POTENTIAL IMPACT OF INTRODUCTION OF MARGINAL TRADING SYSTEM (MTS) IN ISLAMABAD STOCK EXCHANGE



Submitted by:

| Sajid Ali | (01-220082-056) |
|--------------------|-----------------|
| Dawood Ashraf | (01-220082-018) |
| Raja Ateeq Ahmed | (01-220082-053) |
| Khurram Afzal Raja | (01-120082-027) |

Program: MBA

This project is submitted in accordance of the degree requirements for the Master of Business Administration,

Department of Management Sciences

Bahria University, Islamabad

Bahria Institute of Management Sciences Islamabad Department of Management Sciences

Viva-Voice Examination

Approval Sheet

| | | | Dat | :e: | J | / <u>2011</u> | |
|---|----------------------|------------|-----|------|------|-----------------|---|
| Topic: "Potential Impact of Introduction of Marginal Trading System on Islamabad Stock Exchange" | | | | | | | |
| Name of Student | | | | | | | |
| Name of Student | s: Sajid ali | Enrollment | # | 01-2 | 200: | 82 - 056 | S |
| | DAWOOD ASHRAF | Enrollment | | | | | |
| | RAJA ATEEQ AHMED | Enrollment | | | | | |
| | KHURRAM AFZAL RAJA | Enrollment | | | | | |
| CLASS: MBA | | | | | | | |
| APPROVED BY: | | | | | | | |
| | FATIMA KHUSHNUD | | | | | | |
| | Project Supervisor | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | JUNAID TARIQ | | | | | | |
| | Examiner-l | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | NAVEED UMAIR | | | | | | |
| | Examiner-II | | | | | | |
| | LAdillilei-ii | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | KASHIF AHMED | | | | | | |
| | Research Coordinator | • | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | SALMA ATIF SHAIKH | | | | | | |
| | Head of Department | | | | | | |

Abstract

Stock market may be considered as an important indicator of economic system. For effective operation every stock market requires to have liquidity which should facilitate investors, brokers and banks. Sometimes markets fall short of liquidity called liquidity crunch. How this liquidity crunch should be addressed? What measures can be taken in this respect? The only solution to the problem is to introduce a liquidity product in the market. What is a liquidity product? The basic purpose of a liquidity product is to integrate the financiers and financees to ensure liquidity. The financiers offer their idle money to the financees against interest charges. In this way the investors get money and the liquidity problem can be solved.

Pakistani stock market had also been operating with leverage products such as Carry over trade (COT) and Continuous Funding System (CFS). But after 2008 these markets are observing severe liquidity crisis as they are missing any such product. In order to address this problem, the regulatory authorities have taken a decision to introduce Marginal Trading System (MTS). The concept though has not yet been implemented but it is expected to be available in the market soon. After studying and knowing the opinions of all the stakeholders, we have come up with some of the advantages and disadvantages. On the basis of our research and keeping in view the disadvantages we have tried to recommend some solutions which may be beneficial for the market.

IN THE NAME OF ALLAH THE MOST BENEFICIENT AND MERCIFUL

Dedication

To our beloved and kind Parents who are personification of humility and affection. To whom our heads and hearts adore for their love to us.

ACKNOWLEDGEMENT

We are thankful to Almighty Allah who gave us courage and ability to encounter the problems that we faced in completing this project. Apart from that, we also thank to our most respected and kind supervisor Ma'am Fatima Khushnud for giving us a chance, confidence and responsibility to make this project successful. No doubt this chance is not only a gateway to Professional life, but it will also give us enlightenment and exposure of stock market in real sense.

List of Acronyms

| COT CARRY OVER TRADE COT CARRY OVER TRADE CSF CASH SETTLED FUTURES UIN UNIQUE IDENTIFICATION NUMBER SECP SECURITIES AND EXCHANGE COMMISSION OF PAKISTAN CDC CENTRAL DEPOSITORY COMPANY NCCPL NATIONAL CLEARING COMPANY OF PAKISTAN LIMITED KSE KARACHI STOCK EXCHANGE ISE ISLAMABAD STOCK EXCHANGE AFS AUTHORISED FINANCIERS NBAF NON BROKER AUTHORISED FINANCIERS NBAF BROKER AUTHORISED FINANCIERS NBFC NON BANKING FINANCE COMPANY CDS CENTRAL DEPOSITORY SYSTEM FPR FINANCING PARTICIPATION RATIO MTM MARKET TO MARKET KIBOR KARACHI INTER BANK OFFER RATE BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | MTS | MARGINAL TRADING SYSTEM |
|---|-------|--|
| CSF CASH SETTLED FUTURES UIN UNIQUE IDENTIFICATION NUMBER SECP SECURITIES AND EXCHANGE COMMISSION OF PAKISTAN CDC CENTRAL DEPOSITORY COMPANY NCCPL NATIONAL CLEARING COMPANY OF PAKISTAN LIMITED KSE KARACHI STOCK EXCHANGE ISE ISLAMABAD STOCK EXCHANGE AFS AUTHORISED FINANCIERS NBAF NON BROKER AUTHORISED FINANCIERS BAF BROKER AUTHORISED FINANCIERS NBFC NON BANKING FINANCE COMPANY CDS CENTRAL DEPOSITORY SYSTEM FPR FINANCING PARTICIPATION RATIO MTM MARKET TO MARKET KIBOR KARACHI INTER BANK OFFER RATE BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | CFS | CONTINOUS FUNDING SYSTEM |
| UIN UNIQUE IDENTIFICATION NUMBER SECP SECURITIES AND EXCHANGE COMMISSION OF PAKISTAN CDC CENTRAL DEPOSITORY COMPANY NCCPL NATIONAL CLEARING COMPANY OF PAKISTAN LIMITED KSE KARACHI STOCK EXCHANGE ISE ISLAMABAD STOCK EXCHANGE AFS AUTHORISED FINANCIERS NBAF NON BROKER AUTHORISED FINANCIERS BAF BROKER AUTHORISED FINANCIERS NBFC NON BANKING FINANCE COMPANY CDS CENTRAL DEPOSITORY SYSTEM FPR FINANCING PARTICIPATION RATIO MTM MARKET TO MARKET KIBOR KARACHI INTER BANK OFFER RATE BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | COT | CARRY OVER TRADE |
| SECP SECURITIES AND EXCHANGE COMMISSION OF PAKISTAN CDC CENTRAL DEPOSITORY COMPANY NCCPL NATIONAL CLEARING COMPANY OF PAKISTAN LIMITED KSE KARACHI STOCK EXCHANGE ISE ISLAMABAD STOCK EXCHANGE AFS AUTHORISED FINANCIERS NBAF NON BROKER AUTHORISED FINANCIERS BAF BROKER AUTHORISED FINANCIERS NBFC NON BANKING FINANCE COMPANY CDS CENTRAL DEPOSITORY SYSTEM FPR FINANCING PARTICIPATION RATIO MTM MARKET TO MARKET KIBOR KARACHI INTER BANK OFFER RATE BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | CSF | CASH SETTLED FUTURES |
| CDC CENTRAL DEPOSITORY COMPANY NCCPL NATIONAL CLEARING COMPANY OF PAKISTAN LIMITED KSE KARACHI STOCK EXCHANGE ISE ISLAMABAD STOCK EXCHANGE AFS AUTHORISED FINANCIERS NBAF NON BROKER AUTHORISED FINANCIERS BAF BROKER AUTHORISED FINANCIERS NBFC NON BANKING FINANCE COMPANY CDS CENTRAL DEPOSITORY SYSTEM FPR FINANCING PARTICIPATION RATIO MTM MARKET TO MARKET KIBOR KARACHI INTER BANK OFFER RATE BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | UIN | UNIQUE IDENTIFICATION NUMBER |
| NCCPL NATIONAL CLEARING COMPANY OF PAKISTAN LIMITED KSE KARACHI STOCK EXCHANGE ISE ISLAMABAD STOCK EXCHANGE AFS AUTHORISED FINANCIERS NBAF NON BROKER AUTHORISED FINANCIERS BAF BROKER AUTHORISED FINANCIERS NBFC NON BANKING FINANCE COMPANY CDS CENTRAL DEPOSITORY SYSTEM FPR FINANCING PARTICIPATION RATIO MTM MARKET TO MARKET KIBOR KARACHI INTER BANK OFFER RATE BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | SECP | SECURITIES AND EXCHANGE COMMISSION OF PAKISTAN |
| KSE KARACHI STOCK EXCHANGE ISE ISLAMABAD STOCK EXCHANGE AFS AUTHORISED FINANCIERS NBAF NON BROKER AUTHORISED FINANCIERS BAF BROKER AUTHORISED FINANCIERS NBFC NON BANKING FINANCE COMPANY CDS CENTRAL DEPOSITORY SYSTEM FPR FINANCING PARTICIPATION RATIO MTM MARKET TO MARKET KIBOR KARACHI INTER BANK OFFER RATE BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | CDC | CENTRAL DEPOSITORY COMPANY |
| ISE ISLAMABAD STOCK EXCHANGE AFS AUTHORISED FINANCIERS NBAF NON BROKER AUTHORISED FINANCIERS BAF BROKER AUTHORISED FINANCIERS NBFC NON BANKING FINANCE COMPANY CDS CENTRAL DEPOSITORY SYSTEM FPR FINANCING PARTICIPATION RATIO MTM MARKET TO MARKET KIBOR KARACHI INTER BANK OFFER RATE BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING & SETTLEMENT SYSTEM | NCCPL | NATIONAL CLEARING COMPANY OF PAKISTAN LIMITED |
| AFS AUTHORISED FINANCIERS NBAF NON BROKER AUTHORISED FINANCIERS BAF BROKER AUTHORISED FINANCIERS NBFC NON BANKING FINANCE COMPANY CDS CENTRAL DEPOSITORY SYSTEM FPR FINANCING PARTICIPATION RATIO MTM MARKET TO MARKET KIBOR KARACHI INTER BANK OFFER RATE BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | KSE | KARACHI STOCK EXCHANGE |
| NBAF NON BROKER AUTHORISED FINANCIERS BAF BROKER AUTHORISED FINANCIERS NBFC NON BANKING FINANCE COMPANY CDS CENTRAL DEPOSITORY SYSTEM FPR FINANCING PARTICIPATION RATIO MTM MARKET TO MARKET KIBOR KARACHI INTER BANK OFFER RATE BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | ISE | ISLAMABAD STOCK EXCHANGE |
| BAF BROKER AUTHORISED FINANCIERS NBFC NON BANKING FINANCE COMPANY CDS CENTRAL DEPOSITORY SYSTEM FPR FINANCING PARTICIPATION RATIO MTM MARKET TO MARKET KIBOR KARACHI INTER BANK OFFER RATE BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | AFS | AUTHORISED FINANCIERS |
| NBFC NON BANKING FINANCE COMPANY CDS CENTRAL DEPOSITORY SYSTEM FPR FINANCING PARTICIPATION RATIO MTM MARKET TO MARKET KIBOR KARACHI INTER BANK OFFER RATE BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | NBAF | NON BROKER AUTHORISED FINANCIERS |
| CDS CENTRAL DEPOSITORY SYSTEM FPR FINANCING PARTICIPATION RATIO MTM MARKET TO MARKET KIBOR KARACHI INTER BANK OFFER RATE BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | BAF | BROKER AUTHORISED FINANCIERS |
| FPR FINANCING PARTICIPATION RATIO MTM MARKET TO MARKET KIBOR KARACHI INTER BANK OFFER RATE BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | NBFC | NON BANKING FINANCE COMPANY |
| MTM MARKET TO MARKET KIBOR KARACHI INTER BANK OFFER RATE BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | CDS | CENTRAL DEPOSITORY SYSTEM |
| KIBOR KARACHI INTER BANK OFFER RATE BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | FPR | FINANCING PARTICIPATION RATIO |
| BOD BOARD OF DIRECTOR CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | MTM | MARKET TO MARKET |
| CM CLEARING MEMBER CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | KIBOR | KARACHI INTER BANK OFFER RATE |
| CEO CHIEF EXECUTIVE OFFICER BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | BOD | BOARD OF DIRECTOR |
| BCM BROKER CLEARING MEMBERS NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | СМ | CLEARING MEMBER |
| NCSS NATIONAL CLEARING & SETTLEMENT SYSTEM | CEO | CHIEF EXECUTIVE OFFICER |
| | BCM | BROKER CLEARING MEMBERS |
| MT MARGIN TRADING | NCSS | NATIONAL CLEARING & SETTLEMENT SYSTEM |
| l l | MT | MARGIN TRADING |

Contents

| Chapter 1 | 1 |
|--|----------|
| Introduction | 1 |
| Marginal Trading | 1 |
| Stock Exchange | 2 |
| Why Stock Markets need a liquidity product? | 4 |
| Background of the problem | 6 |
| Problem Statement | 8 |
| Objectives of the study | 8 |
| Research Methodology | 9 |
| Target Industry/Company | 9 |
| Population/Sample | 10 |
| Project Audience | 10 |
| Project Scope and Limitations | 10 |
| Research Questions | 11 |
| Chapter 2 | 12 |
| Literature Review | 12 |
| Margin purchase | 18 |
| Evolution of MTS in Pakistani stock markets. How | all this |
| started? | 21 |
| Why CFS got terminated? | 38 |
| Chapter 3 | 44 |
| Research Methodology | 44 |
| Population | 44 |
| Sampling Plan | 44 |
| Sampling Method | 44 |
| Sample size | 45 |
| Interviews | 46 |

| Chapter 4 | . 47 |
|--------------------------|------|
| Results and Discussions | 47 |
| Questionnaire results | 47 |
| Questionnaire Findings | 57 |
| Interviews and Findings | 58 |
| Chapter 5 | .64 |
| Identification of Issues | 64 |
| Chapter 6 | .66 |
| Recommendations | 66 |
| References | |
| Annexure A | .72 |
| Annexure B | |
| Annexure C | .74 |
| Tables and Figures | |
| Table 4.1 | . 47 |
| Table 4.2 | . 48 |
| Table 4.3 | . 49 |
| Table 4.4 | . 50 |
| Table 4.5 | . 51 |
| Table 4.6 | . 52 |
| Table 4.7 | . 53 |
| Table 4.8 | . 54 |
| Table 4.9 | . 55 |
| Table 4.10 | . 56 |
| | |
| Figure 4.1 | |
| Figure 4.2 | |
| Figure 4.3 | 49 |
| Figure 4.4 | 50 |
| | |
| | |
| Figure 4.7 | |
| Figure 4.8 | |
| Figure 4.9 | |
| - | |
| Figure 4.10 | 26 |