



Economic Letter

a weekly publication of The Institute of Bankers Pakistan

Page No. 01

Volume 13, Issue No. 46 | Date: November 16, 2018

A Company Set up Under Section 42 of the Companies Act, 2017

PAKISTAN COMPENDIUM

The Definitive Awards for Banking Excellence: 3rd Pakistan Banking Awards 2018

The 3rd Pakistan Banking Awards ceremony was organized by The Institute of Bankers Pakistan (IBP) in collaboration with the DAWN Media Group and A.F. Ferguson on Friday, November 9, 2018 at a local hotel. Dr. Ishrat Husain, Adviser to the PM on Institutional Reforms and Austerity chaired the seven-member jury that based its decision on evaluation and performance of the banks, which applied for nomination for the Banking Awards, over time as well as their current standing. The following Banks emerged as the Winners:

Meezan Bank Ltd	Best Bank for 2018.
Habib Bank Ltd	Best Bank for Agriculture
Habib Bank Ltd	Best Investment Bank
Bank Alfalah Ltd	Best Customer Franchise
Bank Alfalah Ltd	Best Bank for Small Businesses
Dubai Islamic Bank	Best Emerging Bank
Khushali Microfinance Bank	Best Microfinance Bank
Mobilink Microfinance Bank	Bank the Unbanked

The awards were given by State Bank Deputy Governor Jameel Ahmed, who was the chief guest on the occasion. DAWN CEO Mr. Hameed Haroon, Dr. Ishrat Husain, Mr. Shabbar Zaidi of A.F. Ferguson and Acting Chief Executive of the Institute of Bankers Pakistan, Farooq Shaikh, among others, graced the occasion.



MARKETS AT A GLANCE

Rates are taken till Friday 5:00 pm

KIBOR (6 MONTHS)	
Bid%	offer%
STARTING	9.64
ENDING	9.65
CHANGE	+0.01
STARTING	9.89
ENDING	9.90
CHANGE	+0.01

FOREIGN EXCHANGE RATES

	GBP(£)	EURO(€)	USD(\$)
STARTING	PKR 167.50	PKR 147.50	PKR 132.30
ENDING	PKR 173.50	PKR 151.00	PKR 134.30
CHANGE	+6	+3.5	+2

PAKISTAN STOCK EXCHANGE

100 Index	
STARTING	41,388
ENDING	41,660
CHANGE	+272

GOLD RATE

(10 gm)	
STARTING	PKR 51,826
ENDING	PKR 52,683
CHANGE	+857



Economic Letter

a weekly publication of The Institute of Bankers Pakistan

Page No. 02

Volume 13, Issue No. 46 | Date: November 16, 2018

A Company Set up Under Section 42 of the Companies Act, 2017

BANKING SCENARIO

Deposits Folder

According to the weekly statement of position of all scheduled banks for the week ended November 2, 2018, deposits of all scheduled banks stood at Rs. 12,749.140 bn, higher by 0.65pc, over the preceding week's figure of Rs. 12,666.020 bn.

Credit Portfolio

Gross advances of all scheduled banks stood at Rs. 7,570.250 bn, higher by 0.48pc over the preceding week's figure of Rs. 7,533.968 bn.

Investments Brief

Investments of all scheduled banks stood at Rs. 5,512.109 bn against preceding week's figure of Rs. 5,525.271 bn, lower by 0.23pc.

Assets Notebook

Total Assets of all scheduled banks amounted to Rs. 16,638.615 bn against previous week's figure of Rs. 16,575.363 bn, higher by 0.38pc.

Govt. Attracting Foreign Investment to Create Jobs

Finance Minister Asad Umar has said that the government is pursuing an investment-led export growth model in short- and medium-term for early recovery of the economy and providing jobs to youth. In an interactive session with foreign investors at the Overseas Investors Chamber of Commerce and Industry (OICCI), the minister agreed with the chamber's recommendations that digitization, data analytics and data mining will be leveraged to leapfrog the government efforts towards good governance and more importantly, for broadening of the tax base.

Govt. Approves Rs. 660 bn Projects

The Executive Committee of the National Economic Council (ECNEC) approved six development projects worth about Rs. 660 billion, five of them from the water and power sector. The meeting presided over by Finance Minister also

approved the costs of transport project for Peshawar Bus Rapid Transit (BRT) by 38pc and that of Diamer-Bhasha Dam project by 1pc.

Foreign Investment

The FDI inflows during July-October 2018-19 were amounted to \$600.7 mn against \$1,119.9 mn last year. Inflows from China totalled at \$335 mn, which was 56pc of the total FDI during the period under review. Significant inflows were recorded at \$64.5 mn from UK, \$45 mn from USA, \$43.9 mn from Korea and \$36.3 mn from Switzerland during the period under review.

Chinese Help in Agriculture

Agriculture in Pakistan will soon begin witnessing the increased footprint of Chinese cooperation which will help accelerate our agricultural growth. During Prime Minister's visit to China, Islamabad and Beijing inked a few initial agreements on agriculture; on the basis of which detailed frameworks of cooperation in the field of crops, livestock, fisheries and forestry will be developed and implemented. Officials say that the Memorandum of Understanding (MOU) signed during Mr. Khan's visit provides the basis for attracting Chinese investment and Chinese technical assistance in all sub-sectors of agriculture. "From strengthening the seed sector, increasing crop yield, modernizing livestock and fisheries and enlarging our forest cover, there is a long list of areas in which Chinese funds and technical cooperation will be coming in," said a senior official of the Ministry of National Food Security and Research.

Rs. 53 bn Bailout Packages For PIA, Power Companies Approved

The government recently approved Rs. 53 bn bailout packages for the bleeding national airline and power companies to avoid a halt to their operations. The decision was taken at a meeting of the Economic Coordination Committee (ECC) of the cabinet which also ordered the Sui Southern Gas Company (SSGC) to ensure uninterrupted gas supply to zero-rated export industries, including their captive power plants, during the winter. The meeting was presided over by Finance Minister.



Economic Letter

a weekly publication of The Institute of Bankers Pakistan

Page No. 03

Volume 13, Issue No. 46 | Date: November 16, 2018

A Company Set up Under Section 42 of the Companies Act, 2017

INTERNATIONAL ARENA

Gulf Economy Recovering but Faces Oil Volatility: IMF

Economic growth in the energy-rich Gulf will recover in 2018 from a contraction last year but remains vulnerable to volatility in crude oil prices, the IMF forecast recently. The global lender predicted that an overall energy price recovery from 2015-2016 lows would spur the economies of the six-nation Gulf Cooperation Council to grow by 2.4pc in 2018 and 3.0pc in 2019, after a contraction of 0.4pc last year. Grouping Bahrain, Kuwait, Oman, Qatar, Saudi Arabia and the United Arab Emirates, the GCC states together pump over 17 mn barrels per day and depend heavily on crude revenues.

Amazon Picks New York, Suburban Washington for New, Split HQ

Amazon has decided to split its new headquarters between New York City and a Washington suburb in Northern Virginia. An official announcement from the online retail giant is expected soon, quoting people familiar with the issue. After a year-long search in which more than 200 cities wooed the web giant for the project — and the treasure of jobs, development and tax revenue it will bring — Amazon opted to divvy up its so-called HQ2 between the Long Island City neighborhood of Queens in New York and the Crystal City area of Arlington, Virginia, across the Potomac River from Washington.

US Colleges Attracting Fewer New Students From Abroad

The number of foreign students heading to United States (US) colleges and universities fell again last year, the second straight decline after more than a decade of growth, a new report finds. Enrolment of new international students dropped by about 7pc in fall 2017, according to an annual report released recently by the State Department and the Institute of International Education, a nonprofit research group based in New York. The overall number of foreign students in the US still increased slightly, by 1.5pc,

fuelled by growing numbers of students who stayed for temporary work after graduation. But the number of newly arriving students slid to about 271,000, the lowest levels since 2013. The report's authors cited sharper competition from other countries including Australia and Canada, along with the rising cost of education in the US.

Kilogram

After years of nursing a sometimes dusty cylinder of metal in a vault outside Paris as the global reference for modern mass, scientists are updating the definition of the kilogram. Just as the redefinition of the second in 1967 helped to ease communication across the world via technologies like GPS and the internet, experts say the change in the kilogram will be better for technology, retail and health — though it probably would not change the price of fish much. The kilogram has been defined since 1889 by a shiny piece of platinum-iridium held in Paris. All modern mass measurements are traceable back to it — from micrograms of pharmaceutical medicines to kilos of apples and pears and tonnes of steel or cement.

Swiss Council Seeks More Transparency On Gold Trade

Switzerland's executive body is calling for greater transparency and information about imports of gold into the rich Alpine nation, warning that the industry has been linked to human rights violations and other wrongs like environmental damage. The Federal Council issued a report recently on the implications of the gold market on human rights violations for a country that prides itself on respecting human rights and whose refineries can be responsible for as much as 40pc of the world gold-smelting capacity. Switzerland has imported between 65 bn and 109 bn Swiss francs (dollars) of gold per year over the last five years from 92 different countries, it said. "Switzerland is committed, at the national and international level, to ensure that gold produced in violation of human rights is not imported into Switzerland," it said, claiming Swiss law is among the toughest in the world already on the issue.



Economic Letter

a weekly publication of The Institute of Bankers Pakistan

Page No. 04

Volume 13, Issue No. 46 | Date: November 16, 2018

A Company Set up Under Section 42 of the Companies Act, 2017

MANAGEMENT & INFOTECH CORNER

Improve Your EI With a Feedback-Based Plan

It is not always obvious how to improve your emotional intelligence skills, especially because we often do not know how others perceive us. To figure out where you can improve, start with a reality check: What are the major differences between how you see yourself and how others see you? You can get this kind of feedback from a 360-degree assessment, a coach or a skilled manager. Next, consider your goals. Do you want to eventually take on a leadership position? Be a better team member? Consider how your ambitions match up with the skills that others think you need to improve. Then identify specific actions that you will take to improve those skills. Working on becoming a better listener? You might decide that when you are talking with someone, you will not reply until you have taken the time to pause and check that you understand what they said. Whatever skill you decide to improve, use every opportunity to practice it, no matter how small.

(Adapted from *Boost Your Emotional Intelligence With These 3 Questions*, by Daniel Goleman and Michele Nevarez-HBR.)

Make Your Out-Of-Office Message a Little More Personal

Most of us write our out-of-office messages as we are running out the door for vacation or a business trip. But putting more thought into what the message says can help you build relationships with the people who try to reach you while you are away. Instead of just including the dates when you are out and who to email in your absence, consider sharing why you are gone. Where are you going on vacation, and why did you pick that location? What are you learning at the conference? You can also share a resource that will speak to your audience, like an article or

a new piece of research. It could be related to taking a vacation (there are lots of great stats on why time off is so important) or something that potential clients might be interested in. A personal — but still professional — message allows you to connect in a new way with colleagues, clients and vendors.

(Adapted from *Why You Should Put a Little More Thought Into Your Out-of-Office Message*, by Michelle Gielan-HBR.)

Alibaba Singles' Day Smashes \$25 bn Sales Record

Chinese e-commerce giant Alibaba Group Holding Ltd smashed the 2017 record for its Singles' Day sales event on Sunday, surpassing 168 bn yuan (\$24.15 bn) sales in under 16 hours and closing the day at 213 bn yuan (\$30bn). Singles' Day, also called "Double 11" is the world's biggest online sales event.

SNIPPETS

Professional Ties

Research shows that candidates are twice as likely to be hired for a job through a connection from their professional network, than their personal network.

Health Benefits

American companies pay an estimated \$1.1 trillion on health insurance costs.

Manager's Remorse

According to a study from Leadership IQ, companies consider only 19pc of new employees to be successful hires.

Editor: Rafi Ahmed | Deputy Editor: Shahla Naqvi | Designed by: S. Haris Jamshaid | Email: Publications@ibp.org.pk

Published by: The Institute of Bankers Pakistan, M.T. Khan Road, Karachi 74200, Pakistan

General Disclaimer: Data used in the Economic Letter is based on government sources besides recognised representative private sector trade bodies as reported in the print media. They are cross-checked before release. Yet an error or two may creep in, regrettable as they may be as part of human nature. Reporting is unopinionated. The Institute of Bankers Pakistan stands totally absolved of any error contained in the Economic Letter, either in reporting or composing.

DONATE FOR THE SUPREME COURT OF PAKISTAN AND THE PRIME MINISTER OF PAKISTAN DIAMER-BHASHA AND MOHMAND DAMS FUND