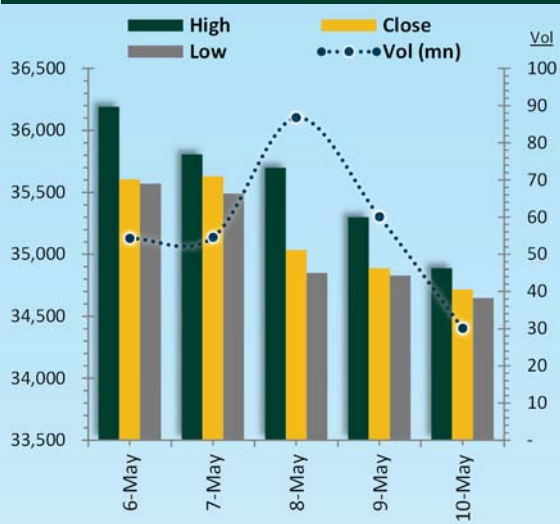


### MARKET ROUNDUP

## Rumours of harsh IMF conditions bring down the index

### KSE - 100 Index



Source: HMFS Research

### KSE-100 Index Performance

TimeLine	High	Low	Close	Avg Vol	Δ %
Jan to Date	41,767	34,647	34,717	131	-6.3%
52 WK Performance	44,333	34,647	34,717	152	-20.7%
Apr'19	38,649	36,136	36,784	101	-4.8%
<b>1QCY19</b>	<b>41,767</b>	<b>37,046</b>	<b>38,649</b>	<b>131</b>	<b>4.3%</b>
Mar/19	39,955	38,040	38,649	106	-1.0%
Feb/19	41,767	37,330	39,055	151	-4.3%
Jan/19	40,861	37,046	40,800	136	10.1%
<b>4QCY18</b>	<b>42,200</b>	<b>36,274</b>	<b>37,067</b>	<b>170</b>	<b>-9.6%</b>
Dec/18	40,496	36,802	37,067	131	-8.5%
Nov/18	42,200	40,340	40,496	154	-2.8%
Oct/18	41,826	36,274	41,649	218	1.6%
<b>3QCY18</b>	<b>43,639</b>	<b>38,561</b>	<b>40,999</b>	<b>173</b>	<b>-2.2%</b>
Sep/18	41,805	40,255	40,999	138	-1.8%
Aug/18	43,116	41,627	41,742	190	-2.3%
Jul/18	43,639	38,561	42,712	188	1.9%
<b>2QCY18</b>	<b>47,144</b>	<b>40,901</b>	<b>41,911</b>	<b>168</b>	<b>-8.0%</b>
Jun/18	44,333	40,901	41,911	161	-2.2%
May/18	45,489	41,458	42,847	135	-5.8%
Apr/18	47,144	45,123	45,489	210	-0.2%
<b>1QCY18</b>	<b>45,605</b>	<b>40,170</b>	<b>45,560</b>	<b>213</b>	<b>12.6%</b>
Mar/18	45,605	42,861	45,560	193	5.4%
Feb/18	44,637	42,607	43,239	204	-1.8%
Jan/18	45,495	40,170	44,049	239	8.8%
<b>CY18</b>	<b>47,144</b>	<b>36,274</b>	<b>37,067</b>	<b>181</b>	<b>-8.4%</b>
<b>CY17</b>	<b>53,127</b>	<b>37,737</b>	<b>40,471</b>	<b>237</b>	<b>-15.3%</b>
<b>CY16</b>	<b>47,934</b>	<b>29,785</b>	<b>47,807</b>	<b>281</b>	<b>45.7%</b>
<b>CY15</b>	<b>36,472</b>	<b>28,648</b>	<b>32,816</b>	<b>247</b>	<b>2.1%</b>
<b>CY14</b>	<b>32,316</b>	<b>25,273</b>	<b>32,131</b>	<b>209</b>	<b>27.2%</b>

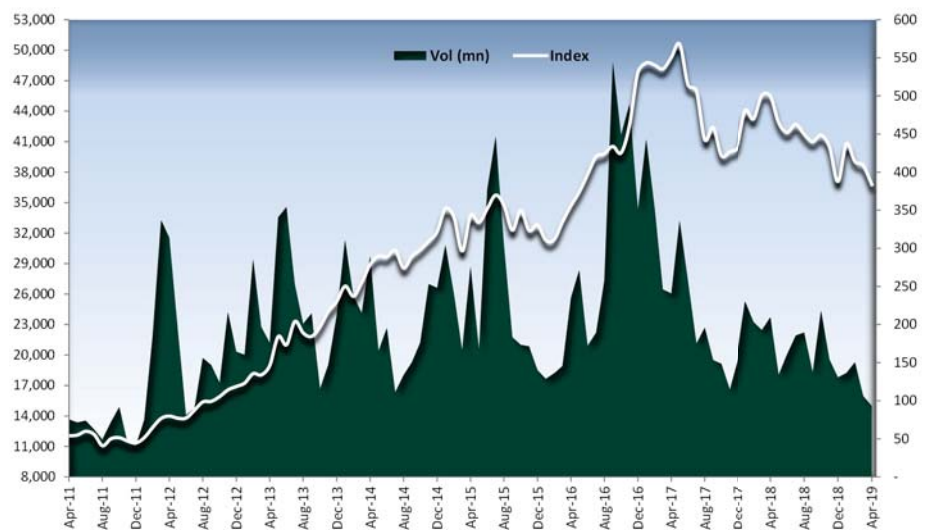
Source: PSX, HMFS Research

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### Market Roundup

- The PSX-100 Index witnessed a 1,406 point decline (-3.9%) during the week, breaking the 35k psychological barrier to close at 34,716 points. The selling spree ensued after uncertainty set into the market following rumours of the GOP agreeing to very strict IMF conditions for approval of the loan facility. Activity, however, was languid as the declining market coupled with usual Ramzan related slow down, and the average market volumes on the main board and the broader market reached only 57.19mn and 73.48mn per day respectively.
- There were strong rumours of tax subsidies worth PKR700mn being removed, the policy rate being further hiked and PKR being devalued even further. Among local investors, mutual funds led the selling as they turned out as net sellers of USD9.97mn. Foreign investors, however, saw value in the market as the FIPI closed the week as net buyers of USD9.46mn.
- In the international market, oil prices fell after tensions rose between the United States of America and China following the USA's decision to impose further tariffs on imports from the Asian country. Spurred by this, initially both WTI and Brent fell, however, support came in due to lower oil stockpiles. With Iran's sanctions fully kicking in, and reports indicating that no ships left Iranian oil terminals, WTI and Brent closed marginally higher at USD70.72/bbl and USD62.14/bbl respectively. The local E&P sector, nevertheless maintained its bearish run and fell 4.57% W/W.
- Investors interest remained concentrated in Steel (↓9.07% W/W), Pharmaceuticals (↓8.82% W/W), Autos (↓6.30% W/W) and Cement (↓6.30% W/W), as they stand to lose the most from further PKR devaluation and interest rate hike, which would detrimentally affect their already shrinking bottom-lines. PSMC and HCAR were among the major losers of the week as the aforementioned rumours of an interest rate hike and further PKR devaluation would lead to their margins shrinking even further.
- BAFL, HBL, and FABL were among the major gainers as an increase in the interest rate would allow the banking companies to make gains on their net interest income. Oil sales data was released during the week where HASCOL's abysmal sales volumes (↓56% Y/Y in April'19) coupled with a 1% drop in market share M/M led to downwards pressure in the scrip, standing amongst the major losers.
- Going forward, we recommend investors to stay on the sidelines in the near-term as uncertainty will continue to hover over the market until the IMF deal is signed while the budget will bring further clarity to market performance in the medium term. Therefore, we recommend investors to maintain exposure in blue-chips.

### Index Performance



Source: HMFS Research

Note: Please refer to the last page for Analyst Certification and other important disclosures.

**WEEK NEWS**

**Oil sales decline 24pc in July-April:** The country's oil sales plunged by 24 per cent to 15.3 million tonnes during the first 10 months of this fiscal year owing to significant drop in furnace oil (FO) and high-speed diesel (HSD) demand. The sales of furnace oil and HSD stood at 2.448 million tonnes and 6m tonnes, depicting 56.6pc and 19pc fall over the same period last fiscal year. However, petrol sales grew by 1.9pc to 6.204m tonnes from 6.090m tonnes in July-April period of 2018-19.

**Pakistan doesn't need additional taxes to cover revenue shortfall: WB:** Pakistan has substantial potential to increase tax receipts without imposing new taxes or increasing their rates. The country's tax revenue potential would reach 26 per cent of GDP, if tax compliance were to be raised to 75 per cent, which is a realistic level of compliance for lower middle income countries. This means that Pakistan's tax authorities are currently capturing only half of this revenue potential — the gap between actual and potential receipts is 50 per cent, according to a new document prepared by the World Bank titled Pakistan Revenue Mobilisation Project, published recently.

**Changan Karvaan launched:** Master Motors Ltd (MML) has rolled out its first locally assembled vehicle Changan Karvaan in record time of just 13 months for any greenfield auto manufacturing plant. The ground-breaking ceremony of the production plant was held on March 21, 2018. The plant has the production capacity to produce 30,000 units annually, CEO MML, Danial Malik said in a statement issued on Friday.

**CPFTA-II expected to take effect from July 1: Dawood:** The country will have to wait for another two months to reap the possible benefits of duty-free market access along 313 tariff lines to China under the recently-signed second phase of China-Pakistan Free Trade Agreement (CPFTA). The news came from Adviser to Prime Minister on Commerce and Industries Razak Dawood at a news conference here on Monday. Dawood said that Pakistan has already approved the revised FTA document but Chinese government will take three to four months for ratification of the agreement. According to him, it is expected to come into effect from July 1. The adviser cautioned those celebrating the revised FTA with China that things may not work out as per the plan. He said he could expect some fallout on some industries in the post-FTA period.

**Legal loopholes, low morale expand tax evasion in Pakistan: World Bank:** The World Bank said tax evasion in Pakistan is pervasive due to low tax morale and legal loopholes that enable high-value individuals to conceal their incomes. "Income tax receipts come from a small number of taxpayers due to generous thresholds for individuals and widespread tax evasion," the World Bank said in a document last month following its study that found half of the country's revenue potential was untapped. "Pakistan's tax revenue potential would reach 26 percent of GDP, if tax compliance were to be raised to 75 percent.

**IMF wants abolition of Rs700 bn tax exemptions:** Pakistan and the IMF talks have entered into most critical phase of evolving consensus on number crunching of key economic sectors and required policy actions to strike a staff level agreement. In this make or break phase, the IMF has placed a condition to abolish tax exemptions of over Rs700 billion in two years and the PTI led government will have to abolish major tax exemptions of sales tax, income tax and customs duty in the range of

Rs350 billion in the coming budget 2019-20.

**Shabbar Zaidi to head FBR:** After dropping the name of Ahmed Mujtaba Memon, the government has nominated Shabbar Zaidi as Chairman of the Federal Board of Revenue (FBR). The notification for appointment of renowned Chartered Accountant as Chairman FBR has not yet been issued. It is expected that a formal notification will be issued after getting approval from the cabinet, which is going to meet under chairmanship of Prime Minister Imran Khan on Tuesday (today).

**Customs tariff slabs on imported items to be revised in budget:** The government is likely to revise customs tariff slabs on imported items in the upcoming budget (2019-20). Sources told Business Recorder here on Monday that the ongoing budget exercise is seriously considering to make changes in the existing import tariff slabs. Presently, customs tariff slabs are: 3 percent, 11 percent, 16 percent and 20 percent. The rates of 30 percent and above are special rates for auto sector and alcoholic beverages. The edible oil, gold, silver, betel leaves and mobile phones are subjected to the specific rates of duty.

**Drilling up to 5500 feet in Kekra-1: Exxon Mobil may achieve target by end of May:** Exxon Mobil, a US company, is likely to achieve the target of ultra deep drilling up to 5500 feet in Kekra-1 (Indus G Block) for oil and gas exploration by end of May, sources said. Officials of Petroleum Division said that work at Kekra-1 is progressing as per plan and Exxon Mobil has given the target depth of 5500 feet and has reached 5200 feet. Forty five days have passed since 21 March when Prime Minister Imran Khan informed the nation that he would share good news within three weeks of vast reservoirs of oil and gas from offshore drilling that would solve most of the country's economic problems—a claim he made on information provided by Petroleum Division, sources said.

**Pakistan Petroleum Ltd finds hydrocarbons in Jamshoro:** Pakistan Petroleum Ltd announced the discovery of hydrocarbons from exploration well Unarpur-1 ST-1 in the Kotri North block in Jamshoro, Sindh by joint venture partners of Exploration Licence of the block. United Energy Pakistan Ltd is the operator holding 50pc working interest, followed by PPL with 40pc and Asia Resources Oil Ltd 10pc.

**Govt decides to present next budget after Eid:** With change of all key members of the economic team and ongoing parleys with the IMF for finalising a staff level agreement this week, the PTI-led government has decided to present the next budget for 2019-20 after Eidul Fitr. The Ministry of Finance has officially sent out proposal to Prime Minister Imran Khan that the date of upcoming budget 2019-20 should be fixed to June 11, 2019. "We have sent the file to PM Imran Khan for presenting the coming budget on June 11, 2019," confirmed one top official of the Finance Division on Wednesday.

**Privatisation of over 36 PSEs, FIs recommended:** The Institutional Reforms Committee headed by Prime Minister's Advisor on Institutional Reforms and Austerity, Dr. Ishrat Hussain has reportedly recommended privatisation of more than three dozens public sector entities and financial institutions, well-informed sources told Business Recorder. The federal government currently has about 440 Organizational Entities (OEs), which consist of numerous attached departments, subordinate offices, autonomous bodies, registered companies, statutory corporations etc under various Divisions/ Ministries.

## MAJOR ECONOMIC INDICATORS

Timeline	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19
<b>Banking Indicators</b>													
Return on Outstanding Loans	7.75%	7.74%	7.85%	8.08%	8.27%	8.33%	8.87%	9.07%	9.66%	10.20%	10.47%	10.69%	...
Return on Deposits	2.91%	2.92%	3.00%	3.15%	3.44%	3.51%	3.84%	3.92%	4.46%	4.78%	4.96%	5.01%	...
Interest rate Spread	4.84%	4.82%	4.85%	4.93%	4.83%	4.82%	5.03%	5.15%	5.20%	5.42%	5.51%	5.68%	...
Total Deposits (PKR bn)	12,277	12,258	13,063	12,551	12,692	13,032	12,666	13,079	13,354	13,058	12,805	13,456	...
MoM Growth (%)	-2.34%	-0.15%	6.57%	-3.92%	1.12%	2.68%	-2.81%	3.26%	2.10%	-2.22%	-1.93%	5.08%	...
Advances (PKR bn)	6,839	7,046	7,362	5,116	7,426	7,492	7,534	7,750	7,888	7,841	7,884	7,889	...
Growth (%)	0.40%	3.02%	4.48%	-30.51%	45.15%	0.89%	0.56%	2.86%	1.79%	-0.60%	0.55%	0.06%	...
Investments (PKR bn)	7,784	6,733	8,179	7,785	6,893	6,677	5,525	5,459	7,583	5,223	7,498	5,751	...
Growth (%)	13.59%	-13.51%	21.48%	-4.82%	-11.46%	-3.13%	-17.25%	-1.20%	38.91%	-31.12%	43.54%	-23.30%	...
ADR	55.71%	57.48%	56.36%	40.76%	58.51%	57.49%	59.48%	59.25%	59.07%	60.05%	61.57%	58.63%	...

<b>Kibor (Ask Side)</b>													
3-Month	6.41%	6.50%	6.88%	7.46%	7.93%	8.06%	8.96%	9.33%	10.50%	10.52%	10.71%	10.79%	11.12%
6-Month	6.50%	6.59%	6.98%	7.57%	8.05%	8.23%	9.43%	9.87%	10.66%	10.76%	10.85%	10.90%	11.25%
9-Month	6.80%	6.91%	7.30%	7.90%	8.36%	8.64%	9.83%	10.34%	11.01%	11.15%	11.25%	11.28%	11.59%
1-Year	6.91%	7.05%	7.42%	8.02%	8.45%	8.77%	10.00%	10.52%	11.18%	11.33%	11.42%	11.48%	11.66%
2-Year	7.45%	7.58%	7.95%	8.54%	8.90%	9.18%	10.38%	10.96%	11.64%	12.00%	12.06%	12.15%	12.38%
3-Year	7.85%	8.03%	8.39%	8.89%	9.24%	9.52%	10.67%	11.36%	12.10%	12.43%	12.45%	12.53%	12.60%

<b>PKR Vs Other Currencies</b>													
USD	115.61	115.62	119.64	124.73	124.08	124.24	130.84	133.84	138.78	138.83	138.69	139.37	141.35
Euro	141.95	136.67	139.76	145.69	143.33	144.80	149.93	152.12	157.97	158.61	157.37	157.58	158.84
JPY	1.0749	1.0541	1.0877	1.1186	1.1164	1.1103	1.1561	1.1811	1.2364	1.2743	1.2563	1.2534	1.2661
GBP	162.69	155.69	158.87	164.27	159.85	161.93	169.64	172.65	175.94	178.83	180.28	183.65	184.21

<b>Inflation</b>													
CPI	3.77%	3.81%	3.92%	5.83%	5.84%	5.60%	5.90%	6.02%	6.05%	6.21%	6.46%	6.79%	7.00%
NFNE	7.00%	7.00%	7.10%	7.60%	7.70%	8.00%	8.20%	8.30%	8.40%	8.70%	8.80%	8.50%	7.00%

<b>Other Economic Variables</b>													
USD Forex Reserves (bn)	17.54	15.91	16.41	16.89	16.39	14.92	14.02	14.01	13.75	14.92	14.95	17.42	...
Remittances (USD mn)	1,651	1,771	1,595	1,982	2,089	1,486	2,060	1,664	1,749	1,743	1,743	1,745	...
Arab light (USD/bbl)	68.49	74.60	75.39	72.92	74.18	77.75	80.76	67.58	57.22	58.97	64.75	67.72	71.66
Oil Bill (USD mn)	1,175.69	1,208.58	1,031.50	1,803.65	1,379.57	947.19	1,482.52	1,202.18	1,233.31	1,055.47	751.32		

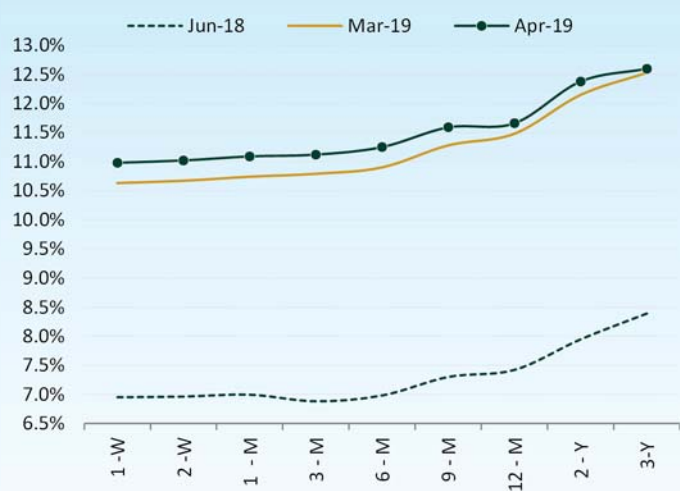
<b>Trade Figures (USD mn)</b>													
Total Imports	5,109	5,814	5,694	4,838	4,992	4,430	4,841	4,626	4,444	4,504	4,180	4,130	...
Total Exports	2,133	2,144	1,887	1,646	2,017	1,728	1,903	1,843	2,080	2,043	1,889	2,026	...
Trade Balance	(2,976)	(3,670)	(3,807)	(3,192)	(2,975)	(2,702)	(2,938)	(2,783)	(2,364)	(2,461)	(2,291)	(2,104)	...
Current Account Balance	(2,286)	(2,064)	(1,971)	(2,121)	(592)	(914)	(1,153)	(1,154)	(1,544)	(873)	(278)	(822)	...
Tax Collection (PKR bn)	295	353	567	251	253	328	269	282	412	...	...	...	...

## MONETARY INDICATORS

Date	Interest Rate			Inflation			Real Interest Rate	M2 Growth
	Discount Rate	10-Y PIB	6-M Kibor	CPI	NFNE	Trimmed Core		
Apr-18	6.50%	8.95%	6.50%	3.77%	7.00%	5.00%	2.73%	-0.99%
May-18	6.50%	8.95%	6.59%	3.81%	7.00%	5.10%	2.78%	2.47%
Jun-18	7.00%	8.95%	6.98%	3.92%	7.10%	5.40%	3.06%	2.82%
Jul-18	8.00%	9.27%	7.57%	5.83%	7.60%	5.90%	1.74%	-2.00%
Aug-18	8.00%	9.80%	8.05%	5.84%	7.70%	5.90%	2.21%	1.61%
Sep-18	9.00%	9.88%	8.23%	5.60%	8.00%	5.80%	2.63%	0.57%
Oct-18	9.00%	11.03%	9.43%	5.90%	8.20%	6.70%	3.53%	-1.43%
Nov-18	9.00%	12.04%	9.87%	6.02%	8.30%	6.70%	3.85%	2.71%
Dec-18	10.50%	12.53%	10.66%	6.05%	8.40%	6.90%	4.61%	2.20%
Jan-19	10.50%	13.10%	10.76%	6.21%	8.70%	7.70%	4.55%	-1.76%
Feb-19	10.75%	13.25%	10.85%	6.46%	8.80%	7.70%	4.39%	-0.30%
Mar-19	10.75%	13.25%	10.90%	6.79%	8.50%	7.90%	4.11%	3.55%
Apr-19	11.25%	13.25%	11.25%	7.00%	7.00%	7.20%	4.25%	-1.12%

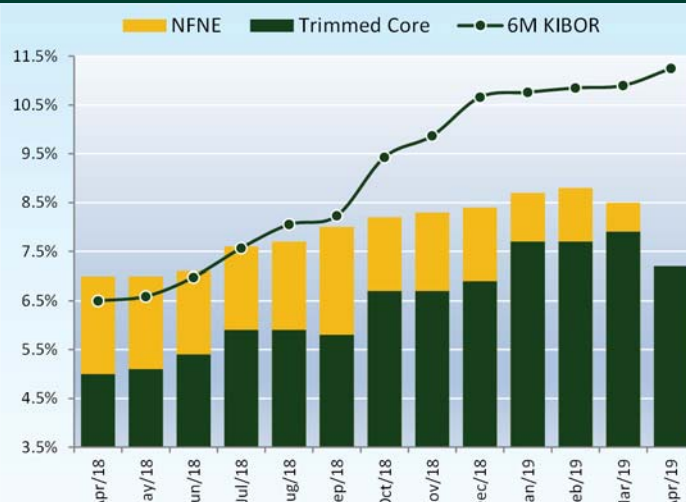
Source: SBP, PBS

Yield Curve



Source: SBP

Inflation vs Interest Rate (6-M Kibor)



Source: SBP & PBS

In the outgoing week, money market witnessed a PIB auction of 3,5 and 10 years but only bids for 3 years PIB were accepted with a weighted average yield of 12.14% amounting to PKR 143.82bn. In addition, the T-bill auction could not achieve the target of PKR 1,200bn as only 3 months T-bill auction was acknowledged with a weighted average yield of 11.00% amounting to PKR 560bn. Meanwhile, foreign exchange reserves held by the SBP inclined by USD1.99bn W/W to stand at USD8.984bn, primarily due to financial assistance from UAE and Saudi Arabia. Moving on, the exchange rate between PKR and USD inclined to PKR141.32/USD as PKR depreciated by PKR0.10 W/W. On the contrary, the yield on 10-year PIBs remained stagnant at 13.25%, while 6-month KIBOR surged to 11.44%.

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## Stock Market Performance at a Glance

### Major Gainers

S.No	Symbol	Current	Δ PKR	% Gain
1	BNWM	43.08	2.92	7.27%
2	NESTLE	7,570.00	330.00	4.56%
3	COLG	2,086.54	88.54	4.43%
4	GADT	188.99	4.50	2.44%
5	ATLH	399.60	5.60	1.42%
6	FABL	21.72	0.26	1.21%
7	THALL	368.83	4.41	1.21%
8	BAFL	44.55	0.51	1.16%
9	SHEL	246.76	2.76	1.13%
10	HBL	123.81	1.37	1.12%

Source: HMFS Research

### Major Losers

S.No	Symbol	Current	Δ PKR	% Loss
1	ABOT	484.00	(11.33)	-2.29%
2	SEARL	141.39	(41.30)	-22.61%
3	HCAR	148.74	(42.11)	-22.06%
4	FFL	15.52	(3.58)	-18.74%
5	KTML	30.35	(6.42)	-17.46%
6	PSMC	244.62	(51.55)	-17.41%
7	HASCOL	78.12	(14.58)	-15.73%
8	MARI	985.99	(161.39)	-14.07%
9	KOHC	63.66	(9.58)	-13.08%
10	HGFA	8.11	(1.22)	-13.08%

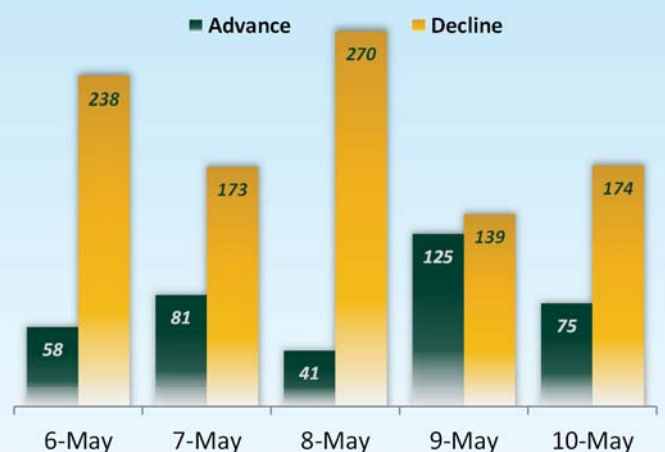
Source: HMFS Research

### MoM Index Performance (index gain vs average volume)



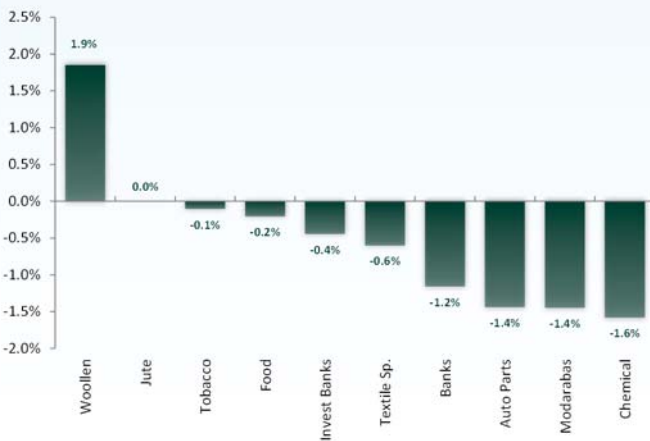
Source: PSX

### Advance to Decline



Source: PSX

### Sector Performance (Based on market capitalization)



Source: PSX

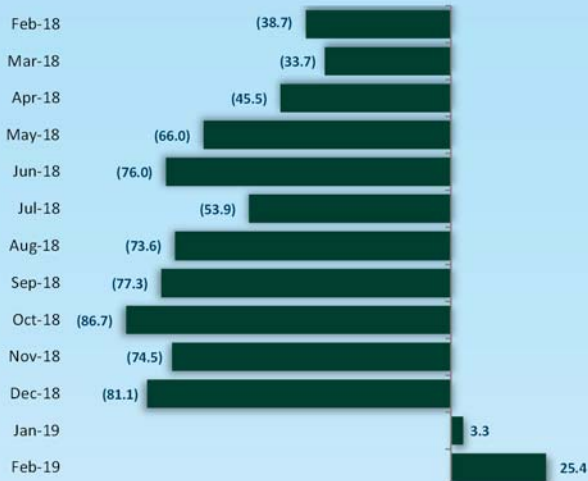
### Top 10 volume leader (volumes in mn)



Source: PSX

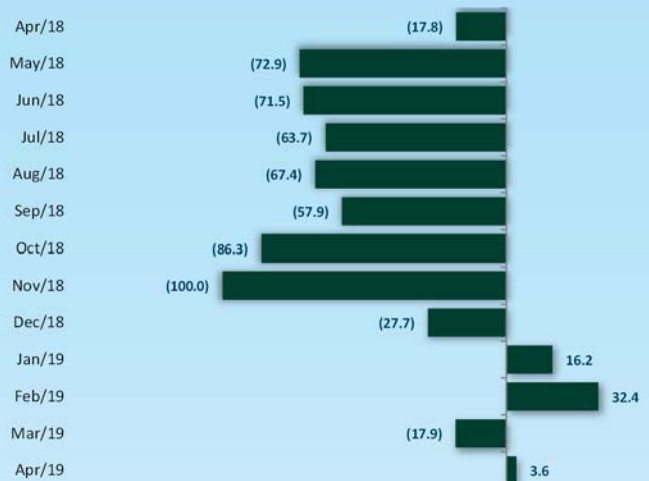
## Commodities & Stocks at a Glance

**SCRA inflows MoM (USD mn)**



Source: SBP

**FIIPI inflows (USD mn)**



Source: NCCPL

**Arab Light (USD/Barrel)**



Source: Bloomberg

**Gold (Euro vs USD)**



Source: LBMA

**PKR vs USD, EUR, GBP**



Source: SBP

**Global Markets Weekly Performance**

S.No	Index	Open	Close	Gain %
1.00	NASDAQ-100	8,097	7,911	-2.30%
2.00	S&P 500	2,932	2,871	-2.10%
3.00	STRAITS TIMES	3,392	3,269	-3.64%
4.00	NIKKEI	22,259	21,345	-4.11%
5.00	KSE-100	36,123	34,717	-3.89%
6.00	Sensex	38,963	37,523	-3.70%
7.00	CAC 40	5,555	5,354	-3.63%
8.00	Dow Jones	26,434	25,828	-2.29%
9.00	FTSE 100	7,405	7,240	-2.23%
10.00	Hang Seng	30,082	28,597	-4.94%

Source: Yahoo Finance

# Weekend Review

REP - 110

Friday, May 10, 2019

## VALUATION GUIDE

#	Symbol	Stance	Current Price	Fair Value	M. Cap PKR bn	Earnings per share			Earnings growth			Dividend Per Share			Dividend Yield			Price to Earning			Price to Book Value		Book Value Per Share		Return on Equity		
						2017	2018	2019	2017	2018	2019	2017	2018	2019	2017	2018	2019	2017	2018	2019	2017	2018	2017	2018	2017	2018	2017
1	FFC	Hold	98.0	95.3	124,679	8.4	9.6	7.0	-9%	14%	-27%	7.0	7.9	8.0	14.0	12.4	12.3	11.6	10.2	14.0	4.5	4.2	21.8	23.3	38.6%	41.3%	30.3%
2	FFBL	Buy	25.0	37.4	23,381	1.1	1.4	3.2	-25%	30%	127%	0.8	0.8	1.6	33.4	30.9	15.8	23.3	17.9	7.9	1.8	1.7	14.1	14.7	7.6%	9.5%	19.0%
3	EFERT	Buy	65.2	77.7	87,102	8.4	14.3	12.1	23%	71%	-16%	8.5	12.9	8.2	7.7	5.1	8.0	7.8	4.6	5.4	2.3	2.0	28.5	32.2	29.4%	44.4%	35.7%
4	INDU	Buy	1230.0	1493.9	96,678	165.4	200.7	175.7	13%	21%	-12%	115.0	140.0	119.1	10.7	8.8	10.3	7.4	6.1	7.0	3.1	2.6	396.9	467.5	41.7%	42.9%	34.4%
5	HCAR	Buy	148.7	216.7	21,240	43.0	45.5	22.6	73%	6%	-50%	13.0	26.9	13.5	11.4	5.5	11.0	3.5	3.3	6.6	1.6	1.2	91.5	119.6	47.0%	38.0%	18.9%
6	BAFL	Hold	44.6	38.1	79,048	4.6	5.7	6.0	4%	24%	4%	1.5	2.5	2.5	0%	4%	6%	9.7	7.8	7.5	1.4	1.2	33.0	38.5	14.1%	14.9%	14.5%
7	HBL	Buy	123.8	148.0	181,611	5.8	8.2	14.8	-75%	41%	80%	8.0	4.3	9.0	15.5	28.8	13.8	40.3	20.7	8.6	1.8	1.3	128.7	135.8	5.2%	7.1%	11.3%
8	MCB	Sell	179.5	149.0	212,766	18.9	18.0	19.1	3%	-5%	6%	16.0	16.0	16.0	8%	8%	8%	10.2	11.0	10.3	1.7	1.7	115.2	117.7	16.5%	15.3%	15.8%
9	UBL	Hold	145.4	162.0	177,959	20.6	12.4	18.2	-9%	-40%	46%	11.0	13.0	14.0	13.2	11.2	10.4	7.1	11.7	8.0	1.1	1.2	130.1	123.6	19.8%	10.9%	14.2%
10	BAHL	Buy	79.9	99.0	93,159	7.7	7.6	9.1	5%	-1%	20%	3.0	2.5	3.0	6%	3%	4%	7.0	9.8	8.8	1.5	1.8	36.4	41.6	12.0%	14.7%	14.9%
11	ABL	Sell	106.6	86.3	123,771	11.1	11.3	10.9	-12%	3%	-5%	7.0	8.0	8.0	9%	8%	7%	6.2	7.4	8.5	1.2	1.3	68.7	73.6	16.2%	15.5%	14.2%
12	PSO	Buy	174.7	306.9	68,340	67.1	47.4	50.3	77%	-29%	6%	25.0	15.0	10.0	7.0	11.6	17.5	2.6	3.7	3.5	0.6	0.6	315.5	282.3	21.3%	16.8%	14.3%
13	APL	Buy	327.1	499.5	32,558	63.9	68.2	55.5	38%	7%	-19%	42.5	40.0	30.0	7.7	8.2	10.9	5.1	4.8	5.9	1.7	1.8	196.5	185.0	32.5%	36.9%	30.9%
14	ISL	Buy	44.2	63.0	19,223	7.0	10.0	6.7	158%	43%	-33%	1.0	4.5	4.2	44.2	9.8	10.4	6.3	4.4	6.6	2.2	1.6	19.7	27.2	35.6%	36.9%	22.9%
15	ASTL	Buy	26.6	38.9	7,909	3.6	5.3	0.9	-25%	48%	-83%	2.0	2.2	2.2	13.3	12.1	11.9	7.4	5.0	29.4	0.7	0.6	37.5	43.4	9.6%	12.3%	2.2%
16	EFOODS	Sell	54.1	26.8	41,458	0.5	0.1	0.3	-84%	-84%	315%	0.4	0.0	0.0	135.2			110.4	676.0	162.8	4.3	4.4	12.7	12.2	3.9%	0.7%	2.7%
17	PIBTL	Buy	9.0	16.1	16,128	0.0	-2.5	-0.5	-39%		-82%	0.0	0.0	0.0				510.9	-3.6	-19.7	0.9	1.1	9.8	8.1	0.2%	N/A	N/A
18	NML	Buy	114.7	134.5	40,329	12.1	11.7	15.3	-13%	-4%	32%	5.0	4.8	4.5	22.9	24.1	25.5	9.5	9.8	7.5	0.5	0.5	252.5	215.3	4.8%	5.4%	7.0%
19	NCL	Hold	42.5	43.0	10,200	6.7	9.8	12.7	21%	46%	29%	2.8	4.0	4.0	15.4	10.6	10.6	6.3	4.3	3.4	0.8	0.7	50.0	57.1	13.5%	17.2%	19.3%
20	GATM	Buy	52.0	63.3	18,541	2.5	5.8	8.8	-41%	133%	52%	1.0	2.5	2.5	52.0	20.8	20.8	20.8	8.9	5.9	1.7	1.5	30.6	35.4	8.2%	16.4%	21.1%
21	ICI	Hold	606.1	674.2	55,982	35.7	33.1	26.0	16%	-7%	-22%	18.0	16.5	9.5	33.7	36.7	63.8	17.0	18.3	23.3	3.3	3.1	183.3	195.8	19.5%	16.9%	12.5%
22	DGKC	Buy	68.0	152.6	29,796	18.2	20.2	8.2	-9%	11%	-59%	7.5	4.3	2.0	9.1	16.0	34.0	3.7	3.4	8.3	0.4	0.4	170.9	176.1	10.7%	11.5%	4.7%
23	LUCK	Buy	365.0	639.5	118,029	42.3	37.7	38.1	6%	-11%	1%	12.0	13.0	8.0	30.4	28.1	45.6	8.6	9.7	9.6	1.5	1.4	246.7	267.1	17.2%	14.1%	12.8%
24	FCCL	Buy	17.3	20.7	23,816	1.9	2.5	2.3	-51%	31%	-6%	1.0	2.0	2.0	17.3	8.6	8.6	9.1	6.9	7.4	1.2	1.2	14.3	14.8	13.3%	16.7%	14.4%
25	MLCF	Hold	24.3	26.7	14,421	9.1	6.3	3.7	-2%	-31%	-41%	3.8	1.0	1.0	6.5	24.3	24.3	2.7	3.9	6.6	0.5	0.5	44.9	51.8	20.1%	12.1%	7.0%
26	CHCC	Buy	40.3	136.1	7,109	11.1	12.1	17.6	39%	9%	46%	4.5	5.5	2.5	8.9	7.3	16.1	3.6	3.3	2.3	0.7	0.6	59.2	63.3	18.7%	19.1%	23.2%
27	KOHC	Buy	63.7	133.5	12,787	22.9	19.3	15.4	-20%	-16%	-20%	14.0	5.0	4.0	4.5	12.7	15.9	2.8	3.3	4.1	0.6	0.5	99.1	116.3	23.2%	16.6%	15.7%
28	FRSM	Buy	54.0	117.2	1,275	-7.4	17.7	13.0	-138%	-340%	-27%	0.0	3.8	5.0		14.4	10.8	-7.3	3.1	4.2	0.8	0.7	63.8	81.5	N/A	21.7%	14.3%
29	MRNS	Buy	77.0	127.4	2,744	4.1	12.9	22.8	-76%	213%	77%	0.0	0.0	3.0			25.7	18.7	6.0	3.4	1.1	0.9	69.3	81.5	5.9%	15.8%	27.0%
HMFS Universe					1,960,94	19.5	18.3	15.6	-4%	0%	0%	10.6	9.8	8.1	16.8	15.1	16.6	22.4	24.2	11.6	1.5	1.8	111.4	93.1	27%	33%	27%

**HABIBMETRO Financial Services Ltd.**

## HABIBMETRO Financial Services Ltd.

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## Valuation Methodology

To arrive at our fair value estimates, HMFS uses different valuation methodologies including but not limited to:

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

## HMFS RATING GUIDE

<i>BUY</i>	<i>More than 15% Upside</i>
<i>HOLD</i>	<i>Between 15% Upside &amp; 15% Downside</i>
<i>SELL</i>	<i>More than 15% Downside</i>

Note: All fair value estimates are for a twelve month time horizon unless specified otherwise in the report

Upside/Downside represents the difference between the stated "Fair Value" & the prevailing "Market Price"

Total Return is based on both the Capital Gains return & the Dividend Yield & is exclusive of all applicable taxes