

First Habib Modaraba

(An Islamic Financial Institution)
(Managed by: HabibMetro Modaraba Management)

FHM/PSX/38043/2023
October 19, 2023

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi.

SUBJECT: CORPORATE BRIEFING SESSION 2022-2023

Dear Sir,

In compliance with the PSX notices no. PSX/N-92 dated January 28, 2019 and PSX/N – 249 dated March 04, 2019, We would like to inform you that First Habib Modaraba has planned to conduct the Corporate Briefing Session for the financial year 2022-2023 on Thursday, October 26, 2023 at 3:30 p.m. at Institute of Cost and Management Accountants of Pakistan (ICMAP) Building, ST – 18/C, Block 6, Gulshan-e-Iqbal, Karachi.

Furthermore, in accordance with the PSX notice no. PSX/N-1160 dated November 18, 2022, the following video link is being provided to join the session: -

Topic: Corporate Briefing Session
Date: October 26, 2023
Time: 3:30 p.m.

Zoom Meeting Link

<https://us06web.zoom.us/j/85142731901?pwd=Y4UrtWxYzaZPuCsYxrjASyAVyixdy.1>

Meeting ID: 851 4273 1901
Passcode: 111346346

Please find the enclosed presentation on the Corporate Briefing Session for the year 2022-2023, which has also been uploaded on the Modaraba website at <https://www.habibmodaraba.com/>

You may please inform the members of the Exchange accordingly.

Thanking you,

Yours Truly,

Aeraj Abeer
Company Secretary

6th Floor, HBZ Plaza, (Hirani Centre) I.I. Chundrigar Road. Karachi-74200

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E-MAIL: fhm@habibmodaraba.com WEBSITE: www.habibmodaraba.com

HMMM is a subsidiary of Habib Metropolitan Bank

HABIBMETRO
Modaraba Management



First Habib Modaraba

Corporate Briefing Session

2022-23

Presentation Outline

- ❑ Profile of First Habib Modaraba
- ❑ Financial Information
- ❑ Operational Activities
- ❑ Significant Developments
- ❑ Awards and Ratings Update
- ❑ Future Outlook



Brief profile of First Habib Modaraba

First Habib Modaraba (FHM) a subsidiary of Habib Metropolitan Bank, Limited, established in 1985. FHM completed 38 years of successful business operation and maintained its longstanding drive towards sustaining our position as leading Modaraba within NBF and Modaraba sector of Pakistan.

With a track record of excellent performance of more than 3 decades is the success story of dedication and commitment to provide the investors a sound and continuous return.

Over the Years FHM has been continuously recognizing for its satisfactory results, good corporate governance, best report culture and sound and stable credit rating.

Our commitment to enhance value for our stakeholders, driven through resilience of our business model and determination of our team members made us sound and leading Modaraba within the Modaraba sector.

Business Operations



Products

Diminishing Musharaka Financing

Diminishing Musharakah (DM) is a form co-ownership between the financial institution (FI) and the customer on fixed asset. Customer gradually buy the ownership units from FI through pre-agreed instalments.

Consumer Car Financing

Auto financing for individuals

Investment in equity market

Investment in Shariah compliant listed securities including Islamic debt instrument

Certificate of Investments (Musharaka) (COIs) (Liability side)

Products of deposits for fixed term from 3 months to 5 years



Significant Development

Merger of Habib Metro Modaraba with and Into First Habib Modaraba

**Habib Metro Modaraba merged with First Habib Modaraba after the
approval of Honourable Sindh High Court.**

**All assets/ liabilities and financial books were
merged
on March 10, 2023.**

Financial Information



Financial Highlights For the Year 2022-2023

- All time high financing asset size of Rs.19.79 billion since business operations.
- First time Balance Sheet footing reached to Rs.20.5 billion mark.
- Certificate of Investment (Musharakah) reached to Rs.13.70 billion, again highest in any year since business operations.

Key achievements of 2022-23

↑ 16%
Equity

↑ 20%
Balance Sheet
Footing

↑ 21%
Financing Assets

↑ 22%
Certificate of Investment

↑ 56%
Profit Before
Tax

↑ 36%
Profit After
Tax



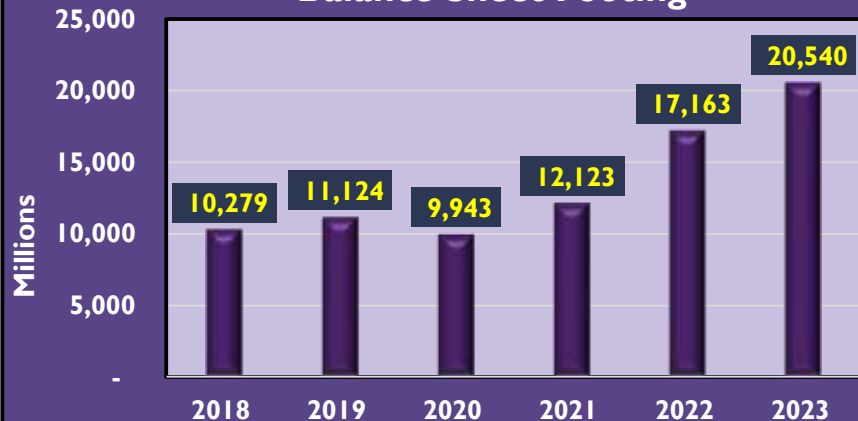
Key Financial Data of Two Years

(Rupees in Million)

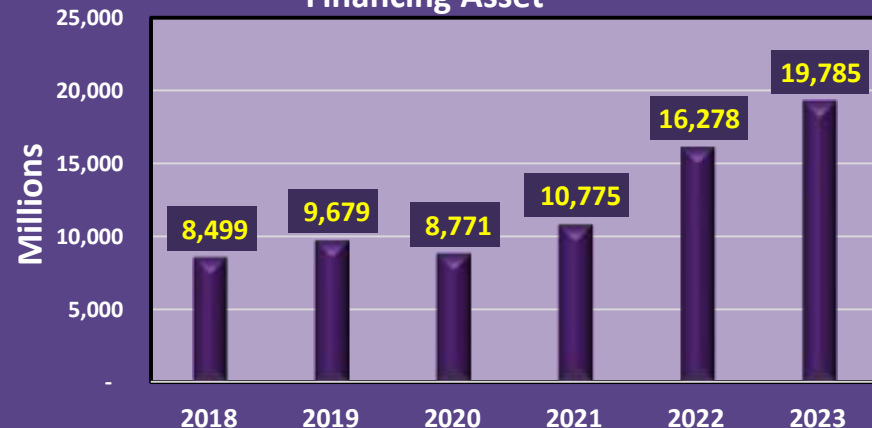
Key Financial Data	2023	2022	Variance
Total Assets	20,540	17,163	19.68% ↑
Financing Assets	19,785	16,278	21.51% ↑
Certificate Holders' Equity	4,608	3,968	16.13% ↑
Certificate of Investment	13,708	11,263	21.71% ↑
Profit Before Tax	771	495	55.75% ↑
Profit After Tax	519	382	35.86% ↑

SIX YEARS AT A GLANCE

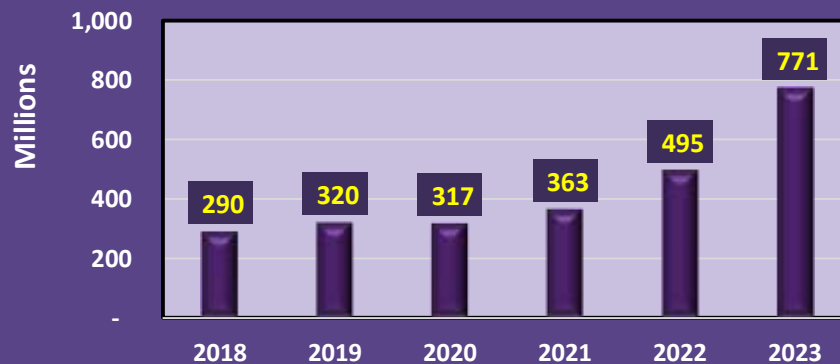
Balance Sheet Footing



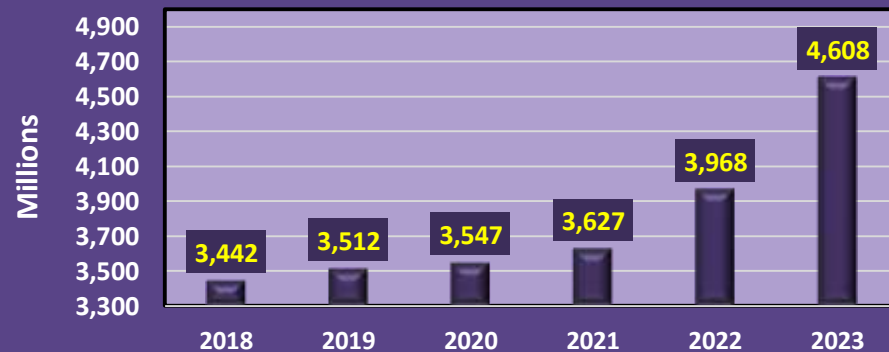
Financing Asset



Profit before tax



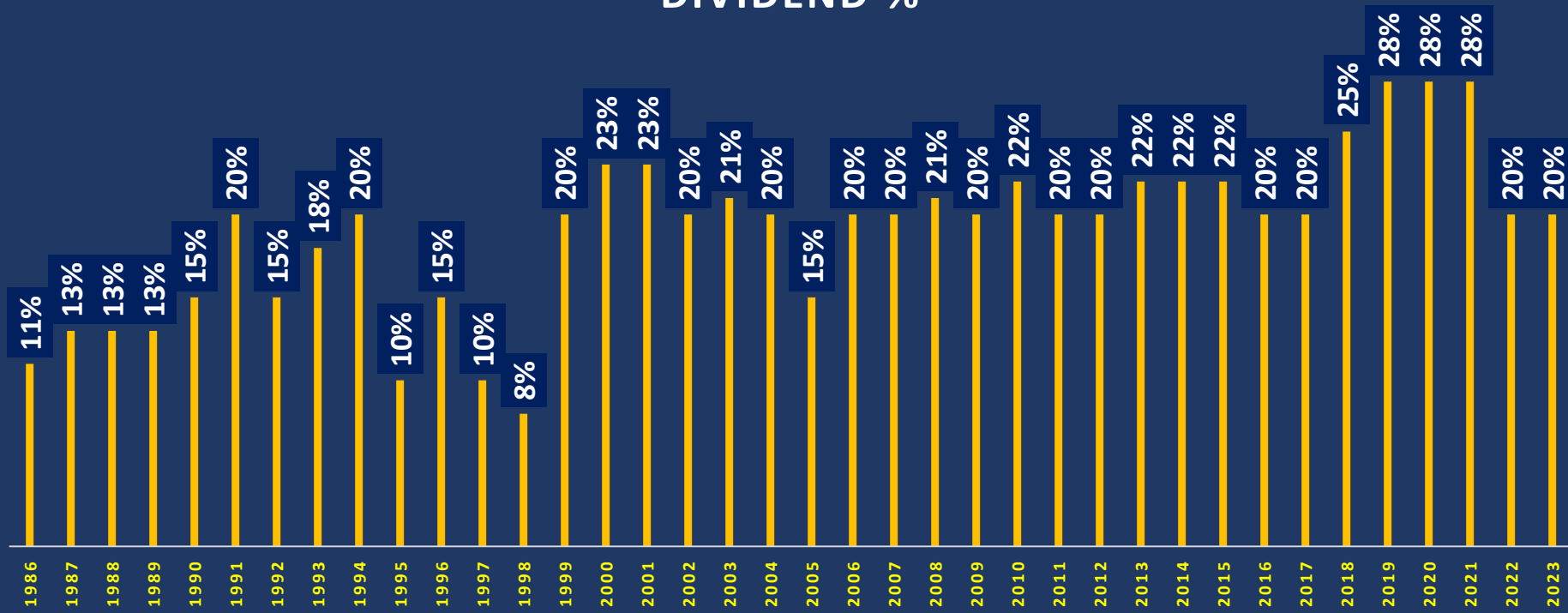
Equity



DIVIDEND HISTORY

DELIVERING 38 YEARS OF UNBROKEN DIVIDEND PAYOUT HISTORY
AVERAGE DIVIDEND PAYMENT 18.92% PER ANNUM

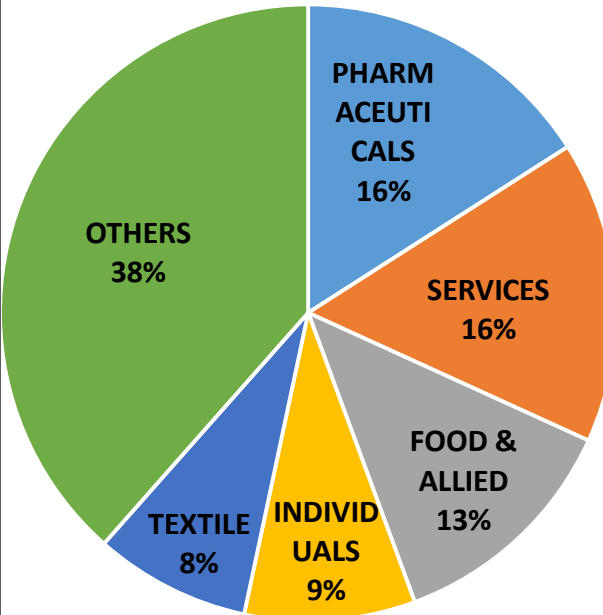
DIVIDEND %



First Habib Modaraba never skipped Dividend since inception

SECTOR ENGAGEMENTS (TWO YEARS COMPARISON)

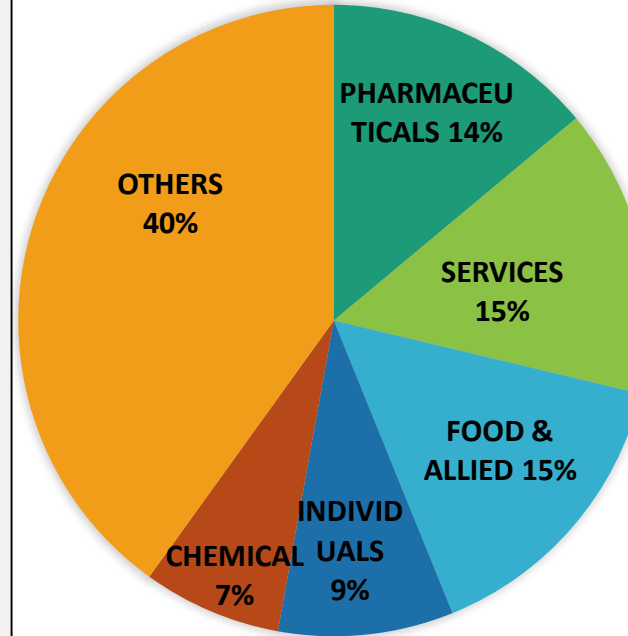
As on June 2023



Other Sectors

CHEMICAL
IT & TELECOM
CARGO, COURIER LOGISTICS SERVICES
SUGAR ALLIED
CABLE & ELECTRICAL GOODS
STEEL & ENGINEERING
AUTO & ALLIED
CONSTRUCTION
HEALTH CARE
EDUCATION
OTHERS
PAPER AND BOARD
FERTILIZER
CEMENT
FINANCIAL INSTITUTIONS & INSURANCE
FUEL, POWER, AND ENERGY
REFINERY, LUBRICANT, OIL & GAS MARKETING
GLASS AND CERAMICS
OIL & GAS EXPLORATION
LEATHER AND TANNERIES

As on June 2022



Other Sectors

TEXTILE
IT & TELECOM
AUTO & ALLIED
CARGO, COURIER LOGISTICS SERVICES
STEEL & ENGINEERING
CABLE & ELECTRICAL GOODS
REFINERY, LUBRICANT, OIL & GAS MARKETING
SUGAR ALLIED
HEALTH CARE
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AWARD AND ACHIEVEMENTS

AWARDS RECEIVED DURING THE YEAR 2022-2023



ICAP and ICMAP

FHM has received "Best Corporate Report (BCR) 2021" under the category of NBFIs and Modaraba

The Management Association of Pakistan (MAP)

Corporate Excellence awarded to First Habib Modaraba (FHM) under the "Financial Category".

South Asian Federation of Accountants (SAFA)

FHM received "Certificate of Merit" from South Asian Federation of Accountants (SAFA) for overall category of Financial Services Sector.

NBFI & Modaraba Association of Pakistan

Received Best Performing Award (2nd Position) from NBFI & Modaraba Association of Pakistan

UPDATE POSITION OF AWARDS AND ACHIEVEMENTS

Best Performing Modaraba
NBFI & Modaraba Association Pakistan



22 Awards

Best Corporate Report
ICAP & ICMAP



13 Awards

Corporate Excellence
Management Association of Pakistan



13 Awards

**Best Presented Accounts &
Disclosure**
SAFA an apex body of SAARC



13 Awards

Other Awards

Pakistan Observer
**Best Modaraba Management
Award**

**Federation of Pakistan
Chambers of Commerce &
Industry (FPCCI)**

3 Achievement Awards
1st Position Gold Medal

Islamic Retail Bank Award
Dubai
**Award for best Islamic Retail
Investment Product**

COMSATS
**2 Awards Best Islamic NBFC
Award**

Credit Ratings

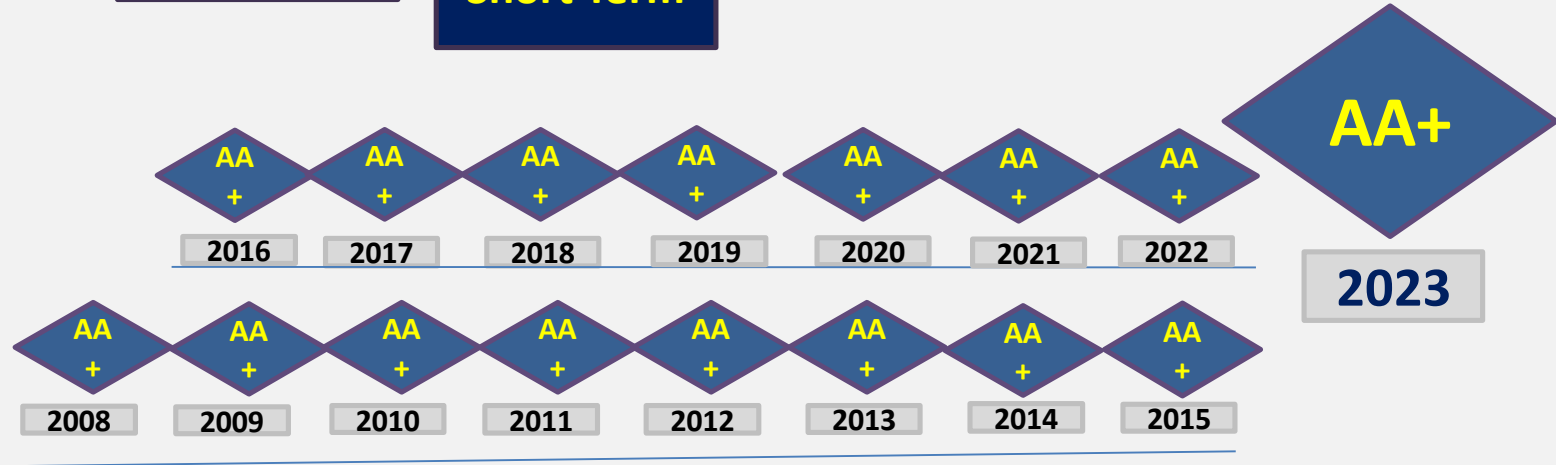


Credit Ratings assigned by PACRA

AA+
Long Term

A1+
Short Term

**AA+ Credit
Rating since
last 16 years**



Future Outlook



Future Outlook

For FY 2023-24, our focus will remain to further strengthen our market share within Islamic Financial Services Industry of Pakistan. Furthermore, as business strategy, we shall further enhance our domestic presence, continue to deliver unmatched services to our customers and add sound entities within financing portfolio. Few new cities have planned for engagement with sound customers for assets financing.

Furthermore, following areas of business expansion and operational efficiency will be focused in current year for sustainable growth.

- Explore digital based lending space through technological advancement**
- More penetration in auto and SME markets**
- Minimize cost of doing business**
- Explore new avenues low cost funds**
- Diversification in the liability basket**
- Enhance competency mapping in talent management**

Thank you