



The best way to predict the future is to create it!

-Abraham Lincoln



December 2021

Your Trust, Our Strength

- Incorporated as Khadim Ali Shah Bukhari in 1962
- Corporatized in October 1991
- Historically local partner for Merrill Lynch
- Winner of numerous international awards and recognition
- BIPL takeover in May 2015
- Name change to BIPL Securities on November 3, 2016
- Acquisition by AKD Securites on June 28, 2021

Entity – Long Term	A-
Entity – Short Term	A-2
BMR	BMR 2+

Board of Directors

Kamal Uddin Tipu	Chairman
Abdul Aziz Anis	CEO
Ayesha Aqeel Dhedhi	Director
Afsheen Aqeel	Director
Sikander Kasim	Director
Khurshid Anwer	Director
Muhammad Noorul Hasan	Director

The ratings reflects good credit quality. Access to capital markets is good and risk factors are small.

Also, it reflects existing market position, strong sponsor profile, sizeable retail client base and adequate liquidity and capitalization indicators.

BMR signifies strong external controls and regulatory compliance levels; sound HR and IT services, client relationship and risk management along with adequate internal control framework and financial management.

OUR SERVICES

EQUITIES

- TREC Holder of PSX
- BIPL Direct, Largest online trading platform
- Institutional, International, HNWIs & Branch Network

COMMODITIES

- One of the leading brokers on PMEX
- Experienced team
- Research and technical support

MONEY MARKET

- Interbank Money Market Dealing
- Top 10 broker
- Penetration in institutional and corporate clients

FOREIGN EXCHANGE

- Interbank FX dealing
- Penetration in most financial institutions

RESEARCH

- Industry wide coverage
- Daily, weekly, thematic and macro coverage reports
- One of the largest teams

“BIPL Securities Limited is one of the largest securities firm in Pakistan providing a full spectrum of products and services”



59
Years history



One of the
largest
Online platform



5.13%
Market share
on vols



11
Branches



160
Employees



Pedigreed
History

FINANCIALS



	Sep 2021	Sep 2020	Sep 2019	Sep 2018
Revenue	-----Rupees in Million-----			
Brokerage-Equity	404	244	110	117
Brokerage-Non Equity	23	28	18	18
Financial Income	89	75	62	40
Other income	18	13	19	23
Total Business Revenue	534	359	209	198
Exceptional Income	-	-	-	-
Total Revenue	534	359	209	198

- Total Revenues up by 49% YoY
- Equity brokerage key driver of top line
 - 76% of total business revenue in 2021 vs. 68% in 2020 & 53% in 2019
- Retail equity brokerage growth has been key
 - Accounts for 96% of total equity commissions in 2021 vs 94% in 2020 & 88% in 2019
 - Up 68% YoY (PKR 386mn vs PKR 230mn YoY)
- Non Equity brokerage has seen drop due to weak Commodity brokerage commissions

	Sep 2021	Sep 2020	Sep 2019	Sep 2018
Cost	-----Rupees in Million-----			
HR Cost	146	136	140	138
Traders Commission	34	20	4	7
Trading Cost	27	16	13	13
Administrative Cost	95	81	75	74
Financial Cost	18	19	19	11
Total Cost	321	272	252	243

- Total business costs up 18% YoY
- Fixed HR costs up 7% YoY
- Admn costs up 17% YoY due to
 - Power – up 22% (+PKR 2.5mn)
 - Communication – up 21% (+PKR 2.4mn)
 - Legal – up 21% (+PKR 2.4mn)
 - WWF – up 22% (+PKR 2.6mn)

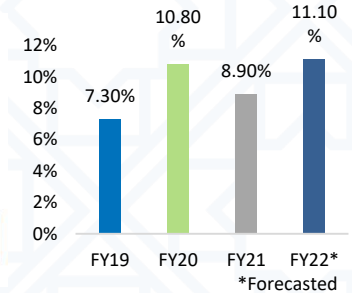
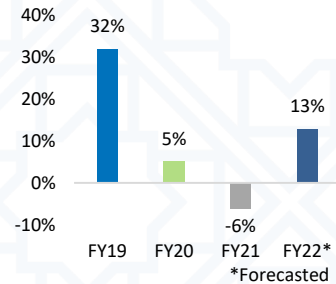
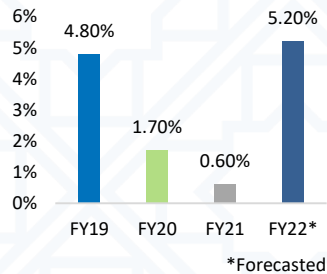
	Sep 2021	Sep 2020	Sep 2019	Sep 2018
Revenue	-----Rupees in Million-----			
Total Revenue	534	359	209	198
Total Cost	321	272	252	243
(Loss)/Profit before Tax	213	87	(42)	(45)
(Loss)/Profit after Tax	145	57	(28)	(32)
(Loss) / Earning per Share	1.45	0.57	(0.28)	(0.32)

- 154% increase in profitability
- Growth in retail equity business has been key driver

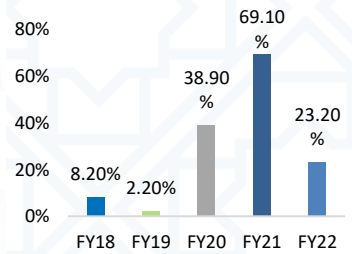
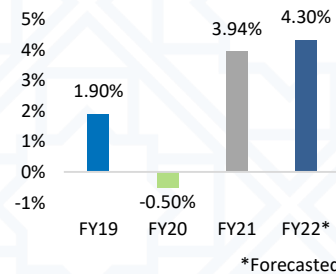
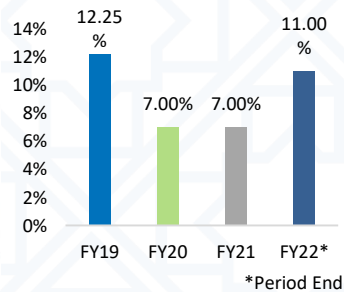
BUSINESS OUTLOOK – CAUTIOUSLY POSITIVE



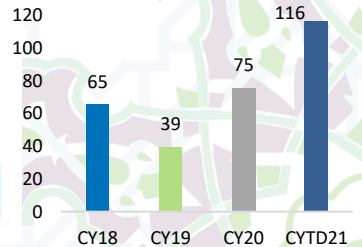
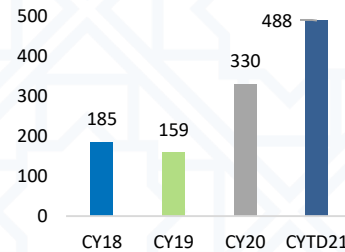
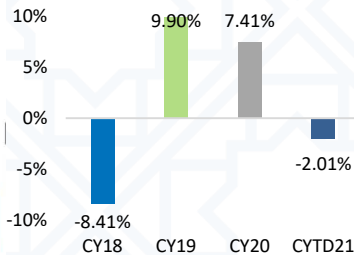
Economy – stabilization efforts under way



Current Account deficit in 5MFY22 has risen to US\$7.0bn vs surplus of US\$1.9bn YoY

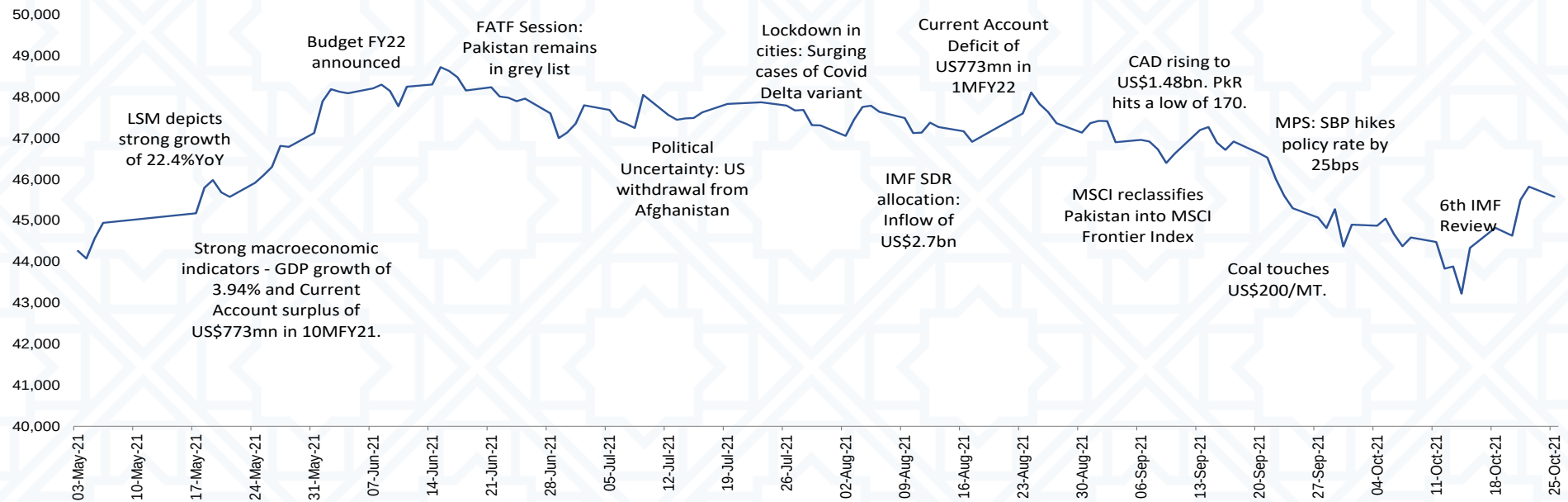


SBP quick to action, reversing monetary cycle course to increase interest rates by 175bps



Risks priced into valuations; Market PE at 4.3x – Indicative of limited downside risks

Stock market – valuations remain attractive



PE Ratio	Pakistan	MSCI FM	MSCI FM's Premium over KSE-100	MSCI EM	MSCI EM's Premium over KSE-100
CY15	9.1	10.2	12%	12.2	34%
CY16	9.3	10.8	16%	12.6	35%
CY17	10.2	12.6	24%	13.1	28%
CY18	9.1	12.4	36%	12.1	33%
CY19	6.8	12	76%	12.8	88%
CY20	6.8	13.7	101%	15.7	131%
CYTD21	4.3	13.46	213%	14.46	236%

*Pakistan entry in IMF program

Avg PER	
IMF program 2013-16	8.57
IMF program 2008-11	11.15
Outside IMF program Avg	8.71

BIPLS Universe – Valuation Statistics			
	FY20	FY21	FY22
PER	8.4	9.4	4.3
Earnings growth	38.9%	69.1%	23.2%
Dividend yield	6%	8.3%	8.2%

COMPANY STRATEGY



- Retail offers huge potential
- Online can be key revenue driver
- Merger with AKD to bring synergies, efficiency and new business

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