QUARTERLY REPORT MARCH - 2018

Condensed Interim Financial Information (Un-Audited)









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COMPANY INFORMATION

Board of Directors

Kamal Uddin Tipu – Chairman Sikander Kasim – Director Muhammad Hafeezuddin Asif – Director Saad Ahmed Madani – Director Khawaja Ehrar ul Hassan – Director Sohail Sikandar – Director Natasha Matin – Director

Audit Committee

Sikander Kasim- Chairman Sohail Sikandar Khawaja Ehrar ul Hassan Syed Sameer Abbas Ali - Secretary

HR & R Committee

Kamal Uddin Tipu- Chairman Natasha Matin Saad Ahmed Madani Jihan Malik Mehboob - Secretary

Chief Executive Officer

Abdul Aziz Anis

Company Secretary

Uzma Sheriff

Chief Financial Officer

Zafar Ahmed Khan

Auditors

RSM Avais Hyder Liaquat Nauman Chartered Accountants 407, Progressive Plaza, Beaumont Road Karachi, Pakistan

Bankers

Allied Bank Limited Bank Al-Habib Limited Bank Al-Falah Limited BankIslami Pakistan Limited Faysal Bank Limited Habib Metropolitan Bank Limited JS Bank Limited MCB Bank Limited Meezan Bank Limited

Legal Advisors

Bawaney and Partners Advocates and Investment and Corporate Advisor 3rd & 4th Floors, 68-C, Lane 13, Bokhari Commercial Area, Phase-VI, DHA, Karachi, Pakistan Phones: (92-21) 35156191-92-93-94 Fax: (92-21) 351-56195 Email: bawaney@cyber.net.pk

Registered Office

5th Floor, Trade Centre, I.I.Chundrigar Road, Karachi. Phone: (+92-21) 111-222-000 Fax: (+92-21)326-30202 Email:biplho@biplsec.com

Share Registrar

THK Associates (Private) Limited 1st Floor, 40-C, Block-6, P.E.C.H.S., Karachi 75400, Pakistan. Phone: +92 (021) 111-000-322 Direct: +92 (021) 34168270 Fax: +92 (021) 341-68271 Email:secretariat@thk.com.pk

Credit Rating

JCR-VIS Credit Rating Company Limited

DIRECTORS'REVIEW TO THE MEMBERS

On behalf of the Board of Directors of BIPL Securities Limited, we are pleased to present the unaudited financial statements of the Company for the quarter ended March 31, 2018.

Economic Review

The Current Account Deficit (CAD) has exhibited no signs of improvement where it currently stands at USD10.8bn for 8MFY18 as against USD7.2bn in the corresponding period last year, up by 50%YoY.This is accredited to higher growth in imports (+17%YoY) that has superseded the growth in exports (+12%YoY). Additionally, remittances have reported a meager increase of only 3%YoY in 8MFY18 while FDI has clocked in at USD1.9bn, a growth of +19%YoY.

On the fiscal side, the FBR continues to face challenges in meeting its target where it collected PKR2.6trn in 9MFY18, thereby missing the target by PKR129bn. However, the revenue collection has increased by +16%YoY owing to the imposition of regulatory duty on import of luxury/non-essential items. The widening shortfall in tax revenues may make it difficult for the FBR to meet the budget deficit goal of 4.1% of GDP for FY18 and the actual fiscal deficit may clock in around ~5.5% of GDP.

On the other hand, inflation for 9MFY18 has remained benign, clocking in at 3.8%YoY as against 4.0% in the corresponding period last year. However, consistent increase in international crude oil prices (up by 32% since Sept'17) and adjustment in PKR exchange rate have propped up anticipation of higher inflation reading in 4QFY18.

Equity Market Review:

During 1QCY18, the benchmark index shed 5%YoY, thereby closing at 45,560pts level. The selling pressure was witnessed due to weakening economic indicators as depicted by Average Daily Traded Value and Average Daily Turnover that declined by 47%YoY and 38%YoY, respectively, during the said period. However, foreign participation witnessed net inflow of USD31mn during 1QCY18 as compared to net outflow of USD163mn in the corresponding period last year.

However, with pre-budgetary proposals coming in and Budget FY18-19 to be unveiled by end April 2018, it is expected that the market may see increased activity in the near future. At current levels, the KSE-100 trades at a forward P/E of 9.5x compared to MSCI EM P/E of 15.3x and average regional P/E of 19.7x, thus making it one of the most attractive regional markets with deep value for investors.

Debt and Currency Market Review

The first tranche of discount rate hike finally came in Jan'18 where the central bank raised the policy rate by 25bps, citing the pressures on CAD and increasing oil prices, both having potential to increase inflation pressure in the country. However, inflation has so far remained manageable which has allowed the SBP to maintain its discount rate at 6.5% in the second monetary policy meeting of Q1.

Furthermore, money market yields have picked up in anticipation of DR hikes, improving 50bps during the quarter. The participation remained concentrated in shorter tenor papers, especially 3 months and 6 months, indicating the expectation of further hikes during the year. The liquidity position has remained manageable and is expected to improve further as another batch of high yielding PIBs approach maturity in 2Q.

As for the PKR/USD exchange parity, declining reserves and widening CAD deficithave forced SBP to depreciate PKR on two separate occasions within a span of 90 days. In this regard, the currency depreciated by ~5% on Mar 20, 2018 which is in addition to the currency devaluation on Dec 15, 2018 (another 5%).

Operating and Financial Performance

During the period ended March 31, 2018 the Company reported the following results:

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QUARTER ENDED MARCH 31

	2018	2017
	(Rupees in '000)	
Operating revenue	56,350	83,538
Mark-up / profit on bank deposits, investments		
& other receivables	14,008	13,057
Gain on sale of investments - net	3,666	48,818
Dividend income	84	303
Unrealized gain /(loss) on investments -net	1,013	(1,116)
Other income	483	1,298
Total income	75,604	145,898
Operating and administrative expenses	(76,912)	(113,082)
Finance cost	(3,527)	(3,469)
Total expenses	(80,439)	(116,551)
Net (loss) / profit (before impairment and taxation)		
Impairment on long term investment- Subsidiary	(41)	(13)
Taxation	(5,964)	(4,866)
Net (loss) / profit after tax	(10,840)	24,468
(Loss) / profit per share	(0.11)	0.24

Future Outlook

After the recent market correction, investment into equity stocks has become even more attractive based on value fundamentals for local and international investors. However, it is the upcoming Budget 2019 to be followed by local parliamentary elections that will decide the tone and direction of the market in the near to medium term.

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

Director

Chief Executive Officer

Karachi April 25, 2018



STANDALONE CONDENSED INTERIM FINANCIAL INFORMATION (UN-AUDITED)

FOR THE QUARTER ENDED MARCH 31, 2018

Statement of Financial Position Profit and Loss Account Cash Flow Statement Statement of Changes In Equity Notes to the Financial Information

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CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION			
AS AT MARCH 31, 2018	Note	(Un-audited) March 31, 2018	(Audited) December 31, 2017
ASSETS	Note	(Rupees	
Non-current assets	r		,
Property and equipment	4	40,897	37,480
Intangible assets		5,255	5,562
Investment properties	4.1	-	5,066
Long-term investments	5	539,636	512,211
Long-term loans and advances		447	481
Long-term deposits and prepayments		9,307	14,843
Deferred tax asset - net		38,207	35,721
Current assets		633,749	611,364
Short-term investments	6	115,460	152,027
Trade debts	7	126,656	117,271
Advances, deposits, prepayments and other receivables	8	337,368	445,805
Taxation - net	0	94,099	92,425
Cash and bank balances	0	754,136	496,966
Cash and bank balances	9	1,427,719	1,304,494
		1,427,719	1,304,494
TOTAL ASSETS		2,061,468	1,915,858
EQUITY AND LIABILITIES			
Share capital and reserves			
Authorized capital		2,000,000	2,000,000
Issued, subscribed and paid-up capital	[1,000,000	1,000,000
General reserve		18,752	18,752
Unrealised gain on re-measurement of 'available-		,	
-for-sale' investments to fair value - net		352,530	325,065
Accumulated loss		(429,672)	(418,832)
	L	941,610	924,985
Non-current liabilities		,	,
Long-term financing	10	150,000	150,000
Current liabilities			
Trade and other payables	11	969,820	840,835
Accrued mark-up		38	38
	l	969,858	840,873
TOTAL EQUITY AND LIABILITIES		2,061,468	1,915,858
			.,2.10,000
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CONTINGENCIES AND COMMITMENTS

The annexed notes 1 to 18 form an integral part of these Condensed Interim Financial Information.

Chief Executive Officer

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Chief Financial Officer

CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UN-AUDITED)		Quarter ended N	/arch 31.
OR THE QUARTER ENDED MARCH 31, 2018	Note	2018	2017
		(Rupees ir	י(000 ו
Operating revenue	13	56,350	83,538
let gain on investment	_		
Gain on sale of investments 'at fair value through profit and loss' - net		3,666	5,02
Gain on sale of 'available-for-sale' investments - net	5.2.1	-	43,79
Inrealised gain / (loss) on re-measurement of investments			
'at fair value through profit or loss' -net		1,013	(1,11)
		4,679	47,70
ividend income		84	30
Nark-up / profit on bank deposits and other receivables	14	14,008	13,05
		75,121	144,60
Operating and administrative expenses		(76,912)	(113,08
mpairment on long-term investment - Subsidiary	5.1	(41)	(1:
	L		-
	_	(76,953)	(113,09
Operating (loss) / profit		(1,832)	31,50
inance cost	_	(3,527)	(3,46
		(5,359)	28,03
)ther income	_	483	1,29
Loss) / profit before taxation		(4,876)	29,33
axation	_		
Current - for the period		(8,450)	(6,219
Deferred		2,486	1,35
	_	(5,964)	(4,866
Loss) / profit after taxation		(10,840)	24,46
Other comprehensive income / (loss) for the period:			
Reclassification adjustment on disposal of			
available- for-sale' investment included in profit			
ind loss account-net		-	(21,71)
Inrealised gain / (loss) arising during the period			
on re-measurement of 'available-for-sale'			
investments - net	L	27,465	(60)
Total comprehensive income for the period		27,465	(22,31)
otal comprehensive income for the period		16,625	2,15
	_	(Rupees))
Loss) / Earnings per share - basic and diluted		(0.11)	0.24

Chief Executive Officer

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Chief Financial Officer

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CONDENSED INTERIM CASH FLOW STATEMENT (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2018 Note	Quarter ended M 2018	1arch 31, 2017
CASH FLOW FROM OPERATING ACTIVITIES	(Rupees ir	'000)
(Loss) / profit before taxation Non-cash adjustments to reconcile (loss) / profit	(4,876)	29,334
before tax to net cash flows:	_	
Depreciation	2,915	3,308
Amortisation	308	222
Gain on sale of investments 'at fair value through profit and loss' - net	(3,666)	(5,021)
Gain on sale of 'available-for-sale' investments - net	-	(43,797)
Gain on sale of property and equipment	(509)	(22)
Unrealised (gain) / loss on re-measurement of investments 'at		
fair value through profit or loss' - net	(1,013)	1,116
Impairment on long-term investment - Subsidiary	41	13
Finance cost	3,527	3,469
Dividend income	(84)	(303)
	1,519	(41,015)
Working capital adjustments:	(3,357)	(11,681)
Decrease / (increase) in current assets Trade debts	(9,384)	15,943
Advances, deposits, prepayments and other receivables	108,521 99,137	163,445 179,388
(Decrease) / increase in current liabilities		
Trade and other payables	128,985	(26,078)
	224,765	141,629
Finance cost paid	(3,527)	(3,469)
Income tax paid	(10,128)	(16,207)
Net cash flows generated from operating activities	211,110	121,953
CASH FLOW FROM INVESTING ACTIVITIES		(
Investments 'at fair value through profit or loss' - net	41,246	(24,260)
Purchase of property and equipment	(1,489)	(1,862)
Proceeds from disposal of property and equipment	733	22
Dividend received	-	908
Net cash flows generated from / (used in) investing activities CASH FLOW FROM FINANCING ACTIVITIES	40,490	(25,192)
Long-term loans and advances	34	(75)
Long-term deposits and prepayments	5,536	(423)
Long-term investment	-	45,247
Dividend paid	-	(1)
Net cash flows generated from financing activities	5,570	44,748
Net increase in cash and cash equivalents	257,170	141,509
Cash and cash equivalents at the beginning of the period	496,966	644,614
Cash and cash equivalents at the end of the period	754,136	786,123
The annexed notes 1 to 18 form an integral part of these Condensed Interim Financial Information.	× .	
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1 24 Chief Executive Officer

Show Can Director

Chief Financial Officer

Quarterly Report March - 2018 -

CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2018

	Share Capital	General Reserve	Accumulated (Loss) / Profit	Unrealised gain /(loss) on re-measurement of 'available-for- sale' investments to fair value - net	Total
			(Rupees in '000)		
Balance as at January 01, 2017	1,000,000	18,752	(456,875)	518,881	1,080,758
Total comprehensive income for the period	-	-	24,468	(22,318)	2,150
Balance as at March 31, 2017	1,000,000	18,752	(432,407)	496,563	1,082,908
Total comprehensive loss for the period	-	-	13,575	(171,498)	(157,923)
Balance as at December 31, 2017	1,000,000	18,752	(418,832)	325,065	924,985
Total comprehensive Income for the period	-	-	(10,840)	27,465	16,625
Balance as at March 31, 2018	1,000,000	18,752	(429,672)	352,530	941,610

The annexed notes 1 to 18 form an integral part of these Condensed Interim Financial Information.

Chief Executive Officer

Director

Chief Financial Officer

NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2018

1. STATUS AND NATURE OF BUSINESS

- 1.1 BIPL Securities Limited (the Company) was incorporated in Pakistan on October 24, 2000 under the Companies Ordinance, 1984 (now Companies Act, 2017) 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 Pakistan Stock Exchange Limited (PSX). The registered office of the Company is situated at 5th Floor, Trade Centre, I.I. Chundrigar Road, Karachi.
- 1.2 The Company is a subsidiary of BankIslami Pakistan Limited (BIPL) (the Parent Company), which holds 77.12% shares of the Company.
- 1.3 The Company is a TREC holder of Pakistan Stock Exchange Limited (PSX) and Corporate member of Pakistan Mercantile Exchange Limited (PMEX) 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, advisory services, consultancy and corporate finance services.
- 1.4 These are separate condensed Interim Financial Information of the Company in which investment in subsidiary is reported on the basis of direct equity interest and is not consolidated.
- 1.5 These condensed interim financial information have been prepared under the historical cost convention except for investments which are carried at fair value.

2. STATEMENT OF COMPLIANCE

- 2.1 These condensed Interim Financial Information of the Company for the period ended March 31, 2018 have been prepared in accordance with the requirements of the International Accounting Standard 34 - "Interim Financial Reporting" and provisions of the Companies Act, 2017 and directives issued by the Securities and Exchange Commission of Pakistan (SECP). Wherever the requirements differ, the provisions of the Companies Act, 2017 and the said directives have been followed.
- 2.2 These condensed Interim Financial Information do not include all the information and disclosures required in the Annual Financial Statements, and should be read in conjunction with the Company's Annual Financial Statements for the year ended December 31, 2017.
- 2.3 These condensed Interim Financial Information are un-audited.

3. ACCOUNTING POLICIES

The accounting policies adopted in the preparation of these condensed Interim Financial Information are consistent with those of the previous financial year except as follows:

New, amended and revised standards and interpretations of International Financial Reporting Standards (IFRSs).

The Company has adopted the following revised standard, amendments and interpretation of IFRSs which became effective for the current period:

IFRS 2 Share-based Payments - Classification and Measurement of Share-based Payments Transactions (Amendments)

IAS 40 Investment Property - Amendments to clarify transfers or property to, or from, investment property

The adoption of the above amendments to accounting standards and interpretations did not have any effect on the condensed Interim Financial Information.

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4. PROPERTY AND EQUIPMENT

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

	Quarter ended (Un-audited) March 31, 2018 Additions / Disposals Transfers Cost Cost 		Year ended (Audited)	
			December 31, 2017	
			Additions Cost	Disposals Cost
			pees in '000)	
Office Premises-leasehold	5,804	-	511	-
Furniture and fixtures	-	-	916	(178)
Computers and office equipment	1,489	(648)	18,710	(672)
Vehicles	-	(1,119)	-	-
	7,293	(1,767)	20,137	(850)

4.1 As at March 31, 2018, company had transferred it's investment property having net book value of Rs.4.99 million.

5.	LONG-TERM INVESTMENTS	Note	(Un-audited) March 31, 2018	(Audited) December 31, 2017
			(Rupee	es in '000)
	Subsidiary company- Structured Venture (Private) Limited (SVPL)	5.1	1,470	1,511
	"Available-for-sale' investments	5.2	538,166	510,700
			539,636	512,211
5.1	Subsidiary Company			
	Cost		488,581	488,581
	Less: Provision for impairment		(487,111)	(487,070)
			1,470	1,511

The net assets of the subsidiary company have reduced due to full impairment of investment of Rs. 81.567 million in an associated company New Horizon Exploration and Production Limited (NHEPL), and provision against advance for purchase of land of Rs. 375 million.

Structured Venture (Private) Limited (SVPL) had given advance against purchase of property Rs. 375 million which was being developed as a Housing Scheme (the 'Project') by M/s. Noor Developer (Private) Limited (the 'Developer'), the majority shareholder of which is Mr. Arif Ali Shah Bukhari. This amount includes development charges of Rs. 75 million paid to the Developer. The Developer had communicated in the previous years that the Project was pending final approval from the Cantonment Board Korangi Creek (CBKC) for last few years due to modification and revision required by the CBKC in the Project.

During the year 2015, the Developer cancelled provisional booking vide its letter dated June 15, 2015 and in response, SVPL has filed legal suit for specific performance, declaration, injunction, partition and damages in the Sindh High Court.

In addition to the above, as per CBKC letter to Military Lands & Cantonments dated July 04, 2011, the land on which provisional booking was made is not eligible for the type of allotment made to SVPL as per sale agreement dated November 10, 2010 between SVPL and the Developer. Further, the development work on the Project, as communicated by the Developer vide their letter dated December 28, 2013, has also not been undertaken.

Moreover, verification from the Registrar of Housing Society has revealed that no record exists for the said Project, namely Noor Town, situated at survey number 288, 289 and 290 at Deh Korangi Township Karachi. Prima facia a fraud was committed with the Company against which, criminal and civil proceedings have already been initiated.

Considering the facts stated above, the history of this transaction and legal implications, SVPL as a matter of prudence, has fully provided this amount. Hence, the Company's investment in SVPL stands impaired.

On request of the Company for complaints against Criminal Acts of M/s. Noor Developers (Private) Limited, SECP vide its letter dated September 27, 2017, has informed that appropriate steps have been taken as to referring the matter to National Accountability Bureau (NAB) under Section 41-B of Securities and Exchange Commission of Pakistan (Amendment) Act, 2016.

During the period, the Company has recognized further impairment as the net assets of SVPL has decreased due to operating losses.

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		Note	(Un-audited) March 31, 2018	(Audited) December 31, 2017
5.2	'Available-for-sale' investments		(Rupees i	n '000)
	Name of the Investee Company			
	Quoted shares Pakistan Stock Exchange Limited	5.2.1	41,533	35,906
	Unquoted shares Al Jomaih Power Limited New Horizon Exploration and Production Limited - (Related Party)	5.2.3	496,633	474,794
	- Class 'A' ordinary shares		31,629	31,629
	Less: impairment		(31,629)	(31,629)
		5.2.4	-	-
			538,166	510,700

5.2.1 This represents 1,602,953 shares having a market value of Rs.25.91 per share as at March 31, 2018 (December 31,2017: Rs.22.4 per share).

The Company's entitlement in respect of PSX's shares was determined on the basis of valuation of assets and liabilities of PSX as approved by the SECP and 4,007,383 shares of the face value of Rs 10/- each were allotted to the Company, out of which 2,404,430 shares were kept in the blocked account and the divestment of the same was to be made in accordance with the requirements of the Stock Exchanges (Corporatisation, Demutualization and Integration) Act, 2012 [the Act] within two years from the date of promulgation of the Act. On December 22, 2016, the Divestment Committee of PSX accepted the highest bid price of Rs. 28 per share from Chinese Consortium to divest 40% equity stake held by the existing shareholders of PSX, which were kept in the blocked account as mentioned above, under the Act and regulation framed thereunder. Subsequent to above, PSX intimated vide letter dated December 29, 2016 that bidding process for the sale of PSX shares has been concluded. Further, consideration for the above sale was received by PSX after holding 10% of the sale price as Retention money in terms of Share Purchase Agreement executed among Anchor investor, Divestment Committee and PSX, which has been retained for a period of one year to settle any outstanding liabilities of PSX, the amount has been subsequently recieved.

5.2.2 During the quarter ended March 31, 2017, the company has received sale proceed of Rs 40.39 million against disposal of 1,602,953 shares representing 90% of sale proceed as initially agreed with Chinese Consortium through sale purchase agreement mentioned above. During the quarter ended June 30 2017, the company has received sale proceed of Rs. 21.99 million against disposal of 801,477 shares representing 20% holding to general public.

Further, PSX notified vide letter dated June 23, 2017 that SECP has approved the application for formal listing and quotation of shares of PSX pursuant to Act. The shares of PSX have been listed on June 29, 2017 on its Ready Counter, and currently it is measured at mark to market due to availability of active market. These shares are required to be blocked with CDC in-house / investor accounts under sub-regulation (1), (2) & (3) of Regulation 5 of Public offering Regulations, 2017. However CDC has kept these shares as frozen instead of blocked.

Further, the company has pledged 1,602,953 shares with PSX to meet the requirement of Base Minimum Capital (BMC) under clause 19.2 of the Risk Management Regulations in PSX Rule Book.

- 5.2.3 The Company's investment in unquoted shares of Al Jomaih Power Limited are valued at its fair value based on the net assets value of the investee company as at December 31, 2017. The changes in fair value is due to upward valuation of foreign currency.
- 5.2.4 In year 2015, the management carried out impairment testing of its investment in New Horizon Exploration and Production Limited (NHEPL), as required by IAS 36 "Impairment of Assets". The recoverable amount of investment was estimated using "Value in use" approach. In considering the impairment, various business assumptions for estimating cash flows were used, which includes but are not limited to, historical performance of the investment, development and production activity in NHEPL's working interests, recoverability of future cash flows from the investment etc. Based on such analysis, the Company fully impaired it's investment in NHEPL and an impairment loss of Rs. 31.63 million was recognised upto year 2016. As of reporting date there is no change in management assumption of recoverability of this investment, accordingly no impairment loss has been reversed.

Qua	rterly Report March - 2018			Page 13
		Note	(Un-audited) March 31, 2018	(Audited) December 31, 2017
6.	SHORT-TERM INVESTMENTS At fair value through profit or loss' -Listed shares	6.1	(Rupees	in '000)
	-Term Finance Certificates	6.2	-	_
			115,460	152,027

6.1 This includes shares with carrying value of Rs. 113.26 million (December 31, 2017: Rs. 127.35 million) which have been pledged with NCCPL against exposure margin.

6.2 Term Finance Certificates

Pace Pakistan Limited (Face value of 10,000 certificates at Rs. 5,000/- each) Cost Less: impairment		45,369 (45,369)	45,369 (45,369)
	6.2.1	-	-

6.2.1 The above TFCs are secured and carry mark-up at the rate of 6 months KIBOR +2% and was to be matured in February 15, 2017. These TFCs are currently rated as 'non-performing' by the Mutual Funds Association of Pakistan at the purchase cost of TFCs amounts to Rs.45.37 million (December 31, 2017: Rs.45.37 million). During the previous years, the Company on the basis of prudence, has fully impaired the investment of Rs. 45.37 million.

7. TRADE DEBTS

Receivable against purchase of marketable securities - net of provisions	7.2	71,464	113,459
Receivable from NCCPL		50,040	75
Inter-bank brokerage		3,654	2,790
Fees		1,498	947
		126,656	117,271

7.1 Trade debts are recognized at fair value and subsequently measured at carrying value. A provision for impairment in trade debts is made when there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of receivables whereas debts deemed uncollectible are written off.

7.2 Considered good

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1.2			
	Secured	61,711	102,581
	Unsecured	9,530	10,655
		71,241	113,236
	Considered doubtful	94,618	94,618
	Less: provision for doubtful debts 7.3	(94,395)	(94,395)
		71,464	113,459
7.3	Reconciliation of provisions against trade debts		
	Opening balance	94,395	118,026
	Provision for the period / year	-	1,771
	Reversal of provision during the period / year	-	(25,402)
		-	(23,631)
	7.3.1	94,395	94,395

7.3.1 Provision against doubtful debts has been made after considering the market value of listed shares amounting to Rs. 0.22 million (December 31, 2017: Rs. 0.22 million) held in custody by the Company against respective customer accounts.

7.4 The aging analysis of trade debts are as follows:

Not past due	69,015	64,287
Past due 15 days - 30 days	5,201	474
Past due 31 days - 180 days	4,055	4,371
Past due 181 days - 1 year	1,327	2,457
More than 1 year - net of provision	47,058	45,682
	126,656	117,271

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	Note	(Un-audited) March 31, 2018	(Audited) December 31, 2017
8. ADVANCES, DEPOSITS, PREPAYMENTS AND OTHER RE		(Rupees	in '000)
Advances to:			
-Suppliers	Γ	2,184	2,086
-Current portion of long-term loans and advances to employ	ees and executives	705	1,261
	L	2,889	3,347
Deposits:			
-Exposure deposit with -NCCPL		203,633	330,814
-Exposure deposit with -PMEX		3,027	5,400
-Others		2,200	2,200
	_	208,860	338,414
Prepayments:	_		
-Rent		3,538	1,748
-Insurance		2,719	1
-Software development and maintenance		874	702
-Others	L	1,775	2,072
		8,906	4,523
Other receivables:	Г		
-Dividends		84	-
-Profit on bank deposits		3,393	4,129
-Profit on exposure deposit with -PSX -Receivable against margin finance		1,046 106,378	533 87,300
-Receivable against margin mance -Receivable from PSX against sale of shares	5.2.1	4,704	4,488
-Others	0.2.1	1,108	3,071
othero	L	116,713	99,521
		337,368	445,805
		331,300	440,000
). CASH AND BANK BALANCES			
Cash at bank in:			
Company accounts	_		
- Current accounts		4,141	2,896
- Saving accounts	9.1	52,715	79,863

		56,856	82,759
Client accounts			
- Current accounts		62	12
- Saving accounts	9.1	697,037	414,182
		697,099	414,194
	9.2	753,955	496,953
Cash in hand		173	-
Stamps in hand		8	13
		754,136	496,966

9.1 These carry profit at the rates ranging from 2.6% to 5.6% (December 31, 2017: 1.4% to 5.6%) per annum.

9.2 This includes Rs. 173.73 million (December 31, 2017: Rs. 103.59 million) with BankIslami Pakistan Limited, the Parent Company.

10.1 This represents long-term financing obtained from the Parent Company (BIPL). The financing is secured by way of Exclusive Charge over all commercial properties of the Company (Musharakah assets). The financing is payable as a bullet payment in December 2020. BIPL is entitled to rental payments for use of musharakah assets. Rental payments are calculated to provide return equal to 3 months KIBOR + 3% per annum payable on quarterly basis from March 2016 to December 2020.

11. TRADE AND OTHER PAYABLES

Trade creditors	928,499	739,644
Payable to NCCPL	3,278	51,959
Accrued expenses	31,458	42,664
Withholding tax	3,118	3,070
Unclaimed dividend	1,404	1,404
Others	2,063	2,094
	969,820	840,835

12. CONTINGENCIES AND COMMITMENTS

12.1 Contingencies

There is no change in the status of contingencies as disclosed in the published annual financial statements for the year ended December 31, 2017.

113,782

125,503

12.2 Commitments

- 12.2.1 Net-future sale transactions of equity securities entered into by the Company in respect of which the settlement is outstanding
- 12.2.2 The Company has entered into Ijarah arrangements for vehicles with Bankislami Pakistan Limited. The aggregate amount of commitments against these arrangements are as follows:

Not later than 1 year	3,796	3,895
Later than 1 year but not later than 5 years	9,039	9,988
	12.835	13.883

	(Un-audited) March 31, 2018	(Un-audited) March 31, 2017
13. OPERATING REVENUE	(Rupees	in '000)
Brokerage	52,181	79,213
Subscription research income	3,327	2,094
Financial advisory fee	-	1,443
Custody services	842	788
	56,350	83,538
14. MARK-UP / PROFIT ON BANK DEPOSITS, AND OTHER RECEIVAB	LES	

Profit on bank deposits	10,529	9,068
Margin finance income	3,438	3,951
Others	41	38
	14.008	13057

15. RELATED PARTY TRANSACTIONS

The related parties of the Company comprise of BankIslami Pakistan 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, 2018 and December 31, 2017 and transactions with related parties during the period ended March 31, 2018 and March 31, 2017 are as follows:

	As at March 31, 2018 (Un-audited)				
	Parent Company	Subsidiary/ Associates	Key Management Personnel	Others	Total
			(Rupees in '000)		
BALANCES					
Accrued mark-up	38	-	-	-	38
Bank balances	173,739	-	-	-	173,739
Ijara deposits	2,107	-	-	-	2,107
Ijara rental payable	569	-	-	-	569
Long-term financing	150,000	-	-	-	150,000
Profit receivable on bank deposit	821	-	-	-	821
Prepaid rent	420	-	-	-	420
Receivable against financial advisory	500	-	-	-	500
Trade debts	75	28	-	-	103
Trade payables	-	-	203	-	203

	As at December 31, 2017 (Audited)				
	Parent Company	Subsidiary/ Associates	Key Management Personnel	Others	Total
D. 11 111050			(Rupees in '000)		
BALANCES					
Accrued mark-up	38	-	-	-	38
Bank balances	103,585	-	-	-	103,585
Ijara deposits	2,107	-	-	-	2,107
Ijara rental payable	542	-	-	-	542
Long-term financing	150,000	-	-	-	150,000
Profit receivable on bank deposit	605	-	-	-	605
Prepaid rent	106	-	-	-	106
Loan / Advance Recievable	-	-	26	-	26
Receivable against financial advisory	500	-	-	-	500
Trade debts	23	26	5	-	54
Trade payables	-	-	1,059	-	1,059

	Quarter ended March 31, 2018 (Un-audited)				
TRANSACTIONS	Parent Company	Subsidiary/ Associates	Key Management Personnel (Rupees in '000)	Others	Total
Income Brokerage income earned Custody services Profit on bank deposits	70 1 2,551	11 1 -	11 - -	- -	92 2 2,551
Expenses					
Bank charges	39	-	-	-	39
Charge in respect of contributory plan	-	-	-	1,520	1,520
Mark-up expense	3,388	-	-	-	3,388
Remuneration to Key management person		-	6,321	-	6,321
ljarah expense Rent expense	928 316	-	-	-	928 316

	Quarter ended March 31, 2017 (Un-audited)				
	Parent Company	Subsidiary/ Associates	Key Management Personnel	Others	Total
			(Rupees in '000)		
TRANSACTIONS					
Income					
Brokerage income earned	304	-	29	-	333
Custody services	1	2	-	-	3
Profit on bank deposits	3,811	-	-	-	3,811
Financial advisory income	442	-	-	-	442
Expenses					
Bank charges	35	-	-	-	35
Charge in respect of contributory plan	-	-	-	1,430	1,430
Mark-up expense	3,373	-	-	-	3,373
Remuneration to key management personne	el _	-	4,434	-	4,434
Rent expense	324	-	-	-	324
Other transactions					
Purchase of property and equipment	224	-	-	-	224

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16 OTHER DISCLOSURES UNDER REGULATION 34(2) OF SECURITIES BROKERS (LICENSING AND OPERATIONS) REGULATIONS 2016

The disclosures under the regulation 34(2), other than disclosed elsewhere in these condensed interim financial information are as follows:

16.1 Person holding more than 5% of shares

	March 31, 2018	December 31, 2017	March 31, 2018	December 31, 2017
	% of Holding		No. of	Shares
M/s. BankIslami Pakistan Limited	77.12%	77.12%	77,117,500	77,117,500
Mrs. Noor Jehan Bano	6.53%	6.53%	6,532,500	6,532,500
Mr. Mohammad Aslam Motiwala	7.31%	7.31%	7,314,500	7,314,500

16.2 There were no changes in the shareholding of persons holding more than 5% shares of the Company.

- 16.3 As at March 31, 2018 the value of customer shares maintained with the Company pledged with financial institutions is Rs 101.04 million (December 31, 2017: Rs 71.72 million).
- 16.4 As at March 31, 2018 value of customers shares maintained in the Company's Sub-Accounts held in the Central Depository Company of Pakistan Limited is Rs 15,214 million (December 31, 2017: Rs 13,169 million).

17. DATE OF AUTHORISATION

These condensed Interim Financial Information have been authorised for issue by the Board of Directors of the Company on April 25, 2018.

18. GENERAL

- 18.1 Corresponding figures have been re-arranged and reclassified, wherever necessary, to facilitate comparison. However, there are no material reclassifications to report.
- 18.2 Figures have been rounded off to the nearest thousand of rupees.

Chief Executive Officer

Director

Chief Financial Officer



CONSOLIDATED CONDENSED INTERIM FINANCIAL INFORMATION (UN-AUDITED)

FOR THE QUARTER ENDED MARCH 31, 2018

Statement of Financial Position Profit and Loss Account Cash Flow Statement Statement of Changes In Equity Notes to the Financial Information

BI

CONSOLIDATED CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION AS AT MARCH 31, 2018

	(Un-audited) March 31, 2018	(Audited) December 31, 2017		
ASSETS	(Rupee	(Rupees in '000)		
Non-current assets				
Property and equipment	40,897	37,480		
Intangible assets	5,255	5,562		
Investment properties	-	5,066		
Advance against purchase of property	-	-		
Long-term investments	538,166	510,700		
Long-term loans and advances	447	481		
Long-term deposits and prepayments	9,307	14,843		
Deferred tax asset - net	38,207	35,721		
	632,279	609,853		
Current assets	[]]		
Short-term investments	115,460	152,027		
Trade debts	126,656	117,271		
Advances, deposits, prepayments and other receivables	337,371	445,808		
Taxation - net	94,314	92,639		
Cash and bank balances	755,500	498,382		
	1,429,301	1,306,127		
TOTAL ASSETS	2,061,580	1,915,980		

EQUITY AND LIABILITIES

Share capital and reserves

Authorized capital	2,000,000	2,000,000
	[]	[]
Issued, subscribed and paid-up capital	1,000,000	1,000,000
General reserve	18,752	18,752
Unrealised gain on re-measurement of 'available for-sale' investments		
to fair value - net	352,530	325,065
Accumulated loss	(429,672)	(418,832)
	941,610	924,985
Non-current liabilities		
Long-term financing	150,000	150,000
Current liabilities		
Trade and other payables	969,932	840,957
Accrued mark-up	38	38
	969,970	840,995
TOTAL EQUITY AND LIABILITIES	2,061,580	1,915,980

CONTINGENCIES AND COMMITMENTS

Chief Executive Officer

The Acan Director

Chief Financial Officer

Quarterly Report March - 2018

CONSOLIDATED CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2018

Quarter ended March 31, 2017 -----(Rupees in '000)------Operating revenue 56,350 83,538 Net gain on investment Gain on sale of investments 'at fair value through profit and loss' - net 3,666 5,021 Gain on sale of 'available-for-sale' investments - net 43,797 Unrealised gain / (loss) on re-measurement of investments 'at fair value through profit or loss' -net 1,013 (1,116)4,679 47,702 Dividend income 84 303 Mark-up / profit on bank deposits and other receivables 13.068 14,017 75,130 144,611 Operating and administrative expenses (76, 962)(113, 106)Operating (loss) / profit (1,832)31.505 Finance cost (3, 527)(3,469) (5,359)28.036 Other income 483 1.298 29.334 (Loss) / profit before taxation (4, 876)Taxation (6,219) Current - for the period (8, 450)Deferred 2,486 1,353 (5,964)(4,866) (10, 840)24.468 (Loss) / profit after taxation Other comprehensive income/ (loss) for the period: Reclassification adjustment on disposal of 'available- for-sale' investment included in profit and loss account-net (21,718)Unrealised gain / (loss) arising during the period on re-measurement of 'available-for-sale' investments - net 27.465 (600)27.465 (22.318)Total comprehensive income for the period 16.625 2,150 -----(Rupees)------(Loss) / Earning per share - basic and diluted (0.11)0.24

Chief Executive Officer

1 and Can

Director

Chief Financial Officer

Page 22	 Quarterly Report 	t March - 20		
CONSOLIDATED CONDENSED INTERIM CASH FLOW STATEMENT (UN-AUDITED)	Quarter ended March 31,			
FOR THE QUARTER ENDED MARCH 31, 2018	2018	2017		
	(Rupees ir	י '000)		
CASH FLOW FROM OPERATING ACTIVITIES				
(Loss) / profit before taxation Non-cash adjustments to reconcile (loss) / profit before tax to net cash flows:	(4,876)	29,334		
Depreciation	2,915	3,308		
Amortisation	308	222		
Gain on sale of investments 'at fair value through profit and loss' - net	(3,666)	(5,021)		
Gain on sale of 'available-for-sale' investments - net	-	(43,797)		
Gain on sale of property and equipment	(509)	(22)		
Unrealised (gain) / loss on re-measurement of investments 'at fair value through profit or loss' - net	(1,013)	1,116		
Finance cost	3,527	3,469		
Dividend income	(84)	(303)		
	1,477	(41,028)		
Working capital adjustments:	(3,399)	(11,694)		
Decrease / (increase) in current assets				
Trade debts	(9,384)	15,943		
Advances, deposits, prepayments and other receivables	108,521	163,445		
	99,137	179,388		
(Decrease) / increase in current liabilities				
Trade and other payables	128,975	(26,121)		
	224,714	141,573		
Finance cost paid	(3,527)	(3,469)		
Income tax paid	(10,129)	(16,208)		
Net cash flows generated from operating activities	211,058	121,896		
CASH FLOW FROM INVESTING ACTIVITIES				
Investments 'at fair value through profit or loss' - net	41,246	(24,260)		
Purchase of property and equipment	(1,489)	(1,862)		
Proceeds from disposal of property and equipment	733	22		
Dividend received	-	908		
Net cash flows generated from / (used in) investing activities	40,490	(25,192)		
CASH FLOW FROM FINANCING ACTIVITIES				
Long-term loans and advances	34	(75)		
Long-term deposits and prepayments	5,536	(423)		
Long-term investment	-	45,247		
Dividend paid	-	(1)		
Net cash flows generated from financing activities	5,570	44,748		
Net increase in cash and cash equivalents Cash and cash equivalents at the beginning of the period	257,118 498,382	141,452 646,311		
Cash and cash equivalents at the end of the period	755,500	787,763		
The annexed notes 1 to 8 form an integral part of these Consolidated Condensed Interim Financial Information.		101,103		

14 Chief Executive Officer

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Nor/

Chief Financial Officer

CONSOLIDATED CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2018

	Share Capital	General Reserve	Accumulated (Loss) / Profit - (Rupees in '000) -	Unrealised gain /(loss) on re-measurement of 'available-for- sale' investments to fair value - net	Total
Balance as at January 01, 2017	1,000,000	18,752	(456,875)	518,881	1,080,758
Total comprehensive income for the period	-	-	24,468	(22,318)	2,150
Balance as at March 31, 2017	1,000,000	18,752	(432,407)	496,563	1,082,908
Total comprehensive loss for the period	-	-	13,575	(171,498)	(157,923)
Balance as at December 31, 2017	1,000,000	18,752	(418,832)	325,065	924,985
Total comprehensive income for the period	-	-	(10,840)	27,465	16,625
Balance as at March 31, 2018	1,000,000	18,752	(429,672)	352,530	941,610

Chief Executive Officer

Director

Chief Financial Officer

NOTES TO THE CONSOLIDATED CONDENSED INTERIM FINANCIAL INFORMATION (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2018

1. STATUS AND NATURE OF BUSINESS

The Group comprises of:

Holding company -BIPL Securities Limited

Subsidiary company

-Structured Venture (Private) Limited

- 1.1 BIPL Securities Limited (the Company) was incorporated in Pakistan on October 24, 2000 under the Companies Ordinance, 1984 (now Companies Act, 2017) and commenced its operations effective January 01, 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 Pakistan Stock Exchange Limited (PSX). The registered office of the Group is situated at 5th Floor, Trade Centre, I.I. Chundrigar Road, Karachi.
- 1.2 The Holding Company is a subsidiary of BankIslami Pakistan Limited (the Ultimate Parent Company) which holds 77.12% of the shares of the Group.
- 1.3 The Holding Company is a TREC holder of Pakistan Stock Exchange Limited (PSX) and Corporate member of Pakistan Mercantile Exchange Limited (PMEX) 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, advisory services, consultancy and corporate finance services.
- 1.4 Structured Venture (Private) Limited (the subsidiary) was incorporated in Pakistan on June 25, 2010 under the Companies Ordinance, 1984 (now Companies Act, 2017). The registered office of the company is situated at 5th Floor, Trade Centre, I.I. Chundrigar Road, Karachi.
- 1.5 The subsidiary is wholly owned by BIPL Securities Limited.
- 1.6 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 condensed Interim Financial Information have been prepared under the historical cost convention except for investments which are carried at fair value.

3. STATEMENT OF COMPLIANCE

These consolidated condensed Interim Financial Information of the Group for the quarter ended March 31, 2018 have been prepared in accordance with the requirements of the International Accounting Standard 34 - "Interim Financial Reporting" and provisions of the Companies Act, 2017 and directives issued by the Securities and Exchange Commission of Pakistan (SECP). Wherever the requirements differ, the provisions of the Companies Act, 2017 and the said directives have been followed.

These consolidated condensed Interim Financial Information do not include all the information and disclosures required in Annual Financial Statements and should be read in conjunction with the annual published financial statements for the year ended December 31, 2017.

These consolidated condensed Interim Financial Information are un-audited.

4. ACCOUNTING POLICIES

The accounting policies adopted in the preparation of these consolidated condensed Interim Financial Information are consistent with those of the previous financial year except as follows:

New, amended and revised standards and interpretations of International Financial Reporting Standards (IFRSs).

The Group has adopted the following revised standard, amendments and interpretation of IFRSs which became effective for the current period:

IFRS 2 Share-based Payments - Classification and Measurement of Share-based Payments Transactions (Amendments)

IAS 40 Investment Property - Amendments to clarify transfers or property to, or from, investment property

The adoption of the above amendments to accounting standards and interpretations did not have any effect on the consolidated condensed Interim Financial Information.

5. BASIS OF CONSOLIDATION

The Financial Information of the subsidiary are included in the consolidated condensed Interim Financial Information from the date the control commences until the date the control ceases. In preparing consolidated condensed Interim Financial Information, the Financial Information 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. All intercompany transactions have been eliminated.

6. RELATED PARTY TRANSACTIONS

The related parties of the Group comprise of BankIslami Pakistan Limited (the Ultimate 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, 2018 and December 31, 2017 and transactions with related parties during the period ended March 31, 2018 and March 31, 2017 are as follows:

	As at March 31, 2018 (Un-audited)						
	Parent Company	Subsidiary/ Associates	Key Management Personnel	Others	Total		
			(Rupees in '000)				
BALANCES							
Accrued mark-up	38	-	-	-	38		
Bank balances	175,103	-	-	-	175,103		
Ijara deposits	2,107	-	-	-	2,107		
ljara rental payable	569	-	-	-	569		
Long-term financing	150,000	-	-	-	150,000		
Profit receivable on bank deposit	824	-	-	-	824		
Prepaid rent	420	-	-	-	420		
Receivable against financial advisory	500	-	-	-	500		
Trade debts	75	28	-	-	103		
Trade payables	-	-	203	-	203		

	As at December 31, 2017 (Audited)						
	Parent Company	Subsidiary/ Associates	Key Management Personnel	Others	Total		
			(Rupees in '000)				
BALANCES							
Accrued mark-up	38	-	-	-	38		
Bank balances	105,001	-	-	-	105,001		
Ijara deposits	2,107	-	-	-	2,107		
Ijara rental payable	542	-	-	-	542		
Long-term financing	150,000	-	-	-	150,000		
Profit receivable on bank deposit	608	-	-	-	608		
Prepaid rent	106	-	-	-	106		
Loan / Advance Recievable	-	-	26	-	26		
Receivable against financial advisory	500	-	-	-	500		
Trade debts	23	26	5	-	54		
Trade payables	-	-	1,059	-	1,059		

	Quarter ended March 31, 2018 (Un-audited)				
	Parent Company	Subsidiary/ Associates	Key Management Personnel -(Rupees in '000)	Others	Total
TRANSACTIONS					
Income Brokerage income earned Custody services Profit on bank deposits	70 1 2,560	11 1 -	11 -	- - -	92 2 2,560
Expenses Bank charges Charge in respect of contributory plan Mark-up expense	39	-	- -	- 1,520	39 1,520
Remuneration to key management personnel Ijarah expense Rent expense	3,388 - 928 316	-	- 6,321 -	-	3,388 6,321 928 316
	510	Quarter ended	March 31, 2017 (U	n-audited)	510

	Parent Company	Subsidiary/ Associates	Key Management Personnel - (Rupees in '000) -	Others	Total
TRANSACTIONS			(
Income					
Brokerage income earned	304	-	29	-	333
Custody services	1	2	-	-	3
Profit on bank deposits	3,822	-	-	-	3,822
Financial advisory income	442	-	-	-	442
Expenses					
Bank charges	35	-	-	-	35
Charge in respect of contributory plan	-	-	-	1,430	1,430
Mark-up expense	3,373	-	-	-	3,373
Remuneration to key management personnel		-	4,434	-	4,434
Rent expense	324	-	-	=	324
Other transactions Purchase of property and equipment	224	-	-	-	224

7. DATE OF AUTHORISATION

These Consolidated Condensed Interim Financial Information have been authorised for issue by the Board of Directors of the Holding Company on April 25, 2018.

8. GENERAL

- 8.1 Corresponding figures have been re-arranged and reclassified, wherever necessary, to facilitate comparison. However, there are no material reclassifications to report.
- 8.2 Figures have been rounded off to the nearest thousand of rupees.

Chief Financial Officer

Chief Executive Officer

Director

Branches

Islamabad

90-91, Razia Sharif Plaza, Jinnah Avenue, Blue Area, Islamabad. UAN : 051-111-222-000 Email : biplisb@biplsec.com

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Rahim Yar Khan

Plot # 29, City Park Chowk, Town Hall Road. Rahim Yar Khan. UAN: 068-5873252 & 54 Email: biplryk@biplsec.com

Sialkot

Ground Floor, City Tower, ShahabPura Road, Sialkot. UAN: 052-3256035-37 Email: biplskt@biplsec.com

Multan

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