



INVESTOR PRESENTATION

Financial Results - June 2019



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Major Highlights

Balance Sheet - Total Assets
Balance Sheet – Total Liabilities
Income Statement



**Advances
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Channels**



**Awards
&
CGR**



ABL At Glance

Overseas Branches

- Bahrain WBU
- Export Processing Zone

Rep Offices

- UAE-Dubai
- China-Beijing

Subsidiary

Asset Management
Co. Ltd. Holding
100%

Domestic Branches

1,343
(incl. 117 Islamic)

Entity Credit Rating

Long Term: AAA
Short Term: A1+

Digital Touch Points

12

Corporate Governance Rating

CGR 9+

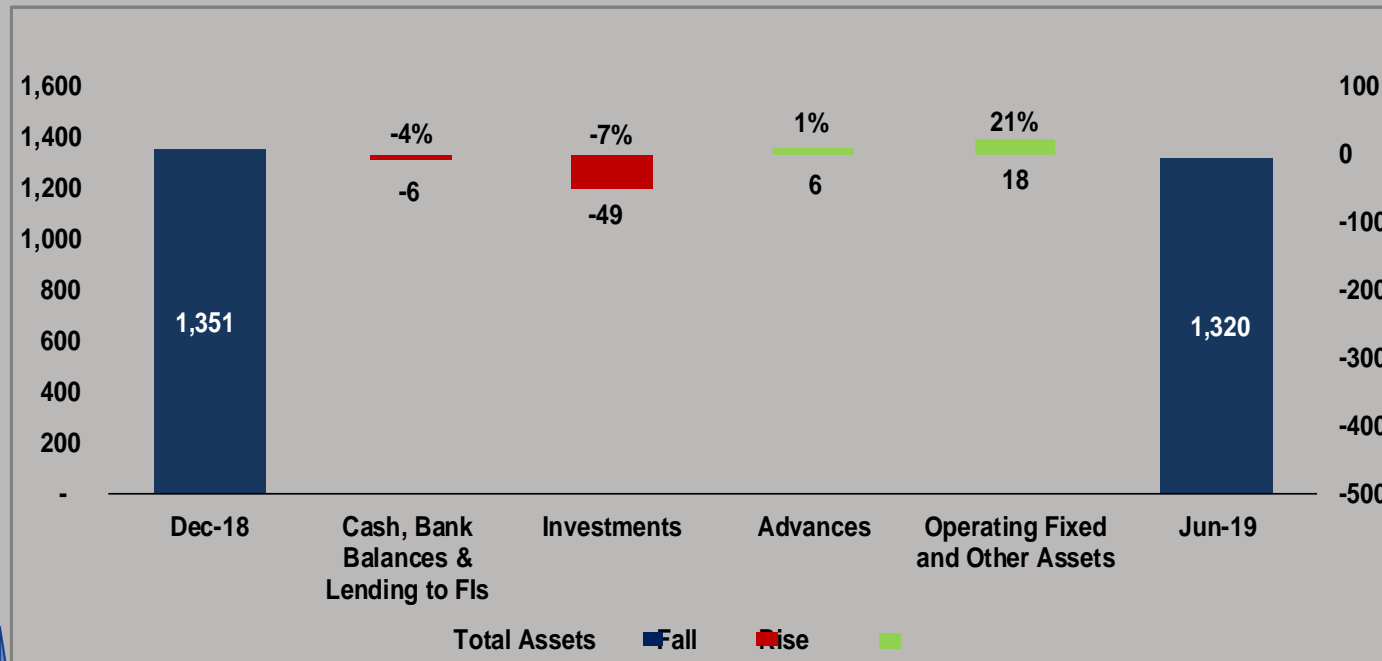
ATMs: 1,447

- On-site: 1,135
- Off-site: 312



Major Highlights Balance sheet (Assets)

(Rs. in Billion)

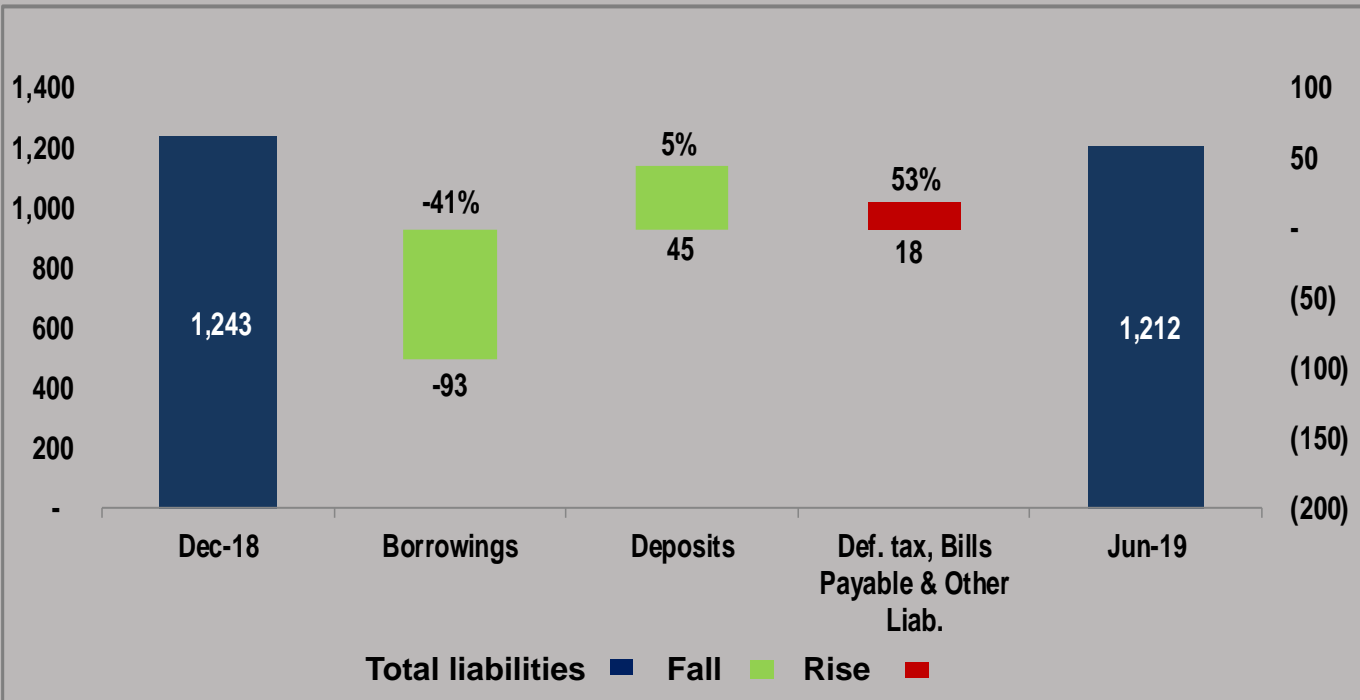


- Total Assets Rs. 1,320 Billion (decline by 2%); Total Industry Assets increased by 5%
- Net Advances stood at Rs. 444 Billion (Increase by 1%); Industry Growth declined to 3% as against 13% in the comparative six month period.
- Operating fixed assets increased by 21% on account of initial adoption of IFRS-16 (Leases); Right of Use (RoU) assets stood at Rs. 8.3 Billion
- Re-profiling of investments in a rising interest rates landscape.

Particulars	Jun' 19	Dec'18	ABL Growth	Industry Growth
Cash, Bank Balance & Lending to FI	149	156	-4%	53%
Investments	622	671	-7%	1%
Advances - Net	444	438	1%	3%
Operating fixed & other assets	104	86	21%	8%
Total Assets	1,320	1,351	-2%	5%

Major Highlights Balance sheet (Liabilities)

(Rs. in Billion)



Total Liabilities Rs. 1,243 Billion (decline by 2%);
Total Industry Liabilities increased by 6%

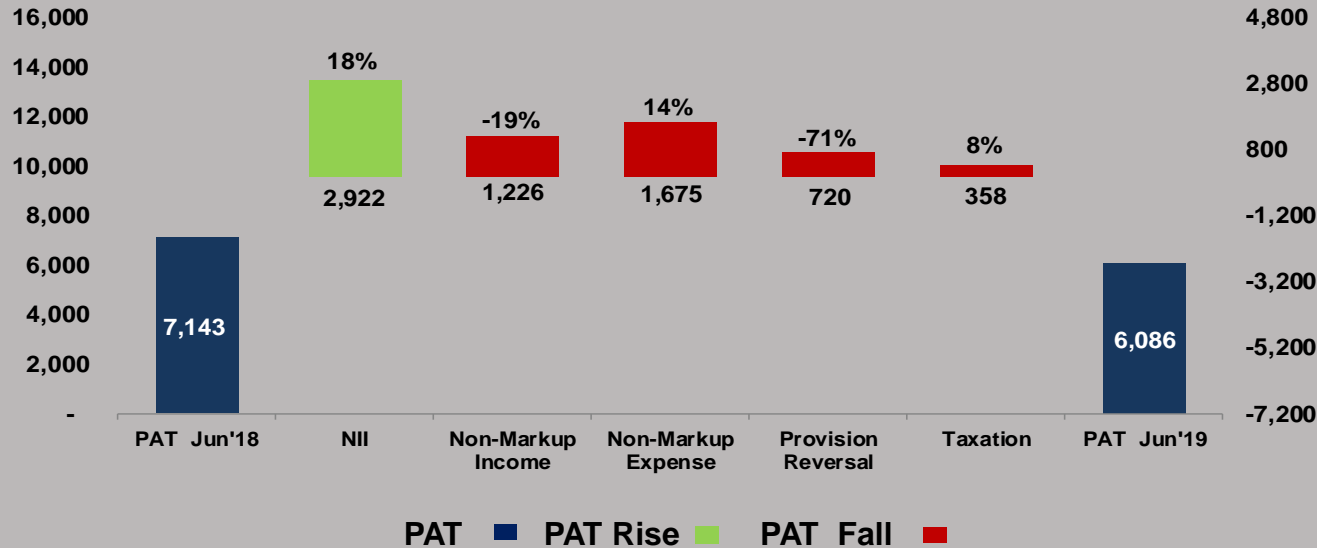
- Deposits crossed 1,000 billion mark; CASA Jun'19: 81% (Dec'18: 82%).
- Non-remunerative Deposits grew by 8% against December 2018 to close at Rs. 392,502 million (38% of Total Deposits mix)

- Total Equity at Rs.108 billion (US\$ 660 Million).
- CAR: 21.52% as at June 2019; Industry CAR Mar'19 : 15.9%

Particulars	Jun' 19	Dec'18	ABL Growth	Industry Growth
Borrowings	133	226	-41%	-14%
Deposits & Other Accounts	1,029	984	5%	8%
Def Tax, Bills Payable & Other Liab.	50	33	53%	29%
Total Liabilities	1,212	1,243	-2%	6%

Major Highlights Income Statement

(Rs. in Million)



- Growth in Net Interest Income by 18% despite Implicit interest expense recognized under IFRS-16.
- Fee & Commission income increased by 12%; Dividend Income decreased by 38%; Foreign Exchange Income increased by 86%
- Capital Gain declined by 82% due to reprofiling of investments in corresponding period

- Increase in non-markup expense curtailed to 14% despite deposit protection and voluntary lump sum settlement charge of Rs. 469 million and Rs. 130 million respectively (excluding captioned one off's, growth is 9.3%)
- Business as usual profit (before provisions) increased to Rs. 11.8 Billion (growth of 9.5%)

- Super Tax charge for the year aggregated to Rs. 1.3 Billion (including charge of Rs. 835 million for Prior Year).

- PAT reached Rs. 6.086 Billion (EPS: 5.31)

Particulars	Jun' 19	Jun'18	YoY
Interest Income	52,010	33,320	56%
Interest Expense	33,277	17,508	90%
Net Interest Income (NII)	18,733	15,812	18%
Non Markup Income	5,328	6,555	-19%
Gross Income	24,062	22,367	8%
Non Markup Expense	13,251	11,576	14%
Profit Before Provisions	10,810	10,790	0%
Provision Reversal	(289)	(1,009)	-71%
Profit Before Taxation	11,100	11,799	-6%
Taxation	5,014	4,656	8%
Profit After Taxation	6,086	7,143	-15%
EPS	5.3	6.2	



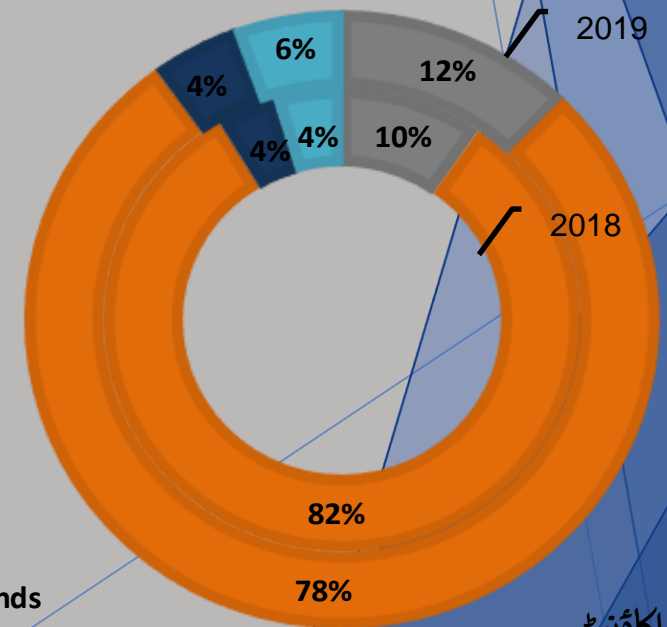
Investments

(Rs. in Million)

Investments	Jun' 19	Dec'18	Var.	Growth
Pakistan Investment Bonds	75,825	64,695	11,129	17%
Market Treasury Bills	482,030	543,455	(61,425)	-11%
Listed and Unlisted Shares	27,267	26,428	839	3%
TFCs, Bonds, Sukuks and Mutual Funds	34,405	30,826	3,578	12%
Subsidiary	500	500	-	0%
Investments at Cost	620,026	665,905	(45,878)	-7%
Prov. for dimin. in value of investments	(2,539)	(2,655)	116	-4%
Surplus on Revaluation	4,910	7,978	(3,069)	-38%
Investments at Carrying Value	622,397	671,228	(48,831)	-7%

Investments	Jun' 19	Dec'18
Surplus / (Deficit) on revaluation of securities	4,910	7,978
Pakistan Investment Bonds	(1,886)	(1,397)
Market Treasury Bills	(222)	(22)
Listed and Unlisted Shares	6,472	9,572
TFCs, Bonds, Sukuks and Mutual Funds	546	(175)
Total Investments at market value	622,397	1,350,435

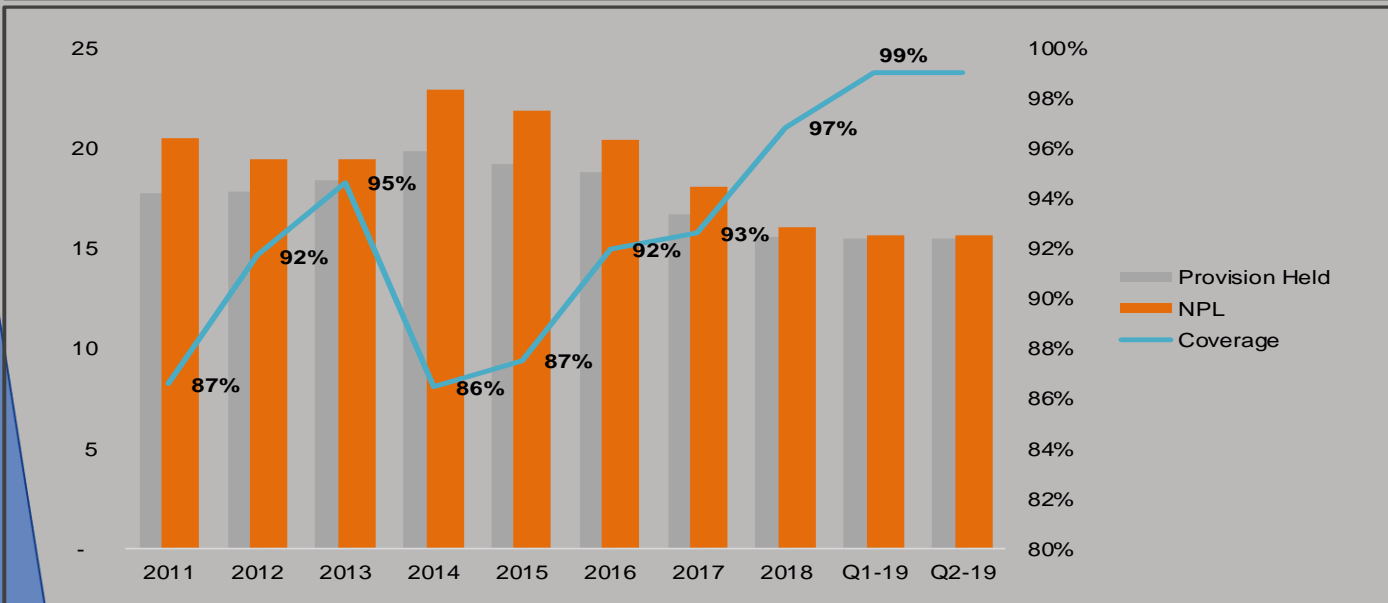
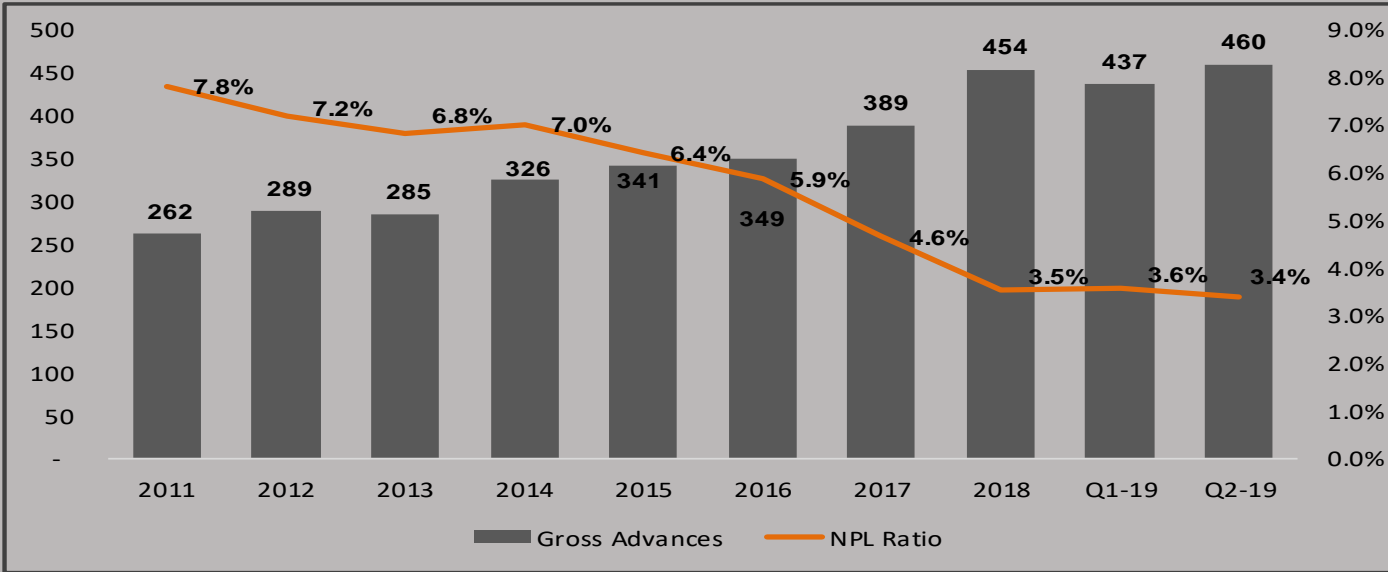
- Pakistan Investment Bonds
- Market Treasury Bills
- Listed and Unlisted Shares
- TFCs, Bonds, Sukuks and Mutual Funds





Advances & Asset Quality

(Rs. in Billion)



Gross Advances reached Rs. 460 bln (1.2 % ↑) (Industry Growth 2.8%)

Net ADR ratio reached 43% (Industry ADR 55%)

NPLs at 15.6 Billion (2.9% ↓)

NPL Ratio 3.4% (0.15% ↓); Industry Mar'19: 8.2%

NPL Coverage 99% (2.3% ↑); Industry Mar'19: 84%

Power, Textile, Cement, Chemical & Transport remained key sectors.



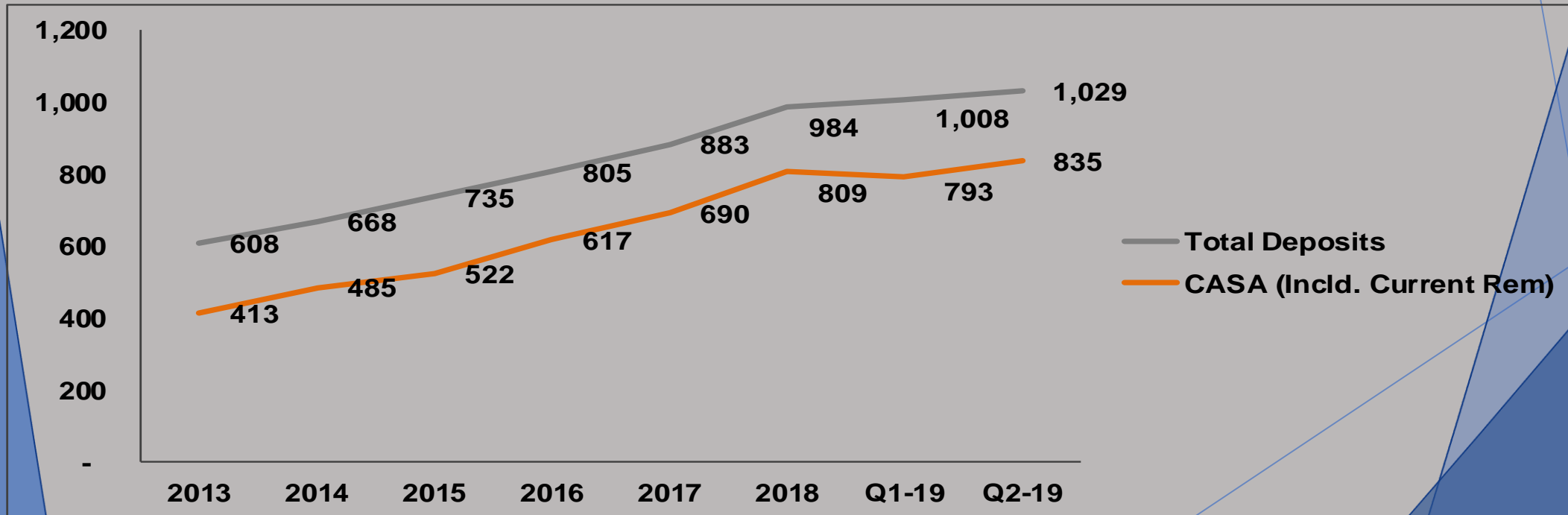
Deposits

(Rs. in Billion)

Particulars	Jun' 19	Dec'18	Var (%)
Current	393	364	8%
Saving	442	445	-1%
Term	194	176	10%
Total Deposits	1,029	984	5%

Market Share: 7.1%

Industry Growth: 8.3%

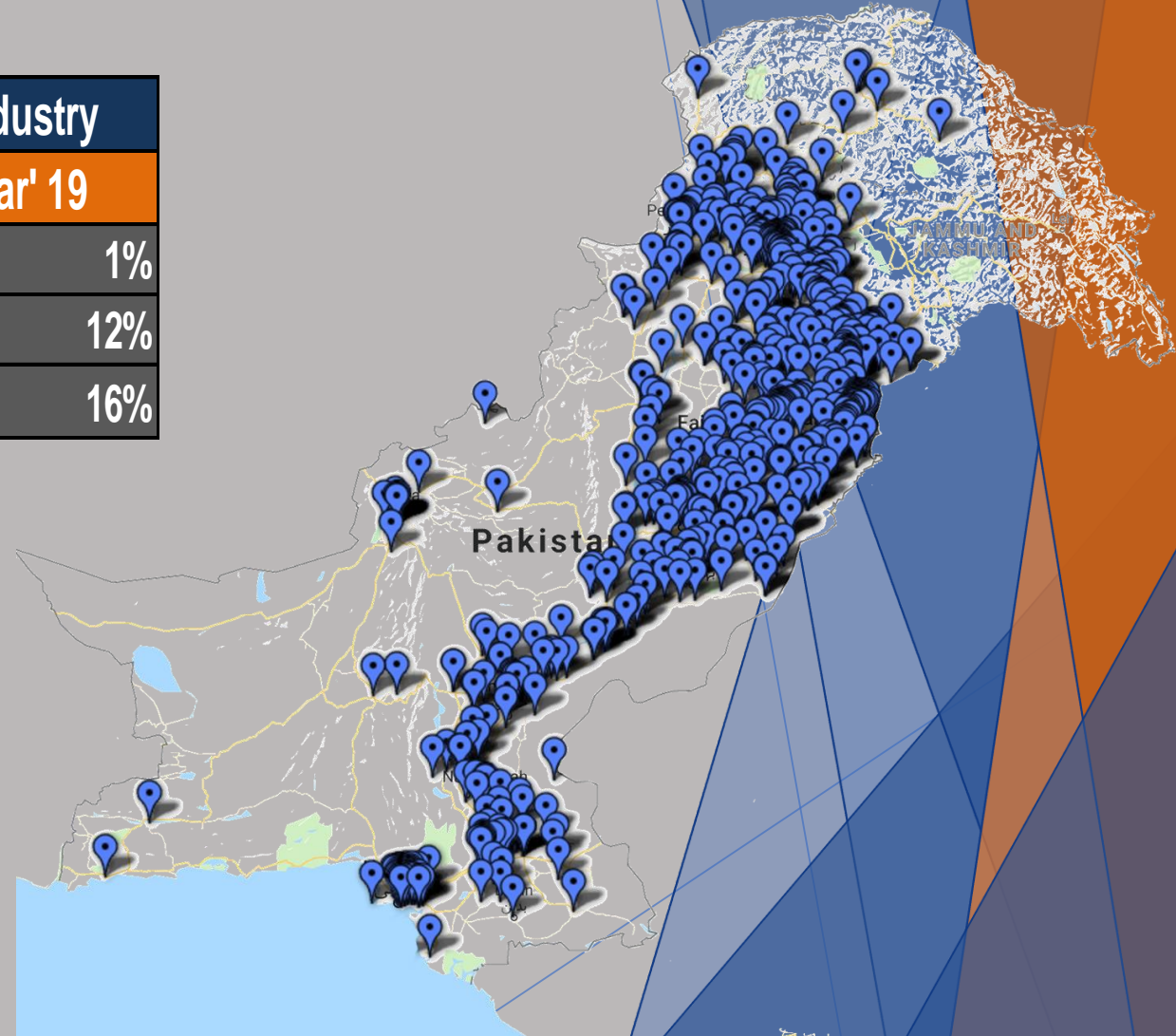




Key Ratios & Channels

Key Ratios	ABL		Industry
	Jun'19	Dec'18	Mar' 19
ROA (%)	1%	1%	1%
ROE (Tier I) (%)	14%	16%	12%
Capital Adequacy Ratio (%)	22%	22%	16%

Channels	Jun' 19	Dec' 18	Growth
Total Branches	1,345	1,345	-
Conventional	1,228	1,228	-
Islamic	117	117	-
Total ATMs	1,447	1,388	59
On-site	1,135	1,083	52
Off-site	312	305	7
Islamic Windows	60	10	50



آپ کے دل میں بہارا اکاؤنٹ



Stock Market Data

Pakistan Stock Exchange Code: ABL

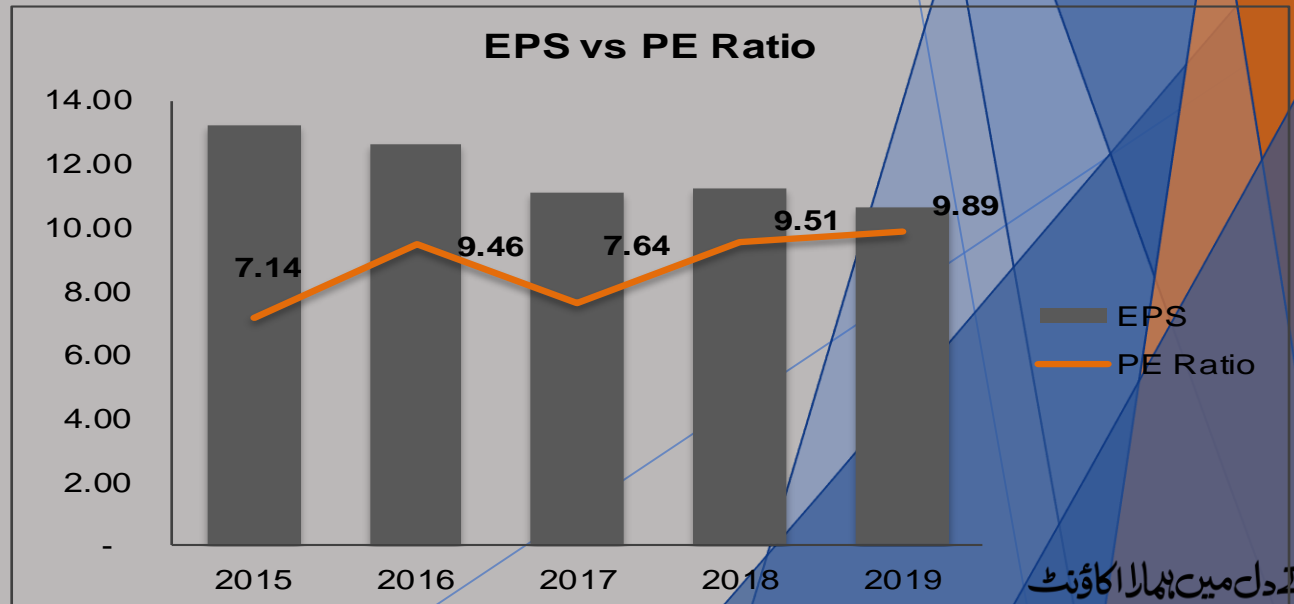
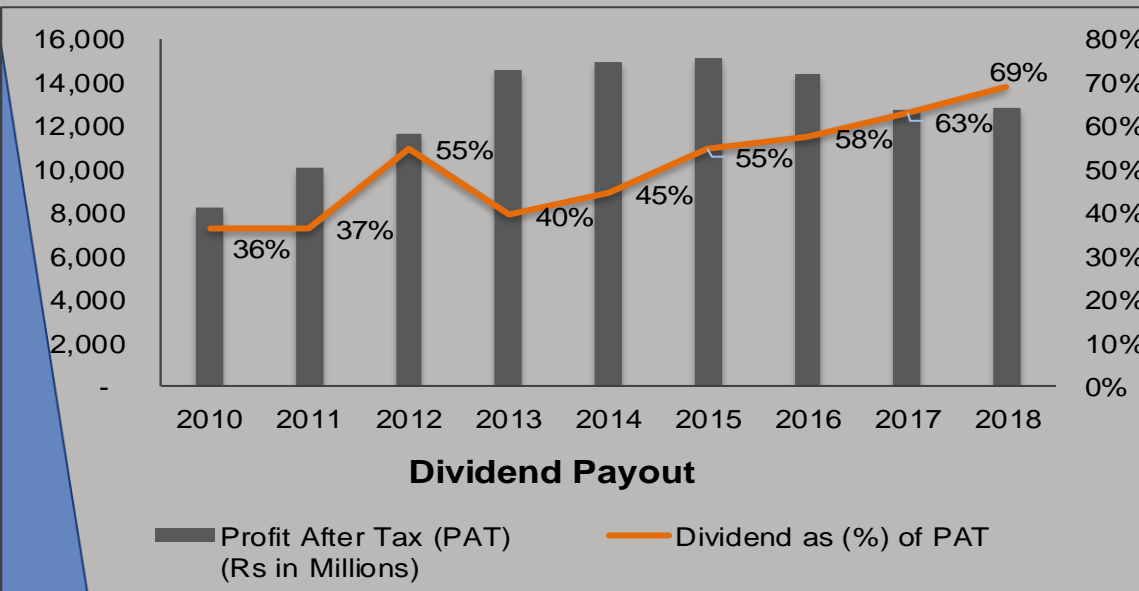
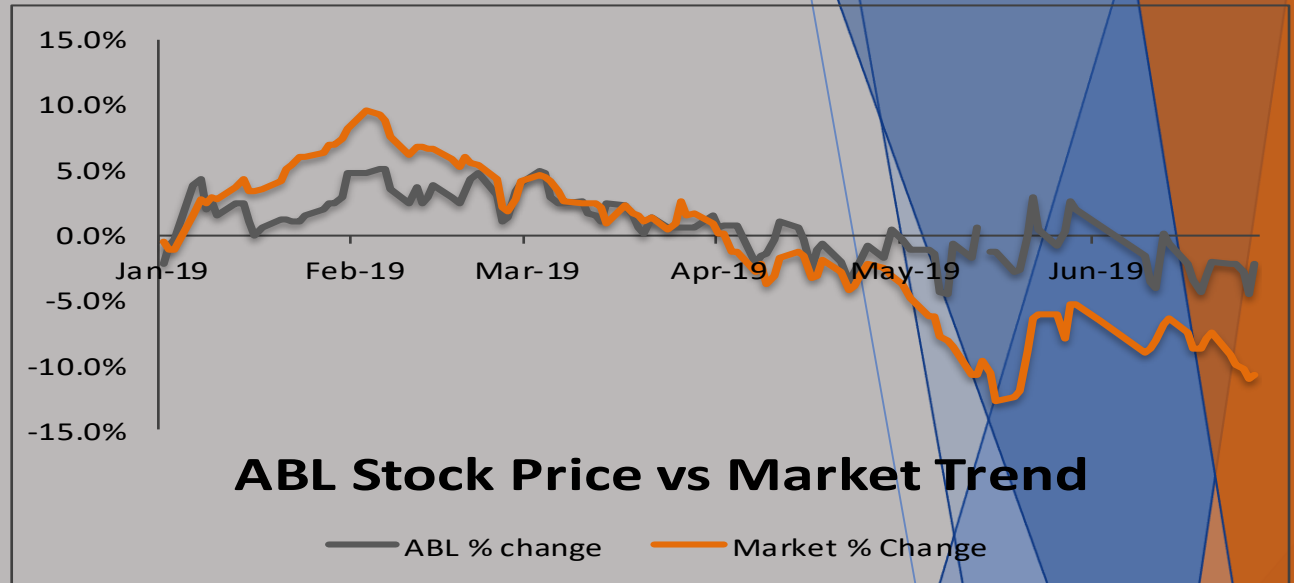
Bloomberg Code: ABL PA

Shares Outstanding (mln): 1,1451.07

Market Capitalization (Rs. bln): 120.25

Stock Price as at June 30: Rs. 105.02

12M High/Low: 106/101





Awards & Achievements

1

Corporate Excellence Award- Management Association of Pakistan



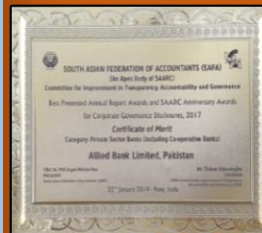
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Top Issuer of PayPak Debit Cards by 1-Link



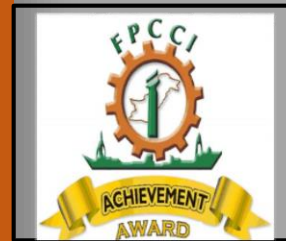
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SAFA- Certificate of Merit Corporate Governance Disclosure



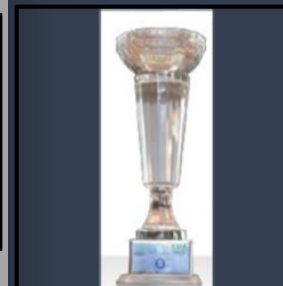
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6th FPCCI Achievement Award 2018 Commercial Banks



5

Best Corporate Report 2018 Awards by ICAP/ICMAP - 2nd Position





Corporate Governance & Ratings

Entity Rating

PACRA

- AAA (Long Term)
- A1+ (Short Term)
- A very low expectation of credit risk emanating from a very strong capacity for timely payment of financial commitments & not being significantly vulnerable to foreseeable events

Corporate Governance Rating

JCR-VIS

- CGR-9+
- Very high level of corporate governance; the rating action takes into consideration the continued commitment of the board & management of the Bank to maintain a sound governance framework.

Deposits

Moody's

- B3
- Rating reflects bank's stable deposits-based funding profile, high liquidity buffer & good earnings generating capacity. Outlook negative, constrained by the negative outlook on the sovereign rating.



Annexures



Statement of Financial Position : Standalone

Annexure - A

ASSETS	Rs. in Million			US\$ in Million			Growth
	Jun' 19	Dec'18	Var.	Jun' 19	Dec'18	Var.	
Cash and Balances with Banks	139,620	101,763	37,857	856	624	232	37%
Lending to FIs	9,525	53,786	(44,260)	58	330	(271)	-82%
Investments	622,397	671,228	(48,831)	3,817	4,117	(299)	-7%
Advances - net	444,053	438,319	5,734	2,723	2,688	35	1%
Fixed Assets	61,660	52,128	9,533	378	320	58	18%
Other Assets	42,686	33,382	9,304	262	205	57	28%
TOTAL ASSETS	1,319,942	1,350,606	(30,664)	8,095	8,283	(188)	-2%
LIABILITIES							
Deposits	1,028,989	984,475	44,514	6,311	6,038	273	5%
Borrowings	132,877	225,883	(93,006)	815	1,385	(570)	-41%
Bills Payable	17,662	7,753	9,909	108	48	61	128%
Other Liabilities	32,807	25,190	7,617	201	154	47	30%
TOTAL LIABILITIES	1,212,335	1,243,301	(30,966)	7,435	7,625	(190)	-2%
NET ASSETS	107,608	107,305	303	660	658	2	0%
EQUITY and RESERVES							
Share Capital	11,451	11,451	-	70	70	-	0%
Reserves	75,302	72,777	2,525	462	446	15	3%
Equity Tier I	86,753	84,228	2,525	532	517	15	3%
Equity Tier II	107,608	107,305	304	660	658	2	0%



Statement of Financial Position : Consolidated

Annexure - B

ASSETS	Rs. in Million			US\$ in Million			Growth
	Jun' 19	Dec'18	Var.	Jun' 19	Dec'18	Var.	
Cash and Balances with Banks	139,620	101,753	37,867	856	624	232	37%
Lending to Fis	9,525	53,786	(44,260)	58	330	(271)	-82%
Investments	623,924	672,587	(48,663)	3,827	4,125	(298)	-7%
Advances - net	444,089	438,358	5,731	2,724	2,688	35	1%
Operating fixed assets	61,764	52,156	9,608	379	320	59	18%
Other Assets	42,996	33,751	9,245	264	207	57	27%
TOTAL ASSETS	1,321,919	1,352,390	(30,472)	8,107	8,294	(187)	-2%
LIABILITIES							
Deposits	1,028,947	984,463	44,484	6,311	6,038	273	5%
Borrowings	132,877	225,883	(93,006)	815	1,385	(570)	-41%
Bills Payable	17,662	7,753	9,909	108	48	61	128%
Other Liabilities	33,184	25,502	7,682	204	156	47	30%
TOTAL LIABILITIES	1,212,669	1,243,601	(30,931)	7,437	7,627	(190)	-2%
NET ASSETS	109,250	108,789	461	670	667	3	0%
EQUITY and RESERVES							
Share Capital	11,451	11,451	-	70	70	-	0%
Reserves	76,944	74,262	2,682	472	455	16	4%
Equity Tier I	88,394	85,713	2,682	542	526	16	3%
Equity Tier II	109,250	108,790	460	670	667	3	0%



Income Statement : Standalone

Annexure - C

Particulars	Rs. in Million			US\$ in Million			Growth
	Jun' 19	Jun'18	Var.	Jun' 19	Jun'18	Var.	
Mark-up/ interest Income	52,010	33,320	18,690	319	204	115	56%
Mark-up/ interest Expensed	33,277	17,508	15,769	204	107	97	90%
Net Mark-up/ interest Income	18,733	15,812	2,921	115	97	18	18%
Capital Gain & Dividend	1,287	3,577	(2,290)	8	22	(14)	-64%
Fee based Income & Others	4,042	2,978	1,064	25	18	7	36%
Non Mark-up/ Interest Income	5,328	6,555	(1,227)	33	40	(8)	-19%
Gross Income	24,062	22,367	1,695	148	137	10	8%
Human Resource Cost	6,239	6,016	222	38	37	1	4%
Other Operating Cost	7,013	5,560	1,453	43	34	9	26%
Total Operating Cost	13,251	11,576	1,675	81	71	10	14%
Operating Profit/(Loss)	10,811	10,790	21	66	66	0	0%
Total Provisions	(289)	(1,009)	720	(2)	(6)	4	100%
Profit Before Tax	11,100	11,799	(699)	68	72	(4)	-6%
Taxation	5,014	4,656	358	31	29	2	8%
Profit After Tax	6,086	7,143	(1,057)	37	44	(6)	-15%



Income Statement : Consolidated

Annexure - D

Particulars	Rs. in Million			US\$ in Million			Growth
	Jun' 19	Jun'18	Var.	Jun' 19	Jun'18	Var.	
Mark-up/ interest Income	52,011	33,320	18,691	319	204	115	56%
Mark-up/ interest Expensed	33,279	17,507	15,772	204	107	97	90%
Net Mark-up/ interest Income	18,732	15,813	2,919	115	97	18	18%
Capital Gain & Dividend	1,373	3,593	(2,220)	8	22	(14)	-62%
Fee based Income & Others	4,324	3,294	1,030	27	20	6	31%
Non Mark-up/ Interest Income	5,697	6,888	(1,191)	35	42	(7)	-17%
Gross Income	24,428	22,700	1,728	150	139	11	8%
Human Resource Cost	6,337	6,104	233	39	37	1	4%
Other Operating Cost	7,096	5,662	1,434	44	35	9	25%
Total Operating Cost	13,433	11,766	1,667	82	72	10	14%
Operating Profit/(Loss)	10,995	10,934	61	67	67	0	1%
Total Provisions	(289)	(1,009)	720	(2)	(6)	4	-71%
Profit Before Tax	11,284	11,944	(660)	69	73	(4)	-6%
Taxation	5,042	4,698	344	31	29	2	7%
Profit After Tax	6,242	7,245	(1,003)	38	44	(6)	-14%



Disclaimer

The information being presented herein is solely for your information.

Except for the historical information, statements that describe the Bank's objectives, plans or goals discussed in Investor Conference Call are forward-looking statements. These forward looking statements involve a number of risks, uncertainties and other factors and are made based on management's current expectations or beliefs as well as assumptions made by and information currently available to management.

The information presented is subject to change without notice.



 Allied Bank

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آپ کے دن میں ہمارا اکاؤنٹ



Allied Bank

THANK YOU

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