



The Pakistan Credit Rating Agency Limited

Rating Report

Optimus Capital Management (Pvt.) Limited | BMR

Report Contents

1. Rating Analysis
2. Financial Information
3. Rating Scale
4. Regulatory and Supplementary Disclosure

Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
21-Nov-2019	BMR3+	-	Stable	Maintain	-
24-May-2019	BMR3+	-	Stable	Upgrade	-
27-Dec-2018	BMR3	-	Positive	Maintain	-
04-May-2018	BMR3	-	Stable	Initial	-

Rating Rationale and Key Rating Drivers

The rating reflects the company's operational framework and focus on system based processes. The company has devised comprehensive IT policy, KYC Risk Management procedures and Disaster Recovery Plan. The management team comprises seasoned professionals that ensures quality of services and has been together for a while. The revenue streams is supplemented by advisory and consultancy income providing cushion against decline in brokerage fee. The management has devised a suitable strategy to attract and operates a reliable source in merger and acquisition. The company has zero leveraged capital structure and adequate capitalization levels with the Net Capital Balance of ~PKR 214mln as at June 30, 2019. The equity base of ~PKR 316mln provides cushion against potential losses. The company has no independent or non-executive director on its board indicating room for improvement in the governance framework.

The rating is dependent on the management's ability to enhance volumes and improve revenues. Meanwhile sustaining competitive position is important. Retention of key personnel, improvement in customer servicing tools and maintaining strong controls is imperative for the rating.

Disclosure

Name of Rated Entity	Optimus Capital Management (Pvt.) Limited BMR
Type of Relationship	Solicited
Purpose of the Rating	Broker Management Rating
Applicable Criteria	PACRA_Methodology_Security Broker_FY19(Jun-19)
Related Research	Sector Study Brokerage & Securities(Jun-19)
Rating Analysts	Madiha Sohail madiha.sohail@pacra.com +92-42-35869504



Ownership

Ownership Structure Optimus Capital Management (Pvt.) Ltd, is a wholly owned subsidiary of Optimus Holdings (Private) Limited (Formerly Peabody Associates Private Limited). Mr. Asif Ali Qureshi and Mr. Jawad Amjad own 80% and 20% of Optimus Holdings, respectively.

Stability The company has no succession plan documented as of yet.

Business Acumen The sponsors have relevant educational backgrounds and also have vast experience in the financial services sector.

Financial Strength The Optimus Capital Management (Pvt.) Ltd has reported equity of ~PKR 315mln at the end of June-19.

Governance

Board Structure The board comprises two directors, Mr. Asif Ali Qureshi and Mr. Ovais Ahsan. Mr. Asif is the Executive Chairman and Mr. Ovais is the CEO of the company. Two board meetings were held in FY19 and discussions were held on risk management policies, infrastructure development and Financial Performance.

Members' Profile Mr. Asif Ali Qureshi, CFA has more than 20 years of professional experience in Pakistan's financial services sector with expertise in economic and investment research. He also holds MA in International Financial Analysis from Newcastle University (UK).

Board Effectiveness Audit Committee has been established with defined TOR's. Mr. Asif Ali Qureshi (Executive Chairman) chairs the audit committee.

Financial Transparency The company has an in-house internal audit function that documents and reports its observations to the BoD. The external auditors of the company are Riaz Ahmad, Saqib, Gohar and Co, a member firm of AGN International, and it falls under the 'B' category of SBP audit firms ranking.

Management

Management Team Mr. Ovais Ahsan is the CEO of the company. He has nearly 15 years of professional experience in equity sales and trading. Before joining Optimus Capital, he was serving in Renaissance Capital based in Dubai and oversaw the equity markets of MENA and Frontier Asia region. Mr. Faizan Ahmed joined Optimus Capital as the Head of Research. He has over 5 years of professional experience in equity research. He is ACCA qualified and a CFA Level 3 candidate.

Organizational Structure There are seven departments in the company, out of which five directly report to the CEO. The compliance and internal audit department report to the BoD. The company has created and filled all requisite positions to ensure that the operations run smoothly.

Client Servicing The company has well developed research department comprising five analysts including the head of research. Currently, the department is covering 70-80% of the KSE100 market capitalization.

Complaint Management The company has a well-defined complaint management system in MIS. Complaints can be made via email and calls. It is timely updated and quarterly reviewed by the compliance officer.

Extent Of Automation / Integration The company has formulated an extensive IT policy, addressing key issues like data back up and restoration, virus protection and control environment. All back office systems are fully integrated and reports are generated on real time basis.

Continuity Of Operations To ensure business continuity, a fully tested disaster recovery and business continuity plan is in place with daily, weekly and monthly backups. For stable connectivity, the company has installed four connections from different ISPs

Risk Management Framework The company has formulated a comprehensive risk management policy. This includes exposure limits and margins, KYC/CDD, customer orders and execution and settlement. Proper KYC/CDD is conducted by the settlement department. Each customer is assigned a risk level from low to high. For high risk level customers, enhanced due diligence is conducted by monitoring transactions, fund transfers and frequency of investments.

Regulatory Compliance The company has a compliance department, headed by Mr. Ayaz Ahmed. He is a CA finalist and has more than 9 years of professional experience. The department ensures that all the regulatory requirements are fulfilled on timely basis.

Business Sustainability

Business Risk KSE-100 index recorded an overall oscillating trend during FY19. The start of FY19 witnessed the market gaining momentum, reaching the highest point of 43,557 on July 30, 2018, after which it started dropping hit low of 33,166 on May 17, 2019. In line with the trend in the preceding period, KSE-100 index posted a negative return of around ~19% in FY19 compared to the negative return of ~10% in FY18. The lackluster performance can be attributable to slowing GDP, large fiscal and current account deficits and significant exchange rate depreciation. The index witnessed a rising trend in 4MFY20 as sentiments improved and certain key economic indicators started to stabilize. The market posted a positive return of 13% in 4MFY20. The overall trading volumes remained depressed in FY19 and averaged ~PKR 96mln putting pressure on brokerage income. However, the volumes have improved in 4MFY20, in line with better market performance. SECP has also taken certain initiatives including introduction of minimum commission rates and relaxation in reporting and capital of brokers to boost market activity.

Business Profile The Company services include economic and investment research, equity brokerage, corporate finance and financial advisory.

Revenue And Profitability Analysis The company's operating revenue mainly comprises equity brokerage and consultancy/commission income. In line with the prevailing market trends, the Company's revenues from brokerage declined significantly (44%) and stood at ~PKR 80mln in FY19 (FY18: ~PKR143mln). Meanwhile, the company managed to increase its consultancy and commission income (FY19: ~PKR25mln, FY18: ~PKR3mln) which curtailed the losses to an extent. On the top of it, Optimus also earned PKR 20mln in Financial income from Long Term Deposits. The company made a net profit of ~PKR 10mln in FY19, as compared to ~PKR 27mln in the same period last year.

Financial Sustainability

Credit Risk The company has detailed KYC/CDD procedures in place for the assessment of client's credit worthiness. 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 The Company doesn't hold proprietary trading book. The company's short term investment comprises Pakistan Investment Bonds, limiting market risk. At the end of FY 19, these investments amounted to ~ PKR 18.5mln.

Liquidity Profile The liquidity risk of the company arises from its T+2 settlement framework. At the end of FY 19, the liquid assets were 0.26x of the total asset book (FY18: ~0.47x). The company has sound liquidity as majority of its assets are deposits with banks.

Financial Risk The company has a zero leverage capital structure. At end Jun-19, the Net Capital Balance (NCB) of the company stood at ~PKR 214mln, which allows the company to take exposure up to 25x of its NCB.



The Pakistan Credit Rating Agency Limited

Optimus Capital Management
BALANCE SHEET As at

PKR mln 30-Jun-19 FY19 Audited	PKR mln 30-Jun-18 FY18 Audited	PKR mln 30-Jun-17 FY17 Audited
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A. EARNING ASSETS

a. Finances

1. Margin Trading System
2. Ready Futures
3. Receivable from NCCPL - net

0	0	0
0	0	0
0	0	0
0	0	0

b. Investments

1. Deposits with Banks-Own funds
2. Govt. Securities
3. Debt Securities & Mutual Funds
4. Other Investments
 - i) Related Party
 - ii) Long Term Deposits
 - iii) Listed Equity Investments
 - iv) Others
 - v) Unlisted

96	33	26
18	0	0
0	0	0
0	0	0
0	7	0
14	32	41
0	0	0
0	0	0
129	72	67

Total Earning Assets

129	72	67
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B. NON-EARNING ASSETS

1. Cash and Bank Balances - Own Funds
2. Cash and Bank Balances - Client Funds
3. Accounts Receivable
4. Due from related party
5. Other receivables
6. Advances, Deposits and Other receivables
7. Fixed Assets

1	0	1
119	221	122
4	7	7
16	9	
0	4	
155	208	209
15	17	14

Non-Earning Assets

310	466	353
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C. TOTAL ASSETS

438	538	420
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D. Funding

1. Commercial

- i) Advances from Customers
- ii) Payables to Customers

0	0	0
119	221	122
119	221	122

2. FIs

- i) Short-term Borrowings
- ii) Current Maturity of Long Term Debt
- iii) Long-term Borrowings

0	0	0
0	0	0
0	0	0
0	0	0

119	221	122
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E. Other Liabilities

1. Due to Associates
2. Other Liabilities (staff gratuity, Accrued mark-up)
3. Provision for Taxation

0	0	0
4	2	3
0	0	0
4	2	3

Other Liabilities

F. EQUITY

1. Share Capital
2. Reserves:

- i. Statutory Reserve
- ii. Capital Reserve
- iii. Reserve for Bonus Shares
- iv. Revenue Reserve
- v. Unappropriated Profit

0	0	0
0	0	0
0	0	0
216	215	195
0	0	0
216	215	195

Pure Equity

316	315	295
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3. Surplus/(Deficit) on Revaluation of Investments

0	0	0
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Total Equity

316	315	295
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G. TOTAL LIABILITIES & EQUITY

438	538	420
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H. CONTINGENT LIABILITIES

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Optimus Capital Management

INCOME STATEMENT

For the period ended

	30-Jun-19 FY19 Audited	30-Jun-18 FY18 Audited	30-Jun-17 FY17 Audited
1. Fee-Based Income			
a. Advisory Fees	12	3	18
b. Commission / Underwriting	13	0	0
c. Brokerage	80	143	92
d. Others	0	0	0
	106	146	110
2. Operating Expenses			
a. Personnel Expenses	(72)	(62)	(68)
b. Other Non-interest/Mark Up Expenses	(38)	(42)	(34)
	(110)	(104)	(102)
3. Brokerage Income / (Loss)	(5)	42	7
4. Non Fee-Based Income			
a. Finances	1	10	8
b. Placements (including Reverse REPO/COI/CFS)	0	0	0
c. Bank Deposits and others	0	0	0
	1	10	8
3. Other Income			
a. Dividend Income	0	0	1
b. Gain on Sale of Investments	0	(8)	43
c. Surplus/(Deficit) on Revaluation of Investments	0	0	0
d. Share of profit of subsidiaries/associates	0	0	0
e. Others	0	(7)	44
	1	3	51
5. Total Operating Income / (Loss)	(4)	44	58
6. Financial (Charges) / Income	20	(0)	(1)
7. Other Income / (Loss)	1	1	0
8. Profit / (Loss) Before Tax	17	46	58
9. Taxes	(7)	(19)	(8)
10. Net Income	10	27	50
12. Unappropriated Profit / (Loss) Brought Forward	0	0	0
12. Adjustments	0	0	0
Available for Appropriations	10	27	50
13. Appropriations			
a. Statutory Reserve	0	0	0
b. Capital Reserve	0	0	0
c. Revenue Reserve	0	0	0
c. Cash Dividend	0	0	0
d. Bonus Dividend	0	0	0
	0	0	0
14. Unappropriated Profit/(Loss) Carried Forward	10	27	50



RATIO ANALYSIS

	30-Jun-19	30-Jun-18	30-Jun-17
	FY19	FY18	FY17
	Audited	Audited	Audited
A. PERFORMANCE			
1. ROE	3.3%	8.8%	25.0%
a Net Profit Margin	9.8%	18.7%	45.9%
b Asset Turnover	24.3%	27.7%	38.3%
c Financial Leverage	139.0%	170.8%	142.2%
2. ROA	2.4%	5.1%	12.0%
3. Personnel Expenses-to-Total Operating Income	N/A	139.3%	116.1%
4. Personnel Expenses-to-Fee Income	68.5%	42.4%	62.0%
5. Net Non-Earning Assets / Assets net of Non-Interest Liabilities	70.4%	86.6%	83.9%
B. FINANCIAL EXPOSURE			
1. Investments / Equity	40.8%	22.8%	22.7%
2. Fixed Income / Total Capital	5.8%	-	-
3. NCB / Equity	67.8%	62.9%	60.3%
C. LIQUIDITY			
1. Trade Related Assets / Trade Related Liabilities	0.0	0.0	0.1
2. Liquid Assets / Total Assets	0.26	0.06	0.1
3. Liquid Assets / Trade Related Liabilities	1.0	0.1	0.2
4. Liquid Assets / (Short term Borrowings + Advances from Customers + Accounts Payable)	1.0	0.1	0.2
5. Adjusted Liquid Assets / (Short term Borrowings + Advances from Customers + Accounts Payable)	1.0	0.1	0.2
6. Liquid Investments / Equity	0.4	0.2	0.2
D. CAPITAL ADEQUACY			
1. Equity / Total Assets	0.7	0.6	0.7
2. Total Equity (including surplus on revaluation) / Total Assets	0.7	0.6	0.7
3. Total Debt / Equity	0.0	0.0	0.0

Broker Management Rating Scale & Definitions

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

Long Term Ratings

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.

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'.

Rating Watch Alerts to the possibility of a rating change subsequent to, or in anticipation of, a) some material identifiable event and/or b) deviation from expected trend. 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

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.

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.

Harmonization A change in rating due to revision in applicable methodology or underlying scale.

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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

Restrictions

- (3) No director, officer or employee of PACRA communicates the information, acquired by him for use for rating purposes, to any other person except where required under law to do so. | Chapter III; 10-(5)
- (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.
- (8) PACRA prohibits its employees and analysts from soliciting money, gifts or favors from anyone with whom PACRA conducts business | Chapter III; 11-A-(q)
- (9) PACRA ensures before commencement of the rating process that an analyst or employee has not had a recent employment or other significant business or personal relationship with the rated entity that may cause or may be perceived as causing a conflict of interest; | Chapter III; 11-A-(r)
- (10) PACRA maintains principal of integrity in seeking rating business | Chapter III; 11-A-(u)
- (11) PACRA promptly investigates, in the event of a misconduct or a breach of the policies, procedures and controls, and takes appropriate steps to rectify any weaknesses to prevent any recurrence along with suitable punitive action against the responsible employee(s) | Chapter III; 11-B-(m)

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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 | 18-(a)
- (19) PACRA reviews all the outstanding ratings on semi-annual basis or as and when required by any creditor or upon the occurrence of such an event which requires to do so; | Chapter III | 18-(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 | 18-(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 | 18-(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-(F-VII)

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