

# Day Break

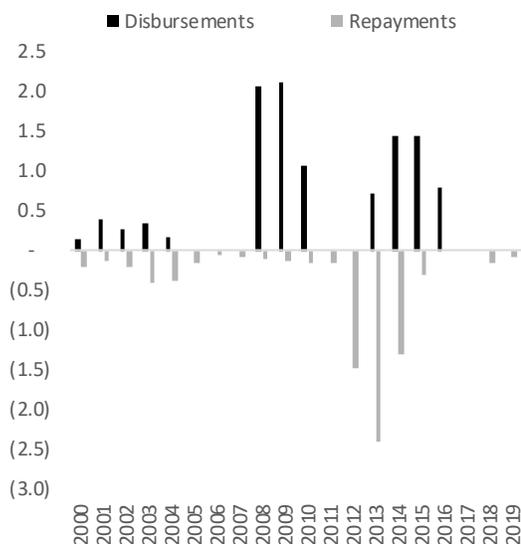
Monday, 13 May 2019

## Economy

### IMF Forthcoming Payments with Pakistan

USDbn	2019	2020	2021	2022	2023
IMF Payments	560	1,031	1,151	1,047	1,067

### IMF Historical disbursements and repayments (SDRbn)



## Economy

### A Rebalancing Act - Pakistan finally reaches consensus to enter 3yr USD 6.0bn IMF Loan program

- Pakistan authorities are in final round to secure the much awaited agreement with International Monetary Fund (IMF) to receive a sum of USD 6.0bn for a period just over 3yrs under its Extended Fund Facility (EFF)
- For equity market perspective entry into IMF is a welcoming sign however, for corporate earnings, i) weaker exchange rate, ii) high interest rates, and iii) growth slowdown, may not bode well. In this space we prefer banking, E&Ps and IPPs stocks over rest

#### A Rebalancing Act

Pakistan authorities are in final round to secure the much awaited agreement with International Monetary Fund (IMF) to receive a sum of USD 6.0bn for a period just over 3yrs under its Extended Fund Facility (EFF). In an expected fashion, the fund disbursements will be subject to timely implementation of prior actions. Nevertheless, the program will aim to reduce both external and internal imbalances, while having a minimal negative fallout on country's growth.

As per IMF press release: *The EFF aims to: (i) Improve public finances and reduce public debt through tax policy and administrative reforms to strengthen revenue mobilization and ensure a more equal and transparent distribution of the tax burden; (ii) Pursue a comprehensive plan for cost-recovery in the energy sectors and state-owned enterprises to help eliminate or reduce the quasi-fiscal deficit that drains scarce government resources.*

Although the full document is still awaited, few on the surface measures include as per press release;

Indicator	Objective	Measures
Fiscal Deficit	<ul style="list-style-type: none"> <li>- Eliminate exemptions</li> <li>- Curtail special treatments</li> <li>- Improve tax administration</li> </ul>	Possible Tax revenue Measures likely:
		<ul style="list-style-type: none"> <li>- Removal of tax exemptions</li> <li>- Changes in salaried income tax slabs</li> </ul>
		Expenditure
		<ul style="list-style-type: none"> <li>- Removing of subsidies</li> <li>- Continuation of BISP and other social targeted subsidies</li> </ul>
	Fiscal Deficit	
		- Primary deficit of 0.6% of GDP

#### Research Analyst

Saad Khan

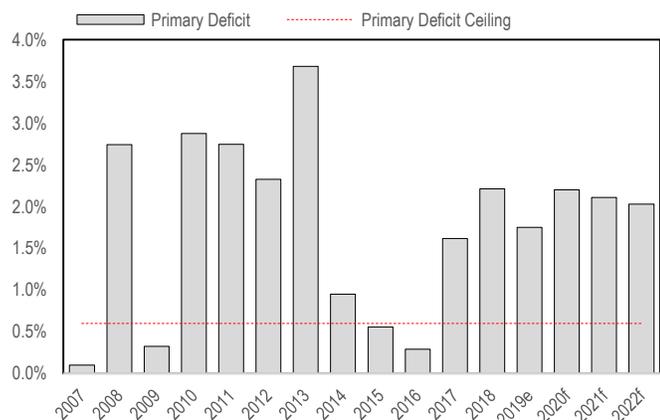
saad.khan@igi.com.pk

Tel: (+92-21) 111-234-234 Ext.: 810

- **Bringing down primary deficit to 0.6% of GDP:** Back in Apr-19, IMF projected Pakistan primary deficit of 1.75% and 2.2% in 2019 and 2020 respectively. IMF suggested that country's primary balance will brought down to 0.6% meaning roughly PKR 650-700bn (GDP size USD 290bn in 2020) will be needed either in the form of additional taxes or reduction in non-growth targeted expenditures. As oppose to earlier expectations of hard

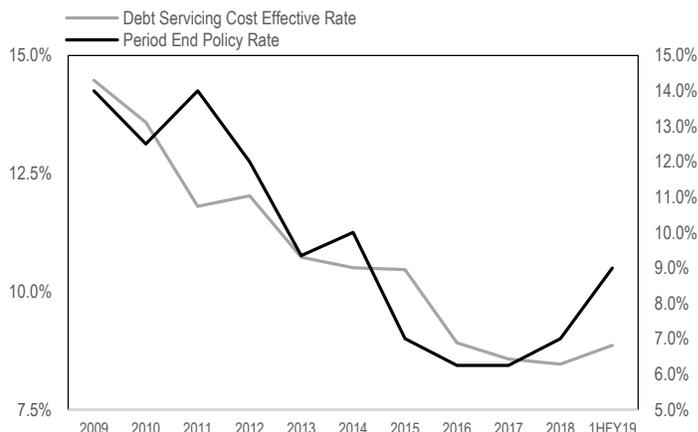
revenue collection and expenditure cutback targets we view targeting primary deficit rather than fiscal deficit as a much softer approach, as it will give Pakistan some leverage on the monetary policy side to curb inflation.

Exhibit: Primary deficit will be restricted to 0.6% of the GDP...



Source: IMF, SBP, IGI Research

Exhibit: ...giving leverage on monetary policy side to curb inflation



Indicator	Objective	Measures
Monetary Policy, Inflation and exchange rate	Strengthening the SBP's operational independence and mandate.	<ul style="list-style-type: none"> <li>- Continuing efforts towards financial market stability including strict Anti-Money Laundering (AML) measures</li> <li>- Possible further increase in interest rates by 100-150bps to anchor down inflation</li> <li>- Reduced borrowing from SBP</li> <li>- Prior to entry in IMF program country's exchange rate has already been adjusted, with REER hovering close to equilibrium.</li> <li>- External financing from World Bank, ADB, Eurobond, etc. will reduce external shocks</li> </ul>
	<ul style="list-style-type: none"> <li>- Reduce Inflation</li> <li>- Market determined exchange rate</li> <li>- Reduce external vulnerabilities</li> </ul>	

- **Market determined exchange rate:** Prior to entry in IMF program Pakistan currency adjusted its REER. Looking ahead, we do not see major exchange rate adjustment coming primarily owing to reduce non-essential import demand, a further 100-150bps discount rate hike and expected capital inflows (government has hinted to approach World Bank, ADB and through Eurobond issuance to secure an additional USD 2-3bn additional funding) and reduce country's external balance vulnerabilities.

Indicator	Objective	Measures
Growth	Structural reforms agenda	<ul style="list-style-type: none"> <li>- PKR 216bn power sector subsidy to continue (protecting the low-income)</li> <li>- In total PKR 180bn worth subsidies will be added to protect low-income group</li> <li>- Essential development spending will continue</li> <li>- Possible introduction of Treasury Single Account (TSA)</li> <li>- Restructuring of Public Sector Enterprises</li> </ul>
	<ul style="list-style-type: none"> <li>- Improving public finances</li> <li>- Reducing public debt through tax policy and administrative reforms</li> <li>- Cost-recovery in Public Sector Enterprises and Energy Sector</li> <li>- Modernization of the public finance management framework</li> </ul>	

### **Outlook**

Conclusively, IMF structural reform driven policies are primarily aimed for long-term sustainable growth rather than short term and this program will be no different. However, one thing is certain, as it has been IMF programs have historically compelled governments in Pakistan to take hard economic decisions such as energy/power tariff hike, removal of subsidies and a tight monetary stance. For equity market perspective entry into IMF is a welcoming sign however, for corporate earnings, i) weaker exchange rate, ii) high interest rates, and iii) growth slowdown, may not bode well. In this space we prefer banking, E&Ps and IPPs stocks over rest.

## Important Disclaimer and Disclosures

**Research Analyst(s) Certification:** The Research Analyst(s) hereby certify that the views about the company/companies and the security/securities discussed in this report accurately reflect his or her or their personal views and that he/she has not received and will not receive direct or indirect compensation in exchange for expressing specific recommendations or views in this report. The analyst(s) is principally responsible for the preparation of this research report and that he/she or his/her close family/relative does not own 1% or more of a class of common equity securities of the following company/companies covered in this report.

**Disclaimer:** The information and opinions contained herein are prepared by IGI Finex Securities Limited and is for information purposes only. Whilst every effort has been made to ensure that all the information (including any recommendations or opinions expressed) contained in this document (the information) is not misleading or unreliable, IGI Finex Securities Limited makes no representation as to the accuracy or completeness of the information. Neither, IGI Finex Securities Limited nor any director, officer or employee of IGI Finex Securities Limited shall in any manner be liable or responsible for any loss that may be occasioned as consequence of a party relying on the information. This document takes no account of the investment objectives, financial situation and particular needs of investors, who shall seek further professional advice before making any investment decision. This document and the information may not be reproduced, distributed or published by any recipient for any purpose. This report is not directed or intended for distribution to, or use by any person or entity not a client of IGI Finex Securities Limited, else directed for distribution.

**Rating system:** IGI Finex Securities employs three tier ratings system, depending upon expected total return (return is defined as capital gain exclusive of tax) of the security in stated time period, as follows:

Recommendation	Rating System
Buy	If target price on aforementioned security(ies) is more than 10%, from its last closing price(s)
Hold	If target price on aforementioned security(ies) is in between -10% and 10%, from its last closing price(s)
Sell	If target price on aforementioned security(ies) is less than -10%, from its last closing price(s)

**Risk:** Investment in securities are subject to economic risk, market risk, interest rate risks, currency risks, and credit risks, political and geopolitical risks. The performance of company (ies) covered herein might unfavorably be affected by multiple factors including, business, economic, and political conditions. Hence, there is no assurance or guarantee that estimates, recommendation, opinion, etc. given about the security (ies)/company (ies) in the report will be achieved.

**Basic Definitions and Terminologies used:** **Target Price:** A price target is the projected price level of a financial security stated by an investment analyst or advisor. It represents a security's price that, if achieved, results in a trader recognizing the best possible outcome for his investment, Last Closing: Latest closing price, Market Cap.: Market capitalization is calculated by multiplying a company's shares outstanding by current trading price. EPS: Earnings per Share. DPS: Dividend per Share. ROE: Return on equity is the amount of net income returned as a percentage of shareholders' equity. P/E: Price to Earnings ratio of a company's share price to its per-share earnings. P/B: Price to Book ratio used to compare a stock's market value to its book value. DY: The dividend yield is dividend per share, divided by the price per share. CY/FY: Calendar/Fiscal/Financial Year. YoY/ QoQ/ MoM: Year-on-Year, Quarter-on-Quarter, Month-on-Month. Th /Mn /Bn /Tn: Thousands/Million/Billion/Trillion.

IGI Finex Securities Limited

**Research Analyst(s)**

Research Identity Number: BRP009

© Copyright 2019 IGI Finex Securities Limited

## Contact Details

### Research Team

Saad Khan	Head of Research	Tel: (+92-21) 111-234-234 Ext: 810	saad.khan@igi.com.pk
Abdullah Farhan	Senior Analyst	Tel: (+92-21) 111-234-234 Ext: 912	abdullah.farhan@igi.com.pk
Suleman Ashraf	Research Analyst	Tel: (+92-21) 111-234-234 Ext: 957	suleman.ashraf@igi.com.pk
Muhammad Saad	Research Analyst	Tel: (+92-21) 111-234-234 Ext: 816	muhammad.saad@igi.com.pk
Bharat Kishore	Database Officer	Tel: (+92-21) 111-234-234 Ext: 974	bharat.kishore@igi.com.pk

### Equity Sales

Faisal Jawed Khan	Head of Equities	Tel: (+92-21) 35301779	faisal.jawed@igi.com.pk
Zaeem Haider Khan	Regional Head (North)	Tel: (+92-42) 38303559-68	zaeem.haider@igi.com.pk
Muhammad Naveed	Regional Manager (Islamabad & Upper North)	Tel: (+92-51) 2604861-62	muhammad.naveed@igi.com.pk
Irfan Ali	Regional Manager (Faisalabad)	Tel: (+92-41) 2540843-45	irfan.ali@igi.com.pk
Asif Saleem	Branch Manager (RY Khan)	Tel: (+92-68) 5871652-56	asif.saleem@igi.com.pk
Mehtab Ali	Branch Manager (Multan)	Tel: (+92-61) 4512003	mehtab.ali@igi.com.pk
Zeeshan Kayani	Branch Manager (Abbottabad)	Tel: (+92-992) 408243-44	zeeshan.kayani@igi.com.pk
Ihsan Mohammad	Branch Manager (Peshawar)	Tel: (92-91) 5253035	ihsan.mohammad@igi.com.pk

### IGI Finex Securities Limited

Trading Rights Entitlement Certificate (TREC) Holder of  
Pakistan Stock Exchange Limited |  
Corporate member of Pakistan Mercantile Exchange Limited

### Head Office

Suite No 701-713, 7th Floor, The Forum, G-20,  
Khayaban-e-Jami Block-09, Clifton, Karachi-75600  
UAN: (+92-21) 111-444-001 | (+92-21) 111-234-234  
Fax: (+92-21) 35309169, 35301780  
Website: www.igisecurities.com.pk

### Stock Exchange Office

Room # 134, 3rd Floor, Stock Exchange Building,  
Stock Exchange Road, Karachi.  
Tel: (+92-21) 32429613-4, 32462651-2 ,  
Fax: (+92-21) 32429607

### Lahore Office

Shop # G-009, Ground Floor,  
Packages Mall  
Tel: (+92-42) 38303560-69  
Fax: (+92-42) 38303559

### Faisalabad Office

Room #: 515-516, 5th Floor, State Life  
Building, 2- Liaqat Road  
Tel: (+92-41) 2540843-45  
Fax: (+92-41) 2540815

### Multan Office

Mezzanine Floor, Abdali Tower,  
Abdali Road  
Tel: (92-61) 4512003, 4571183

### Peshawar Office

2nd Floor, The Mall Tower,  
35 The Mall Saddar Cantt.  
Tel: (92-91) 5273035, 5223882

### Islamabad Office

Mezzanine Floor, Office 5, 6 & 7, Kashmir Plaza,  
Block- B, Jinnah Avenue, Blue Area  
Tel: (+92-51) 2604861-2, 2604864, 2273439  
Fax: (+92-51) 2273861

### Rahim Yar Khan Office

Plot # 12, Basement of Khalid Market,  
Model Town, Town Hall Road  
Tel: (+92-68) 5871652-3  
Fax: (+92-68) 5871651

### Abbottabad Office

Ground Floor, Al Fatah Shopping Center ,  
Opp. Radio Station, Mansehra Road  
Tel: (+92-99) 2408243 - 44

IGI Finex Securities Limited

### Research Analyst(s)

Research Identity Number: BRP009

© Copyright 2019 IGI Finex Securities Limited