

# Syneroly

Quarterly Report March 31, 2016



At Arif Habib Limited, we strive to deliver premium products and services to our wide spectrum of stakeholders. The cornerstone to achieving this is developing close SYNERGY, which we build in to our approach.

**SYNERGY** is much more than just a word to us, it is a firm commitments in how we conduct ourselves. Each letter that makes up this word represents an element, which when combined sets us on a path towards development.

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# **Corporate Information**

### **Board of Directors**

Mr. Zafar Alam

Mr. Muhammad Shahid Ali Habib

Ms. Sharmin Shahid Mr. Ali Murtaza Kazmi Mr. Haroon Usman Ms. Nida Ahsan Mr. Muhammad Sohail Salat

### **Audit Committee**

Mr. Ali Murtaza Kazmi Mr. Haroon Usman Ms. Nida Ahsan

### **Human Resource & Remuneration Committee**

Mr. Haroon Usman

Mr. Muhammad Shahid Ali Habib

Ms. Nida Ahsan

# Company Secretary & CFO Mr. Muhammad Taha Siddiqui

Chairman & Non-executive Director

Chief Executive Officer & Executive Director Non-executive Director

Independent Director Non-executive Director Non-executive Director Non-executive Director

Chairman Member Member

Chairman Member Member



### **Bankers**

Allied Bank Limited Askari Bank Limited Bank Alfalah Limited Bank Allalan Limited
Bank Al Habib Limited
Bank Islami Pakistan Limited
Dubai Islamic Bank Pakistan Limited
Faysal Bank Limited
Habib Bank Limited Habib Metropolitan Bank Limited JS Bank Limited

Meezan Bank Limited MCB Bank Limited National Bank of Pakistan NIB Bank Limited Sindh Bank Limited Soneri Bank Limited

Standard Chartered Bank (Pakistan) Limited

Summit Bank Limited The Bank of Khyber The Bank of Punjab United Bank Limited

M/s. Rahman Sarfaraz Rahim Igbal Rafiq **Chartered Accountants** 

### **Credit Rating**

JCR-VIS Credit Rating Company

### Legal Advisors

M/s. Bawaney & Partners

### **Registrar & Share Transfer Office**

Share Registrar Department
Central Depository Company of Pakistan Ltd.
CDC House, 99-B, Block-B S.M.C.H.S., Main Shahra-e-Faisal Karachi-74400
Tel: Customer Support Services
0800-CDCPL (23275)
Fax: (92-21) 34326053
Email: info@cdcpak.com

Website: www.cdcpakistan.com

### Registered Office

Arif Habib Centre
23, M.T. Khan Road Karachi-74000
UAN : (92-21) 111-245-111
Fax No : (92-21) 32416072; 32429653
E-mail : info@arifhabibltd.com website: www.arifhabibltd.com

www.ahletrade.com



# **Directors' Report**

**Dear Fellow Shareholders of Arif Habib Limited,** 

On behalf of the Board of Directors of Arif Habib Limited (AHL), I am pleased to present the financial statements for the nine months period and third quarter ended March 31, 2016, as per the accounting, regulatory and legal standards/requirements.

### **Economy**

During the period under review, Pakistan's economy continued to show signs of improvement in its macroeconomic fundamentals. Foreign currency reserves remained above USD 20bn mark, with 5 months import coverage, providing stability to the local currency. The average Inflation increased to 2.6% during this period and the outlook for the remaining months of FY16 remains largely unchanged. SBP maintained the policy rate at 6% in its last monetary policy. Remittances grew by 6.0% at USD 14,378mn. However, exports were down 9.1% and imports were down 5.2%, at USD 16,393mn and USD 29,581mn respectively. Furthermore, the IMF programme is on track and credit rating outlook is positive.

### Stock Market

The local bourse stayed flat gaining only 323pts (0.98%) during 3QFY16 levels, where Pakistan Stock Exchange (PSX) appeared cautious amidst global and regional uncertainties, for the most part taking 9MFY16 return to -3.7% close at 33,139 level. During the period triggers remained limited with several externalities such as uncertainty in global economic growth aided by China and ambiguity surrounding OPEC / FED meetings, all took a toll on the performance of KSE-100 index and global markets alike. Albeit, a recovery in various commodities towards the end of 3QFY16 (Oil in particular recovered 59% from Jan'16 lows), payed way for some positive sentiments at the local of 3QFY16 (Oil in particular recovered 59% from Jan'16 lows), paved way for some positive sentiments at the local bourse. On the other hand, while foreign activity remained unsupportive during the period under review, with selling from overseas investors clocking-in at USD341mn, compared to the net sell of USD 180mn SPLY. Volumes in nine months averaged at 203mn (9MFY15: 200mn) and average daily traded value was set at USD 98mn, down 25%YoY, where amongst renowned sectors like cements and refinery recorded returns of 17.5% and 12.2% respectively; while heavy weight sectors banks and oil & gas remained laggards, exhibiting negative return of 7.5% and 25.7%, respectively.

### Your Company's Performance

By the grace of Almighty Allah, your Company has posted after tax profit of PKR 282.09 mn during 9MFY16(PKR 623.43 mn) which translates into an EPS of PKR 5.13(PKR 11.34).

The 3QFY16 witnessed a major decline of 42% in volumes and 42.5% in traded values compared to 3QFY15, resultantly the brokerage division revenue decreased by 22.19% from the same period last year and posted a total brokerage revenue of PKR 161.41 mn (PKR.207.45 mn). The Corporate Finance division continues to perform well with revenues standing at PKR 124.01 mn (PKR 89.08 mn) from the same period last year.

Your Company has done well in expense management with administrative and operating expenses decreasing by4% as compared to the same period last year. Our finance cost for the period has decreased massively by 35% and posted a total of PKR120.14 mn (PKR 185.09 mn). The decrease is due to rate cut on borrowing and effective management of funds by the Company.

The equity of the Company as at 31st March 2016 is PKR 2.57bn (June 2015: PKR 2.68bn) which translates into book value per share of PKR 46.87 (June 30, 2015: PKR 48.75).

### **Future Prospects**

The future prospects of your Company look promising on account of our efforts in increasing the market share in various business segments. We are endeavouring to generate better volumes from our existing as well as potential foreign and domestic clients by enhancing our relationships with them through value-added services. This includes, but is not limited to, offering new products and services through augmenting our Research. We are also eyeing increased activity on account of new equity and debt listings for which our Corporate Finance Division is well placed. We are confident that the Company's investment portfolio will continue to deliver better results, as the market is still offering lucrative investment opportunities.

### Acknowledgement

We are grateful to the Company's shareholders for their increased confidence and patronage. We record our appreciation and thanks to all Stakeholders and the Parent Company, the State Bank of Pakistan, the Securities & Exchange Commission of Pakistan and the Management of Pakistan Stock Exchange Limited (previously, Karachi, Lahore and Islamabad Stock Exchanges) for their continuing support and guidance.

We acknowledge and appreciate the hard work put in by the employees of the Company during the period. We also appreciate the valuable contribution and active role of the members of the Board Committees in supporting and guiding the management on matters of great importance.

For and on behalf of the Board of Directors,

Anama Qu Muhammad Shahid Ali Habib Chief Executive Officer and Executive Director

Karachi. Dated: April 27, 2016

CONDENSED INTERIM FINANCIAL INFORMATION
CONDENSED INTERIM FINANCIAL INFORMATION
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# **CONDENSED INTERIM** BALANCE SHEET AS AT MARCH 31, 2016

		Un audited	Audited
		March 31,	June 30,
		2016	2015
	Note	Rupees	
ASSETS			
NON- CURRENT ASSETS			
Property, plant and equipment	5	44,914,550	48,446,729
Intangible assets		17,211,920	17,861,178
Long term investments		209,342,551	209,342,551
Investment property	6	520,519,974	511,639,974
Long-term deposits		15,402,846	14,886,171
Defered tax asset		20,076,657	20,258,431
		827,468,498	822,435,034
CURRENT ASSETS	_		
Short term investments		2,953,392,142	1,500,910,603
Trade debts - considered good		601,691,346	537,407,441
Short term loans - secured		1,696,231	3,732,139
Trade deposits and prepayments		193,148,302	407,051,166
Other receivables		255,771,505	267,522,705
Cash and bank balances		340,434,564	495,624,281
		4,346,134,090	3,212,248,335
TOTAL ASSETS		5,173,602,588	4,034,683,369
EQUITY AND LIABILITIES			
CAPITAL AND RESERVES			
Authorized Capital			
75,000,000 (June 2015: 75,000,000) ordinary			
of Rs.10/- each	_	750,000,000	750,000,000
Issued, subscribed and paid-up capital		550,000,000	550,000,000
Unappropriated profits		2,012,681,943	2,115,595,052
	Į.	2,562,681,943	2,665,595,052
Surplus on revaluation		15,432,500	15,432,500
LIABILITIES			
NON-CURRENT LIABILITIES			
Liabilities against assets subject to finance lease		2,010,708	1,660,874
,		2,010,100	1,000,014
CURRENT LIABILITIES			
Short term borrowings- secured		2,059,520,359	573,669,027
Current portion of liability subject to finance lease		687,187	500,013
Trade and other payables		402,848,593	524,978,669
Payable against purchase of securities- net		-	44,558,395
Markup accrued	_	41,432,735	43,753,713
Taxes payable -net	7	88,988,563	164,535,126
CONTINGENCIES AND COMMITMENTS	8	2,593,477,437	1,351,994,943
	0		
TOTAL EQUITY AND LIABILITIES		5,173,602,588	4,034,683,369
	•		

The annexed notes form an integral part of the condensed interim financial information.

Chairman

# **CONDENSED INTERIM**

PROFIT AND LOSS ACCOUNT
FOR THE NINE MONTHS AND THIRD QUARTER ENDED MARCH 31, 2016 (Unaudited)

	Nine Mon March 31, 2016	ths ended March 31, 2015	Third Quar March 31, 2016	ter ended March 31, 2015
		Rup	ees	
Operating revenue	361,831,604	351,800,914	125,423,996	102,906,305
Capital gain on sale of short term investments	100,751,255	852,825,705	38,624,867	219,908,632
Unrealized gain on re-measurement of investment property	-	106,383,374	-	(90,194,242)
Unrealized gain/(loss) on re-measurement of short term investments	67,489,457	(341,606,007)	(51,703,281)	(90,194,242)
	530,072,316	969,403,986	112,345,582	232,620,695
Administrative and operating expenses	(180,568,283)	(187,572,671)	(60,228,078)	(57,598,834)
Finance costs	(120,137,929)	(185,094,740)	(44,416,068)	(59,990,294)
Other operating income	118,092,074	173,427,363	28,734,578	77,595,514
Other charges	(6,949,164)	(15,415,002)	(677,262)	(3,866,907)
Profit before taxation	340,509,014	754,748,936	35,758,752	188,760,174
Taxation	(58,422,123)	(131,319,480)	(11,321,585)	(43,847,232)
Profit after taxation	282,086,891	623,429,456	24,437,167	144,912,942
Earning per share - basic and diluted	5.13	11.34	0.44	2.63

The annexed notes form an integral part of the condensed interim financial information.

# **CONDENSED INTERIM** STATEMENT OF COMPREHENSIVE INCOME FOR THE NINE MONTHS AND THIRD QUARTER ENDED MARCH 31, 2016 (Unaudited)

	Nine Mon	ths ended	Third Qua	ırter ended
	March 31,	March 31,	March 31,	March 31,
	2016	2015	2016	2015
		Rup	ees	
Profit after taxation	282,086,891	623,429,456	24,437,167	144,912,942
Other comprehensive income for the period	-	-	-	-
Total comprehensive income for the period	282,086,891	623,429,456	24,437,167	144,912,942

The annexed notes form an integral part of the condensed interim financial information.

Chairman

# **CONDENSED INTERIM** STATEMENT OF CHANGES IN EQUITY FOR THE NINE MONTHS AND THIRD QUARTER ENDED MARCH 31, 2016 (Unaudited)

	Issued, subscribed & paid up capital	Unappropriated profits	Total
		Rupees	
Balance as at July 1, 2014	550,000,000	1,462,060,100	2,012,060,100
Cash dividend paid @ 50% for the year ended June 30, 2014	-	(275,000,000)	(275,000,000)
Comprehensive income for the nine months ended March 31,2015	-	623,429,456	623,429,456
Balance as at March 31, 2015	550,000,000	1,810,489,556	2,360,489,556
Balance as at January 1, 2015	550,000,000	1,810,489,556	2,360,489,556
Comprehensive income for the quarter ended June 30, 2015	-	305,105,496	305,105,496
Balance as at June 30, 2015	550,000,000	2,115,595,052	2,665,595,052
Balance as at July 1, 2015	550,000,000	2,115,595,052	2,665,595,052
Cash dividend paid @ 70% for the year ended June 30, 2015	-	(385,000,000)	(385,000,000)
Comprehensive income for the nine months ended March 31, 2016	-	282,086,891	282,086,891
Balance as at March 31, 2016	550,000,000	2,012,681,943	2,562,681,943

The annexed notes form an integral part of the condensed interim financial information.

## **CONDENSED INTERIM CASH FLOW STATEMENT**

FOR THE NINE MONTHS AND THIRD QUARTER ENDED MARCH 31, 2016 (Unaudited)

		Nine months ended	
		March 31,	March 31,
		2016	2015
CASH FLOWS FROM OPERATING ACTIVITIES	Note	Rup	ees
Profit before taxation		340,509,014	754,748,936
Adjustments for:		,,.	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Depreciation		6,534,922	6,661,027
Amortization of intangible asset		649,258	456,435
Loss on disposal of property, plant and equipment		51,459	(1,754
(Gain) / loss on re-measurement of short term investments		(67,489,457)	341,606,007
(Gain) on short term investment		(100,751,255)	(852,825,705
Unrealized gain /(loss) on re-measurement			
of investment property		-	(106,383,374
Reversal of commission		515,435	-
Dividend income		(59,259,610)	(50,265,149
Recovery of provision against doubtful debts		(670,868)	(1,011,715
Finance costs		120,137,929	185,094,740
		(100,282,187)	(476,669,488
Cash generated from operating activities before working capital changes		240,226,827	278,079,448
Effect on cash flow due to working capital changes		240,220,027	270,070,440
(Increase)/decrease in current assets			
Short-term investments - net		(1,284,240,827)	438,853,956
Trade debts - consider good		(63,613,037)	(1,985,555,802
Receivable against sale of securities-net		- 1	967,275,773
Short term loans		2,035,908	(2,355,334
Deposits and short-term prepayments		213,902,864	(200,207,957
Other receivables		11,751,200	95,964,277
Increase/(decrease) in current liabilities			
Trade and other payables		(122,130,076)	449,435,279
Payable against purchase of securities- net		(44,558,395)	-
	-	(1,286,852,363)	(236,589,808
Cash (used in) / generated from operations	-	(1,046,625,536)	41,489,640
Taxes paid		(134,302,347)	(45,729,576
Finance costs paid		(122,458,907)	(179,595,571
Net cash used in operating activities		(1,303,386,790)	(183,835,507
CASH FLOWS FROM INVESTING ACTIVITIES	_		
Acquisition of property, plant and equipment			
and investment property		(3,772,358)	(2,933,950
Proceeds from disposal of property, plant and equipment		718,156	876,125
Acquisition of intangible assets		-	(267,246
Expenditure on investment property		(8,880,000)	(17,385,000
Share subscription of subsidiary		-	(50,000,000
Dividends received		59,259,610	50,265,149
Long term deposits		(516,675)	(5,274,384
Net cash generated from / (used in) investing activities		46,808,733	(24,719,306
CASH FLOWS FROM FINANCING ACTIVITIES			
Liability against assets subject to finance lease		537,008	(423,106
Dividend paid		(385,000,000)	(275,000,000
Net cash used in financing activities	L	(384,462,992)	(275,423,106
Net (decrease) in cash and cash equivalents	•	(1,641,041,049)	(483,977,919
Cash and cash equivalents at the beginning of the year		(78,044,746)	(2,212,098,718
Cash and cash equivalents at the end of the year	11	(1,719,085,795)	(2,696,076,637
• • • • • • • • • • • • • • • • • • • •			

The annexed notes form an integral part of the condensed interim financial information.

Chairman

### **CONDENSED INTERIM SELECTED** NOTES TO THE FINANCIAL STATEMENTS

FOR THE NINE MONTHS AND THIRD QUARTER ENDED MARCH 31, 2016 (Unaudited)

#### STATUS AND NATURE OF BUSINESS 1

Arif Habib Limited (the Company) is a public listed Company incorporated in Pakistan under the Companies Ordinance, 1984. The shares of the Company are quoted on Karachi and Lahore Stock Exchanges of Pakistan (With effect from 1st January 2016 it is Pakistan Stock Exchange Limited). The Company was initially incorporated as an unquoted public limited Company wholly owned by Arif Habib Corporation Limited (the Parent Company). Subsequently, the Parent Company offered its 25% share holding in the Company to general public and the Company obtained listing at Stock Exchange as on January 31, 2007.

The Company is holder of Trading Right Entitlement Certificate (TRE) Holder of Stock Exchanges. The principal activities of the Company are Investments in a mix of listed and unlisted equity and debt securities and reverse repurchase transactions, share brokerage, Inter bank brokerage, Initial Public Offer (IPO) underwriting, advisory and consultancy services. The registered office of the Company is situated at Arif Habib Centre, 23, M.T. Khan

- 1.2 The Parent Company holds 73.29% shares of the Company.
- The Securities and Exchange Commission of Pakistan vide its letter No. EMD/233/683/2007-146 dated September 09, 2015 has granted exemption to the Company from preparation of the Consolidated Financial Statements for its subsidiaries namely M/s. Arif Habib Commodities (Pvt.) Limited and M/s. Arif Habib 1857 (Pvt.) Limited. These subsidiaries have been consolidated by the ultimate holding Company i.e. Arif Habib Corporation Limited. The financial statements of the subsidiary company are available for inspection at the Company's registered office and would be available to the members on request without any cost.

### **BASIS OF PREPARATION**

### 2.1 Statement of compliance

These condensed interim financial statement of the Company for the nine months ended March 31, 2016 have been prepared in accordance with the requirements of the international Accounting Standard 34 "Interim Financial Reporting" and provision and directives issued under the Companies Ordinance, 1984 have been followed.

These condensed interim financial statement are being submitted to the shareholders are required under section 245 of the companies Ordinance, 1984 and the listing regulation of the Stock Exchanges of Pakistan where the

These Condensed interim financial statements comprise of the balance sheet as at March 31, 2016 and profit and loss account, statement of comprehensive income, statement of changes in equity and the cash flow statement for the period ended March 31, 2016.

The comparative balance sheet presented in these condensed interim financial statements as at June 30, 2015 has been extracted from the audited financial statements of the company for the year ended June 30, 2015, whereas the comparative profit and loss account, statement of comprehensive income, statement of changes in equity and the cash flow statement for the period ended March 31, 2015.

#### 3 SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and methods of computation adopted in the preparation of this condensed interim financial information are the same as those applied in the preparation of the financial statements for the year ended June 30, 2015.

Amendments to certain existing standards and new interpretation on approved accounting standards that become effective during the period either were not relevant to the Company's operations or did not have any significant impact on the accounting policies of the Company.

### **ACCOUNTING ESTIMATES AND JUDGMENTS** 4

The preparation of the condensed interim financial information in conformity with approved accounting standards require management to make estimates, assumptions and use judgments that affect the application of policies and reported amounts of assets and liabilities, income and expenses. Estimates, assumptions and judgments are continually evaluated and are based on historical experience and other factors, including reasonable expectations of future events. Revisions to accounting estimates are recognized prospectively commencing from the period of revision.

In preparing the condensed interim financial information, the significant judgments made by management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the preceding published annual financial statements of the Company as at and for the year ended June 30, 2015.

### **CONDENSED INTERIM SELECTED** NOTES TO THE FINANCIAL STATEMENTS

FOR THE NINE MONTHS AND THIRD QUARTER ENDED MARCH 31, 2016 (Unaudited)

#### 5 PROPERTY, PLANT & EQUIPMENT

During the period ended March 31, 2016, addition made amounting to Rs. 3,713 thousands (June 2015: 17,120 thousands) which comprised of computer & allied and lease hold vehicles. Further, assets having WDV of Rs. 769 thousands were sold for Rs. 718 thousands (June 2015: WDV of Rs. 1,875 thousands were sold of Rs. 2,272 thousands).

March 31.

June 30.

		2016	2015	
6	INVESTMENT PROPERTY	Rupees		
	Carrying Value	511,639,974	328,146,600	
	Transfer during the period	-	60,500,000	
	Development charges	8,880,000	21,010,000	
		520,519,974	409,656,600	
	Increase in fair value - net	-	101,983,374	
		520 519 974	511 639 974	

### **TAXES PAYABLE -NET**

The Finance Act, 2015 introduced a new tax under Section 5A of the Income Tax Ordinance, 2001 at the rate of ten percent on every public company other than a scheduled bank or modaraba, that derives profits for tax year and does not distribute cash dividend within six months of the end of said tax year or distributes dividends to such an extent that its reserves, after such distribution, are in excess of 100% of its paid up capital, so much of its reserves as exceed the threshold shall be treated as income of the said company. However, this tax on undistributed reserves is not applicable to a public company which distributes profit equal to either 40% of its after tax profits or 50% of its paid up capital, whichever is less, within six months of the end of the tax year.

Board of Directors of the Company intends to distribute sufficient cash dividend for the year ending 30 June 2016 to comply with the above stated requirement. Accordingly, no provision for tax on undistributed reserves has been recognized in these condensed unconsolidated interim financial information.

### **CONTINGENCIES AND COMMITMENTS**

### CONTINGENCIES

There were no change in contingencies at the period end as disclosed in the financial statements for the year ended

	COMMITMENTS	March 31, 2016 ———— Rup	June 30, 2015
	Following commitments are outstanding as at the year end.		
	Outstanding Settlements against Marginal Trading     Outstanding Settlements against (purchase) / sale of	1,718,684,725	1,286,119,630
	Securities in regular market	199,629,325	87,182,861
	-Guarantee given by a commercial bank on behalf of the Company	100,000,000	100,000,000
		March 31,	March 31,
9	RELATED PARTY DISCLOSURE	2016 Rup	2015
	Brokerage commission and other services to:	· tup	
	Parent Group companies	6,551,038 3,589,164	5,339,089 975,340
	Key management personnel Other Related Party	841,916 5,440,368	277,840 1,758,105
	Rent paid associated company Dividend paid to related parties	15,673,860 232,538,545	15,673,860 201,807,285
	Markup Expense on advance from parent company Markup income on advance to related parties	41,819,635 663,225	3,355,780
	Remuneration to Chief Executive Officer Remuneration to other directors Contribution to staff provident fund	6,580,562 6,947,615 1,946,798	5,287,536 6,019,273 2,158,501
	continuence to claim provident rails	1,040,100	_,100,001

### **CONDENSED INTERIM SELECTED NOTES TO THE FINANCIAL STATEMENTS**

FOR THE NINE MONTHS AND THIRD QUARTER ENDED MARCH 31, 2016 (Unaudited)

Delenges with related parties at the and of the	March 31, 2016	June 30, 2015
Balances with related parties at the end of the period are as follows:	Rupe	
Receivable from related parties		
Parent	74,772	96,525
Group Companies	1,701,851	77,619,052
Key management personnel	2,332,969	5,152,736
Other related parties	4,029,692	5,906,484
Investment in related parties	1,727,767,794	800,585,632
Subsidiary	88,000,000	88,000,000
Payable to related parties:		
Group Companies	24,123,572	3,124,400
Key management personnel	31,602,148	-
Other related parties	335,436	60,746,281

#### 10 FINANCIAL RISK MANAGEMENT

The financial risk management objectives and policies are consistent with those disclosed in the annual financial statements of the Company as at and for the year ended June 30, 2015.

#### **CASH AND CASH EQUIVALENTS** 11

Cash and cash equivalents at the end of the reporting year as shown in the cash flow statement are reconciled to the related items in the balance sheet as follows:

	March 31, 2016	March 31, 2015
	Rup	ees
Cash and bank balances	340,434,564	276,419,437
Short term borrowings	(2,059,520,359)	(2,972,496,074)
	(1,719,085,795)	(2,696,076,637)

#### DATE OF AUTHORIZATION FOR ISSUE 12

These financial statements were authorized for issue by the Board of Directors in meeting held on April 27, 2016.

#### **GENERAL** 13

Figures have been rounded off to the nearest rupee.

Chairman

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\*Mobile apps are also available for download for android and ios devices

