

VIS

RATINGS

**RATING SCALES &
DEFINITIONS**

TABLE OF CONTENT

ISSUERS / ISSUES	03
BASEL III INSTRUMENTS	04
INSURER FINANCIAL STRENGTH	05
MANAGEMENT QUALITY RATINGS	06
FUND STABILITY RATINGS	07
FUND PERFORMANCE RANKINGS	07
CAPITAL PROTECTED FUNDS	08
RENTAL REIT FUND RATING SCALE	09
DEVELOPMENT & HYBRID REIT FUND RATING SCALE	10
BROKER MANAGEMENT RATING	11
BROKER FIDUCIARY RATINGS	12
REAL ESTATE DEVELOPER GRADING	13
CORPORATE GOVERNANCE	14
NON-PROFIT ORGANIZATIONS	15
RATING/GRADING QUALIFIERS	16
CORRELATION BETWEEN LONG TERM AND SHORT TERM RATING	17

ISSUERS / ISSUES

Medium to Long-Term

AAA

Highest credit quality; the risk factors are negligible, being only slightly more than for risk-free Government of Pakistan's debt.

AA+, AA, AA-

High credit quality; Protection factors are strong. Risk is modest but may vary slightly from time to time because of economic conditions.

A+, A, A-

Good credit quality; Protection factors are adequate. Risk factors may vary with possible changes in the economy.

BBB+, BBB, BBB-

Adequate credit quality; Protection factors are reasonable and sufficient. Risk factors are considered variable if changes occur in the economy.

BB+, BB, BB-

Obligations deemed likely to be met. Protection factors are capable of weakening if changes occur in the economy. Overall quality may move up or down frequently within this category.

B+, B, B-

Obligations deemed less likely to be met. Protection factors are capable of fluctuating widely if changes occur in the economy. Overall quality may move up or down frequently within this category or into higher or lower rating grade.

CCC

Considerable uncertainty exists towards meeting the obligations. Protection factors are scarce and risk may be substantial.

CC

A high default risk

C

A very high default risk

D

Defaulted obligations

Short-Term

A-1+

Highest certainty of timely payment; Short-term liquidity, including internal operating factors and /or access to alternative sources of funds, is outstanding and safety is just below risk free Government of Pakistan's short-term obligations.

A-1

High certainty of timely payment; Liquidity factors are excellent and supported by good fundamental protection factors. Risk factors are minor.

A-2

Good certainty of timely payment. Liquidity factors and company fundamentals are sound. Access to capital markets is good. Risk factors are small.

A-3

Satisfactory liquidity and other protection factors qualify entities / issues as to investment grade. Risk factors are larger and subject to more variation. Nevertheless, timely payment is expected.

B

Speculative investment characteristics; Liquidity may not be sufficient to ensure timely payment of obligations.

C

Capacity for timely payment of obligations is doubtful.

D

Defaulted obligations

RATING QUALIFIERS

Refer to page 16 for details on the following applicable qualifiers

1. Rating Watch

2. Rating Outlook

3. Structured Obligation (SO) Rating

4. Bank Loan (blr) Rating

5. Unsolicited (p) Rating

6. Selective Default (SD) Rating

BASEL III INSTRUMENTS**Medium to Long-Term****AAA**

Highest credit quality; the risk factors are negligible, being only slightly more than for risk-free Government of Pakistan's debt.

AA+, AA, AA-

High credit quality; Protection factors are strong. Risk is modest but may vary slightly from time to time because of economic conditions.

A+, A, A-

Good credit quality; Protection factors are adequate. Risk factors may vary with possible changes in the economy.

BBB+, BBB, BBB-

Adequate credit quality; Protection factors are reasonable and sufficient. Risk factors are considered variable if changes occur in the economy.

BB+, BB, BB-

Protection factors are capable of weakening.

B+

Payments are not being made as per original schedule. However, payments may resume with low to moderate economic losses.

B

Payments are not being made as per original schedule. Future performance is less likely.

B-

Payments are not being made as per original schedule. Future performance is not likely.

C

Action has been initiated for conversion/write down.

In the event of complete conversion/write-down, the rating of these issues will be withdrawn

RATING QUALIFIERS

Refer to page 16 for details on the following applicable qualifiers

- 1. Rating Watch**
- 2. Rating Outlook**

INSURER FINANCIAL STRENGTH**AAA(IFS)**

Exceptionally Strong. Exceptionally Strong capacity to meet policy holders and contract obligations. Risk factors are minimal, and the impact of any adverse business and economic factors is expected to be extremely small.

AA++(IFS), AA+(IFS), AA(IFS)

Very Strong. Very Strong capacity to meet policy holders and contract obligations. Risk factors are very low, and the impact of any adverse business and economic factors is expected to be very small.

A++(IFS), A+(IFS), A(IFS)

Strong. Strong capacity to meet policy holders and contract obligations. Risk factors are low, and the impact of any adverse business and economic factors is expected to be small.

BBB++(IFS), BBB+(IFS), BBB(IFS)

Good. Good capacity to meet policyholder and contract obligations. Risk factors are moderate, and the impact of any adverse business and economic factors is expected to be manageable.

BB++(IFS), BB+(IFS), BB(IFS)

Marginal. Marginal capacity to meet policyholders and contract obligations. Though positive factors are present, risk factors are relatively high, and the impact of any adverse business and economic factors is expected to be significant.

B++(IFS), B+(IFS), B(IFS)

Weak. Weak capacity to meet policyholder and contract obligations. Risk factors are high, and the impact of any adverse business and economic factors is expected to be very significant.

CCC(IFS), CC(IFS), C(IFS)

Very Weak. Very weak capacity to meet policyholder and contract obligations. Risk factors are very high, and the impact of any adverse business and economic factors may lead to insolvency or liquidity impairment.

D(IFS)

Distressed. Extremely weak capacity with limited liquid assets to meet policyholders and contractual obligations, or subjected to some form of regulatory intervention or declared insolvent by the regulator.

RATING QUALIFIERS

Refer to page 16 for details on the following applicable qualifiers

- 1. Rating Watch**
- 2. Rating Outlook**
- 3. Unsolicited (p) Rating**

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

RATING QUALIFIERS

Refer to page 16 for details on the following applicable qualifiers

- 1. Rating Watch**
- 2. Rating Outlook**

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.

RATING QUALIFIERS

Refer to page 16 for details on the following applicable qualifiers

1. Rating Watch

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.

CAPITAL PROTECTED FUNDS

Risk of capital erosion increases as we move down the following scale:

CP1+, CP1

Very high certainty of capital protection in stable economic environment

CP4+, CP4

Adequate certainty of capital protection. Capital protection is vulnerable to adverse changes in economy

CP2+, CP2

High certainty of capital protection in stable economic environment

CP5+, CP5

High risk to capital protection; Degree of erosion in capital is expected

CP3+, CP3

Moderate certainty of capital protection. Capital protection is expected in stable economic environment

RATING QUALIFIERS

Refer to page 16 for details on the following applicable qualifiers

1. Rating Watch

RENTAL REIT FUND RATING SCALE**AAA (rr)**

Highest capacity to maintain stable rental income. Risk factors impacting value of REIT assets are negligible over the foreseeable future.

AA+, AA, AA- (rr)

High capacity to maintain stable rental income. Risk factors impacting value of REIT assets are modest over the foreseeable future.

A+, A, A- (rr)

Moderate capacity to maintain stable rental income. Risk factors impacting value of REIT assets may vary with possible changes in the economy over the foreseeable future.

BBB+, BBB, BBB- (rr)

Adequate capacity to maintain stable rental income. Risk factors impacting value of REIT assets are considered variable if changes occur in the economy over the foreseeable future.

BB+, BB, BB- (rr)

Low capacity to maintain stable rental income. Risk factors impacting value of REIT assets are sensitive to changes in the economy over the foreseeable future.

B (rr)

Very low capacity to maintain stable rental income. Risk factors impacting value of REIT assets are capable of fluctuating widely if changes occur in the economy.

The REIT rating scale of 'AAA' to 'B' is appended by the letter (rr) to denote Rental REIT ratings and to differentiate it from the nomenclature used for issue and issuer ratings.

RATING QUALIFIERS

Refer to page 16 for details on the following applicable qualifiers

- 1. Rating Watch**
- 2. Rating Outlook**

DEVELOPMENT & HYBRID REIT FUND RATING SCALE

RFR1*

Successful implementation of REIT project is highly likely. Risk factors impacting value of REIT assets are negligible over the foreseeable future.

RFR2++, RFR2+, RFR2

Successful implementation of REIT project is very likely. Risk factors impacting value of REIT assets are modest over the foreseeable future.

RFR3++, RFR3+, RFR3

Successful implementation of REIT project is likely. Risk factors impacting value of REIT assets may vary with possible changes in the economy over the foreseeable future.

RFR4++, RFR4+, RFR4

Material risk to successful implementation of REIT project. Risk factors impacting value of REIT assets are sensitive to changes in the economy over the foreseeable future.

RFR5++, RFR5+, RFR5

Highest risk to successful implementation of REIT project. Risk factors impacting value of REIT assets are capable of fluctuating widely if changes occur in the economy.

**RFR-REIT Fund Rating*

The REIT rating scale of 'RFR1' to 'RFR5' is appended by the letter (dr) to denote Developmental Rental REIT ratings and (hr) to denote Hybrid REIT rating.

RATING QUALIFIERS

Refer to page 16 for details on the following applicable qualifiers

- 1. Rating Watch**
- 2. Rating Outlook**

BROKER MANAGEMENT RATING**BMR1A**

Excellent regulatory compliance, control environment, and financial management; governance and risk management frameworks are extremely effective; HR, IT, and customer services are strongly proactive.

BMR1++, BMR1+, BMR1

Strong regulatory compliance, control environment, and financial management; governance and risk management frameworks are highly effective; HR, IT, and customer services are highly proactive.

BMR2++, BMR2+, BMR2

Sound regulatory compliance, control environment, and financial management; governance and risk management frameworks are effective; HR, IT, and customer services are proactive.

BMR3++, BMR3+, BMR3

Adequate regulatory compliance, control environment, and financial management; governance and risk management frameworks are satisfactory; HR, IT, and customer services are adequate.

BMR4++, BMR4+, BMR4

Inadequate regulatory compliance, control environment, and financial management; governance and risk management frameworks need improvements; HR, IT, and customer services are insufficient.

BMR5

Weak regulatory compliance and business practices

RATING QUALIFIERS

Refer to page 16 for details on the following applicable qualifiers

- 1. Rating Watch**
- 2. Rating Outlook**

BROKER FIDUCIARY RATINGS

BFR1

Outstanding fiduciary standards

BFR4++, BFR4+, BFR4

Adequate fiduciary standards

BFR2++, BFR2+, BFR2

Strong fiduciary standards

BFR5++, BFR5+, BFR5

Weak fiduciary standards

BFR3++, BFR3+, BFR3

Good fiduciary standards

RATING QUALIFIERS

Refer to page 16 for details on the following applicable qualifiers

- 1. Rating Watch**
- 2. Rating Outlook**

REAL ESTATE DEVELOPER GRADING

PE1 Very strong project implementation capacity	PE4++, PE4+, PE4 Inadequate project implementation capacity
PE2++, PE2+, PE2 Strong project implementation capacity	PE5++, PE5+, PE5 Weak project implementation capacity
PE3++, PE3+, PE3 Moderate project implementation capacity	

RATING QUALIFIERS

Refer to page 16 for details on the following applicable qualifiers

1. Rating Watch

CORPORATE GOVERNANCE**CGR 10**

Highest level of corporate governance

CGR 4++, CGR 4+, CGR 4

Moderately low level of corporate governance

CGR 9++, CGR 9+, CGR 9

Very high level of corporate governance

CGR 3++, CGR 3+, CGR 3

Low level of corporate governance

CGR 8++, CGR 8+, CGR 8

High level of corporate governance

CGR 2++, CGR 2+, CGR 2

Very low level of corporate governance

CGR 7++, CGR 7+, CGR 7

Moderately high level corporate governance

CGR 1++, CGR 1+, CGR 1

Lowest level of corporate governance

CGR 6++, CGR 6+, CGR 6

Satisfactory level of corporate governance

CGR 5++, CGR 5+, CGR 5

Adequate level of corporate governance

RATING QUALIFIERS

Refer to page 16 for details on the following applicable qualifiers

1. Rating Watch

Non-Profit Organizations (NPO) GOVERNANCE**GR 10**

Highest level of governance

GR 9++, GR 9+, GR 9

Very high level of governance

GR 8++, GR 8+, GR 8

High level of governance

GR 7++, GR 7+, GR 7

Moderately high level governance

GR 6++, GR 6+, GR 6

Satisfactory level of governance

GR 5++, GR 5+, GR 5

Adequate level of governance

GR 4++, GR 4+, GR 4

Moderately low level of governance

GR 3++, GR 3+, GR 3

Low level of governance

GR 2++, GR 2+, GR 2

Very low level of governance

GR 1++, GR 1+, GR 1

Lowest level of governance

RATING QUALIFIERS

Refer to page 16 for details on the following applicable qualifiers

1. Rating Watch

RATING/GRADING QUALIFIERS

In addition to the grades provided in the scales above, VIS also uses following qualifiers where applicable:

Rating Watch: Where applicable, VIS places ratings on 'Rating Watch' when it deems that there are conditions present that necessitate reevaluation of the assigned rating(s). A 'Rating Watch' announcement means that the status of the assigned rating(s) is uncertain and an event or deviation from an expected trend has occurred or is expected and additional information is necessary to take any rating action. VIS also designates direction 'Positive', 'Negative' or 'Developing' to all ratings placed under 'Rating Watch' which portrays expected future direction of the rating placed under the 'Rating Watch' status; this however does not bind VIS in any way to make a change in the ratings once ratings are taken out of the 'Rating Watch' status. Developments in factors other than those that necessitated the 'Rating Watch' may result in a rating change, while the rating(s) continues to be under 'Rating Watch'. A rating remains under Rating Watch till the time VIS consider that conditions which necessitated the Rating Watch are non-existent.

Rating Outlooks: Where applicable, one of the three outlooks 'Positive', 'Stable' or 'Negative' is assigned to ratings which qualifies the potential direction of the assigned rating(s). However, a Rating Outlook is not necessarily a precursor of a rating change.

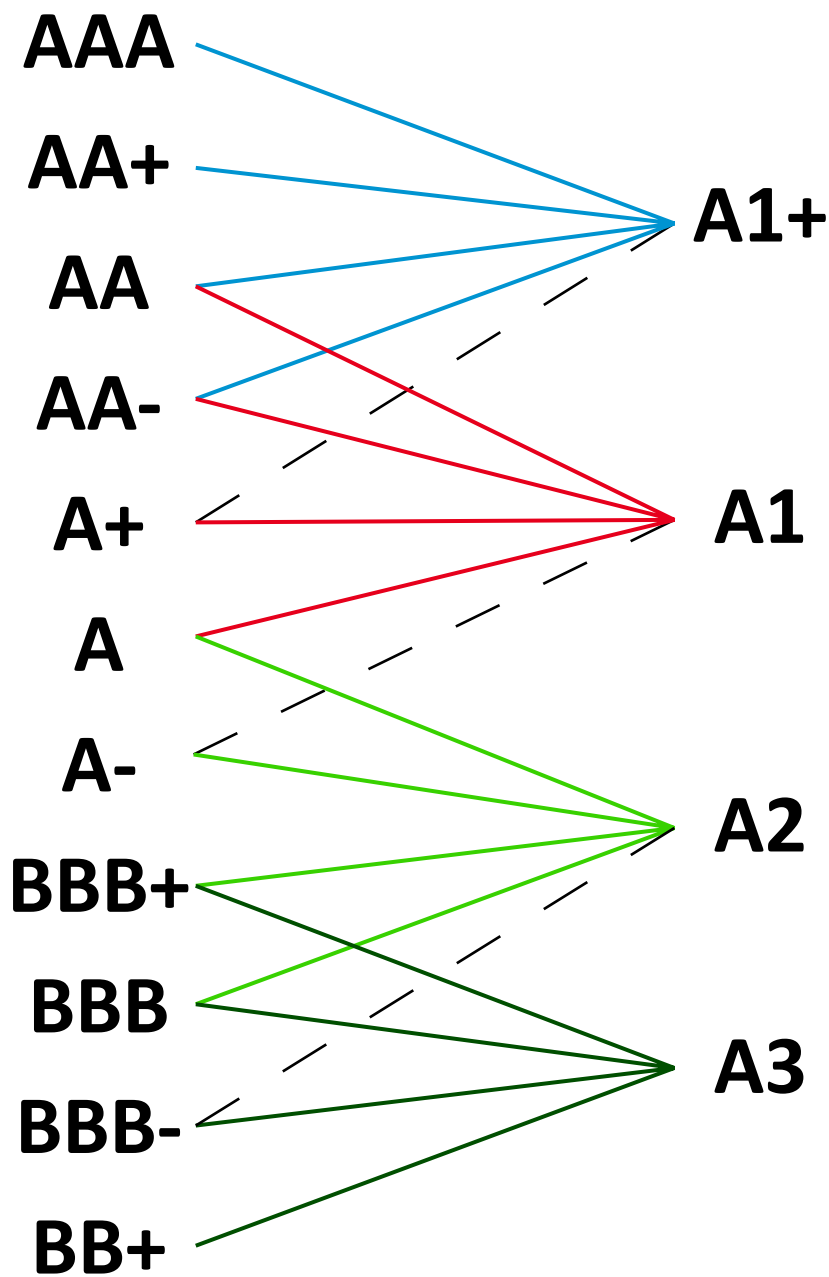
Structured Obligation Ratings: A suffix (so) is added to ratings of 'structured' securities where the servicing of debt and related obligations is backed by some sort of financial assets and/or credit support from a third party to the transaction. Abbreviated for 'structured obligation', the suffix denotes that the rating has been achieved on grounds of the structure backing to the transaction that enhanced the credit quality of the securities and not on the basis of the credit quality of the issuing entity alone.

Bank Loan Ratings: A suffix (blr) is added to ratings of a particular bank facility obtained by the borrowing entity from a financial institution. Abbreviated for 'bank loan rating', the suffix denotes that the rating is based on the credit quality of the entity and security structure of the facility.

Unsolicited Ratings: A 'p' rating is assigned to ratings where the management has not requested a rating, however, agrees to provide support related to information required to conduct the rating. An unsolicited rating is publicly disclosed and is not modified by a plus (+) or a minus (-) sign which indicates relative standing within a rating category. Rating Outlook and Rating Watch are not assigned to these ratings.

Selective Default Rating (SD): An 'SD' rating is assigned when VIS believes that an entity being rated has selectively defaulted on specific issue(s) or obligation(S) but will continue to meet its payment obligations on other issues or obligations in a timely manner.

CORRELATION BETWEEN LONG TERM AND SHORT TERM RATING



— — — Under extraordinary conditions

Note: The relationship indicated above is approximate and may not apply in all situations.