



Date

04-Dec-2018

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Applicable Criteria

- Methodology | NBFC | Jun18 (Jun 18)

Related Research

- Sector Study | Modaraba & NBFCs (Apr 18)

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PACRA Maintains Entity Ratings of First Punjab Modaraba

| Rating Type | Entity | |
|--------------|--------------------------|---------------------------|
| | Current (04-Dec-2018) | Previous (30-Jun-2018) |
| Action | Maintain | Maintain |
| Long Term | A- | A- |
| Short Term | A2 | A2 |
| Outlook | Stable | Stable |
| Rating Watch | - | - |

The ratings reflects the sustained performance and continuous support of the sponsor (The Bank of Punjab). The Modaraba has witnessed improvement in its standalone business profile exhibited in its performance trend; achieving profitability is a key highlight over the last couple of quarters. The Modaraba managed to expand its earning assets, mainly lending book wherein vehicle financing contributed majorly. The key sponsor – The Bank of Punjab (BoP) – a bank majority owned by the Government of Punjab, continued its support in the form of a sustainable funding base, which the management expects to increase to fund envisaged growth plans. The management is in the process of generating new avenues of funding. By management endeavors, the infected portfolio is gradually reducing and further efforts are being made for recoveries. During FY19 further recoveries, as planned, are likely to support Modaraba’s performance in the future. The management’s efforts in particular to build strong financing book are expected to yield sustainable results; however, materialization is contingent upon the timely implementation. The ratings are dependent on relative positioning of the Modaraba in the sector and sustained asset quality of the new portfolio: achieving bottom line profitability is important. Meanwhile, any weakening in the financial profile or support from the sponsor could have negative implications.

About the Entity

First Punjab Modaraba (FPM), established in 1992, is a perpetual, multipurpose Modaraba, is listed on Pakistan Stock Exchange. Modaraba is engaged in financing through Ijarah, Morabaha and Diminishing Musharaka. Punjab Modaraba Services (Pvt.) Limited (PMSL), the wholly owned subsidiary of The Bank of Punjab (BoP), is the management company of FPM. PMSL has ~39% stake in the modaraba.

BoD comprises six members including CEO of FPM, among them, there is one independent director. Majority represents the Bank of Punjab. Mr. Khalid Tirmizey, the deputy CEO of BOP, is the chairman of the board, having over 42 years of experience working at several leading commercial banks in the country. Mr Aamir Malik, CEO of Modaraba, has over 26 years of banking experience in different management positions, is supported by a adequate management team.

The primary function of PACRA is to evaluate the capacity and willingness of an entity to honor its obligations. Our ratings reflect an independent, professional and impartial assessment of the risks associated with a particular instrument or an entity. PACRA’s comprehensive offerings include instrument and entity credit ratings, insurer financial strength ratings, fund ratings, asset manager ratings and real estate gradings. PACRA opinion is not a recommendation to purchase, sell or hold a security, in as much as it does not comment on the security’s market price or suitability for a particular investor.



The Pakistan Credit Rating Agency Limited

Rating Report

First Punjab Modaraba

Report Contents

1. Rating Analysis
2. Financial Information
3. Rating Scale
4. Regulatory and Supplementary Disclosure

Rating History

| Dissemination Date | Long Term Rating | Short Term Rating | Outlook | Action | Rating Watch |
|--------------------|------------------|-------------------|----------|----------|--------------|
| 04-Dec-2018 | A- | A2 | Stable | Maintain | - |
| 30-Jun-2018 | A- | A2 | Stable | Maintain | - |
| 30-Dec-2017 | A- | A2 | Stable | Maintain | - |
| 31-May-2017 | A- | A2 | Stable | Upgrade | - |
| 28-Dec-2016 | BBB+ | A2 | Positive | Maintain | - |

Rating Rationale and Key Rating Drivers

The ratings reflect the sustained performance and continuous support of the sponsor (The Bank of Punjab). The Modaraba has witnessed improvement in its standalone business profile exhibited in its performance trend; achieving profitability is a key highlight over the last couple of quarters. The Modaraba managed to expand its earning assets, mainly lending book wherein vehicle financing contributed majorly. The key sponsor – The Bank of Punjab (BoP) – a bank majority owned by the Government of Punjab, continued its support in the form of a sustainable funding base, which the management expects to increase to fund envisaged growth plans. The management is in the process of generating new avenues of funding. By management endeavors, the infected portfolio is gradually reducing and further efforts are being made for recoveries. During FY19 further recoveries, as planned, are likely to support Modaraba's performance in the future. The management's efforts in particular to build strong financing book are expected to yield sustainable results; however, materialization is contingent upon the timely implementation.

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Disclosure

| | |
|------------------------------|---|
| Name of Rated Entity | First Punjab Modaraba |
| Type of Relationship | Solicited |
| Purpose of the Rating | Entity Rating |
| Applicable Criteria | Methodology NBFC Jun18(Jun-18) |
| Related Research | Sector Study Modaraba & NBFCs(Apr-18) |
| Rating Analysts | Muhammad Obaid muhammad.obaid@pacra.com +92-42-35869504 |



Profile

Structure First Punjab Modaraba (FPM), established in 1992, is a perpetual multi-purpose Modaraba listed on PSX. FPM is managed by Punjab Modaraba Services (Pvt) Ltd., a wholly owned subsidiary of The Bank of Punjab (BoP).

Background The Modaraba has remained successful in maintaining its growth trend by increase in total assets, certificate holder's equity and lending portfolio. On the basis of improved financial health and performance during last 5 years, the Registrar Modaraba SECP granted permission to raise funds from institutions through issuance of Certificates of Musharikhah (COMs).

Operations The Modaraba caters to corporate, commercial and individual customers through various modes of Islamic financing mainly Ijarah, Morabaha and Musharikhah. Musharikhah pertains to vehicles financing. Ijarah focuses on plant & machinery, vehicles and Home Decore Scheme. Morabaha targets raw material (working capital) financing of different sectors.

Ownership

Ownership Structure Punjab Modaraba Services (Pvt.) Limited (PMSL) holds ~39% stake in the FPM. PMSL is a wholly owned subsidiary of The Bank of Punjab (BoP). The general public has ~40% stake in FPM. The remaining shareholding is split amongst a number of financial institutions and corporate entities.

Stability Since FPM is a fully owned subsidiary of BoP (in which Government of Punjab (GoPb) has majority stake), BoP and invariably GoPb stands behind the Modaraba as it has been providing financial assistance for the past many years.

Business Acumen The Board includes senior members from the management of BoP bringing with them strong business skill set which is critical for the sustainable success of any entity. The Modaraba stands to gain from the BoPs industry-specific working knowledge of lending and financing diverse set of customers and sectors across Pakistan.

Financial Strength The Government of Punjab (GoPb) maintains majority stake in BoP (58%). While BoP has no contractual obligation to support FPM in a distressed situation, yet in the wake of deterioration in FPM's financial profile, the Bank has demonstrated its resolve to provide assistance to FPM by approving running finance facility of PKR 1,405mln.

Governance

Board Structure FPM's Board of Directors (BoD) comprises six members including CEO. Excluding the CEO of FPM, all other members are non-executive and there is one independent director.

Members' Profile The deputy CEO of BoP, Mr. Khalid Tirmizey, chairs the Board. Mr. Khwaja Farooq Saeed, a retired Justice of Lahore High Court, is an independent director.

Board Effectiveness FPM has a Board Audit Committee and Human Resource Committee. The attendance in these board committee meetings is strong and the discussions that take place have detailed minutes made.

Financial Transparency Deloitte Yousaf Adil, Chartered Accountants, is auditor of FPM and have expressed an unqualified opinion on FPM's financial statements for FY18. Meanwhile, Hameed Chaudhry & Company is the auditor of the Punjab Modaraba Services (Pvt.) Limited, the management company of FPM.

Management

Organizational Structure The Modaraba has a lean organizational structure. The management team carries good experience profile but is relatively new with FPM. All department heads report directly to the CEO, with the exception of Internal Audit, which reports directly to the BAC.

Management Team Mr. Aamir Malik, CEO of FPM, has more than two decades of experience, mainly at BOP. He has diversified experience of handling banking affairs covering Credit, Branch Banking, Foreign Trade, Recovery and SAM in different Management positions. The team includes a balanced mix of professionals who bring rich experience to the Modaraba.

Effectiveness The Modaraba has four committees at the management level for better functioning of its affairs; a) Credit Committee, b) Investment Committee, c) Asset and Liability Committee, and d) Management Committee. The Modaraba needs to focus on increasing the effectiveness of its management committees in order to monitor performance and assure the adherence to the policies and procedures.

MIS FPM has acquired an online, centralized Financial Information System (FIS) Solution that has been custom developed in client / server application architecture that will help in managing the business processes easily and efficiently.

Risk Management Framework The Modaraba has implemented an Obligor Risk Ratings module (ORRs) in order to make prudent credit decisions while taking into account all related factors (industry positioning, ownership, management quality, management experience, obligor's historical conduct, facility structure etc.).

Business Risk

Industry Dynamics Financial year 18 started on a positive note with high expectations of good economic growth. However, due to political uncertainty and adverse economic indicators in the second half in the second half of the year, the optimistic scenario turned into gloomy outlook. Owing to reduction in industry spreads and stiff competition with Islamic commercial banks, it is expected that business activities during the current year will slightly remain under pressure particularly in first half of the year due to unsatisfactory economic numbers.

Relative Position In terms of Assets, FPM comes in the top five Modarabas of Pakistan with an asset base at end-Sep18 of PKR 1.7bln (end-Jun17: PKR 1.8bln). The Modaraba commands further support from the fact that BoP owns ~39% and has provided and shall continue to lend support in case of need or financial distress.

Revenues The Modaraba caters to corporate, commercial and individual customers through various modes of Islamic financing mainly Ijarah, Morabaha and Musharikhah. FPM has a wholly owned subsidiary, with equity investment worth PKR 76.5mln at end-Jun18.

Performance During FY18, the Modaraba experienced an increase of ~56% in its earning assets owing to increase in Morabaha financing. During FY18, asset yield improved with the overall increasing interest rate scenario, resulting in 19% YoY increase in gross revenue (3MFY19: 37mln; 3MFY18: 31mln). On the other hand financial charges increased in line with increased borrowings, as a result FPM's pre-provision profits are stagnant at PKR 3mln (3MFY18: PKR 3mln). Administrative costs exhibited a sizable increase, however provisioning reversal of PKR 20mln provided support to FPM to post a PAT of PKR 29mln in FY18 (FY17: PKR 28mln). During 1QFY19, Modaraba maintained a profit on YOY basis with the bottom-line of PKR 8mln (1QFY18: PKR 5mln).

Sustainability Increasing interest rates are putting a dent in the profitability as the cost of financing for the highly leveraged Modaraba will continue to rise in the near future more than the asset yield earned.

Financial Risk

Credit Risk FPM's financing book (net of NPLs) is dominated by Musharikhah (1QFY18: 80%; FY17: 81%) followed by Ijarah (1QFY18: 15%; FY17: 15%) and Morabaha (1QFY17: 5%; FY16: 4%). FPM is focusing more on vehicle's financing through Diminishing Musharikhah. In terms of sectoral mix, Aviation and Transport appeared at the top (FY17: 35%; FY16: 23%) followed by Individuals (FY17: ~28%; FY16: 19%) and Textile (FY17: 8%; FY16: 11%). However, top five sectors showed a significant concentration constituting 64% of the total book.

Market Risk FPM doesn't have market risk as it doesn't have direct exposure in the equity markets or government papers.

Liquidity And Funding The Modaraba has availed a Musharikhah finance facility of PKR 1,194mln from its parent bank – BOP as at end-Sep-18 (approved limits of PKR 1,405mln). Furthermore, against another available financing facility of PKR 400mln by BOP, FPM has fully availed that facility by issuing CoMs. FPM will need more facilities to grow its book further.

Capitalization FPM carries a leveraged structure. Despite positive bottom-line owing to profit distribution and reserve build up, equity improved over the last few quarters. FPM carries a leveraged structure - the total debt/equity ratio lies at 8x in 1QFY19 (FY18: 8x).



First Punjab Modaraba

| BALANCE SHEET | 30-Sep-18 | 30-Jun-18 | 30-Sep-17 | 30-Jun-17 | 30-Jun-16 |
|---------------------------------------|------------------|------------------|------------------|------------------|------------------|
| | 3MFY19 | FY18 | 3MFY18 | FY17 | FY16 |
| Assets | | | | | |
| Finances | | | | | |
| 1. Morabaha | 522 | 41 | 44 | 44 | 76 |
| 2. Musharaka | 928 | 865 | 792 | 850 | 410 |
| 3. Ijarah | 274 | 206 | 147 | 160 | 180 |
| Other Earning Assets | 79 | 79 | 66 | 71 | 35 |
| Other Non-Earning Assets | 480 | 216 | 169 | 163 | 117 |
| Non-Performing Finances | - | 1,030 | 1,085 | 1,059 | 1,092 |
| Less : Provision for Doubtful Debts | (253) | (348) | (378) | (378) | (383) |
| Net Non Performing Finances | (253) | 681 | 707 | 681 | 709 |
| Less: Suspended Income | - | (95) | (92) | (95) | (100) |
| Total Assets | 2,030 | 1,993 | 1,834 | 1,874 | 1,427 |
| Liabilities | | | | | |
| Funding | | | | | |
| 1. Certificate of Musharaka | 403 | 400 | 400 | 400 | 100 |
| 2. Morabaha | - | - | - | - | - |
| 3. Musharaka | 1,254 | 1,212 | 1,080 | 1,118 | 969 |
| 4. Security Deposits | 118 | 113 | 112 | 119 | 141 |
| Other Liabilities | 45 | 65 | 41 | 45 | 36 |
| Equity | | | | | |
| Total Equity | 211 | 203 | 196 | 192 | 177 |
| Total Liabilities & Equity | 2,030 | 1,993 | 1,830 | 1,874 | 1,422 |
| INCOME STATEMENT | | | | | |
| Gross Revenue | 37 | 130 | 31 | 121 | 73 |
| Financail Charges | (28) | (94) | (23) | (80) | (58) |
| Other Income | 2 | 10 | 2 | 10 | 5 |
| Operating Expenses | (8) | (35) | (7) | (29) | (22) |
| Pre-Provision Operating Profit/(Loss) | 3 | 11 | 3 | 22 | (2) |
| Provisions for Doubtful Debts | 4 | 20 | - | 5 | 25 |
| Management Fee | - | (3) | - | (3) | (2) |
| Profit Before Taxes | 8 | 28 | 3 | 24 | 21 |
| Net Income | 8 | 29 | 5 | 28 | 28 |
| Ratio Analysis | | | | | |
| Profitability Ratios | | | | | |
| ROA | 0.5% | 1.5% | 1.0% | 1.7% | 2.1% |
| Cost-to-Total Net Revenue | 73.1% | 77.0% | 73.0% | 57.3% | 111.4% |
| Capital Adequacy | | | | | |
| Equity / Total Assets | 10.4% | 10.2% | 10.7% | 10.2% | 12.4% |
| Funding & Liquidity | | | | | |
| Short Term Funding/Total Funding | 25.8% | 26.2% | 28.2% | 27.6% | 14.1% |
| Loan Loss Coverage | | | | | |
| Impaired Lending/Gross Finances | 0.0% | 48.1% | 52.4% | 50.1% | 62.1% |
| Net Impaired Lending/ Equity (%) | -1.20 | 3.35 | 3.60 | 3.55 | 4.01 |

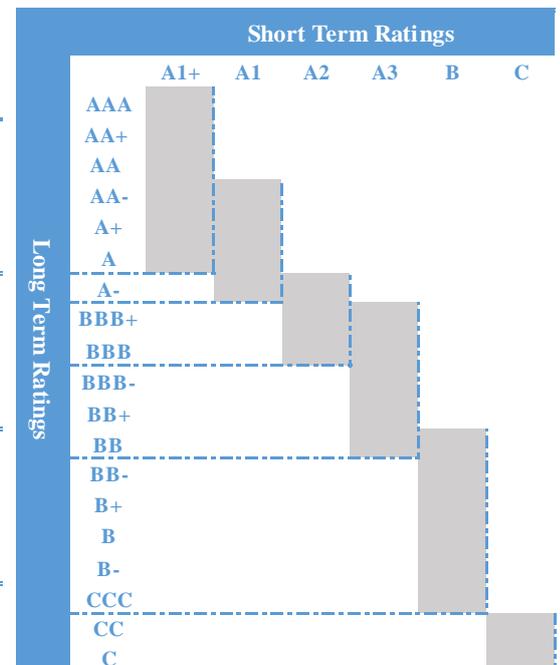
First Punjab Modaraba

Nov-18

Credit Rating Scale & Definitions

Credit rating reflects forward-looking opinion on credit worthiness of underlying entity or instrument; more specifically it covers relative ability to honor financial obligations. The primary factor being captured on the rating scale is relative likelihood of default.

| Long Term Ratings | | Short Term Ratings | |
|--|---|--------------------|--|
| AAA | Highest credit quality. Lowest expectation of credit risk. Indicate exceptionally strong capacity for timely payment of financial commitments | A1+ | The highest capacity for timely repayment. |
| AA+ AA AA- | Very high credit quality. Very low expectation of credit risk. Indicate very strong capacity for timely payment of financial commitments. This capacity is not significantly vulnerable to foreseeable events. | A1 | A strong capacity for timely repayment. |
| A+ A A- | High credit quality. Low expectation of credit risk. The capacity for timely payment of financial commitments is considered strong. This capacity may, nevertheless, be vulnerable to changes in circumstances or in economic conditions. | A2 | A satisfactory capacity for timely repayment. This may be susceptible to adverse changes in business, economic, or financial conditions. |
| BBB+ BBB BBB- | Good credit quality. Currently a low expectation of credit risk. The capacity for timely payment of financial commitments is considered adequate, but adverse changes in circumstances and in economic conditions are more likely to impair this capacity. | A3 | An adequate capacity for timely repayment. Such capacity is susceptible to adverse changes in business, economic, or financial conditions. |
| BB+ BB BB- | Moderate risk. Possibility of credit risk developing. There is a possibility of credit risk developing, particularly as a result of adverse economic or business changes over time; however, business or financial alternatives may be available to allow financial commitments to be met. | B | The capacity for timely repayment is more susceptible to adverse changes in business, economic, or financial conditions. |
| B+ B B- | High credit risk. A limited margin of safety remains against credit risk. Financial commitments are currently being met; however, capacity for continued payment is contingent upon a sustained, favorable business and economic environment. | C | An inadequate capacity to ensure timely repayment. |
| CCC CC C | Very high credit risk. Substantial credit risk "CCC" Default is a real possibility. Capacity for meeting financial commitments is solely reliant upon sustained, favorable business or economic developments. "CC" Rating indicates that default of some kind appears probable. "C" Ratings signal imminent default. | | |
| D | Obligations are currently in default. | | |



Outlook (Stable, Positive, Negative, Developing) Indicates the potential and direction of a rating over the intermediate term in response to trends in economic and/or fundamental business/financial conditions. It is not necessarily a precursor to a rating change. 'Stable' outlook means a rating is not likely to change. 'Positive' means it may be raised. 'Negative' means it may be lowered. Where the trends have conflicting elements, the outlook may be described as 'Developing'.

Rating Watch Alerts to the possibility of a rating change subsequent to, or in anticipation of, a) some material identifiable event and/or b) deviation from expected trend. But it does not mean that a rating change is inevitable. A watch should be resolved within foreseeable future, but may continue if underlying circumstances are not settled. Rating Watch may accompany Outlook of the respective opinion.

Suspension It is not possible to update an opinion due to lack of requisite information. Opinion should be resumed in foreseeable future. However, if this does not happen within six (6) months, the rating should be considered withdrawn.

Withdrawn A rating is withdrawn on a) termination of rating mandate, b) cessation of underlying entity, c) the debt instrument is redeemed, d) the rating remains suspended for six months, e) the entity/issuer defaults, or/and f) PACRA finds it impractical to surveil the opinion due to lack of requisite information.

Harmonization A change in rating due to revision in applicable methodology or underlying scale.

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Rating Team Statements

(1) Rating is just an opinion about the creditworthiness of the entity and does not constitute recommendation to buy, hold or sell any security of the entity rated or to buy, hold or sell the security rated, as the case may be | Chapter III; 14-3-(x)

2) Conflict of Interest

i. The Rating Team or any of their family members have no interest in this rating | Chapter III; 12-2-(j)

ii. PACRA, the analysts involved in the rating process and members of its rating committee, and their family members, do not have any conflict of interest relating to the rating done by them | Chapter III; 12-2-(e) & (k)

iii. The analyst is not a substantial shareholder of the customer being rated by PACRA [Annexure F; d-(ii)] Explanation: for the purpose of above clause, the term "family members" shall include only those family members who are dependent on the analyst and members of the rating committee

Restrictions

(3) No director, officer or employee of PACRA communicates the information, acquired by him for use for rating purposes, to any other person except where required under law to do so. | Chapter III; 10-(5)

(4) PACRA does not disclose or discuss with outside parties or make improper use of the non-public information which has come to its knowledge during business relationship with the customer | Chapter III; 10-7-(d)

(5) PACRA does not make proposals or recommendations regarding the activities of rated entities that could impact a credit rating of entity subject to rating | Chapter III; 10-7-(k)

Conduct of Business

(6) PACRA fulfills its obligations in a fair, efficient, transparent and ethical manner and renders high standards of services in performing its functions and obligations; | Chapter III; 11-A-(a)

(7) PACRA uses due care in preparation of this Rating Report. Our information has been obtained from sources we consider to be reliable but its accuracy or completeness is not guaranteed. PACRA does not, in every instance, independently verifies or validates information received in the rating process or in preparing this Rating Report.

(8) PACRA prohibits its employees and analysts from soliciting money, gifts or favors from anyone with whom PACRA conducts business | Chapter III; 11-A-(q)

(9) PACRA ensures before commencement of the rating process that an analyst or employee has not had a recent employment or other significant business or personal relationship with the rated entity that may cause or may be perceived as causing a conflict of interest; | Chapter III; 11-A-(r)

(10) PACRA maintains principal of integrity in seeking rating business | Chapter III; 11-A-(u)

(11) PACRA promptly investigates, in the event of a misconduct or a breach of the policies, procedures and controls, and takes appropriate steps to rectify any weaknesses to prevent any recurrence along with suitable punitive action against the responsible employee(s) | Chapter III; 11-B-(m)

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(12) PACRA receives compensation from the entity being rated or any third party for the rating services it offers. The receipt of this compensation has no influence on PACRA's opinions or other analytical processes. In all instances, PACRA is committed to preserving the objectivity, integrity and independence of its ratings. Our relationship is governed by two distinct mandates i) rating mandate - signed with the entity being rated or issuer of the debt instrument, and fee mandate - signed with the payer, which can be different from the entity

(13) PACRA does not provide consultancy/advisory services or other services to any of its customers or to any of its customers' associated companies and associated undertakings that is being rated or has been rated by it during the preceding three years unless it has adequate mechanism in place ensuring that provision of such services does not lead to a conflict of interest situation with its rating activities; | Chapter III; 12-2-(d)

(14) PACRA discloses that no shareholder directly or indirectly holding 10% or more of the share capital of PACRA also holds directly or indirectly 10% or more of the share capital of the entity which is subject to rating or the entity which issued the instrument subject to rating by PACRA; | Reference Chapter III; 12-2-(f)

(15) PACRA ensures that the rating assigned to an entity or instrument is not be affected by the existence of a business relationship between PACRA and the entity or any other party, or the non-existence of such a relationship | Chapter III; 12-2-(i)

(16) PACRA ensures that the analysts or any of their family members shall not buy or sell or engage in any transaction in any security which falls in the analyst's area of primary analytical responsibility. This clause shall, however, not be applicable on investment in securities through collective investment schemes. | Chapter III; 12-2-(l)

(17) PACRA has established policies and procedure governing investments and trading in securities by its employees and for monitoring the same to prevent insider trading, market manipulation or any other market abuse | Chapter III; 11-B-(g)

Monitoring and review

(18) PACRA monitors all the outstanding ratings continuously and any potential change therein due to any event associated with the issuer, the security arrangement, the industry etc., is disseminated to the market, immediately and in effective manner, after appropriate consultation with the entity/issuer; | Chapter III | 18-(a)

(19) PACRA reviews all the outstanding ratings on semi-annual basis or as and when required by any creditor or upon the occurrence of such an event which requires to do so; | Chapter III | 18-(b)

(20) PACRA initiates immediate review of the outstanding rating upon becoming aware of any information that may reasonably be expected to result in downgrading of the rating; | Chapter III | 18-(c)

(21) PACRA engages with the issuer and the debt securities trustee, to remain updated on all information pertaining to the rating of the entity/instrument; | Chapter III | 18-(d)

Probability of Default

(22) PACRA's Rating Scale reflects the expectation of credit risk. The highest rating has the lowest relative likelihood of default (i.e, probability). PACRA's transition studies capture the historical performance behavior of a specific rating notch. Transition behavior of the assigned rating can be obtained from PACRA's Transition Study available at our website. (www.pacra.com). However, actual transition of rating may not follow the pattern observed in the past | Chapter III | 14-(F-VII)

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