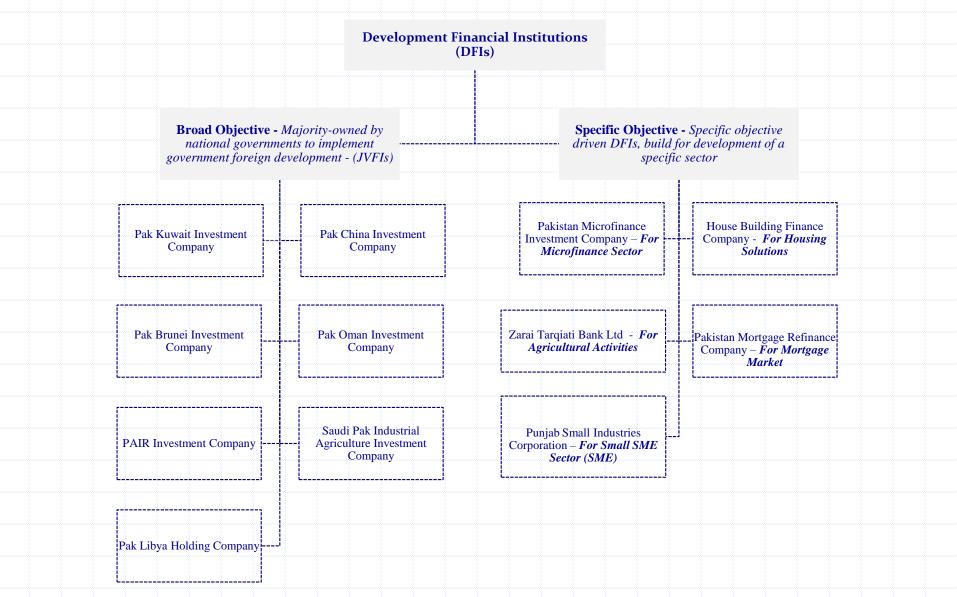


Development Financial Institutions (DFIs)



DFIs | Broad & Specific Objective





DFIs | Rated Universe

	Development Financial Institution	Year of Incorporation	Latest Rating	Outlook	Rating Agency	Date
Sr. #	Joint Venture Financial Institutions (JVFIs)					
1	Pakistan Kuwait Investment Company (Private) Limited	1979	AAA/A1+	Stable	PACRA	Jun'19
2	Pak China Investment Company Limited	2007	AAA/A1+	Stable	JCR	Jul'19
3	Pak Brunei Investment Company Limited	2007	AA+/A1+	Stable	JCR	Jul'19
4	Pak Oman Investment Company Limited	2001	AA+/A1+	Stable	JCR	Jun'19
5	Saudi Pak Industrial and Agricultural Investment Company Limited	1981	AA+/A1+	Stable	JCR	Jun'19
6	PAIR Investment Company Limited	2007	AA/A1+	Stable	PACRA	Jun'19
7	Pak-Libya Holding Company (Private) Limited	1978	AA-/A1+	Negative	PACRA	Jun'19
	Specific Objective DFIs					
1	Zarai Taraqiati Bank Limited	2002	AAA/A1+	Stable	JCR	Jun'19
2	Pakistan Mortgage Refinance Company Limited	2015	AAA/A1+	Stable	JCR	May'19
3	Pakistan Microfinance Investment Company Limited	2016	AA/A1+	Stable	PACRA	Jun'19
4	House Building Finance Company Limited	2007	A/ A1	Positive	JCR	May'19

Highly rated institutions mainly owing to sovereign ownerships and relatively low risk asset structure



JVFIs | Asset Base

Growth								
Sep-19	Dec-18	Dec-17						
31%	-10%	62%						
24%	63%	-13%						
42%	3%	1%						
19%	7%	1%						
67%	-19%	8%						
54%	-13%	-9%						
19%	5%	-5%						

	Total Assets									
Sr#	JVFI	Sep-19	Dec-18	Dec-17	Dec-16	Dec-15	Dec-14			
1	Pak Oman	75,930	58,110	64,669	39,806	27,195	23,366			
2	Pak Brunei	60,272	48,793	29,869	34,391	29,115	32,901			
3	Pak Kuwait	42,710	29,977	29,129	28,941	28,367	24,634			
4	Pak Libya	24,222	20,428	19,163	18,896	15,274	12,436			
5	Pak China	33,067	19,762	24,421	22,518	20,549	20,008			
6	Saudi Pak	29,518	19,191	22,167	24,332	25,087	22,173			
7	PAIR	22,134	18,525	17,686	18,598	23,221	18,744			
	Total	287,854	214,787	207,104	187,483	168,809	154,261			
Growth YoY		34%	4%	10%	11%	9%	16%			

- Average industry asset base grew by 34% primarily attributable to higher investments compared to previous years
- Asset Base of JVFIs majorly comprise of Advances and Investments (core avenues)
- Leading growth witnessed by Pak-China of 67% in 9MCY19 attributable to investments in government securities

Sources: Financial Statements of all JVFIs



JVFIs | Advances

			<u> </u>		 			 	 	
Sy	stem Sh	are		Advances						(PKR mln)
Sep-19	Dec-18	Dec-17	Sr#	JVFI	Sep-19	Dec-18	Dec-17	Dec-16	Dec-15	Dec-14
31%	29%	29%	1	Pak Oman	20,303	20,480	18,788	14,834	9,993	9,070
28%	29%	29%	2	Pak Brunei	18,237	20,330	18,768	13,996	10,237	7,386
4%	4%	5%	3	Pak Kuwait	2,430	2,698	3,166	4,422	5,114	2,798
7%	6%	6%	4	Pak Libya	4,816	4,350	3,593	2,838	3,238	3,708
9%	11%	12%	5	Pak China	6,104	7,620	7,900	6,040	5,708	5,957
12%	11%	13%	6	Saudi Pak	8,034	7,865	8,458	8,256	6,675	5,688
9%	9%	7%	7	PAIR	6,175	6,224	4,653	5,424	3,503	3,592
				Total	66,099	69,567	65,326	55,811	44,468	38,199
			G	Growth YoY		6%	17%	26%	16%	8%
			Advan	ces / Total Assets	23%	32%	32%	30%	26%	25%

- Advances witnessed negative 5% growth YoY compared to positive growth in previous years attributable to consolidation in economy and lesser growth avenues (similar trend in major commercial banks)
- Highest system share (advances) secured by Pak Oman and Pak Brunei of 31% & 28% respectively.
- Segment Analysis reveals higher advances parked with textile, power and sugar sector
- Advances to total assets declined due to tilt towards investments in safe avenues.
- During 9MCY19, the trend suggests that high rated JVFIs have lower share in system when compared to low rated institutes



JVFIs | Investment

Growth									
Sep-19	Dec-18	Dec-17							
74%	-29%	93%							
17%	240%	-54%							
45%	13%	8%							
26%	22%	-26%							
141%	-28%	79%							
304%	-56%	-17%							
31%	2%	-7%							

		In	vestment	S	•		(PKR mln)
Sr#	JVFI	Sep-19	Dec-18	Dec-17	Dec-16	Dec-15	Dec-14
1	Pak Oman	49,604	28,433	40,241	20,832	14,073	12,180
2	Pak Brunei	30,466	26,117	7,679	16,658	16,850	24,247
3	Pak Kuwait	37,398	25,815	22,923	21,206	22,143	20,902
4	Pak Libya	14,905	11,832	9,700	13,184	10,922	7,703
5	Pak China	24,033	9,976	13,848	7,734	12,091	11,289
6	Saudi Pak	16,820	4,159	9,468	11,349	12,702	10,739
7	PAIR	14,713	11,260	11,044	11,843	18,807	14,115
T	Total		117,593	114,903	102,806	107,590	101,174
Growth YoY		60%	2%	12%	-4%	6%	32%

- During 9MCY19, investments recorded significant surge by 60%
- Within industry players Pak china & Saudi Pak recorded very sizable increase in investment books
- Last one year drastic shifting in interest rate scenario was witnessed whereby mix maintained in government securities was shuffled. While the basis for building leveraged investment book may be debated, it is noteworthy that the extent of market risk should be prudently managed. The institutions have been involved in spread transaction by which the borrowed amount (largely repo borrowings) are channeled towards government securities.



JVFIs | Investment Segregation

						1 1							
- <u>-</u>		Sep-19		Sep-19			Dec-18				Dec-17		
Sr	TANDI.	Governmen	t Securities	Capital	TI - 4 - 1	Governmen	nt Securities	Capital	M.4.1	Govern	ment	Capital	Т.4-1
	JVFI	MTBs	PIBs	Market	Total	MTBs	PIBs	Market	Total	MTBs	PIBs	Market	Total
1	Pak Oman	69%	24%	6%	49,604	69%	15%	16%	28,433	82%	6%	12%	40,241
2	Pak Brunei	63%	17%	20%	30,466	4%	71%	25%	26,117	39%	1%	61%	7,679
3	Pak Kuwait	27%	15%	59%	37,398	19%	2%	79%	25,815	15%	4%	80%	22,923
4	Pak Libya	82%	0%	18%	14,905	4%	65%	30%	11,832	51%	17%	32%	9,700
5	Pak China	80%	4%	16%	24,033	49%	10%	40%	9,976	79%	5%	16%	13,848
6	Saudi Pak	8%	60%	31%	16,820	0%	0%	100%	4,159	48%	11%	41%	9,468
7	PAIR	36%	19%	46%	14,713	35%	12%	53%	11,260	45%	8%	48%	11,044

- Further analysis of investment book reveals majority JVFIs, during 9MCY19, shifted portfolio to Market Treasury Bills in line with market predictions of interest rate decline in CY20. In Jul19, last hike was announced by SBP whereby key policy rate stood at 13.25%.
- Refined investment limits and vigilant monitoring of investment book is a necessity to combat market risk.



JVFIs | Equity Base

Share									
Sep-19	Dec-18	Dec-17							
9%	9%	10%							
11%	12%	13%							
32%	31%	29%							
4%	5%	6%							
19%	18%	17%							
14%	15%	14%							
10%	11%	11%							

Ì	Equity								
Sr#	JVFI	Sep-19	Dec-18	Dec-17	Dec-16	Dec-15	Dec-14		
1	Pak Oman	8,152	8,143	8,123	8,107	7,770	7,419		
2	Pak Brunei	9,910	9,960	10,658	10,491	9,724	8,989		
3	Pak Kuwait	28,981	26,549	24,807	22,822	19,727	18,512		
4	Pak Libya	3,998	4,168	4,713	4,669	3,874	3,569		
5	Pak China	16,525	15,361	14,668	14,001	13,385	12,762		
6	Saudi Pak	12,417	12,649	12,205	12,386	11,742	10,391		
7	PAIR	9,229	9,110	9,255	9,367	9,064	8,618		
	Total	89,213	85,941	84,431	81,843	75,287	70,259		
	Growth YoY	4%	2%	3%	9%	7%	12%		

- Industry's total equity base witnessed uptick of 4% in 9MCY19
- Higher equity base of Pak-Kuwait and Pak-China; supplemented by strong profitability of both players through the years. Pak Kuwait's profitability is largely dividend income.

Sources: Financial Statements of all JVFIs



JVFIs | Capital Adequacy Requirement

	Capital Adequacy Ratio										
Sr#	JVFI	Sep-19	Dec-18	Dec-17							
1	Pak Oman	16.4%	17.3%	21.5%							
2	Pak Brunei	23.4%	24.5%	30.6%							
3	Pak Kuwait	43.7%	42.6%	41.3%							
4	Pak Libya	18.5%	17.7%	31.5%							
5	Pak China	104.5%	87.3%	93.7%							
6	Saudi Pak	44.4%	47.1%	44.6%							
7	PAIR	51.0%	52.4%	59.3%							

Statutory Requirements

CET1/ RWA = 6% Tier 1/ RWA = 7.5% Total CAR = 12.5%

- Industry players' CAR significantly higher than minimum statutory requirement
- Ample room available for growth in future years



JVFIs | Funding Base

System Share								
Sep-19	Dec-18	Dec-17						
67%	77%	61%						
1%	6%	28%						
0%	0%	0%						
13%	6%	0%						
0%	0%	0%						
5%	0%	0%						
14%	10%	11%						

			Deposi	ts	•		(PKR mln)
Sr#	JVFI	Sep-19	Dec-18	Dec-17	Dec-16	Dec-15	Dec-14
1	Pak Oman	6,679	9,010	10,501	5,343	4,010	6,296
2	Pak Brunei	100	725	4,751	2,913	4,218	5,164
3	Pak Kuwait	-	35	3	4	180	398
4	Pak Libya	1,307	644	39	463	1,737	2,471
5	Pak China	-	-	-	-	-	250
6	Saudi Pak	510	8	8	131	7	37
7 PAIR		1,349	1,222	1,814	2,080	1,891	386
	Total	9,946	11,644	17,115	10,934	12,043	15,002
Growth YoY		-15%	-32%	57%	-9%	-20%	68%

- JVFIs have limited outreach in the market whereby minuscule deposit mobilization; Largely certificates of investments.
- During 9MCY19, deposits curtailed since last two years



JVFIs | Funding Base

Share					
Sep-19	Dec-18	Dec-17			
33%	36%	44%			
27%	33%	14%			
6%	1%	3%			
10%	14%	14%			
9%	4%	10%			
9%	5%	9%			
6%	7%	6%			

	Borrowings					(PKR mln)		
S	5r#	JVFI	Sep-19	Dec-18	Dec-17	Dec-16	Dec-15	Dec-14
	1	Pak Oman	60,022	39,962	44,608	25,151	14,479	8,869
	2	Pak Brunei	48,508	36,890	13,967	20,493	14,544	18,090
	3	Pak Kuwait	11,346	1,371	2,562	2,661	6,247	3,558
	4	Pak Libya	18,569	15,353	14,367	13,392	9,441	6,097
	5	Pak China	16,034	4,181	9,577	8,196	6,903	6,742
	6	Saudi Pak	16,021	5,771	9,077	10,718	12,010	10,631
	7	PAIR	11,051	7,916	6,371	6,550	11,652	9,221
	Total		181,551	111,444	100,528	87,161	75,277	63,207
	G	Frowth YoY	63%	11%	15%	16%	19%	13%

- Major reliance of industry on borrowings for funding
- Double digit growth throughout last few years
- Borrowings from money market is main funding source



JVFIs | NIMR Comparison

Growth							
Sep-19	Dec-18	Dec-17					
15%	-2%	0%					
3%	30%	9%					
41%	35%	-19%					
-98%	-2%	-15%					
49%	13%	37%					
26%	-19%	-11%					
95%	-34%	-7%					

			NIIMD				
			NIMR				(PKR mln)
Sr#	JVFI	Sep-19	Dec-18	Dec-17	Dec-16	Dec-15	Dec-14
1	Pak Oman	963	840	856	852	886	756
2	Pak Brunei	743	719	553	507	553	468
3	Pak Kuwait	1,213	862	637	784	864	789
4	Pak Libya	4	260	265	313	360	315
5	Pak China	1,618	1,082	954	697	1144	1112
6	Saudi Pak	760	603	743	834	851	677
7	PAIR	847	435	658	710	883	725
	Total	6,148	4,801	4,665	4,697	5,541	4,842
Gr	owth YoY	28%	3%	-1%	-15%	14%	16%

Annualised

- Industry's NIMR begin rising in last year attributable to rise in interest rate
- During 9MCY19, industry's NIMR has witnessed double digit growth



JVFIs | Profitability

Growth						
Sep-19	Dec-18	Dec-17				
-14%	1%	-27%				
-80%	-25%	-50%				
31%	36%	-37%				
92%	-410%	-92%				
30%	-6%	13%				
-77%	-19%	-11%				
NA	-97%	-57%				

Profit Before Tax						(PKR mln)	
Sr#	JVFI	Sep-19	Dec-18	Dec-17	Dec-16	Dec-15	Dec-14
1	Pak Oman	644	749	745	1,025	975	545
2	Pak Brunei	103	503	671	1,333	1,300	1,106
3	Pak Kuwait	4,597	3,515	2,594	4,128	2,504	3,195
4	Pak Libya	(500)	(261)	84	1,042	472	318
5	Pak China	1,186	912	970	858	951	619
6	Saudi Pak	159	698	860	963	983	1,402
7	PAIR	240	11	368	861	923	464
Total		6,429	6,129	6,291	10,210	8,108	7,650
G	rowth YoY	5%	-3%	-38%	26%	6%	24%

- Effect of rise in industry's NIMR is largely negated by high cost structure
- Industry's profitability grew by only 5% in 9MCY19, compared to negative growths in previous years.
- Highest profit recorded by Pak Kuwait mainly due to high dividend income from sister concerns

Sources: Financial Statements of all JVFIs



DFI | Specific Objective | PMIC

Pakistan Microfinance Company Limited							
Finan	Financial Position						
PKR mln	Sep-19	Dec-18	Dec-17	Dec-16			
Total Investment	3,775	825	950	2,350			
Financing - Net	22,025	20,533	11,381	-			
Cash & Bank Balances	9	56	67				
Total Assets	27,146	22,087	12,837	5,917			
Loans & Borrowings	7,210	1,999	_	_			
Subordinated loans	12,661	13,490	6,699	<u>-</u> i			
Equity	6,470	6,245	5,969	5,817			
Total Equity & Liabilities	27,146	22,087	12,837	5,917			

Performance Indicators						
	PKR mln	Sep-19	Dec-18	Dec-17	Dec-16	
Revenue		3,419	1,739	713	17	
PBT		415	399	185	(66)	
PAT		299	277	152	(67)	

Annualised

- Pakistan Microfinance Investment Company Limited (PMIC), incorporated in August 2016, is licensed to carry out Investment Finance activities as a Non-Banking Financial Company (NBFCs) under NBFC Rules 2003 and NBFC Regulations 2008
- Business activities of PMIC can be divided into two categories; i)
 Financial solutions and ii)
 Microfinance plus products
- Financial solutions includes, wholesale credit, Subordinated debt, guarantees, advisory, and other investment services. The company would focus on innovating the existing product line. Lending products are planned out for Microfinance Banks (MFBs) and Non-bank microfinance institutions (MFIs)

Sources: Financial Statements of PMIC



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