>732,385                                    | Rupees<br>135,77<br>399,92                |
| FINAN                   | Sank Charges Mark-up on running finance  R OPERATING EXPENSES   | Note                         | 2016<br>Rupees  241,489  732,385  973,874                               | 135,77<br>399,92<br>535,70                |
| FINAN I                 | Sank Charges Mark-up on running finance  R OPERATING EXPENSES  Auditors' remuneration   |                              | 2016<br>Rupees<br>241,489<br>732,385                                    | Rupees  135,77 399,92 535,70              |
| FINAN I                 | Sank Charges Mark-up on running finance  R OPERATING EXPENSES  Auditors' remuneration Penalty by regulators   | Note                         | 2016<br>Rupees  241,489 732,385 973,874                                 | Rupees  135,77 399,92 535,70              |
| FINAN I                 | Sank Charges Mark-up on running finance  R OPERATING EXPENSES  Auditors' remuneration Penalty by regulators Research and Development Charges                        | Note                         | 2016 Rupees  241,489 732,385 973,874  314,550 709,677                   | Rupees  135,77 399,92 535,70  82,50 50,00 |
| FINAN<br>I<br>N<br>OTHE | Sank Charges Mark-up on running finance  R OPERATING EXPENSES  Auditors' remuneration Penalty by regulators   | Note                         | 2016 Rupees  241,489 732,385 973,874  314,550 709,677 225,399           | 82,50<br>50,00<br>-                       |
| FINAN<br>I<br>N<br>OTHE | Sank Charges Mark-up on running finance  R OPERATING EXPENSES  Auditors' remuneration Penalty by regulators Research and Development Charges                        | Note                         | 2016 Rupees  241,489 732,385 973,874  314,550 709,677                   | 82,50<br>50,00<br>-                       |
| FINAN I                 | Sank Charges Mark-up on running finance  R OPERATING EXPENSES  Auditors' remuneration Penalty by regulators Research and Development Charges                        | Note                         | 2016 Rupees  241,489 732,385 973,874  314,550 709,677 225,399           | 82,50<br>50,00<br>-<br>154,24             |
| 3 FINAN                 | Bank Charges Mark-up on running finance  R OPERATING EXPENSES  Auditors' remuneration Penalty by regulators Research and Development Charges Miscellaneous expenses | Note                         | 2016 Rupees  241,489 732,385 973,874  314,550 709,677 225,399           | 82,50<br>50,00<br>-<br>154,24<br>286,74   |
| 3 FINAN                 | Bank Charges Mark-up on running finance  R OPERATING EXPENSES  Auditors' remuneration Penalty by regulators Research and Development Charges Miscellaneous expenses | Note                         | 2016 Rupees  241,489 732,385 973,874  314,550 709,677 225,399 1,249,626 |   |

|               |  |   | 2016   | 2015  |
|---------------|--|---|--|---|
|               |  | Note  | Rupees   | Rupees  |
| 25 OTE        | HER INCOME   | 1.000   | Impecs   | Impees  |
| - f           | rom financial assets   |   |  |   |
|               | Mark up on PLS deposit account   |   | 245,159  | 1,529,730   |
|               | Mark up on PSX deposits  |   | 147,957  | 285,126   |
|               | Dividend from Pakistan Stock Exchange Limited  |   | 1,282,362  | 1,202,215   |
|               |  |   | 1,675,478  | 3,017,070   |
| -fi           | rom other than financial assets  |   | -  |   |
|               | Liabilities written back   |   |  | 243,910   |
|               | Recovery against provision for bad debts   |   | 1,229,283  | 1,648,763   |
|               | Commission on Book Building  |   | 654,917  | 518,091   |
|               |  |   | 1,884,200  | 2,410,770   |
|               |  |   | 3,559,678  | 5,427,840   |
|               |  |   |  |   |
| 6 TAX         | ATION  |   |  |   |
|               |  |   |  |   |
| 0             |  |   | *  |   |
|               | Current tax (For the year)   | 26.1  | 456,124  | 2,645,956   |
|               | Deffered tax   | 8   | 262,293  | 535,596   |
|               |  |   |  |   |
| 26.1          | Relationship between Current tax expense and a   | ccounting Profit / (lo  | ss) for the year is as   |   |
| 26.1          | Reconciliation between tax expense and accounting made as relationship between these could not be regime u/s. 113 of the Income Tax Ordinance, 200 Returns for the tax year up to 2015 have been a provisions of the Income Tax Ordinance, 2001, he preceding tax years.   | ng profit for the year<br>developed due to tax<br>of owing to taxable lo<br>filed, which are deen | ended June 30, 201 being arising undersses.  | 6 has not been<br>r minimum ta:<br>nt order unde                    |
| 26.1          | Reconciliation between tax expense and accounting made as relationship between these could not be regime u/s. 113 of the Income Tax Ordinance, 2000.  Returns for the tax year up to 2015 have been to provisions of the Income Tax Ordinance, 2001, he  | ng profit for the year<br>developed due to tax<br>of owing to taxable lo<br>filed, which are deen | ended June 30, 201 being arising undersses.  med to be assessme power to re-assess   | 6 has not been minimum tax<br>not order under any of the five       |
| 26.1          | Reconciliation between tax expense and accounting made as relationship between these could not be regime u/s. 113 of the Income Tax Ordinance, 2000.  Returns for the tax year up to 2015 have been to provisions of the Income Tax Ordinance, 2001, he  | ng profit for the year<br>developed due to tax<br>of owing to taxable lo<br>filed, which are deen | ended June 30, 201 being arising undersses.  med to be assessme power to re-assess   | 6 has not been minimum tax<br>not order under any of the five       |
| 7 REM         | Reconciliation between tax expense and accounting made as relationship between these could not be regime u/s. 113 of the Income Tax Ordinance, 2000.  Returns for the tax year up to 2015 have been to provisions of the Income Tax Ordinance, 2001, he  | ng profit for the year<br>developed due to tax<br>of owing to taxable lo<br>filed, which are deen | ended June 30, 201 being arising undersses.  med to be assessme power to re-assess   | 6 has not been minimum ta   |
| 7 REM         | Reconciliation between tax expense and accounting made as relationship between these could not be regime u/s. 113 of the Income Tax Ordinance, 2000.  Returns for the tax year up to 2015 have been a provisions of the Income Tax Ordinance, 2001, he preceding tax years.  | ng profit for the year<br>developed due to tax<br>of owing to taxable lo<br>filed, which are deen | ended June 30, 201 being arising undersses.  med to be assessme power to re-assess   | 6 has not been minimum tander under under any of the five           |
| 7 REM<br>DIRI | Reconciliation between tax expense and accounting made as relationship between these could not be regime u/s. 113 of the Income Tax Ordinance, 2000.  Returns for the tax year up to 2015 have been a provisions of the Income Tax Ordinance, 2001, he preceding tax years.  | ng profit for the year<br>developed due to tax<br>of owing to taxable lo<br>filed, which are deen | ended June 30, 201 being arising undersses.  med to be assessme power to re-assess   | 6 has not beer minimum tant order under any of the five             |
| 7 REM<br>DIRI | Reconciliation between tax expense and accounting made as relationship between these could not be regime u/s. 113 of the Income Tax Ordinance, 2000.  Returns for the tax year up to 2015 have been a provisions of the Income Tax Ordinance, 2001, he preceding tax years.  | ng profit for the year<br>developed due to tax<br>of owing to taxable lo<br>filed, which are deen | ended June 30, 201 being arising undersses.  med to be assessme power to re-assess   | 6 has not beer minimum tant order under any of the five             |
| 7 REM<br>DIRI | Reconciliation between tax expense and accounting made as relationship between these could not be regime u/s. 113 of the Income Tax Ordinance, 2000.  Returns for the tax year up to 2015 have been a provisions of the Income Tax Ordinance, 2001, he preceding tax years.  SUNERATION OF CHIEF EXECUTIVE AND ECTORS  To Chief Executive Officer (One)                          | ng profit for the year<br>developed due to tax<br>of owing to taxable lo<br>filed, which are deen | ended June 30, 201 being arising underses.  med to be assessme power to re-assess and 2016 Rupees  | 6 has not been minimum tant order under any of the five 2015 Rupees |
| 7 REM<br>DIRI | Reconciliation between tax expense and accounting made as relationship between these could not be regime u/s. 113 of the Income Tax Ordinance, 2000.  Returns for the tax year up to 2015 have been a provisions of the Income Tax Ordinance, 2001, he preceding tax years.  SUNERATION OF CHIEF EXECUTIVE AND ECTORS  To Chief Executive Officer (One)  Managerial remuneration | ng profit for the year<br>developed due to tax<br>of owing to taxable lo<br>filed, which are deen | ended June 30, 201 being arising underses.  med to be assessme power to re-assess and re-assess an | 6 has not beer minimum tant order under any of the five             |

| Othlites                | 72,000    | 60,000    |
|-------------------------|-----------|-----------|
|                         | 720,000   | 600,000   |
| To Directors (Four)     |           |           |
| Managerial remuneration | 1,764,000 | 1,476,000 |
| House rent              | 588,000   | 492,000   |
| Conveyance allowance    | 294,000   | 246,000   |
| Utilities               | 294,000   | 246,000   |
|                         | 2,940,000 | 2,460,000 |
| Total                   | 3,660,000 | 3,060,000 |
|                         |           |           |

|      | NCIAL RISK MANAGEMENT OBJECTIVES POLICIES | Note | 2016<br>Rupees | 2015<br>Rupees |
|------|---|------|----------------|----------------|
| 28.1 | Financial Instrument by Category          |      |                |                |
|      | Financial Asset                           |      |                |                |
|      | Available for sale                        |      |                |                |
|      | Long term investment                      | 6    | 9,084,046      | 9,084,046      |
|      | Loans and receivables                     |      |                |                |
|      | Long term deposits                        | 7    | 3,964,000      | 3,664,000      |
|      | Trade debts                               | 9    | 41,127,866     | 30,683,839     |
|      | Loans and advances                        | 10   | 2,215,098      | 498,951        |
|      | Deposits and other receivables            | 11   | 7,440,829      | 2,136,320      |
|      | Cash and bank balances                    | 13   | 30,851,340     | 29,455,146     |
|      |   |      | 85,599,133     | 66,438,256     |
|      |   |      | 94,683,179     | 75,522,302     |
|      | Financial Liabilities                     |      |                |                |
|      | At fair value through profit or loss      |      |                |                |
|      | Trade and other payables                  | 17   | 28,992,664     | 21,656,494     |
|      | Mark up accrued                           |      | 375,718        | 21,050,454     |
|      | Short term bank borrowing                 | 18   | 12,152,826     |                |
|      |   |      | 41,521,207     | 21,656,494     |

# 28.2 Financial risk management

The Company's activities expose it to a variety of financial risks: credit risk, liquidity risk and market risk (interest / mark-up rate risk and price risk foreign exchange / currency 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 risks without any material change from previous period in the manner described in the notes below.

The Company has exposures to the following risks from its use of financial instruments: -

- Credit risk
- Liquidity risk
- 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.

#### 28.3 Credit risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss, without taking into account the fair value of any collateral. Credit risk arises from the inability of the issuers of the instruments, the relevant financial institutions or counter parties in case of placements or other arrangements to fulfill their obligations. There is a possibility of default by participants and of failure of the financial markets, the depositories, the settlements or clearing system etc.

# 28.5 Credit Rating of Company's Banks

The credit quality of Company's bank balances can be assessed with reference to external credit rating as follows: -

| Name of banks                   | Rating Agency | Credit rating |           |
|---------------------------------|---------------|---------------|-----------|
|                                 | Ruing Agency  | Short term    | Long term |
| Bank Alfalah Limited            | PACRA         | A1+           | AA        |
| MCB Bank Limited                | PACRA         | A1+           | AAA       |
| NIB Bank Limited                | PACRA         | A1+           | AA-       |
| JS Bank Limited                 | PACRA         | A1 +          | A+        |
| Habib Metropolitan Bank Limited | PACRA         | A1+           | AA+       |
| Askari Bank Limited             | PACRA         | A1+           | AA        |
| Habib Bank Limited              | JCR-VIS       | A1+           | AAA       |
| United Bank Limited             | JCR-VIS       | A1+           | AA+       |
| National Bank Limited           | JCR-VIS       | A1+           | AAA       |

## 28.6 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, working capital and running finance facility from banks with a view to maintaining an appropriate mix between various sources of finance to minimize risk.

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

|                           | 2016               |                            |               |                    |  |  |  |
|---------------------------|--------------------|----------------------------|---------------|--------------------|--|--|--|
|                           | Carrying<br>Amount | Contractual cash out flows | Upto one year | More than one      |  |  |  |
|                           |                    | Rupees                     |               |                    |  |  |  |
| Financial liabilities     |                    |                            |               |                    |  |  |  |
| Trade and other payables  | 28,992,664         | 28,992,664                 | 28,992,664    |                    |  |  |  |
| Mark up accrued           | 375,718            | 375,718                    | 375,718       | -                  |  |  |  |
| Short term bank borrowing | 12,152,826         | 12,152,826                 | 12,152,826    |                    |  |  |  |
|                           | 41,521,207         | 41,521,207                 | 41,521,207    |                    |  |  |  |
|                           |                    | 20.                        | 15            |                    |  |  |  |
|                           | Carrying<br>Amount | Contractual cash out flows | Upto one year | More than one year |  |  |  |
|                           |                    | Rup                        | ees           |                    |  |  |  |
| inancial liabilities      |                    |                            |               |                    |  |  |  |
| Trade and other payables  | 21,656,494         | 21,656,494                 | 21,656,494    |                    |  |  |  |

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:

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.

Interest / mark up rate risk

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.

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

|                           | 2016 Effective inter | 2015     | 2016<br>Carrying a |            |
|---------------------------|----------------------|----------|--------------------|------------|
|                           | Zyjeenre inne.       | (70)     | Rupees             | Rupees     |
| Financial assets          |                      |          |                    |            |
| Bank Balances             | 4.5 % to 7%          | 7% to 9% | 899,672            | 26,232,169 |
| Financial Liabilities     |                      |          |                    |            |
| Shout town hould howeving | 3 month              |          |                    |            |
| Short term bank borrowing | KIBOR + 2%           | -        | 12,152,826         | -          |

#### Cash flow sensitivity

A change of 100 basis points in interest rates at the reporting date would have increased / (decreased) profit and equity for the year by the amounts shown below. The analysis assumes that all other variables remain constant. The analysis is performed on same basis for 2015.

|   | Profit and loss 100 bp |            |
|---|------------------------|------------|
|   | Increase               | (Decrease) |
| As at June 30, 2016 Cash flow Sensitivity | (112,532)              | 112,532    |
| As at June 30, 2015 Cash flow Sensitivity | 262,322                | (262,322)  |

#### Price risk

Price risk is the risk that the fair value of future cash flows from a financial instrument will fluctuate due to changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market. The Company is not exposed to any price risk.

#### Risk management policies

Risk management is carried out by the management under policies approved by board of directors. The board provides principles for overall risk management, as well as policies covering specific areas like market price risk, interest rate risk and investing excessive liquidity.

#### Capital risk management

The primary objective of the Company's capital management is to ensure that it maintains healthy capital ratios in order to support its business activities and to sustain future development of the business and maximize shareholders value. The Company closely monitors the return on capital along with the level of distributions to ordinary shareholders. No changes were made in the objectives, policies or processes during the year ended June 30, 2016.

Capital is monitored on the basis of gearing ratio. This is calculated as net debt divided by total capital plus net debt. Net debt is calculated as total borrowings from financial institutions less cash and bank balances.

|                              |  | 2016         | 2015         |
|------------------------------|--|--------------|--------------|
|                              |  | Rupees       | Rupees       |
| Total borrowings             |  | 12,152,826   | _            |
| Less: Cash and bank balances |  | (30,851,340) | (29,455,146) |
| Net debt                     |  | (18,698,514) | (29,455,146) |
| Total equity                 |  | 67,991,087   | 67,695,041   |
|                              |  | 49,292,573   | 38,239,895   |
| Gearing ratio                |  | 0%           | 0%           |

Company has sufficcient funds exceeding its total borrowings, therefore the gearing is shown as nil.

## 28.8 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 at arm's length transaction.

#### 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).

| Level 1 | Level 2 | Level 3 |
|---------|---------|---------|
|         | Rupees  |         |

June 30, 2016

Available for sale investment

9,084,046

June 30, 2015

Available for sale investment

9,084,046

#### Exposure to credit risk

Credit risk of the Company arises principally out of receivables from customers, advances, deposits and other receivables. 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 margin 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 | 2016<br>Rupees | 2015<br>Rupees |
|--------------------------------|------|----------------|----------------|
| Long term investment           | 6 .  | 9,084,046      | 9,084,046      |
| Long term deposits             | 7    | 3,964,000      | 3,664,000      |
| Trade debts                    | 9    | 41,127,866     | 30,683,839     |
| Loans and advances             | 10   | 2,215,098      | 498,951        |
| Deposits and other receivables | 11   | 7,440,829      | 2,136,320      |
| Bank balances                  | 13   | 30,814,556     | 29,293,117     |
|                                |      | 94,646,395     | 75,360,273     |

All the trade debtors at the balance sheet date represent individual domestic parties.

|  | 2016   | 2015             |
|--|--------|------------------|
|  | Rupees | Rupees           |
| 28.4 Ageing of debtors and impairment losses |        | , <del>,,,</del> |

The aging of trade debtors at the balance sheet date was: -

| 41,127,866  | 32,319,540   |
|-------------|--|
|             | THE RESIDENCE OF THE PARTY OF T |
| (1,617,477) | (2,846,760)  |
| 42,745,343  | 35,166,300   |
| 1,910,811   | 4,987,312  |
| 219,049     | 2,012,498  |
| 1,016,507   | 7,299,018  |
| 39,598,976  | 20,867,472   |
|             | 1,016,507<br>219,049<br>1,910,811<br>42,745,343<br>(1,617,477)   |

Based on the past experience, consideration of financial position, past track records and recoveries, the Company believes that trade debts past due upto one year do not require any provision. The Company considers Rs. 0.293 (2015: Rs. 2.141) million as recoverable out of total overdue debtors for more than one year and do not require any provision.

#### 29 RELATED PARTY TRANSACTIONS

Related parties comprises, directors and key management personnel. Year end balances of related parties are disclosed in the relevant notes to these financial statements. Details of remuneration and perquisites paid to Chief Executive and Directors during the year are disclosed in Note-26. Details of other significant transactions are as follows:

| Transactions through related parties  | 2016<br>Rupees | 2015<br>Rupees |
|---|----------------|----------------|
| Sales of shares on behalf of Chief Executive and Directors                          | 61,862,970     | 93,558,657     |
| Purchases of shares on behalf of Chief Executive and Directors                      | 60,878,177     | 71,688,757     |
| Commission earned from brokerage transactions with<br>Chief Executive and Directors | 204,796        | 174,378        |
| Loan given to Director  | 1,690,897      | 171,951        |

#### 30 CORRESPONDING FIGURES

Corresponding figures have been reclassified, whenever necessary for the purpose of compliance, comparison and better presentation. Major changes made during the year are as follows:

| Reclassification from the caption component | Reclassification to the caption component | Note | Amount in<br>Rupees |
|---|---|------|---------------------|
| Trade Debts                                 | Deposits and other receivables            | 11   | 1,463,750           |
| Trade Debts                                 | Loans and advances                        | 10   | 171,951             |

## 31 GENERAL

- Figures have been rounded off to the nearest Rupee.
- Number of employees as at June 30, 2016 were 35 (2015: 26).

#### 32 DATE OF AUTHORIZATION FOR ISSUE

Director

Chief Executive