

Flash Note

Monday, 27 August 2018

Commercial Banks

Faysal Bank Limited (FABL)

Impressive Fee and FX income lifts total revenue, Profitability up by +20% to PKR 0.79/share

- On unconsolidated basis, Faysal Bank Limited (FABL) reported earnings of PKR 1.2bn or PKR 0.79/share for the 2QCY18, compared to PKR 0.99bn or PKR 0.65/share last year same quarter, a growth of +20%YoY. On a quarterly basis, earnings are down by 2%.
- Total revenue of the bank grew by +17%YoY to PKR 5.5bn thanks to healthy +9%YoY growth in interest income and +39%YoY growth in non-interest income. However, worryingly bank's interest expense continues to show a rising trend, depicted by a +13%YoY growth in 2Q alone and similar +13%YoY growth in 1H. Compared to interest earning growth of +11%YoY in 2Q and 8%YoY growth in 1H. On non-interest income major relief came from higher FX income of PKR 0.5bn (PKR 0.95bn in 1HCY18) in 2QCY18 compared to PKR 0.3bn (PKR 0.58bn in 1HCY17) last year same period. Along with FX income bank's fee income also registered an impressive growth of +35%YoY (+25% in 1HCY18) to PKR 0.97bn.
- Operating expenses rose sharply by +17% during quarter, taking bank's cost-income ratio to ~65% (up from 58% last year same period). On provisioning, the bank booked reversal of PKR 0.3bn for the second consecutive quarter under non-performing loans.

Exhibit:

FABL Result Highlights

PKRmn (Period end=Dec)	2QCY18	2QCY17	YoY	1HCY18	1HCY17	YoY	1QCY18	QoQ
Interest Earned	8,071	7,272	11%	15,295	14,181	8%	7,224	12%
Interest Expensed	4,254	3,775	13%	8,098	7,171	13%	3,844	11%
Net Interest Income	3,817	3,497	9%	7,197	7,010	3%	3,380	13%
Fee Income	968	719	35%	1,734	1,383	25%	766	26%
Capital Gain & Div. Income	14	138	-90%	297	1,114	-73%	283	-95%
Non-Interest Income	1,714	1,238	38%	3,238	3,233	0%	1,524	12%
Total Revenue	5,531	4,735	17%	10,435	10,244	2%	4,904	13%
Operating Expenses	3,581	3,061	17%	6,793	5,908	15%	3,212	11%
Pre-Provisioning Profits	1,951	1,673	17%	3,642	4,335	-16%	1,692	15%
Provision (Rev.) / Charge	(294)	(248)	19%	(607)	(525)	16%	(313)	-6%
Pre-Tax Profits	2,241	1,912	17%	4,243	4,842	-12%	2,002	12%
Extraordinary Item	4	9	-62%	6	18	-65%	3	38%
Taxation	1,048	920	14%	1,833	1,983	-8%	785	33%
Profit After Tax	1,193	992	20%	2,413	2,859	-16%	1,220	-2%
EPS (PKR)	0.79	0.65		1.59	1.88		0.80	
DPS (PKR)	-	-		-	-		-	
BVPS (PKR) Est.	28.7	24.5		28.7	24.5		27.9	

Key Ratio

Cost-To-Income Ratio	65%	65%		65%	58%		65%
Effective Tax Rate	47%	48%		43%	41%		39%
Non-II / Total Income	31%	26%		31%	32%		31%

SOURCE: IGI Research, Company accounts, PSX

No. of shares (mn): 1517.7

Analyst

Saad Khan

saad.khan@igi.com.pk

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

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 /Tr: Thousands/Million/Billion/Trillion.

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
Umesh Solanki	Database Manager	Tel: (+92-21) 111-234-234 Ext: 974	umesh.solanki@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) 35777863-70	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	mahtab.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

Lahore Office

5-F.C.C. Ground Floor,
Syed Maratib Ali Road, Gulberg II
Tel: (+92-42) 35777863-70, 35876075-76
Fax: (+92-42) 35763542

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

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

Faisalabad Office

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

Rahim Yar Khan Office

Plot # 12, Basement of Khalid Market,
Model Town, Town Hall Road
Tel: (+92-68) 5871653-6, 5871652
Fax: (+92-68) 5871651

Multan Office

Mezzanine Floor, Abdali Tower,
Abdali Road
Tel: (92-992) 408243 - 44

Abbottabad Office

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

Stock Exchange Office

Room # 719, 7th Floor, PSX Building,
Stock Exchange Road, Karachi.
Tel: (+92-21) 32429613-4, 32462651-2
Fax: (+92-21) 32429607

Peshawar Office

2nd Floor, The Mall Tower,
35 The Mall Peshawar Cantt.
Tel: (92-91) 5253035, 5278448

Sialkot Office

Suite No. 10 & 11, 1st Floor, Soni Square,
Mubarik Pura
Tel: (+92-52) 3258437, 3258762