JULY 03, 2023



Pakistan Economy

US\$3bn Stand-by arrangement: A sigh of relief

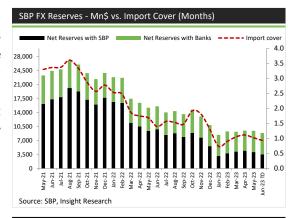
In recent development, Pakistan has been able to secure an agreement with IMF for SDR2.25bn (equivalent to US\$3bn) under stand-by arrangement. This 9-month long program will provide much needed support to country's acute FX liquidity situation and will help in smooth transition of political setup post general election, which are scheduled to happen towards the end of this year. Under the arrangement, Pakistan is expected to receive ~US\$3bn during next 9 months in 3 tranches. IMF's board meeting for the approval of this new program is expected in mid of July. To highlight, Pakistan failed to complete yet another IMF program, the Extended Fund Facility which was secured in 2019 remained incomplete as government was unable to conclude the 9th review with IMF authorities. The EFF program which was scheduled to end on 30-Jun-2023, expired prematurely without completion of 9th, 10th and 11th reviews.

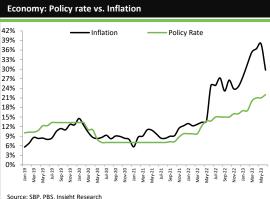
This new facility has provided a much needed lifeline to the economy as country is facing multiple challenges including huge burden of debt repayments in next couple of years along with acute position of forex reserves and rampant inflation. The program will not only support the overall liquidity of forex but also help unlock flows from other multilateral institutions. In addition, rollovers from friendly countries (China, GCC) will also help in mitigating any pressure on FX front.

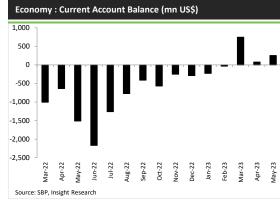
Exact details of the condition agreed for this program have not been available yet, however, as per IMF's press release authorities will have to maintain a market based exchange rate while removing any sort of controls on imports and exchange rate. In addition, energy sector remains a key focus, where the fund has highlighted that implementation of structural reforms are critical for the success of this new program. In addition, timely rebasing of energy tariffs along with improvement in governance of SOEs are key steps for the sustainability of the sector.

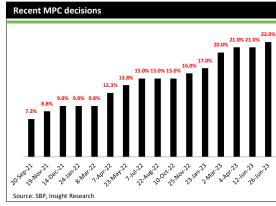
We believe that this new agreement is better than expected as markets were pricing in the probability of default due to lack of clarity on economic and political fronts. However, with the signing of US\$3bn program at this crucial stage will provide much needed confidence to the market participants as evident from the sharp recovery in Pakistan International Bonds.

Going forward, domestic currency is expected to gain some ground in coming sessions on the back of this newly announced program. However, removal of restriction on imports coupled with clearance of pending payments will restrict the gains. Inflation forecasts are expected to witness a slight uptick due to revision in energy tariffs along with enhancement of PDL on retail fuel. Similarly, interest rate are likely to remain elevated under IMF's supervision as we have witnessed a surprise uptick of 100bps in policy rate just days before announcement of this new program.









Muhammad.shahroz@insightsec.com.pk

PAKISTAN INSIGHT

JULY 03, 2023



Currently, local bourse is trading at dirt cheap multiples (P/E: ~3.1) as compared to its peers and historical average. We opine that market will witness a decent rally post Eid holidays, where energy sector companies will remain in spotlight. We opine that, IMF's enhanced focus towards sustainability of power sector bodes well for circular debt ridden companies such as OGDC, PPL, PSO, SNGP, SSGC etc. Similarly, sectors that are negatively affected by import restrictions such as pharma, autos, electrical appliances etc. can also witness a significant jump amid removal of import restrictions. We continue our liking for companies having decent earnings quality, strong cashflows and attractive dividend yield. Our top picks are MARI, MEBL, ENGRO, FFC. EFERT, LUCK, MLCF, ACPL, ILP, SYS, APL etc.

In past, we have witnessed that equity market has responded positively on securing IMF programs. In the table below, we have presented historical market performance before and after IMF program announcement.

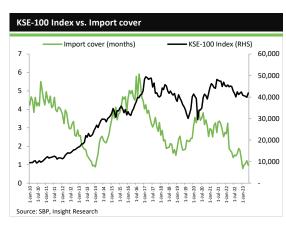
KSE100 - Index performance pre and post recent IMF agreements

MSE 100 mack performance pre una post recent nun agreements								
	Pre Arrangement					Post Arrangement		
	6M	3M	1M	Date of board approval	1M	3M	6M	
Extended Fund Facility	-7.1%	-7.0%	-1.7%	Jul 3, 2019	-9.3%	-7.6%	17.2%	
Rapid Financing Instrument	-7.6%	-27.4%	-3.9%	Apr 16, 2020	8.6%	17.1%	27.7%	
Extended Fund Facility	21.8%	-1.8%	-3.6%	Sep 4, 2013	1.0%	12.4%	18.2%	
Standby Arrangement	-25.0%	-2.6%	0.0%	Nov 24, 2008	-27.5%	-36.1%	-22.2%	
Extended Credit Facility	0.4%	10.7%	3.0%	Dec 6, 2001	-1.3%	32.5%	21.4%	
Standby Arrangement	-11.3%	-13.9%	-11.2%	Nov 29, 2000	16.1%	10.0%	4.0%	

Source: Zakheera, Insight research

A look at Pakistan's history of Lending Commitments with IMF (SDRmn)

Facility	Date of arrangement	Expiration date	Amount agreed	Amount drwn
Extended Fund Facility	3-Jul-19	30-Jun-23	4,988	3,038
Rapid Financing Instrument	16-Apr-20	20-Apr-20	1,016	1,016
Extended Fund Facility	4-Sep-13	30-Sep-16	4,393	4,393
Standby Arrangement	24-Nov-08	30-Sep-11	7,236	4,936
Extended Credit Facility	6-Dec-01	5-Dec-04	1,034	861
Standby Arrangement	29-Nov-00	30-Sep-01	465	465
Extended Fund Facility	20-Oct-97	19-Oct-00	455	114
Extended Credit Facility	20-Oct-97	19-Oct-00	682	265
Standby Arrangement	13-Dec-95	30-Sep-97	563	295
Extended Credit Facility	22-Feb-94	13-Dec-95	607	172
Extended Fund Facility	22-Feb-94	4-Dec-95	379	123
Standby Arrangement	16-Sep-93	22-Feb-94	265	88
Structural Adjustment Facility Commitment	28-Dec-88	27-Dec-91	382	382
Standby Arrangement	28-Dec-88	30-Nov-90	273	194
Extended Fund Facility	2-Dec-81	23-Nov-83	919	730
Extended Fund Facility	24-Nov-80	1-Dec-81	1,268	349
Standby Arrangement	9-Mar-77	8-Mar-78	80	80
Standby Arrangement	11-Nov-74	10-Nov-75	75	75
Standby Arrangement	11-Aug-73	10-Aug-74	75	75
Standby Arrangement	18-May-72	17-May-73	100	84
Standby Arrangement	17-Oct-68	16-Oct-69	75	75
Standby Arrangement	16-Mar-65	15-Mar-66	38	38
Standby Arrangement	8-Dec-58	22-Sep-59	25	-



PAKISTAN INSIGHT

JULY 03, 2023



IMPORTANT DISCLAIMER AND DISCLOSURES

Disclaimer: This report has been prepared by Insight Securities (Private) Ltd, hereinafter referred as 'ISL') and is provided for information purposes only. Under no circumstances is to be used or considered as an offer to sell or solicitation of any offer to buy. While all reasonable care has been taken to ensure that the information contained therein is not untrue or misleading at the time of publication, we make no representation as to its accuracy or completeness and it should not be relied upon as such. This report is provided solely for the information of professional advisers who are expected to make their own investment decisions without undue reliance on this report. Statements regarding future prospects may not be realized while all such information and opinions are subject to change without notice. ISL recommends investors to independently evaluate particular investments and strategies and it encourages investors to seek the advice of a financial advisor.

Investments in capital markets are subject to market risk and ISL accepts no responsibility whatsoever for any direct or indirect consequential loss arising from any use of this report or its contents. In particular, the report takes no account of the investment objectives, financial situation and particular need of individuals, who should seek further advice before making any investment or rely upon their own judgment and acumen before making any investment. The views expressed in this document are those of the ISL Research Department and do not necessarily reflect those of ISL or its directors.

ISL may, to the extent permissible by applicable law or regulation, use the above material, conclusions, research or analysis in which they are based before the material is disseminated to their clients. ISL, as a full-service firm, has/intends to have business relationships, including investment-banking relationships, with the companies in this report. Investors should be aware of that the ISL may have a conflict of interest that could affect the objectivity of the report. Investors should consider this report as only a single factor in making their investment decision. This report may not be reproduced, distributed or published by any recipient for any purpose whatsoever without prior written approval by ISL. Action may be taken for unauthorized reproduction, distribution or publication.

ISL Stock Rating System: ISL employs a 3-tier rating mechanism i.e 'BUY', 'HOLD' and 'SELL', which is based upon the level of expected annualized return for a specific stock. When total annualized return (capital gain + dividends) exceeds 22%, a 'BUY' rating is assigned. A 'SELL' rating is issued whenever total annualized return is less than negative 5% and for return in between the 2 ranges, 'HOLD' rating is meted out. An 'Under Review' stance is given if ISL research stance depends upon the outcome of an uncertain event having significant impact on the valuations. Different securities firms use a variety of rating terms/systems to describe their recommendations. Similar rating terms used by other securities companies may not be equivalent to ISL rating system.

Time horizon is usually the annual financial reporting period of the company (unless otherwise mentioned in the report). Ratings are updated daily and can therefore change daily. They can change because of a move in the stock's price, a change in the analyst's estimate of the stock's fair value, a change in the analyst's assessment of a company's business risk, or a combination of any of these factors. In addition, research reports contain information carrying the analyst's views and investors should carefully read the entire research report and not infer its contents from the rating ascribed by the analyst. In any case, ratings or research should not be used or relied upon as investment advice. An investor's decision to buy, sell or hold a stock should depend on individual circumstances (such as the investors existing holdings or investment objectives) and other considerations.

Target price risk disclosures: Any inability to compete successfully in the markets may harm the business. This could be a result of many factors which may include (but not limited to) geographic mix and introduction of improved products or service offerings by competitors. The results of operations may be materially affected by global economic conditions generally, including conditions in financial markets. The company is exposed to market risks, such as changes in interest rates, foreign exchange rates and input prices. From time to time, the company may enter into transactions, including transactions in derivative instruments, to manage/offset certain of these exposures.

Valuation Methodology: To arrive at our period end target prices, ISL uses different valuation methodologies including

- Discounted cash flow (DCF)
- Relative Valuation (P/E, P/Bv, P/S etc.)
- Equity & Asset return based methodologies (EVA, Residual Income etc.)

Frequently Used Acronyms

TP	Target Price	DCF	Discounted Cash Flows	FCF	Free Cash Flows
FCFE	Free Cash Flows to Equity	FCFF	Free Cash Flows to Firm	DDM	Dividend Discount Model
SOTP	Sum of the Parts	P/E	Price to Earnings ratio	P/Bv	Price to Book ratio
P/S	Price to Sales	EVA	Economic Valued Added	BVPS	Book Value per Share
EPS	Earnings per Share	DPS	Dividend per Share	DY	Dividend Yield
ROE	Return on Equity	ROA	Return on Assets	CAGR	Compounded Annual Growth Rate

PAKISTAN INSIGHT

JULY 03, 2023



ANALYST CERTIFICATION AND IMPORTANT DISCLOSURES

Analyst Certification: The research analyst(s), if any, denoted by AC on the cover of this report, who exclusively reports to the research department head, primarily involved in the preparation, writing and publication of this report, certifies that (1) the views expressed in this report are unbiased and independent opinions of the Research Analyst(s) which accurately reflect his/her personal views about all of the subject companies/securities and (2) no part of his/her compensation was, is or will be directly or indirectly related to the specific recommendations or views expressed in this report.

The research analyst or any of its close relatives do not have a financial interest in the securities of the subject company aggregating more than 1% of the value of the company and the research analyst or its close relative have neither served as a director/officer in the past 3 years nor received any compensation from the subject company in the past 12 months. The Research analyst or its close relatives have not traded in the subject security in the past 7 days and will not trade in next 5 days.

Disclosure of Financial Interest: ISL or any of its officers and directors does not have a significant financial interest (above 1% of the value of the securities of the subject company) in the securities of the subject company. Under normal course of business, ISL, their respective directors, officers, representatives, employees and/or related persons may have a long or short position in any of the securities or other financial instruments mentioned or issues described herein at any time and may make a purchase and/or sale, or offer to make a purchase and/or sale of any such securities or other financial instruments from time to time in the open market or otherwise. ISL or its employees may trade contrary to the recommendation given by ISL Research through this report or any other. ISL may be providing, or have provided within the previous twelve months, significant advice or brokerage services to the subject company. ISL may have, within the past twelve months, served as manager or co-manager of a public offering of securities for, or currently may make a primary market in issues of, any or all, the entities mentioned in this report or received compensation for corporate advisory services, brokerage services or underwriting services from the subject company. Apart from this, ISL or any other of its officers and directors have neither served as a director/officer in any company under ISL research coverage in the past 3 years nor received any compensation from the subject company in the past 12 months.

ISL Research Dissemination Policy: ISL endeavors to make all reasonable efforts to disseminate research to all eligible clients in a timely manner through either physical or electronic distribution such as mail, fax and/or email. Nevertheless, not all clients may receive the material at the same time.

Insight Securities (Pvt.) Limited

Suite 509, Business and Finance Centre,

I. I. Chundrigar Road , Karachi, Pakistan

+92-21-32462541-44