BROKER FIDUCIARY RATING REPORT

Insight Securities (Private) Limited

REPORT DATE:
August 03, 2026

RATING ANALYSTS:
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RATING DETAILS	
Broker Fiduciary Rating	**BFR3++**
Rating Rationale	The rating signifies sound business & financial sustainability, management & client services and internal controls & regulatory framework. Ownership & governance of the Company is considered adequate
Rating Date	August 3, 2026

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

APPLICABLE METHODOLOGY

Applicable Rating Criteria: Broker Fiduciary Ratings
https://docs.vis.com.pk/Methodologies-2025/BrokerFiduciaryRating-Nov25.pdf

APPLICABLE RATING SCALE(S)

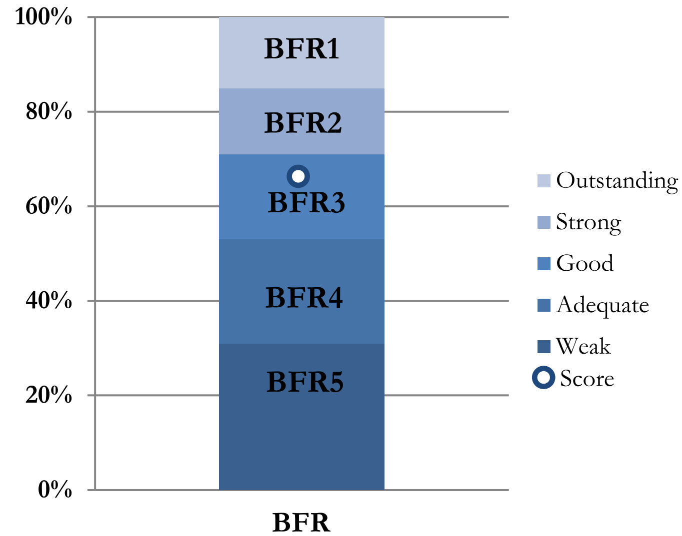
VIS Issue/Issuer Rating Scale:
https://docs.vis.com.pk/docs/VISRatingScales.pdf

Insight Securities (Private) Limited

CORPORATE PROFILE

Insight Securities (Pvt.) Limited ('INSL' or 'the Company') 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.

OVERALL GRADING



INSL 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).

Business and Financial Sustainability Indicators

	HFY26*	FY25	FY24
Size of Net Worth (Rs. In Millions)	1,713.4	1,329.7	665.7
Gearing x (total interest-bearing debt/ total equity)	0.00x	0.00x	0.00x
Leverage x (total liabilities/ total equity)	0.40x	0.47x	0.62x
Liquid Assets/ Total Liabilities (x)	3.01x	2.87x	1.96x
Short term Investments/ Total Equity (%)	94.8%	91.7%	91.1%

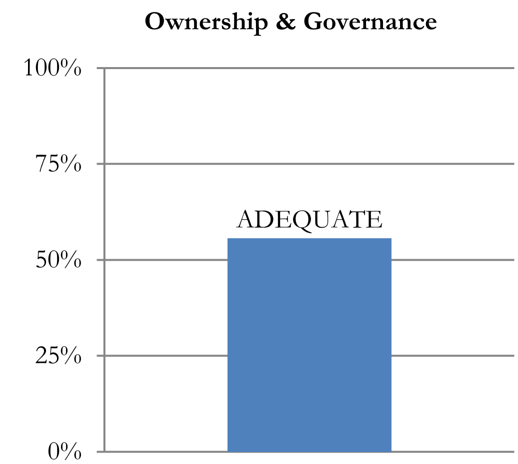
**Unaudited Accounts*

Insight Securities (Private) Limited

Rating Indicators

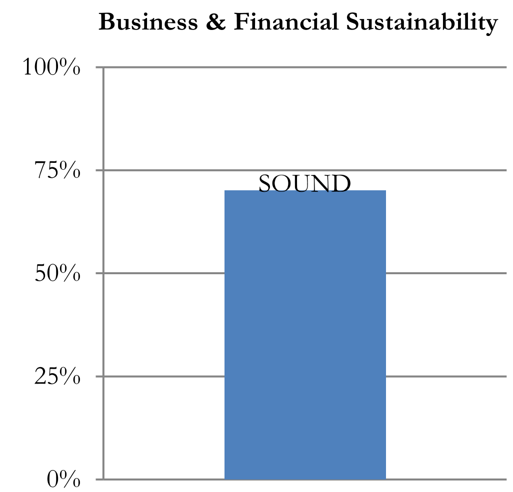
Ownership & Governance

- 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.
- Disclosure levels of the Company are considered sound.



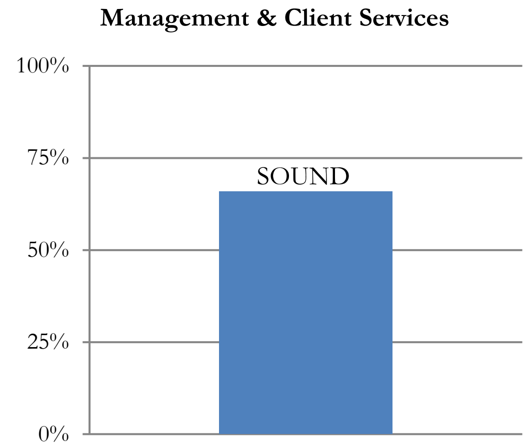
Business & Financial Sustainability

- 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.



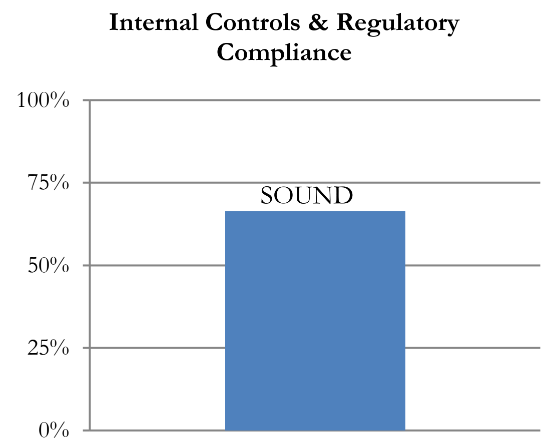
Management & Client Services

- 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.



Internal Controls & Regulatory Compliance

- 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.



Broker Fiduciary Rating Explained

In Securities Broker Fiduciary Rating (SBF), the strength of fiduciary role of the securities brokers is captured through the relative financial strength of the securities broker firm and its sponsors along with depth of internal control and governance framework, which are key rating ingredients. Responsiveness of the risk and internal control structure, quality of HR and soundness of the business infrastructure determine the strength of management and level of service quality of a stock broker. VIS Credit Rating Co. Ltd. (VIS) has developed a rating system that evaluates brokerage firms on the basis of such practices and the systems instituted to safeguard investor interests are at the forefront.

REGULATORY DISCLOSURES	**Appendix I**			
Name of Rated Entity	Insight Securities (Private) Limited			
Sector	Brokerage			
Type of Relationship	Solicited			
Purpose of Rating	Broker Fiduciary Rating (BFR)			
Rating History	**Rating Date**	**Rating**	**Rating Outlook**	**Rating Action**
	RATING TYPE: BFR			
	08/03/2026	**BFR3++**	**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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