

Domestic Economic Roundup

Key Money & Banking Indicators:

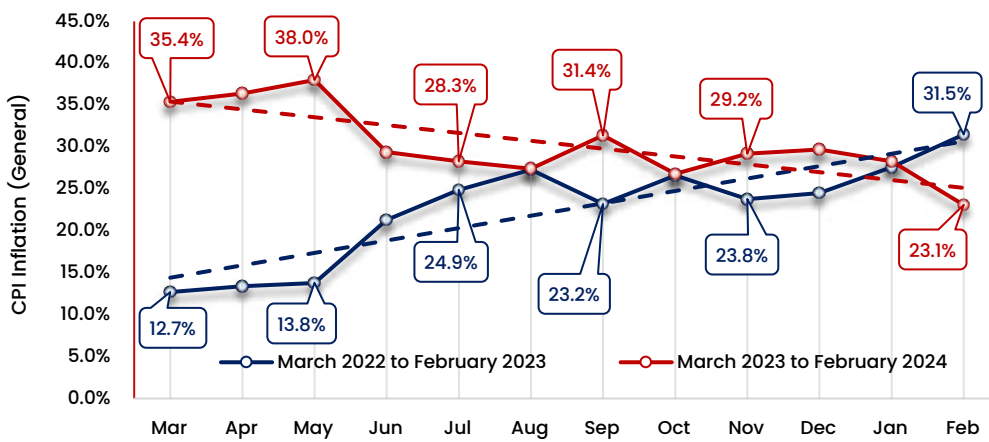
	Stocks at End - June 2023	Flows		Monetary Impact Since 1st July to	
		FY22	FY23	16-Feb-24	17-Feb-23
Total Deposits with Banks	22,262.4	2,615.1	2,327.6	1,296.2	-245.9
Broad Money (M2)	31,523.3	3,304.9	3,920.6	774.5	300.2
Govt. Sector Borrowings (Net)	23,723.1	3,357.7	4,100.2	2,584.0	1,819.3
Credit to Private Sector	9,167.1	1,329.7	208.3	111.4	465.1

(Rs in billion)

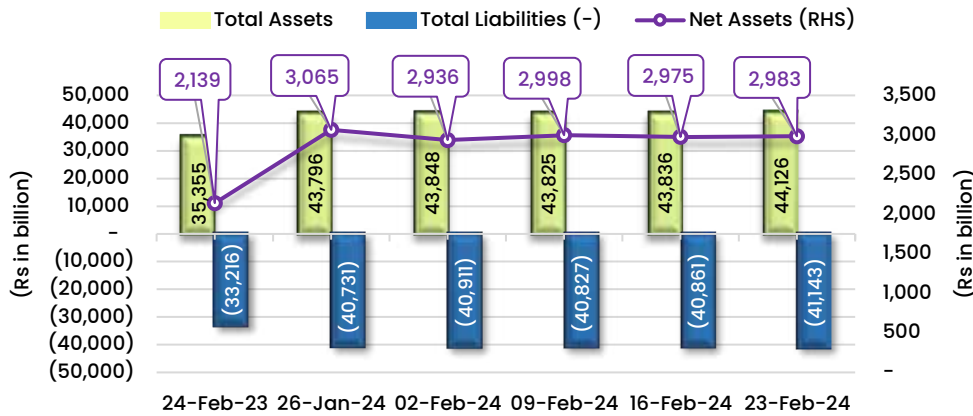
<https://shorturl.at/hil46>

CPI Inflation General (YoY - March to February)

<https://www.pbs.gov.pk/cpi>



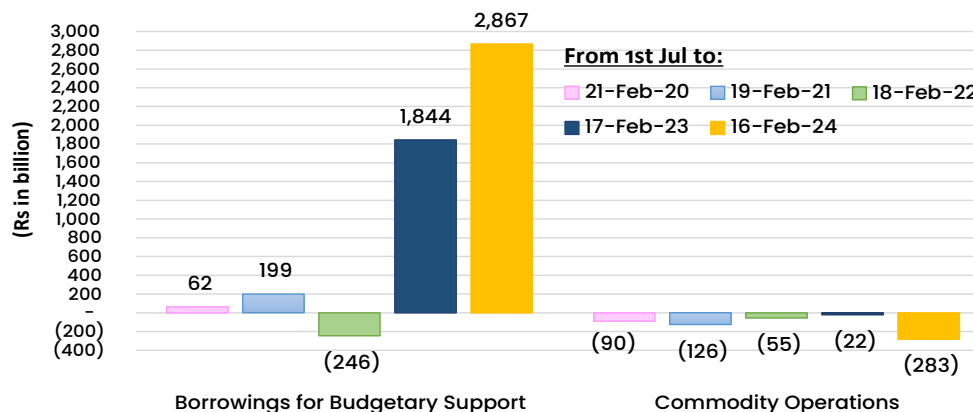
Total Assets and Liabilities of Scheduled Banks



https://www.sbp.org.pk/publications/press_comm/index.htm

Government Sector Borrowings (Net)

<https://shorturl.at/AFSX7>



Markets at a Glance

Rates taken till Friday, March 01, 2024

SBP POLICY RATE

22.00% | Effective from June 27, 2023

<https://www.sbp.org.pk/ecodata/sir.pdf>

KIBOR (3 MONTHS)

	Bid%	Offer%
Starting	21.44	21.69
Ending	21.52	21.77
Change	+0.08	+0.08

https://www.sbp.org.pk/ecodata/kibor_index.asp

FOREX RATES

	GBP	EURO	USD
Starting	PKR 353.95	PKR 302.55	PKR 279.36
Ending	PKR 352.87	PKR 302.06	PKR 279.19
Change	-1.08	-0.49	-0.17

<https://www.sbp.org.pk/ecodata/rates/m2m/M2M-Current.asp>

PAKISTAN STOCK EXCHANGE

	100 Index
Starting	62,816
Ending	65,326
Change	+2,510

<https://sps.psx.com.pk/>

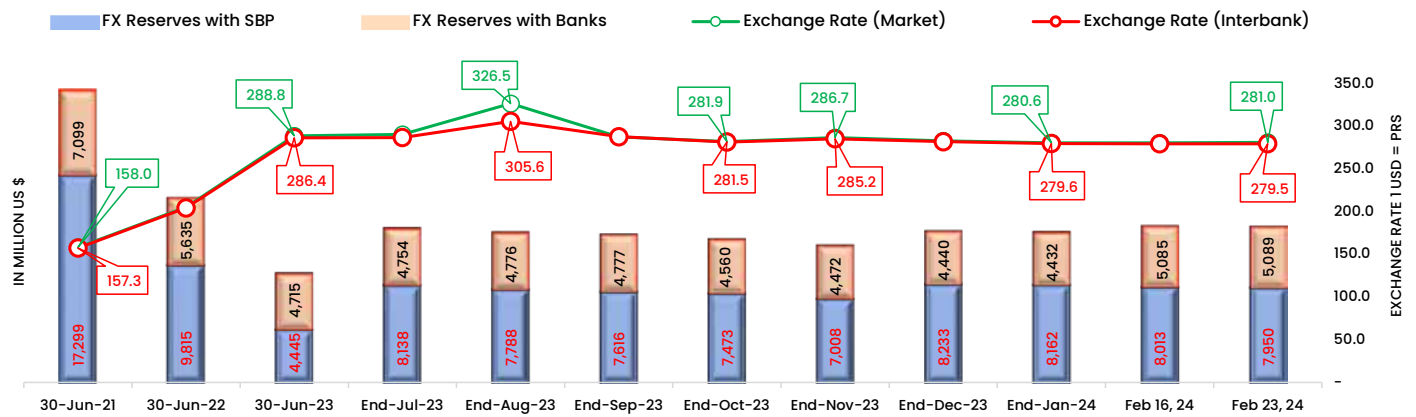
GOLD RATES

	10 GM, 24K
Starting	PKR 181,589
Ending	PKR 182,463
Change	+874

<https://www.forex.pk/bullion-rates.php>

Liquid Foreign Exchange Reserves and Exchange Rate

	30-Jun, 21	30-Jun, 22	30-Jun, 23	End-Jul, 23	End-Aug, 23	End-Sep, 23	End-Oct, 23	End-Nov, 23	End-Dec, 23	End-Jan, 24	Feb 16, 24	Feb 23, 24
FX Reserves with SBP	17,299	9,815	4,445	8,138	7,788	7,616	7,473	7,008	8,233	8,162	8,013	7,950
FX Reserves with Banks	7,099	5,635	4,715	4,754	4,776	4,777	4,560	4,472	4,440	4,432	5,085	5,089
Exchange Rate (Market)	158.0	205.3	288.8	290.5	326.5	287.6	281.9	286.7	282.8	280.6	280.6	281.0
Exchange Rate (Interbank)	157.3	204.4	286.4	286.7	305.6	287.8	281.5	285.2	281.9	279.6	279.5	279.5
Total Liquid FX Reserves	24,398	15,450	9,160	12,892	12,564	12,393	12,033	11,479	12,673	12,594	13,098	13,039



<https://shorturl.at/bftY8> <https://shorturl.at/DELSY> <https://shorturl.at/evCT3>

CPI Inflation	Annual Average			Year-on-Year		
	FY20	FY21	FY22	Feb 2023	Jan 2024	Feb 2024
General	10.7	8.9	12.2	31.5	28.3	23.1
Food (Urban)	13.6	12.4	13.4	41.9	27.4	20.2
Non-Food (Urban)	8.3	5.7	10.8	20.8	32.3	28.2

<https://www.sbp.org.pk/ecodata/MPM-New.pdf>

<https://www.pbs.gov.pk/cpi>

Currency in Circulation as on (Stock data)

(Rs in billion)

June 30, 2020	June 30, 2021	June 30, 2022	June 30, 2023	Feb 17, 2023	Feb 16, 2024
6,142.0	6,909.9	7,572.5	9,148.7	8,121.6	8,624.9

https://www.sbp.org.pk/ecodata/BroadMoney_M2.pdf

Central Banks' Gallery

State Bank of Pakistan



SBP to hold 1st edition of Pakistan Financial Literacy Week 2024 from March 04-08, 2024

Governor State Bank of Pakistan (SBP) Mr Jameel Ahmad will inaugurate Pakistan Financial Literacy Week (PFLW) 2024 on March 04, 2024 at an event at SBP Karachi. The theme for the week is 'Digital Bankari – fori aur asaan'.

Pakistan Financial Literacy Week will be held from March 04-08, 2024 and will comprise of both on-ground and virtual activities for participation across the country. During the week commercial banks and SBP field offices will hold 150 Financial Literacy Camps in 60 cities across the country. These camps will provide practical insights into digital financial services including RAAST, QR code, Asaan Mobile / Digital Accounts, along with other general topics of financial literacy.

An important segment of PFLW is outreach to students of all levels across the country in recognition of pivotal role of financial education in shaping their future. Competitions on different themes of digital finance will be organized in 16 field offices of SBP-Banking Services Corporation to instill financial awareness and responsible money management from an early age. An online video/poster competition for public has also been arranged in this regard.

Aligned with global initiatives such as Global Money Week, this event marks SBP's first-of-its-kind endeavor to champion financial literacy and inclusion on a national scale. <https://tinyurl.com/mrx9n4z2>

Bank Negara Malaysia



The National Bank of Cambodia



BNM and NBC to Strengthen Regional Cooperation in Financial Innovation and Payments

Bank Negara Malaysia (BNM) and the National Bank of Cambodia (NBC) signed a Memorandum of Understanding (MoU) to strengthen cooperation in financial innovation and payments.

The Prime Minister of Malaysia, Mr Yang Amat Berhormat Datuk Seri Anwar Ibrahim and the Prime Minister of the Kingdom of Cambodia, Samdech Moha Borvor Thipadei

Hun Manet witnessed the exchange of the MoU by BNM Governor Mr Abdul Rasheed Ghaffour and NBC Governor Ms Chea Serey.

The MoU will promote closer cooperation between BNM and NBC to drive financial innovation and foster more efficient and secure cross-border payments for the benefit of

individuals and businesses in both countries. This includes the linking of domestic payment systems in both countries to enable cross-border QR payments. This cooperation also aims to encourage the use of local currency settlement and support the establishment of a cooperative oversight mechanism for safer cross-border payments.

This MoU marks another milestone in the Association of Southeast Asian Nations (ASEAN) Regional Payment Connectivity initiative and is also aligned with the G20 Roadmap for enhancing the efficiency of cross-border payments. This in turn will facilitate cross-border trade and tourism activities between the countries. Up to 5 million merchants, including small businesses, from both countries that currently accept QR payments are set to benefit from this cooperation. <http://tinyurl.com/yds33d7z>

Central Bank of the Republic of Türkiye



The CBRT has Started to Publish the Commercial Property Price Index

The Central Bank of the Republic of Türkiye (CBRT) has started to publish the Commercial Property Price Index, developed to monitor price developments in the commercial property market. The new index can be found on the CBRT website under Statistics/Real Sector Statistics/Commercial Property Price Index.

In addition, detailed information about the index is presented in the blog post 'A New Indicator for Property Prices: Commercial Property Price Index' on the CBRT Blog. For further information, please send an e-mail to basin@tcmb.gov.tr. | <http://tinyurl.com/m6ewu466>

Commercial Banks' Gallery

Mobilink Bank Launches 'Change to Sustain' program worth Rs 2.5 billion

In a world where climate change is no longer a distant threat but a pressing reality, responsible businesses must take proactive measures and foster green thinking in their operations. Mobilink Microfinance Bank launched the

'Change to Sustain' program, Mobilink Bank's flagship gender-intentional initiative aimed at combating climate change and fostering sustainability across the board. The program aligns seamlessly with the key strategic goals of the SBP Vision 2028, streamlining a way forward for a sustainable Pakistan. <http://tinyurl.com/2x79ufxj>



Bank Alfalah and easypaisa Revolutionize International Remittances for millions of Pakistanis

Bank Alfalah, one of the largest commercial banks in Pakistan has partnered with easypaisa, Pakistan's leading digital financial services platform, to enable customers to conveniently collect international remittances into their mobile wallets.

This collaboration aims to simplify international remittance processes and provide ease and convenience to millions of customers. Customers will now be able to seamlessly collect international remittances booked for cash payouts into their mobile wallets through over the counter (OTC) to wallet conversion.

Customers will be able to utilize these funds in a wide range of financial services, including Inter-Bank Fund Transfer (IBFT), savings, mobile top-ups, and various other use cases available on the easypaisa App. This innovative solution will drive increased financial inclusion by enabling customers, who receive remittances through Bank Alfalah's sending partners, to receive funds directly into their easypaisa accounts, 24/7 and all year round.

Both easypaisa and Bank Alfalah are proud to support the Pakistan Remittance Initiative (PRI) in promoting legal and hassle-free channels for overseas Pakistanis to send money back home. International remittances play an important role in the overall economic stability of the country and the positive impact they create in improving the lives of millions of families. <https://tinyurl.com/5n7h7m3j>

HBL Zarai Services Pioneering Sustainable Agriculture for National Development

HBL launched a new company, HBL Zarai Services, a significant step forward in the realm of agricultural development and food security in Pakistan, in Burewala on February 26, 2024. This is in alignment with Pakistan's strategic priorities and under the visionary scope of the Aga Khan Development Network (AKDN).

HBL Zarai Services, a fully owned subsidiary of HBL, stands as the pioneer agriculture-specialized extension services company in Pakistan. By providing access to essential resources and expertise, HBL Zarai Services aims to empower farmers and enhance productivity, efficiency, and profitability throughout the agriculture value chain. With a focus on sustainability and environmental stewardship, HBL Zarai Services seeks to promote responsible agricultural practices that ensure the long-term viability of farming communities and natural resources.

HBL remains grateful to the State Bank of Pakistan (SBP) and the regulators for the trust and confidence they have reposed on the Bank, through the opening of this subsidiary. The inauguration ceremony for HBL Zarai Services was attended by clients, regulators and senior executives of the Bank. The Chief Guest for the event was Dr Inayat Hussain, Deputy Governor - SBP. <http://tinyurl.com/36835yk2>

Dubai Islamic Bank & DHA City Karachi Collaborates to Facilitate Overseas Pakistanis through Remittance and opening of Roshan Digital Account

Dubai Islamic Bank Pakistan signed MoU with DHA City, Karachi to become the Banking Partner for IPS (International Property Show) to be held in Dubai from February 27-29, 2024 at the Dubai World Trade Centre. The MoU was signed on February 26, 2024 by CEO Dubai Islamic Bank Pakistan Mr Junaid Ahmed and Secretary DHA City Karachi Brig (R) Mehmood Ali Babri. This collaboration will allow Overseas Pakistanis to choose from wide range of property that will be showcased by DHA City and facilitate through Dubai Islamic Bank Pakistan being the Banking partner with options of Home Remittances and opening of Roshan Digital Account.

Present on the occasion were Mr Naveed Malik (Head of Consumer Banking); Mr Rehan Reaz (Regnal Distribution Head); Mr Shahzad Samad (Head of Brand & Corporate Communication); Mr Zeeshan Memon (Head of Remittances and RDA); Mr Adil Naseem (Head of Booth Banking); Ms Mariam Ejaz (Unit Head - Digital Banking); Brig Mr Sohail Imtiaz Administrator - DHA City); Brig Imran Naqvi (Executive Director - Special Projects); Mr Haseeb Hafeez Uddin - (CFO); Lt. Col Javed Iqbal (Additional Director - Town Planning & Building Control); Lt. Col Nadeem Raza (Director - Transfer & Records);

Economic Horizons

Fertilizer Production Grew by 10.1 percent in Q2FY24

Fertilizer production in the country during the first half of the current financial year grew by 10.1 percent as compared to the output of the corresponding period of the last year.

During the period from July–December, 2023, the output of phosphate fertilizers grew by 1.1 percent as about 382,585 metric tons of phosphate fertilizers were produced locally as compared to the output of 378,343 metric tons of the same period of last year.

Meanwhile, local production of nitrogen fertilizer grew by 11.5 percent as compared to the production of the same period of the last year, according to the data of the Pakistan Bureau of Statistics.

During the period under review over 1.8 million metric tons of the nitrogen fertilizer manufactured in the country as compared to the output of 1.6 metric tons of the same period of last year.

On month–on–month (MoM) basis, the overall fertilizers output grew by 4.7 percent in December 2023 as compared to the output of the same month of last year.

During December 2023, local production of phosphate fertilizer grew by 67.9 percent as 67,754 metric tons of the above–mentioned commodity were locally manufactured as compared to the production of 40,335 metric tons of the same month of the last year. <http://tinyurl.com/mrymcjm6>

'Pakistan Single Window' Awareness Seminar Held on February 28, 2024

'Pakistan Single Window' (PSW) awareness seminar was organized under the auspices of Pakistan Gloves Manufacturers and Exporters Association (PGMEA), in Sialkot on February 29, 2024.

Trainer Mr Muhammad Ahmed is the PSW domain officer. The seminar was chaired by Chairman Mr Qasim Mehmood Sadra and attended by Senior Vice Chairman PGMEA Mr Arslan Sheikh, Vice Chairman (VC) Mr Muhammad Muazzam, Secretary Mr Ali Muqaddis, executive committee members and former chairman PGMEA.

The PSW trainer told the event participants that in future it would be difficult to export without learning Pakistan Single Window. He requested the authorities to introduce e-form for convenience of exporters and make it easier, so that common sense business community can easily use Pakistan Single Window. <http://tinyurl.com/45abumx6>

Pakistan and Saudi Arabia Agree for Increased Investment in Key Sector

Pakistan and Saudi Arabia have agreed to work towards increasing investment in key sectors, paving the way for sustainable economic growth and prosperity.

The agreement reached between the two countries during a recently concluded visit of Federal Minister for Commerce, Industries and Production, Investment, Interior and Overseas Pakistanis, Dr Gohar Ejaz to Saudi Arabia, where he held high–level discussions with Saudi authorities.

During his visit, Gohar Ejaz met with key Saudi officials including Minister of Investment Mr Khaled Al-Falih and Commerce Minister Mr Majid Bin Abdullah Al-Qasabi in Riyadh. These meetings were aimed to exploring opportunities for collaboration and investment between Pakistan and Saudi Arabia.

Accompanied by a delegation of 20 Pakistani industrialists, Gohar Ejaz held productive discussions with Saudi ministers on various avenues for enhancing bilateral trade and investment. The discussions emphasized the importance of increasing cooperation in sectors such as oil and gas, construction, food, and agriculture.

Minister Gohar Ejaz highlighted the need to elevate trade and investment relations between Pakistan and Saudi Arabia, underscoring the mutual benefits of closer economic cooperation.

Saudi ministers expressed their commitment to strengthening trade relations with Pakistan, affirming their willingness to explore new avenues for collaboration. <http://tinyurl.com/yc37zwdh>

International Economic Roundup

Soaring Bitcoin Set for Biggest Monthly Jump Since 2020

Frenetic activity in bitcoin put it on course for its biggest monthly gain in more than three years on February 29, 2024 and it is within range of a record high as cash rushing to listed bitcoin funds propels a sweeping rally.

The largest cryptocurrency by market capitalization was steady in Asia morning trade at \$61,100, having changed hands at as high as \$63,933 overnight. Its monthly gain is more than 44 percent, the largest since December 2020. It is pulling the smaller ether along for the ride – it last bought \$3,416, up 50 percent in February.

The momentum suggested "a test and likely break" of \$69,000, said Tony Sycamore, an analyst at brokerage IG

Markets, which would put bitcoin beyond its record high set in the heady days of crypto peaks in November 2021.

The head of Coinbase Global opens new tab said the exchange was dealing with a surge in traffic.
<http://tinyurl.com/mrx4uvep>

ADB Sells \$3.5 billion 5-Year Global Benchmark Bond

The Asian Development Bank (ADB) on February 28, 2024 priced a \$3.5 billion 5-year global bond, proceeds of which will become part of ADB's ordinary capital resources. "This issue garnered around \$14 billion of investor participation and is ADB's second-largest orderbook ever for a global benchmark bond," said ADB Treasurer Mrs Pierre Van Peteghem. "It is a strong testament of the support of the investor community in ADB and its vision of a prosperous, inclusive, resilient, and sustainable Asia and the Pacific. We remain grateful for their reliable and consistent presence."



The largest orderbook was achieved in 2021 for a \$5 billion global benchmark bond.

The 5-year bond, with a coupon rate of 4.4 percent per annum payable semi-annually and a maturity date of March 06, 2029, was priced at 99.8 percent to yield 12.7 basis points over the 4.3 percent United States Treasury notes due February 2029.

The transaction was lead-managed by BMO Capital Markets, BNP Paribas, Citigroup, and HSBC. A syndicate group was also formed consisting of DNB Bank ASA, NatWest Markets, Scotiabank, and Standard Chartered Bank.

The issue achieved wide primary market distribution with 35 percent placed in the Americas; 33 percent Europe, Middle East, and Africa; and 32 percent in Asia. By investor type, 50 percent went to banks, 37 percent to central banks and

official institutions, and 13 percent to fund managers and other types of investors.

ADB plans to raise about \$30 billion–\$34 billion from the capital markets in 2024.

ADB is committed to achieving a prosperous, inclusive, resilient, and sustainable Asia and the Pacific, while sustaining its efforts to eradicate extreme poverty. Established in 1966, it is owned by 68 members—49 from the region. <http://tinyurl.com/2p8n6vyp>

HR TIPS

Be Prepared for Situational Interview Questions

Situational interview questions—open-ended prompts where you are asked to describe how you solved a particular problem, aligned stakeholders on a project, or influenced someone to think a certain way—are an opportunity to show how you would approach a new role. Here is how to set yourself apart from other candidates.

Use a proven format. When discussing a past experience, structure your answer using the STAR(T) or CARL method. STAR(T) stands for Situation, Task, Action, Result, and Takeaways. CARL stands for Context, Action, Result, and Learning.

Tailor your stories to your audience. Be sure to connect the experiences you highlight to the job you are applying for, especially if you are jumping from one industry to another. Also consider who is asking the question—for example, you might simplify technical language when talking to a recruiter but include those details when talking to a hiring manager.

Follow the two-minute rule. This one is simple: Keep your stories under two minutes each. Consider practicing them in advance with a timer.

(This tip is adapted from *5 Ways to Prepare for Situational Interview Questions*, by Marlo Lyons - HBR.)

SNIPS

The Rise of Gen Alpha

With a headcount of almost 2 billion, Generation Alpha will be the biggest generation the world has ever seen, as per The Times.

How to Share a Leadership Position

Co-leadership can result in creative problem-solving and wise decision-making. But when a leadership position is shared between two people, it can also lead to unhealthy competition. If you are co-leading a team, department, or organization, how can you set up your partnership for success?

Share something of yourself. Build trust by sharing something from your professional experience, your successes and failures, or your family background to help you get to know each other on a personal level.

Ask them for advice. This shows vulnerability, your receptiveness to alternative perspectives, and your trust in the other person.

Develop a shared ambition. Initiate a conversation about your vision, then address any misalignments and work toward common ground.

Establish responsibilities—and a process to handle problems or disagreements. Be thorough, even if it is uncomfortable. Doing this work at the beginning of the relationship will help you avoid a power struggle down the line.

Lean on trusted people for counsel. Find colleagues and mentors you can approach for guidance on nurturing the relationship and resolving difficult situations.

Proactively support your co-leader. Speak up in meetings to publicly signal your agreement with your co-leader. This shows others that you are working as a cohesive unit.

(This tip is adapted from *How Co-Leaders Succeed*, by David Lancefield - HBR.)

Amid Uncertainty, Communicate with Intention

Times of uncertainty or tension are ripe for miscommunication. To avoid making things worse, you need to be especially thoughtful about how you communicate with your team. Here are some common mistakes to avoid—and what to do instead.

Focusing too much on the future. While you need to direct your team's attention to the road ahead, do not forget to recognize small wins along the way. Set aside time in your one-on-ones and team meetings to discuss what went particularly well over the past week, month, or quarter.

Failing to provide context. You cannot always share everything you know with your team. But you can make

yourself available, be transparent, and communicate frequently with them. Remember, your silence speaks volumes, especially when the future feels up in the air.

Highlighting only successes and ignoring challenges. Focusing only on your team's achievements might make them feel better, but this can send the message that the path to success is always error-free. Acknowledge the obstacles along the way by asking questions like, "What difficulties came up during this project?"

(This tip is adapted from *How Leaders Miscommunicate When Tensions Are High*, by Liz Fosslien - HBR.)

SNIPS

American Layoffs

About 58 percent of Fortune 100 companies laid off workers in the US last year, and another 5 percent have announced job cuts in January this year, according to Bloomberg.

Handling a Condescending Coworker

Working with a condescending colleague is irritating at best and detrimental to your career at worst. How can you deal with an overconfident coworker who always talks down to you?

First, take a moment to (internally) roll your eyes. Try to be lighthearted about it. Remember: Their attitude has more to do with them than it does with you.

Then decide whether it is really worth it to speak up. Is this a recurring pattern, or just a one-time occurrence? Distinguish between interactions that are mildly irritating and those that affect your well-being or prevent you from doing your work.

Next, try to separate what they said from how they said it. If you choose not to address their condescension, respond to the information or feedback they are communicating, and disregard their tone.

Finally, schedule a conversation about how their communication style affects you. Plan what you are going to say in advance. For example: "I sometimes get the sense that you don't think I know how to do my job well. When you tell me how to do something that I already know how to do, it makes me feel like you don't trust me." Be prepared to give specific examples.

(This tip is adapted from *How to Deal with a Condescending Colleague*, by Amy Gallo - HBR.)