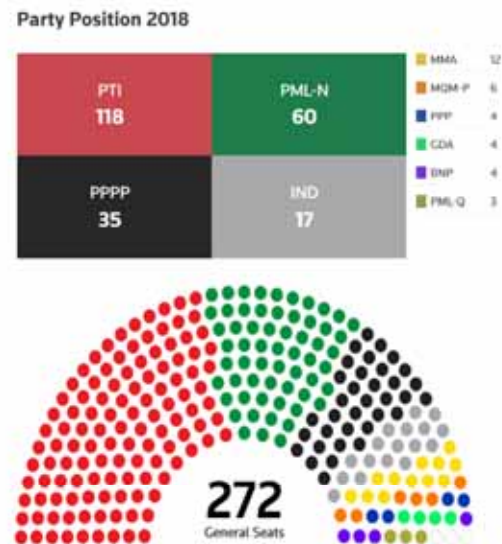


# Day Break

Thursday, 26 July 2018

## Strategy

### Exhibit: Election Party Mapping



## Election 2018

### The Dust Settles; PTI to form the government

- General Election 2018, preliminary statistics points to a clear-cut Pakistan Tehreek-e-Insaf (PTI) lead by considerable margin at ~115-120 over the outgoing government party PML-N at 60 seats
- Against the popular perception of hanged parliament, given a tally of 137 seats required to form a government PTI stands quite comfortable to form the new government
- The party has been strongly advocating for both social and economic reforms. Strong emphasis on governance through institutional reforms has been labelled as party's top most agenda.
- Inheriting an economy with alarming twin deficit along with high debt levels, the new government will quickly form and step up its efforts to mend the economy loose end.
- Election news and anticipation has kept market nervous in recent days. With election dust finally concluding to a better outlook, we expect market to shows of signs of short-term recovery and market valuation multiple will be quick to respond.

#### More Than Bargained for?

As the dust settles on the much anticipated General Election 2018, preliminary statistics points to a clear-cut Pakistan Tehreek-e-Insaf (PTI) lead by considerable margin at ~115-120 seats over the outgoing government party PML-N at 60 seats. The result is pretty much in line with market and survey consensus. On provincial level PTI performance comes out a surprise in Punjab as it managed to bag in 95 seats just shy of ruling PMLN party at 106 seats. Similarly, PTI also has a clear cut majority in KPK province with 55 seats which is even better than previous election result of 45 seats. From Sindh, PPPP leads by 60 seats lower than 86 seats in 2013 election.

#### Go it Alone

Against the popular perception of hanged parliament, given a tally of 137 seats required to form a government PTI stands quite comfortable to form the new government albeit with a small support of independent candidates. However, an all party's conference has been called up by the runner up parties, the vast lead gathered by PTI in the general election rules out the possibility of a larger block being formed against PTI in our opinion.

#### What's On the Menu?

Claiming to initiate a massive anti-corruption drive allegedly against previous government, PTI's government is expected to keep the political landscape of the country violate. The party has been strongly advocating for both social and economic reforms. Strong emphasis on governance through institutional reforms has been labelled as party's top most agenda. On social side, with laying on KPK performance background heavy investment in education, health sector and policing can be expected. Moreover, performance of public enterprises could see better days ahead. Broader reforms under varies head includes;

- *Governance:* Transparency, strengthening of National Accountability Bureau (NAB), civil service reformation
- *Judicial reforms:* Drawing accessible, fair and speedy justice, de-politicization of police,
- *Social:* Broader investment in primary education, a universal health package for the citizens

Source: Geo News & IGI Research

Link: <https://www.geo.tv/election>

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Exhibit:

**Preliminary Election Result**

National Assembly		Punjab - PP		Sindh - PS		KPK - PK		Baluchistan - PB	
Party	Seats	Party	Seats	Party	Seats	Party	Seats	Party	Seats
PTI	118	PML-N	106	PPPP	60	PTI	55	BAP	10
PML-N	60	PTI	95	PTI	14	MMA	6	BNP	7
PPPP	35	IND	35	GDA	11	ANP	5	MMA	6
IND	17	PPPP	6	MQM-P	6	PPPP	3	IND	4
MMA	12	MMA	-	PML-N	3	IND	3	PTI	3
MQM-P	6								
BNP	4								
GDA	4								
<b>Total Seats</b>	<b>256 / 272</b>		<b>242 / 297</b>		<b>94 / 130</b>		<b>72 / 99</b>		<b>30 / 51</b>

Source: IGI Research, Geo News,

**Caught Between a Rock and Hard Place**

Inheriting an economy with alarming twin deficit along with high debt levels, the new government will quickly form and step up its efforts to mend the economy loose end, starting from ballooning external accounts. However, we opine no nearby quick fix is available other than extending out to IMF or other lending agencies, which will certainly be unwelcoming for a party that has contested largely and strongly in opposition of taking up loans from IMF and other foreign agencies. Leaning to fiscal side, the populous tax measures introduced by the previous government are also highly expected to be reversed given a weak fiscal starting point and ambitious fiscal re-balancing requirements.

Exhibit:

**Economy rebalancing and reforms**

Head	Key Focal Area	Process
<b>Balance of Payments</b>	<b>Exports</b>	Formation of Export Processing Zone Export oriented sector will fall under zero-rated Faster system and mechanism to deal with sales tax refunds Facilitate imports of manufacturing inputs (e.g. synthetic fibre) at low tariffs. Introduction of cascading tariff on Raw materials, intermediates, and finished goods to move production towards value added export We will champion diversification of our export product suite.  We will increase our export destinations through economic diplomacy and institutional support while adhering to our commitments within the GATT/ WTO framework.
		<b>Currency</b> We will ensure that our foreign exchange rate is regulated based on economic fundamentals.
<b>Growth</b>	<b>SME</b>	SME focused growth with various incentives Shift away from rent seeking models to increase system efficiency. Complete rural electrification through renewable and off-grid solutions. Transition towards "power exchange", allowing more efficient technologies to get precedence in dispatch.
		<b>Power</b> Continue to support the expansion and utilization of indigenous coal, primarily Thar Coal. Revive oil & gas exploration. Champion and expand net metering and solarisation of houses.
	<b>Construction</b>	Implement a policy framework to build housing units for the low and lower-middle income segments only. Provide fiscal and regulatory incentives to resolve demand and supply side issues of low-income housing; which will also include incentives for allied industries. Rationalise "Services Tax" levied on developers on low cost housing development. We will expedite construction of Diامر-Bhasha dam and will speed up feasibility studies for other dams.

		<p>We will build small dams across Pakistan to conserve water and fulfil local demand.</p> <hr/> <p><b>Agriculture</b></p> <p>Optimising existing and introducing new subsidy programmes                  We will reduce import duty on farm machinery to increase productivity.</p> <hr/> <p>We will make energy costs regionally competitive for the textile sector.                  We will ensure release of blocked tax refunds and subsequent refund orders issued will take form of "Negotiable Instruments".</p> <p><b>Textile</b></p> <p>We will increase our cotton production through better inputs and research, while ensuring right prices are offered to farmers.</p> <p>We will establish internationally accredited labs for product testing and improve product quality.</p> <hr/> <p>We will champion local textile machinery manufacturing and incentivise plant upgradation.</p> <p>We will strengthen the allied industries to ensure that required inputs are manufactured in Pakistan to the extent economically viable.</p> <hr/> <p><b>Tourism</b></p> <p>Promote and position Pakistan as "Asia's Best Kept Secret" in the global tourism market.                  Develop 20 new tourist destinations in 5 years; 4 each year.</p>
<b>Fiscal accounts</b>	<b>Tax Revenues</b>	<p>Increase FBRs autonomy by reducing the influence of Ministry of Finance and will ensure FBR is performance managed.                  Champion the shift towards direct taxation as the primary source of tax revenue as opposed to indirect taxes.                  Champion sustainable initiatives to reduce taxes on businesses.                  Improve audits by establishing risk engines and smart algorithms to identify potential taxpayers for audit.                  Publish names of non-compliant debtors and strongly pursue large tax evaders</p> <hr/> <p><b>PSE</b></p> <p>Remove SOEs under the purview of line ministries to initiate de-politicisation.                  Corporatize all SOEs and transfer ownership to a wealth fund, modelled along the lines of Khazanah in Malaysia.</p>
<b>CPEC</b>		<p>We will ensure the completion of CPEC but encourage a shift towards partnerships for project completion.                  We will utilise expertise from China to supplement domestic manufacturing capabilities and enhance yields in agriculture.</p>

**Market**

Election news and anticipation has kept market nervous in recent days. With election dust finally concluding to a better outlook, we expect market to show signs of short-term recovery and market valuation multiple will be quick to respond. For a medium to long-term given relatively first-timer candidates, political maturity, quick and sustainable responses to reforms and economic decisions will dictate market direction. So far, on the outlook PTI looks strong enough to pull this off. We prefer building up position in E&Ps, Banking stocks with preference of UBL, HBL and AKBL. Under fertilizer EFERT, FFC and FATIMA, and for autos we prefer INDU. Under cements and construction LUCK, KOHC, DGKC, MLCF, MUGHAL and ASTL and HUBC under power. For Textiles we like NML and NCL.

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