



# FIRST CREDIT AND INVESTMENT BANK LIMITED

FCIBL/L-91/09/2024

September 23, 2024

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

**Subject: CORPORATE BRIEFING SESSION (CBS)**

Dear Sir,

This is to inform you that the Corporate Briefing Session of First Credit and Investment Bank Limited is scheduled to be held on Saturday, October 05, 2024 at 11:30 am in the FCIBL Office, 2<sup>nd</sup> Floor, SIDCO Avenue Centre, Stratchen Road, Karachi. The presentation for the Corporate Briefing Session is attached.

Interested participants are therefore required to email following details at fcib-cbs2024@fcibank.com.pk with subject of "Registration for Corporate Brief Session" to register latest by October 04, 2024 by the close of business at 5:00 pm;

Name	CNIC #	Folio # (if any)	Organization	Email address	Cell #

The video link shall be sent to registered members / analysts on their provided email addresses.

In case of physical participation, please bring your original CNIC at the time of attending the session for identification.

You are requested to inform the TRE Certificate holder of the Exchange, accordingly.

Thanking You,

Yours truly,  
For and on behalf of  
**First Credit and Investment Bank Ltd;**

**Muhammad Amin Khatri**  
Company Secretary



**FIRST CREDIT AND INVESTMENT BANK  
LIMITED**

Corporate Briefing Presentation  
October 05, 2024

At FCIBL, 2<sup>nd</sup> Floor, SIDCO Avenue Centre, Karachi  
At 11:30 am

# Corporate Briefing

1. History and Profile
2. Governance
3. Investment Banks- Problems / Challenges and FCIBL Standing
4. Financial Performance
5. Operations at FCIBL
6. Permitted Business under IFS License
7. Conclusion
8. Q & A



# History and Profile

- ✓ FCIBL was Established in 1989-90 as Joint Venture of NDFC and WAPDA with the name of First Credit & Discount Corporation (Pvt) Ltd (FCDC)
- ✓ The initial capital was Rs. 10 million equally contributed by NDFC and WAPDA. Subsequently, in 1995-96 with Right of issue of Rs. 25 million its capital became Rs. 35 million.
- ✓ Prime function of FCDC was to develop primary and secondary market of WAPDA Bonds.
- ✓ Till 2004 FCDC handled various issues of WAPDA / CAA Bonds worth more than Rs.30.0 Billion in the capacity of advisor, arranger, market maker, paying agent, underwrite and trustee.



# History and Profile

- ✓ In 2006 renamed as FCIBL.
- ✓ During 2006 it expanded its mandate & scope by obtaining License to provide Investment Finance Services (Investment Banking).
- ✓ During 2008-9, it got its shares listed on Karachi Stock Exchange by floating IPO of Rs. 250 million.
- ✓ An Investment Bank having credit rating of  
(By VIS Credit Rating Company –February 26, 2024)

Long Term Rating

A

Short Term Rating

A2

Outlook

‘Stable ‘



# Governance

## Board of Directors

The Board of FCIBL consists of seasoned bankers and experienced professionals suitably diversified into Non Executive, Independent and Executive Directors.

1.



[Mr. Faisal Ahmed Topra](#)

Chairman of Board of FCIBL / Non Executive Director

2.



[Syed Irfan Husnain Rizvi](#)

Non Executive Director



# Governance

3.



**Mr. Asad Ullah Saleem**

Non Executive Director

4.



**Mr. Masood Raza**

Non Executive Director

5.



**Mr. Jamal Naseem**

Independent / Non Executive Director



# Governance

6.



**Ms. Nina Afridi**

Independent / Non Executive Director

7.



**Mr. Amjad Iqbal**

Independent / Non Executive Director

8.



**Mr. Muhammad Mohsin Ali**

President and CEO of FCIBL





# Governance

## COMMITTEES OF THE BOARD

There are three Committees of the Board of FCIBL as follows;

### 1. The Audit Committee

- a) Mr. Jamal Nasim– Chairman
- b) Syed Irfan Husnain Rizvi – Member
- c) Mr. Asad Ullah Saleem – Member



# Governance

## 2. The HR & Remuneration Committee

- a) Ms. Nina Afridi – Chairperson
- b) Mr. Fasial Ahmed Topra – Member
- c) Syed Irfan Husnain Rizvi – Member



# Governance

## 3. The Risk Management Committee

- a) Mr. Asad Ullah Saleem - Chairman
- b) Mr. Masood Raza - Member
- c) Mr. Amjad Iqbal - Member
- d) Mr. Muhammad Mohsin Ali - Member



# Governance

## Internal Controls and Compliance

FCIBL maintains high standards of governance, internal controls and risk assessment framework. Comprehensive policies and procedures have been approved by the Board covering all major spheres of operations and are reviewed and updated as per the changing requirements. The Compliance function ensures that all new and existing rules and regulations, applicable to the Company, are fully complied with. The Company's Internal Audit department works independently under the direct supervision of Audit Committee of the Board.



# Governance

Due to sound internal control and compliance function

- FCIBL has never defaulted to any of its financial commitment
- FCIBL has never asked for any waiver/ write off or restructuring from its creditors / depositors.
- No adverse findings



# Governance

## Environmental and Corporate Social Responsibility

FCIBL is fully aware of its environmental and Corporate Social Responsibilities and is ready to support social and environmental causes of the country. FCIBL also maintains compliance to all governmental and internal health, safety and the environment measures. Facilities and conducts of operations are designed in a way that avoids risk to human health, safety and the environment. FCIBL has also been contributing toward social cause.



# Investment Banks- Problems / Challenges and FCIBL Standing

There are three major problems / challenges that Investment Banks in Pakistan have been facing since last many years.

## Liquidity Issue :

Non availability of borrowing lines from Commercial Banks

## Competition :

Throat-cut competition with Commercial Banks due to  
Absence of level playing field

## Human Resource :

Scarcity of Investment Banking Professionals



# Investment Banks- Problems / Challenges and FCIBL Standing

(continued)

- Since the global financial crises of 2008, business activities of almost all the investment banks had become dormant.
- Majority of investment banks incurred huge losses since the global financial crises of 2008 till 2018 aggregating to more than Rs.7.0 billion. FCIBL's net loss during this period was less than 1% of the total.





## Investment Banks- Problems / Challenges and FCIBL Standing

(continued)

- Despite problems and challenges, FCIBL has been sustainable in doing its business during hard times. Its credit rating never went below investment grade. Rather, its medium to long term rating was upgraded during 2020-21 to 'A' from 'A-' by VIS Credit Rating Company.
- FCIBL has been profitable since its inception in 1989-90 except losses reported during three years (2010-13).



# Investment Banks- Problems / Challenges and FCIBL Standing

(continued)

- FCIBL built up its equity to more than Rs.400 million through internal profits before going to listing in August 2008.
- FCIBL is gradually expanding its business activities permissible under NBFC regulatory regime.



# Investment Banks- Problems / Challenges and FCIBL Standing

(continued)

- FCIBL has paid substantial Cash Dividend apart from Stock Dividend of Rs.365.0 million since its inception.



**Financial Performance**  
**Shareholders' Equity**  
**As at June 30, 2024**  
(Rs. In million)

	<b>No. of Shares</b>	<b>Amount</b>
<b>Initial paid up capital (1989-90)</b>	<b>1.0</b>	<b>10.000</b>
<b>Right Issue (1995-96)</b>	<b>2.5</b>	<b>25.000</b>
<b>Bonus Issues (various years)</b>	<b><u>36.5</u></b>	<b><u>365.000</u></b>
<b>Pre-IPO Capital</b>	<b>40.0</b>	<b>400.000</b>
<b>IPO (August 2008) – (General Public)</b>	<b><u>25.0</u></b>	<b><u>250.000</u></b>
<b>Paid-up capital</b>	<b>65.0</b>	<b>650.000</b>
<b>Unappropriated profit-net of deficit</b>		<b><u>136.867</u></b>
<b>Equity</b>		<b><u>786.867</u></b>
<b>Break-up value per share (Rs.)</b>		<b><u>12.11</u></b>



# Financial Performance (SOFP)

Particulars	June 30, 2024	June 30, 2023	June 30, 2022
<b><u>EQUITY &amp; LIABILITIES</u></b> ----- Rupees in thousand -----			
<b><u>Paid up capital</u></b>	<b>650,000</b>	<b>650,000</b>	<b>650,000</b>
<b><u>Reserves</u></b>	<b>152,390</b>	<b>127,706</b>	<b>120,840</b>
<b><u>Deficit on AFS inv</u></b>	<b>(15,522)</b>	<b>(53,793)</b>	<b>(49,003)</b>
	<b>786,867</b>	<b>723,913</b>	<b>721,838</b>
<b><u>Bank Borrowings</u></b>	<b>3,101,471</b>	<b>1,075,561</b>	<b>1,287,367</b>
<b><u>Other Liabilities</u></b>	<b>67,598</b>	<b>51,836</b>	<b>52,069</b>
	<b>3,955,937</b>	<b>1,851,310</b>	<b>2,052,274</b>
<b><u>ASSETS</u></b>			
<b><u>Investments</u></b>	<b>3,320,503</b>	<b>1,185,087</b>	<b>1,439,022</b>
<b><u>Financing</u></b>	<b>212,866</b>	<b>334,073</b>	<b>382,594</b>
<b><u>Bank balances</u></b>	<b>139,854</b>	<b>122,124</b>	<b>75,657</b>
<b><u>Other assets</u></b>	<b>282,714</b>	<b>210,026</b>	<b>155,001</b>
	<b>3,955,937</b>	<b>1,851,310</b>	<b>2,052,274</b>



## Financial Performance (Profit & Loss)

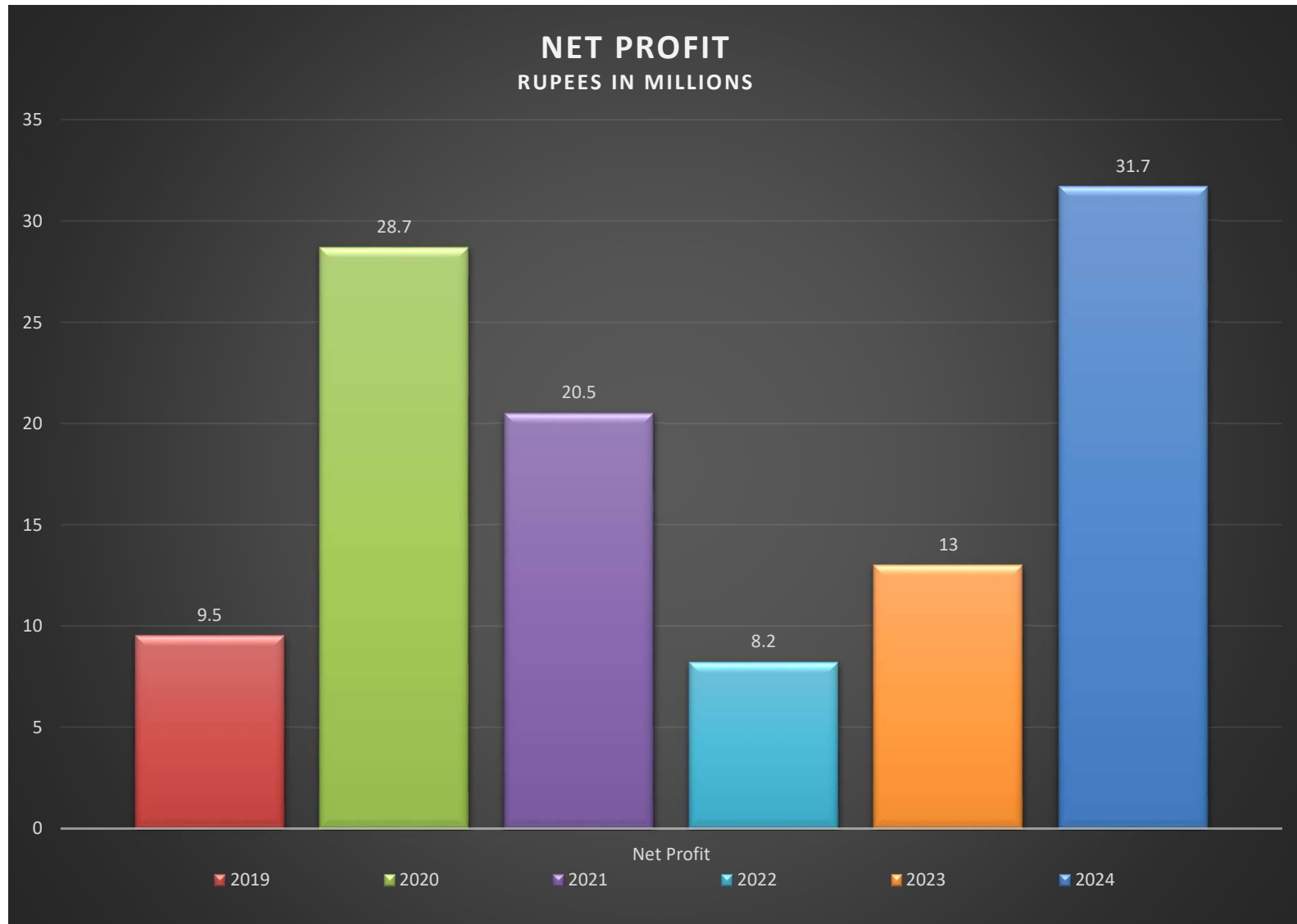
Particulars	June 30, 2024	June 30, 2023	June 30, 2022
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----- Rupees in thousand -----

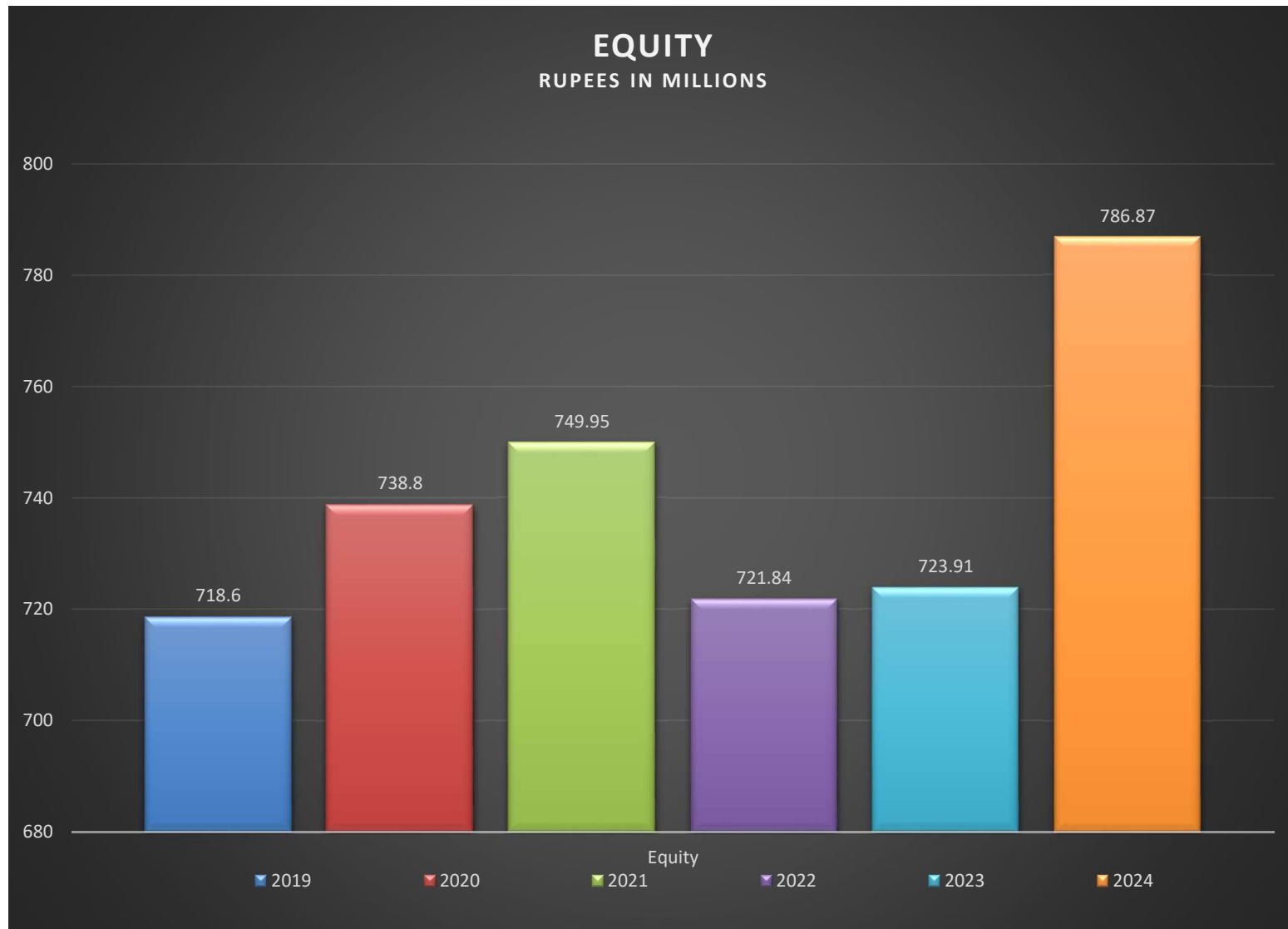
<b><u>INCOME</u></b>	<b>448,890</b>	<b>279,322</b>	<b>134,082</b>
<b><u>OPERATING PROFIT</u></b>	<b>22,166</b>	<b>1,669</b>	<b>(1,770)</b>
<b><u>PROFIT BEFORE TAX</u></b>	<b>42,338</b>	<b>30,434</b>	<b>13,583</b>
<b><u>PROFIT AFTER TAX</u></b>	<b>31,696</b>	<b>12,994</b>	<b>8,189</b>



# Growth during last six years

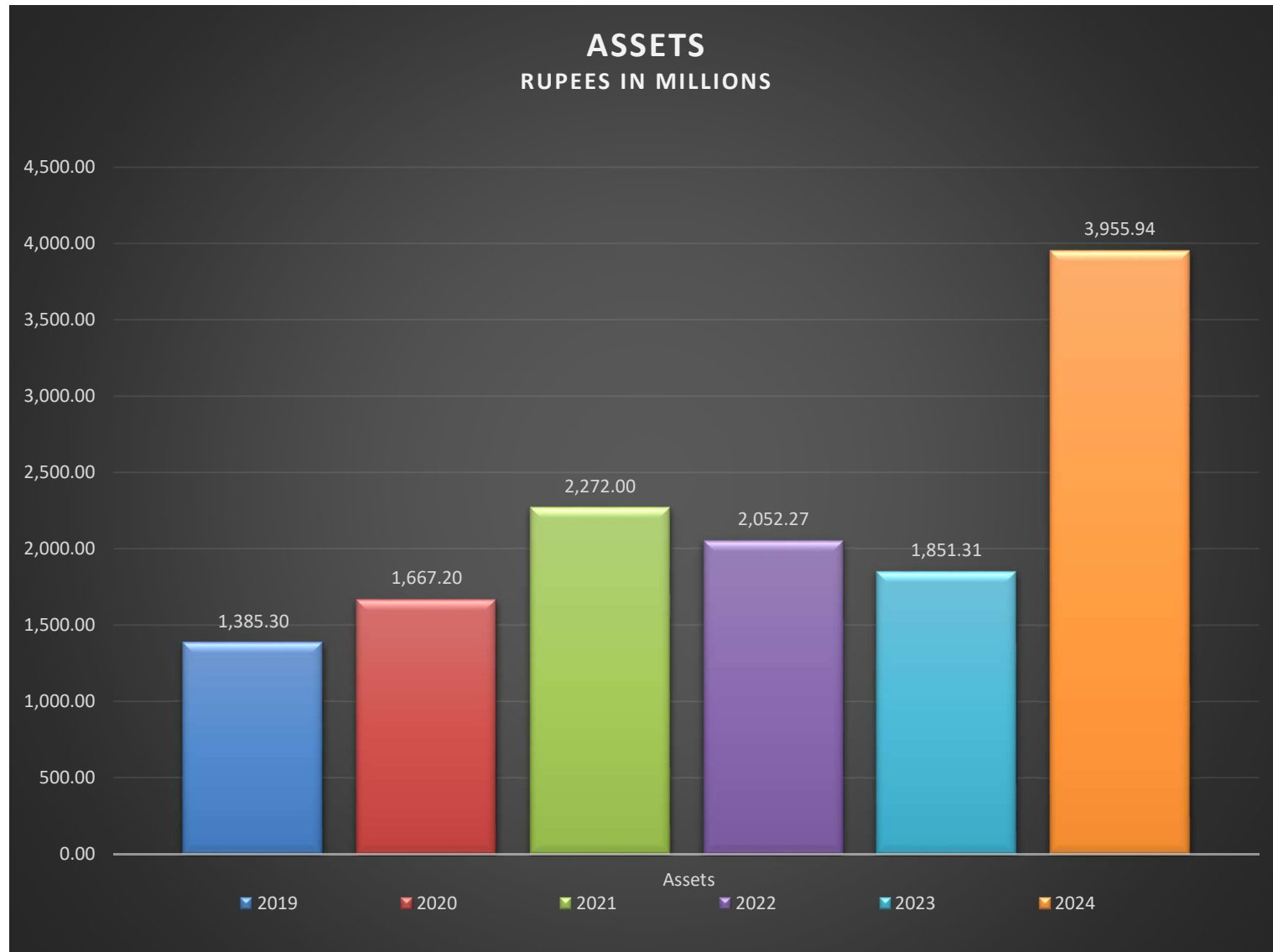


# Growth during last six years

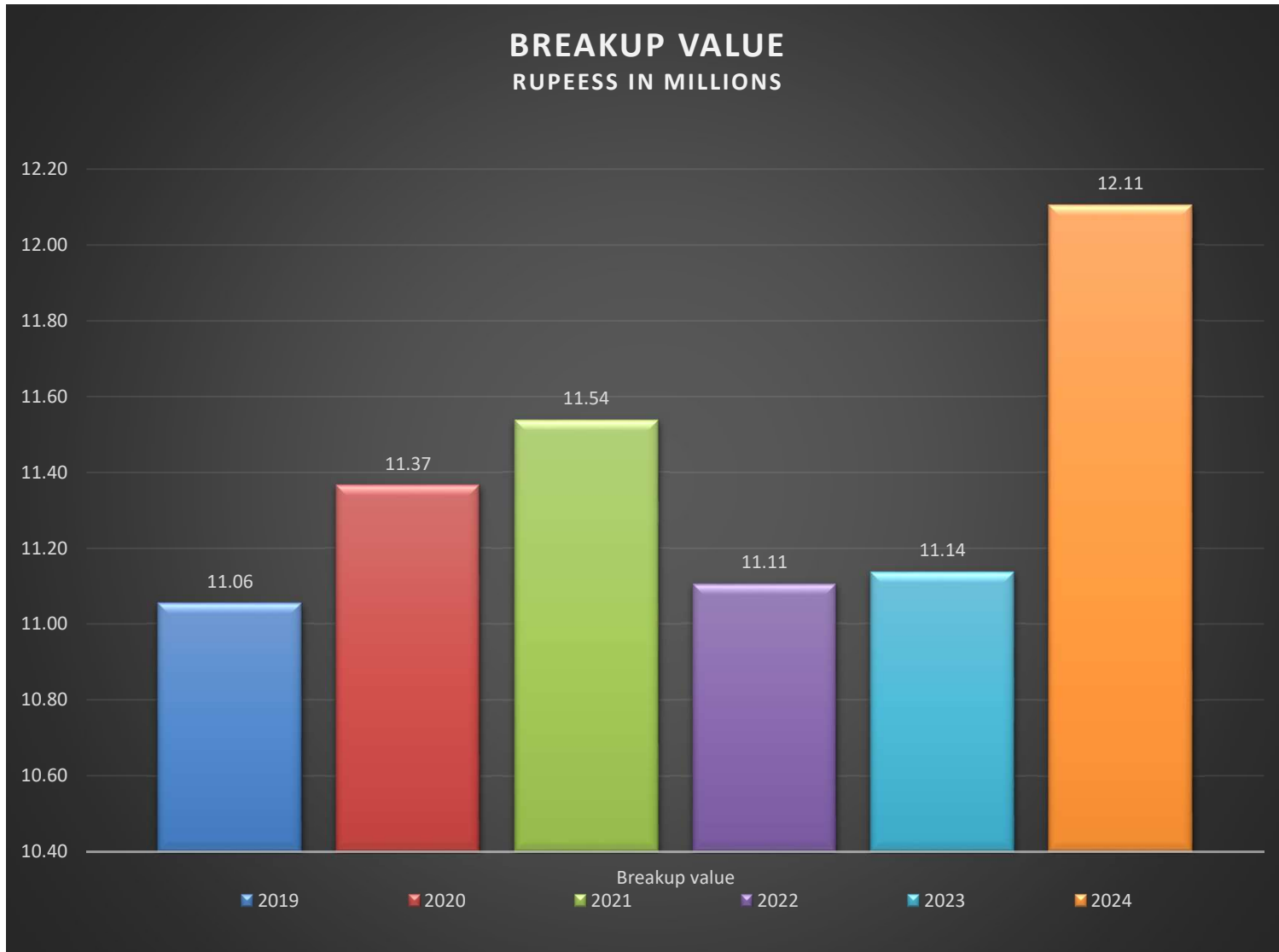




# Growth during last six years



# Growth during last six years



## Operations at FCIBL

FCIBL's existing business activities consist mainly of the following operations.

- Corporate Finance Activities
- Investment Banking Activities
- Treasury & Money Market Activities
- Arbitrage Business
- Capital Market Activities
- Fee Oriented MM & FX Brokerage Business



## Permitted Business under IFS License

As permitted under the NBFC regulatory regime, FCIBL being the license holder of Investment Finance Services is also permitted to undertake;

- Leasing Business
- Housing Finance Services
- Discounting Services
- Money Market Brokerage Business

During the FY 2021-22 FCIBL started Money Market & Fx brokerage business which will contribute more to the profitability in years to come. FCIBL may explore other permitted businesses at suitable time in future.



## Conclusion

FCIBL's performance since its inception has been satisfactory. The Board and management has always adopted prudent approach for which it has in placed sound internal controls, risk management system and significant policies.

Despite many challenges being faced, FCIBL has been able to operate at sustainable footings and has significant potential to grow further.

After a consolidation phase, FCIBL is in a position to gear up its operations in permitted activities.

With the support of Sponsors and Shareholders and under the guidance of Board of Directors, the management is confident to expand its operations on horizontal and vertical format, improve its assets quality, infrastructure and build capacity to meet the requirements of new challenges and opportunity.



# Q & A



**THANK YOU**

