



The Pakistan Credit Rating Agency Limited

Rating Report

Bank AL Habib Limited

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Rating History

| Dissemination Date | Long Term Rating | Short Term Rating | Outlook | Action | Rating Watch |
|--------------------|------------------|-------------------|---------|----------|--------------|
| 28-Dec-2019 | AA+ | A1+ | Stable | Maintain | - |
| 28-Jun-2019 | AA+ | A1+ | Stable | Maintain | - |
| 31-Dec-2018 | AA+ | A1+ | Stable | Maintain | - |
| 28-Jun-2018 | AA+ | A1+ | Stable | Maintain | - |
| 30-Dec-2017 | AA+ | A1+ | Stable | Maintain | - |
| 22-Jun-2017 | AA+ | A1+ | Stable | Maintain | - |
| 24-Jun-2016 | AA+ | A1+ | Stable | Maintain | - |
| 24-Jun-2015 | AA+ | A1+ | Stable | Maintain | - |
| 26-Jun-2014 | AA+ | A1+ | Stable | Maintain | - |

Rating Rationale and Key Rating Drivers

The rating reflects the bank's sustained performance, exceptional asset quality, satisfactory financial profile and healthy liquidity. The bank has solidified its relative positioning in the universe of large sized banks by improving its market share in terms of deposit base and advances book. The bank continued with its strategy for outreach expansion - adding significant branches every year – resulting in marginal uptick in cost-to-total net revenue. The benefits are expected to unfold in coming days. The strength of the bank is reflected in the high proportion of retail deposits in the total. Hence, concentration is low and risk is reduced. The bank has gradually gained higher market share in deposits. Trade finance is the bank's hallmark. The rating draws comfort from the bank's experienced management team, prudent risk management policies and deep rooted relationship with clients - borrowers as well as depositors. The bank has issued additional Tier-I and Tier-II instruments, augmenting the bank's CAR and providing room for growth. The bank's CET-I improved to 9.967% as at end Sep-19 (end Dec-18: 9.04%), and Total CAR improved to 14.71% as at end Sep-19 (end Dec-18: 13.425%).

The rating is dependent on the bank's sustained risk profile. In the wake of heightened competition, profitable growth is a challenge while retaining the relative positioning in the industry. The equity base of the bank and CAR are satisfactory and may continually be enhanced in view of the expected growth in loans.

Disclosure

| | |
|------------------------------|---|
| Name of Rated Entity | Bank AL Habib Limited |
| Type of Relationship | Solicited |
| Purpose of the Rating | Entity Rating |
| Applicable Criteria | PACRA_Methodology_FI(Jun-19),Methodology Correlation Between Long-Term And Short-Term Rating Scale(Jun-19),Criteria Rating Modifier(Jun-19) |
| Related Research | Sector Study Commercial Bank(Jun-19) |
| Rating Analysts | Abdul Wahab abdul.wahab@pacra.com +92-42-35869504 |

The Pakistan Credit Rating Agency Limited

Profile

Structure Bank AL Habib Limited (BAHL), incorporated as a public limited company, commenced operations as a Scheduled Commercial Bank in 1992. The bank is quoted on Pakistan stock exchange under the category of commercial banks.

Background The bank's registered office is located in the city of Multan in Punjab, its principal office is located in Karachi.

Operations The bank's principal activities are to provide commercial banking services to individuals and institutional clients. The bank has existing branch network of 747 branches/sub-branches, including 78 Islamic banking branches at end-Sep19.

Ownership

Ownership Structure Habib family and friends, associates and group companies owns majority stake (end-Sep19: 50.31%) in BAHL. Other major shareholders include National Investment Trust (5.45%) and State Life Insurance Corporation (6.61%).

Stability Ownership structure of the bank is seen as stable as majority stake rests with the sponsors.

Business Acumen The considerable experience and business acumen of the sponsors in commercial banking has been of value, as their background has allowed them to proactively deal with the changing dynamics of the industry and demonstrate consistent performance.

Financial Strength The sponsor's willingness to support the bank is considered high. Access to the capital markets is also a positive factor.

Governance

Board Structure Structure of BAHL's ten-member BoD includes three representative of Habib family while three are independent members.

Members' Profile The board members carry extensive professional experience in commercial banking, business and individual sectors.

Board Effectiveness There are five board committees; i) Audit Committee ii) Human Resource & Remuneration Committee, iii) Risk Management Committee iv) Credit Risk Management Committee and v) IT Committee which assist the board in effective oversight of the bank's overall operations on relevant matters. The BoD provides an overall guideline in managing risks associated with the bank's operations and strategic direction.

Financial Transparency The auditors of the bank, EY Ford Rhodes, Chartered Accountants, expressed an unqualified opinion on the bank's financial statements for the year ended December 31, 2018. An interim review was performed for six months ending June 30th, 2019.

Management

Organizational Structure The bank has well-developed management tiers and succession plans for key management positions and a horizontal organizational structure, wherein the company's operations are grouped under various Division Heads.

Management Team Mr. Mansoor Ali Khan who is chief executive since November 2016, has been associated with the bank for almost 25 years. The strength of the bank comes from the core team of experienced senior banking professionals, having significant experience in banking, locally and abroad.

Effectiveness The bank has four internal committees in place at the management level to oversee its day-to-day operational matters and take decisions to implement the strategy outlined by the board. These include (i) Asset & Liability Management Committee (ALCO), (ii) Information Technology Steering Committee (ITSC), (iii) Operations Committee and (iv) Central Credit Committee (CCC).

MIS The bank is using in-house developed software named 'AL Habib Banking System - AHBS' as its core banking software that allows real-time on-line connectivity with other subsystems operating in the bank. The bank also has a separate Information Security Department.

Risk Management Framework BAHL has a robust risk management framework to manage various risks to which the bank is exposed. The overall responsibility of risk management lies with the BoD, through various committees of the board. The bank has in place a separate Risk Management Division (RMD).

Business Risk

Industry Dynamics Despite challenging macroeconomic environment, banking sector maintained its growth trajectory during 9MCY19, backed by decent growth in deposits (9MCY19: PKR 14,945bln; 9MCY18: 13,603bln). However, lending was largely skewed towards investments and particularly towards government instruments due to favorable interest rate dynamics (9MCY19: PKR 9,641bln; 9MCY18: 6,942bln). Meanwhile, advances witnessed a slowdown owing to subdued economic activity, cautious lending approach and monetary tightening (9MCY19: PKR 8,014bln; 9MCY18: 7,422bln). Asset quality saw some deterioration – increased NPLs, particularly in sugar and energy sectors (9MCY19: PKR 758 bln; 9MCY18: 637bln). The profitability of the banking sector improved due to increase in Net Interest Income, which translated positively in other profitability indicators. The overall risk profile of the banking sector remained satisfactory

Relative Position BAHL, a large sized bank, holds a good position in the industry with deposit base of PKR 862bln at end-Sep19 (about 6.1% market share).

Revenues During 9MCY19, interest earned stood at PKR 73.7bln (CY18: PKR 60.7bln; 9MCY18: PKR 42.8bln), up by ~72% YoY on the back of volumetric growth in lending portfolio as well as rise in key policy rate. Markup expenses stood at PKR 43.7bln (CY18: PKR 29.8bln; 9MCY18: PKR 20.3bln). NIMR witnessed an increase of ~33% to stand at PKR 30bln (CY18: PKR 30.8bln; 9MCY18: PKR 22.5bln). The bank's asset yield inched up to 9.6% (end-Dec18: 7%). Cost of funds also increased to 5.6% (end-Dec18: 3.4%). Hence, Bank's spread increased to 4.4% as of end-Sep19 (end-Dec18: 3.6%).

Performance During 9MCY19, non-markup income increased to PKR 6.4bln (CY18: PKR 7.1bln; 9MCY18: PKR 5bln), up ~28%, YOY mainly emanating from strong fees and commission and foreign exchange income. Non-markup expense rose by ~19% YOY to stand at PKR 20.7bln (CY18: PKR 23.5bln; 9MCY18: PKR 17.4bln). The bank recorded net provisioning expense of PKR 2.79bln (CY18: PKR 247mln) attributable to recent rise in NPLs. Hence, bottom-line stood at PKR 7bln (CY18: PKR 8.4bln).

Sustainability Going forward, BAHL envisages fortifying its market positioning; meanwhile, the focus is on enhancing its profitability via mobilization of low-cost deposits, expansion in branch network and achieving greater operational efficiency by keeping expenses under control and improving IT infrastructure. To cater growth, the bank would require continuous augmentation of its CAR. At the same time, selective diversification and monitoring of credit exposures would continue to remain an area of focus.

Financial Risk

Credit Risk During 9MCY19, BAHL's advances have grown by 2.9% (9MCY19: PKR 494bln; CY18: PKR 480bln); largely in line with growth in industry average (9MCY19: 2.8%). The Bank's ADR decreased to 57.1% (end-Dec18: 60%). Infection ratio witnessed slight uptick to ~1.4% end-Sep19 (end-Dec18: ~1.1%).

Market Risk During 9MCY19, BAHL invested majorly in government securities. Investment mix remains tilted towards short term government securities throughout the industry in the wake of rising interest rate environment.

Liquidity And Funding The bank was able to attract deposits with similar proportion of current and savings account, thus almost maintaining its CA/ deposit ratio at 50.3% and SA/ Deposit ratio slightly inched up to 29.5% in Sep-19 (end-Dec-18: 28.7%). The bank's customer deposits posted a growth of 10%, against average industry growth of large banks (7.73%).

Capitalization BAHL's paid-up capital stands at PKR 11,114mln. However, the bank's equity base stand at PKR 55bln (end-Dec18: PKR 49.5bln). BAHL has a CAR of 14.71% at Sep-19, (end-Dec18: 13.425%), with contribution from Tier I capital (11.349%) and Tier II capital (3.361%).



PKR mln

Bank Al Habib Limited
Listed Public Limited

| Sep-19 | Dec-18 | Dec-17 | Dec-16 |
|--------|--------|--------|--------|
| 9M | 12M | 12M | 12M |

A BALANCE SHEET

| | | | | |
|--|------------------|------------------|----------------|----------------|
| 1 Total Finances - net | 500,368 | 485,705 | 346,237 | 270,263 |
| 2 Investments | 617,193 | 409,609 | 472,065 | 398,316 |
| 3 Other Earning Assets | 14,923 | 14,243 | 9,648 | 7,461 |
| 4 Non-Earning Assets | 161,595 | 141,176 | 118,528 | 77,466 |
| 5 Non-Performing Finances-net | (2,231) | (2,495) | (2,344) | (2,112) |
| Total Assets | 1,291,849 | 1,048,239 | 944,134 | 751,395 |
| 6 Deposits | 862,309 | 796,901 | 692,576 | 584,172 |
| 7 Borrowings | 296,669 | 134,034 | 144,497 | 97,717 |
| 8 Other Liabilities (Non-Interest Bearing) | 77,777 | 67,752 | 61,184 | 26,994 |
| Total Liabilities | 1,236,755 | 998,687 | 898,258 | 708,882 |
| Equity | 55,094 | 49,552 | 45,876 | 42,514 |

B INCOME STATEMENT

| | | | | |
|-----------------------------------|---------------|---------------|---------------|---------------|
| 1 Mark Up Earned | 73,733 | 60,733 | 50,309 | 47,804 |
| 2 Mark Up Expensed | (43,718) | (29,839) | (24,387) | (23,133) |
| 3 Non Mark Up Income | 6,406 | 7,117 | 8,118 | 5,052 |
| Total Income | 36,421 | 38,011 | 34,041 | 29,724 |
| 4 Non-Mark Up Expenses | (20,746) | (23,500) | (20,102) | (17,198) |
| 5 Provisions/Write offs/Reversals | (2,799) | (247) | (49) | 638 |
| Pre-Tax Profit | 12,875 | 14,264 | 13,890 | 13,164 |
| 6 Taxes | (5,870) | (5,846) | (5,389) | (5,045) |
| Profit After Tax | 7,006 | 8,418 | 8,501 | 8,119 |

C RATIO ANALYSIS

1 Performance

| | | | | |
|-------------------------------------|-------|-------|-------|-------|
| Net Mark Up Income / Avg. Assets | 3.4% | 3.1% | 3.1% | 3.5% |
| Non-Mark Up Expenses / Total Income | 57.0% | 61.8% | 59.1% | 57.9% |
| ROE | 17.9% | 17.6% | 19.2% | 20.2% |

2 Capital Adequacy

| | | | | |
|-------------------------------|-------|-------|-------|-------|
| Equity / Total Assets (D+E+F) | 4.3% | 4.7% | 4.9% | 5.7% |
| Capital Adequacy Ratio | 14.7% | 13.4% | 13.8% | 14.2% |

3 Funding & Liquidity

| | | | | |
|---|-------|-------|-------|-------|
| Liquid Assets / (Deposits + Borrowings Net of Repo) | 51.0% | 49.8% | 60.0% | 62.8% |
| (Advances + Net Non-Performing Advances) / Deposits | 57.1% | 60.0% | 49.1% | 44.8% |
| CA Deposits / Deposits | 50.3% | 51.7% | 51.9% | 50.9% |
| SA Deposits / Deposits | 29.5% | 28.7% | 28.8% | 29.5% |

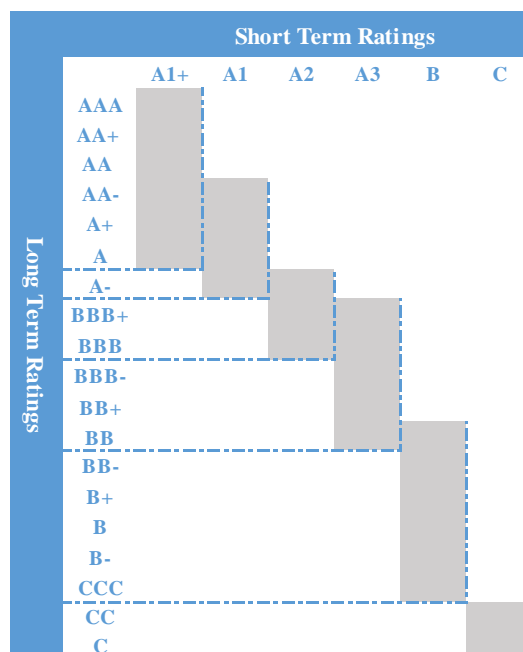
4 Credit Risk

| | | | | |
|--|-------|-------|-------|-------|
| Non-Performing Advances / Gross Advances | 1.4% | 1.1% | 1.5% | 2.1% |
| Non-Performing Finances-net / Equity | -4.0% | -5.0% | -5.1% | -5.0% |

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+ | 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. |
| AA | | A2 | A satisfactory capacity for timely repayment. This may be susceptible to adverse changes in business, economic, or financial conditions. |
| AA- | | A3 | An adequate capacity for timely repayment. Such capacity is susceptible to adverse changes in business, economic, or financial conditions. |
| 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. | B | The capacity for timely repayment is more susceptible to adverse changes in business, economic, or financial conditions. |
| A | | C | An inadequate capacity to ensure timely repayment. |
| A- | | | |
| 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. | | |
| BBB | | | |
| BBB- | | | |
| 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. | | |
| BB | | | |
| BB- | | | |
| 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. | | |
| B | | | |
| B- | | | |
| CCC | 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. | | |
| CC | | | |
| C | | | |
| D | Obligations are currently in default. | | |



| | | | | |
|---|---|--|--|---|
| <p>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'.</p> | <p>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.</p> | <p>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.</p> | <p>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.</p> | <p>Harmonization A change in rating due to revision in applicable methodology or underlying scale.</p> |
|---|---|--|--|---|

Disclaimer: PACRA's ratings are an assessment of the credit standing of entities/issue in Pakistan. They do not take into account the potential transfer / convertibility risk that may exist for foreign currency creditors. PACRA's 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.

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)

Independence & Conflict of interest

(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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