



# First Habib Modaraba

Corporate Briefing Session

2023-24

# Presentation Outline

- ❑ Modaraba's Profile
- ❑ Operational Activities
- ❑ Significant Developments
- ❑ Financial Information
- ❑ Awards and Ratings Update
- ❑ Future Outlook
- ❑ Q & A Session



## **Brief profile of First Habib Modaraba**

**First Habib Modaraba (FHM) a subsidiary of Habib Metropolitan Bank, Limited, established in 1985. FHM completed 39 years of successful business operation and maintained its longstanding drive towards sustaining our position as leading Modaraba within NBFIs 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



## **Significant Development**

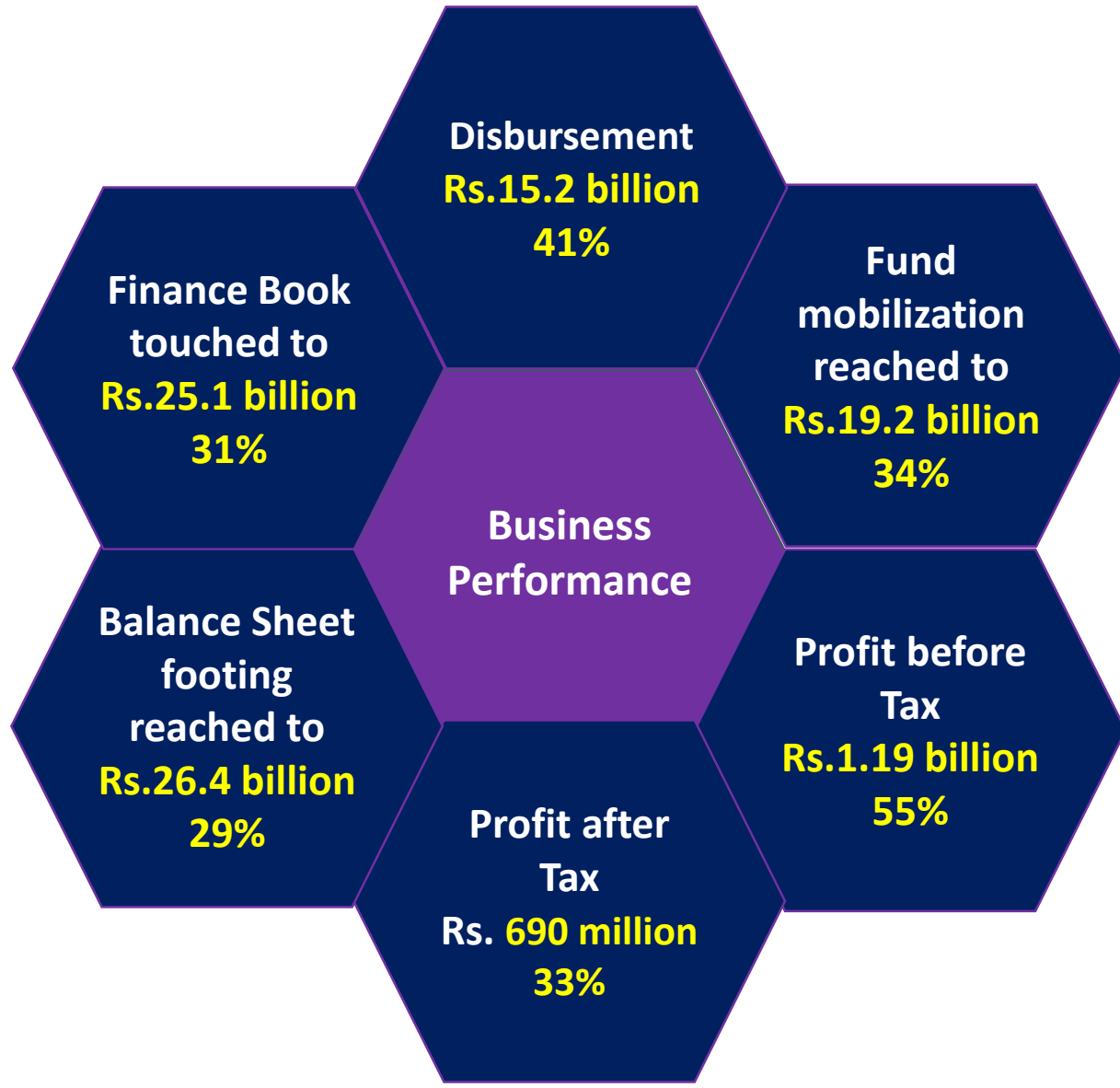
### **Change of Face value of Modaraba Certificates**

**Face value of Modaraba Certificates has been changed from Rs.5/- to Rs.10/- on March 08, 2024 by reducing the number of certificates to half.**

# Financial Information

# Financial Highlights For the Year 2023-24

- Profit before tax reached to Rs.1.19 billion highest since inception.
- Disbursement reached to Rs.15.2 billion highest in any year since business operations.
- All time high financing asset size of Rs.25.1 billion since business operations.
- First time Balance Sheet footing reached to around Rs.26.4 billion mark
- Fund mobilization through Deposits and fund lines reached to Rs.19.2 billion, again highest in any year since business operations.
- Profit after tax reached to Rs.690 million highest since inception.



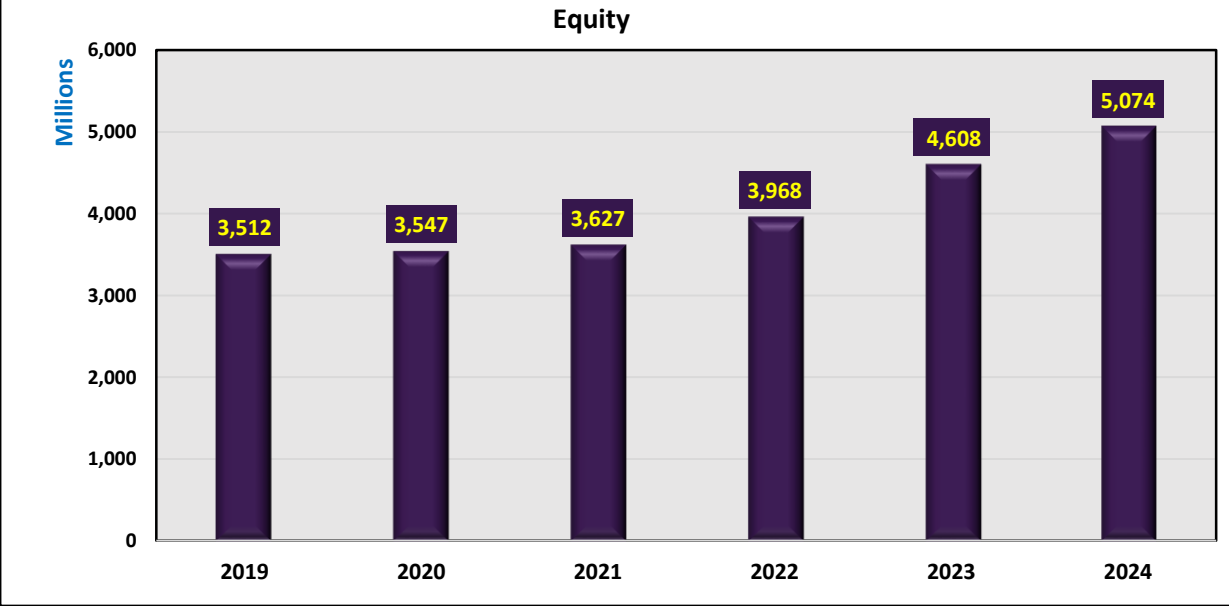
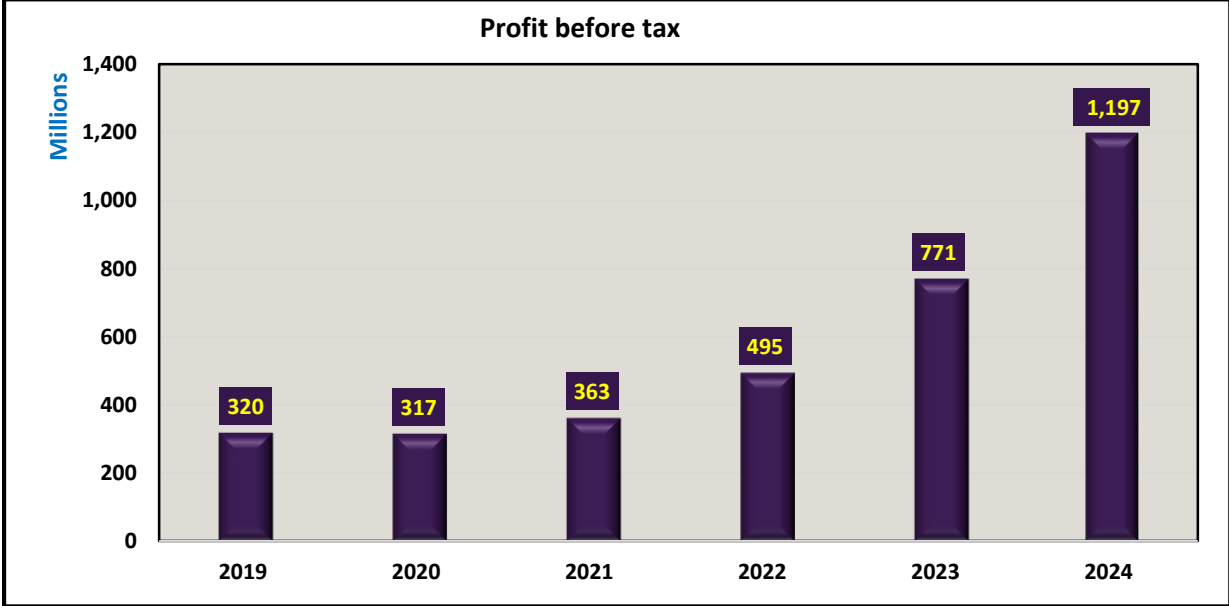
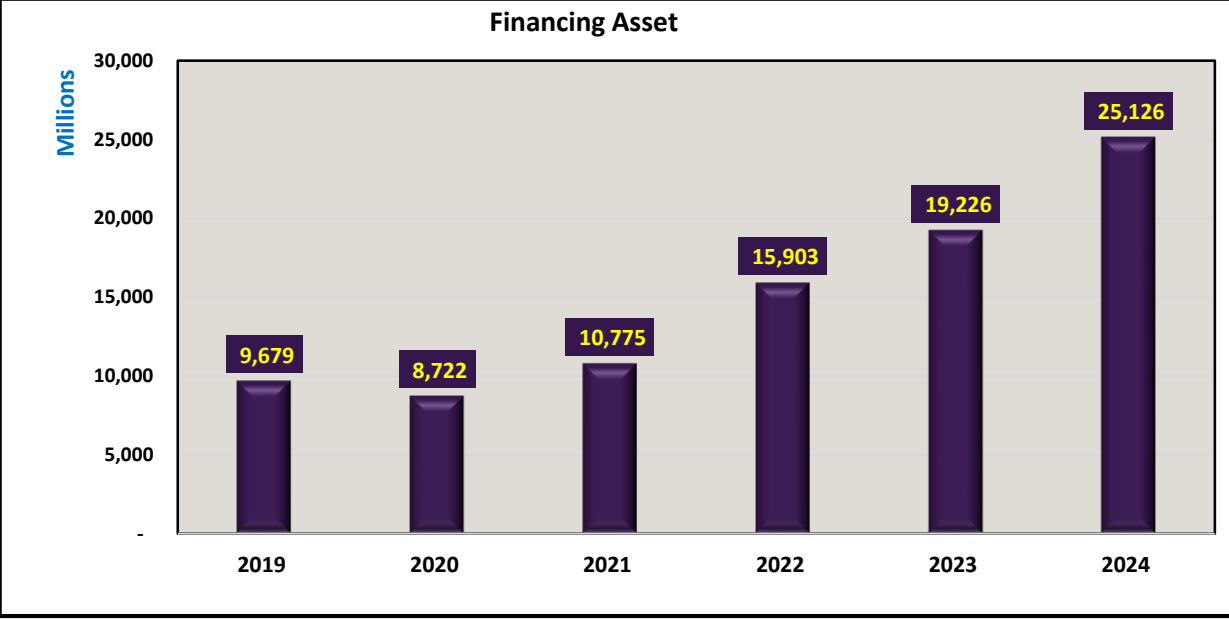
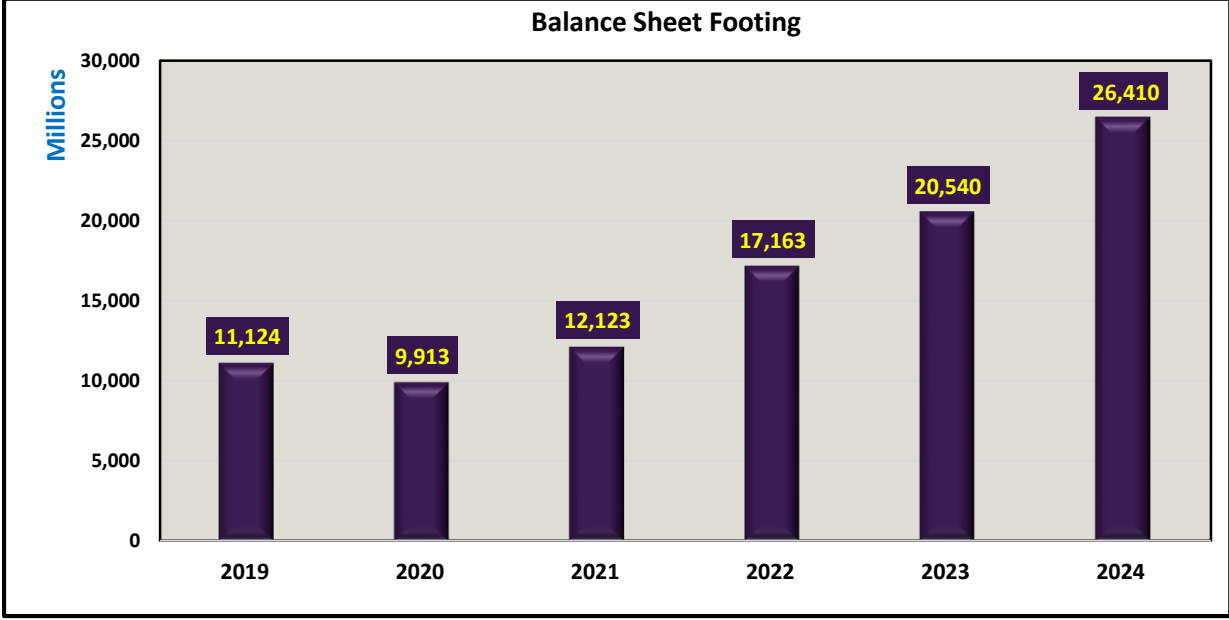


## Key Financial Data of Two Years

(Rupees in Million)

Key Financial Data	2024	2023	Variance
<b>Total Assets</b>	<b>26,410</b>	<b>20,540</b>	<b>28.58% ↑</b>
<b>Financing Assets</b>	<b>25,126</b>	<b>19,785</b>	<b>27.00% ↑</b>
<b>Certificate Holders' Equity</b>	<b>5,074</b>	<b>4,608</b>	<b>10.11% ↑</b>
<b>Certificate of Investment</b>	<b>16,188</b>	<b>13,708</b>	<b>18.09% ↑</b>
<b>Profit Before Tax</b>	<b>1,197</b>	<b>771</b>	<b>55.25% ↑</b>
<b>Profit After Tax</b>	<b>690</b>	<b>519</b>	<b>32.95% ↑</b>

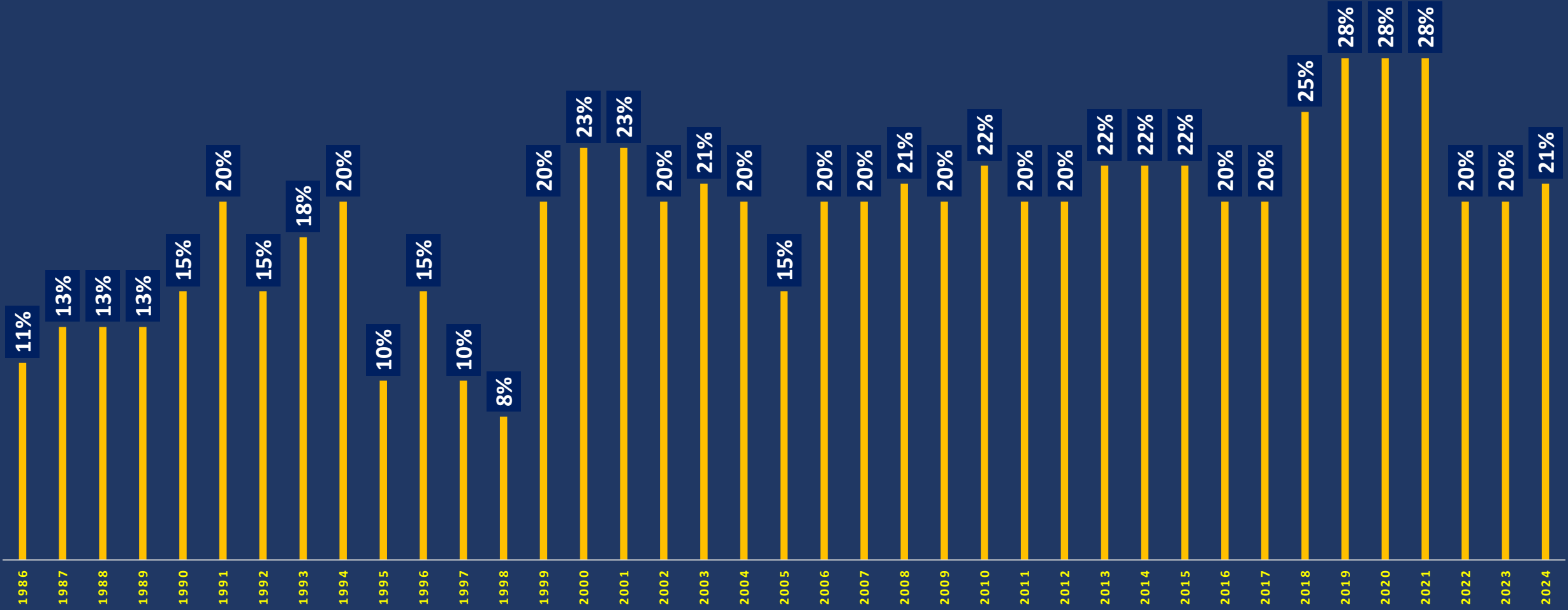






DELIVERING 39 YEARS OF UNBROKEN DIVIDEND PAYOUT HISTORY  
LAST 10 YEARS AVERAGE DIVIDEND PAYMENT 23.40% PER ANNUM

DIVIDEND %

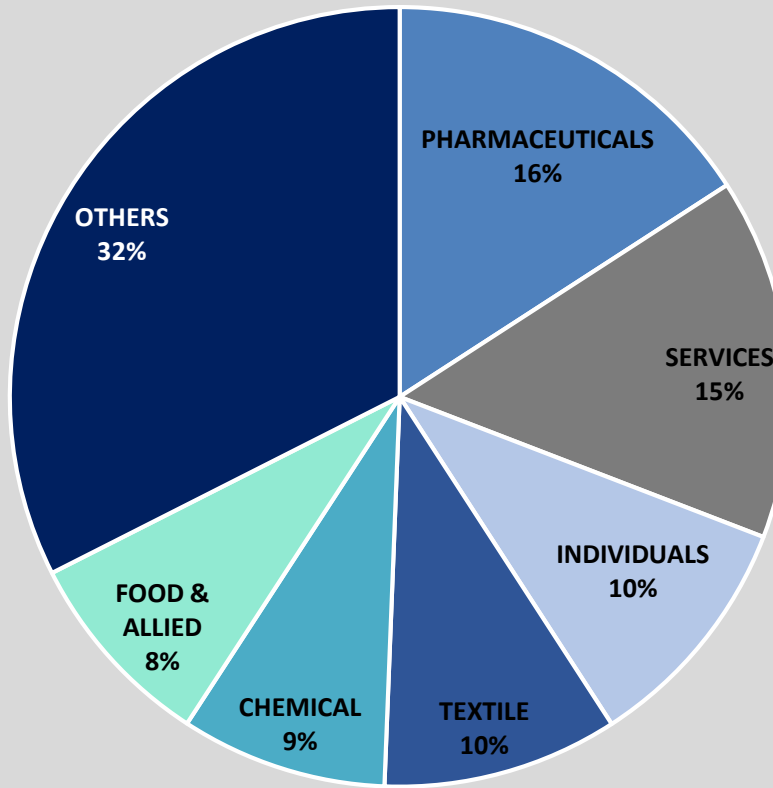


First Habib Modaraba never skipped Dividend since inception



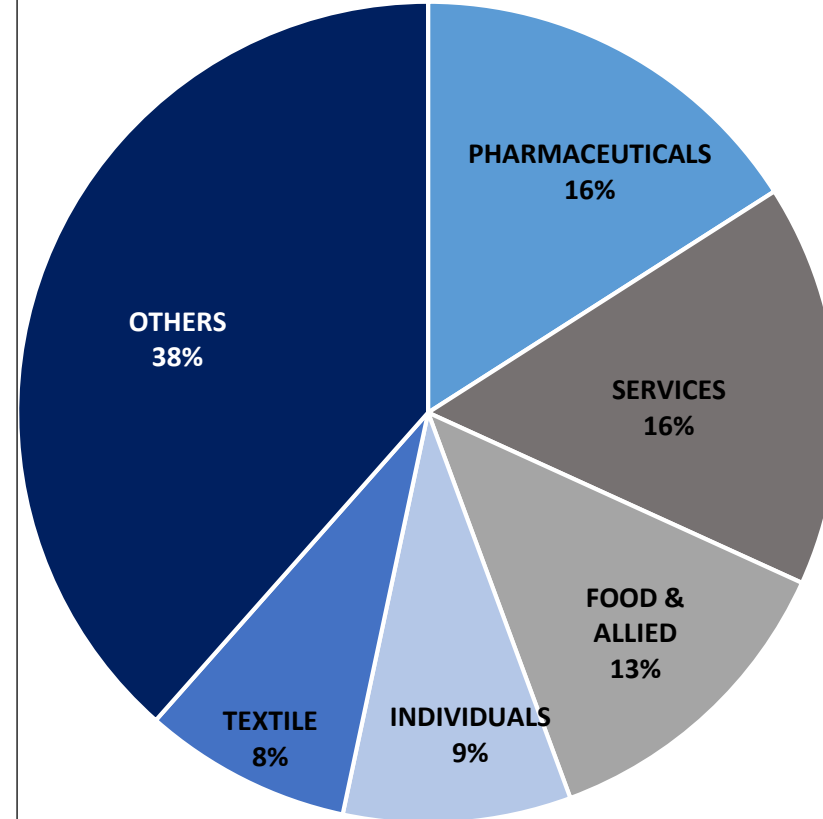
# SECTOR ENGAGEMENTS (TWO YEARS COMPARISON)

**As on June 2024**



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

**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
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# AWARDS AND ACHIEVEMENTS

# Awards received during the Year 2023-2024

## “Best Performing Modaraba Award” Of NBFi & Modaraba Association of Pakistan

First Habib Modaraba has received 2nd Position “Best Performing Modaraba Award” from NBFi and Modaraba Association of Pakistan. The award ceremony was held on May 16, 2024. First Habib Modaraba (FHM) meets the said criteria every year since last several years. So far FHM has received 23 awards as “Best Performing Modaraba Award” within last 24 years from above association.



## Corporate Excellence Award from the Management Association of Pakistan (MAP)

On 4<sup>th</sup> October, 2023, Management Association of Pakistan (MAP) has conferred “Certificate of Excellence” award to First Habib Modaraba (FHM) in Modaraba Sector. The recognition of Corporate Excellence Award from MAP acknowledges the strong commitment of FHM for promotion of best business practices, good governance and corporate excellence within FHM while maintaining financial discipline.



## SAFA Certificate of Merit

Alhamdulillah, this year again, First Habib Modaraba has received Certificate of Merit for the “Best Presented Annual Report Awards 2022” by South Asian Federation of Accountants (SAFA) within the countries at SAARC level and in the category of Financial Services Sector. The award was conferred in a ceremony held in U.P India on 22 December 2023.



## BEST CORPORATE REPORT AWARD from ICAP & ICMAP

The joint Committee of the Institute of Chartered Accountant of Pakistan (ICAP) and Institute of Cost & Management Accountant Pakistan (ICMAP) has awarded “2<sup>nd</sup> Position” in “Best Corporate Report Award to First Habib Modaraba (FHM) on annual report of 2022 within the category of NBFIs and Mutual Funds on October 12, 2023.



Since last 14 years, FHM is securing best report award and out of 14 awards, so far FHM has secured 6 awards of first position.



**Best Performing Modaraba  
NBFI & Modaraba Association Pakistan**



**23 Awards**

**Best Corporate Report  
ICAP & ICMAP**



**14 Awards**

**Corporate Excellence  
Management Association of Pakistan**



**14 Awards**

**Best presented accounts & disclosure  
SAFA an apex body of SAARC**



**14 Awards**

## **Other Awards**

**Pakistan Observer**

**Best Modaraba Management Award  
Federation of Pakistan Chambers  
of Commerce & Industry (FPCCI)**

**3 Achievement Awards  
1<sup>st</sup> Position Gold Medal**

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

**COMSATS**

**2 Awards Best Islamic NBFC Award**

# Credit Ratings

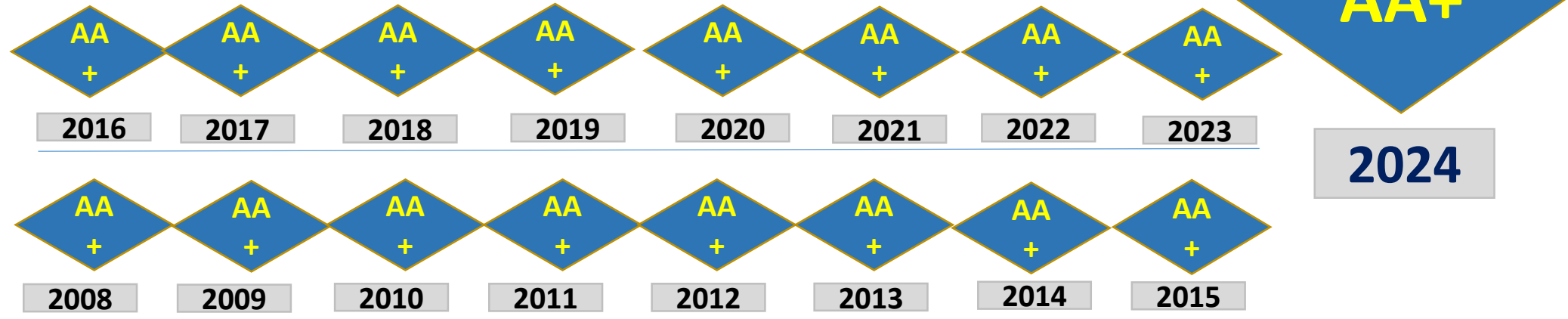


Credit Ratings assigned by PACRA

AA+  
Long Term

A1+  
Short Term

AA+ Credit  
Rating since  
last 17 years





# Future Outlook



## **Future Outlook**

**For FY 2024-25, 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.**

- Grow our market share by adding new sectors, cities and sound customers.**
- Explore possibilities for generation of low-cost funds in order to support our financing book.**
- Concentrate on small and medium size customers for horizontal growth.**
- Further strengthen risk management and Shariah governance mechanism and create robust compliance culture with strong internal control management.**
- Further nurture our human resource through strategic initiative, engagement through innovative technological tool and employees incentive program.**
- Enhance CSR activities for community uplift and support.**
- Further improve our operational efficiency through support of technological advancement and enhance customer services base.**
- Promote green financing particularly solar equipment.**
- Careful watch impact of climate change on environment and customer businesses.**

# Q & A Session

Thank you