

# Haroon Askari

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## **Brief Overview**

An accomplished Executive with more than 30 years of capital markets experience who held the role of Chief Executive Officer at Pakistan Stock Exchange (formerly Karachi Stock Exchange). Prior to this, held the positions of Chief Operating Officer, Deputy Managing Director of the Exchange. While there, I managed and controlled exchange related affairs of Pakistan's 600 listed companies, 300+ brokerage firms, brokers and agents. Participated in revamping management structure and culture of the organization. Remained involved in operational and regulatory matters related to the SECP and governmental authorities such as NAB, FIA and FBR.

Independently managed IT matters related to hardware and software procurements, HR operations, Union (CBA) affairs and various exchanges projects.

Extensively experienced in real estate and trading business in Pakistan, UK and USA. I Joined Sun TV as the CEO of Pakistan's first ever capital markets focused business TV channel launched in 2004.

Considered a visionary and strategist with valuable negotiation skills engaged in mergers, acquisitions of companies, besides helping them in restructuring, modernizing and helping them to go public through listing at the Stock Exchange.

Key-note speaker at national and international seminars/ conferences highlighting the capital market mechanics and functions.

A Science Graduate from the University of Karachi with a post-graduation diploma in Business Administration from the Institute of Business Administration, Karachi.

## **Positions Held:**

- CEO of Trading company (SSH Textiles Ltd.) London (1972 – 1992)
- CEO of Brokerage Firm Karachi Stock Exchange (1992 – 1999)
- CEO Trading Company (Apparel Sportswear) involved in Import and Export – Karachi, Pakistan
- COO Karachi Stock Exchange (2005 – 2011)
- Deputy CEO KSE (2011 – 2017)
- CEO Pakistan Stock Exchange (formerly KSE) (2017 – 2018)

## **Membership of the Boards:**

- Board Member - Pakistan Stock Exchange (2011 and 2017/2018)
- Board Member - Central Depository Company (2010)
- Board Member - National Clearing Company of Pakistan (2010 and 2017/2018)
- Board Member JCR - VIS rating company (2017/2018)
- Board Member - Institute of Financial Market of Pakistan (2017/2018)
- Board Member- EFG Hermes Pakistan Limited 2018.

## **Professional History and Accomplishments**

### ***Managing Director, Pakistan Stock Exchange, Jun 2017 – Jan 12, 2018***

- Managing overall affairs of the Exchange

### ***Deputy Managing Director, Pakistan Stock Exchange (formerly Karachi Stock Exchange), 2011 - Jun 2017***

- Contributed in bringing Pakistan to MSCI EM from FM
- Core contribution in bringing foreign participation in PSX equity market
- Made GDS market successful with daily traded value of Rs.100 million +
- Managed IT Department's coordination function with special focus on operations and cost control in the absence of Head of IT
- Successfully completed new building project
- Conducted road shows for promoting stock market and increasing investor base
- Provided assistance whenever necessary/ directed by MD - IT, Legal, Security related affairs, Marketing, New Products, Special Products etc.

### ***General Manager Operations, Karachi Stock Exchange (Karachi, Pakistan), 2005 to 2010***

- Managed overall operations of the Exchange
- Remained instrumental in generating revenue stream from Company Affairs and Trading and Member Affairs through listing and increasing member terminals
- Exclusively contributed for the implementation of market halt, market making, debt market, new sector classification, listing and trading of ETF, trading in sector indices, new leverage products, option trading, client level margining and settlement etc.
- Contributed in Exchange's business growth by introducing multiple international bourses and foreign dignitaries
- Attended various national and international seminars and conferences on Securities and Capital Market Operations

### ***Chief Executive Officer, Sun Biz TV (Karachi, Pakistan), 2003 to 2005***

- Established and managed Pakistan's pioneering stock market and financial news channel
- Managed a channel with over 55 employees
- Leveraged ten years of experience with all aspect of stock exchange affairs and capital markets of Pakistan with their technical and fundamental analysis to host shows that advise and educate investors
- Established and managed first in-house media studio on Karachi Stock Exchange premises
- Developed relationships with key figures in Pakistan's Financial Industry

### ***Senior Partner, Apparel Sports Wear (Karachi, Pakistan), 1999 to 2002***

- Managed textile factory in Korangi with more than 200 employees
- Conducted business overseas with U.K and U.S.A based clients

### ***Member, Haroon Askari Brokerage, Karachi Stock Exchange, (Karachi, Pakistan), 1993 to 1999***

- Established and ran a mid-sized brokerage over 7 years
- Implemented and designed comprehensive trading systems to advise clients on successful market timing
- Member of Karachi Stock Exchange (1993 to 1999)
- Managed the portfolio of major clients including many well-known financial institutions and high net worth individuals

***Managing Director, SSH Textiles, (London, UK), 1974 to 1993***

- Founded and managed highly successful textile business with annual revenue of GBP 5.0 million
- Imported and developed business relationships in many European American, African and Asian countries
- individually built and successfully ran international business operations over the course of 20 years
- Managed 30 employees
- Implemented best management practices in all spheres of the business
- Associate Member of the Textile Institute (London), 1973

**Education**

- Post Graduate Diploma in Business Administration – IBA, Karachi (1973)
- Bachelor of Science in Chemistry, Zoology and Botany - DJ Science College, Karachi (1971)

**Personal**

- Date of Birth: 18<sup>th</sup> August 1950 (Karachi)
- Permanent resident of Karachi, Pakistan

**Extracurricular Activities**

- Real Estate investment (Managing International Property Portfolio – U.K and U.S.A)
- Published several articles regarding the Karachi Stock Exchange and equity investing in financial newspapers
- President of the Student Union
- National Debating Champion (1970)
- Best speaker – college level
- College hockey team member