## PROGRESSIVE SECURITIES (PVT) LIMITED FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2014

### AMIN, MUDASSAR & CO. Chartered Accountants



#### AUDITORS' REPORT TO THE MEMBERS

We have audited the annexed balance sheet of **Progressive Securities** (**Private**) Limited as at June 30, 2014 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 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:

- (a) in our opinion, proper books of account have been kept by the company as required by the Companies Ordinance, 1984;
- (b) in our opinion:
  - 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;
  - (ii) the expenditure incurred during the year was for the purpose of the company's business; and
  - (iii) 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, 2014 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.

MUHAMMAD AMIN

Lahore: 27 SEP 2014

#### PROGRESSIVE SECURITIES (PVT) LIMITED BALANCE SHEET AS AT JUNE 30, 2014

A COPETTO	Note	2014 Rupees	2013 Rupees
ASSETS			•
NON-CURRENT ASSETS			
Property and equipment	3	1,393,374	1,558,295
Intangible assets	4	6,981,203	6,981,203
Long term investment	5	7,048,797	7,048,797
CURRENT ASSETS		15,423,374	15,588,295
Account receivables			
Loan and advances	6	29,027,494	30,239,043
Investment at fair value through profit and loss	7	118,834	110,810
Trade deposits, short term prepayments	8	11,838,250	<u>:</u>
and current account balances with statutory authorities	9	1,514,917	1,647,565
Cash and bank balances	10	1,537,730	1,724,297
		44,037,225	33,721,715
		59,460,599	49,310,010
EQUITY AND LIABILITIES			
SHARE CAPITAL AND RESERVES			
Share capital	77	20 500 000	
Accumulated profit	11	20,500,000	20,500,000
1.000		6,840,817	801,955
NON-CURRENT LIABILITIES		27,340,817	21,301,955
Long term Ioan	12	13,531,092	10.045.000
Deferred liabilities	13	13,531,092	13,017,828
CURRENT LIABILITIES		13,531,092	13,017,828
Trade and other payables	14	10,395,687	8,153,844
Accrued interest		48,399	76,999
Short term borrowings	15	8,144,604	6,759,384
		18,588,690	14,990,227
CONTINGENCIES AND COMMITMENTS	16	-	<u>-</u>
		59,460,599	49,310,010
The annexed notes form an integral part of these financial statem	ents.		A

TI egral part of these financial statements.

## PROGRESSIVE SECURITIES (PVT) LIMITED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED JUNE 30, 2014

	Note	2014 Rupees	2013 Rupees
Brokerage and commission  Capital gain on marketable securities	17	6,672,813 5,018,434 11,691,247	6,745,821 10,694,361 17,440,182
Direct cost	18	1,679,584	1,146,165
		10,011,663	16,294,017
Operating expenses	19	5,700,981	3,938,416
Operating profit		4,310,682	12,355,601
Other operating income	20	2,137,794	210,994
Finance cost	21	159,170	284,448
Profit before taxation		6,289,306	12,282,147
Taxation:  Current  Deferred	13	250,444	166,369 - 166,369
Profit for the year		6,038,862	12,115,778
Earning per share-basic	22	Rupee 2.95	s 5.91

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

CHIEF EXECUTIVE

## PROGRESSIVE SECURITIES (PVT) LIMITED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED JUNE 30, 2014

	2014 Rupees	2013 Rupees
Profit for the year	6,038,862	12,115,778
Total comprehensive income	6,038,862	12,115,778
The annexed notes form an integral part of these financial statement.		V

CHIEF EXECUTIVE

#### PROGRESSIVE SECURITIES (PVT) LIMITED CASH FLOW STATEMENT FOR THE YEAR ENDED JUNE 30, 2014

		2014	2013
CASH FLOWS FROM OPERATING ACTIVITIES	Note	Rupees	Rupees
Profit before taxation		6,289,306	12,282,147
Adjustments for non cash items:			
Depreciation Finance cost		281,671 159,170	326,748 284,448
		440,841	611,196
Operating cash Flows Before Working capital changes		6,730,147	12,893,343
(Increase) / Decrease in Working Capital (Increase) / decrease in current assets			
Account receivables		1,211,549	(9,800,190)
Loans and advances		(8,024)	225,651
Trade deposits and short term prepayments		-	164,000
Increase / (decrease) in current liabilities  Trade and other payables			
Trade and other payables		2,241,843	(16,432,331)
		3,445,368	(25,842,870)
Cash Generated From Operations		10,175,515	(12,949,527)
Taxes paid		(117,796)	(245,765)
Finance cost paid		(187,770)	(301,491)
		(305,566)	(547,256)
Net cash Flows From Operating Activities		9,869,949	(13,496,783)
CASH FLOWS FROM INVESTING ACTIVITIES			
Fixed capital expenditure		(116.750)	(60 470)
Investments		(116,750) (11,838,250)	(68,150)
Net cash Flows From Investing Activities		(11,955,000)	(68,150)
CASH FLOWS FROM FINANCING ACTIVITIES		(11,700,000)	(66,130)
I am a from I			
Long term loans  Short term running finance - from related parties		513,264 5,500,000	12,006,893
Net Cash Flows From Financing Activities	-		10.004.000
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS		6,013,264	12,006,893
		3,928,213	(1,558,040)
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR	R -	(5,035,087)	(3,477,047)
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR	A =	(1,106,874)	(5,035,087)
A Cash and Cash Equivalents			
Short term running finance	15	(2,644,604)	(6 750 204)
Cash and hank halanan	10	1,537,730	(6,759,384) 1,724,297
The enmoused market (	-	(1,106,874)	(5,035,087)
The annexed notes form an integral part of these financial statements.			01

## PROGRESSIVE SECURITIES (PVT) LIMITED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED JUNE 30, 2014

	Paid up Capital	Accumulated Profit	Total
	(R	u p e e	s)
Balance as at June 30, 2012	20,500,000	(11,313,823)	9,186,177
Total comprehensive income for the year		12,115,778	12,115,778
Balance as at June 30, 2013	20,500,000	801,955	21,301,955
Total comprehensive income for the year	_	6,038,862	6,038,862
Balance as at June 30, 2014	20,500,000	6,840,817	27,340,817

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

CHIEF EXECUTIVE

### PROGRESSIVE SECURITIES (PVT) LIMITED NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2014

#### 1 COMPANY AND ITS OPERATION

The company was incorporated as Private Limited Company on April 26, 2000 under the Companies Ordinance, 1984. The company is engaged in the business of share brokerage and investment in securities. The registered office of the Company is situated at 5th Floor, Room # 520, 19- Khayaban-e-Aiwan-e-Iqbal, Lahore Stock Exchange Building, Lahore.

The company is holder of Trading Right Entitlement Certificate (TREC) Holder of Lahore Stock Exchange.

#### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 2.1 BASIS OF PREPARATION

These financial statements have been prepared in accordance with the approved accounting standards, as applicable in Pakistan. Approved accounting standards comprise of such Accounting and Financial Reporting Standards for Small Sized Entities issued by the Institute of Chartered Accountants of Pakistan and provision of and directives issued under the Companies Ordinance, 1984. Incase requirements differ, the provisions or directives of the Companies Ordinance, 1984 shall prevail.

#### 2.2 ACCOUNTING CONVENTION

These financial statements have been prepared under the historical cost convention.

#### 2.3 PROPERTY AND EQUIPMENT

Property and equipment are stated at cost less accumulated depreciation.

Depreciation is charged on reducing balance method at the rates mentioned in note no. 3. Depreciation on additions is charged for the month in which an asset is acquired while no depreciation is charged for the month in which an asset is disposed off. Normal repair and maintenance is charged to revenue as and when incurred, while major renewals and replacements are capitalized.

Gain or loss on disposal of property and equipment, if any is taken to profit and loss account.

#### 2.4 INTANGIBLE ASSETS

Intangible assets with finite useful life are stated at cost less amortization and impairment, if any. The carrying amount is reviewed at each balance sheet date to assess whether it is in excess of its recoverable amount, and where carrying value exceeds estimated recoverable amount, it is written down to estimated recoverable amount.

#### 2.5 FINANCIAL ASSETS

Financial assets are classified in the following categories: Held-to-maturity, at fair value through profit or loss, available-for-sale and loans and receivables. The classification depends on the purpose for which the financial assets were acquired. The company determines the classification of its financial assets at initial recognition and, where allowed and appropriate, re-evaluates the designation at each balance sheet date.

#### 2.5.1 Held to Maturity

The investments with fixed maturity, if any, that the company has to positive intent and ability to hold to maturity. Held to maturity investments are initially measured at fair value plus transaction costs and are subsequently stated at amortized cost using the effective interest rate method less impairment, if any. These are classified as current and non-current assets in accordance with criteria set out by IFRSs.

#### 2.5.2 At fair value through profit and loss

Investments classified as held for trading are included in the category of financial assets at fair value through profit and loss. These are listed securities that are acquired principally for the purpose of generating a profit from short term fluctuations in price or dealer's margin.

All investments are initially recognized at cost, being the fair value of the consideration given excluding acquisition charges with the investment. After initial recognition, investments are measured at their fair values. Unrealized gains and losses on investments are recognized in profit and loss account of the period.

Fair values of these securities representing listed equity and debt securities are determined by reference to stock exchange quoted market prices at the close of the business on balance sheet date.

#### 2.5.3 Available-for-sale

Investments which are intended to be held for an undefined period of time but may be sold in response to the need for liquidity or changes in interest rates are classified as available-for-sale

Subsequent to initial recognition at cost, these are remeasured at fair value. The Company uses latest stock exchange quotations to determine the fair value of its quoted investments whereas fair value of investments in un-quoted companies is determined by applying the appropriate valuation techniques as permissible under IAS 39 (Financial Instruments: Recognition and Measurement). Gains or losses on available-for-sale investments are recognized directly in other comprehensive income until the investments are sold or disposed-off, or until the investments are determined to be impaired, at that time cumulative gain or loss previously recognized in other comprehensive income, is re-classified from equity to profit and loss as re-classification adjustment.

#### 2.6 ACCOUNT RECEIVABLES

These are stated at net of provision for doubtful debts, if any. Trade debts are reviewed at each balance sheet date. Full provision is made against the debts considered doubtful. Bad debts and other receivables are written off as and when identified.

#### 2.7 TRADE AND OTHER PAYABLES

These are stated at cost.

#### 2.8 REVENUE RECOGNITION

- Brokerage income is recorded on the date of transaction.
- Capital gains or losses on sale of marketable securities are accounted for the year in which they arise.
- Dividend income is recognized when right of receipt of dividend is established.



#### 2.9 TAXATION

#### Current

Provision for current taxation is based on taxable income at the applicable rates of taxation after taking into account tax credits, brought forward losses, accelerated depreciation allowances and any minimum limits imposed by the taxation laws.

#### Deferred

The company accounts for deferred taxation using the liability method on all timing differences which are considered reversible in the foreseeable future.

Deferred tax assets are recognized to the extent that it is probable that future taxable profits will be available against which the temporary differences can be utilized.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the deferred tax assets to be utilized.

Deferred tax is calculated at the rates expected to apply to the period when the related temporary differences reverse, based on tax rates that have been enacted or substantially enacted by the balance sheet date.

#### 2.10 FINANCE COST

All borrowing costs are charged to profit and loss account.



## 3 PROPERTY AND EQUIPMENT

				11				11
1,393,374	4,302,383	281,671	4,020,712	1	5,695,757	116,750	5,579,007	Rupees
								-
485,813	1,991,387	121,453	1,869,934	20	2,477,200	, ,	2,477,200	Vehicles
116,100	83,900	12,900	71,000	10	200,000	) 1	200,000	Arms and ammunitior
247,783	128,203	23,349	104,854	10	375,986	54,700	321,286	Electric equipment
130,918	157,482	14,546	142,936	10	288,400	1 1	288,400	Air conditioner
61,350	92,270	6,237	86,033	10	153,620	5,700 <	147,920	Office equipment
138,112	95,578	15,346	80,232	10	233,690	t i	233,690	Furniture and fixtures
34,092	220,408	14,104	206,304	30	254,500	3,550	250,950	Mobile phones
179,206	1,533,155	73,736	1,459,419	30	1,712,361	52,800	1,659,561	Computers
								OWNED
As at June 30, 2014	As at June 30, 2014	Charge for the year	As at July 01, 2013	Rate %	As at June 30, 2014	(Deletions)	01, 2013	raruculars
Book value		Depreciation	Dej			Cost	A - 1 T . 1	

# 3.1 PROPERTY AND EQUIPMENT

326,748
1,718,117
56,667
81,870
126,773
79,157
64,320
187,170
1,379,890
As at July 01, 2012
Depreciation

4	INTANGIBLE ASSETS	Note	2014 Rupees	2013 Rupees
	Trading right entitlement certificate (TREC) Rights of room	4.1	2,951,203 4,030,000	2,951,203 4,030,000
			6,981,203	6,981,203

4.1 It represents Trading Right Entitlement Certificate (TREC) received from Lahore Stock Exchange Limited (LSE) in accordance with the requirements of the Stock Exchanges (Corporatization, Demutualization and Integration) Act, 2012 (the Act). The Company had also received shares of LSE after completion of demutualization process. For details, refer note 5.1

5	LONG TERM INVESTMENT	Note	2014 Rupees	2013 Rupees
	Available for sale investment			
	Unquoted - Shares of Lahore Stock Exchange Limited (LS)	5.1	7,048,797	7,048,797

5.1 Pursuant to the promulgation of the Stock Exchanges (Corporation, Demutualization and Integration) Act, 2012 (The Act), the ownership in a Stock Exchange had been segregated from the right to trade on the Exchange. Accordingly, the company had received equity shares of LSE and a Trading Right Entitlement Certificate (TREC) in lieu of its membership card of LSE. The company's entitlement in respect of LSE's share was determined on the basis of valuation of assets and liabilities of LSE as approved by the SECP and the company had been allotted 843,975 shares of the face value of Rs. 10 each out of which 506,385 shares were kept in 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 cost/book value of the LSE membership card was Rs. 10 million as at June 30, 2013. In the absence of an active market of the shares of LSE and TREC, the allocation of the carrying value of the membership card between the shares (financial asset) and TREC (intangible asset) had been made by the company proportionately on the basis of latest break-up value of ordinary shares of LSE and the TREC value assigned by the LSE for the minimum capital requirement purposes applicable to the Stock Exchange brokers currently.

		Note	2014 Rupees	2013 Rupees
6	6 ACCOUNT RECEIVABLES	6.1	29,027,494	30,239,043
			29,027,494	30,239,043

6.1 These are receivable against purchase of shares on behalf of client and commission charged thereof and these are unsecured but considered good by the management of the company.

7 L	OANS AND ADVANCES		Note	2014 Rupees	2013 Rupees
A	dvances unsecured considered good Employees			118,834	110,810
				118,834	110,810
8 II	NVESTMENTS AT FAIR VALUE TH	ROUGH PROFIT	AND LOSS		
		201	4	201	13
		Number of shares	Rupees	Number of shares	Rupees
In	vestment - listed companies				
Co	ost	608,000	9,911,450	-	-
G	ain on remeasurement of fair value of investment as at June 30,	-	1,926,800		-
	=	608,000	11,838,250	-	<u>-</u> ,
				2014	2013
9 TF	RADE DEPOSITS, SHORT TERM PR ACCOUNT BALANCE WITH STA	EPAYMENTS AI	Note ND CURRENT HORITIES	Rupees	Rupees
De	eposits with:				
	Lahore Stock Exchange			450,000	450,000
	National Clearing Company			300,000	450,000 300,000
	Central Depositary Company (CDC	)		100,000	100,000
	Others			88,000	88,000
Ta	x deducted source		_	576,917	709,565
			•	1,514,917	1,647,565



10	CASH AND BANK BALANCES	te	Rupees	Rupees
	These were held as under:			
	In hand At bank - on current accounts	_	1,060,992 476,738	1,062,502 661,795
		_	1,537,730	1,724,297
11	SHARE CAPITAL			
	Authorized			
	2,500,000 (2013:2,500,000) ordinary shares of Rs.10/- each	_	25,000,000	25,000,000
	Issued, subscribed and paid up 1,050,000 (2013:1,050,000) ordinary shares of Rs.10/- each fully paid in cash 1,000,000 (2013:1,000,000) ordinary shares of Rs.10/ each fully		10,500,000	10,500,000
	paid for consideration other than cash	_	10,000,000	10,000,000
		_	20,500,000	20,500,000
12	LONG TERM LOAN - unsecured			
	This represent interest free loan obtained from Chief Executive of the cycle been finalized. However, this is not payable within next 12 (twelve) to	ompa montl	ny. Repayment as from the bala	terms have not
13	DEFERRED LIABILITIES			
	Deferred Taxation			
	Deferred credits/(debits) arising due to:			
	Accelerated tax depreciation Brought forward losses		31,403 (4,195,596)	26,649 (4,791,878)
		_	(4,164,193)	(4,765,229)
	Balance as at July 01,			

2014

2013

At year end net deductible temporary differences amounting Rs. 12,618,765 (2013: Rs.14,015,378) which results in a net deferred tax asset of Rs. 4,164,193 (2013:Rs.4,765,229). However, deferred tax asset has not been recognized in these financial statement being prudent. Management is of the view that recognition of deferred tax asset shall be re-assessed as at June 30, 2015.

Add: Charge for the year

14	TRADE AND OTHER PAYABLES	Note	2014 Kupees	2013 Kupees
	Creditors for sale of shares on behalf of clients Accrued expenses Tax deducted at source payable		9,400,384 989,474 5,829	7,801,955 327,490 24,399
			10,395,687	8,153,844

15	SHORT TERM BORROWINGS	Note	2014 Kupees	2013 Rupees
	From financial instructions - Running finance From related parties - unsecured	15.1	2,644,604	6,759,384
		15.2	5,500,000	-
			8,144,604	6,759,384

- 15.1 The company has been sanctioned a credit limit of Rs.15 Million (2013: Rs.15 Million) by the MCB Bank Limited Stock Exchange Branch, Lahore. It is secured by pledge or proprietary shares registered with CDC and personal guarantee of the directors. It carries mark up at the rate of three months KIBOR plus 2.5% spread with floor of 11.53% p.a. (2013: 3 month KIBOR plus 2.5% spread with floor of 11.53% p.a.).
- 15.2 This represents interest free and unsecured loan obtained from Chief Executive of the company.

#### 16 CONTINGENCIES AND COMMITMENTS

#### Contingencies

Claim against the company not acknowledged as debt Rs.Nil (2013: Rs.Nil).

#### Commitments

Commitments in respect of contract for capital expenditure Rs.Nil (2013: Rs.Nil)

17	BROKERAGE AND COMMISSION	2014 Rupees	2013 Rupees
	Commission income	6,672,813	6,745,821
18	DIRECT COST		
	Central Depository Company charges Lahore Stock Exchange expenses	322,728 1,356,856	261,856 884,309
		1,679,584	1,146,165

			2014	2013
		Note	Rupees	Rupees
19	OPERATING EXPENSES		1	rap cco
	Directors' remuneration		300,000	300,000
	Staff salaries and benefits		2,066,500	1,505,961
	Rent, rates and taxes		24,450	38,070
	Communication		267,735	289,282
	Electricity		55,678 €	41,008
	Postage and courier		102,143	21,950
	Legal and professional		54,000 1	68,500
	Fee and subscription		77,270	27,500
	Printing and stationery		138,393	60,460
	Repair and maintenance		103,085	110,175
	Vehicle running and maintenance		398,900 🔨	27,000
	Traveling and conveyance		176,630	14,535
	Software maintenance		35,500 €	31,000
	Newspaper and periodicals		56,860	8,586
	Entertainment		498,655	
	Charity and donation		267,948	32,000
	Branch offices		525,366	512,248
	Depreciation	3	281,671	326,748
	Miscellaneous		270,197	180,047
			5,700,981	3,938,416
W-147000		•		0/100/110
20	OTHER OPERATING INCOME			
	Coin on name of the state of th			
	Gain on remeasurement of fair value of investment Dividend income		1,926,800	-
	Dividend income	_	210,994	210,994
		=	2,137,794	210,994
21	FINANCE COST			
	Mark up on running finance		00.000	
	Bank charges		99,892	258,572
	but charges	-	59,278	25,876
			159,170	284,448
		-		
22	EARNING PER SHARE - BASIC			
	Profit for the year-Rupees		6,038,862	12,115,778
	THE TAX AND ADDRESS OF THE PARTY OF THE PART	<u> </u>		
	Weighted Average Number of ordinary shares		2,050,000	2,050,000
	Carning nor chara			
	Earning per share	<u>.</u>	2.95	5.91
00	ATTACHER OF TAKEN			
23	NUMBER OF EMPLOYEES			
			2014	2013
			(Num	ber)
	Number of employees at the end of year			
			=	9
24	REMUNERATION TO CHIEF EXECUTIVE			

The aggregate amount charged in the financial statements for the year for remuneration, including certain benefits to the chief executive of the company is as follows:



	2014 Rupees	2013 Rupees
Chief Executive remuneration	300,000	300,000
Number of persons	1	1

The Chief Executive is also provided with free use of company maintained cars.

#### 25 GENERAL

- Figures have been rounded off to the nearest rupee.
- Comparative figures have been rearranged wherever necessary for the purpose of comparison and better presentation, however, there is no material rearrangement need to be disclosed.

#### DATE OF AUTHORISATION FOR ISSUE

These financial statements were authorized for issue on ———— by the Board of Directors of the company.