



Today's Daily

■ Pakistan Economy: CAD sequentially improved; challenges remain

Current account deficit for Dec'17 recorded at US\$1.13bn, lower than US\$1.41 for Nov'17 (vs. US\$1.352bn in Dec'16) on the back of: 1) healthy remittances flow for the month (US\$1.723bn in Dec'17, up 9.3%MoM) and 2) improvement in trade deficit (US\$2.68bn, down 4.0%MoM). However, cumulatively current account marks a deficit of US\$7.41bn in 1HFY18, up by 59.1%YoY reflecting an expanding trade deficit (+24.2%YoY) where higher imports (particularly oil and machinery) outpaced relatively lower recovery in exports. On the positive side, foreign investments dynamics have been encouraging so far, with Net FDI standing at US\$1.38bn (ex.acquisition of EFOOD's in Dec'16, cumulative FDI is up 44%YoY), while relief has also come from recent issuance of Eurobond (US\$1.5bn) and Sukuk (US\$1.0bn) in Dec'17 taking total net investment flows to US\$3.621bn in 1HFY18. Going forward, current account weakness is expected to continue where we estimate CAD to clock in at ~US\$15.627bn (4.9% of GDP) in FY18F underpinned by: 1) weak trade outlook (FY18F trade deficit: 13.7% YoY) and 2) plateaued remittance flows.

KSE100 - Index

Current	44,178.83
Previous	43,580.88
Chg.	1.37%

Mkt Cap. (PkRbn/US\$bn)

Current	9,093 / 82.24
Previous	8,988 / 81.32
Chg.	1.17%

Daily Turnover (mn)

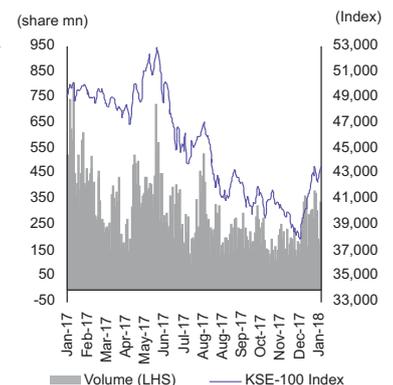
Current	209.47
Previous	268.46
Chg.	-22.0%

Value Traded (PkRmn/US\$m)

Current	10,748 / 97.24
Previous	13,670 / 123.68
Chg.	-21.4%

News and Views

- In its quarterly report on the state of the economy, the State Bank of Pakistan (SBP) said that prospects for economic growth remain strong and the economy is poised to achieve the FY18 growth target of 6%. The central bank's report also highlighted the emerging risks on external front (CAD: +59%YoY in 1HFY18), hinting the said risks could restrict economic growth phenomenon.
- The government has hinted at lowering tax rates on the import of Liquefied Natural Gas (LNG) and its equipment, a move aimed at addressing concerns of the private sector about inconsistencies in tax policies. LNG importers are seeking reduction of the withholding tax rates from 5.5% to 1%, bringing it at par with the rates being charged to the public sector.
- As per recent data released by PBS, the large-scale manufacturing (LSM) sector posted a negative growth of 2.02%YoY in Nov'17 after rising for a few successive months. However on a cumulative basis, LSM production during 5MFY18 stood 7.19%YoY higher.



Zoya Ahmed
zoya.ahmed@akdsecurities.net
111-253-111 Ext:603

Haris Imtiaz
haris.imtiaz@akdsecurities.net
111-253-111 Ext:639

Important disclosures, including investment banking relationships and analyst certification at end of this report. AKD Securities does and seeks to do business with companies covered in its research reports. As a result, investors should be aware that the firm may have a conflict of interest that could affect the objectivity of the report. Investors should consider this report as only a single factor in making their investment decision.



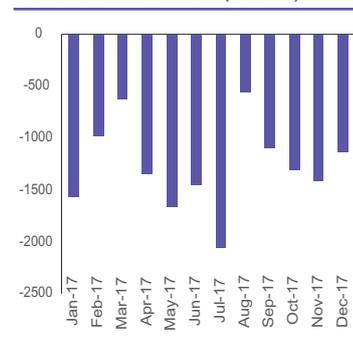
Pakistan Economy: CAD sequentially improved; challenges remain

Current account deficit for Dec'17 recorded at US\$1.13bn, lower than US\$1.41 for Nov'17 (vs. US\$1.352bn in Dec'16) on the back of: 1) healthy remittances flow for the month (US\$1.723bn in Dec'17, up 9.3%MoM) and 2) improvement in trade deficit (US\$2.68bn, down 4.0%MoM). However, cumulatively current account marks a deficit of US\$7.41bn in 1HFY18, up by 59.1%YoY reflecting an expanding trade deficit (+24.2%YoY) where higher imports (particularly oil and machinery) outpaced relatively lower recovery in exports. On the positive side, foreign investments dynamics have been encouraging so far, with Net FDI standing at US\$1.38bn (ex.acquisition of EFOOD's in Dec'16, cumulative FDI is up 44%YoY), while relief has also come from recent issuance of Eurobond (US\$1.5bn) and Sukuk (US\$1.0bn) in Dec'17 taking total net investment flows to US\$3.621bn in 1HFY18. Going forward, current account weakness is expected to continue where we estimate CAD to clock in at ~US\$15.627bn (4.9% of GDP) in FY18F underpinned by: 1) weak trade outlook (FY18F trade deficit: 13.7% YoY) and 2) plateaued remittance flows.

Deficit lower for the month: Posting slight recovery, CAD stood at US\$1.13bn in Dec'17 vs US\$1.44bn in the preceding month, down 21.6%MoM/16.4%YoY. The recovery is primarily on the back of uptick in remittances (up 9.3%MoM/8.7%YoY to US\$1.732bn in Dec'17) alongwith improvement in trade deficit standing at US\$2.676bn (down by 4.0%MoM/5.4%YoY). Regarding the latter, trade activity witnessed a slowdown where both exports and imports of goods slumped by 7.2%MoM/5.5%MoM respectively. For imports, the dip is attributable to petroleum/machinery/food groups which went down by 10%/8%/16% MoM on account of recent imposition of RD and closure of FO based power plants, while decrease in textile exports (down 6.4%MoM), adversely affected overall exports. However, cumulatively the current account situation has worsened significantly in 1HFY18 with the deficit increasing to US\$7.413bn (4.4% of GDP) vs US\$4.660 in 1HFY17 (3.1% of GDP), up 59.1%YoY. Rising trade deficit continues to be the major drain where higher oil prices (avg. Arablight at US\$55/bbl up by 21% YoY in 2HFY18) together with uptick in machinery imports (up 19.1%YoY) primarily comprising of power generating machinery, pushed imports to US\$26.094bn (up 18.8%YoY). On the other hand, while exports recovered (+10.8%YoY to US\$11.776bn) benefitting from the incentive package, it still fell short of the growth in imports.

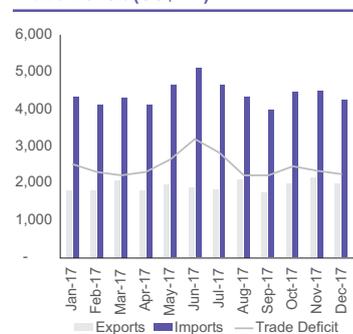
Remittances - a minor relief: Remittances for Dec'17 recovered sharply from the last month, recording at US\$1.723bn (up 8.72%MoM/9.3%YoY) on account of robust growth in flows from GCC states (up 6.7%YoY). Cumulatively, remittances for the 1HFY18 amount to US\$9.744bn

Current Account deficit (US\$m)



Source: SBP & AKD Research

Trade Deficit (US\$m)



Source: SBP & AKD Research

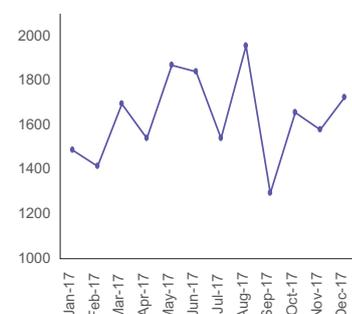


(US\$9.505bn in 1HFY17), growing nominally by 2.5%YoY, where decline from GCC states (labor market challenges) was offset by flows from UK. That said, the recent imposition of VAT by GCC states from Jan'18 can keep remittances under pressure (contribution from GCC at 60%).

Foreign investments supporting the current account: Net FDI flows for the month stood at US\$197.4mn taking the cumulative net inflows during 1HFY18 to US\$1.38bn vs US\$1.42bn during 1HFY17 (down 2.8%YoY). However, this is on the back of one-time investment flow of US\$462.3mn from EFOOD's acquisition in Dec'16 where ex-EFOODS investment, net FDI cumulatively grew by 44% YoY. This growth is reflective of hefty inflows in power sector (standing at US\$535.3mn/US\$339.2mn in 1HFY18/1HFY17) and uptick in construction investments (~4.2x higher at US\$349.8mn) with GoP considering fast track completion of infrastructure projects before elections 2018. On the other hand cumulatively, net portfolio investments strengthened to US\$2.244bn reflecting the issuance of US\$1.5bn Eurodollar bond and US\$1.0bn in Sukuk in Dec'17. Meanwhile, portfolio investment in equities persisted its trend with a net outflow of US\$124mn during 1HFY18.

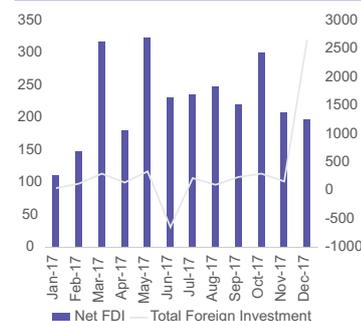
BOP outlook: We expect current account weakness to persist during the year (FY18F: 4.9% of GDP, clocking in at ~US\$15.63bn) on the back of: 1) recovery in oil prices (we assume Arablight to avg. at US\$57/bbl in FY18F), 2) higher machinery and development related imports and 3) plateaued remittances (FY18F growth of 1%YoY). While total exports are expected to post a growth of ~9% on the back of currency devaluation and the textile incentive package, the growth is expected to fall short of growth in imports (FY18F import growth of 11.5%YoY). In this backdrop, we expect FX reserves to come down significantly by Jun'18 (SBP reserves at ~US\$10.855bn) along with additional debt servicing estimated at ~US\$3.742bn during 2HFY18F. That said, positive surprises could emanate from: 1) anticipated tax amnesty scheme on offshore assets (though previously such schemes met with little success), 2) bailout grant from Saudi Arabia (akin to 2014 when US\$1.5bn was received), 3) additional issuance of Eurodollar bonds, and 4) currency swap arrangement for financing bilateral trade (akin to similar agreements with China and Turkey in FY12) can reduce reliance on third party currency (USD in our case).

Remittances (US\$mn)



Source: SBP & AKD Research

Foreign Investment (US\$mn)



Source: SBP & AKD Research



Disclosure Section

Neither the information nor any opinion expressed herein constitutes an offer or a solicitation of an offer to transact in any securities or other financial instrument and is for the personal information of the recipient containing general information only. AKD Securities Limited (hereinafter referred as AKDS) is not soliciting any action based upon it. This report is not intended to provide personal investment advice nor does it provide individually tailored investment advice. This report does not take into account the specific investment objectives, financial situation/financial circumstances and the particular needs of any specific person. Investors should seek financial advice regarding the appropriateness of investing in financial instruments and implementing investment strategies discussed or recommended in this report and should understand that statements regarding future prospects may not be realized. AKDS recommends that investors independently evaluate particular investments and strategies and it encourages investors to seek the advice of a financial advisor.

The appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives. The securities or strategies discussed in this report may not be suitable for all investors, and certain investors may not be eligible to purchase or participate in some or all of them.

Reports prepared by AKDS research personnel are based on public information. AKDS makes every effort to use reliable, comprehensive information, but we make no representation that it is accurate or complete. Facts and views presented in this report have not been reviewed by and may not reflect information known to professionals in other business areas of AKDS including investment banking personnel. AKDS has established information barriers between certain business groups maintaining complete independence of this research report.

This report has been prepared independently of any issuer of securities mentioned herein and not in connection with any proposed offering of securities or as agent of any issuer of any securities. Neither AKDS, nor any of its affiliates or their research analysts have any authority whatsoever to make any representation or warranty on behalf of the issuer(s). AKDS Research Policy prohibits research personnel from disclosing a recommendation, investment rating, or investment thesis for review by an issuer prior to the publication of a research report containing such rating, recommendation or investment thesis.

We have taken all reasonable care to ensure that the information contained herein is accurate, up to date, and complies with all prevailing Pakistani legislations. However, no liability can be accepted for any errors or omissions, or for any loss resulting from the use of the information provided as any data and research material provided ahead of an investment decision are for information purposes only. We shall not be liable for any errors in the provision of this information, or for any actions taken in reliance thereon. We reserve the right to amend, alter, or withdraw any of the information contained in these pages at any time and without notice. No liability is accepted for such changes.

Stock Ratings

Different securities firms use a variety of rating terms as well as different rating systems to describe their recommendations. A rating system which uses similar terms such as Buy, Accumulate, Neutral, Reduce and Sell is not equivalent to our rating system. Investors should carefully read the definitions of all ratings used in each research report. In addition, research reports contain information carrying the analyst's view and investors should carefully read the entire research report and not infer its contents from the rating ascribed by the analyst. In any case, ratings or research should not be used or relied upon as investment advice. An investor's decision to buy, sell or hold a stock should depend on individual circumstances (such as the investors existing holdings or investment objectives) and other considerations. Please see our table below for ratings definitions which are based on price returns.

Rating Definitions

Buy	≥ 20% upside potential
Accumulate	> 5% to < 20% upside potential
Neutral	≤ 5% to ≥ -5% potential
Reduce	< -5% to > -20% downside potential
Sell	≤ -20% downside potential



Analyst Certification of Independence

The analysts hereby certify that their views about the companies and their securities discussed in this report are accurately expressed and that they have not received and will not receive direct or indirect compensation in exchange for expressing specific recommendations or views in this report.

The research analysts, strategists or research associates principally having received compensation responsible for the preparation of this AKDS research report based upon various factors including quality of research, investor client feedback, stock picking, competitive factors and firm revenues.

Disclosure of Interest Area

AKDS and the authoring analyst do not have any interest in any companies recommended in this research report irrespective of the fact that AKD Securities Limited may have, within the last three years, served as manager or co-manager of a public offering of securities for, or currently may make a primary market in issues of, any or all of the entities mentioned in this report or may be providing, or have provided within the previous 12 months, significant advice or investment services in relation to the investment concerned or a related investment.

Regional Disclosures (Outside Pakistan)

The information provided in this report and the report itself is not intended for distribution to, or use by, any person or entity in any jurisdiction or country where such distribution or use would be contrary to law or regulation or which would subject AKDS or its affiliates to any registration or licensing requirements within such jurisdiction or country.

Furthermore, all copyrights, patents, intellectual and other property in the information contained in this report are held by AKDS. No rights of any kind are licensed or assigned or shall otherwise pass to persons accessing this information. You may print copies of the report or information contained within herein for your own private non-commercial use only, provided that you do not change any copyright, trade mark or other proprietary notices. All other copying, reproducing, transmitting, distributing or displaying of material in this report (by any means and in whole or in part) is prohibited.