



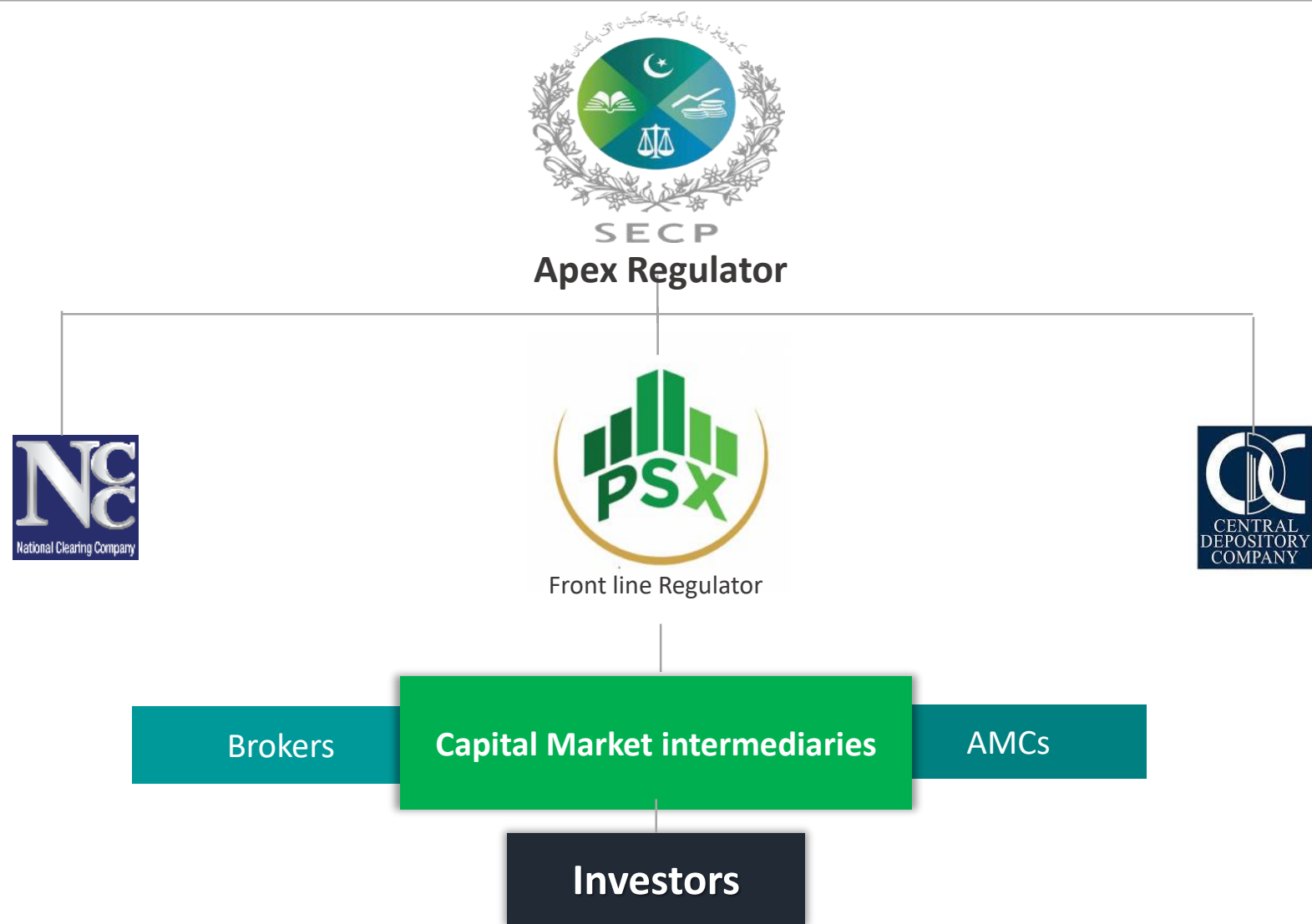
Building Efficiencies in Capital Market

Enhanced Investor On boarding Process

Pakistan Stock Exchange (PSX)

Serving Investors & Industry

Pakistan Capital Market



Pakistan Capital Market



PSX produced 15% annual average return in the past 10 years



Since 2016, issuers have raised a total of PKR 760.3 Billion through listing on PSX



23 Equity listings with amount raised PKR 46.6 Bn



03 GEM listings with amount raised of PKR 1.1 Bn



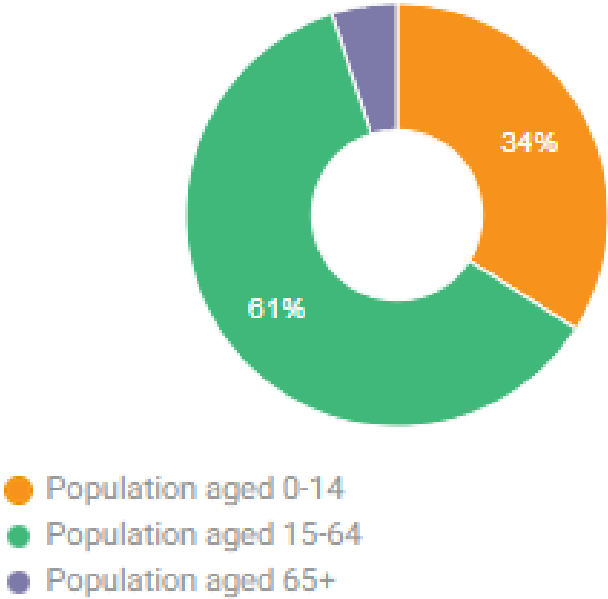
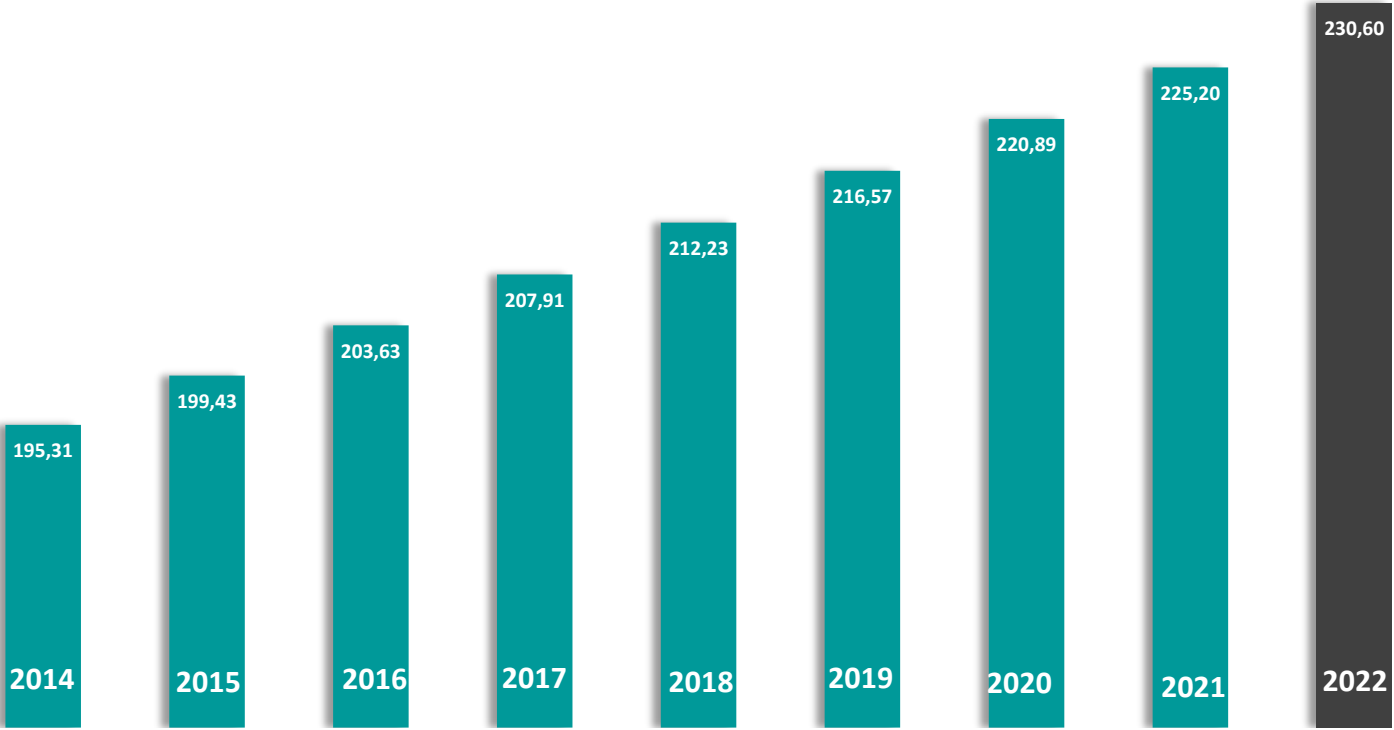
31 Debt instruments with listed capital PKR 570 Bn



Right Issue worth PKR 142.6 billion over the past five 05 years (Oct 2017 to Sep 2022)

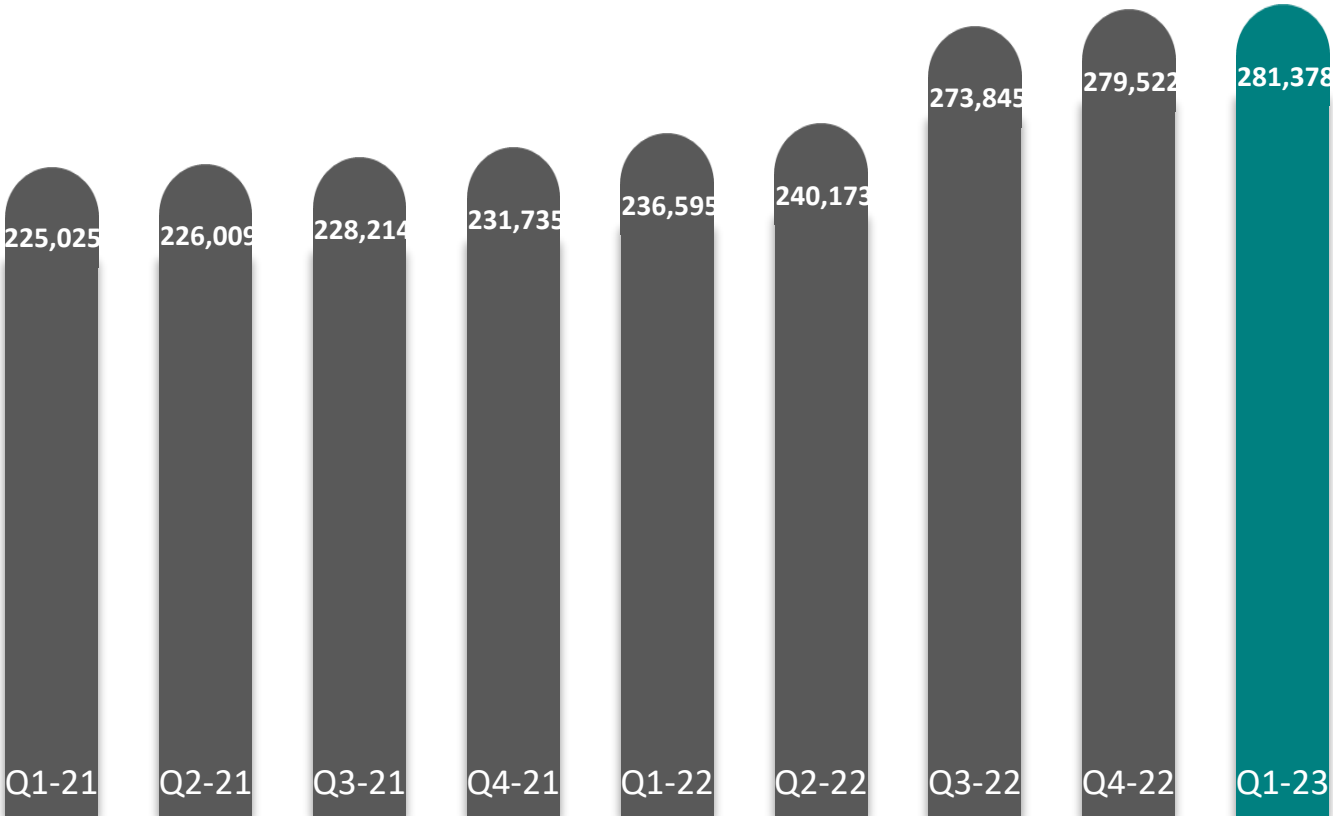
Population Mix

Population in Millions



Capital Market Investor Population

Number of Investors



- 140.67 millions population between the age 15-64 in 2022.
- Number of UINs recorded 281,378 as of Sep 2022.

Initiatives

Journey towards an efficient Investors'
onboarding process

New concepts introduced for Expanding Investor base

Customer On-Boarding Mechanisms initiated:

- ❖ Digital on-boarding of customers-launched in 2021. An alternative to paper based onboarding process.
- ❖ Launch of Roshan Equity Investment Account-RDA for foreign individuals in Q4 2021.
- ❖ Launch of Shared KYC Mechanism for local Pakistani individuals in Q3 2022.
- ❖ Introduction of Sharia-compliant trading functionality on KITS for RDA holders Q3, 2022.
- ❖ Centralized Gateway Portal (in process).

Innovative

Ease of doing business

Simple & Expeditious process

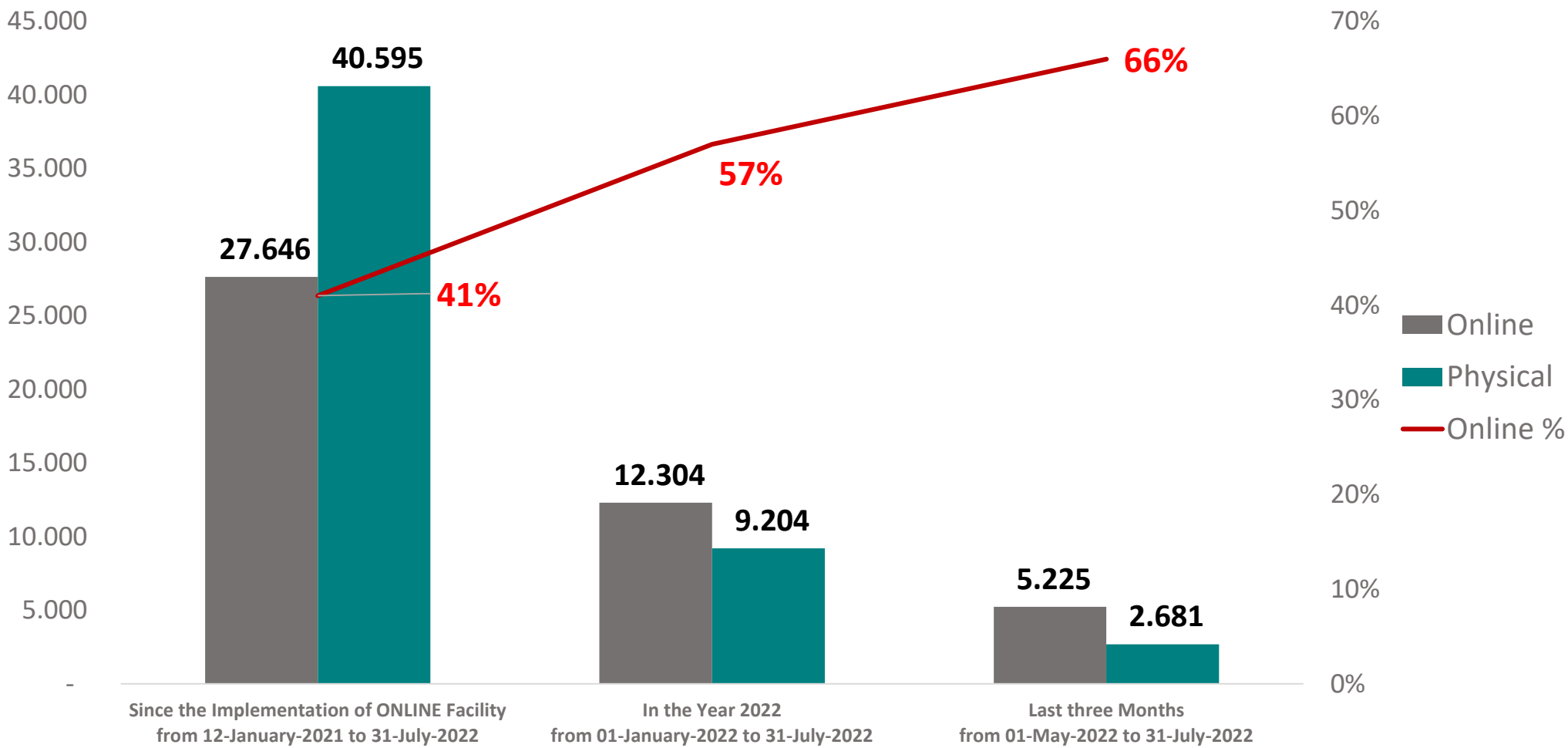
Number of new UINs increased

Digital on-boarding of Investors – improvements

- ❖ Online account opening was launched in 2021.
- ❖ It was introduced to open a trading account digitally, with minimum turn around time.

- ❖ Since the launch of digital on-boarding, improvements continued:
 - Number of Fields required has been significantly reduced.
 - Connectivity with National Database for instant verification.
 - Real time OTP generation.

Proportion of Online & Physical Account Opening

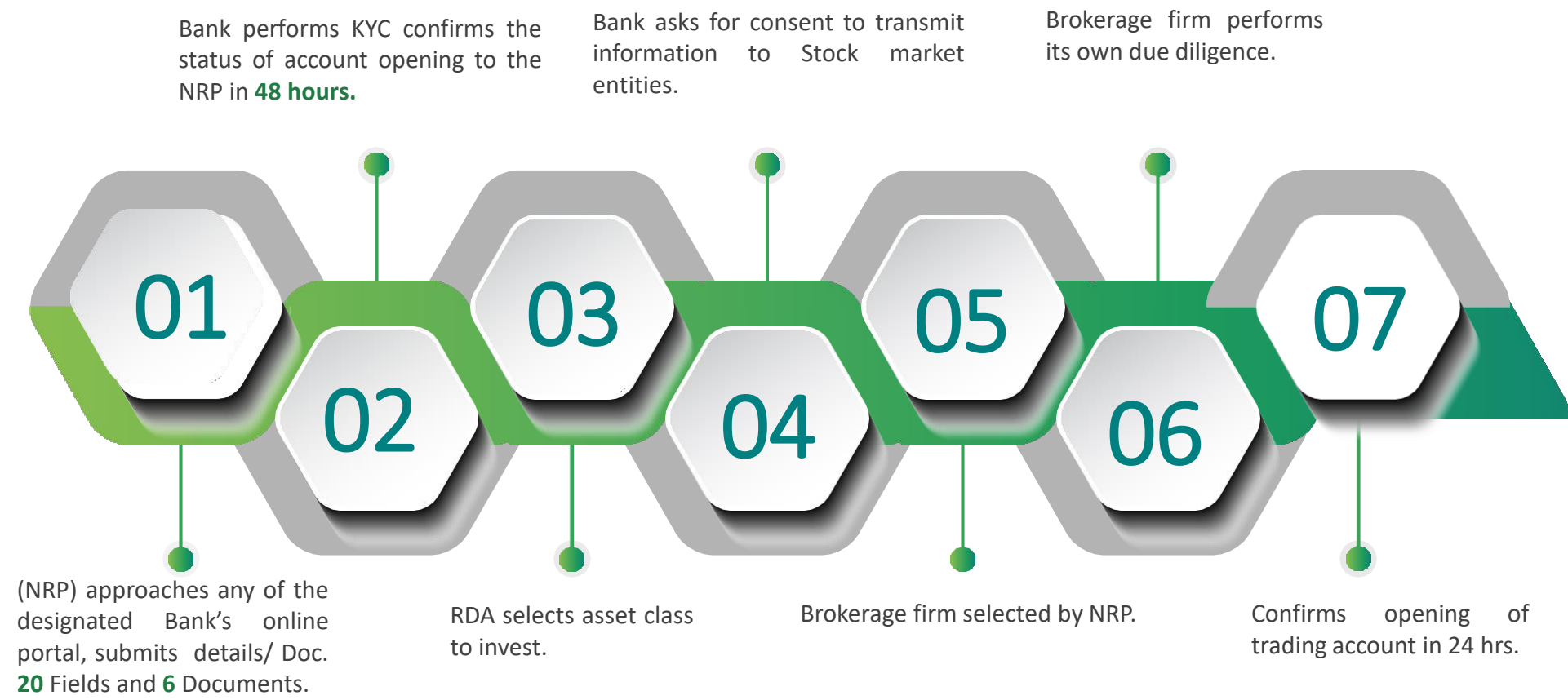


Roshan Equity Investment Account

Overseas Pakistanis can invest in financial instruments, equity & debt, traded on Pakistan Stock Exchange by opening a Roshan Digital Account with an SBP designated commercial bank. Roshan Equity Investments option can be selected within the RDA Internet Banking Portal. Roshan Equity Investment Account can be opened in few simple steps.

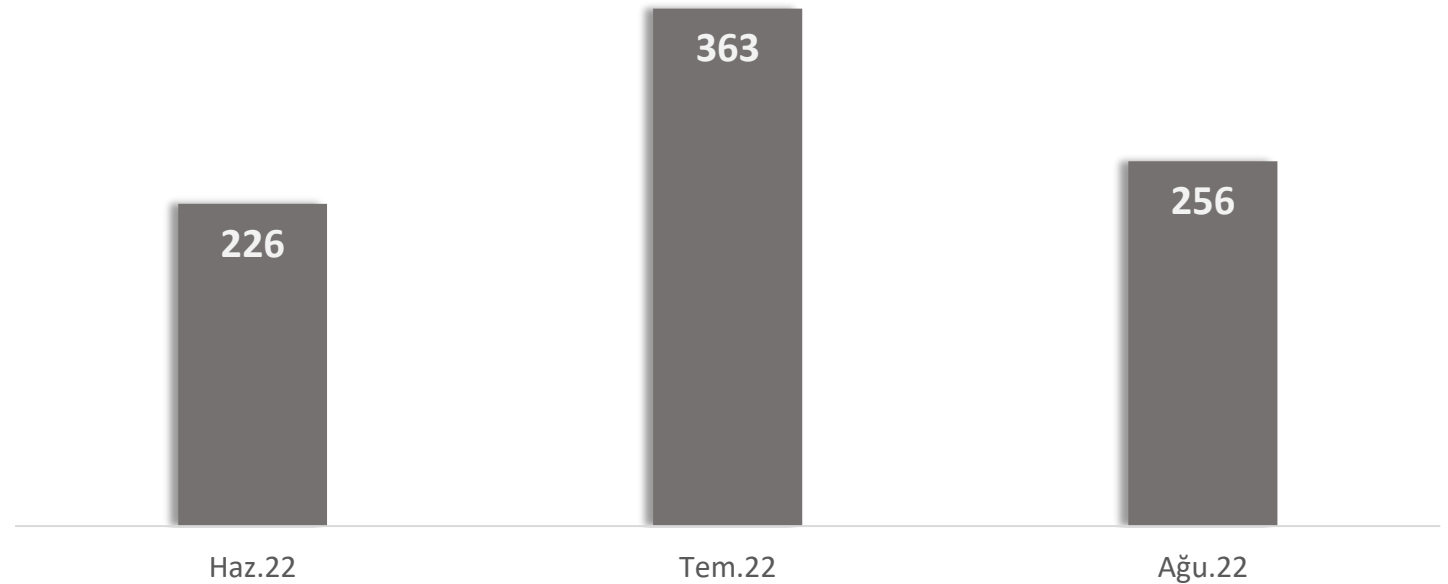


Process Flow to invest in PSX - For Foreign Individuals

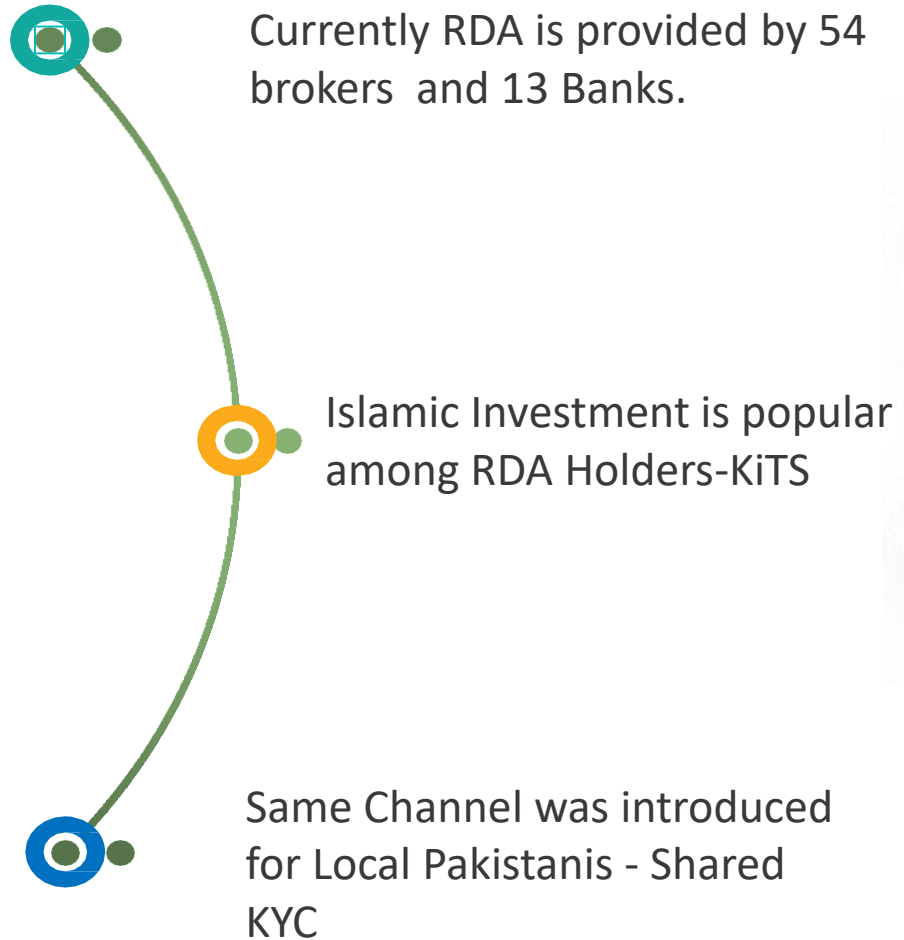


Roshan Equity Investment Account-RDA

- ❖ Account can be opened in only 14 clicks
- ❖ Only 6 documents required.
- ❖ Takes only 48 hours (being abroad) to open an account.
- ❖ There is no need to visit bank or broker.



Market Development



Process Flow to invest in PSX - For Local Pakistanis

Shared KYC: After the successful launch of digital account opening for RDA holders. PSX and other capital market institutions along with banking industry launched rolled out this initiatives for local resident bank account-holders.



❖ Shared KYC - 8 banks and 26 brokers are on-board

Other offshoots

Sharia Complaint trading functionality-KITS RDA

- ❖ At the launch of RDA, Islamic instruments became popular among overseas investors.
- ❖ KiTS (Karachi Internet Trading System) platform is facilitated by PSX to brokerage houses doing business in a Sharia compliant manner,

Centralized Gateway Portal

- ❖ A Centralized portal to onboard investors with any investment entity; Brokerage house, AMCs, Insurance.

Thank You!



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