Pakistan Strategy



24 June 2022

Federal Budget FY23

Super tax is the new stopgap measure in Finance Bill FY23

Pakistan's government announced stopgap measure of 10% super-tax to enhance revenue collection and achieve the fiscal deficit target for FY23. The move puts one-off super tax on corporate earnings but also brings Pakistan closer to IMF Programme resumption and avoid default. This move tops-up the budgetary proposition of poverty alleviation tax of 4% on companies, earning more than PKR300mn, in nearly 13 sectors.

- Industries belonging to Cement, Steel, Sugar, Oil & Gas, Oil Refining, OMCs, Fertilizer, Textile, Automobiles, Tobacco, Beverages, Packaged Milk, Juices, Chemical, Airline and LNG Terminals will be subject to this one-off super tax.
- Exempted sectors from the super tax are Construction, IT and Media as the government feels such sectors are not making windfall earnings and/or largely impact people belonging to the low-income segment.
- Other amendments in the recently proposed Finance Bill 2023 suggest a lower turnover tax of 0.5% on **OMCs** (previously: 0.75%) and an efficient taxation mechanism to bring retailers, realtors and restaurant owners into the tax net.
- Non-bank corporates will face a 39% taxation for Tax Year 2022. We await clarity from the revised Finance Bill particularly for Banks which see much higher taxation.

As per the revised budgetary changes, the FBR taxation target has been revised upwards by 6% to PKR 7.4tn by increasing the contribution from direct taxes.

Simultaneously, some news flows have quoted a higher aim of petroleum levy (PDL) on fuel prices to PKR50/litre, which will effectively enable achievement of PDL collection target of PKR750bn for FY23. We believe, that this stopgap measure of super tax will fill a lot of gaps in the fiscal targets, revealed in Budget FY23. We await the revised Finance Bill 2023 to reflect better on the proposed changes, however, this move solidifies government's efforts in resuming the IMF Programme.

Budget FY23 after recent makeshift changes

Receipts (PKR bn)	FY22B	FY22R	FY23B	yoy	FY23R (IMF)
FBR Tax Revenue	5,829	6,000	7,004	17%	7,426
Direct Taxes	5,829	6,000	7,004	17%	7,426
Non Tax Revenue	2,080	1,315	2,000	52%	1,825
Gross Revenue	7,909	7,315	9,004	23%	9,251
less: Provincial Share	3,412	3,512	4,100	17%	4,100
Net Revenue	4,497	3,803	4,904	29%	5,151
Capital Receipts	1,241	2,508	1,996	-20%	1,996
External Receipts	1,246	1,383	533	-61%	685
Provincial Surplus	570	682	800	17%	800
Bank Borrowing	681	743	1,172	58%	1,172
Privatization Proceeds	252	-	96	nm	96
Total Receipts	8,487	9,118	9,502	4%	9,900
Federal budget deficit	-3,990	-5,315	-4,598		-4,749
Fiscal deficit	-3,420	-4,633	-3,798		-3,949
Primary deficit	-360	-1,489	152		152
Nominal GDP (PKRbn)	66,950	66,950	78,197		78,197

Franco ditura (DKD ha)	EVOOD	EVOOD	EVAND		FY23R
Expenditure (PKR bn)	FY22B	FY22R	FY23B	yoy	(IMF)
Interest Payments	3,060	3,144	3,950	26%	3,950
Pension	480	525	530	1%	609
Defence Affairs & Services	1,370	1,480	1,523	3%	1,523
Grants and Transfers	1,168	1,090	1,242	14%	1,242
Subsidies	682	1,515	699	-54%	699
Running of Civil Govt.	479	530	550	4%	600
Provision for Pay & Pension	160	-	100	nm	100
Provision for contingencies	25	-	-	nm	269
Provision for Disaster/Emergency	100	232	100	-57%	100
Current Expenditure	7,523	8,516	8,694	2%	9,092
Federal PSDP	900	550	727	32%	727
Net Lending	64	52	81	nm	81
Other Dev. Expenditure	-	na	-	nm	-
Development Expenditure	964	602	808	34%	808
Total Expenditure	8,487	9,118	9,502	4%	9,900
- budget deficit % of GDP	-6.00%	-7.90%	-5.90%		-6.10%
- fiscal deficit % of GDP	-5.10%	-6.90%	-4.90%		-5.10%
- primary deficit % of GDP	-0.50%	-2.20%	0.20%		0.20%

Wajid Rizvi

wajid.rizvi@imsecurities.com.pk

+92-21-37131610



We present earnings impact from the recently proposed super tax on IMS coverage:

FY22e	Base EPS (PKR) After Supertax		Impact
Textile			
GATM	11.88	10.43	-12.2%
ILP	12.45	11.11	-10.8%
NML	24.15	21.30	-11.8%
NCL	36.16	32.26	-10.8%
KTML	17.95	15.74	-12.3%
Automobiles			
INDU	203.32	174.68	-14.1%
HCAR	17.46	14.70	-15.8%
PSMC	26.38	22.67	-14.1%
MTL	66.31	56.97	-14.1%
AGTL	42.49	36.51	-14.1%
E&P			
OGDC	28.77	24.72	-14.1%
PPL	26.68	22.93	-14.1%
POL	82.36	70.77	-14.1%

FY22e	Base EPS (PKR)	After Supertax	Impact
OMC			
PSO	182.95	162.23	-11.3%
Fertilizer			
FFC	19.65	16.88	-14.1%
EFERT	15.81	13.55	-14.3%
FFBL	5.89	5.08	-13.8%
FATIMA	9.75	8.23	-15.6%
ENGRO	51.88	44.62	-14.0%
Cement			
CHCC	24.09	20.94	-13.1%
KOHC	22.62	19.13	-15.4%
FCCL	3.30	2.82	-14.7%
MLCF	5.51	4.91	-10.8%
DGKC	10.18	9.38	-7.8%
LUCK	42.38	39.12	-7.7%
PIOC	9.02	7.63	-15.5%

PKR	Base EPS: CY21	After 10% Super tax	Impact	After 4% Super tax	Impact
Banks					
BAFL	8.00	6.68	-16.5%	7.47	-6.6%
BAHL	16.83	14.10	-16.2%	15.74	-6.5%
HBL	23.36	19.34	-17.2%	21.76	-6.8%
MCB	26.00	21.61	-16.9%	24.24	-6.8%
MEBL	17.43	14.51	-16.8%	16.26	-6.7%
UBL	25.23	20.97	-16.9%	23.52	-6.8%

Source: IMS Research



I, Wajid Rizvi certify that the views expressed in the report reflect my personal views about the subject securities. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations made in this report. I further certify that I do not have any beneficial holding of the specific securities that I have recommendations on in this report.

Ratings Guide*	Criteria
Buy	Total return expectation of ≥ 15% or expected to outperform the KSE-100 index
Neutral	Total return expectation of > -5% or expected to match the return of KSE-100 index
Sell	Expected downside of more than 5% or expected to underperform the KSE-100 index

*Based on 12 month horizon unless stated otherwise in the report.

Valuation Methodology: We use multiple valuation methodologies in arriving at a Target Price including, but not limited to, Discounted Cash Flow (DCF), Dividend Discount Model (DDM) and relative multiples based valuations.

Risks: (i) Not applicable

Disclaimer: Intermarket Securities Limited has produced this report for private circulation only. The information, opinions, and estimates herein are not direct at, or intended for distribution to or use by, any person or entity in any jurisdiction where doing so would be contrary to law or regulation or which would subject Intermarket Securities Limited to any additional registration or licensing requirement within such jurisdiction. The information and statistical data herein have been obtained from sources we believe to be reliable where such information has not been independently verified and we make no representation or warranty as to its accuracy, completeness, and correctness. This report makes use of forward looking statements that are based on assumptions made and information currently available to us and those are subject to certain risks and uncertainties that could cause the actual results to differ materially. No part of the compensation of the author(s) of this report is related to the specific recommendations or views contained in this report.

This report is not a solicitation or any offer to buy or sell any of the securities mentioned herein. It is meant for information purposes only and does not take into account the particular investment objectives, financial situation or needs of individual recipients. Before acting on any information in this report, you should consider whether it is suitable for your particular circumstances and, if appropriate, seek professional advice. Neither Intermarket Securities Limited nor any of its affiliates or any other person associated with the company directly or indirectly accepts any liability whatsoever for any direct or consequential loss arising from any use of this report or the information contained herein.

Subject to any applicable law and regulations, Intermarket Securities Limited, its affiliates or group companies or individuals connected with Intermarket Securities Limited directly or indirectly may have used the information contained herein before publication and may have positions in, or may from time to time purchase or sell or have a material interest in any of the securities mentioned or may currently or in future have or have had a relationship with, or may provide investment banking, capital markets and/or other services to, the entities mentioned herein, their advisors and/or any other connected parties.

RESEARCH DISCLOSURES

Third Party Research

This is third party research. It was prepared by Intermarket Securities Limited (IMS), with headquarters in Karachi, Pakistan. Intermarket Securities Limited (IMS) is authorized to engage in securities activities according to its domestic legislation. Intermarket Securities Limited (IMS) has sole control over the contents of this research report.

Intermarket Securities Limited (IMS) is the employer of the research analyst(s) responsible for the content of this report and research analysts preparing this report are resident outside the U.S. and are not associated persons of any U.S. regulated broker-dealer. The analyst whose name appears in this research report is not registered or qualified as a research analyst with the Financial Industry Regulatory Authority ("FINRA") and, therefore, may not be subject to applicable restrictions under FINRA Rules on communications with a subject company, public appearances and trading securities held by a research analyst account.

None of the materials provided in this report may be used, reproduced, or transmitted, in any form or by any means, electronic or mechanical, including recording or the use of any information storage and retrieval system, without written permission.

Disclaimers

Investing in any non-U.S. securities or related financial instruments (including ADRs) discussed in this report may present certain risks. The securities of non-U.S. issuers may not be registered with, or be subject to the regulations of, the U.S. Securities and Exchange Commission. Information on such non-U.S. securities or related financial instruments may be limited. Foreign companies may not be subject to audit and reporting standards and regulatory requirements comparable to those in effect within the United States. The value of any investment or income from any securities or related financial instruments discussed in this report denominated in a currency other than U.S. dollars is subject to exchange rate fluctuations that may have a positive or adverse effect on the value of or income from such securities or related financial instruments.

Frontier and Emerging Market laws and regulations governing investments in securities markets may not be sufficiently developed or may be subject to inconsistent or arbitrary interpretation or application. Frontier and Emerging Market securities are often not issued in physical form and registration of ownership may not be subject to a centralized system. Registration of ownership of certain types of securities may not be subject to standardized procedures and may even be effected on an ad hoc basis. The value of investments in Frontier and Emerging Market securities may also be affected by fluctuations in available currency rates and exchange control regulations. Not all of these or other risks associated with the relevant company, market or instrument which are the subject matter of the report are necessarily considered.

US Distribution

This Report is considered independent third-party research and was prepared by Intermarket Securities Limited (FBD), with headquarters in Pakistan. The distribution of this Research is provided pursuant to the exemption under Rule 15a-6(a)(2) and is only intended for an audience of Major U.S. Institutional Investors (MUSIIs) as defined by Rule 15a-6(b)(4). This research is not a product of StoneX Financial Inc.. Intermarket Securities Limited has sole control over the contents of this research report. StoneX Financial Inc. does not exercise any control over the contents of, or the views expressed in, any research reports prepared by Intermarket Securities Limited and under Rule 15a-6(a)(3), any U.S. recipient of this research report wishing to effect any transaction to buy or sell securities or related financial instruments based on the information provided in this research report should do so only through StoneX Financial Inc. For any information, please contact Gene Turok. Under no circumstances should any U.S. recipient of this research report effect any transaction to buy or sell securities or related financial instruments through Intermarket Securities Limited.

Intermarket Securities Limited (IMS) is not registered as a broker-dealer in the United States and, therefore, is not subject to U.S. rules regarding the preparation of research reports and the independence of research analysts. This research report is provided for distribution to "major U.S. institutional investors" and other "U.S. institutional investors" in reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act").

Distribution outside US

This report is not intended for distribution to the public and may not be reproduced, redistributed or published, in whole or in part, for any purpose without the written permission of Tellimer. Tellimer shall accept no liability whatsoever for the actions of third parties in this respect. This report is for distribution only under such circumstances as may be permitted by applicable law.

This report may not be used to create any financial instruments or products or any indices. Neither Tellimer, nor its members, directors, representatives, or employees accept any liability for any direct or consequential loss or damage arising out of the use of all or any part of the information herein.

United Kingdom: Distributed by Exotix Partners LLP only to Eligible Counterparties or Professional Clients (as defined in the FCA Handbook). The information herein does not apply to, and should not be relied upon by, Retail Clients (as defined in the FCA Handbook); neither the FCA's protection rules nor compensation scheme may be applied.

UAE: Distributed in the Dubai International Financial Centre by Exotix Partners LLP (Dubai) which is regulated by the Dubai Financial Services Authority ("DFSA"). Material is intended only for persons who meet the criteria for Professional Clients under the Rules of the DFSA and no other person should act

Other distribution: The distribution of this report in other jurisdictions may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe, any such restriction