



The Pakistan Credit Rating Agency Limited

## Rating Report

### Bank AL Habib Limited | Tier-II TFC (TFC-VII)

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#### Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
29-Jun-2021	AA+	-	Stable	Upgrade	-
29-Jun-2020	AA	-	Stable	Maintain	-
28-Dec-2019	AA	-	Stable	Maintain	-
28-Jun-2019	AA	-	Stable	Maintain	-
31-Dec-2018	AA	-	Stable	Initial	-
08-Nov-2018	AA	-	Stable	Preliminary	-

#### Rating Rationale and Key Rating Drivers

Bank AL Habib has been portraying a history of stable and consistent growth for more than a quarter of a century. The Bank's superior standing was witnessed in the global financial crisis almost a decade ago. The trend continued to this day. This was reflected in the sound asset quality of the Bank, compared to many medium and large institutions taking a significant hit on their advances book. The rating reflects the Bank's improved performance, exceptional asset quality, satisfactory financial profile and healthy liquidity. The Bank has solidified its relative positioning in the universe of large-sized banks by further augmenting its market share in terms of the customer deposit base. The Bank's customer deposits posted a growth of 22%, higher than the sector's growth, to cross one trillion mark (CY20: PKR 1,083bln: CY19: PKR 890bln). The strength of the Bank is reflected in the high proportion of retail deposits in the total. The Bank continued with its strategy for outreach expansion - adding significant branches every year. Exceptional asset quality - lowest in industry, maintained for last many years is reflective of Bank's strength. Strong net mark up income was further augmented by enhanced non-mark up income. Trade finance is the bank's hallmark. The rating draws comfort from the Bank's experienced management team, prudent risk management policies and deep-rooted relationship with clients - borrowers as well as depositors. The Bank's CAR improved to 15.1% as at end Dec-20, providing the Bank with a healthy cushion to expand its advances book. COVID-19 is an ongoing challenge. The proactive measures taken by the regulators and other concerned bodies have mitigated the potential damages anticipated from this pandemic. As a result, the banking industry remained protected and in fact posted record profits. Vigilance is required as variants of the pandemic continue to re-emerge.

The rating is dependent on the Bank's sustained risk profile. In the wake of heightened competition, profitable growth is a challenge while retaining the relative positioning in the industry. The equity base of the Bank and CAR are satisfactory and may continually be enhanced. The Bank is enhancing its footprints in the broad financial spectrum, which is essential to meet customers' needs. Digital transformation is very important. BAML is also into the acquirer business.

#### Disclosure

<b>Name of Rated Entity</b>	Bank AL Habib Limited   Tier-II TFC (TFC-VII)
<b>Type of Relationship</b>	Solicited
<b>Purpose of the Rating</b>	Debt Instrument Rating
<b>Applicable Criteria</b>	Methodology   FI (Jun-20),Methodology   DI Basel III(Jun-20),Criteria   Rating Modifier(Jun-20)
<b>Related Research</b>	Sector Study   Commercial Bank(Jun-21)
<b>Rating Analysts</b>	Timnat Thomas   timnat.thomas@pacra.com   +92-42-35869504

**Issuer Profile**

**Profile** Bank AL Habib Limited (“BAHL” or the “Issuer”), incorporated as a public limited company, commenced operations as a Scheduled Commercial Bank in 1992. The Bank is engaged in the provision of commercial banking services to individuals and institutional clients. The Bank has an existing branch network of 850 (CY19: 755) branches /sub-branches, including 106 (CY19: 83) Islamic banking branches at end-Dec20.

**Ownership** Habib family and friends, associates and group companies own majority stake (50.2%) in BAHL. Other major shareholders include State Life Insurance Corporation (6.6%) and National Investment Trust (5.0%). Sponsors are a member of the Habib Family - one of the oldest and most distinguished names in Pakistan's banking sector.

**Governance** The overall control of the Bank vests with a ten-member board of directors (BoD). Three of the board members are representatives of the Habib family. Three members are independent directors while one is executive director. In addition, CEO is deemed to be a director. Six board committees assist the board in effective oversight of the Bank’s overall operations on relevant matters. EY Ford Rhodes, Chartered Accountants have expressed an unqualified opinion on the financial statement for the year ended 31 December 2020.

**Management** BAHL’s management team comprises experienced senior banking professionals having significant experience in banking, locally and abroad. The bank has five internal committees in place. These committees operate under the close supervision of the CEO/Executive Director. BAHL has a robust risk management framework to manage various risks to which the Bank is exposed.

**Business Risk** The indicators of the banking sector reflected a mixed trend while the economy is recovering from the effects of the COVID-19 pandemic. Despite challenging economic conditions prevailing in CY20 due to the COVID-19 outbreak, the banking sector managed to grow at a decent pace. Deposits of the banking sector grew by 16.1% to PKR 18,519bln (CY19: PKR 15,953bln) as compared to 11.9% growth in CY19. The surge in deposits provided the necessary funding support to finance the robust rise in investments (CY20: PKR 11,935bln; CY19: PKR 8,939bln), particularly in government instruments. During CY20, advances witnessed a mild contraction owing to slackness amid the COVID-19 pandemic outbreak. The policy measures rolled out by the SBP enabled the sector to enhance profitability, improve resilience and limit the credit risk. With the completion of the deferment period, the aftermath will be comprehended by the industry, going forward. BAHL, a large-sized bank, holds a good position in the industry; 6.4% (end-Dec19: 6.1%) market share in terms of customer deposits. Customer deposit base stands at PKR 1,083bln as at end-Dec20 (end-Dec19: PKR 890bln). During CY20, deposits have grown by 22% to stand at PKR 1,100bln and gross advances have grown by 5% to stand at PKR 523bln. The Bank’s gross Advances to Deposits Ratio (ADR) decreased and was reported at 46.4% at the year-end 2020 (CY19: 54.1%). Going forward, BAHL envisages fortifying its market positioning; meanwhile, the focus is on enhancing its profitability via mobilization of low-cost deposits, expansion in branch network and achieving greater operational efficiency by keeping expenses under control and improving IT infrastructure. At the same time, selective diversification and monitoring of credit exposures would continue to remain an area of focus.

**Financial Risk** During CY20, BAHL’s NIMR witnessed an increase of 40% YOY to stand at PKR 57.6bln (CY19: PKR 41.2bln), with Markup income witnessing an increase of 18.7% YOY to stand at PKR 125.3bln (CY19: PKR 105.6bln), due to higher investments in government securities. During CY20, non-markup income recorded growth of 8% YOY (CY20: PKR 10.3bln; CY19: PKR 9.5bln). Bottom-line (PAT) increased significantly by 59% YOY and amounted to PKR 17.8bln (CY19: PKR 11.2bln) due to increased NIMR of PKR 57.6bln (CY19: PKR 41.2bln). During 1QCY21, PAT grew by 61% to stand at PKR 4.6bln YOY. During CY20, the investment portfolio of the Bank has grown by 31% to stand at PKR 765bln, including debt instruments, (end-Dec19: PKR 586bln). At end-Dec20, customer deposits increased to PKR 1083bln (end-Dec19: PKR 890bln), up by 22% while the Bank reported CAR of 15.1%, including Tier I capital (11.4%), remaining compliant with the minimum requirement by SBP.

**Instrument Rating Considerations**

**About The Instrument** Bank AL Habib Limited issued an unsecured, subordinated, rated, and unlisted term finance certificate-VII (“TFC” or the “Issue” or “Instruments”) The issue amounts to PKR 4bln (inclusive of a Green Shoe option of PKR 1bln). The amount raised through this Issue contributed toward AL Habib’s Tier II Capital for capital adequacy requirement as per guidelines set by SBP. The funds so raised are also utilized in AL Habib’s normal business operations. Profit is being paid at the rate of 6MK+100bps semiannually in arrears on the outstanding principal amount. The instrument is structured to redeem 0.02% of the issue amount per semi-annual period, in the first nine years and the remaining issue amount in two equal semi-annual instalments of 49.82% each in the 10th years. Bank AL Habib Limited may call the TFCs (either partially or in full), with prior approval of SBP, on any profit payment date on or after five years from the date of issue.

**Relative Seniority/Subordination Of Instrument** The Instrument is unsecured and subordinated as to payment of principal and profit to all other claims except common shares. In addition to the Lock In Clause, the Instrument will be subject to 1) Loss absorption upon the occurrence of a Pre-Specified Trigger (“PST”) i.e., issuer’s CET1 ratio falls to/below 6.625% of Risk-Weighted Assets; and 2) Loss absorption and/or any other requirements of SBP upon the occurrence of a Point of Non-Viability (“PONV”). Upon reaching the pre-defined trigger point or point of non-viability (PONV), the TFC may be partially or fully converted into equity/written off as per the discretion/instructions of SBP.

**Credit Enhancement** The Instrument is unsecured.



PKR mln

**Bank Al Habib  
Listed Public Limited**

Mar-21	Dec-20	Dec-19	Dec-18
3M	12M	12M	12M

**A BALANCE SHEET**

1 Total Finances - net	544,952	520,886	496,494	485,705
2 Investments	838,382	759,571	580,649	409,610
3 Other Earning Assets	10,111	22,857	19,442	14,243
4 Non-Earning Assets	220,290	224,039	204,430	141,176
5 Non-Performing Finances-net	(5,590)	(5,261)	(2,333)	(2,495)
<b>Total Assets</b>	<b>1,608,146</b>	<b>1,522,091</b>	<b>1,298,682</b>	<b>1,048,239</b>
6 Deposits	1,167,401	1,099,686	903,740	796,901
7 Borrowings	242,268	226,589	243,738	134,034
8 Other Liabilities (Non-Interest Bearing)	120,743	115,960	89,701	67,752
<b>Total Liabilities</b>	<b>1,530,412</b>	<b>1,442,235</b>	<b>1,237,179</b>	<b>998,687</b>
<b>Equity</b>	<b>77,734</b>	<b>79,856</b>	<b>61,503</b>	<b>49,551</b>

**B INCOME STATEMENT**

1 Mark Up Earned	25,941	125,273	105,602	60,733
2 Mark Up Expensed	(12,831)	(67,653)	(64,416)	(29,839)
3 Non Mark Up Income	3,170	10,273	9,481	7,268
<b>Total Income</b>	<b>16,280</b>	<b>67,893</b>	<b>50,667</b>	<b>38,161</b>
4 Non-Mark Up Expenses	(9,466)	(34,768)	(28,261)	(23,651)
5 Provisions/Write offs/Reversals	245	(4,543)	(3,395)	(247)
<b>Pre-Tax Profit</b>	<b>7,059</b>	<b>28,581</b>	<b>19,011</b>	<b>14,264</b>
6 Taxes	(2,458)	(10,770)	(7,842)	(5,846)
<b>Profit After Tax</b>	<b>4,601</b>	<b>17,812</b>	<b>11,169</b>	<b>8,418</b>

**C RATIO ANALYSIS**

**1 Performance**

Net Mark Up Income / Avg. Assets	3.4%	4.1%	3.5%	3.1%
Non-Mark Up Expenses / Total Income	58.1%	51.2%	55.8%	62.0%
ROE	23.4%	25.2%	20.1%	17.6%

**2 Capital Adequacy**

Equity / Total Assets (D+E+F)	4.8%	5.2%	4.7%	4.7%
Capital Adequacy Ratio	14.1%	15.1%	14.4%	13.4%

**3 Funding & Liquidity**

Liquid Assets / (Deposits + Borrowings Net of Repo)	63.9%	63.8%	55.3%	49.7%
(Advances + Net Non-Performing Advances) / Deposits	45.7%	46.4%	54.1%	60.0%
CA Deposits / Deposits	51.6%	50.2%	48.7%	50.3%
SA Deposits / Deposits	29.4%	29.8%	29.4%	29.9%

**4 Credit Risk**

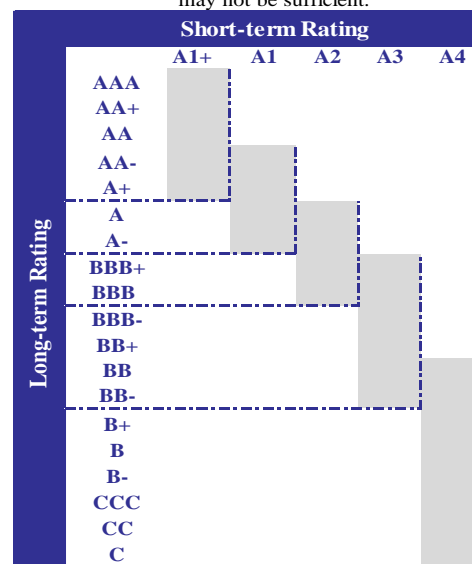
Non-Performing Advances / Gross Advances	1.2%	1.4%	1.5%	1.1%
Non-Performing Finances-net / Equity	-7.2%	-6.6%	-3.8%	-5.0%

**Credit Rating**

Credit rating reflects forward-looking opinion on credit worthiness of underlying entity or instrument; more specifically it covers relative ability to honor financial obligations. The primary factor being captured on the rating scale is relative likelihood of default.

Scale	Long-term Rating Definition
AAA	<b>Highest credit quality.</b> Lowest expectation of credit risk. Indicate exceptionally strong capacity for timely payment of financial commitments
AA+	
AA	<b>Very high credit quality.</b> Very low expectation of credit risk. Indicate very strong capacity for timely payment of financial commitments. This capacity is not significantly vulnerable to foreseeable events.
AA-	
A+	
A	<b>High credit quality.</b> Low expectation of credit risk. The capacity for timely payment of financial commitments is considered strong. This capacity may, nevertheless, be vulnerable to changes in circumstances or in economic conditions.
A-	
BBB+	
BBB	<b>Good credit quality.</b> Currently a low expectation of credit risk. The capacity for timely payment of financial commitments is considered adequate, but adverse changes in circumstances and in economic conditions are more likely to impair this capacity.
BBB-	
BB+	<b>Moderate risk.</b> Possibility of credit risk developing. There is a possibility of credit risk developing, particularly as a result of adverse economic or business changes over time; however, business or financial alternatives may be available to allow financial commitments to be met.
BB	
BB-	
B+	
B	<b>High credit risk.</b> A limited margin of safety remains against credit risk. Financial commitments are currently being met; however, capacity for continued payment is contingent upon a sustained, favorable business and economic environment.
B-	
CCC	<b>Very high credit risk.</b> Substantial credit risk “CCC” Default is a real possibility. Capacity for meeting financial commitments is solely reliant upon sustained, favorable business or economic developments. “CC” Rating indicates that default of some kind appears probable. “C” Ratings signal imminent default.
CC	
C	
D	Obligations are currently in default.

Scale	Short-term Rating Definition
A1+	The highest capacity for timely repayment.
A1	A strong capacity for timely repayment.
A2	A satisfactory capacity for timely repayment. This may be susceptible to adverse changes in business, economic, or financial conditions.
A3	An adequate capacity for timely repayment. Such capacity is susceptible to adverse changes in business, economic, or financial
A4	The capacity for timely repayment is more susceptible to adverse changes in business, economic, or financial conditions. Liquidity may not be sufficient.



*\*The correlation shown is indicative and, in certain cases, may not hold.*

**Outlook (Stable, Positive, Negative, Developing)** Indicates the potential and direction of a rating over the intermediate term in response to trends in economic and/or fundamental business/financial conditions. It is not necessarily a precursor to a rating change. ‘Stable’ outlook means a rating is not likely to change. ‘Positive’ means it may be raised. ‘Negative’ means it may be lowered. Where the trends have conflicting elements, the outlook may be described as ‘Developing’.

**Rating Watch** Alerts to the possibility of a rating change subsequent to, or, in anticipation of some material identifiable event with indeterminable rating implications. But it does not mean that a rating change is inevitable. A watch should be resolved within foreseeable future, but may continue if underlying circumstances are not settled. Rating watch may accompany rating outlook of the respective opinion.

**Suspension** It is not possible to update an opinion due to lack of requisite information. Opinion should be resumed in foreseeable future. However, if this does not happen within six (6) months, the rating should be considered withdrawn.

**Withdrawn** A rating is withdrawn on a) termination of rating mandate, b) the debt instrument is redeemed, c) the rating remains suspended for six months, d) the entity/issuer defaults, or/and e) PACRA finds it impractical to surveil the opinion due to lack of requisite information.

**Harmonization** A change in rating due to revision in applicable methodology or underlying scale.

**Surveillance.** Surveillance on a publicly disseminated rating opinion is carried out on an ongoing basis till it is formally suspended or withdrawn. A comprehensive surveillance of rating opinion is carried out at least once every six months. However, a rating opinion may be reviewed in the intervening period if it is necessitated by any material happening.

**Note.** This scale is applicable to the following methodology(s):

- a) Broker Entity Rating
- b) Corporate Rating
- c) Debt Instrument Rating
- d) Financial Institution Rating
- e) Holding Company Rating
- f) Independent Power Producer Rating
- g) Microfinance Institution Rating
- h) Non-Banking Finance Companies Rating

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### **Rating Team Statements**

(1) Rating is just an opinion about the creditworthiness of the entity and does not constitute recommendation to buy, hold or sell any security of the entity rated or to buy, hold or sell the security rated, as the case may be | Chapter III; 14-3-(x)

### **2) Conflict of Interest**

- i. The Rating Team or any of their family members have no interest in this rating | Chapter III; 12-2-(j)
- ii. PACRA, the analysts involved in the rating process and members of its rating committee, and their family members, do not have any conflict of interest relating to the rating done by them | Chapter III; 12-2-(e) & (k)
- iii. The analyst is not a substantial shareholder of the customer being rated by PACRA [Annexure F; d-(ii)] Explanation: for the purpose of above clause, the term "family members" shall include only those family members who are dependent on the analyst and members of the rating committee

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- (4) PACRA does not disclose or discuss with outside parties or make improper use of the non-public information which has come to its knowledge during business relationship with the customer | Chapter III; 10-7-(d)
- (5) PACRA does not make proposals or recommendations regarding the activities of rated entities that could impact a credit rating of entity subject to rating | Chapter III; 10-7-(k)

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- (6) PACRA fulfills its obligations in a fair, efficient, transparent and ethical manner and renders high standards of services in performing its functions and obligations; | Chapter III; 11-A-(a)
- (7) PACRA uses due care in preparation of this Rating Report. Our information has been obtained from sources we consider to be reliable but its accuracy or completeness is not guaranteed. PACRA does not, in every instance, independently verifies or validates information received in the rating process or in preparing this Rating Report.
- (8) PACRA prohibits its employees and analysts from soliciting money, gifts or favors from anyone with whom PACRA conducts business | Chapter III; 11-A-(q)
- (9) PACRA ensures before commencement of the rating process that an analyst or employee has not had a recent employment or other significant business or personal relationship with the rated entity that may cause or may be perceived as causing a conflict of interest; | Chapter III; 11-A-(r)
- (10) PACRA maintains principal of integrity in seeking rating business | Chapter III; 11-A-(u)
- (11) PACRA promptly investigates, in the event of a misconduct or a breach of the policies, procedures and controls, and takes appropriate steps to rectify any weaknesses to prevent any recurrence along with suitable punitive action against the responsible employee(s) | Chapter III; 11-B-(m)

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- (12) PACRA receives compensation from the entity being rated or any third party for the rating services it offers. The receipt of this compensation has no influence on PACRA's opinions or other analytical processes. In all instances, PACRA is committed to preserving the objectivity, integrity and independence of its ratings. Our relationship is governed by two distinct mandates i) rating mandate - signed with the entity being rated or issuer of the debt instrument, and fee mandate - signed with the payer, which can be different from the entity
- (13) PACRA does not provide consultancy/advisory services or other services to any of its customers or to any of its customers' associated companies and associated undertakings that is being rated or has been rated by it during the preceding three years unless it has adequate mechanism in place ensuring that provision of such services does not lead to a conflict of interest situation with its rating activities; | Chapter III; 12-2-(d)
- (14) PACRA discloses that no shareholder directly or indirectly holding 10% or more of the share capital of PACRA also holds directly or indirectly 10% or more of the share capital of the entity which is subject to rating or the entity which issued the instrument subject to rating by PACRA; | Reference Chapter III; 12-2-(f)
- (15) PACRA ensures that the rating assigned to an entity or instrument is not be affected by the existence of a business relationship between PACRA and the entity or any other party, or the non-existence of such a relationship | Chapter III; 12-2-(i)
- (16) PACRA ensures that the analysts or any of their family members shall not buy or sell or engage in any transaction in any security which falls in the analyst's area of primary analytical responsibility. This clause shall, however, not be applicable on investment in securities through collective investment schemes. | Chapter III; 12-2-(l)
- (17) PACRA has established policies and procedure governing investments and trading in securities by its employees and for monitoring the same to prevent insider trading, market manipulation or any other market abuse | Chapter III; 11-B-(g)

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- (19) PACRA reviews all the outstanding ratings on semi-annual basis or as and when required by any creditor or upon the occurrence of such an event which requires to do so; | Chapter III | 18-(b)
- (20) PACRA initiates immediate review of the outstanding rating upon becoming aware of any information that may reasonably be expected to result in downgrading of the rating; | Chapter III | 18-(c)
- (21) PACRA engages with the issuer and the debt securities trustee, to remain updated on all information pertaining to the rating of the entity/instrument; | Chapter III | 18-(d)

### **Probability of Default**

(22) PACRA's Rating Scale reflects the expectation of credit risk. The highest rating has the lowest relative likelihood of default (i.e, probability). PACRA's transition studies capture the historical performance behavior of a specific rating notch. Transition behavior of the assigned rating can be obtained from PACRA's Transition Study available at our website. (www.pacra.com). However, actual transition of rating may not follow the pattern observed in the past | Chapter III | 14-(F-VII)

### **Proprietary Information**

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## Regulatory and Supplementary Disclosure

Nature of Instrument	Size of Issue (PKR)	Year	Security	Quantum of Security	Nature of Assets	Trustee	Book Value of Assets (PKR mln)
Privately Placed Tier-II TFC	4bln	10 years	Unsecured and subordinated as to payment of principal and profit to other indebtedness of bank, including deposits, but will rank parri passu with other Tier-II instruments and superior to Additional Tier-I instruments.	N/A	N/A	Pak Brunei Investment Company Limited	N/A

### Bank AL Habib Limited | TFC VII | Nov'18 | Redemption Schedule

Due Date Principle	Opening Principal	Principal Repayment	Due Date Markup/ Profit	Markup/Profit Rate	6M Kibor (Assumed at 10%)	Markup/Profit Payment	Installment Payable	Principal Outstanding
	PKR in mln					PKR in mln		
Issuance								4,000.00
Jun-19	4,000.00	0.80	6 months from issuance	6 Month Kibor +1.00%	11.54%	230.17	230.97	3,999.20
Dec-19	3,999.20	0.80	12 months from issuance	6 Month Kibor +1.00%	14.03%	281.31	282.11	3,998.40
Jun-20	3,998.40	0.80	18 months from issuance	6 Month Kibor +1.00%	14.50%	290.00	290.80	3,997.60
Dec-20	3,997.60	0.80	24 months from issuance	6 Month Kibor +1.00%	10.00%	219.87	220.67	3,996.80
Jun-21	3,996.80	0.80	30 months from issuance	6 Month Kibor +1.00%	10%	219.82	220.62	3,996.00
Dec-21	3,996.00	0.80	36 months from issuance	6 Month Kibor +1.00%	10%	219.78	220.58	3,995.20
Jun-22	3,995.20	0.80	42 months from issuance	6 Month Kibor +1.00%	10%	219.74	220.54	3,994.40
Dec-22	3,994.40	0.80	48 months from issuance	6 Month Kibor +1.00%	10%	219.69	220.49	3,993.60
Jun-23	3,993.60	0.80	54 months from issuance	6 Month Kibor +1.00%	10%	219.65	220.45	3,992.80
Dec-23	3,992.80	0.80	60 months from issuance	6 Month Kibor +1.00%	10%	219.60	220.40	3,992.00
Jun-24	3,992.00	0.80	66 months from issuance	6 Month Kibor +1.00%	10%	219.56	220.36	3,991.20
Dec-24	3,991.20	0.80	72 months from issuance	6 Month Kibor +1.00%	10%	219.52	220.32	3,990.40
Jun-25	3,990.40	0.80	78 months from issuance	6 Month Kibor +1.00%	10%	219.47	220.27	3,989.60
Dec-25	3,989.60	0.80	84 months from issuance	6 Month Kibor +1.00%	10%	219.43	220.23	3,988.80
Jun-26	3,988.80	0.80	90 months from issuance	6 Month Kibor +1.00%	10%	219.38	220.18	3,988.00
Dec-26	3,988.00	0.80	96 months from issuance	6 Month Kibor +1.00%	10%	219.34	220.14	3,987.20
Jun-27	3,987.20	0.80	102 months from issuance	6 Month Kibor +1.00%	10%	219.30	220.10	3,986.40
Dec-27	3,986.40	0.80	108 months from issuance	6 Month Kibor +1.00%	10%	219.25	220.05	3,985.60
Jun-28	3,985.60	1,992.80	114 months from issuance	6 Month Kibor +1.00%	10%	219.21	2212.01	1,992.80
Dec-28	1,992.80	1,992.80	120 months from issuance	6 Month Kibor +1.00%	10%	109.60	2102.40	-
		<b>4,000.00</b>				<b>4423.69</b>	<b>8,282.08</b>	