

PROGRESSIVE INVESTMENT MANAGEMENT PVT LTD

AUDITED FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2023

MUSHTAQ & CO.
CHARTERED ACCOUNTANTS

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MUSHTAQ & CO.

CHARTERED ACCOUNTANTS

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Independent auditor's report to the members of Progressive Investment Management (Pvt.) Limited

Report on the Audit of the Financial Statements

Opinion

We have audited the annexed financial statements of **Progressive Investment Management (Pvt.) Limited**, which comprise the statement of financial position as at June 30, 2023, and the statement of profit or loss and other comprehensive income, the statement of changes in equity and notes to the financial statements, including a summary of significant accounting policies and other explanatory information, and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of the audit.

In our opinion and to the best of our information and according to the explanations given to us, the statement of financial position, statement of profit or loss and other comprehensive income, the statement of changes in equity together with the notes forming part thereof conform with the accounting and reporting standards as applicable in Pakistan and give the information required by the Companies Act, 2017 (XIX of 2017), in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at June 30, 2023 and of the loss and other comprehensive income, the changes in equity and its cash flows for the year then ended.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) as applicable in Pakistan. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants as adopted by the Institute of Chartered Accountants of Pakistan (the Code) and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Information Other than the Financial Statements and Auditor's Report Thereon

Management is responsible for the other information. The other information obtained at the date of this auditor's report is information included in the annual report, but does not include the financial statements of the company and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion there on.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in audit, or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of Management and Board of Directors for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the accounting and reporting standards as applicable in Pakistan and the requirements of Companies Act, 2017 (XIX of 2017) and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Board of directors are responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs as applicable in Pakistan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs as applicable in Pakistan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

MUSHTAQ & CO.

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We communicate with the board of directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the board of directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the board of directors, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Report on Other Legal and Regulatory Requirements

Based on our audit, we further report that in our opinion:

- proper books of account have been kept by the Company as required by the Companies Act, 2017 (XIX of 2017);
- the statement of financial position, the statement of profit or loss and other comprehensive income, the statement of changes in equity and the statement of cash flows together with the notes thereon have been drawn up in conformity with the Companies Act, 2017 (XIX of 2017) and are in agreement with the books of account and returns;
- investments made, expenditure incurred and guarantees extended during the year were for the purpose of the Company's business; and
- no zakat was deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980).
- The Company was in compliance with the requirement of section 78 of the Securities Act 2015, and the relevant requirements of Securities Brokers (Licencing and Operations) Regulations, 2016 as at the date on which the Financial Statements were prepared.

The engagement partner on the audit resulting in this independent auditor's report is **Nouman Arshad, ACA**.

Mushtaq & Co.
MUSHTAQ & CO
Chartered accountants
Lahore

Date: **06 OCT 2023**

UDIN: AR292316724IavgkuMR5

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED

Statement of Financial Position

As at 30 June 2023

ASSETS	Note	2023 Rupees	2022 Rupees
Non-current assets			
Property and equipment	4	96,597	111,920
Intangible assets	5	2,500,000	2,500,000
Long term investments	6	62,270,054	52,984,168
Long term deposits	7	1,500,000	1,500,000
		66,366,651	57,096,088
Current assets			
Trade debts - net	8	4,944,836	8,997,223
Trade deposits, prepayments and other receivables	9	1,902,160	2,035,900
Loans and advances	10	1,024,500	762,500
Income tax refundable	11	813,170	967,035
Short term investments	12	1,465,057	7,103,146
Cash and bank balances	13	9,975,915	9,556,766
		20,125,638	29,422,570
		86,492,289	86,518,658
EQUITY & LIABILITIES			
Share capital and reserves			
Issued, subscribed and paid-up capital	14	46,092,320	46,092,320
Accumulated Gain / (loss)		2,273,713	4,301,691
Share Deposit Money		-	4,000,000
Unrealized surplus / (deficit) on re-measurement of investments measured at FVOCI		31,924,024	22,638,138
Total equity		80,290,057	77,032,149
Deferred Liabilities	15	-	-
Current liabilities			
Trade and other payables	16	5,814,383	8,904,248
Provision for taxation	17	387,849	582,261
		6,202,232	9,486,509
Contingencies and commitments	18	-	-
		86,492,289	86,518,658

The annexed notes from 1 to 38 form an integral part of these financial statements.

Chief Executive Officer



Director

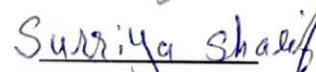
PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED**Statement of Profit or Loss****For the Year ended June 30, 2023**

	Note	2023 Rupees	2022 Rupees
Operating revenue	19	4,534,901	9,908,318
Gain/(loss) on sale of short term investments		(740,415)	429,834
Unrealized gain/(loss) on remeasurement of investments classified at FVTPL		(542,211)	226,626
		<u>3,252,275</u>	<u>10,564,778</u>
Operating and administrative expenses	20	(6,957,340)	(7,688,737)
Operating Profit / (loss)		<u>(3,705,065)</u>	<u>2,876,041</u>
Financial charges	21	(1,851)	(2,961)
Other income	22	2,094,375	229,262
Profit/(Loss) before taxation		<u>(1,612,541)</u>	<u>3,102,342</u>
Taxation	23	(415,437)	(456,946)
Profit/(Loss) after taxation		<u>(2,027,978)</u>	<u>2,645,396</u>
Earning / (loss) per share - basic	24	<u>(0.44)</u>	<u>0.57</u>

The annexed notes from 1 to 38 form an integral part of these financial statements.


Chief Executive Officer




Director

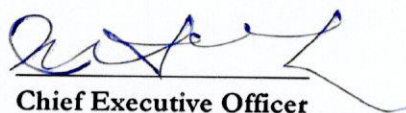
PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED

Statement of Other Comprehensive Income

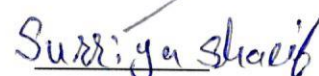
For the Year ended June 30, 2023

	Note	2023 Rupees	2022 Rupees
Profit / (loss) after taxation		(2,027,978)	2,645,396
Other comprehensive income			
Items that will not be reclassified subsequently to profit or loss			
Investments at fair value through other comprehensive income			
Fair value Gain/(Loss) arised during the period		9,285,886	2,093,876
Total comprehensive income for the year		<u>7,257,908</u>	<u>4,739,272</u>

The annexed notes from 1 to 38 form an integral part of these financial statements.


Chief Executive Officer




Director

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED

Statement of Changes in Equity

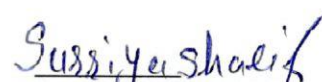
For the Year ended June 30, 2023

	Issued, subscribed and paid-up capital	Revenue reserve Accumulated profit / (loss)	Capital reserve Unrealized surplus / (deficit) on re- measurement of investments measured at FVOCI	Share deposit money	Total
Rupees.....				
Balance as at June 30, 2021	46,092,320	1,656,295	20,544,262	4,000,000	72,292,877
Total comprehensive income for the year					
Profit / (loss) for the year	-	2,645,396	-	-	2,645,396
Other comprehensive income	-	-	2,093,876	-	2,093,876
	-	2,645,396	2,093,876	-	4,739,272
Balance as at June 30, 2022	46,092,320	4,301,691	22,638,138	4,000,000	77,032,149
Total comprehensive income for the year					
Profit / (loss) for the year	-	(2,027,978)	-	-	(2,027,978)
Other comprehensive income	-	-	9,285,886	-	9,285,886
Share deposit money repayment	-	-	-	(4,000,000)	(4,000,000)
	-	(2,027,978)	9,285,886	(4,000,000)	3,257,908
Balance as at June 30, 2023	46,092,320	2,273,713	31,924,024	-	80,290,057

The annexed notes from 1 to 38 form an integral part of these financial statements.


Chief Executive Officer




Director

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED

Statement of Cash Flows

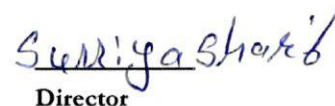
For the Year ended June 30, 2023

	Note	2023 Rupees	2022 Rupees
CASH FLOWS FROM OPERATING ACTIVITIES			
Profit/(Loss) before taxation		(1,612,541)	3,102,342
Adjustments:			
Depreciation and impairment		25,123	27,659
Amortization		-	-
Dividend income		(2,395,974)	(3,153,162)
Provision for / (reversal of provision for) doubtful debts		-	982,957
Realized loss / (gain) on sale of investments		740,415	(429,834)
Unrealized loss / (gain) on short-term investments		542,211	(226,626)
		(1,088,225)	(2,799,006)
Operating profit / (loss) before working capital changes		(2,700,766)	303,336
(Increase)/decrease in current assets			
Trade debts - net		4,052,387	(8,733,087)
Trade deposits, prepayments and other receivables		133,740	7,350,488
Other receivables		-	1,867,307
Loans and advances		(262,000)	(762,500)
Increase/(decrease) in current liabilities			
Trade and other payables		(3,089,865)	(10,797,516)
		834,262	(11,075,309)
Cash generated from / (used in) operations		(1,866,504)	(10,771,973)
Proceeds from net sales of / (acquisition of) short-term investments		4,355,463	1,110,470
Dividend received		2,395,974	3,153,162
Taxes paid		(455,984)	(1,062,256)
		6,295,453	3,201,375
Net cash generated from / (used in) from operating activities		4,428,949	(7,570,598)
CASH FLOWS FROM INVESTING ACTIVITIES			
Acquisition of computer equipment		(9,800)	(12,000)
Decrease / (increase) in long-term deposits		-	-
Net cash generated from / (used in) investing activities		(9,800)	(12,000)
CASH FLOWS FROM FINANCING ACTIVITIES			
Share deposit money received		(4,000,000)	-
Net cash generated from / (used in) financing activities		(4,000,000)	-
Net (decrease)/increase in cash and cash equivalents		419,149	(7,582,598)
Cash and cash equivalents at the beginning of the year		9,556,766	17,139,364
Cash and cash equivalents at the end of the year	13	9,975,915	9,556,766

The annexed notes from 1 to 38 form an integral part of these financial statements.


Chief Executive Officer




Director

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED

NOTES TO THE FINANCIAL STATEMENTS

For the Year ended June 30, 2023

1 LEGAL STATUS AND NATURE OF BUSINESS

Progressive Investment Management (Private) Limited (the "Company") was incorporated in Pakistan on June, 1994 as a private limited company, limited by shares, under the Companies Ordinance, 1984 (now the Companies Act, 2017). The Company's registered office is situated at G-9 (C), Mezzanine Floor Islamabad Stock Exchange Towers. The Company is a holder of Trading Rights Entitlement Certificate ("TREC") of Pakistan Stock Exchange Limited. The Company is principally engaged in the business of investment advisory, purchase and sale of securities, financial consultancy, brokerage, underwriting, portfolio management and securities research.

2 ACCOUNTING CONVENTION AND BASIS FOR PREPARATION

2.1 Statement of compliance

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards ("IFRS" or "IFRSs") issued by the International Accounting Standards Board ("IASB") as are notified under the Companies Act, 2017, provisions of or directives issued under the Companies Act, 2017, and relevant provisions of the Securities Brokers (Licensing and Operations) Regulations 2016 (the "Regulations"). In case requirements differ, the provisions or directives of the Companies Act, 2017 and/or the Regulations shall prevail.

2.2 Basis of measurement

These financial statements have been prepared under the historical cost convention, except:

- Investments in quoted equity securities (whether classified as assets at fair value through profit or loss, or at fair value through other comprehensive income), which are carried at fair value;
- Investments in unquoted equities, measured at fair value through other comprehensive income;
- Investments in associates, which are recorded in accordance with the equity method of accounting for such investments; and
- Derivative financial instruments, which are marked-to-market as appropriate under relevant accounting and reporting standards.

2.3 Standards, interpretations and amendments to published approved accounting standards

2.3.1 Standards, amendments to approved accounting standards and interpretations that are not yet effective and have not been early adopted by the company:

IAS 1	Presentation of financial statements (Amendments)	January 1, 2023 & January 1, 2024
IAS 7	Statement of Cash Flows (Amendments)	January 1, 2024
IAS 8	Accounting policies, changes in accounting estimates and errors (Amendments)	January 1, 2023
IAS 12	Income Taxes (Amendments)	January 1, 2023
IFRS 4	Insurance Contracts (Amendments)	January 1, 2023
IFRS 9	Financial Instruments: Disclosures (Amendments)	January 1, 2024
IFRS 16	Leases (Amendments)	January 1, 2024

The management anticipates that adoption of above standards, amendments and interpretations in future periods, will have no material impact on the financial statements other than in presentation / disclosures.

Further, the following new standards and interpretations have been issued by the International Accounting Standards Board (IASB), which are yet to be notified by the Securities and Exchange Commission of Pakistan (SECP), for the purpose of their applicability in Pakistan:

IFRS 1	First-time Adoption of International Financial Reporting Standards
IFRS 17	Insurance contracts
IFRIC 12	Service concession arrangements

2.4 Accounting estimates and judgments

The preparation of financial statements in conformity with approved accounting standards requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are continually evaluated and are based on historical experience as well as expectations of future events and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

Areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the Company's financial statements, are as follows:

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED
NOTES TO THE FINANCIAL STATEMENTS
For the Year ended June 30, 2023

- (i) Estimates of useful lives and residual values of items of property, plant and equipment;
- (ii) Estimates of useful lives of intangible assets;
- (iii) Allowance for credit losses;
- (iv) Fair values of unquoted equity investments;
- (v) Classification, recognition, measurement / valuation of financial instruments; and
- (vi) Provision for taxation

3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented;

3.1 Financial assets and liabilities

Financial assets

The Company classifies its financial assets at amortised cost, fair value through other comprehensive income or fair value through profit or loss on the basis of the Company's business model for managing the financial assets and the contractual cash flow characteristics of the financial asset.

Amortised Cost

Assets that are held for collection of contractual cash flows where those cash flow represents solely payments of principal and interest are measured at amortised cost. Interest income from these financial assets, impairment losses, foreign exchange gains and losses, and gain or loss arising on derecognition are recognised directly in statement of profit or loss.

Fair value through other comprehensive income

Financial assets at fair value through other comprehensive income are held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets and the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

Fair value through profit or loss

Assets that do not meet the criteria for amortised cost or fair value through other comprehensive income or assets that are designated at fair value through profit or loss using fair value option, are measured at fair value through profit or loss. A gain or loss on debt investment that is subsequently measured at fair value through profit or loss is recognised in statement of profit or loss in the period in which it arises.

Equity instrument financial assets are measured at fair value and subsequent to initial recognition changes in fair value of these financial assets are normally recognised in statement of profit or loss. Dividends from such investments continue to be recognised in statement of profit or loss when the Company's right to receive payment is established. Where an election is made to present fair value gains and losses on equity instruments in other comprehensive income there is no subsequent reclassification of fair value gains and losses to profit or loss following the derecognition of the investment.

Financial assets and liabilities are initially measured at cost, which is the fair value of the consideration given and received respectively. These financial assets and liabilities are subsequently remeasured to fair value, amortized cost or cost as the case may be. Any gain or loss on the recognition and de-recognition of the financial assets and liabilities is included in the statement of profit or loss for the period in which it arises.

Derecognition

Financial assets are derecognized when the Company loses control of the contractual rights that comprise the financial asset. Assets or liabilities that are not contractual in nature and that are created as a result of statutory requirements imposed by the Government are not the financial instruments of the Company.

Financial Liabilities

Financial liabilities are recognised at the time when the Company becomes a party to the contractual provisions of the instrument. Financial liabilities at amortised cost are initially measured at fair value less transaction costs. Financial liabilities at fair value through profit or loss are initially recognised at fair value and transaction costs are expensed on profit or loss.

Financial liabilities, other than those at fair value through profit or loss, are subsequently measured at amortised cost using the effective yield method.

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED

NOTES TO THE FINANCIAL STATEMENTS

For the Year ended June 30, 2023

Derecognition

A financial liability is derecognised when the obligation under the liability is discharged, cancelled or expired. Where an existing financial liability is replaced by another from the same lender or substantially different terms, or the terms of an existing liability are substantially modified, such an exchange and modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in respective carrying amounts is recognised in profit or loss.

3.2 Impairment

Financial Assets

The Company assesses on a forward looking basis the expected credit losses associated with its financial assets. The Company applies the simplified approach to recognise lifetime expected credit losses for trade debts, due from customers and contract assets. The Company does not track changes in credit risk, but instead recognises a loss allowance based on lifetime ECLs at each reporting date. The Company has established a provision matrix that is based on its historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment.

The Company considers a financial asset to be in default when internal or external information indicates that the Company is unlikely to receive the outstanding contractual amounts in full before taking into account any credit enhancements held by the Company. A financial asset is written off when there is no reasonable expectation of recovering the contractual cash flows.

Non-Financial Assets

The carrying amounts of non-financial assets are assessed at each reporting date to ascertain whether there is any indication of impairment. If such an indication exists, the asset's recoverable amount is estimated to determine the extent of impairment loss, if any. An impairment loss is recognized as an expense in the profit or loss. The recoverable amount is the higher of an asset's fair value less cost of disposal and value-in-use. Value-in-use is ascertained through discounting of the estimated future cash flows using a discount rate that reflects current market assessments of the time value of money and the risk specific to the assets. For the purpose of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). An impairment loss is reversed if there is a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization, if no impairment loss had been recognized.

3.3 Property and equipment

Items of property and equipment are stated at cost less accumulated depreciation (if any) and impairment losses (if any). Cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. Where such subsequent costs are incurred to replace parts and are capitalized, the carrying amount of replaced parts is derecognized. All other repair and maintenance expenditures are charged to profit or loss during the year in which they are incurred.

Depreciation on all items of property and equipment is calculated using the reducing balance method, in accordance with the rates specified in note 4 to these financial statements and after taking into account residual value, if material. Residual values and useful lives are reviewed and adjusted, if appropriate, at each balance sheet date. Depreciation is charged on an asset from when the asset is available for use until the asset is disposed of.

An item of property and equipment is derecognized upon disposal or when no future benefits are expected from its use or disposal. Any gain or loss arising on asset derecognition (calculated as the difference between net disposal proceeds and the carrying amount of the asset) is included in the statement of profit or loss account in the year in which the asset is derecognized.

3.4 Intangible assets

Intangible assets with indefinite useful lives, including Trading Right Entitlement Certificate ("TREC"), are stated at cost less accumulated impairment losses, if any. An intangible asset is considered as having an indefinite useful life when, based on an analysis of all relevant factors, there is no foreseeable limit to the period over which the asset is expected to generate net cash inflows for the Company. An intangible asset with an indefinite useful life is not amortized. However, it is tested for impairment at each balance sheet date or whenever there is an indication that the asset may be impaired. Gains or losses on disposal of intangible assets, if any, are recognized in the statement of profit or loss account during the year in which the assets are disposed of.

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED

NOTES TO THE FINANCIAL STATEMENTS

For the Year ended June 30, 2023

3.5 Investment property

Property that is held for long-term rental yields or for capital appreciation or for both (but not for sale in the ordinary course of business), used in the supply of services or for administrative purposes is classified as investment property. Investment property is initially measured at its cost, including related transaction costs and borrowing costs, if any.

Subsequent expenditure is capitalized to the asset's carrying amount only when it is probable that future economic benefits associated with the expenditure will flow to the Company and the cost of the item can be measured reliably. All other repairs and maintenance costs are expensed when incurred. When part of an investment property is replaced, the carrying amount of the replaced part is derecognized.

For the purpose of subsequent measurement, the Company determines with sufficient regularity the fair value of the items of investment property based on available active market prices, adjusted, if necessary, for any difference in the nature, location or condition of the specific asset. Valuations wherever needed are performed as of the reporting date by professional valuers who hold recognized and relevant professional qualifications and have recent experience in the location and category of the investment property being valued. These valuations form the basis for the carrying amounts in the financial statements.

The fair value of investment property does not reflect future capital expenditure that will improve or enhance the property and does not reflect the related future benefits from this future expenditure other than those a rational market participant would take into account when determining the value of the property. Changes in fair values are recognized in the profit and loss account.

3.6 Offsetting of financial assets and liabilities

Financial assets and liabilities are offset (and the net amount is reported in the financial statements) when the Company has a legally enforceable right to offset the recognized amounts and the Company intends to either settle on a net basis or to realize the assets and settle the liabilities simultaneously. When financial assets and financial liabilities are offset in the statement of financial position, the related income and expense items are also offset in the statement of income, unless specifically prohibited by an applicable accounting standard.

3.7 Investment in associates

Associates are all entities over which the Company has significant influence but not control. Investments in associates where the Company has significant influence are accounted for using the equity method of accounting. Under the equity method of accounting, investments in associates are initially recognized at cost and the carrying amount of investment is increased or decreased to recognize the Company's share of the associate's post-acquisition profits or losses in income, and its share of the post-acquisition movement in reserves is recognized in other comprehensive income.

3.8 Taxation

Current

Provision for current taxation is based on taxable income for the year determined in accordance with the prevailing law for taxation of income. The charge for current tax is calculated using rates enacted or substantively enacted at the reporting date, and takes into account tax credits, exemptions and rebates available, if any. The charge for current tax also includes adjustments, where necessary, relating to prior years which arise from assessments framed / finalized during the year.

Deferred

Deferred tax is recognized using the balance sheet liability method in respect of temporary differences arising from differences between the carrying amounts of assets and liabilities used for financial reporting purposes and amounts used for taxation purposes. Deferred tax is calculated using rates that are expected to apply to the period when the differences reverse based on tax rates that have been enacted or substantively enacted by the balance sheet date. In this regard the effects on deferred taxation on the portion of income expected to be subject to final tax regime is adjusted in accordance with the requirements of Accounting Technical Release-27 of the Institute of Chartered Accountants of Pakistan.

Deferred tax liabilities are recognized for all taxable temporary differences. A deferred tax asset is recognized only to the extent that it is probable that future taxable profits will be available against which the asset can be utilized. Deferred tax asset is reduced to the extent that it is no longer probable that the related tax benefits will be realized.

Deferred tax is charged or credited to the income statement, except in the case of items credited or charged to comprehensive income or equity, in which case it is included in comprehensive income or equity. There is a minor difference between carrying values and tax base so deferred tax is not booked in current year.

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED

NOTES TO THE FINANCIAL STATEMENTS

For the Year ended June 30, 2023

3.9 Cash and cash equivalents

Cash and cash equivalents are carried at cost and include cash in hand, balances with banks in current and deposit accounts, stamps in hand, other short-term highly liquid investments with original maturities of less than three months and short-term running finances.

3.10 Trade and other payables

Trade and other payables are recognized initially at fair value plus directly attributable cost, if any, and subsequently measured at amortized cost using the effective interest method. They are classified as current if payment is due within twelve months of the reporting date, and as non-current otherwise.

3.11 Provisions

Provisions are recognized when the Company has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the obligation can be made. The amount recognized represents the best estimate of the expenditure required to settle the obligation at the balance sheet date. Provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimate.

3.12 Borrowings

These are recorded at the proceeds received. Finance costs are accounted for on accrual basis and are disclosed as accrued interest / mark-up to the extent of the amount unpaid at the reporting date.

3.13 Borrowing costs

Borrowing costs are recognized as an expense in the period in which these are incurred except to the extent of borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset. Such borrowing costs, if any, are capitalized as part of the cost of the relevant asset.

3.14 Fiduciary assets

Assets held in trust or in a fiduciary capacity by the Company are not treated as assets of the Company.

3.15 Trade and settlement date accounting

All "regular way" purchases and sales of listed securities are recognized on the trade date, i.e. the date that the Company commits to purchase/ sell the asset. Regular way purchase or sale of financial assets are those, the contract for which requires delivery of assets within the time frame established generally by regulation or convention in the market place concerned.

3.16 Revenue recognition

Revenue is recognized to the extent that it is probable that economic benefits will flow to the Company and the amount of revenue can be measured reliably. Revenue is measured at the fair value of the consideration received or receivable, net of any direct expenses. Revenue is recognized on the following basis:

- Brokerage and commission income is recognized when brokerage services are rendered.
- Dividend income is recognized when the right to receive the dividend is established.
- Return on deposits is recognized using the effective interest method.
- Income on fixed term investments is recognized using the effective interest method.
- Gains / (losses) arising on sale of investments are included in the profit and loss account in the period in which they arise.
- Unrealized capital gains / (losses) arising from marking to market financial assets are included in profit and loss (for assets measured at FVTPL) or OCI (for assets measured at FVOCI) during the period in which they arise.

3.17 Foreign currency transactions

Monetary assets and liabilities in foreign currencies are translated into functional currency at the rates of exchange prevailing at the balance sheet date. Transactions in foreign currencies are translated into functional currency at the rates of exchange prevailing on the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognized in income.

3.18 Functional and presentation currency

Items included in the financial statements are measured using the currency of the primary economic environment in which the Company operates. The financial statements are presented in Pakistani Rupee, which is the Company's functional and presentation currency.

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED

NOTES TO THE FINANCIAL STATEMENTS

For the Year ended June 30, 2023

3.19 Derivative financial instruments

Derivative financial instruments are recognized at their fair value on the date on which a derivative contract is entered into. Subsequently, any changes in fair values arising on marking to market of these instruments are taken to the profit and loss account.

3.20 Related party transactions

All transactions involving related parties arising in the normal course of business are conducted and recorded at rates that are not less than market.

3.21 Capital Management

The company's policy is to maintain a strong capital base so as to maintain investor, creditor and market confidence and to sustain future development of the business. The board of directors monitors the return on capital and level of dividends to ordinary shareholders. The company seeks to keep a balance between the higher return that might be possible with higher level of borrowings and the advantages and security afforded by a sound capital position. There were no changes in the company's approach to capital management during the year. Further the company is not subject to externally imposed capital requirements.

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED
NOTES TO THE FINANCIAL STATEMENTS
For the Year ended June 30, 2023

4 PROPERTY AND EQUIPMENT

Particulars	2023									
	Cost			Accumulated Depreciation			Net Book Value as at 30 June 2023		Rate of Depreciation %age	
	As at 1 July 2022	Additions	Disposals	As at 30 June 2023	As at 1 July 2022	Disposals	For the year	As at 30 June 2023		
	Rupees									
Office Equipment	164,170	-	-	164,170	144,743	-	1,943	146,686	17,484	10
Computer Equipment	437,406	9,800	-	447,206	391,822	-	16,245	408,067	39,139	30
Furniture and fixtures	354,500	-	-	354,500	322,545	-	3,196	325,741	28,759	10
Office renovation	758,521	-	-	758,521	743,567	-	3,739	747,306	11,215	25
	1,714,597	9,800	-	1,724,397	1,602,677	-	25,123	1,627,800	96,597	

Particulars	2022									
	Cost			Accumulated Depreciation			Net Book Value as at 30 June 2022		Rate of Depreciation %age	
	As at 1 July 2021	Additions	Disposals	As at 30 June 2022	As at 1 July 2021	Disposals	For the year	As at 30 June 2022		
	Rupees									
Office Equipment	164,170	-	-	164,170	142,584	-	2,159	144,743	19,427	10
Computer Equipment	425,406	12,000	-	437,406	374,857	-	16,965	391,822	45,584	30
Furniture and fixtures	354,500	-	-	354,500	318,994	-	3,551	322,545	31,955	10
Office renovation	758,521	-	-	758,521	738,582	-	4,985	743,567	14,954	25
	1,702,597	12,000	-	1,714,597	1,575,017	-	27,659	1,602,677	111,920	

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED

NOTES TO THE FINANCIAL STATEMENTS

For the Year ended June 30, 2023

5 INTANGIBLE ASSETS

Trading Rights Entitlement Certificate ("TREC")
Back office software

Impairment

Note	2023 Rupees	2022 Rupees
5.1	2,500,000	2,500,000
	-	-
	2,500,000	2,500,000
	-	-
	<u>2,500,000</u>	<u>2,500,000</u>

5.1 Pursuant to the Stock Exchange (Corporatization, Demutualization and Integration) Act, 2012, stock exchanges operating as guarantee limited companies were converted to public limited companies. Ownership rights in exchanges were segregated from the right to trade on an exchange. As a result of such demutualization and corporatization, the Company received shares of the relevant exchange and a Trading Rights Entitlement Certificate ("TREC") against its membership card.

The TREC has been recorded as an indefinite-life intangible asset pursuant to the provisions and requirements of IAS 38. As the TREC is not a commonly tradable instrument, the value approved by the Board of Directors of the Pakistan Stock Exchange Limited ("PSX") post-mutualization was used as the initial value of the intangible. The TREC, which has been pledged with the PSX to meet Base Minimum Capital ("BMC") requirements, is assessed for impairment in accordance with relevant approved accounting standards.

Vide its notice dated November 10, 2017 Ref no. PSX/N-7178, the PSX revised the notional value of the TREC to PKR 2.5 million. As a result, the Company recognized an impairment loss on the TREC in the amount of PKR 1.5 million in fiscal year 2018. Since then there is no change in the notional value of the TRE Certificate till 30 June 2023.

6 LONG-TERM INVESTMENTS

Investments at fair value through OCI

ISE REIT Management Company Limited (unquoted) - at fair value
Adjustment for remeasurement to fair value

Note	2023 Rupees	2022 Rupees
6.1	52,984,168	50,890,292
	9,285,886	2,093,876
	<u>62,270,054</u>	<u>52,984,168</u>

6.1 As a result of the demutualization and corporatization of stock exchanges as detailed in note 5.1, the Company received 3,034,603 shares at Rs.10 each share, of ISE Towers REIT Management Limited. Of these, 60% (1,820,762 shares) were held in a separate Central Depository Company Limited ("CDC") sub-account, blocked until they are sold to strategic investors, financial institutions and/or the general public. The remaining shares (40% of total, or 1,213,841 shares) were allotted to the Company.

These shares are neither listed on any exchange nor are they actively traded. As a result, fair value has been estimated by reference to the latest break-up value of Rs. 20.52 according to audited financial statements of ISE REIT Management Company Limited for the year ended June 30, 2023 (2022: Rs. 17.46) or net asset value per share of these shares notified by ISE Towers REIT Management Limited.

Out of total shares 2,847,650 shares are pledged with Pakistan Stock Exchange for the purpose of Base Minimum Capital (BMC) requirement. Fair value of the shares pledged as at 30th June, 2023 is Rs 58,433,778.

7 LONG-TERM DEPOSITS

Central Depository Company Limited
National Clearing Company of Pakistan Limited

2023 Rupees	2022 Rupees
100,000	100,000
1,400,000	1,400,000
<u>1,500,000</u>	<u>1,500,000</u>

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED
NOTES TO THE FINANCIAL STATEMENTS
For the Year ended June 30, 2023

8 TRADE DEBTS

Considered good - unsecured

Less: Allowance for ECL on trade debts

Note	2023 Rupees	2022 Rupees
8.2	5,250,783	10,809,720
8.1	(305,947)	(1,812,497)
	<u>4,944,836</u>	<u>8,997,223</u>

8.1 Allowance for ECL on trade debts:

Opening balance (as at July 1)

Charged to profit or loss during the year

Allowance increased/(reversed) during the year

Bad debts written off during the year

Closing balance (as at June 30)

	1,812,497	829,540
	-	982,957
	<u>1,812,497</u>	<u>1,812,497</u>
	(1,506,550)	-
	-	-
	<u>305,947</u>	<u>1,812,497</u>

8.2 Trade debts include due from related party as follows:

Muhammad Sharif

Sara Sharif

Surriya Sharif

Less: Allowance for ECL

Note	2023 Rupees	2022 Rupees
	-	3,027,079
	66,302	-
	10,085	11,590
	<u>76,387</u>	<u>3,038,669</u>
	-	-
	<u>76,387</u>	<u>3,038,669</u>

8.3 The aging of receivable from related party as at the reporting date is as follows:

Not past due

Past due 0 - 30 days

Past due 31 - 90 days

Past due 91 - 1 year

Past due more than 1 year

Impairment

	-	3,027,079
	66,302	11,590
	-	-
	10,085	-
	-	-
	<u>76,387</u>	<u>3,038,669</u>
	-	-
	<u>76,387</u>	<u>3,038,669</u>

8.4 The maximum aggregate amount outstanding by reference to month end balances is Rs.7,733,754 (2022: Rs. 6,802,391).

9 TRADE DEPOSITS, PREPAYMENTS & OTHER RECEIVABLES

Margin deposits-Ready Market

Other deposits-ISE REIT Management Co. Ltd

Receivable from NCCPL

Margin Deposit- NCSS futures and other receivables

2023 Rupees	2022 Rupees
310,000	175,000
120,960	120,960
529,161	-
942,039	1,739,940
<u>1,902,160</u>	<u>2,035,900</u>

10 LOANS AND ADVANCES

Loan to employees

Note	2023 Rupees	2022 Rupees
	<u>1,024,500</u>	<u>762,500</u>

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED

NOTES TO THE FINANCIAL STATEMENTS

For the Year ended June 30, 2023

11 INCOME TAX REFUNDABLE

Note	2023 Rupees	2022 Rupees
Opening balance (as at July 1)	967,035	883,844
Add: Current year additions	418,084	524,067
	1,385,119	1,407,911
Less: Adjustment against provision for taxation	(571,949)	(440,876)
Balance at the end of the year	813,170	967,035

12 SHORT TERM INVESTMENTS

Investments at fair value through profit or loss

Investments in listed securities

Cost	2,007,268	6,876,520
Fair value adjustment	(542,211)	226,626
	1,465,057	7,103,146

Market Values

Artistic Denim: 500 (2022: 500) Shares	28,545	28,000
Kot Addu Power Company Limited: 50,640 (2022: Nil)	1,053,312	-
The Searl Company Limited: 10,000 (2022: Nil)	383,200	-
Engro Fertilizer Nil(2022: 40,000) Shares	-	3,545,600
Fauji Fertilizer Nil(2022: 12,000) Shares	-	1,322,640
Gul Ahmed Textile Nil (2022: 20,000) Shares	-	676,200
Pak Oil Fields Nil(2022: 2,500) Shares	-	1,014,525
Pakistan State Oil Nil (2022: 3,000) Shares	-	515,520
Pakistan Telecom Nil (2022: 95) Shares	-	661
	1,465,057	7,103,146

12.1 Fair value of the securities pledged with NCCPL for the purpose of exposure requirement under Risk Management System of PSX is 1,319,200.

13 CASH AND BANK BALANCES

Cash in hand		895,973	768,161
Cash at bank			
Saving accounts	13.2	4,222,601	-
Current accounts	13.1	4,857,341	8,788,605
		9,975,915	9,556,766

13.1 Cash in current accounts includes customers' assets in the amount of PKR 4,794,052 (2022: PKR 8,658,766) held in designated bank accounts.

13.2 Effective markup rate in respect of saving accounts for the year ranges from 13.5% to 20.55% (2022: 8% to 13.5%).

14 ISSUED, SUBSCRIBED AND PAID-UP CAPITAL

14.1 Authorized capital

5,000,000 (2022: 5,000,000) ordinary shares of PKR 10 each.

14.2 Issued, subscribed and paid-up share capital

4,609,232 (2022: 4,609,232) ordinary shares of PKR 10/- each, issued for cash

2023 Rupees	2022 Rupees
50,000,000	50,000,000
46,092,320	46,092,320
46,092,320	46,092,320

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED
NOTES TO THE FINANCIAL STATEMENTS
For the Year ended June 30, 2023

14.3 Shareholders holding 5% or more of total shareholding

	Number of Shares		Percentage	
	2023	2022	2023	2022
Mr. Muhammad Sharif	2,193,232	2,193,232	48%	48%
Mrs. Suraiya Sharif	844,000	844,000	18%	18%
Mr. Ahmed Sharif	844,000	844,000	18%	18%
Ms. Sara Sharif	364,000	364,000	8%	8%
Mrs. Sadia Sharif	364,000	364,000	8%	8%

14.4 The shareholders' are entitled to receive all distributions to them including dividend and other entitlements in the form of bonus and right shares as and when declared by the company. All shares carry "one vote" per share without restriction. There is no movement in share capital during the year.

15 DEFERRED LIABILITIES

15.1 Deferred Taxation

Deferred tax liabilities / (assets) arising due to taxable /(deductible) temporary differences are as follows:

	2023 Rupees	2022 Rupees
Taxable temporary differences (deferred tax liabilities):		
Accelerated tax depreciation	6,366	8,423
Short term investments	-	28,328
Deductible temporary differences (deferred tax assets):		
ECL on Trade debts	(88,725)	(525,624)
Deferred tax on minimum tax	(232,692)	(319,796)
Short term investments	(134,746)	-
Brought forward tax losses	(3,063,795)	(1,838,981)
	(3,513,592)	(2,647,650)

16.1.1 As at June 30, 2023, deferred tax asset amounting to Rs. 3,513,592 (June 30, 2022: Rs. 2,647,650 has not been recognized in these financial statements as the Company does not foresee sufficient taxable profits in future.

16 TRADE AND OTHER PAYABLES

	Note	2023 Rupees	2022 Rupees
Trade creditors	16.1	5,404,636	7,468,937
NCCPL payable		-	1,052,259
Accrued expenses and other payables		40,588	34,176
Auditor's remuneration payable		137,500	137,500
NCSS future payable		117,630	-
NCCPL DFC payable		98,499	125,140
Other payable		15,530	86,236
		5,814,383	8,904,248

16.1 This includes PKR 773,092 (2022: PKR NIL) due to related parties.

17 PROVISION FOR TAXATION

	Note	2023 Rupees	2022 Rupees
Balance at the beginning of the year		582,261	1,084,137
Add: current year provision		415,437	456,946
		997,698	1,541,083
Less: Paid/Adjustment against advance tax		(609,849)	(958,822)
Balance at the end of the year		387,849	582,261

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED

NOTES TO THE FINANCIAL STATEMENTS

For the Year ended June 30, 2023

18 CONTINGENCIES AND COMMITMENTS

18.1 Commitments

For purchase of shares

For sale of shares

Note	2023 Rupees	2022 Rupees
------	----------------	----------------

87,726

693,289

231,499

186,770

19 OPERATING REVENUE

Brokerage income

Dividend income

2,138,927

6,755,156

2,395,974

3,153,162

4,534,901

9,908,318

20 OPERATING & ADMINISTRATIVE EXPENSES

Staff salaries, allowances and other benefits

Directors' remuneration

Communication expense

Postage and courier charges

Entertainment

Printing and stationery

Rent

CDC trading charges

NCCPL trading charges

Provision for doubtful debts

PSX trading charges

Fee and subscription

Legal and professional charges

Auditor's remuneration

Accounting Software Maintenance Charges

Depreciation

Amortization

Note	2023 Rupees	2022 Rupees
------	----------------	----------------

2,958,200

2,600,500

25

600,000

655,000

289,065

259,724

42,333

25,674

231,567

210,260

115,525

118,686

1,424,795

1,357,846

87,502

114,209

266,025

449,644

-

982,957

320,550

406,253

50,000

-

302,135

238,305

20.1

137,500

137,500

107,020

104,520

4

25,123

27,659

-

-

6,957,340

7,688,737

20.1. Auditor's remuneration

Statutory audit

Certifications and other charges

137,500

137,500

-

-

137,500

137,500

21 FINANCIAL CHARGES

Bank and other charges

Note	2023 Rupees	2022 Rupees
------	----------------	----------------

1,851

2,961

1,851

2,961

22 OTHER INCOME

Profit on NCCPL Deposits

Profit on bank deposit

Sundry / miscellaneous income

Provision for doubtful debt reversal

Note	2023 Rupees	2022 Rupees
------	----------------	----------------

167,175

209,251

378,318

-

42,332

20,011

1,506,550

-

2,094,375

229,262

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED

NOTES TO THE FINANCIAL STATEMENTS

For the Year ended June 30, 2023

23 TAXATION

Current tax expense / (income)

For the year

Prior years

Note	2023 Rupees	2022 Rupees
	386,133	582,261
	29,304	(125,315)
	<u>415,437</u>	<u>456,946</u>

- 23.1 Reconciliation of applicable rate and effective rate of tax has not been made due to the application of minimum tax u/s 113 in current year.

24 EARNINGS / (LOSS) PER SHARE-BASIC

Basic earning per share is calculated by dividing profit after tax for the year by the weighted average number of shares outstanding during the period, as follows:

Note	2023 Rupees	2022 Rupees
Profit / (loss) after taxation, attributable to ordinary shareholders	<u>(2,027,978)</u>	<u>2,645,396</u>
Weighted average number of ordinary shares in issue during the year	<u>4,609,232</u>	<u>4,609,232</u>
Earnings / (loss) per share	<u>(0.44)</u>	<u>0.57</u>

No figure for diluted earnings per share has been presented as the Company has not issued any dilutive instruments carrying options which would have an impact on earnings per share when exercised.

25 REMUNERATION OF CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

The aggregate amounts charged in the financial statements for remuneration, including benefits, to the chief executive, directors and executives of the Company as per the terms of their employment are as follows:

	2023		2022	
	Remuneration	No. of persons	Remuneration	No. of persons
Chief Executive Officer	600,000	1	655,000	1
Directors	-	-	-	-

No person falls under the definition of executive.

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED
NOTES TO THE FINANCIAL STATEMENTS
For the Year ended June 30, 2023

26 FAIR VALUE OF FINANCIAL INSTRUMENTS BY CATEGORY

2023				
	Amortized cost	FVOCI	FVTPL	Total
Rupees				
ASSETS				
Non-current assets				
Long term deposits	1,500,000	-	-	1,500,000
Long term investments	-	62,270,054	-	62,270,054
Current assets				
Short-term investments	-	-	1,465,057	1,465,057
Trade debts - net	4,944,836	-	-	4,944,836
Trade deposits, prepayments and other receivables	1,902,160	-	-	1,902,160
Loans and advances	1,024,500	-	-	1,024,500
Cash and bank balances	9,975,915	-	-	9,975,915
LIABILITIES				
Current liabilities				
Trade and other payables	5,814,383	-	-	5,814,383

2022				
	Amortized cost	FVOCI	FVTPL	Total
Rupees				
ASSETS				
Non-current assets				
Long-term deposits	1,500,000	-	-	1,500,000
Long term investments	-	52,984,168	-	52,984,168
Current assets				
Short-term investments	-	-	7,103,146	7,103,146
Trade debts - net	8,997,223	-	-	8,997,223
Trade deposits, prepayments and other receivables	2,035,900	-	-	2,035,900
Loans and advances	762,500	-	-	762,500
Cash and bank balances	9,556,766	-	-	9,556,766
LIABILITIES				
Current liabilities				
Trade and other payables	8,904,248	-	-	8,904,248

The basis for determining fair values is as follows:

Interest rates used for determining fair value

The interest rates used to discount estimated cash flows, when applicable, are based on the government yield curve at the reporting date plus an adequate credit spread. Since the majority of the financial assets are fixed rate instruments, there is no significant difference in market rate and the rate of instrument, fair value significantly approximates to carrying value.

26.1 Fair value hierarchy

The table below analyzes financial assets that are measured at fair value, by valuation method. The different levels have been defined as follows

- Level 1 : Quoted prices in active markets for identical assets and liabilities;
- Level 2 : Observable inputs; and
- Level 3 : Unobservable inputs.

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED
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For the Year ended June 30, 2023

The Company held the following financial assets at fair value:

		Level 1	Level 2	Level 3	Total
		-----Rupees-----			
<u>June 30, 2023</u>	<u>Note</u>				
At fair value through other comprehensive income					
Long Term Investments	26.2.1	-	62,270,054	-	<u>62,270,054</u>
At fair value through profit or loss					
Short Term Investments	26.2.2	<u>1,465,057</u>	-	-	<u>1,465,057</u>
<u>June 30, 2022</u>					
At fair value through other comprehensive income					
Long Term Investments		-	52,984,168	-	<u>52,984,168</u>
At fair value through profit or loss					
Short Term Investments		<u>7,103,146</u>	-	-	<u>7,103,146</u>

26.2 Determination of fair values

A number of the Company's accounting policies and disclosures require the determination of fair value, for both financial and non-financial assets and liabilities. Fair values have been determined for measurement and/or disclosure purposes based on the following methods:

26.2.1 Long Term Investments

These shares are neither listed on any exchange nor are they actively traded. As a result, fair value has been estimated by reference to the latest break-up value according to audited financial statements of ISE REIT Management Company Limited for the year ended June 30, 2023.

26.2.2 Short Term Investments

The fair value of held for trading investment is determined by reference to their quoted closing value at the reporting date.

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED

NOTES TO THE FINANCIAL STATEMENTS

For the Year ended June 30, 2023

27 FINANCIAL RISK MANAGEMENT

27.1 Risk management framework

The Director / Chief Executive has overall responsibility for the establishment and oversight of the Company's risk management framework. He is also responsible for developing and monitoring the Company's risk management policies, which are monitored and assessed for effectiveness throughout the year. The Company's risk management policies are established to identify and analyze the risks faced by the Company, to set appropriate risk limits and to establish internal control over risk. Through its training and management standards and procedures, the Company aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

The Company's activities are exposed to a variety of financial risks: market risk, credit risk and liquidity risk. The Company has established adequate procedures to manage each of these risks as explained below.

27.2 Market risk

Market risk is the risk that the value of financial instruments may fluctuate as a result of changes in market interest rates, changes in the credit rating of the issuer of the instruments, change in market sentiments, speculative activities, supply and demand of securities and/or changes in liquidity in the market.

Market risk comprises of three types of risk: currency risk, interest rate risk and other price risk.

27.2.1 Currency risk

Currency risk mainly arises where receivables and payables exist due to transactions with foreign undertakings. The Company is not exposed to major foreign exchange risk in this respect.

27.2.2 Interest rate risk

Yield risk is the risk of decline in earnings due to adverse movements of the yield curve. Interest rate risk is the risk that the value of the financial instruments will fluctuate due to changes in market interest rates. Sensitivity to interest / mark-up rate risk arises from mismatches or gaps in the amounts of interest / mark-up based assets and liabilities that mature or reprice in a given period. The Company manages this risk by matching the maturity / repricing of financial assets and liabilities through appropriate policies.

27.2.3 Price risk

Price risk is the risk that the fair value of financial instruments will fluctuate as a result of changes in market prices, whether such changes are due to factors specific to individual financial instruments (including factors specific to issuers of such instruments) or due to macroeconomic or other factor affecting similar financial instruments being traded in the market.

The Company is exposed to price risk in respect of investments carried at fair value (whether as available-for-sale investments or as instruments at fair value through profit or loss). Such price risk comprises both the risk that price of individual equity investments will fluctuate and the risk that there will be an index-wide movement in prices. Measures taken by the Company to monitor, manage and mitigate price risk include daily monitoring of movements in stock indexes (such as the KSE 100 index) as well as of the correlation between the Company's investment portfolio with stock indexes.

27.3 Credit risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. Concentration of credit risk arises when a number of counterparties are engaged in similar business activities or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political, or other conditions. Concentrations of credit risk indicate the relative sensitivity of the Company's performance to developments affecting a particular industry.

Credit risk of the Company arises from deposits with banks and financial institutions, trade debts, loans and advances, investments and other receivables. The carrying amount of financial assets represents the maximum credit exposure, although this maximum is a theoretical formulation as the Company frequently holds collateral against potential credit losses.

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED

NOTES TO THE FINANCIAL STATEMENTS

For the Year ended June 30, 2023

Measures taken by management to manage and mitigate credit risk include:

- Development of and compliance with risk management, investment and operational policies / guidelines (including guidelines in respect of entering into financial contracts);
- Assignment of trading limits to clients in accordance with their net worth;
- Collection / maintenance of sufficient and proper margins from clients;
- Initial and ongoing client due diligence procedures, where clients' financial position, past experience and other factors are considered;
- Collection and maintenance of collateral if, as and when deemed necessary and appropriate;
- Diversification of client and investments portfolios; and
- Engagement with creditworthy / high credit rating parties such as banks, clearing houses and stock exchanges.

The Company continually monitors the quality of its debtor portfolio, both on an individual and portfolio basis, and provides against credit losses after considering the age of receivables, nature / quantum of collateral and debtor-specific factors (such as creditworthiness and repayment capacity).

The carrying amount of financial assets, which represents the maximum credit exposure before consideration of collateral and counterparty creditworthiness, is as specified below:

	2023 Rupees	2022 Rupees
Long term investments	62,270,054	52,984,168
Long term deposits	1,500,000	1,500,000
Trade debts - net	4,944,836	8,997,223
Trade deposits, prepayments and other receivables	1,902,160	2,035,900
Loans and advances	1,024,500	762,500
Short term investments	1,465,057	7,103,146
Cash and bank balances	9,079,942	8,788,605
	82,186,549	82,171,542

27.3.1 Aging and movement in Impairment losses

The aging of receivables as at the reporting date is as follows:

	2023 Rupees	2022 Rupees
Not past due	3,422	2,354
Past due 0 - 30 days	3,715,950	9,593,279
Past due 31 - 90 days	767,045	574,782
Past due 91 - 1 year	764,366	531,678
Past due more than 1 year	-	6,645
	5,250,783	10,708,738
Impairment	(305,947)	(1,812,497)
	4,944,836	8,896,241

The movement in allowance for impairment in respect of receivables during the year is as follows:

As at beginning of the year	1,812,497	829,540
Impairment loss recognized	-	982,957
Impairment loss reversed	(1,506,550)	-
Bad debts written off	-	-
As at end of the year	305,947	1,812,497

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED

NOTES TO THE FINANCIAL STATEMENTS

For the Year ended June 30, 2023

27.4 Liquidity Risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations, settled by delivering cash or another financial asset, as they fall due. Prudent liquidity risk management requires the maintenance of sufficient cash and marketable securities, the availability of adequate funds through committed credit facilities and the ability to close out market positions due to the dynamic nature of the business and the industry it operates in. The Company finances its operations through equity and, as and when necessary, borrowings, with a view to maintaining an appropriate mix between various sources of financing. The table below classifies the Company's financial liabilities into relevant maturity groupings based on the time to contractual maturity date, as at the balance sheet date. The amounts in the table are contractual undiscounted cash flows.

Financial liabilities

Trade and other payables
Total

As at June 30, 2023		
Carrying amount	Within one year	More than one year
5,814,383	5,814,383	-
5,814,383	5,814,383	-

Financial liabilities

Trade and other payables
Total

As at June 30, 2022		
Carrying amount	Within one year	More than one year
8,904,248	8,904,248	-
8,904,248	8,904,248	-

The Company does not expect that the timing or quantum of cash flows outlined in the table above will change significantly, and as a result expects to be able to fulfill its obligations as they come due.

27.5 Other Price Risk

Other price risk represents the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market. The company is not exposed to commodity price risk as it does not hold financial instruments based commodity prices.

28 CAPITAL RISK MANAGEMENT

The Company's objective in managing capital is to ensure that the Company is able to continue as a going concern so that it can continue to provide adequate returns to shareholders and benefits to other stakeholders, and to maintain an optimal capital structure to reduce the cost of capital. As well, the Company has to comply with capital requirements as specified under the Securities Brokers (Licensing and Operations) Regulations, 2016 (as well as other relevant directives from regulating bodies issued from time to time). Consistent with industry practice, the Company manages its capital risk by monitoring its debt levels and liquid assets, keeping in view future investment requirements.

29 SHARES HELD IN CUSTOMERS SUB ACCOUNTS IN CENTRAL DEPOSITORY SYSTEM

Number of customers' shares held in Central Depository System and customers' shares pledged with financial institutions as at June 30, 2023 is 8,395,063 and nil respectively. The value of these shares held with central depository system as at June 30, 2023 is Rs. 109,564,824.

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED
NOTES TO THE FINANCIAL STATEMENTS
For the Year ended June 30, 2023

30 RELATED PARTY TRANSACTIONS

The related parties of the Company comprise of shareholders/ directors, key management personnel, entities with common shareholding, entities over which the directors are able to exercise influence and entities under common directorship. Transactions with related parties other than the remuneration of Directors and key management personnel as disclosed in note 25 to these financial statements is as follows:

Other transactions are disclosed in below note:

2023			
	Chief Executive/ Director	Other related parties	Total
	Rupees		
Purchase of marketable securities for and on behalf of	2,019,048,404	-	2,019,048,404
Sale of marketable securities for and on behalf of	2,015,900,480	-	2,015,900,480
Brokerage income	685,172	-	685,172
Receipts during the year	9,846,926	-	9,846,926
Payments during the year	2,800,775	-	2,800,775

2022			
	Chief Executive/ Director	Other related parties	Total
	Rupees		
Purchase of marketable securities for and on behalf of	3,559,684,871	-	3,559,684,871
Sale of marketable securities for and on behalf of	3,550,487,316	-	3,550,487,316
Brokerage income	799,490	-	799,490
Receipts during the year	8,385,400	-	8,385,400
Payments during the year	1,770,600	-	1,770,600

31 EVENTS AFTER REPORTING PERIOD

No events occurred after the reporting period that would require adjustment or disclosure in the financial statements.

32 NUMBER OF EMPLOYEES

Total number of employees at the end of year was 8 (2022: 5). Average number of employees was 8 (2022: 5)

33 RE-CLASSIFICATION AND RE-ARRANGEMENTS

Corresponding figures have been reclassified and re-arranged wherever necessary to reflect more appropriate presentation of events and transactions for the purpose of comparison, and in order to improve compliance with disclosure requirements.

34 STATEMENT OF NET CAPITAL BALANCE

Net capital requirements of the Company are set and regulated by Pakistan Stock Exchange Limited. These requirements are put in place to ensure sufficient solvency margins and are based on excess of current assets over current liabilities. The Net Capital Balance as required under Third Schedule of Securities and Exchange Rules, 1971 read with the SECP guidelines is calculated as follows:

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED
NOTES TO THE FINANCIAL STATEMENTS
For the Year ended June 30, 2023

		Notes	AMOUNT (Rupees)
<u>CURRENT ASSETS</u>			
Cash and Bank Account balance		34.2	9,975,915
Trade Receivables		34.3	786,492
Investment in Listed Securities in the name of Broker		34.4	1,245,298
Securities purchased for clients	4,464,291		
Less: Provision for bad debts	305,947		4,158,344
Any Other Current Assets:			942,039
Margin Deposit- NCSS futures and other receivables			-
Receivable from NCCPL			310,000
Margin deposits-Ready Market			<u>17,418,088</u>
<u>CURRENT LIABILITIES</u>			AMOUNT (Rupees)
Trade Payables		34.5	2,334,713
Other Liabilities		34.6	3,867,519
			<u>6,202,232</u>
			<u>11,215,856</u>

NET CAPITAL BALANCE

34.1 Basis of Accounting

This statement of Net Capital Balance has been prepared in accordance with the requirement of Third Schedule read with rule 2(d) of Securities and Exchange Commission Rules 1971, clauses 6(3) and 6(4) of the Securities Broker (Licensing and Operations) Regulation 2016 and related clarification and guidelines issued by the Securities and Exchange Commission of Pakistan.

34.2 Cash and Bank account balance

Cash in hand	895,973
Bank balance(s) pertaining to brokerage house	4,285,890
Bank balance(s) pertaining to clients	4,794,052
	<u>9,975,915</u>

34.3 Trade Receivables

Book Value	5,250,783
Less: Overdue for more than 14 days	(4,464,291)
	<u>786,492</u>

34.4 Investment in listed securities in the name of brokerage house

Investment at market value	1,465,057
Less: Discount at 15%	(219,759)
	<u>1,245,298</u>

34.5 Trade Payables

Book Value	5,404,636
Less: Overdue for more than 30 days	(3,069,923)
	<u>2,334,713</u>

34.6 Other liabilities

Trade Payable overdue for more than 30 days	3,069,923
Accrued expenses and other payables	40,588
Auditor's remuneration payable	137,500
NCSS future payable	117,630
NCCPL DFC payable	98,499
Other payable	15,530
Provision for taxation	387,849
	<u>3,867,519</u>

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED
NOTES TO THE FINANCIAL STATEMENTS
For the Year ended June 30, 2023

35 STATEMENT OF LIQUID CAPITAL

Basis of Preparation

The liquid capital balance has been prepared under regulation 6(4) of Third Schedule of Securities Brokers (Licensing and operations) Regulations, 2016 (The Regulations) issued by Securities and Exchange Commission of Pakistan

S. No.	Head of Account	Value in Pak Rupees	Hair Cut / Adjustments	Net Adjusted Value
1. Assets				
1.1	Property & Equipment	96,597	100.00%	-
1.2	Intangible Assets	2,500,000	100.00%	-
1.3	Investment in Govt. Securities	-	-	-
	Investment in Debt. Securities			
	If listed then:			
	i. 5% of the balance sheet value in the case of tenure upto 1 year.	-	5.00%	-
	ii. 7.5% of the balance sheet value, in the case of tenure from 1-3 years.	-	7.50%	-
	iii. 10% of the balance sheet value, in the case of tenure of more than 3 years.	-	10.00%	-
	If unlisted then:			
	i. 10% of the balance sheet value in the case of tenure upto 1 year.	-	10.00%	-
	ii. 12.5% of the balance sheet value, in the case of tenure from 1-3 years.	-	12.50%	-
	iii. 15% of the balance sheet value, in the case of tenure of more than 3 years.	-	15.00%	-
	Investment in Equity Securities			
1.5	i. If listed 15% or VaR of each securities on the cutoff date as computed by the Securities Exchange for respective securities whichever is higher.	1,465,057	220,472	1,244,585
	ii. If unlisted, 100% of carrying value.	-	100.00%	-
1.6	Investment in subsidiaries	-	100.00%	-
	Investment in associated companies/undertaking			
1.7	i. If listed 20% or VaR of each securities as computed by the Securities Exchange for respective securities whichever is higher.	-	-	-
	ii. If unlisted, 100% of net value.	-	100.00%	-
1.8	Statutory or regulatory deposits/basic deposits with the exchanges, clearing house or central depository or any other entity.	1,500,000	100.00%	-
1.9	Margin deposits with exchange and clearing house.	1,252,039	-	1,252,039
1.10	Deposit with authorized intermediary against borrowed securities under SLB.	-	-	-
1.11	Other deposits and prepayments	120,960	120,960	-
1.12	Accrued interest, profit or mark-up on amounts placed with financial institutions or debt securities etc.	-	-	-
	100% in respect of markup accrued on loans to directors, subsidiaries and other related parties	-	100.00%	-
1.13	Dividends receivables.	-	-	-
1.14	Amounts receivable against Repo financing. Amount paid as purchaser under the REPO agreement. (<i>Securities purchased under repo arrangement shall not be included in the investments.</i>)	-	-	-
1.15	Advances and Receivables other than trade receivables	1,837,670	813,170	1,024,500
	Receivables from clearing house or securities exchange(s)			
1.16	i. 100% value of claims other than those on account of entitlements against trading of securities in all markets including MtM gains.	-	-	-
	ii. Receivable on entitlements against trading of securities in all markets including MtM gains.	529,161	-	529,161
	Receivables from customers			
	i. In case receivables are against margin financing, the aggregate if (i) value of securities held in the blocked account after applying VAR based Haircut, (ii) cash deposited as collateral by the financee (iii) market value of any securities deposited as collateral after applying VaR based haircut. <i>i. Lower of net balance sheet value or value determined through adjustments.</i>	-	-	-
	ii. In case receivables are against margin trading, 5% of the net balance sheet value. <i>ii. Net amount after deducting haircut</i>	-	-	-

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED
NOTES TO THE FINANCIAL STATEMENTS
For the Year ended June 30, 2023

1.17	iii. Incase receivables are against securities borrowings under SLB, the amount paid to NCCPL as collateral upon entering into contract, iii. Net amount after deducting haircut	-	-	-
	iv. Incase of other trade receivables not more than 5 days overdue, 0% of the net balance sheet value. iv. Balance sheet value	601,232	-	601,232
	v. Incase of other trade receivables are overdue, or 5 days or more, the aggregate of (i) the market value of securities purchased for customers and held in sub-accounts after applying VAR based haircuts, (ii) cash deposited as collateral by the respective customer and (iii) the market value of securities held as collateral after applying VaR based haircuts. v. Lower of net balance sheet value or value determined through adjustments	4,267,217	1,786,211	1,786,211
	vi. 100% haircut in the case of amount receivable from related parties.	76,387	100.00%	-
	Cash and Bank balances	4,285,890	-	4,285,890
	I. Bank Balance- Proprietary accounts	4,794,052	-	4,794,052
1.18	ii. Bank balance- Customer accounts	895,973	-	895,973
	iii. Cash in hand	24,222,235	-	16,413,643
1.19	Total Assets			
2. Liabilities				
2.1	Trade Payables	-	-	-
	i. Payable to exchanges and clearing house	216,129	-	216,129
	ii. Payable against leveraged market products	5,404,636	-	5,404,636
	iii. Payable to customers	-	-	-
2.2	Current Liabilities	-	-	-
	i. Statutory and regulatory dues	193,618	-	193,618
	ii. Accruals and other payables	-	-	-
	iii. Short-term borrowings	-	-	-
	iv. Current portion of subordinated loans	-	-	-
	v. Current portion of long term liabilities	-	-	-
	vi. Deferred Liabilities	-	-	-
	vii. Provision for bad debts	387,849	387,849	-
	viii. Provision for taxation	-	-	-
	ix. Other liabilities as per accounting principles and included in the financial statements	-	-	-
2.3	Non-Current Liabilities	-	-	-
	i. Long-Term financing	-	-	-
	ii. Staff retirement benefits	-	-	-
	iii. Other liabilities as per accounting principles and included in the financial statements	-	-	-
2.4	Subordinated Loans	-	-	-
	100% of Subordinated loans which fulfill the conditions specified by SECP are allowed to be deducted	-	-	-
2.5	Total Liabilities	6,202,232	-	5,814,383
3. Ranking Liabilities Relating to :				
3.1	Concentration in Margin Financing	-	-	-
	The amount calculated client-to- client basis by which any amount receivable from any of the financees exceed 10% of the aggregate of amounts receivable from total financees.	-	-	-
3.2	Concentration in securities lending and borrowing	-	-	-
	The amount by which the aggregate of: (i) Amount deposited by the borrower with NCCPL (ii) Cash margins paid and (iii) The market value of securities pledged as margins exceed the 110% of the market value of shares borrowed	-	-	-

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED
NOTES TO THE FINANCIAL STATEMENTS
For the Year ended June 30, 2023

3.3	Net underwriting Commitments			
	(a) in the case of right issue : if the market value of securities is less than or equal to the subscription price; the aggregate of: (i) the 50% of Haircut multiplied by the underwriting commitments and (ii) the value by which the underwriting commitments exceeds the market price of the securities. In the case of rights issue where the market price of securities is greater than the subscription price, 5% of the Haircut multiplied by the net underwriting	-	-	-
	(b) in any other case : 12.5% of the net underwriting commitments	-	-	-
3.4	Negative equity of subsidiary The amount by which the total assets of the subsidiary (excluding any amount due from the subsidiary) exceed the total liabilities of the subsidiary	-	-	-
3.5	Foreign exchange agreements and foreign currency positions 5% of the net position in foreign currency. Net position in foreign currency means the difference of total assets denominated in foreign currency less total liabilities denominated in foreign currency	-	-	-
3.6	Amount Payable under REPO	-	-	-
3.7	Repo adjustment In the case of financier/purchaser the total amount receivable under Repo less the 110% of the market value of underlying securities. In the case of financee/seller the market value of underlying securities after applying haircut less the total amount received, less value of any securities deposited as collateral by the purchaser after applying haircut less any cash deposited by the purchaser.	-	-	-
3.8	Concentrated proprietary positions If the market value of any security is between 25% and 51% of the total proprietary positions then 5% of the value of such security. If the market value of a security exceeds 51% of the proprietary position, then 10% of the value of such security	124,491	-	124,491
3.9	Opening Positions in futures and options i. In case of customer positions, the total margin requirements in respect of open positions less the amount of cash deposited by the customer and the value of securities held as collateral/ pledged with securities exchange after applying VaR haircuts ii. In case of proprietary positions, the total margin requirements in respect of open positions to the extent not already met	-	-	-
3.10	Short sell positions i. Incase of customer positions, the market value of shares sold short in ready market on behalf of customers after increasing the same with the VaR based haircuts less the cash deposited by the customer as collateral and the value of securities held as collateral after applying VAR based Haircuts ii. Incase of proprietary positions, the market value of shares sold short in ready market and not yet settled increased by the amount of VAR based haircut less the value of securities pledged as collateral after applying haircuts.	-	-	-
3.11	Total Ranking Liabilities	124,491	-	124,491
		17,895,512	Liquid Capital	10,474,768

Calculations Summary of Liquid Capital

(i) Adjusted value of assets (serial number 1.19)	16,413,643
(ii) Less: Adjusted value of liabilities (serial number 2.5)	(5,814,383)
(iii) Less: Total ranking liabilities (series number 3.11)	(124,491)

Liquid Capital (Rs.) 10,474,768

PROGRESSIVE INVESTMENT MANAGEMENT (PVT.) LIMITED
NOTES TO THE FINANCIAL STATEMENTS

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36 CAPITAL ADEQUACY

2023
Rupees

Total Assets
Less: Total Liabilities
Less: Revaluation Reserves (created upon revaluation of fixed assets)

36.1

86,492,289
(6,202,232)
-

Capital Adequacy Level

80,290,057

36.1 While determining the value of the total assets of the Company, the notional value as at June 30, 2023 of the TREC held by the Progressive Investment Management (Private) Limited as determined by Pakistan Stock Exchange (PSX) has been considered.

37 GENERAL

Amounts have been rounded off to the nearest rupee, unless otherwise stated.

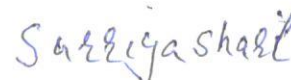
38 AUTHORIZATION

These financial statements were authorized for issue on **06 OCT 2023** by the Board of Directors of the Company.


Chief Executive






Director