



ALLIED BANK LIMITED

Investor Presentation – March 2020
Financial Results

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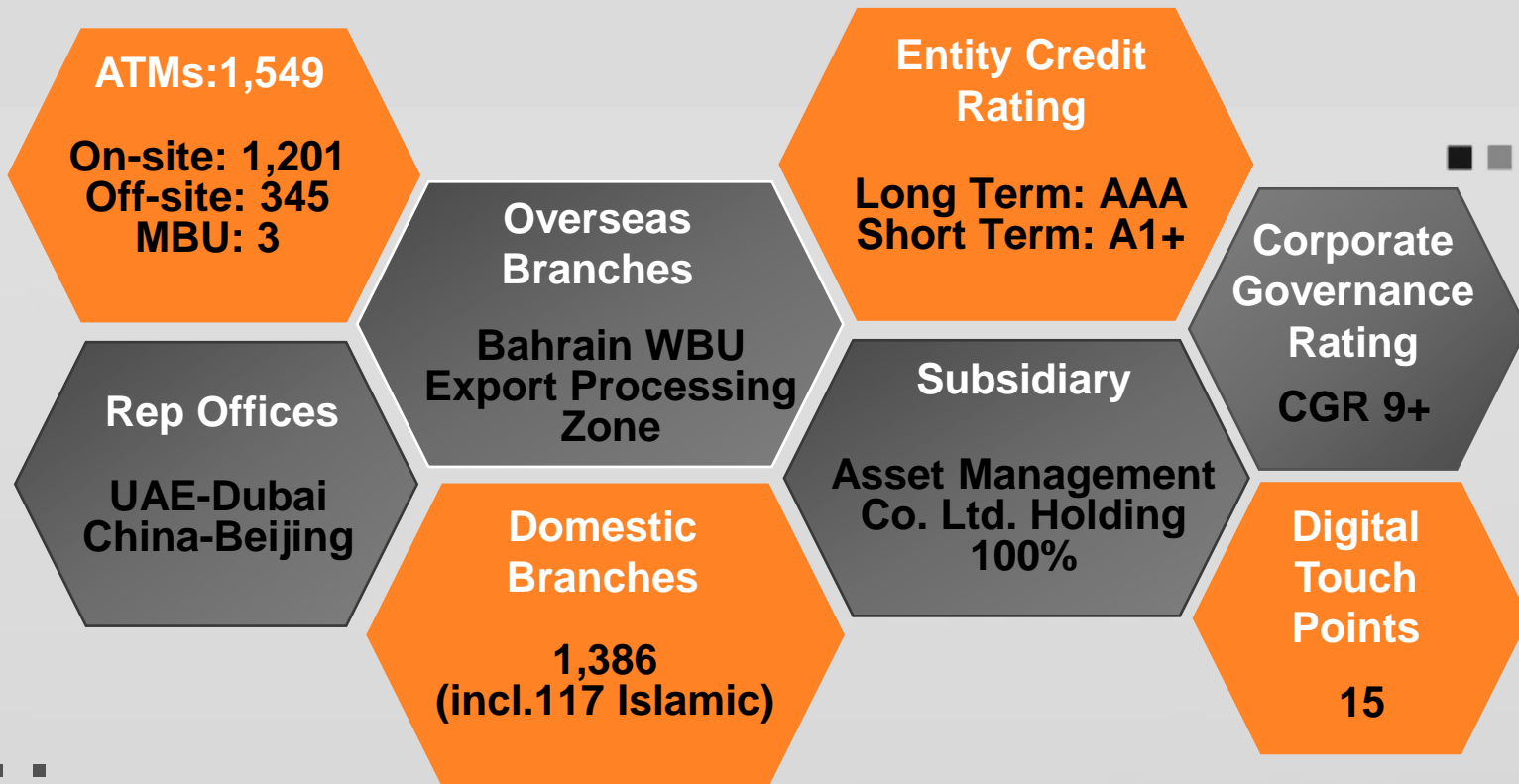
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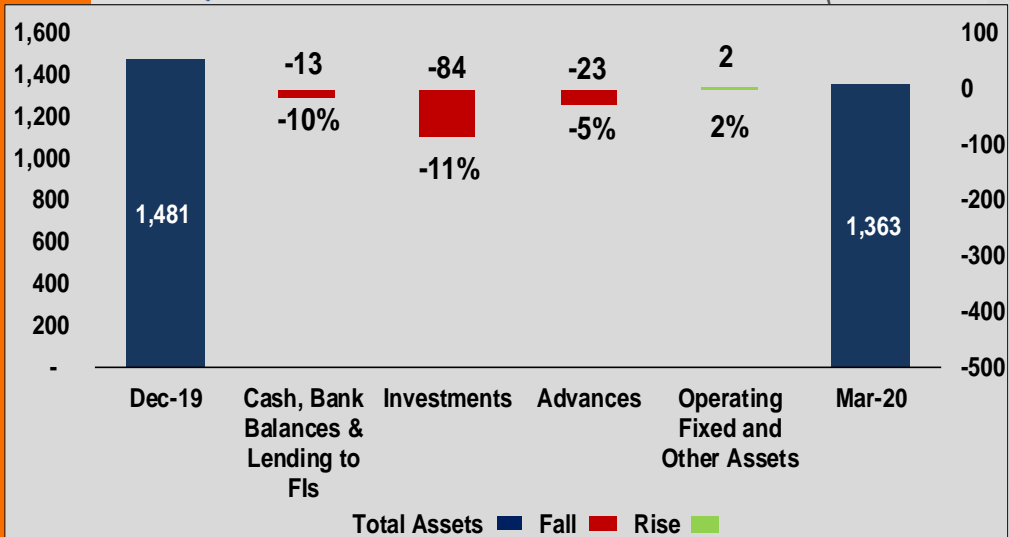
ABL At Glance





Highlights Financial Position (Assets)

(Rs. in Billion)



Total Assets stood at Rs. 1,363 Billion (decreasing by 8%).

Investment portfolio optimized due to evolving yield curve and capital market expectations amidst Covid-19 outbreak; Total Investments thereby reached Rs. 674 billion (decreasing by 11% compared to an industry growth of 6%)

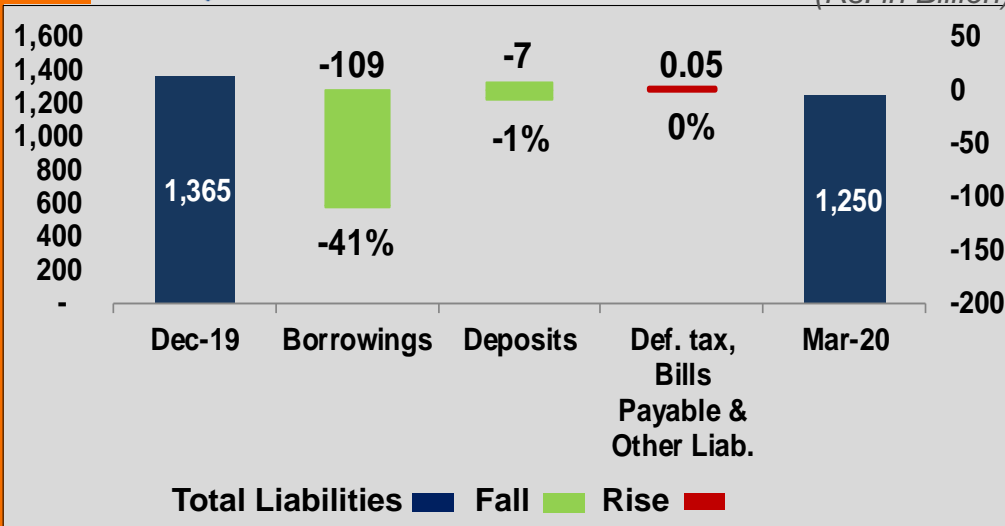
Net Advances stood at Rs. 462 Billion (decreasing by 5% compared to an industry growth of 1%)

Particulars	Mar' 20	Dec'19	ABL Growth	Industry Growth
Cash, Bank Balance & Lending to FI	121	134	-10%	2%
Investments	674	758	-11%	6%
Advances - Net	462	485	-5%	1%
Operating fixed & other assets	106	104	2%	3%
Total Assets	1,363	1,481	-8%	3%



Highlights Financial Position (Liabilities)

(Rs. in Billion)



Total Liabilities Rs. 1,250 Billion (decreased by 8%)

Deposits aggregated to reach Rs. 1,042 billion; decrease of 1%. CASA Mar'20 improved to: 83.8% (Dec'19: 82.9%).

Total Equity stood at Rs.113 billion (US\$ 681 Million).

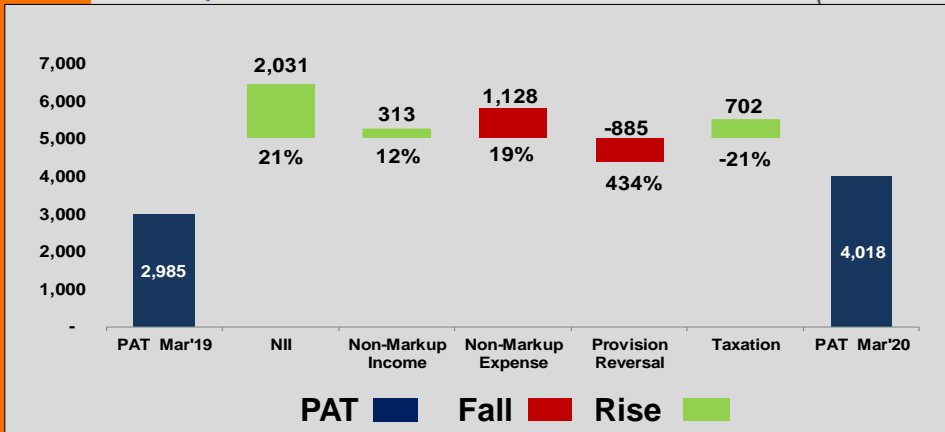
CAR: 23% as at March 31, 2019; Industry CAR Dec'19 :17%

Particulars	Mar'20	Dec'19	ABL Growth	Industry Growth
Borrowings	158	266	-41%	4%
Deposits & Other Accounts	1,042	1,049	-1%	3%
Def Tax, Bills Payable & Other Liab.	50	50	0%	-1%
Total Liabilities	1,250	1,366	-8%	3%



Highlights Income Statement

(Rs. in Million)



Particulars	Mar' 20	Mar'19	QoQ
Interest Income	32,071	24,344	32%
Interest Expense	20,454	14,759	39%
Net Interest Income (NII)	11,616	9,585	21%
Non Markup Income	2,850	2,537	12%
Gross Income	14,466	12,122	19%
Non Markup Expense	7,204	6,076	19%
Profit Before Provisions	7,262	6,046	20%
Provision Reversal	681	(204)	-434%
Profit Before Taxation	6,581	6,250	5%
Current Year Taxation	2,563	2,430	5%
Profit After Current Taxation	4,018	3,820	5%
Prior Year Super Tax	-	835	100%
Profit After Taxation	4,018	2,985	35%
EPS	3.51	2.61	34%

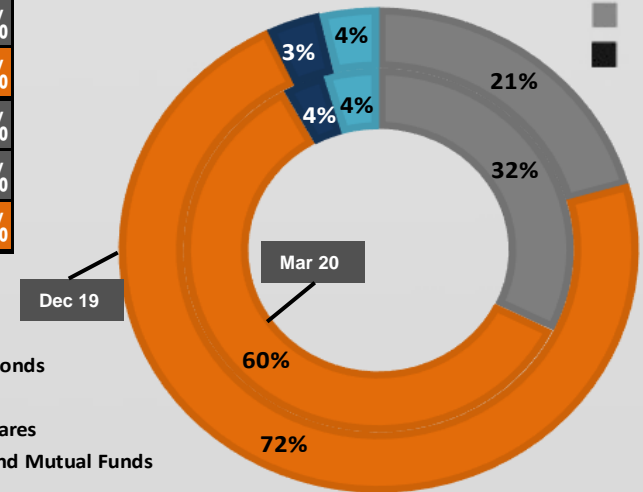
- Rate Variance along with volumetric growth in earning assets and effective duration management facilitated growth of 21% in Net Interest Income.
- Fee & Commission income increased by 11%.
- Capital Gains of Rs. 1,101 million recognized through sale of Fixed Income securities and equity portfolio.
- Administrative cost growth restricted to 19% despite investment in Human Resource, significant increase in regulatory & FATF related compliance costs and cost of doing business.
- Compounding of systematic risks amidst COVID-19 outbreak led to recognition of net charge of Rs. 579 million for diminution in value of equity securities
- Profit after tax increased by 10%; EPS Increased to Rs 3.51 per share compared to Rs 2.61 in the corresponding period.

A Investments

(Rs. in Million)

Investments	Mar' 20	Dec'19	Var.	Growth
Pakistan Investment Bonds	216,588	154,349	62,238	40%
Market Treasury Bills	400,191	542,566	(142,375)	-26%
Listed and Unlisted Shares	24,116	25,344	(1,229)	-5%
TFCs, Bonds, Sukuks and Mutual Funds	30,087	27,347	2,740	10%
Subsidiary	500	500	-	0%
Investments at Cost	671,482	750,106	(78,625)	-10%
Prov. for dimin. in value of investments	(4,013)	(3,584)	(429)	12%
Surplus on Revaluation	6,339	11,435	(5,096)	-45%
Investments at Carrying Value	673,808	757,957	(84,149)	-11%

Investments	Mar'20	Dec'19
Surplus / (Deficit) on revaluation of securities	6,339	11,435
Pakistan Investment Bonds	4,759	784
Market Treasury Bills	1,354	177
Listed and Unlisted Shares	1,785	9,686
TFCs, Bonds, Sukuks and Mutual Funds	(1,559)	788
Total Investments at market value	673,808	757,957

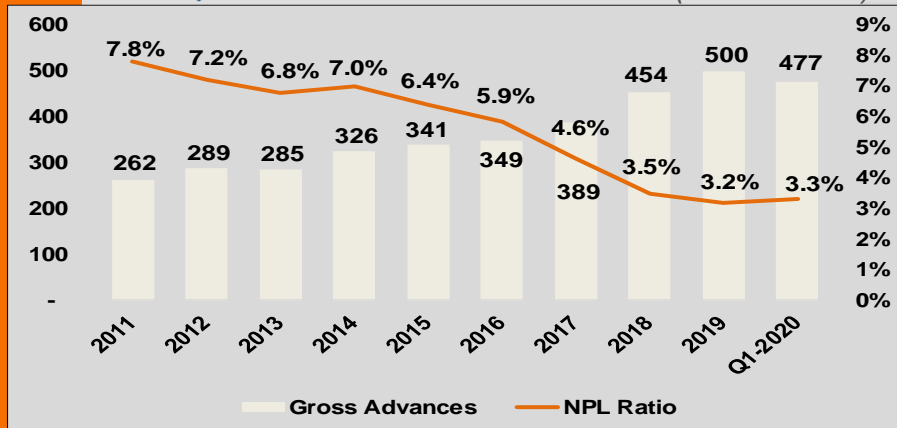


- Pakistan Investment Bonds
- Market Treasury Bills
- Listed and Unlisted Shares
- TFCs, Bonds, Sukuks and Mutual Funds



Advances & Asset Quality

(Rs. in Billion)



Gross Advances reached Rs. 477 billion (5%↓)
(Industry Growth 1%)



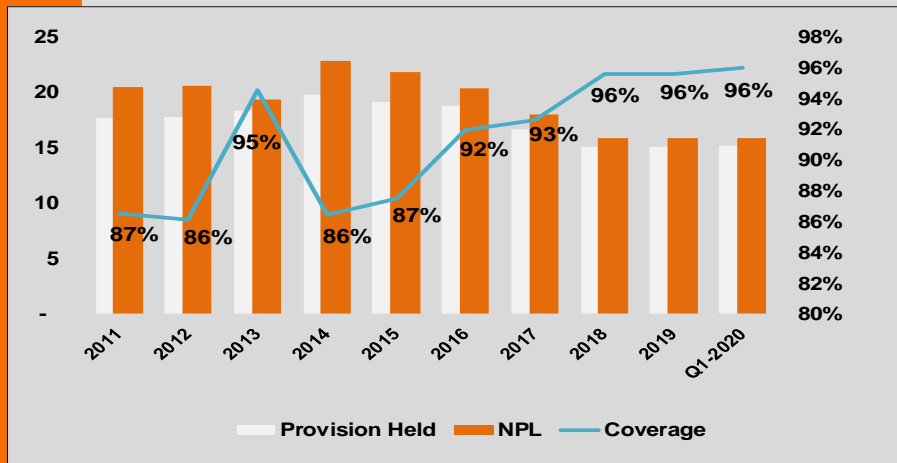
Net ADR ratio reached 46% (Industry Dec'19 ADR: 52%)



- NPLs at 15.8 Billion (0.1%↓)
- NPL Ratio 3.32% (0.15% ↑); Industry Dec'19: 8.1%
- NPL Coverage 96% (0.7%↑); Industry Dec'19: 84.7%



Key sectors include Non Financial Public Sector Enterprise, Power, Textile, NBFI's and Chemical remained key sectors.



A Deposits

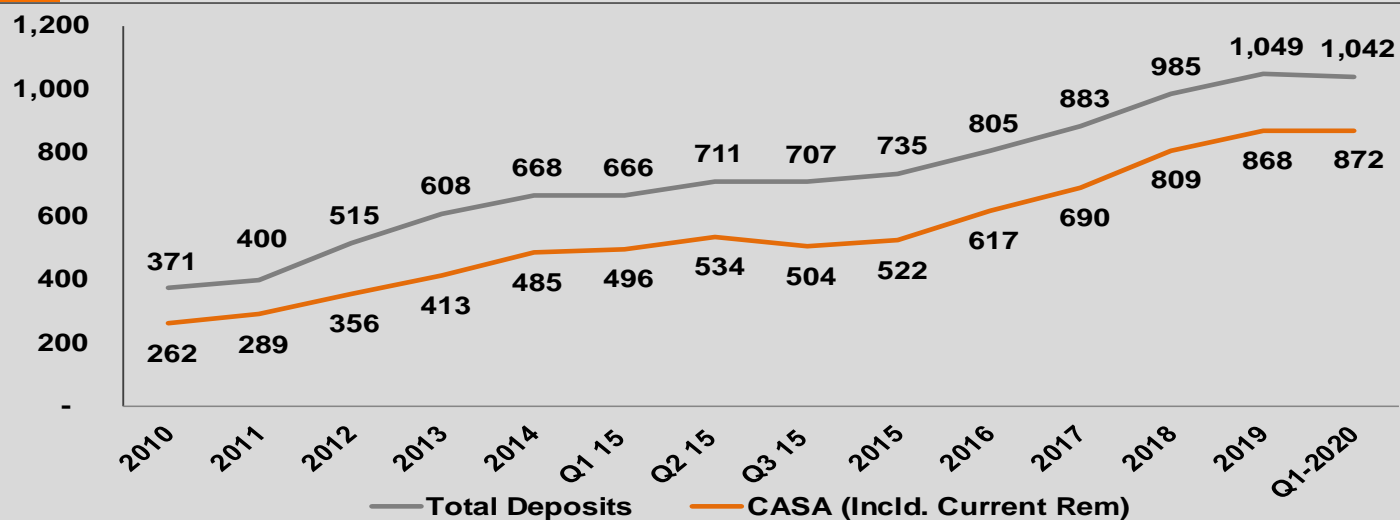
(Rs. in Billion)

Particulars	Mar' 20	Dec' 19	Var (%)
Current	391	411	-5%
Saving	481	458	5%
Term	170	181	-6%
Total Deposits	1,042	1,049	-1%

Market Share: 7%

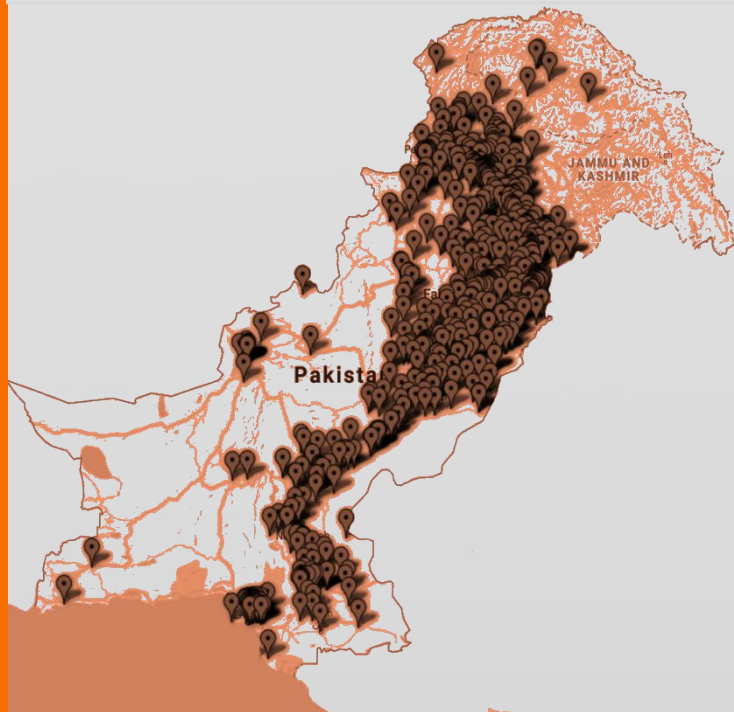
Industry Growth: 3%

CASA Mix: 84%





Key Channels & Ratios



Key Ratios	ABL		Industry
Month	Mar'20	Dec'19	Dec' 19
ROA (%)	1.1%	1.0%	1.5%
ROE (Tier I) (%)	17.9%	16.2%	12.3%
Capital Adequacy Ratio (%)	23.0%	21.7%	17.0%

Channels	Mar' 20	Dec' 19	Growth
Total Branches	1,388	1,395	(7)
Conventional	1,271	1,278	(7)
Islamic	117	117	-
Total ATMs	1,549	1,515	34
On-site	1,201	1,186	15
Off-site	345	328	17
Mobile Banking Units	3	1	2
ATM Network Uptime (%)	97%	97%	-
Islamic Windows	60	60	-

Stock Market Data

Pakistan Stock Exchange Code: ABL

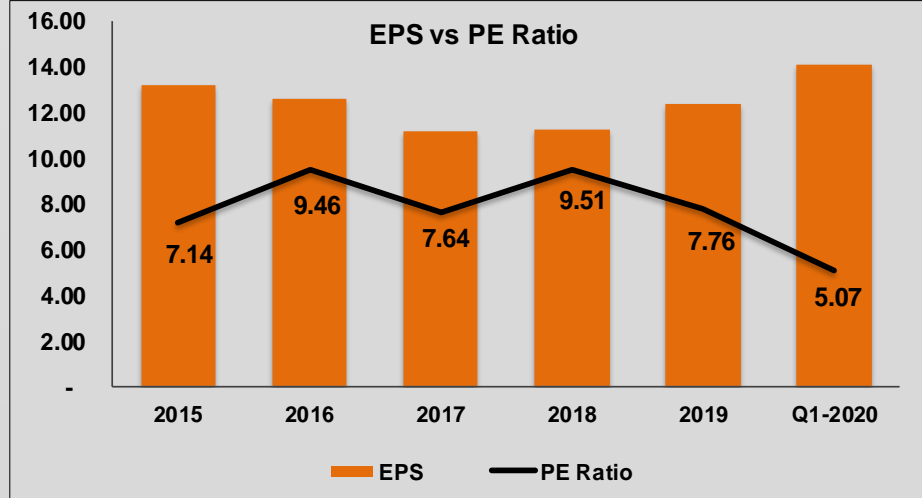
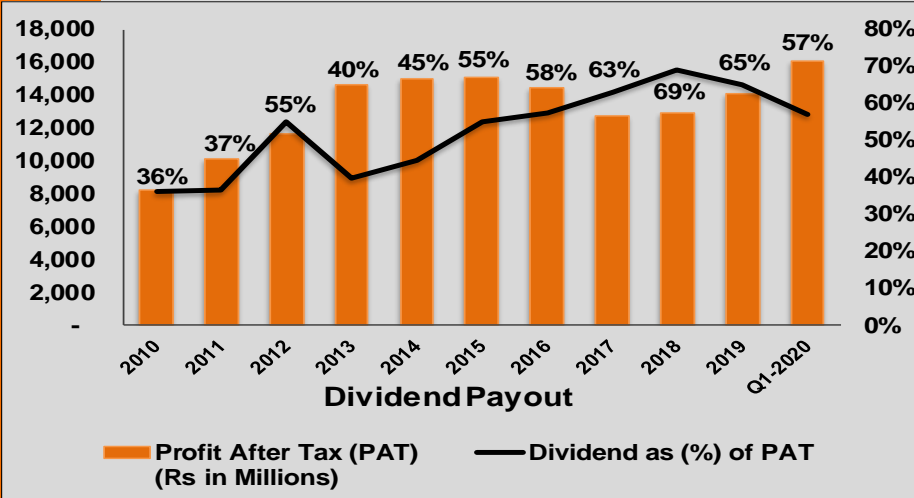
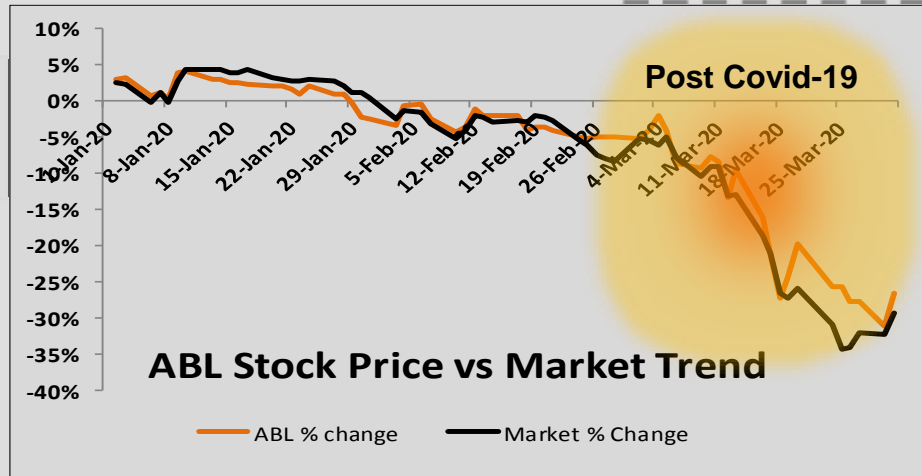
Bloomberg Code: ABL PA

Shares Outstanding (mln): 1,145.07

Market Capitalization (Rs. bln): 81.437

Stock Price as at Mar 31: Rs. 71.12

Period High/Low: 71.83/68.00





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 2020 - Management Association of Pakistan



7

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



8

Utility Deal of the Year from Triple A Asia Infrastructure Awards & Most Innovative Islamic Bank Window by International Finance Awards

A Corporate Governance & Ratings

Entity Rating

- 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

PACRA

CGR

- CGR-9+ (Corporate Governance Rating)
- 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.

VIS Credit Rating Company

Deposits

- 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.

Moody's



Annexures

Annexure A

Statement of Financial Position - Standalone Basis

Annexure B

Statement of Financial Position - Consolidated

Annexure C

Income Statement - Standalone Basis

Annexure D

Income Statement Consolidated



Statement of Financial Position : Standalone

ASSETS	Rs. in Million			US\$ in Million			Growth
	Mar'20	Dec'19	Var.	Mar'20	Dec'19	Var.	
Cash and Balances with Banks	87,530	120,546	(33,016)	526	724	(198)	-27%
Lending to FIs	33,525	13,607	19,918	201	82	120	146%
Investments	673,808	757,957	(84,149)	4,049	4,555	(506)	-11%
Advances - net	461,523	485,016	(23,493)	2,774	2,915	(141)	-5%
Fixed Assets	65,546	64,084	1,462	394	385	9	2%
Other Assets	40,898	39,911	987	246	240	6	2%
TOTAL ASSETS	1,362,830	1,481,121	(118,291)	8,190	8,901	(711)	-8%
LIABILITIES							
Deposits	1,041,881	1,049,043	(7,162)	6,261	6,304	(43)	-1%
Borrowings	157,603	266,448	(108,845)	947	1,601	(654)	-41%
Bills Payable	7,371	7,879	(508)	44	47	(3)	-6%
Other Liabilities	42,678	42,400	278	256	255	2	1%
TOTAL LIABILITIES	1,249,532	1,365,770	(116,237)	7,509	8,208	(699)	-9%
NET ASSETS	113,298	115,351	(2,053)	681	693	(12)	-2%
EQUITY and RESERVES							
Share Capital	11,451	11,451	-	69	69	-	0%
Reserves	79,305	78,091	1,214	477	469	7	2%
Equity Tier I	90,756	89,542	1,214	545	538	7	1%
Equity Tier II	113,298	115,351	(2,053)	681	693	(12)	-2%



Statement of Financial Position : Consolidated

ASSETS	Rs. in Million			US\$ in Million			Growth
	Mar' 20	Dec'19	Var.	Mar' 20	Dec'19	Var.	
Cash and Balances with Banks	87,521	120,538	(33,017)	526	724	(198)	-27%
Lending to Fis	33,525	13,607	19,918	201	82	120	146%
Investments	675,330	759,654	(84,324)	4,058	4,565	(507)	-11%
Advances - net	461,571	485,052	(23,481)	2,774	2,915	(141)	-5%
Operating fixed assets	65,670	64,216	1,454	395	386	9	2%
Other Assets	41,342	40,317	1,025	248	242	6	3%
TOTAL ASSETS	1,364,959	1,483,383	(118,425)	8,203	8,915	(712)	-8%
LIABILITIES							
Deposits	1,041,859	1,049,019	(7,160)	6,261	6,304	(43)	-1%
Borrowings	157,603	266,448	(108,845)	947	1,601	(654)	-41%
Bills Payable	7,371	7,879	(508)	44	47	(3)	-6%
Other Liabilities	43,095	42,826	269	259	257	2	1%
TOTAL LIABILITIES	1,249,928	1,366,172	(116,244)	7,512	8,210	(699)	-9%
NET ASSETS	115,031	117,212	(2,180)	691	704	(13)	-2%
EQUITY and RESERVES							
Share Capital	11,451	11,451	-	69	69	-	0%
Reserves	81,038	79,952	1,086	487	480	7	1%
Equity Tier I	92,489	91,403	1,086	556	549	7	1%
Equity Tier II	115,031	117,212	(2,181)	691	704	(13)	-2%



Income Statement : Standalone

Particulars	Rs. in Million			US\$ in Million			Growth
	Mar' 20	Mar'19	Var.	Mar' 20	Mar'19	Var.	
Mark-up/ interest Income	32,071	24,344	7,727	193	146	46	32%
Mark-up/ interest Expensed	20,454	14,759	5,695	123	89	34	39%
Net Mark-up/ interest Income	11,616	9,585	2,031	70	58	12	21%
Capital Gain & Dividend	1,479	425	1,054	9	3	6	248%
Fee based Income & Others	1,371	2,112	(741)	8	13	(4)	-35%
Non Mark-up/ Interest Income	2,850	2,537	313	17	15	2	12%
Gross Income	14,466	12,122	2,344	87	73	14	19%
Human Resource Cost	3,318	2,867	451	20	17	3	16%
Other Operating Cost	3,886	3,209	677	23	19	4	21%
Total Operating Cost	7,204	6,076	1,128	43	37	7	19%
Operating Profit/(Loss)	7,262	6,046	1,216	44	36	7	20%
Total Provisions	681	(204)	885	4	(1)	5	-434%
Profit Before Tax	6,581	6,250	331	40	38	2	5%
Taxation-Current	2,563	2,430	133	15	15	1	5%
Profit Before Prior Year Super Tax	4,018	3,820	198	24	23	1	5%
Super Tax Prior Year	-	835	(835)	-	5	(5)	100%
Profit After Tax	4,018	2,985	1,033	24	18	6	35%



Income Statement : Consolidated

Particulars	Rs. in Million			US\$ in Million			Growth
	Mar' 20	Mar'19	Var.	Mar' 20	Mar'19	Var.	
Mark-up/ interest Income	32,071	24,345	7,726	193	146	46	32%
Mark-up/ interest Expensed	20,455	14,759	5,696	123	89	34	39%
Net Mark-up/ interest Income	11,616	9,586	2,030	70	58	12	21%
Capital Gain & Dividend	1,257	507	750	8	3	5	148%
Fee based Income & Others	1,544	2,257	(713)	9	14	(4)	-32%
Non Mark-up/ Interest Income	2,801	2,764	37	17	17	0	1%
Gross Income	14,417	12,350	2,067	87	74	12	17%
Human Resource Cost	3,385	2,912	472	20	18	3	16%
Other Operating Cost	3,923	3,261	662	24	20	4	20%
Total Operating Cost	7,308	6,172	1,136	44	37	7	18%
Operating Profit/(Loss)	7,109	6,177	932	43	37	6	15%
Total Provisions	681	(204)	885	4	(1)	5	-434%
Profit Before Tax	6,428	6,381	47	39	38	0	1%
Taxation - Current	2,538	2,452	86	15	15	1	4%
Profit Before Prior Year Super Tax	3,890	3,929	(39)	23	24	(0)	-1%
Super Tax Prior Year	-	835	(835)	-	5	(5)	100%
Profit After Tax	3,890	3,094	796	23	19	5	26%



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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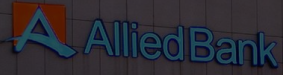
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ہیپ کے دل میں بہا اکاؤنٹ



THANK YOU

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