BROKER MANAGEMENT RATING REPORT

Insight Securities (Pvt.) Limited

REPORT DATE:
August 03, 2026

RATING ANALYSTS:
Shaheryar Khan Mangan
shaheryar@vis.com.pk

Rating Category	Latest Rating
Broker Management Rating	**BMR2+**
Rating Rationale	The rating signifies strong compliance and risk management, and external control framework. Supervision framework, client relationship and fairplay, HR and infrastructure, and financial management are considered sound, while regulatory requirements and internal controls are considered adequate
Rating Date	August 03, 2026

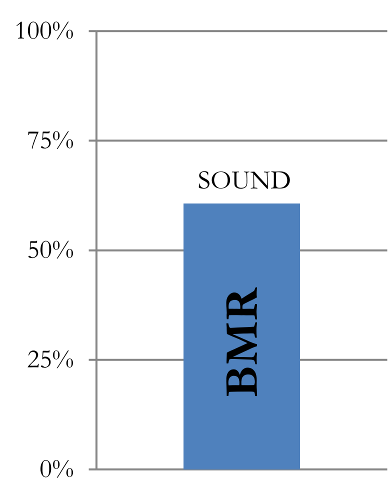
APPLICABLE METHDOLOGY:
Broker Management Ratings:
https://docs.vis.com.pk/Methodologies-2025/Broker-Management-2025.pdf
VIS Rating Scale
https://docs.vis.com.pk/docs/VISRatingScales.pdf

COMPANY INFORMATION	
Incorporated in 2006	**External auditors:** Grant Thornton Anjum Rehman Chartered Accountants
Private Limited Company	**Board Chairman:** Mr. Muhammad Amin
Key Shareholders (with stake 5% or more):	**CEO:** Mr. Zubair Ghulam Hussain
Mr. Zubair Ghulam Hussain ~ 41.67%	
Mrs. Munira Ghulam Hussain ~ 58.33%	

Corporate Profile

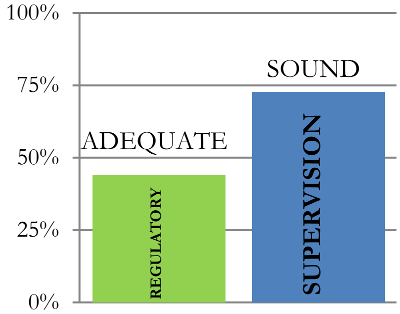
Insight Securities (Pvt.) Limited is a private limited company incorporated in 2006, providing equity brokerage services to institutional as well as individual clients, in both local and international markets. Major shareholding of the Company is vested with two individuals including the CEO. The Company operates from Karachi and provides both online and assisted trading services to its clients.

Insight Securities (Pvt.) Limited holds Trading Rights Entitlement Certificate (TREC) granted by Pakistan Stock Exchange Limited (PSX), and is registered with SECP to provide Trading & Self Clearing Services. External auditors of the company are Grant Thornton Anjum Rehman Chartered Accountants. External auditors belong to category 'A' on the approved list of auditors published by the State Bank of Pakistan (SBP).



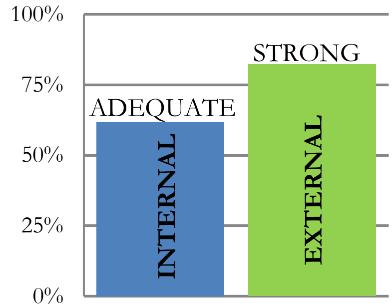
Rating Factors Scores

Regulatory Requirements & Supervision



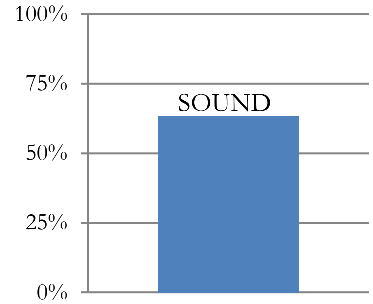
- The Board size of the Company constrains its governance framework, comprising three members with no independent representation.
- At present, the Company has only two board committees, namely the audit and investment committees, with overlapping membership across both committees.
- Increasing the size of the Board, along with the inclusion of independent and certified directors, may further strengthen the Company's governance framework. This would also facilitate the establishment of additional Board committees with a more diversified composition.

Internal & External Control Framework



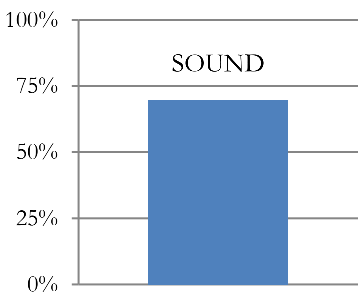
- Overall, the Company's internal control framework is considered sound, supported by documented policies and procedures.
- More frequent review of order recording system may further enhance the internal control framework of the Company.
- The external control framework remains strong.

Client Relationship & Fairplay



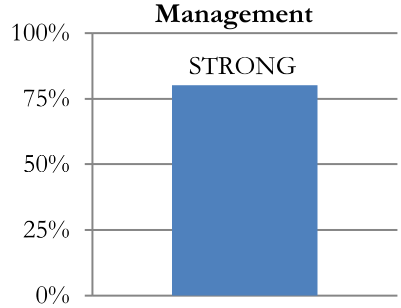
- Management & client services of the Company is considered sound, with fully integrated ERP platform in place. Additionally, the Company has deployed mobile and web-based trading platforms to facilitate seamless transaction execution for clients, with prompt alerts provided upon trade execution.
- However, enabling customers to lodge complaints via SMS, along with timely acknowledgement, may further strengthen the Company's client services.
- The Company may consider expanding its geographical footprint to increase client outreach and support business development activities.

HR & Infrastructure



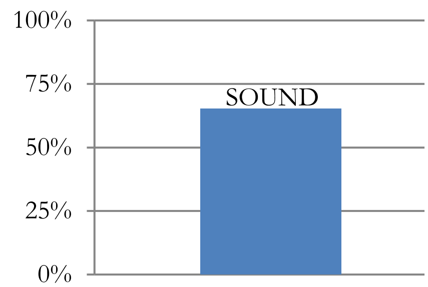
- The Company's HR and IT infrastructure is considered sound
- However, the Company may consider Further improvement in the organizational structure for better aligning with the scale and evolving nature of the Company's operations.
- The Company has contingency measures in place; however, outsourcing backups to a third-party warehouse may further strengthen its business continuity measures.

Compliance & Risk Management



- Overall, the Company's compliance and risk management framework is considered strong and supportive of its operational and regulatory requirements.
- The Company has no leverage market window, thereby limiting its exposure to credit risk.

Financial Management



- The Company has reported strong profitability during FY25 and 1HFY26m, driven by higher income from realized gains on sale of investments, followed by growth in brokerage income improvement reflects stronger brokerage revenue, in line with overall positive industry trend.
- The cost-to-income ratio of the Company is considered at fair level, recorded at 43.6% in HFY26 (FY25: 71.6%, FY24: 72.5%).
- The Company remains exposed to elevated market risk, with investments in equity securities standing at 94.8% as of Dec'25 (Jun'25: 91.7%; Jun'24: 91.1%).
- Liquidity profile of the Company is considered strong, with liquid assets providing 3.01x coverage against total liabilities as at Dec'25 (Jun'25: 2.87x; FY24: 1.96x).
- The Company's capitalization profile draws support from its low-leveraged balance sheet, with no interest-bearing debt and a leverage ratio of 0.40x as at Dec'25 (Jun'25: 0.47x; Jun'24: 0.62x). In addition, the Company's sizeable equity base provides further support to its capitalization profile.
- Going forward, Company's ability to enhance and diversify its revenue streams, managing market risk, maintaining operational efficiency, liquidity and capitalization profile will remain important for the rating.

REGULATORY DISCLOSURES	Appendix I			
Name of Rated Entity	Insight Securities (Pvt.) Limited			
Sector	Brokerage			
Type of Relationship	Solicited			
Purpose of Rating	Broker Management Rating (BMR)			
Rating History	**Rating Date**	**Rating**	**Rating Outlook**	**Rating Action**
	RATING TYPE: BMR			
	08/03/2026	**BMR2+**	**Stable**	**Upgrade**
	16/06/2025	**BMR2**	**Stable**	**Reaffirmed**
	14/ 05/ 2024	**BMR2**	**Stable**	**Reaffirmed**
	24/ 11/ 2022	**BMR2**	**Stable**	**Reaffirmed**
	28/09/2021	**BMR2**	**Stable**	**Initial**
Instrument Structure	N/A			
Statement by the Rating Team	VIS, the analysts involved in the rating process and members of its rating committee do not have any conflict of interest relating to the credit rating(s) mentioned herein. This rating is an opinion on credit quality only and is not a recommendation to buy or sell any securities.			
Probability of Default	N/A			
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