

Allied Bank Limited



**Investor Presentation
For The Nine Months Period Ended
September 30, 2018**

Contents

Description	Slide No.
Introduction	3
Major Highlights- Balance Sheet – Total Assets	4
Major Highlights – Balance Sheet – Total Liabilities	5
Major Highlights – Income Statement	6
Investments	7
Advances & Asset Quality	8
Deposits	9
Key Ratios	10
Corporate Governance & Rating	11
Stock market Data	12
Awards & Achievement	13
Annexures	14-18

ABL Asset Management Co. Ltd.
Holding:100%

On-site;1,073
Off-site;298

ATMs: 1,353

Subsidiary

Overseas
Branches

Bahrain WBU
Export Processing
Zone

**Allied
Bank**

Rep Offices

UAE-Dubai &
China-Beijing

Domestic
Branches

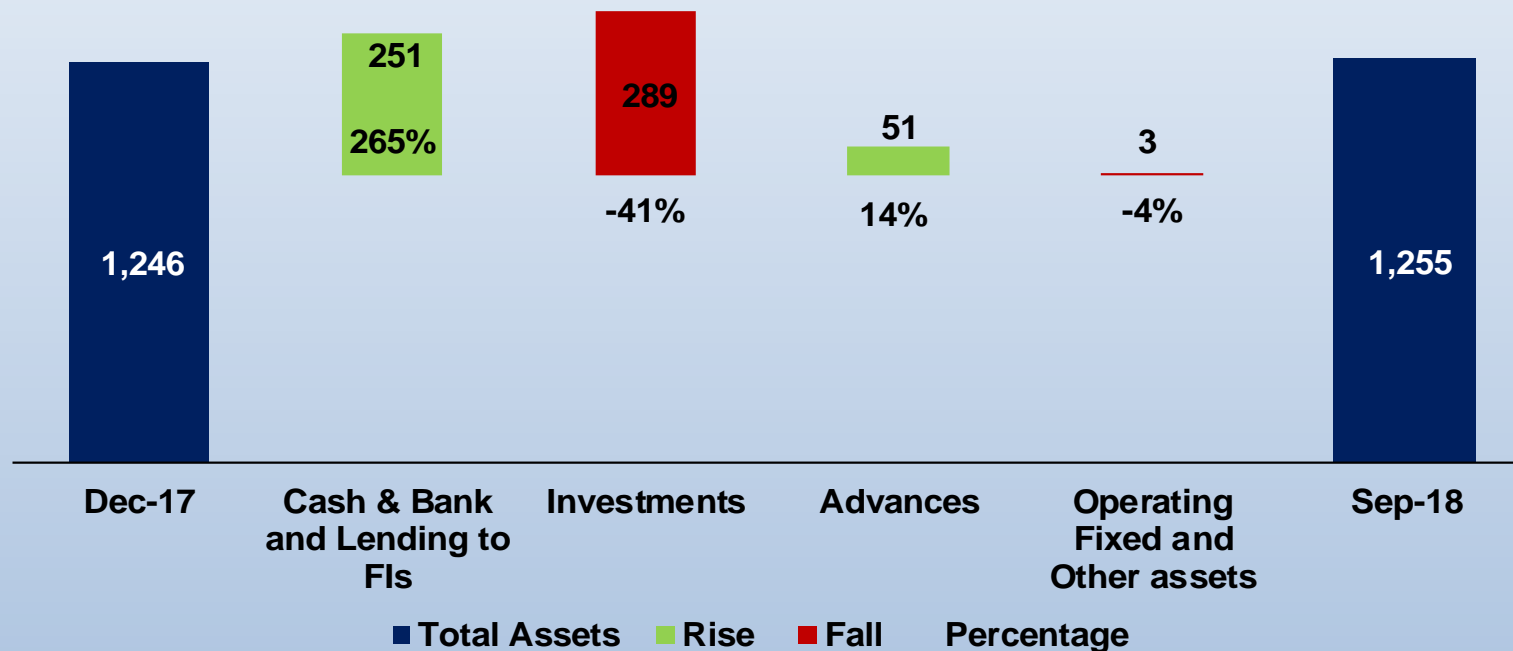
Domestic
Branches;1,258
(Incl. 117 Islamic Br.)

Corporate
Governance
Rating

CGR 9+

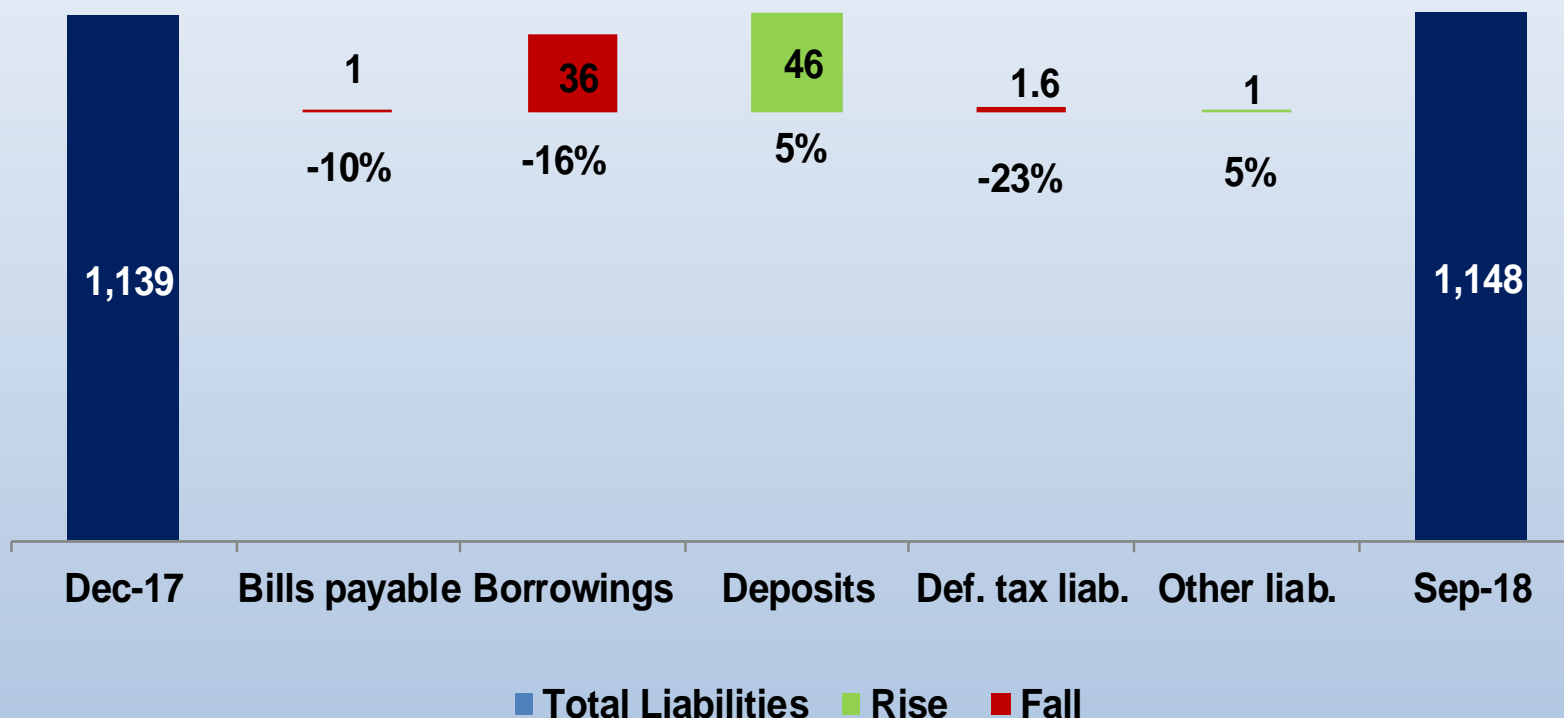
Entity Credit
Rating

AAA Long Term
A1+ Short Term

MAJOR HIGHLIGHTS – BALANCE SHEET
TOTAL ASSETS - Rs. in Billion


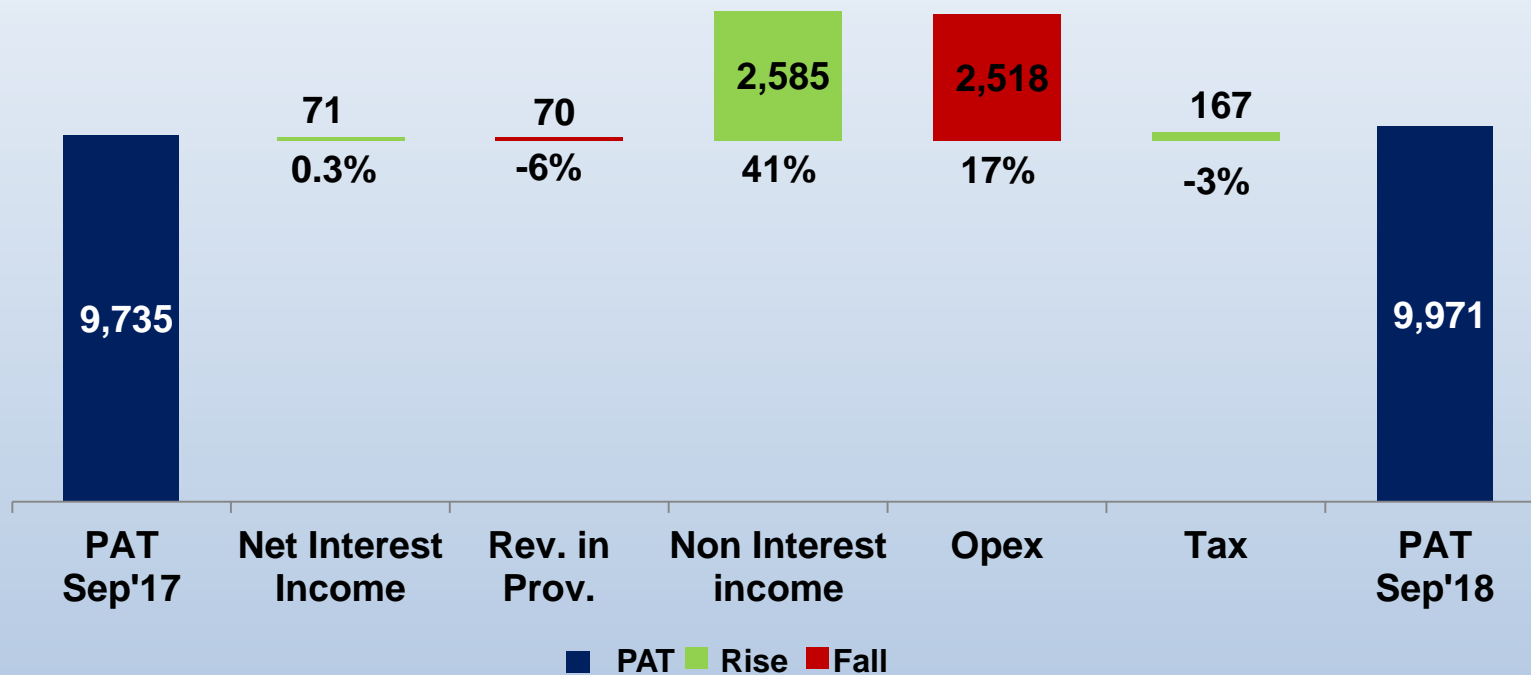
- **Total Assets Rs.1,255 Billion; Growth 1%. Despite industry wide contraction**
- **Healthy growth in advances**
- **Re-profiling of investments in rising interest rates landscape**

TOTAL LIABILITIES - Rs. in Billion



- Total Liabilities Rs.1,148 Billion
- Stable growth in deposits; Focus in CASA Sep'18: 83%
- Total Equity at Rs.108 billion (US\$ 868 Million)
- CAR: 22.4% as at September 2018; Industry CAR Jun'18: 15.9%

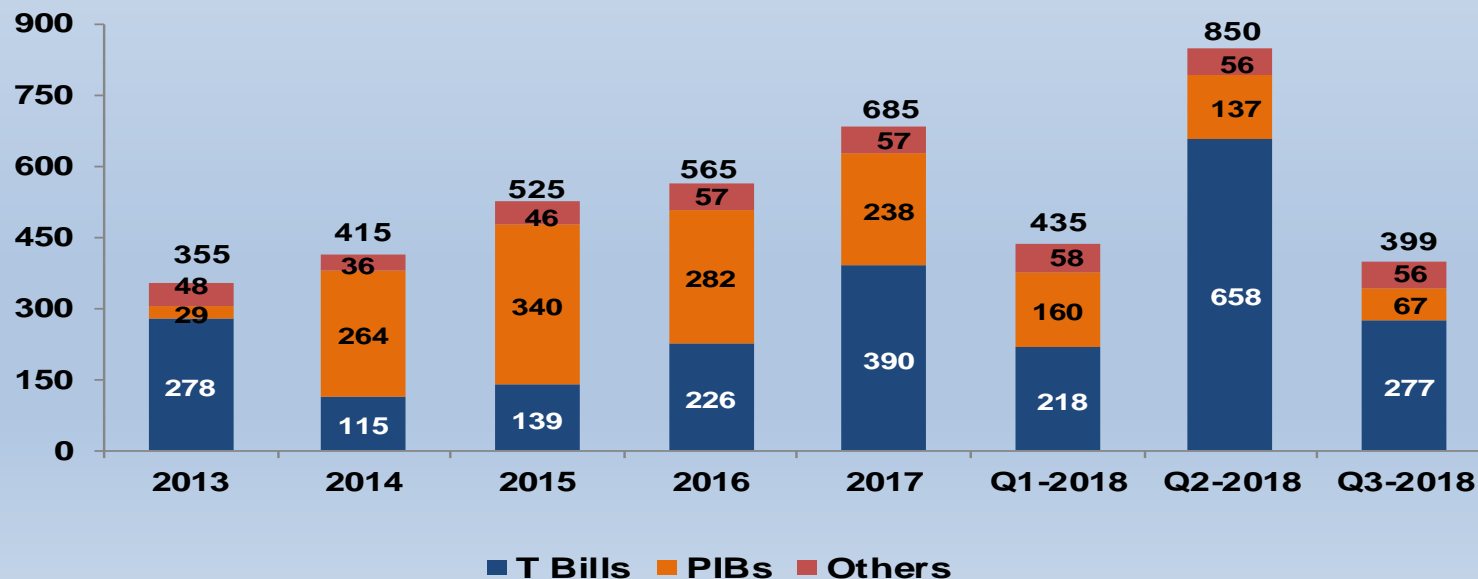
PROFIT AFTER TAX - Rs. in Million



- PAT at Rs.9,971 million: Growth 2.4%; EPS Rs.8.70 (Sep'17: Rs. 8.50)
- Growth in Net Interest Income; despite repricing gap and reduction in high yielding PIBs
- Growth in Non Interest Income; Realization of Capital Gains, Fee income growth and Foreign Exchange earnings
- Higher OPEX on account of branch expansion and investment in systems

INVESTMENTS

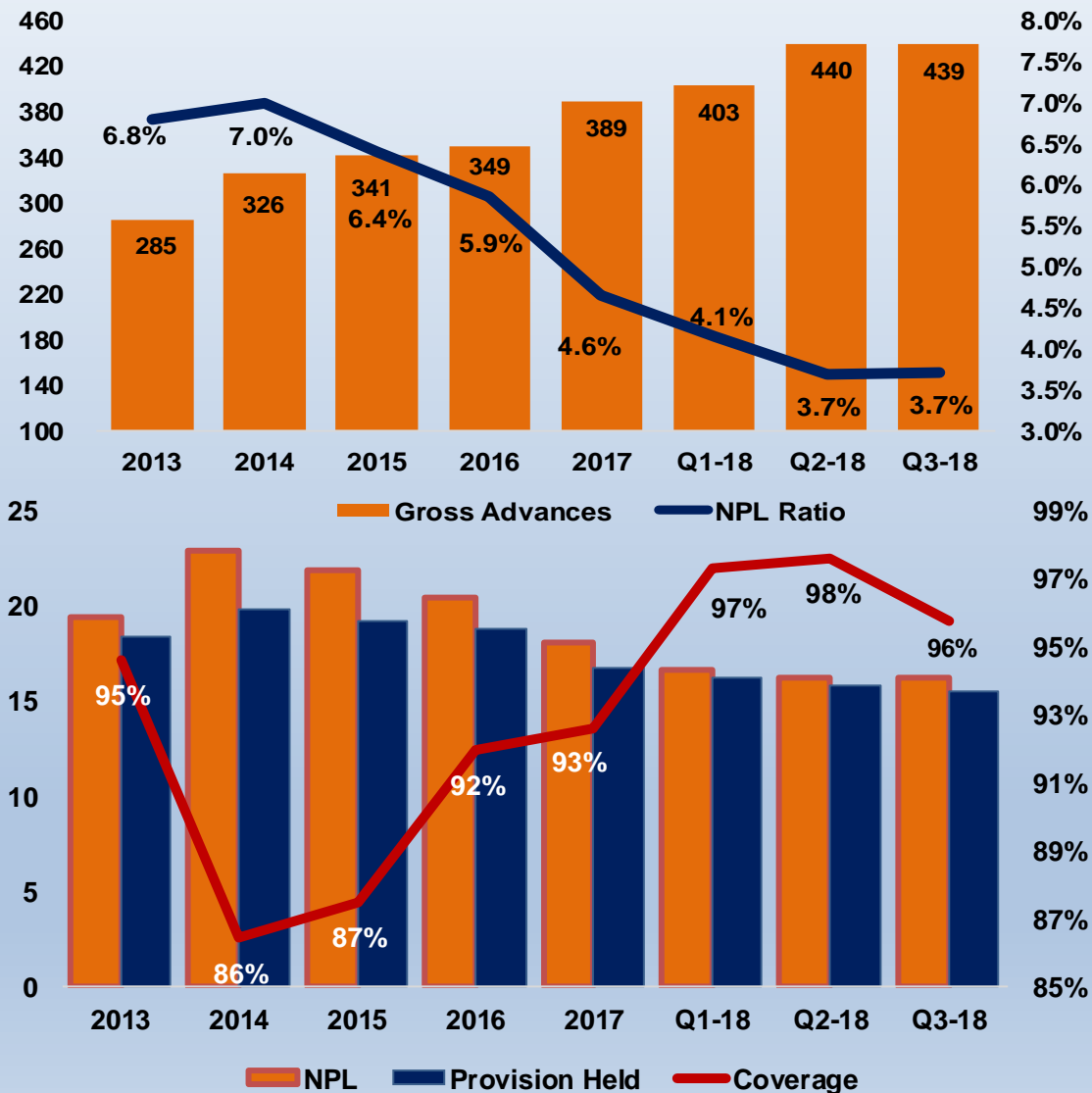
	<i>Rs. in Million</i>				<i>Composition</i>	
	Sep-18	Dec-17	Var.	Growth	Sep-18	Dec-17
Pakistan Investment Bonds	66,596	237,631	(171,034)	-72%	17%	35%
Market Treasury Bills	277,130	390,385	(113,256)	-29%	69%	57%
Listed and Unlisted Shares	26,289	26,551	(263)	-1%	7%	4%
TFCs, Bonds, Sukuks and Mutual Funds	28,867	29,575	(708)	-2%	7%	4%
Subsidiary	500	500	-	0%	0%	0%
Investments at Cost	399,381	684,642	(285,261)	-42%	100%	100%
Prov. for dimin. in value of investments	(2,554)	(2,705)	152	-6%		
Surplus on revaluation of securities	12,197	16,145	(3,949)	-24%		
Total Investments at market value	409,024	698,082	(289,058)	-41%		



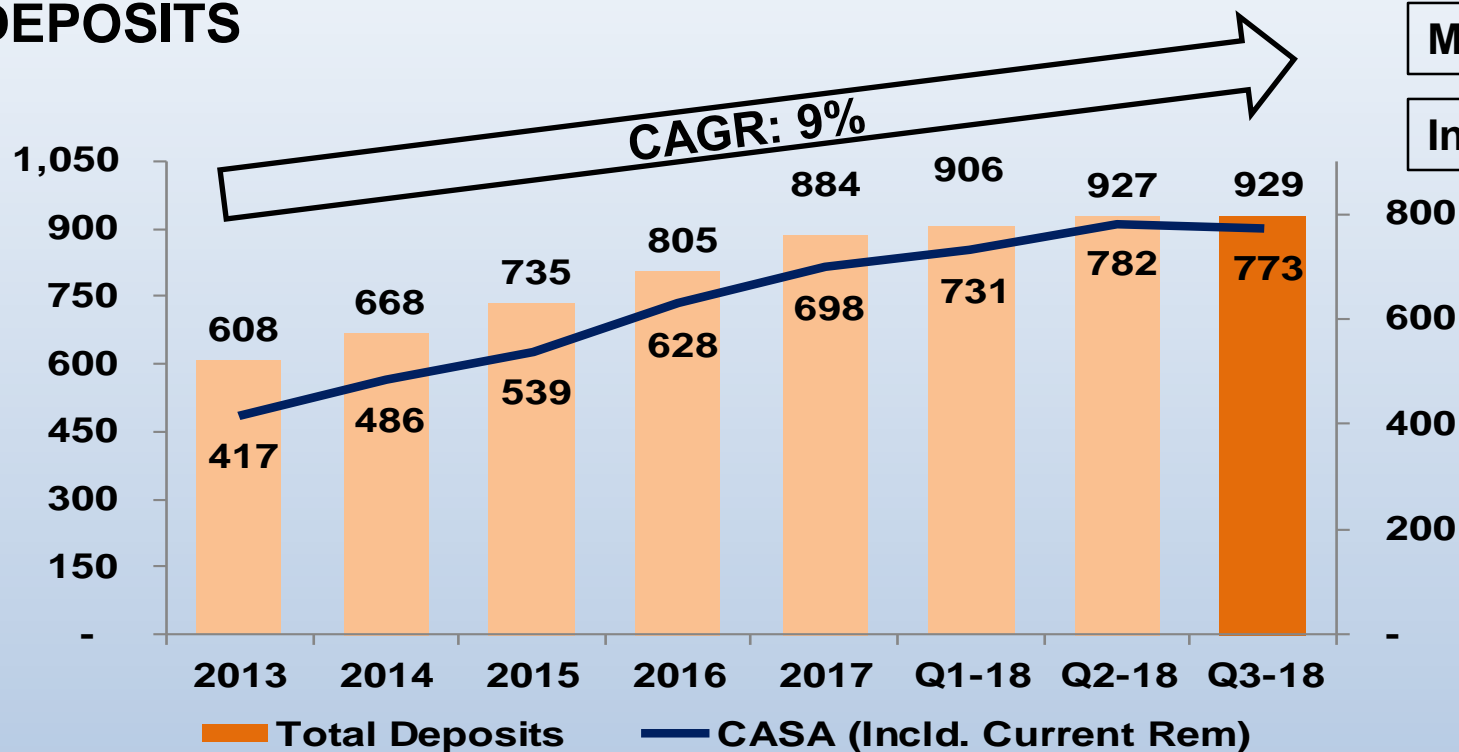
ADVANCES & ASSET QUALITY

Market Share: 6%

- Gross Advances reached Rs. 438 billion (↑ 13%) (Industry growth 16%)
- NPLs at Rs.16 billion (↓ 10%)
- NPL ratio 3.7% (↓ 0.9%) (Industry Jun'18: 7.9%)
- NPL coverage 95.7% (↑ 3%) (Industry Jun'18 : 87.1%)
- Power, Packaging, Oil and Commodity remained key sectors.



DEPOSITS



<i>Rs. In Billion</i>	Sep-18	Dec-17	Growth
Current	351	316	11%
Saving	422	382	10%
Term	156	186	-16%
Total Deposits	929	884	5%

Key Ratios

	2018	2018	2018	2017			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
ROA (%)	1.1	1.1	1.3	1.1	1.2	1.2	1.3
ROE (Tier I) (%)	16.5	17.8	18.7	17.0	17.0	17.1	19.1
Capital Adequacy Ratio (%)	22.4	22.3	22.7	22.4	22.3	22.1	22.3

Banking Sector Ratios

June 2018:

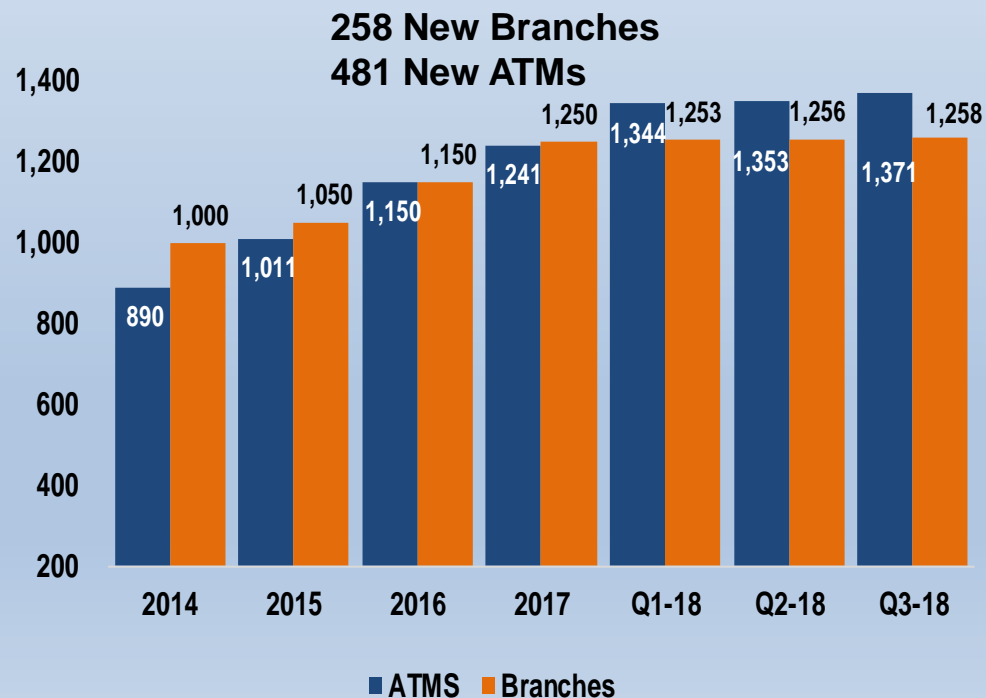
ROA: 0.9%

ROE: 12.4%

CAR: 15.9%

Channels

	Sep-18	Sep-17	Growth
Total Branches	1,258	1,167	91
Conventional	1,141	1,083	58
Islamic	117	84	33
Total ATMs	1,371	1,198	173
On-site	1,073	968	105
Off-Site	298	230	68



Corporate Governance & Ratings

RATING TYPE	RATING	RATING AGENCY	RATING INDICATION
Entity Rating	AAA (Long Term) A1+ (Short Term)	PACRA	A very low expectation of credit risk emanating from a very strong capacity for timely payment of financial commitments and not being significantly vulnerable to foreseeable events.
Corporate Governance Rating	CGR-9+	JCR-VIS	Very high level of corporate governance; The rating action takes into consideration the continued commitment of the Board and management of the Bank to maintain a sound governance framework.
Deposits	B3	Moody's	Negative outlook, driven by assessment of the bank's standalone credit strength.

Stock Market Data

Pakistan Stock Exchange Code	ABL
Bloomberg Code	ABL PA
Shares Outstanding (mln)	1,145.07
Market Capitalization (Rs. bln)	111.07
Market Capitalization (US\$ mln)	913.87
Current Stock Price*	101.92
12M High/Low	109.95/76.72

ABL outperformed market with 20% increase between Dec'17 – Sep'18

***Stock Price as at September 30, 2018**

AWARDS & ACHIEVEMENTS



Best Bank in Pakistan Award 2018 by Euromoney



Bank of the Year Pakistan 2017 Award by The Banker



6th FPCCI Achievement Award 2018



Best Bank for CSR – Pakistan



2nd Position Best Corporate Report Awards – ICAP & ICMAP



Top Issuer of PayPak Debit Cards by 1-Link

Annexures

INCOME STATEMENT – Standalone
Annexure A

	<i>Rs. in Million</i>			<i>US\$ in Million</i>			Growth
	Sep-18	Sep-17	Var.	Sep-18	Sep-17	Var.	
Mark-up/ interest Income	53,213	48,174	5,039	428	388	41	10%
Mark-up/ interest Expensed	29,592	24,624	4,968	238	198	40	20%
Net Mark-up/ interest Income	23,621	23,550	71	190	190	1	0%
Capital Gain & Dividend	4,260	2,445	1,815	34	20	15	74%
Fee based Income & Others	4,632	3,861	771	37	31	6	20%
Non Mark-up/ Interest Income	8,892	6,306	2,586	72	51	21	41%
Gross Income	32,513	29,856	2,657	262	240	21	9%
Human Resource Cost	8,667	8,188	479	70	66	4	6%
Other Operating Cost	8,602	7,055	1,547	69	57	12	22%
Total Operating Cost	17,269	15,242	2,027	139	123	16	13%
Operating Profit/(Loss)	15,244	14,614	630	123	118	5	4%
Total Provisions	(1,166)	(1,663)	497	(9)	(13)	4	-30%
Profit Before Tax	16,410	16,277	133	132	131	1	1%
Taxation	6,442	6,542	(100)	52	53	(1)	-2%
Profit After Tax	9,968	9,735	233	80	78	2	2%

INCOME STATEMENT – Consolidated

	<i>Rs. in Million</i>			<i>US\$ in Million</i>			Growth
	Sep-18	Sep-17	Var.	Sep-18	Sep-17	Var.	
Mark-up/ interest Income	53,213	48,176	5,037	428	388	41	10%
Mark-up/ interest Expensed	29,591	24,624	4,967	238	198	40	20%
Net Mark-up/ interest Income	23,622	23,552	70	190	190	1	0%
Capital Gain & Dividend	4,280	2,458	1,821	34	20	15	74%
Fee based Income & Others	5,094	4,345	749	41	35	6	17%
Non Mark-up/ Interest Income	9,374	6,803	2,571	75	55	21	38%
Gross Income	32,996	30,355	2,641	266	244	21	9%
Human Resource Cost	8,802	8,188	614	71	66	5	8%
Other Operating Cost	8,756	7,332	1,424	70	59	11	19%
Total Operating Cost	17,558	15,520	2,038	141	125	16	13%
Operating Profit/(Loss)	15,438	14,836	602	124	119	5	4%
Total Provisions	(1,166)	(1,663)	497	(9)	(13)	4	-30%
Profit Before Tax	16,604	16,498	106	134	133	1	1%
Taxation	6,496	6,605	(109)	52	53	(1)	-2%
Profit After Tax	10,108	9,893	215	81	80	2	2%

Statement of Financial Position – Standalone
Annexure B

ASSETS	Rs. in Million			US\$ in Million			Growth
	Sep-18	Dec-17	Var.	Sep-18	Dec-17	Var.	
Cash and Balances with Banks & Lending to FIs	345,253	94,711	250,543	2,779	762	2,017	265%
Investments	409,024	698,082	(289,058)	3,292	5,619	(2,327)	-41%
Advances - net	423,192	372,038	51,154	3,406	2,995	412	14%
Operating fixed assets	50,660	48,327	2,333	408	389	19	5%
Other Assets	27,351	32,554.76	(5,204)	220	262	(42)	-16%
TOTAL ASSETS	1,255,480	1,245,712	9,768	10,105	10,027	79	1%
LIABILITIES							
Deposits	929,438	883,741	45,697	7,481	7,113	368	6%
Borrowings	187,967	223,556	(35,589)	1,513	1,799	(286)	-16%
Bills Payable	7,056	7,835	(779)	57	63	(6)	-10%
Other Liabilities	23,185	23,864	(679)	187	192	(5)	-3%
TOTAL LIABILITIES	1,147,646	1,138,996	8,650	9,238	9,168	70	1%
NET ASSETS	107,834	106,716	1,118	868	859	9	1%
EQUITY and RESERVES							
Share Capital	11,451	11,451	-	92	92	-	0%
Reserves	71,131	67,193	3,938	573	541	32	6%
Equity Tier I	82,582	78,643	3,938	665	633	32	5%
Equity Tier II	107,834	106,716	1,117	868	859	9	1%

Statement of Financial Position – Consolidated
Annexure B

ASSETS	Rs. in Million			US\$ in Million			Growth
	Sep-18	Dec-17	Var.	Sep-18	Dec-17	Var.	
Cash and Balances with Banks & Lending to FIs	345,245	94,699	250,546	2,779	762	2,017	265%
Investments	410,396	699,324	(288,928)	3,303	5,629	(2,326)	-41%
Advances - net	423,233	372,081	51,152	3,407	2,995	412	14%
Operating fixed assets	50,687	48,356	2,331	408	389	19	5%
Other Assets	27,695	32,863	(5,168)	223	265	(42)	-16%
TOTAL ASSETS	1,257,256	1,247,323	9,933	10,120	10,040	80	1%
LIABILITIES							
Deposits	929,423	883,702	45,721	7,481	7,113	368	6%
Borrowings	187,967	223,556	(35,589)	1,513	1,799	(286)	-16%
Bills Payable	7,056	7,835	(779)	57	63	(6)	-10%
Other Liabilities	23,502	24,180	(678)	189	195	(5)	-3%
TOTAL LIABILITIES	1,147,948	1,139,273	8,675	9,240	9,170	70	1%
NET ASSETS	109,308	108,050	1,258	880	870	10	1%
EQUITY and RESERVES							
Share Capital	11,451	11,451	-	92	92	-	0%
Reserves	72,605	68,526	4,079	584	552	33	6%
Equity Tier I	84,056	79,977	4,079	677	644	33	5%
Equity Tier II	109,308	108,050	1,258	880	870	10	1%

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.

THANK YOU