



### **⊕**|**KASB**SECURITIES

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#### **(P)KASB**SECURITIES

#### **COMPANY INFORMATION**

#### **Board of Directors:**

Syed Asghar Ali Shah - Chairman Nadir Rahman - Chief Executive Officer Saeed Yousuf Chinoy Irfan Nadeem Salman Nagvi Mahmood Ali Shah Bukhari Asad Mustafa Shafqat - Chief Financial Officer

#### **Audit Committee:**

Saeed Yousuf Chinoy - Chairman Syed Asghar Ali Shah Irfan Nadeem Zia-ul-Haq - Secretary

#### Company Secretary:

Zia-ul-Haq

#### Auditors:

Ernst & Young Ford Rhodes Sidat Hyder Chartered Accountants Progressive Plaza, Beaumont Road Karachi, Pakistan

#### Bankers:

Allied Bank Limited

Askari Bank Limited Bank Al-Habib Limited Deutsche Bank AG Favsal Bank Limited Habib Bank Limited Habib Metropolitan Bank Limited JS Bank Limited KASB Bank Limited MCB Bank Limited NIB Bank Limited

#### United Bank Limited Legal Advisor:

Bawaney & Partners Advocates & Investment & Corporate Advisers 404, 4th Floor, Beaumont Plaza, 6-CL-10, Beaumont Road, Civil Lines, Karachi, Pakistan Ph: (92-21) 35657658-59 & 35657674 E-mail: bawaney@cyber.net.pk

Standard Chartered Bank (Pakistan) Limited

#### Registered & Head Office:

5th Floor, Trade Centre, I.I. Chundrigar Road, Karachi, Pakistan Ph: (92-21) 111-222-000 Fax: (92-21) 32630202 E-mail: kasbho@kasb.com

#### Branches:

#### Faisalabad

Ground Floor State Life Building, 2- Liaquat Road. Ph: (92-41) 2541006-7, 2541186-7 Fax: (92-41) 2541189 Email: kasbfsl@kasb.com

**Gujranwala** Shop No. 81, Ground Floor Gujranwala Developement Authority Trust Plaza. Ph: (92-55) 3822501-4 Fax: (92-55) 3822505 Email: kasbgrw@kasb.com

#### Gulshan-e-Iqbal - Karachi

Friends Paradise, 1st Floor, SB-36, Block No. 13-B, KDA Scheme - 24, Main University Road. Ph : (92-21) 34980763-4 and 34980766 Fax: (92-21) 34980761 E-mail: kasbgul@kasb.com

#### Islamabad

90-91, Razia Sharif Plaza, Jinnah Avenue, Blue Area. Ph : (92-51) 111-222-000 Fax: (92-51) 2272841 E-mail: kasbisb@kasb.com

2nd Floor, Fountain Avenue Building, 64-A, Main Boulevard, Main Gulberg. Ph: (92-42) 111-222-000 Fax: (92-42) 35787545 E-mail: kasblhr@kasb.com

#### Multan

Ground Floor, State Life Building, Abdali Road. Ph : (92-61) 4500273-76 Fax: (92-61) 4500272 E-mail: kasbmul@kasb.com

**Peshawar**1st Floor, State Life Building, 34 - The Mall.
Ph : (92-91) 5276025-27
Fax: (92-91) 5273683 E-mail: kasbpsh@kasb.com

Rahim Yar Khan Plot No. 29, City Park Chowk, Town Hall Road. Ph: (92-68) 5873252 and 5873254 Fax: (92-68) 5873251 E-mail: rahimyarkhan@kasb.com

www.kasb.com

Share Registrar: THK Associates (Private) Limited Ground Floor, State Life Building No.3, Dr. Ziauddin Ahmed Road, Karachi, Pakistan. Ph: (92-21) 111-000-322 Fax: (92-21) 35655595



#### **DIRECTORS' REPORT TO THE MEMBERS**

On behalf of the Board of Directors of KASB Securities Limited, I am pleased to present the unaudited standalone and consolidated financial statements of the Company, and review for the quarter ended March 31, 2013

#### **Economic Review**

The first quarter of 2013 has been dominated by concerns over the upcoming general elections. Economic reforms were limited to stop gap measures including amnesty schemes for different sectors. Consumer Price Index readings during the period continued on the softer side, growing at an average of 7.4% compared to the same period in 2012, allowing the State Bank of Pakistan (SBP) to maintain the discount rate at 9.5%, despite growing external account pressures and expectations that inflation would rebound in the latter half of the calendar year. Core inflation stickiness also remained a concern, with core inflation averaging 9.5% for the quarter. On the external front, the current account deficit worsened during the quarter, growing by US\$ 1.22 billion as compared to US\$ 0.16 billion in the previous quarter. In addition, the country repaid US\$ 630 million to IMF during the quarter. As a result, the total reserves dipped from US\$ 13.9 billion in December 2012 to US\$ 12.2 billion in March 2013, of which the SBP held only US\$ 7 billion

#### **Equity Market Review**

The KSE-100 enjoyed a fruitful first quarter of the year as the benchmark index climbed 6.7%, with the base set by two positive monthly closings for January (a gain of 2% from December 2012) and February (a gain of 5.4% from January 2013). Average daily volumes over the quarter touched 136 million shares, down 20% from the last quarter of 2012. Interest from foreign investors remained robust with Foreign Portfolio Inflows (FPI) touching US\$ 70 million over three months, lifting domestic sentiments. Although the government successfully concluded its five-year mandate, the delay in appointment of the caretaker Prime Minister and his cabinet restricted market performance during March, resulting in a loss of 0.7% from February 2013.

#### **Debt and Currency Market Review**

Money market conditions remained tight during the quarter, with the SBP continuing to support the market via weekly liquidity injections. Following the reduction in the interest rate corridor mandated by the SBP to 250 basis points from the earlier 300 basis points, the interest rate in the money market inched up by 25 basis points and is now hovering close to the benchmark discount rate (9.5%). T-bill auction patterns also reflect expectations of monetary tightening in the near-term, with the majority of participation skewed towards shorter tenors. The Pak rupee lost another 1.33% against the US dollar to close the quarter at PKR 98.44. The pressure on the currency emanated mainly from the IMF repayment made during the quarter, which continued to take a toll on the foreign exchange reserves position. The market's concerns were exacerbated by the delay in signing a fresh loan program with the IMF, as the outgoing government handed the task over to the caretaker government.

#### **Operating and Financial Performance**

The company remains focused on building market share. This has resulted in KSL being named the Best Broker for 2012 by PMEX and consistently ranking in the top 2 brokers on the weekly PMEX rankings. The higher volumes in the equity market compared to Management's expectations have also resulted in growth in earnings compared to the first guarter of 2013.

The company is also pleased to announce that it has been serving as Purchase Agent in the largest delisting transaction seen in the Pakistani equity markets.

#### **(h)KASB**SECURITIES

Details of financial performance for the quarter are as follows:

	QUARTER ENDED MARCH 31,		
	2013 PKR mn	2012 PKR mn	
Operating revenue	86.90	75.50	
Mark-up / profit on bank deposits, investments and other receivables	7.84	9.67	
Gain on Sale of Investments-net	3.69	11.38	
Dividend Income	0.37	0.09	
Unrealized gain on investments	3.19	2.87	
Other Income	2.22	2.00	
Total Income	104.21	101.51	
Operating and Admin Expenses	(85.62)	(76.91)	
Financial Cost	(1.65)	(7.45)	
Total Expenses	(87.27)	(84.36)	
Net Profit (before provision)	16.94	17.15	
Reversal of provision	-	10.90	
Taxation	(5.27)	(2.34)	
Net Profit after tax	11.67	25.71	

#### **Future Outlook**

Going forward, the company persists with efforts to build client base. Focus remains dedicated on existing branches acquiring new clients and opening new branches in relatively unexplored cities in Pakistan with sizeable potential. At the same time, the company is exploring options for inorganic growth within Pakistan and the region via strategic acquisitions.

While the political and economic situation is currently overshadowed by concerns over the upcoming general elections, the Management expects greater stability during the rest of the year after the elections, leading to greater market activity and increased revenues.

#### Acknowledgement

The Directors wish to record their gratitude to the Company's valued clients, shareholders, business partners and other stakeholders for their continued trust that they have reposed in the Company. The Board would also like to record their appreciation to the employees of the Company for their commitment and dedication.

On behalf of the Board of Directors

Syed Asghar Ali Shah Chairman

Karachi: April 24, 2013



## INTERIM CONDENSED BALANCE SHEET AS AT MARCH 31, 2013

	Note	(Un-audited) March 31, 2013	(Audited) December 31, 2012 s in '000)·······
ASSETS			
Non-current assets			
Property and equipment Intangible assets Investment properties	4 5	35,990 12,588 7,260	35,838 12,736 7,429
Long-term investments Long-term loans and advances	6	856,046 2,597	866,372 1,448
Long-term deposits and prepayments Long-term receivable Deferred tax asset - net	7	3,616 23,480 49,867	3,616 23,480 53,538
25/6//68 (27/4555)		991,444	1,004,457
Current assets			
Short-term investments Trade debts	8 9	247,025 461,701	175,978 298,133
Advances, deposits, prepayments and other receivables Taxation - net		125,145 22,392	147,078 18,278
Cash and bank balances	10	27,683	363,088
		883,946	1,002,555
TOTAL ASSETS		1,875,390	2,007,012
EQUITY AND LIABILITIES			
Share capital and reserves			
Issued, subscribed and paid-up capital General reserve Unrealised gain on re-measurement of		1,000,000 18,752	1,000,000 18,752
'available-for-sale' investments to fair value - net Unappropriated profit		129,795 26,352	140,121 14,679
		1,174,899	1,173,552
Current liabilities			
Trade and other payables Short-term running finance	11	700,362 103	580,748
Short-term borrowing Accrued mark-up		26	250,000 2,712
		700,491	833,460
TOTAL EQUITY AND LIABILITIES		1,875,390	2,007,012
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The annexed notes 1 to 17 form an integral part of these interim condensed financial statements.

Syed Asghar Ali Shah

Nadir Rahman Chief Executive Officer

### **(D) KASB** SECURITIES

# INTERIM CONDENSED PROFIT AND LOSS ACCOUNT (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2013

		Quarter ended	d March 31,
	Note	2013	2012
		······ (Rupees i	n '000)
Operating revenue	13	86,898	75,497
Net gain on investments 'at fair value through profit and loss'			
Net gain on sale of equity investments	Γ	3,693	11,379
Net unrealised gain on re-measurement of investments		3,193	2,876
	_	6,886	14,255
Dividend income		368	94
Mark-up / profit on bank deposits, investments			
and other receivables	14 _	7,835	9,668
		101,987	99,514
Operating and administrative expenses		(85,620)	(76,905)
Reversal of provision against doubtful debts	L	-	10,904
		(85,620)	(66,001)
Operating profit		16,367	33,513
Finance cost	-	(1,651)	(7,455)
		14,716	26,058
Other income	_	2,229	1,995
Profit before taxation		16,945	28,053
Taxation			
Current - for the period	Г	(1,601)	(2,447)
Deferred		(3,671)	102
		(5,272)	(2,345)
Profit after taxation		11,673	25,708
Other comprehensive income:			
·			
Net unrealised (loss) / gain arising during the period on re-measurement of 'available-for-sale' investments - net		(10,326)	40,314
Other comprehensive (loss) / income for the period	_	(10,326)	40,314
Total comprehensive income for the period	-	1,347	66,022
		(Rupe	es)
Earnings per share - basic		0.12	0,26
Earlingo por oriaro badio	=	V. 12	0.20

The annexed notes 1 to 17 form an integral part of these interim condensed financial statements.

Syed Asghar Ali Shah Chairman Nadir Rahman Chief Executive Officer



# INTERIM CONDENSED CASH FLOW STATEMENT (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2013

,	Quarter ende	d March 31,
Note	2013	2012
	····· (Rupees	in '000)
CASH FLOW FROM OPERATING ACTIVITIES		
Profit before taxation	16,945	28,053
Non-cash adjustments to reconcile profit before tax to net cash flows:		
Depreciation	2,324	2,134
Amortisation Gain on sale of investments - net	(3,693)	213 (11,379)
Gain on sale of property and equipment	(3)	(14)
Unrealised gain on re-measurement of investments 'at	(2.402)	(2.076)
fair value through profit or loss' - net Reversal of provision against doubtful debts	(3,193)	(2,876)
Finance cost	1,651	7,455
Dividend income	(368)	(94)
	(3,134)	(15,465)
	13,811	12,588
Working capital adjustments: (Increase) / decrease in assets		
Trade debts	(163,568)	(934,899)
Advances, deposits, prepayments and other receivables	22,245	(119,540)
	(141,323)	(1,054,439)
Increase in current liabilities		
Trade and other payables	119,614	964,305
Finance cost paid	(7,898) (4,337)	(77,546) (2,649)
Income tax paid	(5,715)	(5,246)
Net cash flows used in operating activities	(17,950)	(85,441)
		, ,
CASH FLOW FROM INVESTING ACTIVITIES	(64,161)	4,524
Investments 'at fair value through profit or loss' - net Purchase of property and equipment	(2,342)	(1,018)
Proceeds from disposal of property and equipment	38	72
Dividend received	56	76
Net cash flows (used in) / generated from investing activities	(66,409)	3,654
CASH FLOW FROM FINANCING ACTIVITIES		
Long-term loans and advances	(1,149)	(59)
Long-term deposits and prepayments Short-term running finance	103	(84)
Repayment of short-term borrowing	(250,000)	-
Short-term borrowing (Repo) Long-term receivable	1 - 1	46,655 (21,760)
Net cash flows (used in) / generated from financing activities	(251,046)	24,752
Net decrease in cash and cash equivalents	(335,405)	(57,035)
Cash and cash equivalents at the beginning of the period	363,088	142,308
Cash and cash equivalents at the end of the period 10	27,683	85,273

The annexed notes 1 to 17 form an integral part of these interim condensed financial statements.

Syed Asghar Ali Shah Chairman Nadir Rahman Chief Executive Officer

### **(H) KASB** SECURITIES

# INTERIM CONDENSED STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2013

	Share capital	General reserve		Unrealised gain / (loss) remeasurem of 'availablo -for-sale' investment d to fair value - net	on ent e- Total s
		(F	Rupees in '0	00)	
Balance as at January 01, 2012	1,000,000	18,752	(116,717)	88,229	990,264
Total comprehensive income for the period	-	-	25,708	40,314	66,022
Balance as at March 31, 2012	1,000,000	18,752	(91,009)	128,543	1,056,286
Total comprehensive income for the period			105,688	11,578	117,266
Balance as at December 31, 2012	1,000,000	18,752	14,679	140,121	1,173,552
Total comprehensive income for the period		-	11,673	(10,326)	1,347
Balance as at March 31, 2013	1,000,000	18,752	26,352	129,795	1,174,899

The annexed notes 1 to 17 form an integral part of these interim condensed financial statements.

Syed Asghar Ali Shah Chairman Nadir Rahman
Chief Executive Officer

#### **(P)KASB**SECURITIES

## NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2013

#### 1. STATUS AND NATURE OF BUSINESS

- 1.1 KASB Securities Limited (the Company) was incorporated in Pakistan on October 24, 2000 under the Companies Ordinance, 1984 and commenced its operations effective January 1, 2003, on the transfer of assets and liabilities of the securities segment of the then Khadim Ali Shah Bukhari and Company Limited under a scheme of arrangement approved by the High Court of Sindh. The shares of the Company are listed on the Karachi Stock Exchange Limited (KSE) [formerly:Karachi Stock Exchange (Guarantee) Limited]. The registered office of the Company is situated at 5th Floor, Trade Centre, I.I. Chundricar Road. Karachi.
- 1.2 The Company is a subsidiary of KASB Bank Limited (the Parent company) which holds 77.12% of the shares of the Company. The ultimate parent of the Group is KASB Finance (Private) Limited.
- 1.3 The Company has corporate membership of the KSE and Pakistan Mercantile Exchange Limited (PMEL) and is principally engaged in the business of stocks, money market, foreign exchange and commodity broking. Other activities include investment in a mix of listed and unlisted equity and debt securities, economic research and advisory services.
- 1.4 These are separate interim condensed financial statements of the Company in which investment in subsidiary is reported on the basis of direct equity interest and is not consolidated.

#### 2. STATEMENT OF COMPLIANCE

These interim condensed financial statements of the Company for the quarter ended March 31, 2013 have been prepared in accordance with the requirements of the International Accounting Standard 34 - "Interim Financial Reporting" and provisions of the Companies Ordinance, 1984 and directives issued by the Securities and Exchange Commission of Pakistan (SECP). Wherever the requirements differ, the provisions of the Companies Ordinance, 1984 and the said directives have been followed.

The disclosures made in these interim condensed financial statements have, however, been limited based on the requirements of the International Accounting Standard 34, "Interim Financial Reporting". They do not include all the information and disclosures made in the annual published financial statements and should be read in conjunction with the annual published financial statements of the Company for the year ended December 31, 2012.

These interim condensed financial statements are un-audited.

#### 3. ACCOUNTING POLICIES

The accounting policies adopted for the purpose of these interim condensed financial statements are the same as those applied in the preparation of the annual financial statements for the year ended December 31, 2012 except as follows:

The Company has adopted the following new amended IAS and IFRS which became effective during the period:

- IFRS 7 Financial Instruments : Disclosures (Amendments)
  - Amendments enhancing disclosures about offsetting of
  - financial assets and financial liabilities
- IAS 19 Employee Benefits (Revised)

The adoption of the above amendments did not have any effect on the interim condensed financial statements.

#### 4. PROPERTY AND EQUIPMENT

The details of additions and disposals during the period are as follows:

#### Quarter ended (Un-audited)

	March 201			ch 31, 012
	Additions	Disposals	Additions	Disposals
		····· (Rupee	s in '000') ······	·
Computers and office equipment	957	228	669	1,327
Furniture and fixtures	42	-	349	-
Motor vehicles - owned	1,343			
	2,342	228	1,018	1,327
		Note	(Un-audited) March 31, 2013(Rupee	(Audited) December 31, 2012 s in '000)
INTANGIBLE ASSETS				
Written down value of: - Membership card of KSE		5,1	4,945	4,945
- Membership card of RSL		5,1	4,945 500	4,945 500
- Rooms at KSE			5,804	5,804
- Booths at KSE - Computer software			950 389	950 537
Compater converc			12,588	12,736
			12,300	12,730

5.1 In accordance with the requirements of the Stock Exchanges (Corporatisation, Demutualization and Integration) Act, 2012 (The Act), the Company has received equity shares of KSE and a trading right entitlement (TRE) in lieu of its membership card of KSE. The Company's entitlement in respect of KSE's shares is determined on the basis of valuation of assets and liabilities of KSE as approved by the SECP and the Company has been allotted 4,007,383 shares of the face value of Rs 10/each, out of which 2,404,430 shares are kept in the blocked account and the divestment of the same will be made in accordance with the requirements of the Act within two years from the date of Demutualization. The allocation of the carriying value of the composit asset (KSE shares and TRE) will be made in due course based on the recommendation of the professional Standards and Technical Committe of the Institute of Chartered Accountants of Pakistan.

#### 6. LONG-TERM INVESTMENTS

5.

Subsidiary company	6.1	488,581	488,581
'Available-for-sale' investments		367,465	377,791
		856,046	866,372



		Note	(Un-audited) March 31, 2013	(Audited) December 31, 2012
6.1	Description of 'available-for-sale' investments  Name of the entity	S	······· (Rupees	s in '000) ·······
	Quoted shares KASB Bank Limited - (Parent company)	6.1.1	37,930	48,256
	Unquoted shares Al Jomaih Power Limited New Horizon Exploration & Production Limited - (I	Related Party)	297,906	297,906
	-Class 'A' ordinary shares	related ratty)	31,629 367,465	31,629

**6.1.1** These shares have been blocked by the Central Depository Company of Pakistan Limited in compliance with BPRD Circular No.4 dated May 22, 2008 issued by the State Bank of Pakistan. No activity (including pledge and withdrawal) in these shares is allowed without prior written permission of the State Bank of Pakistan.

		Note	(Un-audited) March 31, 2013	(Audited) December 31, 2012
			······ (Rupee	s in '000) ·······
7.	LONG-TERM RECEIVABLE			
	Receivable from client Less: current maturity shown in current assets	7.1	66,468 (29,000)	79,268 (41,800)
	Less: provision against long-term receivable	,	37,468 (13,988)	37,468 (13,988)
			23,480	23,480

7.1 On February 01, 2011, the Company has entered into a settlement agreement with three customers in respect of their liabilities owed to the Company, amounting to Rs. 99.638 million (as of the date of the agreement) in respect of the securities transactions undertaken by them through the Company.

Under the agreement, the obligations of these three customers have been taken over by another customer, who has agreed to pay an aggregate sum of Rs. 99.638 million to the Company along with the mark-up at the rate used in (three months) KIBOR ask rate plus 3.28% per anum, in monthly installments over a period up to January 2015. In accordance with the terms of the agreement, the customer was required to pay principal of Rs. 15.60 million and mark-up of Rs. 4.40 million aggregating to Rs. 20 million by the quarted ended March 31, 2013 (December 31, 2012: Rs. 23.417 million). Against the said amount, the Company has received an aggregate amount of Rs. principal of Rs. 16.5 million (December 31, 2012: Rs. 17.70 million). Subsequent to the quarter end , the Company has received Rs. 3.50 million from the customer. However, as a matter of prudence, the Company has retained provision to the extent of Rs. 13.98 million after considering the market value of securities held by the Company in respect of the said account.

The above receivable is secured against marketable securities of the customers, held by the Company. The market value of such securities as at quarter ended March 31, 2013 was Rs. 101.46 million (December 31, 2012: Rs. 117.67 million).

#### **(D)** KASB SECURITIES

upees in '000)	)
<b>97</b> 163	3,428
29	-
99   12	2,550
25 17	5,978
6,8 23,1 47,0	<b>6,829</b> 23, <b>199</b> 1:

8.1 This includes investment in mutual fund units of a related party amounting to Rs. 73.753 million (December 31, 2012: Rs. 72.315 million). Further Mutual Fund Units valued at Rs. 216.650 million (December 31, 2012: 160.727) are pledged with KSE against exposure margin.

**8.2** This includes shares valued at Rs. 6.470 (at the rates quoted on KSE) (December 31, 2012: Rs. nil) pledged with KSE against exposure margin.

	pleaged with NOE against exposure margin,			
		Note	(Un-audited) March 31, 2013	(Audited) December 31, 2012
			(Runees	s in '000)
9.	TRADE DEBTS		(rtupoot	,  000)
	Receivable against purchase of marketable securities			
	- net of provisions	9.1	457,974	293,527
	Inter-bank brokerage		1,586	2,124
	Fees		2,141	2,482
			461,701	298,133
9.1	Considered good			
	Secured		400,685	236,446
	Unsecured		416	187
			401,101	236,633
	Considered doubtful		172,768	172,789
			573,869	409,422
	Less: Provision for doubtful debts	9.2	(115,895)	(115,895)
			457,974	293,527
9.2	Reconciliation of provisions against trade debts			
	Opening balance		115,895	149,349
	Reversal of provision during the period / year		-	(33,454)
			115,895	115,895

**9.21** Provisions against doubtful debts have been made after considering the market value of listed shares amounting to Rs. 56.879 million (December 31, 2012: Rs. 56.894 million) held in custody by the Company against respective customer accounts.

### (B) KASB SECURITIES

CASH AND BANK BALANCES  Cash at bank in:     Current accounts     Saving accounts  Cash in hand Stamps in hand  These carry profit at the rates ranging from 1% to 8.35% (Dec SHORT-TERM RUNNING FINANCE  KASB Bank Limited (the parent company)	10.1 ember 3 <sup>-1</sup>	4,171 23,190 27,361 296 26 27,683 1, 2012: 1% to 11.3	19,928 343,159 363,087 1 363,088
Cash at bank in: - Current accounts - Saving accounts  Cash in hand Stamps in hand  1 These carry profit at the rates ranging from 1% to 8.35% (Dec  SHORT-TERM RUNNING FINANCE  KASB Bank Limited (the parent company)  1 Running finance facility of Rs. 299 million (December 31, 2012)	ember 3	23,190 27,361 296 26 27,683 1, 2012: 1% to 11.2	343,159 363,087 - 1 363,088
- Current accounts - Saving accounts  Cash in hand Stamps in hand  1 These carry profit at the rates ranging from 1% to 8.35% (Dec SHORT-TERM RUNNING FINANCE  KASB Bank Limited (the parent company)  I Running finance facility of Rs. 299 million (December 31, 2012)	ember 3	23,190 27,361 296 26 27,683 1, 2012: 1% to 11.2	343,159 363,087 - 1 363,088
- Saving accounts  Cash in hand Stamps in hand  1 These carry profit at the rates ranging from 1% to 8.35% (Dec SHORT-TERM RUNNING FINANCE  KASB Bank Limited (the parent company)  1 Running finance facility of Rs. 299 million (December 31, 2012)	ember 3	23,190 27,361 296 26 27,683 1, 2012: 1% to 11.2	343,159 363,087 - 1 363,088
Cash in hand Stamps in hand  1 These carry profit at the rates ranging from 1% to 8.35% (Dec SHORT-TERM RUNNING FINANCE  KASB Bank Limited (the parent company)  1 Running finance facility of Rs. 299 million (December 31, 2012)	ember 3	27,361 296 26 27,683 1, 2012: 1% to 11.2	363,087 1 363,088
Stamps in hand  1 These carry profit at the rates ranging from 1% to 8.35% (Dec SHORT-TERM RUNNING FINANCE  KASB Bank Limited (the parent company)  1 Running finance facility of Rs. 299 million (December 31, 2012)		26 27,683 1, 2012: 1% to 11.:	363,088
1 These carry profit at the rates ranging from 1% to 8.35% (Dec SHORT-TERM RUNNING FINANCE  KASB Bank Limited (the parent company)  1 Running finance facility of Rs. 299 million (December 31, 2012)		27,683 1, 2012: 1% to 11.	363,088
SHORT-TERM RUNNING FINANCE  KASB Bank Limited (the parent company)  1 Running finance facility of Rs. 299 million (December 31, 2012)			25%) per annun
KASB Bank Limited (the parent company)  1 Running finance facility of Rs. 299 million (December 31, 2012)	11.1	103	
Running finance facility of Rs. 299 million (December 31, 2012)	11.1	103	
			-
from the Parent Company. This facility is subject to mark-up at to 14.49%) per annum during the quarter / year and is require all present and future current assets of the Company.	ne rate of	f 12% (December 3	31, 2012: 12.70
are subject to mark-up at rates ranging from 12.02% to 12.46 per annum and is required to be secured by pledge of securit			
CONTINGENCIES AND COMMITMENTS		······ (Rupees	s in '000) ·······
Contingencies There were no material contingencies as at period / year en-	d		
	u.		
Commitments			
Following commitments are outstanding as at period / year of	end:		
- Outstanding purchases against commodities futures		7,396	
- Outstanding sales against commodities futures		116,567	-
OPERATING REVENUE			
Brokerage		85,319	72,851
Subscription research income		452	1,356
Financial advisory fee		570	870
Custody services Profit on margin trading system		272 285	167 253
From on margin trading system		285 86,898	75,497

### **(B)KASB**SECURITIES

## 14. MARK-UP / PROFIT ON BANK DEPOSITS, INVESTMENTS AND OTHER RECEIVABLES

Profit on bank deposits	4,286	5,423
Profit on term finance certificates	254	684
Profit on long-term receivable	2,940	3,561
Mark-up on receivable from related party	355	=
	7,835	9,668

#### 15. RELATED PARTY TRANSACTIONS

The related parties of the Company comprise of KASB Bank Limited (the Parent company), associated undertakings (including companies under common directorship), employee benefit plans and its key management personnel. The balances with related parties as at March 31, 2013 and transactions with related parties during the quarter ended March 31, 2013 are as follows:

		(Ur	n-audited)			Audited)
		····· As at M	larch 31, 2013		D	As at ecember 31, 2012
	Parent company	Subsidiary / associated	Key management personnel	Others	Total	Total
			· (Rupees in '	000)		
BALANCES						
Long-term deposits	_	142	-	_	142	142
Trade debts	76	13	23	87	199	1,419
Other receivables	-			12,784	12,784	12,806
Prepaid rent	182	-	-	-	182	332
Profit receivable on bank deposit	579	-	-	<u>.</u>	579	1,059
Receivable against expenses	664	192	52	7	915	480
Bank balances	20,191		- '		20,191	339,980
Trade payables	-	2	3,154	-	3,156	4,031
Short-term running finance	103				103	-
Short-term borrowing	-		-	-	-	250,000
Payable against expenses	1,793	1,876	-	-	3,669	7,410
Accrued mark-up	26	•	-	-	26	2,712
Rent payable	315	•	-	-	315	631
OFF BALANCE SHEET ITEM						
Bank guarantee	51,000	•	-	-	51,000	51,000



		(Uı	n-audited)			(Un-audited)
	Quarter ended March 31, 2013				Quarter ended March 31, 2012	
	Parent company	Subsidiary / associated	Key management personnel	Others	Tota	al Total
TRANSACTIONS			·· (Rupees in	(000)		
Income						
Brokerage income earned	924	-	438	90	1,452	478
Custody services	1	33	5	-	39	22
Profit on bank deposits	3,405	-	-		3,405	2,050
Rent income	1,352	714	-	-	2,066	1,879
Other	-	-	-	355	355	-
Expenses						
Bank charges	1,067	-	-	-	1,067	767
Charge in respect of contributory plan	-		-	1,553	1,553	1,485
Communication expenses	-	1,321	-	-	1,321	2,093
Donation	-	-	-	510	510	510
Mark-up expense	478	-	- \	-	478	224
Reimbursement of expenses	871	1,148	-	12	2,031	7,502
Remuneration to management personnel	· -	-	22,806	-	22,806	22,432
Rent expense	151	-	-	-	151	143
Salary expense reimbursed	-	-	-	-	-	12
Service level agreement	•			-	-	617
Other transactions						
Loans disbursed	-	-	2,210	-	2,210	724
Loans repayment	-	-	1,037	-	1,037	1,307
Mutual fund's bonus units issued	-	-	-	1,362	1,362	2,824

#### 16. DATE OF AUTHORISATION

These interim condensed financial statements have been authorised for issue by the Board of Directors of the Company on April 24, 2013.

#### 17. GENERAL

- 17.1 Corresponding figures have been rearranged and re-classified, wherever necessary, for the purpose of comparison. However, there are no material reclassification to report.
- 17.2 The Board of Directors of the Company proposed a cash dividend of Re. 0.50 per share for the year ended December 31, 2012 amounting to Rs. 50 million at its meeting held on March 15, 2013 for the approval of members at the Annual General Meeting to be held on April 24, 2013.
- 17.3 Figures have been rounded off to the nearest thousands.

Syed Asghar Ali Shah

Nadir Rahman Chief Executive Officer

(*) IKASB SECURITIES
Consolidated Interim Condensed Financial Statements
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## CONSOLIDATED INTERIM CONDENSED BALANCE SHEET AS AT MARCH 31, 2013

#### **ASSETS**

#### Non-current assets

Property and equipment
Intangible assets
Investment properties
Long-term investments
Long-term loans and advances
Long-term deposits and prepayments
Long-term receivable
Deferred tax asset - net

35,990	35,838
12,588	12,736
382,260	382,429
410,836	421,162
2,597	1,448
3,616	3,616
23,480	23,480
49,867	53,538
921,234	934,247

#### **Current assets**

Short-term investments Trade debts Advances, deposits, prepayments and other receivables Taxation - net Cash and bank balances

247,025	175,978
461,701	298,133
125,165	147,078
22,548	18,430
31,138	366,663
887,577	1,006,282
1,808,811	1,940,529

#### **TOTAL ASSETS**

#### **EQUITY AND LIABILITIES**

#### Share capital and reserves

Issued, subscribed and paid-up capital General reserve Unrealised gain on re-measurement of 'available-for-sale' investments to fair value - net Accumulated loss

1,000,000	1,000,000
18,752	18,752
129,795 (41,358)	140,121 (53,029)
1,107,189	1,105,844

#### **Current liabilities**

Trade and other payables Short-term running finance Short-term borrowing Accrued mark-up

701,493 103	581,973 -
-	250,000
26	2,712
701,622	834,685
1,808,811	1,940,529

#### TOTAL EQUITY AND LIABILITIES

CONTINGENCIES AND COMMITMENTS

The annexed notes form an integral part of these consolidated interim condensed financial statements.

Syed Asghar Ali Shah Chairman Nadir Rahman Chief Executive Officer

Nachi Ruhm



## CONSOLIDATED INTERIM CONDENSED PROFIT AND LOSS ACCOUNT (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2013

	Quarter ende	d March 31,
	2013 (Rupees	2012 in '000)
Operating revenue	86,898	75,497
Net gain on investments 'at fair value through profit and loss'		
Net gain on sale of equity investments	3,693	11,379
Net unrealised gain on re-measurement of investments	3,193	2,876
	6,886	14,255
Dividend income	368	94
Mark-up / profit on bank deposits, investments and other receivables	7,893	9,738
	102,045	99,584
Operating and administrative expenses	(85,680)	(76,986)
Reversal of provision against doubtful debts	_	10,904
	(85,680)	(66,082)
Operating profit	16,365	33,502
Finance cost	(1,651)	(7,455)
	14,714	26,047
Other income	2,229	1,995
Profit before taxation	16,943	28,042
Taxation		
Current - for the period	(1,601)	(2,448)
Deferred	(3,671)	102
	(5,272)	(2,346)
Profit after taxation	11,671	25,696
Other comprehensive income:		
Net unrealised (loss) / gain arising during the period on re-measurement of 'available-for-sale' investments - net	(10,326)	40,314
Other comprehensive (loss) / income for the period	(10,326)	40,314
Total comprehensive income for the period	1,345	66,010
	(Rupe	es)
Earnings per share - basic	0.12	0.26

The annexed notes form an integral part of these consolidated interim condensed financial statements.

Syed Asghar Ali Shah Chairman

Nachi Ruha Nadir Rahman Chief Executive Officer



# CONSOLIDATED INTERIM CONDENSED CASH FLOW STATEMENT (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2013

	Quarter ende	d March 31,
	2013(Rupees	2012 in '000)
CASH FLOW FROM OPERATING ACTIVITIES	` '	,
Profit before taxation	16,943	28,042
Non-cash adjustments to reconcile profit		
before tax to net cash flows:  Depreciation	2.324	2.134
Amortisation	148	213
Gain on sale of investments - net Gain on sale of property and equipment	(3,693)	(11,379)
Unrealised gain on re-measurement of investments 'at		, ,
fair value through profit or loss' - net Reversal of provision against doubtful debts	(3,193)	(2,876)
Finance cost	1,651	7,455
Dividend income	(368)	(15,465)
	(3,134)	12,577
We did a secolated all sectors and a	13,003	12,577
Working capital adjustments: (Increase) / decrease in assets		
Trade debts	(163,568)	(934,899)
Advances, deposits, prepayments and other receivables	22,225	(119,540)
	(141,343)	(1,054,439)
Increase in current liabilities	440 500	004.005
Trade and other payables	<u>119,520</u> (8,014)	964,295 (77,567)
Finance cost paid	(4,337)	(2,649)
Income tax paid	(5,719)	(5,253)
Net cash flows used in operating activities	(18,070)	(85,469)
CASH FLOW FROM INVESTING ACTIVITIES		
Investments 'at fair value through profit or loss' - net	(64,161)	4,524
Purchase of property and equipment Proceeds from disposal of property and equipment	(2,342)	(1,018)
Dividend received	56	76
Net cash flows (used in) / generated from investing activities	(66,409)	3,654
CASH FLOW FROM FINANCING ACTIVITIES	(4.4.40)	(50)
Long-term loans and advances Long-term deposits and prepayments	(1,149)	(59)
Short-term running finance	103	- 1
Repayment of short-term borrowing Short-term borrowing (Repo)	(250,000)	46,655
Long-term receivable	-	(21,760)
Net cash flows (used in) / generated from financing activities	(251,046)	24,702
Net decrease in cash and cash equivalents	(335,525)	(57,113)
Cash and cash equivalents at the beginning of the period	366,663 31,138	<u>145,835</u> 88,722
Cash and cash equivalents at the end of the period	31,130	

The annexed notes form an integral part of these consolidated interim condensed financial statements.

Syed Asghar Ali Shah Chairman

Nadir Rahman Chief Executive Officer

### **(H) KASB** SECURITIES

### CONSOLIDATED INTERIM CONDENSED STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2013

	Share capital			on ent e- Total s		
		(Rupees in '000)				
Balance as at January 01, 2012	1,000,000	18,752	(184,497)	88,229	922,484	
Total comprehensive income for the period	-	-	25,696	40,314	66,010	
Balance as at March 31, 2012	1,000,000	18,752	(158,801)	128,543	988,494	
Total comprehensive income for the period		-	105,772	11,578	117,350	
Balance as at December 31, 2012	1,000,000	18,752	(53,029)	140,121	1,105,844	
Total comprehensive income for the period			11,671	(10,326)	1,345	
Balance as at March 31, 2013	1,000,000	18,752	(41,358)	129,795	1,107,189	

The annexed notes form an integral part of these consolidated interim condensed financial statements.

Syed Asghar Ali Shah Chairman

Nachi Ruhma Nadir Rahman Chief Executive Officer

#### **(PIKASB** SECURITIES

## NOTES TO THE CONSOLIDATED INTERIM CONDENSED FINANCIAL STATEMENTS (UN-AUDITED)

#### FOR THE QUARTER ENDED MARCH 31, 2013

#### 1. STATUS AND NATURE OF BUSINESS

The Group comprises of:

#### Holding company

-KASB Securities Limited

#### **Subsidiary company**

-Structured Venture (Private) Limited

1.1 KASB Securities Limited (the Company) was incorporated in Pakistan on October 24, 2000 under the Companies Ordinance, 1984 and commenced its operations effective January 1, 2003, on the transfer of assets and liabilities of the securities segment of the then Khadim Ali Shah Bukhari and Company Limited under a scheme of arrangement approved by the High Court of Sindh. The shares of the Company are listed on the Karachi Stock Exchange Limited (KSE) [formerly:Karachi Stock Exchange (Guarantee) Limited]. The registered office of the Group is situated at 5th Floor, Trade Centre, I.I. Chundrigar Road, Karachi.

The Holding Company is a subsidiary of KASB Bank Limited which holds 77.12% of the shares of the Group. The ultimate parent of the Group is KASB Finance (Private) Limited.

The Holding Company has corporate membership of the KSE and Pakistan Mercantile Exchange Limited (PMEL) and is principally engaged in the business of stocks, money market, foreign exchange and commodity broking. Other activities include investment in a mix of listed and unlisted equity and debt securities, economic research and advisory services.

1.2 Structured Venture (Private) Limited (the subsidiary) was incorporated in Pakistan on June 25, 2010 under the Companies Ordinance, 1984. The registered office of the Company is situated at 5th Floor, Trade Centre, I.I. Chundrigar Road, Karachi.

The subsidiary is wholly owned by KASB Securities Limited.

The subsidiary's core objective is to capitalize on opportunities across different asset classes, including but not limited to, commodities, structured products, real estate etc. In addition, the subsidiary can, subject to regulatory approvals, invest / participate in selected local and foreign business ventures.

#### 2. BASIS OF PREPARATION

These consolidated interim condensed financial statements have been prepared under the historical cost convention except for investments which are carried at fair value.

#### 3. STATEMENT OF COMPLIANCE

These consolidated interim condensed financial statements have been prepared in accordance with 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.

The disclosures made in these consolidated interim condensed financial statements have, however, been limited based on the requirements of the International Accounting Standard 34, "Interim Financial Reporting". They do not include all the information and disclosures made in the annual published financial statements and should be read in conjunction with the annual published financial statements of the Group for the year ended December 31, 2012.



These Consolidated interim condensed financial statements are un-audited.

#### 4. ACCOUNTING POLICIES

The accounting policies and methods of computation followed in the preparation of these consolidated interim condensed financial statements are consistent with those followed in the preparation of the Group consolidated annual published financial statements for the year ended December 31, 2012.

#### 5. BASIS OF CONSOLIDATION

The financial statements of the subsidiary are included in the consolidated interim condensed financial statements from the date the control commences until the date the control ceases. In preparing consolidated interim condensed financial statements, the financial statements of the Holding Company and subsidiary are consolidated on a line by line basis by adding together the like items of assets, liabilities, income and expenses. Significant intercompany transactions have been eliminated.

#### 6. DATE OF AUTHORISATION

These consolidated interim condensed financial statements have been authorised for issue by the Board of Directors of the Group on April 24, 2013.

#### 7. GENERAL

- 7.1 Corresponding figures have been rearranged and re-classified, wherever necessary, for the purpose of comparison. However, there are no material reclassification to report.
- 7.2 The Board of Directors of the Group proposed a cash dividend of Re. 0.50 per share for the year ended December 31, 2012, amounting to Rs. 50 million at its meeting held on March 15, 2013 for the approval of members at the Annual General Meeting to be held on April 24, 2013.

7.3 Figures have been rounded off to the nearest thousands.

Syed Asghar Ali Shah Chairman Nadir Rahman
Chief Executive Officer



