



INVESTOR PRESENTATION

Financial Results - December 2019



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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

1,393
(incl.117 Islamic)

Entity Credit Rating

Long Term: AAA
Short Term: A1+

Digital Touch Points

14

Corporate Governance Rating

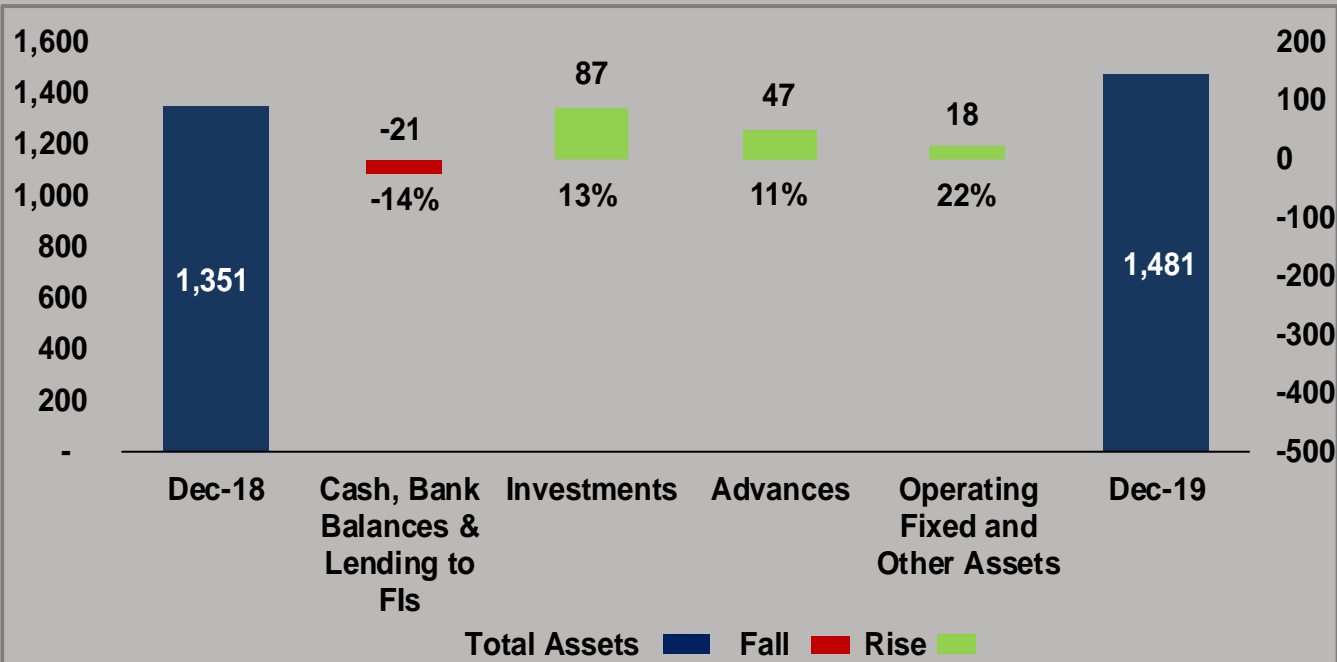
CGR 9+

ATMs: 1,515

- On-site: 1,186
- Off-site: 329

Major Highlights Balance sheet (Assets)

(Rs. in Billion)



Total Assets Rs. 1,481 Billion (Increased by 10% in line with industry growth)

Net Advances stood at Rs. 485 Billion (increased by 11% compared to an industry growth of 3%)

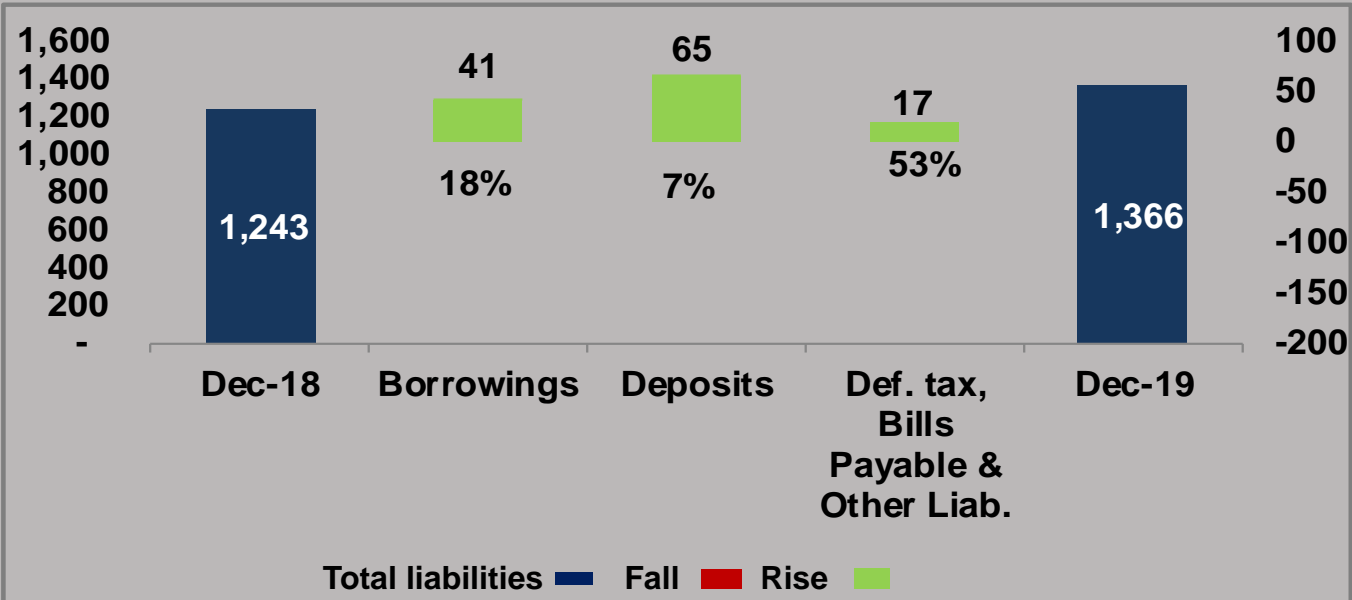
Operating fixed and Other assets increased by 22% amidst expansion in branch outreach; initial adoption of IFRS-16 (Leases); Right of Use (RoU) assets stood at Rs. 8 Billion

Duration management through re-profiling of investments in favor of flexible, shorter tenor instruments; Outstanding investment in T-Bill's stood at Rs. 542,742 million

Particulars	Dec' 19	Dec'18	ABL Growth	Industry Growth
Cash, Bank Balance & Lending to FI	134	156	-14%	5%
Investments	758	671	13%	16%
Advances - Net	485	438	11%	3%
Operating fixed & other assets	104	86	22%	19%
Total Assets	1,481	1,351	10%	10%

Major Highlights Balance sheet (Liabilities)

(Rs. in Billion)



Total Liabilities Rs. 1,366 Billion (increased by 10%)

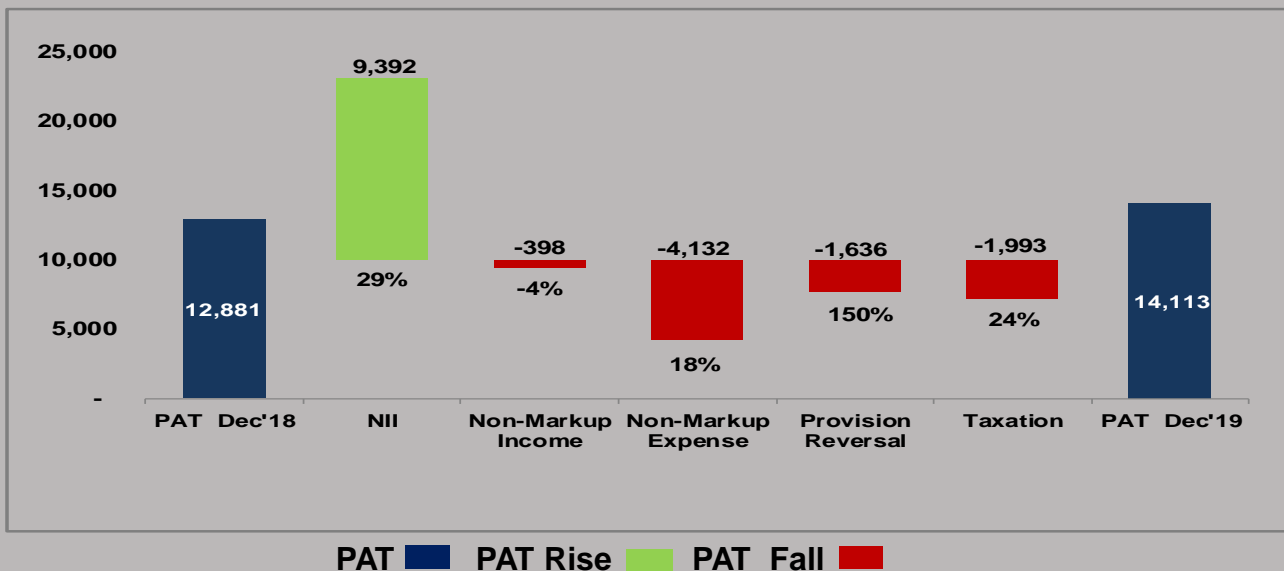
- Deposits aggregated to reach Rs. 1,049 billion; Growth of 7% from Dec-18 level. CASA Dec'19: 82.9% (Dec'18: 82.1%).
- Current Deposits grew by 13% against December 2018 to close at Rs. 410,262 million (39% of Total Deposits mix)

- Total Equity stood at Rs.115 billion (US\$ 708 Million).
- CAR: 22% as at December 31, 2019; Industry CAR Sep'19 :17%

Particulars	Dec' 19	Dec'18	ABL Growth	Industry Growth
Borrowings	266	226	18%	-2%
Deposits & Other Accounts	1,049	984	7%	10%
Def Tax, Bills Payable & Other Liab.	50	33	53%	38%
Total Liabilities	1,366	1,243	10%	9%

Major Highlights Income Statement

(Rs. in Million)



Particulars	Dec' 19	Dec'18	YoY
Interest Income	122,637	73,274	67%
Interest Expense	81,130	41,159	97%
Net Interest Income (NII)	41,507	32,115	29%
Non Markup Income	10,891	11,289	-4%
Gross Income	52,399	43,405	21%
Non Markup Expense	27,610	23,478	18%
Profit Before Provisions	24,788	19,927	24%
Provision Reversal	547	(1,090)	-150%
Profit Before Taxation	24,242	21,016	15%
Current Year Taxation	9,294	8,136	14%
Profit After Current Taxation	14,948	12,881	16%
Prior Year Super Tax	835	-	100%
Profit After Taxation	14,113	12,881	10%
EPS	12.3	11.3	10%

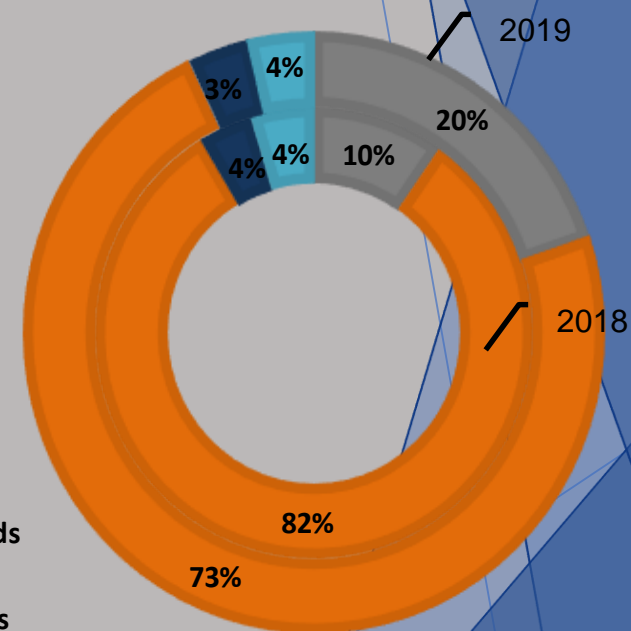
- Volumetric growth in earning assets and effective duration management facilitated Growth of 29% in Net Interest Income;
- Fee & Commission income increased by 17%; Foreign Exchange Income increased by 32%
- Capital Gains of Rs. 1,579 million recognized through sale of Fixed Income securities and prudent de-recognition of equity portfolio in a staggered manner
- Administrative cost growth restricted to 15% despite of significant increase in regulatory compliance cost and cost of doing business.
- Impact realization of idiosyncratic factors led to recognition of net charge of Rs. 979 million for diminution in value of equity securities.
- Super Tax charge for the year aggregated to Rs. 1,799 million (including charge of Rs. 835 million for Tax Year 2018).
- Profit after tax increased by 10% (excluding prior year taxation, the increase stood at 16%)

Investments

(Rs. in Million)

Investments	Dec' 19	Dec'18	Var.	Growth
Pakistan Investment Bonds	154,349	64,695	89,654	139%
Market Treasury Bills	542,566	543,455	(889)	0%
Listed and Unlisted Shares	25,387	26,428	(1,041)	-4%
TFCs, Bonds, Sukuks and Mutual Funds	27,304	30,826	(3,523)	-11%
Subsidiary	500	500	-	0%
Investments at Cost	750,106	665,905	84,201	13%
Prov. for dimin. in value of investments	(3,584)	(2,655)	(930)	35%
Surplus on Revaluation	11,435	7,978	3,457	43%
Investments at Carrying Value	757,957	671,228	86,729	13%

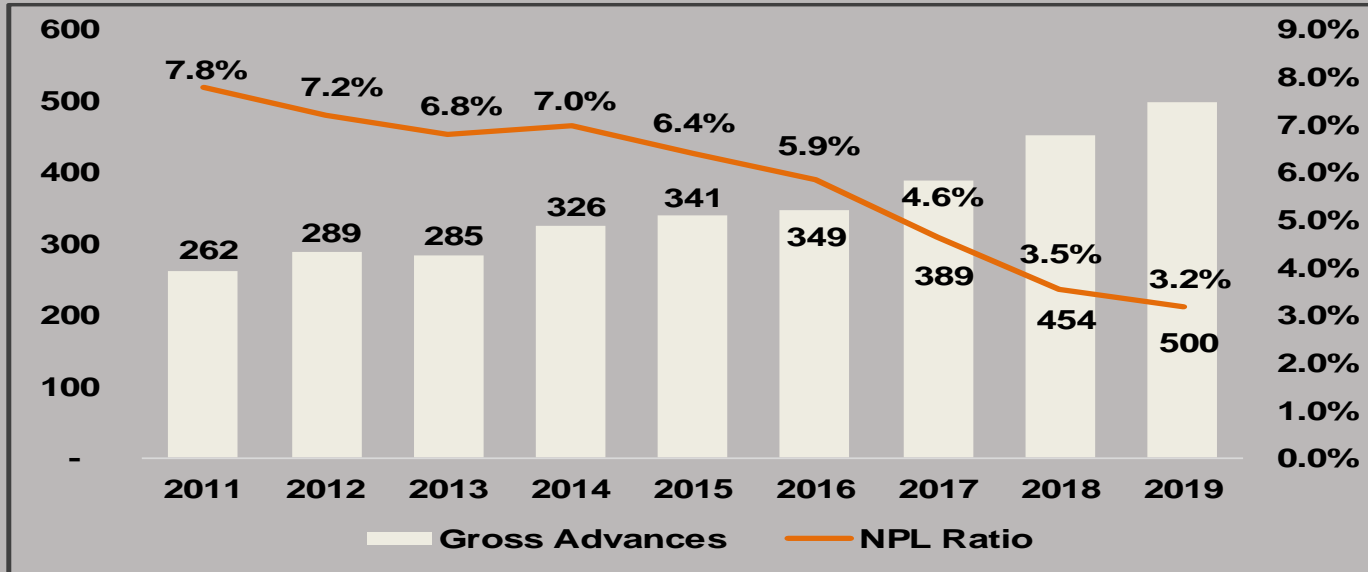
Investments	Dec' 19	Dec'18
Surplus / (Deficit) on revaluation of securities	11,435	7,978
Pakistan Investment Bonds	784	(1,397)
Market Treasury Bills	177	(22)
Listed and Unlisted Shares	9,686	9,572
TFCs, Bonds, Sukuks and Mutual Funds	788	(175)



- 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. 500 bln (10% ↑)
(Industry Growth 4%)

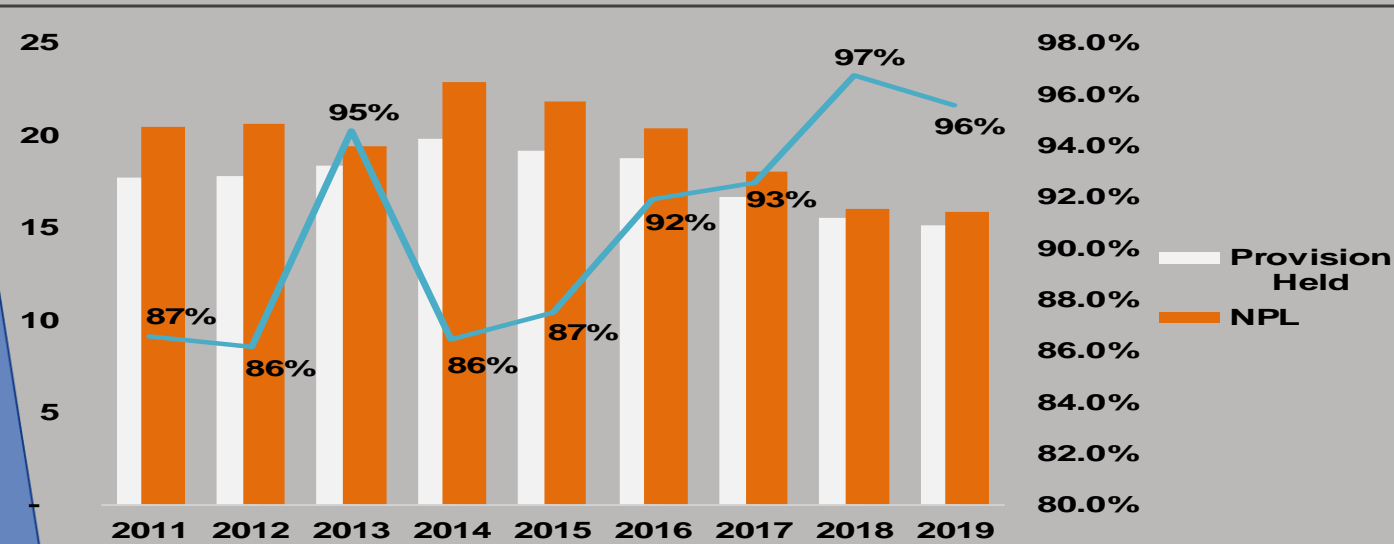
Net ADR ratio reached 46% (Industry
Sep'19 ADR: 52.9%)

NPLs at 15.9 Billion (1.3%↓)

NPL Ratio 3.2% (0.3%↓); Industry Sep'19:
8.2%

NPL Coverage 96% (1.2%↓); Industry
Sep'19: 84%

Non Financial Public Sector Enterprise,
Power, Textile, NBFIs and Chemical
remained key sectors.





Deposits

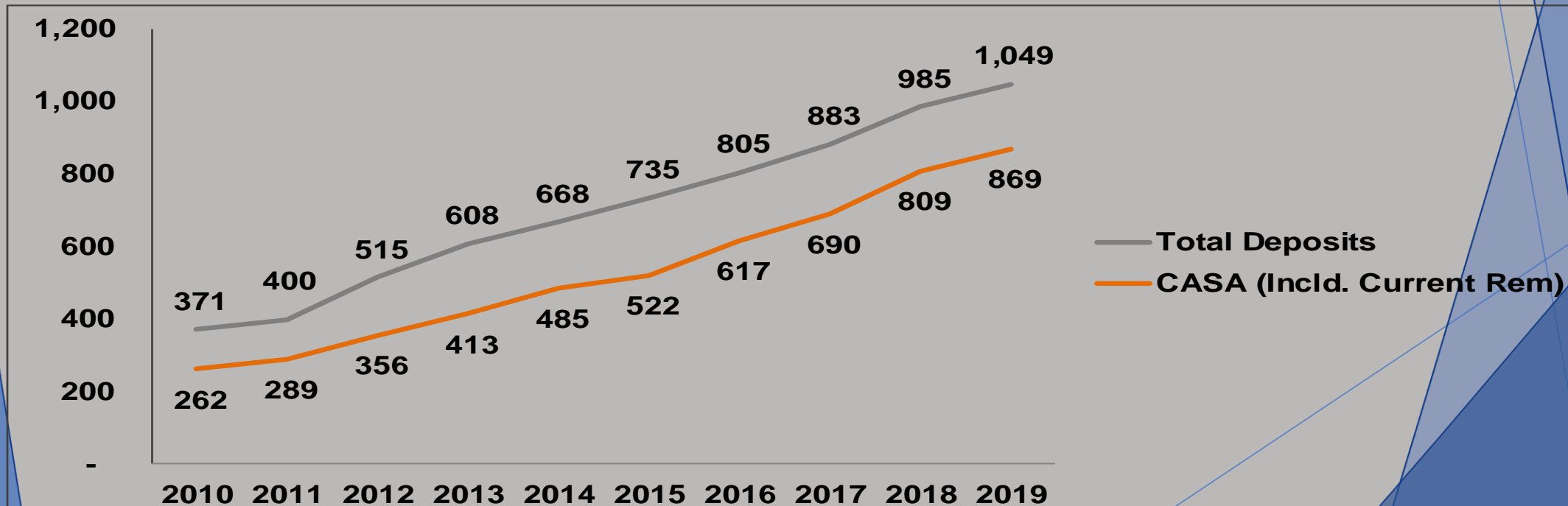
(Rs. in Billion)

Particulars	Dec' 19	Dec'18	Var (%)
Current	411	364	13%
Saving	458	445	3%
Term	181	176	3%
Total Deposits	1,049	985	7%

Market Share: 7.9%

Industry Growth: 10%

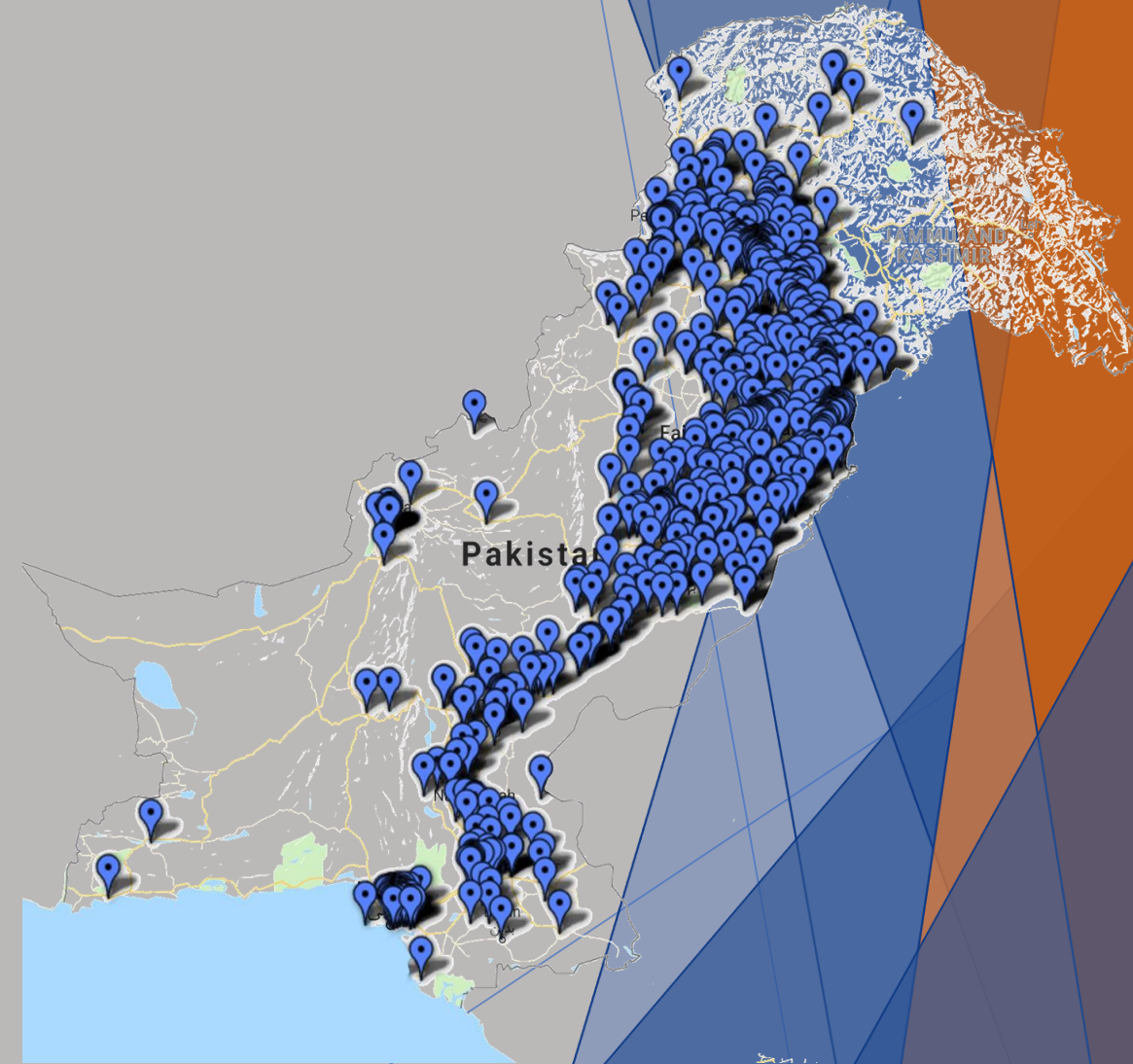
CASA Mix: 83%



Key Ratios & Channels

Key Ratios	ABL		Industry
	Dec'19	Dec'18	Sep' 19
Month			
ROA (%)	1%	1%	1%
ROE (Tier I) (%)	16.2%	15.8%	12%
Capital Adequacy Ratio (%)	22%	22%	17%
Revenue to Cost Ratio	1.90	1.85	-

Channels	Dec' 19	Dec' 18	Growth
Total Branches	1,395	1,345	50
Conventional	1,278	1,228	-
Islamic	117	117	-
Total ATMs	1,515	1,388	127
On-site	1,186	1,083	103
Off-site	329	305	24
ATM Network Uptime (%)	97%	96%	-
Islamic Windows	60	10	50





Stock Market Data

Pakistan Stock Exchange Code: ABL

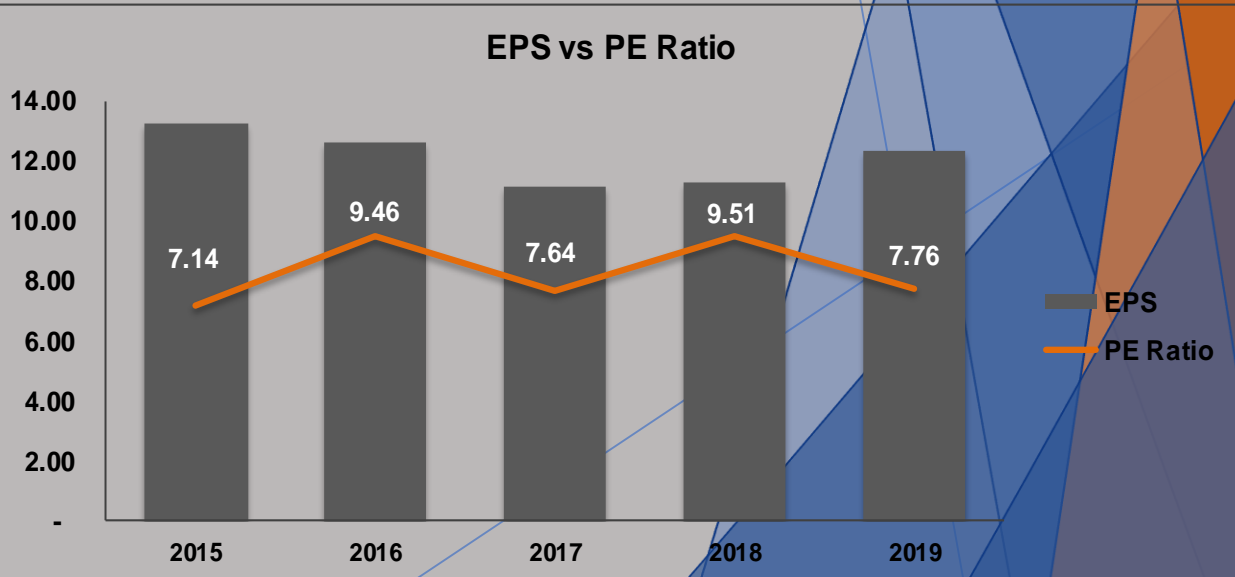
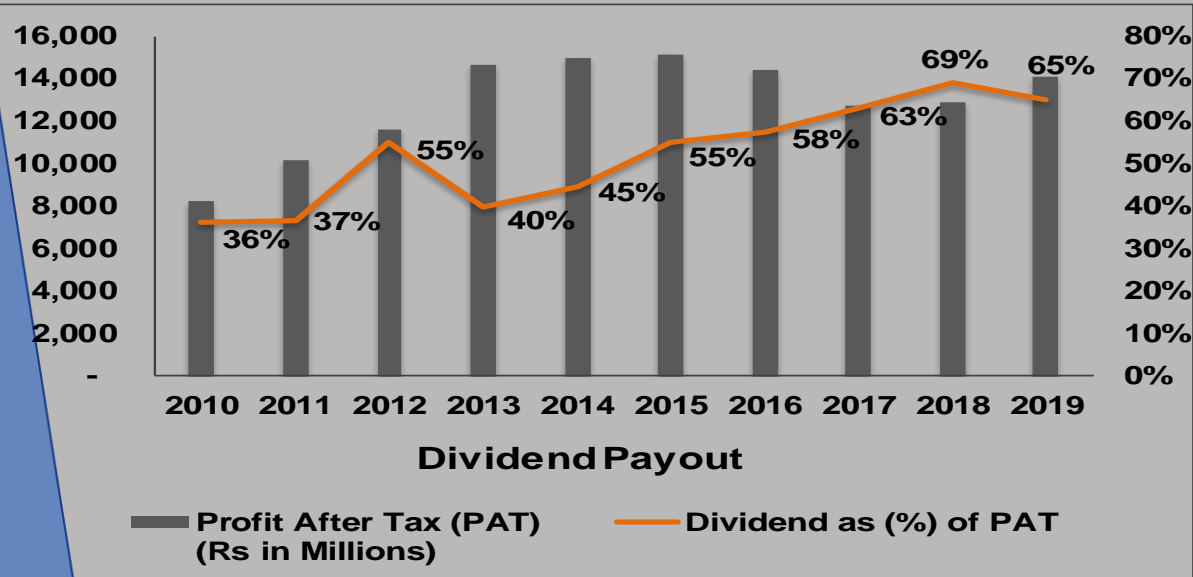
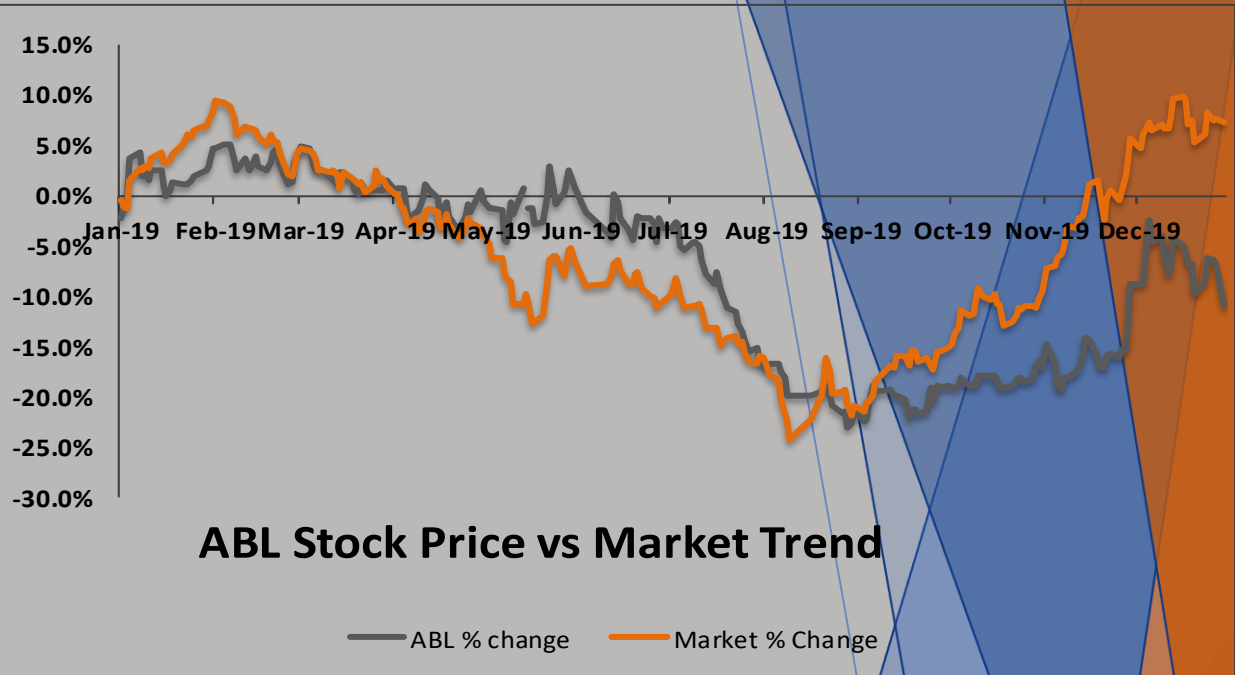
Bloomberg Code: ABL PA

Shares Outstanding (mln): 1,145.07

Market Capitalization (Rs. bln): 109.4

Stock Price as at Dec 31: Rs. 95.60

Year High/Low: 101.9/95.0





Awards & Achievements

1

CFA Society Pakistan – Best Bank of the Year 2018 – Large size Bank



2

Best Primary Dealer – SBP 2018-19



3

Best Place to Work in Financial Services 2019-PSHRM



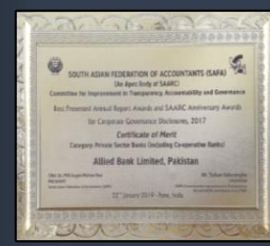
4

Top Issuer of PayPak Debit Cards by 1-Link



5

SAFA-Certificate of Merit Corporate Governance Disclosure



6

Certificate of Excellence 2019 - Management Association of Pakistan



7

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



8

Utility Deal of the Year from Triple A Asia Infrastructure Awards.

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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

VIS Credit Rating Company

- 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 stable, constrained by the stable outlook on the sovereign rating.



Annexures

Statement of Financial Position : Standalone

Annexure - A

ASSETS	Rs. in Million			US\$ in Million			Growth
	Dec' 19	Dec'18	Var.	Dec' 19	Dec'18	Var.	
Cash and Balances with Banks	120,546	101,763	18,783	778	657	121	18%
Lending to FIs	13,607	53,780	(40,173)	88	347	(259)	-75%
Investments	757,957	671,228	86,729	4,895	4,335	560	13%
Advances - net	485,016	438,317	46,699	3,132	2,831	302	11%
Fixed Assets	64,084	52,128	11,956	414	337	77	23%
Other Assets	39,911	33,382	6,529	258	216	42	20%
TOTAL ASSETS	1,481,121	1,350,599	130,522	9,565	8,722	843	10%
LIABILITIES							
Deposits	1,049,043	984,475	64,568	6,775	6,358	417	7%
Borrowings	266,448	225,883	40,565	1,721	1,459	262	18%
Bills Payable	7,879	7,753	126	51	50	1	2%
Other Liabilities	42,400	25,183	17,217	274	163	111	68%
TOTAL LIABILITIES	1,365,770	1,243,294	122,476	8,820	8,029	791	10%
NET ASSETS	115,351	107,305	8,046	745	693	52	7%
EQUITY and RESERVES							
Share Capital	11,451	11,451	-	74	74	-	0%
Reserves	78,091	72,777	5,314	504	470	34	7%
Equity Tier I	89,542	84,228	5,314	578	544	34	6%
Equity Tier II	115,351	107,305	8,046	745	693	52	7%

Statement of Financial Position : Consolidated

Annexure - B

ASSETS	Rs. in Million			US\$ in Million			Growth
	Dec' 19	Dec'18	Var.	Dec' 19	Dec'18	Var.	
Cash and Balances with Banks	120,546	101,753	18,793	778	657	121	18%
Lending to Fis	13,607	53,780	(40,173)	88	347	(259)	-75%
Investments	759,654	672,587	87,067	4,906	4,344	562	13%
Advances - net	485,052	438,356	46,696	3,132	2,831	302	11%
Operating fixed assets	64,216	52,156	12,060	415	337	78	23%
Other Assets	40,317	33,751	6,566	260	218	42	19%
TOTAL ASSETS	1,483,392	1,352,382	131,009	9,580	8,734	846	10%
LIABILITIES							
Deposits	1,049,028	984,463	64,565	6,775	6,358	417	7%
Borrowings	266,448	225,883	40,565	1,721	1,459	262	18%
Bills Payable	7,879	7,753	126	51	50	1	2%
Other Liabilities	42,826	25,494	17,332	277	165	112	68%
TOTAL LIABILITIES	1,366,180	1,243,593	122,588	8,823	8,031	792	10%
NET ASSETS	117,212	108,790	8,422	757	703	54	8%
EQUITY and RESERVES							
Share Capital	11,451	11,451	-	74	74	-	0%
Reserves	79,952	74,262	5,690	516	480	37	8%
Equity Tier I	91,403	85,713	5,690	590	554	37	7%
Equity Tier II	117,212	108,790	8,422	757	703	54	8%

Income Statement : Standalone

Annexure - C

Particulars	Rs. in Million			US\$ in Million			Growth
	Dec' 19	Dec'18	Var.	Dec' 19	Dec'18	Var.	
Mark-up/ interest Income	122,637	73,274	49,363	792	473	319	67%
Mark-up/ interest Expensed	81,130	41,159	39,971	524	266	258	97%
Net Mark-up/ interest Income	41,507	32,115	9,392	268	207	61	29%
Capital Gain & Dividend	3,404	5,172	(1,768)	22	33	(11)	-34%
Fee based Income & Others	7,487	6,117	1,370	48	40	9	22%
Non Mark-up/ Interest Income	10,891	11,289	(398)	70	73	(3)	-4%
Gross Income	52,399	43,405	8,994	338	280	58	21%
Human Resource Cost	13,458	12,261	1,197	87	79	8	10%
Other Operating Cost	14,152	11,217	2,935	91	72	19	26%
Total Operating Cost	27,610	23,478	4,132	178	152	27	18%
Operating Profit/(Loss)	24,789	19,927	4,862	160	129	31	24%
Total Provisions	547	(1,090)	1,636	4	(7)	11	-150%
Profit Before Tax	24,242	21,017	3,225	157	136	21	15%
Taxation-Current	9,294	8,136	1,158	60	53	7	14%
Profit Before Prior Year Super Tax	14,948	12,881	2,067	97	83	13	16%
Super Tax Prior Year	835	-	835	5	-	5	100%
Profit After Tax	14,113	12,881	1,232	91	83	8	10%

Income Statement : Consolidated

Annexure - D

Particulars	Rs. in Million			US\$ in Million			Growth
	Dec' 19	Dec'18	Var.	Dec' 19	Dec'18	Var.	
Mark-up/ interest Income	122,639	73,275	49,364	792	473	319	67%
Mark-up/ interest Expensed	81,133	41,157	39,976	524	266	258	97%
Net Mark-up/ interest Income	41,506	32,118	9,388	268	207	61	29%
Capital Gain & Dividend	3,666	5,148	(1,482)	24	33	(10)	-29%
Fee based Income & Others	8,091	6,732	1,359	52	43	9	20%
Non Mark-up/ Interest Income	11,757	11,880	(123)	76	77	(1)	-1%
Gross Income	53,263	43,998	9,265	344	284	60	21%
Human Resource Cost	13,749	12,503	1,246	89	81	8	10%
Other Operating Cost	14,265	11,353	2,912	92	73	19	26%
Total Operating Cost	28,014	23,855	4,159	181	154	27	17%
Operating Profit/(Loss)	25,249	20,143	5,106	163	130	33	25%
Total Provisions	547	(1,090)	1,636	4	(7)	11	-150%
Profit Before Tax	24,702	21,233	3,469	160	137	22	16%
Taxation - Current	9,377	8,201	1,176	61	53	8	14%
Profit Before Prior Year Super Tax	15,325	13,032	2,293	99	84	15	18%
Super Tax Prior Year	836	-	836	5	-	5	100%
Profit After Tax	14,489	13,032	1,457	94	84	9	11%



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.



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آپ کے دن میں ہمارا اکاؤنٹ



Allied Bank

THANK YOU

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