



The Pakistan Credit Rating Agency Limited

Rating Report

Optimus Capital Management (Pvt.) Limited | BMR

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Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
25-Sep-2024	BMR2	-	Stable	Maintain	-
25-Sep-2023	BMR2	-	Stable	Maintain	-
28-Oct-2022	BMR2	-	Stable	Maintain	-
29-Oct-2021	BMR2	-	Stable	Upgrade	-
09-Apr-2021	BMR3+	-	Stable	Maintain	-
07-May-2020	BMR3+	-	Stable	Maintain	-
21-Nov-2019	BMR3+	-	Stable	Maintain	-
24-May-2019	BMR3+	-	Stable	Upgrade	-
27-Dec-2018	BMR3	-	Positive	Maintain	-

Rating Rationale and Key Rating Drivers

Optimus Capital Management (Pvt.) Limited ('OCM' or the 'Company') primarily focuses on Equity brokerage services while advisory services and block trades services are also provided. FY24 was a favorable period for the brokerage industry, with the KSE-100 Index reaching historic highs and surpassing the 81k mark for the first time in June 2024. This milestone attracted significant interest from both local and foreign investors. Additionally, the continuous reduction in the headline inflation, and decrease in policy rate, is likely to drive fresh investments as investors shift their focus from fixed-income securities to equities. While FY24 results were promising for the brokerage sector, maintaining political and economic stability will be crucial to sustaining investor confidence in FY25. The Optimus Capital Management is entirely owned by Optimus Holdings (Pvt.) Limited, with Mr. Jawad Amjad holding an 74% stake and Mr. Yasin owning 26% of the shares in Optimus Holdings (Pvt.) Limited. The company's board structure consists of a single executive director, and there is a need to expand the board size for better governance. The Company has a lean organization structure with a qualified and experienced management team. Mr. Syed Ayaz Ahmad has now been appointed as the new CEO of the company. Mr. Ayaz has more than 1 decade of experience in Pakistan's financial sector with expertise in economic and investment research. The rating also takes note of a sound customer relationship and IT infrastructure. A well-developed research department is in place to provide the clients with the necessary research services. The company reported a revenue of ~PKR 162mln during FY24. The revenue mainly stems from brokerage income which stood at ~PKR 98mln at the end of Jun'24 (SPY: ~PKR 70mln). OCM does not engage in proprietary investments, thus limiting the impact of market risk. The rating draws comfort from the zero leveraged capital structure; the Company has an adequate equity base of ~PKR 318mln at end Jun'24.

Going forward, it is imperative from a ratings perspective to maintain topline growth, revenue diversification, and profitability. Maintenance and improvement in market share remains important. The inclusion of independent representation may be considered to strengthen the governance framework. Moreover, retention of key management personnel and further separation of management roles remain critical.

Disclosure

Name of Rated Entity	Optimus Capital Management (Pvt.) Limited BMR
Type of Relationship	Solicited
Purpose of the Rating	Broker Management Rating
Applicable Criteria	Assessment Framework Broker Management Rating(Nov-23)
Related Research	Sector Study Brokerage & Securities(Jan-24)
Rating Analysts	Hassan Ahmad Hassan.Ahmad@pacra.com +92-42-35869504



Ownership

Ownership Structure Optimus Holdings is the parent company that owns OCM. Mr. Jawad Amjad and Mr. Yasin are the sponsors of Optimus Holdings with 74% and 26% shareholding respectively. Prior to Mr. Asif Ali Qureshi's resignation, he held an 80% stake in Optimus Holdings (Pvt.) Limited, while Mr. Jawad Amjad owned the remaining 20%.

Stability The parent Company "Optimus Holding (Pvt.) Ltd" has a strong financial base and has strategic investments in numerous companies. Optimus Holdings (Pvt.) Limited remains on the front foot to support the Company.

Business Acumen The sponsors have relevant educational background and also have vast experience in the financial services sector. In addition to Optimus Holdings the sponsors have shareholding in other entities; Optimus Market (Pvt.) Limited, Optimus Holding (Pvt.) Limited and Zakheera (Pvt) Limited.

Financial Strength The sponsors have adequate financial strength to support business operations.

Governance

Board Structure After the resignation of Mr. Asif Ali Qureshi, the board of directors (BoD) of OCM comprises one experienced professional Mr. Syed Ayaz Ahmed. The only director is executive, and the board may be enhanced with the induction of certified independent directors.

Members' Profile Mr. Syed Ayaz Ahmed is the CEO of the company and has more than 1 decade of experience in Pakistan's financial sector with expertise in economic and investment research.

Board Effectiveness The experience of board helps in providing useful insight into the business management and guiding the management in effectively developing optimizing the organizational procedures and policy.

Financial Transparency Head of internal audit reports directly to the internal audit committee. Riaz Ahmad, Saqib, Gohar & Company are the external auditors of the Company. The auditor is ranked as Category B auditor on the panel of SBP auditors list.

Management

Management Team The management team comprises of well qualified and experienced individuals. Mr. Syed Ayaz Ahmed has taken charge as CEO of the Company after the resignation of Mr. Asim. He possesses over 10 years of experience in financial sector.

Organizational Structure OCM has a lean organizational structure with experienced management team and a balanced mix of professional from finance industry. The functions of the company are mainly divided into: 1) Sales, 2) Accounts, 3) Research, 4) Settlement, 5) IT 6) Compliance 7) Online Trading and 8) Admin. An Online Sales department has recently been added to realize the Company's strategy of enhancing its retail presence.

Client Servicing The Company has a well-developed research department comprising of five analysts including the head of research. An online trading platform and mobile application is also present.

Complaint Management The Company maintains a clearly defined complaint management system within its Management Information System (MIS). Complaints can be submitted through email or phone calls. This system is regularly updated and undergoes quarterly reviews conducted by the compliance officer.

Extent Of Automation / Integration The Company has developed a comprehensive IT policy that covers crucial areas such as data backup and recovery, virus protection, and control environment. Furthermore, all back-office systems have been seamlessly integrated.

Continuity Of Operations In order to ensure uninterrupted business operations, the Company has implemented a meticulously tested disaster recovery and business continuity plan. This plan includes the creation of daily, weekly, and monthly backups. Additionally, to maintain stable connectivity, the Company has established four separate connections from distinct Internet Service Providers (ISPs).

Risk Management Framework The Company has developed an extensive risk management policy encompassing exposure limits, margins, KYC/CDD, customer orders, as well as execution and settlement processes. The settlement department is responsible for conducting thorough KYC/CDD procedures for each customer, categorizing them into varying risk levels, ranging from low to high. High-risk customers undergo enhanced due diligence through continuous monitoring. The addition of a dedicated compliance officer has improved the regulatory framework.

Regulatory Compliance Mr. Ayaz Ahmed leads the Company's compliance department, bringing over a decade of professional expertise. This department is responsible for ensuring timely compliance with all regulatory obligations.

Business Sustainability

Business Risk FY24 was a favorable period for the brokerage industry, with the KSE-100 Index reaching historic highs and surpassing the 81k mark for the first time in June 2024. This milestone attracted significant interest from both local and foreign investors. Additionally, the continuous reduction in the headline inflation, and decrease in policy rate, is likely to drive fresh investments as investors shift their focus from fixed-income securities to equities. While FY24 results were promising for the brokerage sector, maintaining political and economic stability will be crucial to sustaining investor confidence in FY25.

Business Profile Going forward, the company is expected to improve and sustain profitability and diversify revenue stream. Optimus intends to adopt an expansive business strategy and target advisory clients, foreign and local.

Revenue And Profitability Analysis The Company's operating revenue mainly comprises equity brokerage income. During FY24 the main source of revenue stemmed from equity brokerage, so Equity brokerage revenue stood at ~PKR 98mln. At the end of Jun'24, the net income stood at ~PKR 17mln.

Financial Sustainability

Credit Risk For the assessment of client's credit worthiness, the Company has formulated detailed KYC/CDD policies. These policies entail customer identification, risk assessment, due diligence and compliance function. Exposure limits are properly assigned. An automated risk management system is in place that halts transactions for a particular client if margin falls below the allocated level.

Market Risk Optimus does not engage in proprietary investments, thus limiting the impact of market risk. The Company's short-term investment stood at to ~PKR 31mln at end-Jun'24.

Liquidity Profile At end-Jun'24 the current assets of the Company stood at ~PKR 269mln against the current liabilities of ~PKR 4mln. The Company has a good liquidity profile.

Financial Risk At end FY24, the Liquid Capital Balance (LCB) of the Company stood at ~PKR 201mln. The Company has an equity base of ~PKR 318mln at end-Jun'24.



PKR mln

Optimus Capital Management Pvt. Limited
Private Limited

Jun-24	Jun-23	Jun-22	Jun-21
12M	12M	12M	12M
Management	Audited	Audited	Audited

A BALANCE SHEET

1 Finances	2	-	-	-
2 Investments	43	51	101	75
3 Other Earning Assets	-	195	132	170
4 Non-Earning Assets	281	152	206	167
5 Non-Performing Finances-net	-	-	-	-
Total Assets	326	399	439	412
6 Funding	4	41	86	51
7 Other Liabilities (Non-Interest Bearing)	4	11	6	22
Total Liabilities	8	52	92	73
Equity	318	346	347	339

B INCOME STATEMENT

1 Fee Based Income	99	128	154	144
2 Operating Expenses	(144)	(152)	(137)	(117)
3 Non Fee Based Income	63	42	18	13
Total Operating Income/(Loss)	18	18	34	39
4 Financial Charges	(0)	(1)	(2)	(3)
Pre-Tax Profit	18	17	33	36
5 Taxes	(0)	(15)	(16)	(15)
Profit After Tax	18	2	16	21

C RATIO ANALYSIS

1 Cost Structure

Financial Charges / Total Operating Income/(Loss)	0.1%	5.5%	5.1%	7.6%
Return on Equity (ROE)	8.7%	0.8%	5.2%	6.2%

2 Capital Adequacy

Equity / Total Assets (D+E+F)	97.4%	97.1%	97.0%	92.6%
Free Cash Flows from Operations (FCFO) / (Financial Charges + Current M	-86970.1%	-1335.1%	-2131.6%	-1296.5%

3 Liquidity

Liquid Assets / Total Assets (D+E+F)	-11.8%	16.8%	36.1%	22.8%
Liquid Assets / Trade Related Liabilities	N/A	145.6%	160.0%	184.5%

4 Credit & Market Risk

Accounts Receivable / Short-term Borrowings + Advances from Customers	N/A	20.7%	34.8%	19.4%
Equity Instruments / Investments	10.0%	8.4%	5.9%	32.3%

Broker Management Rating

An independent opinion on the quality of management and services provided by a broker

Scale	Definition
BMR 1A	Excellent. Excellent regulatory compliance, control environment, and financial management; governance and risk management frameworks are extremely effective; HR, IT, and customer services are strongly proactive.
BMR 1++ BMR 1+ BMR 1	Strong. Strong regulatory compliance, control environment, and financial management; governance and risk management frameworks are highly effective; HR, IT, and customer services are highly proactive.
BMR 2++ BMR 2+ BMR 2	Sound. Sound regulatory compliance, control environment, and financial management; governance and risk management frameworks are effective; HR, IT, and customer services are proactive.
BMR 3++ BMR 3+ BMR 3	Adequate. Adequate regulatory compliance, control environment, and financial management; governance and risk management frameworks are satisfactory; HR, IT, and customer services are adequate.
BMR 4++ BMR 4+ BMR 4	Inadequate. Inadequate regulatory compliance, control environment, and financial management; governance and risk management frameworks need improvements; HR, IT, and customer services are insufficient.
BMR 5	Weak. Weak regulatory compliance and business practices.

<p>Outlook (Stable, Positive, Negative, Developing) Indicates the potential and direction of a rating over the intermediate term in response to trends in economic and/or fundamental business/financial conditions. It is not necessarily a precursor to a rating change. ‘Stable’ outlook means a rating is not likely to change. ‘Positive’ means it may be raised. ‘Negative’ means it may be lowered. Where the trends have conflicting elements, the outlook may be described as ‘Developing’.</p>	<p>Rating Watch Alerts to the possibility of a rating change subsequent to, or, in anticipation of some material identifiable event with indeterminable rating implications. But it does not mean that a rating change is inevitable. A watch should be resolved within foreseeable future, but may continue if underlying circumstances are not settled. Rating watch may accompany rating outlook of the respective opinion.</p>	<p>Suspension It is not possible to update an opinion due to lack of requisite information. Opinion should be resumed in foreseeable future. However, if this does not happen within six (6) months, the rating should be considered withdrawn.</p>	<p>Withdrawn A rating is withdrawn on a) termination of rating mandate, b) cessation of underlying entity, c) the rating remains suspended for six months, or/and d) PACRA finds it impractical to surveil the opinion due to lack of requisite information.</p>	<p>Harmonization A change in rating due to revision in applicable methodology or underlying scale.</p>
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Surveillance. Surveillance on a publicly disseminated rating opinion is carried out on an ongoing basis till it is formally suspended or withdrawn. A comprehensive surveillance of rating opinion is carried out at least once every six months. However, a rating opinion may be reviewed in the intervening period if it is necessitated by any material happening.

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(1) Rating is just an opinion about the creditworthiness of the entity and does not constitute recommendation to buy, hold or sell any security of the entity rated or to buy, hold or sell the security rated, as the case may be | Chapter III; 14-3-(x)

2) Conflict of Interest

- i. The Rating Team or any of their family members have no interest in this rating | Chapter III; 12-2-(j)
- ii. PACRA, the analysts involved in the rating process and members of its rating committee, and their family members, do not have any conflict of interest relating to the rating done by them | Chapter III; 12-2-(e) & (k)
- iii. The analyst is not a substantial shareholder of the customer being rated by PACRA [Annexure F; d-(ii)] Explanation: for the purpose of above clause, the term "family members" shall include only those family members who are dependent on the analyst and members of the rating committee

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- (4) PACRA does not disclose or discuss with outside parties or make improper use of the non-public information which has come to its knowledge during business relationship with the customer | Chapter III; 10-7-(d)
- (5) PACRA does not make proposals or recommendations regarding the activities of rated entities that could impact a credit rating of entity subject to rating | Chapter III; 10-7-(k)

Conduct of Business

- (6) PACRA fulfills its obligations in a fair, efficient, transparent and ethical manner and renders high standards of services in performing its functions and obligations; | Chapter III; 11-A-(a)
- (7) PACRA uses due care in preparation of this Rating Report. Our information has been obtained from sources we consider to be reliable but its accuracy or completeness is not guaranteed. PACRA does not, in every instance, independently verifies or validates information received in the rating process or in preparing this Rating Report | Clause 11-(A)(p).
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- (10) PACRA maintains principal of integrity in seeking rating business | Chapter III; 11-A-(u)
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- (12) PACRA receives compensation from the entity being rated or any third party for the rating services it offers. The receipt of this compensation has no influence on PACRA's opinions or other analytical processes. In all instances, PACRA is committed to preserving the objectivity, integrity and independence of its ratings. Our relationship is governed by two distinct mandates i) rating mandate - signed with the entity being rated or issuer of the debt instrument, and fee mandate - signed with the payer, which can be different from the entity
- (13) PACRA does not provide consultancy/advisory services or other services to any of its customers or to any of its customers' associated companies and associated undertakings that is being rated or has been rated by it during the preceding three years unless it has adequate mechanism in place ensuring that provision of such services does not lead to a conflict of interest situation with its rating activities; | Chapter III; 12-2-(d)
- (14) PACRA discloses that no shareholder directly or indirectly holding 10% or more of the share capital of PACRA also holds directly or indirectly 10% or more of the share capital of the entity which is subject to rating or the entity which issued the instrument subject to rating by PACRA; | Reference Chapter III; 12-2-(f)
- (15) PACRA ensures that the rating assigned to an entity or instrument is not be affected by the existence of a business relationship between PACRA and the entity or any other party, or the non-existence of such a relationship | Chapter III; 12-2-(i)
- (16) PACRA ensures that the analysts or any of their family members shall not buy or sell or engage in any transaction in any security which falls in the analyst's area of primary analytical responsibility. This clause shall, however, not be applicable on investment in securities through collective investment schemes. | Chapter III; 12-2-(l)
- (17) PACRA has established policies and procedure governing investments and trading in securities by its employees and for monitoring the same to prevent insider trading, market manipulation or any other market abuse | Chapter III; 11-B-(g)

Monitoring and review

- (18) PACRA monitors all the outstanding ratings continuously and any potential change therein due to any event associated with the issuer, the security arrangement, the industry etc., is disseminated to the market, immediately and in effective manner, after appropriate consultation with the entity/issuer; | Chapter III | 17-(a)
- (19) PACRA reviews all the outstanding ratings periodically, on annual basis; Provided that public dissemination of annual review and, in an instance of change in rating will be made; | Chapter III | 17-(b)
- (20) PACRA initiates immediate review of the outstanding rating upon becoming aware of any information that may reasonably be expected to result in downgrading of the rating; | Chapter III | 17-(c)
- (21) PACRA engages with the issuer and the debt securities trustee, to remain updated on all information pertaining to the rating of the entity/instrument; | Chapter III | 17-(d)

Probability of Default

(22) PACRA's Rating Scale reflects the expectation of credit risk. The highest rating has the lowest relative likelihood of default (i.e., probability). PACRA's transition studies capture the historical performance behavior of a specific rating notch. Transition behavior of the assigned rating can be obtained from PACRA's Transition Study available at our website. (www.pacra.com). However, actual transition of rating may not follow the pattern observed in the past; | Chapter III | 14-3(f)(vii)

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