# **RATING REPORT**

# Al-Meezan Investment Management Limited (AMIML)

# **REPORT DATE:**

December 30, 2022

## **RATING ANALYSTS:**

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RATING DETAILS		
Rating Category	Latest Rating	Previous Rating
MQ Rating	AM1	AM1
Rating Date	December'30, 2022	December'27, 2021
Rating Outlook	Stable	Stable
Rating Action	Reaffirmed	Reaffirmed

COMPANY INFORMATION	
Incorporated in February 1995	External auditors: <u>AMC</u> – A.F. Ferguson and Co. Chartered Accountants
incorporated in February 1993	<u>CIS</u> – EY Ford Rhodes Chartered Accountants <u>VPS</u> – Yousuf Adil Chartered Accountants
Unlisted Public Company	Chairman of the Board: Mr. Arif-ul-Islam
Key Shareholders (with stake 5% or more):	Chief Executive Officer: Mr. Mohammad Shoaib, CFA
Meezan Bank Limited ~ 65%	
Pak Kuwait Investment Company ~ 30%	

# APPLICABLE METHODOLOGY(IES)

VIS Entity Rating Criteria: Asset Management Companies (June 2019) <a href="https://docs.vis.com.pk/docs/AMC-Methodology-201906.pdf">https://docs.vis.com.pk/docs/AMC-Methodology-201906.pdf</a>

# Al-Meezan Investment Management Limited

# OVERVIEW OF THE AMC

### RATING RATIONALE

Al-Meezan Investment Management Limited (AMIML) was incorporated in 1995 as a private limited company and changed its status to a public unlisted company in 2001.

External auditors are EY Ford Rhodes, A.F. Ferguson & Co. and Yousuf Adil Chartered Accountants. The Shariah Supervisory Board of MBL is authorized to act as the Shariah advisors of AMIML and their funds.

Profile of Chairman
Mr. Arif-ul-Islam has
been associated with
Meezan group since
1999. Mr. Islam has
over 35 years of
banking experience and
has held several senior
management positions.
Currently, Mr. Islam is
serving as Meezan
Bank's Deputy CEO.

### Profile of CEO

Mr. Mohammad Shoaib, CFA has over 30 years' experience of managing investment portfolios and is a founding member of the CFA Society of Pakistan (CFASP).

Moreover, he has served as the Chairman and Director on the Board of Mutual Funds Association of Pakistan (MUFAP).

Headquartered in Karachi, Al-Meezan Investment Management Limited ('AMIML' or 'the AMC') is a subsidiary of Meezan Bank Limited (MBL), the largest Islamic Bank in the country. Other major stakeholder of AMIML is Pak Kuwait Investment Company Limited (PKIC). AMIML has a strong brand name and an extensive track record in Shariah compliant asset management business.

## **Key Rating Drivers**

AMIML continues to maintain its dominant market positioning as the largest AMC in the industry

Table 1: Market Share

AUM's in Million	Jun'21	Jun'22	Nov'22
AMIML AMC	189,127	192,037	252,407
Industry	1,050,437	1,252,565	1,397,627
Market Share	18.0%	15.3%	18.06%

(source: Mutual Fund Association of Pakistan (MUFAP))

- The AMC has continued to maintain its dominant market position as the largest AMC in the industry.
- AMIML's markets share in the Shariah Compliant asset management industry fell to 39.5% as of Oct'22 (Jun'22: 40%, Jun'21: 42%). The drop in Shari'a compliant segment market share is attributed to new entrants in this segment.

Table 2: Segmentation of AUMs

	A	<i>UMs in Milli</i>	on		Proportion	
	Jun-21	Jun-22	Oct-22	Jun-21	Jun-22	Oct-22
Islamic Income and Money Market Fund	123,589	140,122	169,851	65.3%	73.0%	75.8%
Islamic Equity Fund	38,400	27,946	26,622	20.3%	14.6%	11.9%
Others	27,171	23,946	27,726	14.4%	12.5%	12.4%

- Overall AUM mix since last review has tilted towards Islamic income and money market funds while proportion of equity funds in AUMs has declined mainly on account of adverse equity market returns during the period under review.
- Concentration in top 3 funds in total AUMs of the AMC is considered on the higher side with the same comprising 66.5% of AUMs at end-Oct'22 (Jun'22: 65.3%).
- During 4M'FY23, the AMC launched 3 new plan: Meezan Mahana Munafa Plan (managed under Meezan Daily Income Fund), Meezan Paidaar Munafa Plan I and Meezan Paidaar Munafa Plan II (both managed under Meezan Fixed Term Fund). AMIML had 20 funds in its product portfolio as of Oct'22.
- Separately Managed Account (SMA) portfolio has decreased to 16 clients from 17 clients, with AUM's of Rs. 16.37b as at Jun'22 (Jun'21: 17.40b).

# Ratings incorporate strong growth in Retail AUMs, improving investor granularity and extensive clientele

- Retail AUMs in relation to total AUMs increased to 59.0% as of Jun'22 (Jun'21: 52.4%). This
  was mainly as growth in AUMs entirely emanated from retail segment (up 15%), while
  corporate AUMs posted a declining trend (down 10%).
- Client concentration has trended down, as reflected by top-10 investors holding of 32.8% of the total AUM's as at Jun'22, decreasing from 37.9% as of Jun'21.
- Total client base of the AMC stood at 177k clients at end-Oct'22 (Jun'22: 168k) being the highest as compared to peers in the industry. Around 60% of the client base comprises active clients.

## Rating takes into account Fund Performance

- Fund performance has improved as of Jun'22 with 7 off 31 funds (representing 40.8% of AUMs) posted return rankings in the first quartile.
- 4 funds are in quartile 2, 4 funds are in quartile 3 followed by 8 funds in quartile 4 comprising 15.6%, 0.8% and 22.4% of the AUMs respectively.
- Though in quantum term AUMs in first quartile has fallen to 41.7% in Oct'22 (Jun'22: 51.3%; Jun'21: 67.5%).
- In relation to peers, relative ranking of Meezan Rozana Amdani Fund remained in top quartile (ranked at 4th) while Meezan Islamic Income Fund has dropped down from first to fourth quartile (ranked at 17th) and Meezan Cash Fund remains in the fourth quartile, based on 365 day return as on Jun'22.

Table 3: Quartile wise breakup of AUMs (Ex. Fund of funds)

Rs. In Million	Jun-21	Jun-22	Oct-22
<b>Q</b> 1	111,804	72,631	83,344
Q2	35,850	27,692	70,453
Q3	5,731	1,421	25,160
Q4	14,511	39,903	20,768
Total AUMs	167,896	141,647	199,724

### Rating takes into account standalone business & financial risk profile of the AMC

- Revenue base contracted during FY22, due to the shift in AUM mix from equity to income funds and money market funds, as the latter feature lower management fees.
- Given weakening of revenue base, efficiency ratio has increased, albeit the same compares favorably to peers (Q1'FY23: 43.3%, FY22: 41.7%; FY21: 33.5%).
- Overall financial risk profile is viewed as conservative, given that the balance sheet remains debt-free.

Table 4: Financial Snapshot				
	(PkR Mn.)	<u>FY21</u>	<u>FY22</u>	1QFY23
	l	Profit & L	oss	
	Total Income	2,304	1,499	407
	Profit Before Tax	1,477	842	225
	Profit After Tax	1,138	570	144
	Efficiency (%)	33.5%	41.7%	43.3%
	I	Balance Sl	heet	
		<u>Jun'21</u>	<u>Jun'22</u>	Sept'22
	Fixed Assets	297	268	233
	Investments	3,972	2,851	3,009
	Total Assets	4,765	4,231	4,357
	Current Liabilities	1,006	783	765
	Paid Up Capital	500	500	500
	Accumulated Profit	3,260	2,948	3,092
	Total Equity	3,760	3,448	3,592

# Al-Meezan Investment Management Limited

# Appendix I

FINANCIAL SUMMARY			
MEEZAN ISLAMIC FUND (MIF)	FY20	FY21	FY22
Fund Size (in Rs. millions)	22,391	33,443	23,325
Return (%)	3%	36%	-11%
Benchmark (%)	2%	39%	-10%
Retail Proportion (% of Net assets)	59%	62%	49%
Ranking Against Peers	5 out of 15	8 out of 19	7 out of 19
AL-MEEZAN MUTUAL FUND (AMMF)	FY20	FY21	FY22
Fund Size (in Rs. millions)	3471	4373	4,183
Return (%)	3%	33%	-11%
Benchmark (%)	2%	39%	-10%
Retail Proportion (% of Net assets)	40%	38%	28%
Ranking Against Peers	4 out of 15	14 out of 19	6 out of 19
KSE-MEEZAN INDEX FUND (KMIF)	FY20	FY21	FY22
Fund Size (in Rs. millions)	1,805	2,665	2,576
Return (%)	1%	36%	-11%
Benchmark (%)	2%	39%	-10%
Retail Proportion (% of Net assets)	19%	19%	11%
MEEZAN ISLAMIC INCOME FUND (MIIF)	FY20	FY21	FY22
Fund Size (in Rs. millions)	26,661	26,872	18,609
Return (%)	12%	7%	9%
Benchmark (%)	6%	4%	3%
Retail Proportion (% of Net assets)	81%	78%	80%
Ranking Against Peers	7 out of 21	6 out of 22	17 out of 21
MEEZAN SOVEREIGN FUND (MSF)	FY20	FY21	FY22
Fund Size (in Rs. millions)	7,543	9,939	6,169
Return (%)	11%	8%	8%
Benchmark (%)	8%	4%	3%
Retail Proportion (% of Net assets)	73%	64%	71%
Ranking Against Peers	1 out of 2	1 out of 22	19 out of 21
MEEZAN CASH FUND (MCF)	FY20	FY21	FY22

Fund Size (in Rs. millions)	14,026	13,557	13,485
Return (%)	11%	6%	9%
Benchmark (%)	5%	3%	4%
Retail Proportion (% of Net assets)	89%	91%	90%
Ranking Against Peers	2 out of 4	13 out of 14	14 out of 14
MEEZAN BALANCED FUND (MBF)	FY20	FY21	FY22
Fund Size (in Rs. millions)	3,916	4,713	2,641
Return (%)	8%	18%	-4%
Benchmark (%)	6%	19%	-3%
Retail Proportion (% of Net assets)	51%	47%	50%
MEEZAN ASSET ALLOCATION FUND (MAAF)	FY20	FY21	FY22
Fund Size (in Rs. millions)	1,339	1,672	850
Return (%)	7%	-19%	-19%
Benchmark (%)	7%	-8%	-8%
Retail Proportion (% of Net assets)	57%	56%	55%
Ranking Against Peers	7 out of 11	1 out of 12	11 out of 12
MEEZAN GOLD FUND (MGF)	FY20	FY21	FY22
Fund Size (in Rs. millions)	548	488	604
Return (%)	24%	-1%	25%
Benchmark (%)	21%	2%	23%
Retail Proportion (% of Net assets)	77%	70%	70%
MEEZAN ENERGY FUND (MEF)	FY20	FY21	FY22
Fund Size (in Rs. millions)	542	584	438
Return (%)	-10%	14%	-8%
Benchmark (%)	2%	39%	-10%
Retail Proportion (% of Net assets)	68%	73%	75%
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MEEZAN DEDICATED EQUITY FUND (MDEF)	FY20	FY21	FY22
Fund Size (in Rs. millions)	619	1,015	753
Return (%)	-3%	36%	-14%
Benchmark (%)	2%	39%	-10%
MEEZAN ROZANA AMDANI FUND (MRAF)	FY20	FY21	FY22

Fund Size (in Rs. millions)	53,351	73,221	71,689
Return (%)	12%	7%	10%
Benchmark (%)	5%	3%	4%
Retail Proportion (% of Net assets)	18%	23%	34%
MEEZAN DAILY INCOME PLAN-I		FY21	FY22
Fund Size (in Rs. millions)		-	30,649
Return (%)		-	11%
Benchmark (%)		-	3%
MEEZAN Paaidaar Munafa Plan-I		FY21	FY22
Fund Size (in Rs. millions)		-	1,936
Return (%)		-	14%
Benchmark (%)		-	3%
MEEZAN FINANCIAL PLANNING FUND OF FUNDS (MFPF)			
Aggressive Plan	FY20	FY21	FY22
Fund Size (in Rs. millions)	283	348	290
Return (%)	7%	27%	-5%
Benchmark (%)	6%	31%	-7%
Retail Proportion (% of Net assets)	39%	37%	29%
Moderate Plan	FY20	FY21	FY22
Fund Size (in Rs. millions)	119	146	100
Return (%)	10%	21%	0%
Benchmark (%)	8%	22%	-4%
Retail Proportion (% of Net assets)	92%	90%	90%
Conservative Plan	FY20	FY21	FY22
Fund Size (in Rs. millions)	144	224	141
Return (%)	11%	13%	4%
Benchmark (%)	8%	12%	0%
Retail Proportion (% of Net assets)	54%	47%	56%
Meezan Asset Allocation Plan-I	FY20	FY21	FY22
Fund Size (in Rs. millions)	318	156	84
Return (%)	6%	27%	-3%

Benchmark (%)	6%	31%	-7%
Retail Proportion (% of Net assets)	32%	39%	44%
MEEZAN STRATEGIC ALLOCATION FUND (MSAF)			
Meezan Strategic Allocation Plan I	FY20	FY21	FY22
Fund Size (in Rs. millions)	793	674	383
Return (%)	8%	27%	-6%
Benchmark (%)	6%	30%	-7%
Retail Proportion (% of Net assets)	47%	42%	46%
Meezan Strategic Allocation Plan II	FY20	FY21	FY22
Fund Size (in Rs. millions)	453	452	322
Return (%)	7%	26%	-7%
Benchmark (%)	5%	30%	-7%
Retail Proportion (% of Net assets)	45%	42%	36%
Meezan Strategic Allocation Plan III	FY20	FY21	FY22
Fund Size (in Rs. millions)	746	501	214
Return (%)	7%	27%	-7%
Benchmark (%)	5%	30%	-7%
Retail Proportion (% of Net assets)	53%	76%	82%
Meezan Strategic Allocation Plan IV	FY20	FY21	FY22
Fund Size (in Rs. millions)	751	213	105
Return (%)	7%	27%	-7%
Benchmark (%)	5%	30%	-7%
Retail Proportion (% of Net assets)	42%	88%	83%
Meezan Strategic Allocation Plan V	FY20	FY21	FY22
Fund Size (in Rs. millions)	196	63	49
Return (%)	6%	28%	-8%
Benchmark (%)	6%	30%	-7%
Retail Proportion (% of Net assets)	61%	55%	52%
Meezan Capital Preservation Plan III	FY20	FY21	FY22
Fund Size (in Rs. millions)	416	265	196
Return (%)	-1%	8%	5%

Benchmark (%)	-2%	4%	1%
Retail Proportion (% of Net assets)	57%	55%	51%
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MEEZAN STRATEGIC ALLOCATION FUND - II (MSAF-II)	EVAO	EX/04	EVO
Meezan Capital Preservation Plan IV	FY20	FY21	FY22
Fund Size (in Rs. millions)	1,112	767	623
Return (%)	2%	12%	-1%
Benchmark (%)	-1%	9%	-2%
Retail Proportion (% of Net assets)	57%	43%	33%
Meezan Capital Preservation Plan V	FY20	FY21	FY22
Fund Size (in Rs. millions)	216	94	63
Return (%)	3%	8%	6%
Benchmark (%)	0%	4%	2%
Retail Proportion (% of Net assets)	88%	78%	66%
Meezan Capital Preservation Plan VI	FY20	FY21	FY22
Fund Size (in Rs. millions)	213	93	65
Return (%)	0%	7%	10%
Benchmark (%)	-1%	4%	4%
Retail Proportion (% of Net assets)	80%	89%	84%
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Meezan Capital Preservation Plan VII	FY20	FY21	FY22
Fund Size (in Rs. millions)	136	104	40
Return (%)	0%	7%	7%
Benchmark (%)	1%	4%	3%
Retail Proportion (% of Net assets)	99%	98%	100%
Meezan Capital Preservation Plan VIII	FY20	FY21	FY22
Fund Size (in Rs. millions)	64	35	0
Return (%)	1%	7%	0%
Benchmark (%)	-1%	4%	0%
Retail Proportion (% of Net assets)	92%	99%	0%
MEEZAN STRATEGIC ALLOCATION FUND - III (MSAF-III)			
Meezan Capital Preservation Plan IX	FY20	FY21	FY22
Fund Size (in Rs. millions)	89	100	427

Return (%)	5%	18%	1%
Benchmark (%)	-1%	17%	-1%
Retail Proportion (% of Net assets)	19%	15%	99%
MEEZAN TAHAFFUZ PENSION FUND (MTPF)			
Equity sub-fund	FY20	FY21	FY22
Fund Size (in Rs. millions)	4,131	5,511	4,593
Return (%)	6%	35%	-10%
Debt sub-fund	FY20	FY21	FY22
Fund Size (in Rs. millions)	3,178	4,334	5,012
Return (%)	11%	7%	8%
Money market sub-fund	FY20	FY21	FY22
Fund Size (in Rs. millions)	3,092	3,379	4,307
Return (%)	10%	5%	8%
Gold sub-fund	FY20	FY21	FY22
Fund Size (in Rs. millions)	119	135	167
Return (%)	21%	0%	23.9%

FINANCIAL SUMMARY (Rs. in millions)	·	Appen	dix II
BALANCE SHEET	Jun-20	Jun-21	Jun-22
Paid Up Capital	500	500	500
Total Equity	3,345	3,760	3,448
INCOME STATEMENT			
Total income	1,536	2,304	1,499
Profit Before Tax	814	1,477	842
Profit After Tax	572	1,138	570
RATIO ANALYSIS			
Net Cash Generated from Operating Activities	689	746	580
Current Ratio (x)	3.93	4.36	4.03
Gearing (x)	-	-	-

## ISSUE/ISSUER RATING SCALE & DEFINITIONS

Appendix II

# VIS Credit Rating Company Limited

### **RATING SCALE & DEFINITIONS: MUTUAL FUNDS**

These ratings/rankings are not a recommendation to buy, sell, or hold any investment, in as much as they do not comment as to the yield or suitability for a particular investor. Eventually the risk/reward trade-off should be solely determined by investors.

#### MANAGEMENT QUALITY RATINGS

#### AM1

Asset manager exhibit Excellent management characteristics

#### AM2++, AM2+, AM2:

Asset manager exhibit Very Good management characteristics

#### AM3++, AM3+, AM3:

Asset manager exhibit Good management characteristics

#### AM4++, AM4+, AM4:

Asset manager exhibit Adequate management characteristics

#### AM5

Asset manager exhibit Weak management characteristics

For harmony in notations, single plus (+) or double plus (++) have replaced notation of plus (+) or minus (-) to indicate the relative degree of strength within each category.

For companies undertaking Investment Advisory Services only, the Management Quality Rating Scale is appended with the suffix 'IA' to distinguish it from other Management Quality Ratings outstanding by VIS.

For companies undertaking REIT Management Services only, the Management Quality Rating Scale is appended with the suffix 'RMC' to distinguish it from other Management Quality Ratings outstanding by VIS.

Rating Watch: VIS places entities and issues on 'Rating Watch' when it deems that there are conditions present that necessitate re-evaluation of the assigned rating(s). Refer to our 'Criteria for Rating Watch' for details. www.vis.com.pk/images/criteria\_watch.pdf

Rating Outlooks: The three outlooks 'Positive', 'Stable' and 'Negative' qualify the potential direction of the assigned rating(s). An outlook is not necessarily a precursor of a rating change. Refer to our 'Criteria for Rating Outlook' for details. www.vis.com.pk/images/criteria\_outlook.pdf

### **FUND PERFORMANCE RANKINGS**

MFR 5-Star (top 10%) Very good performance

MFR 4-Star (next 22.5%) Good performance

MFR 3-Star (next 35%) Average performance

MFR 2-Star (next 22.5%) Below average performance

MFR 1-Star (last 10%) Weak performance

Being based on actual performance, no Outlook or Rating Watch can be assigned to fund performance rankings.

### **FUND STABILITY RATINGS**

#### AAA(f)

Highest degree of stability in Net Asset Value; Risk is negligible with very low sensitivity to changing economic conditions.

#### AA+(f), AA(f), AA-(f)

High degree of stability in Net Asset Value; Risk is modest but may vary slightly from time to time because of changing economic conditions.

#### A+(f), A(f), A-(f)

Moderate degree of stability in Net Asset Value; Risk factors may vary with possible changes in the economy.

#### BBB+(f), BBB(f), BBB-(f)

Adequate degree of stability in Net Asset Value; Risk factors are considered variable if changes occur in the economy.

### BB+(f), BB(f), BB-(f)

Low degree of stability in Net Asset Value; Risk factors are sensitive to changes in the economy.

### B(f)

Very low degree of stability in Net Asset Value; Risk factors are capable of fluctuating widely if changes occur in the economy.

The fund stability rating scale of AAA to B is appended by the letter (f) to denote fund ratings and to differentiate it from the nomenclature used for issue and issuer ratings.

While no outlook is assigned to the fund stability rating, the same may be placed under 'Rating Watch' if VIS views that the status of the assigned rating is uncertain and there are conditions present that necessitate reevaluation of the assigned rating. VIS also designates direction, Positive, Negative or Developing, to ratings placed under 'Rating Watch'. This shows VIS's opinion regarding the likely direction of a rating. Developments in factors other than those that necessitated the 'Rating Watch' may result in a rating change, while the rating continues to be placed under 'Rating Watch'.

REGULATORY DISCLOSURE							
Appendix IV							
Name of Rated Entity	Al-Meezan Investment Management Limited						
Sector	Mutual Funds						
Type of Relationship	Solicited						
Purpose of Rating	Management Quality Rating						
Rating History	Rating Date	Medium to Long Term	Outlook	utlook Rating Action			
	12/30/2022	AM1	Stable Reaffirmed				
	12/27/2021	AM1	Stable	Reaffirmed			
	12/31/2020	AM1	Stable Reaffirmed				
	12/31/2019	AM1	AM1 Stable Maintaine				
	12/28/2018	AM1	AM1 Negative Main				
	12/29/2017	AM1	AM1 Stable Rea				
	3/17/2017	AM1	AM1 Stable Upgrade				
	5/4/2016	AM2++					
	12/31/2015	AM2+	AM2+ Stable Reaffirmed				
	12/3/2014	AM2+ Stable Upgrade		Upgrade			
	5/14/2013	AM2	Stable	Reaffirmed			
	3/8/2012	AM2	Stable	Reaffirmed			
	4/15/2011	AM2	Stable	Reaffirmed			
Instrument Structure	N/A						
Statement by the Rating	VIS, the analysts involved in the rating process and members of its rating						
Team	committee do not have any conflict of interest relating to the credit rating(s)						
	mentioned herein. This rating is an opinion on Management quality only and						
	is not a recommendation to buy or sell any securities.						
Probability of Default	N/A						
Disclaimer	Information herein was obtained from sources believed to be accurate and						
	reliable; however, VIS does not guarantee the accuracy, adequacy or						
	completeness of any information and is not responsible for any errors or						
	omissions or for the results obtained from the use of such information.						
	Copyright 2021 VIS Credit Rating Company Limited. All rights reserved. Contents may be used by news media with credit to VIS.						
Due Diligence Meetings	Name	Designation		Date			
Conducted	Mr. Talha Anwer	- 0	nd Distribution	Date			
		Officer		NI 07			
	Mr. Shahid Ojha	Chief Financi	al Officer	November 25, 2022			
	Mr. Salman Muslim	CS and Head	of Fund	2022			
		Accounting					