

Allied Bank Limited

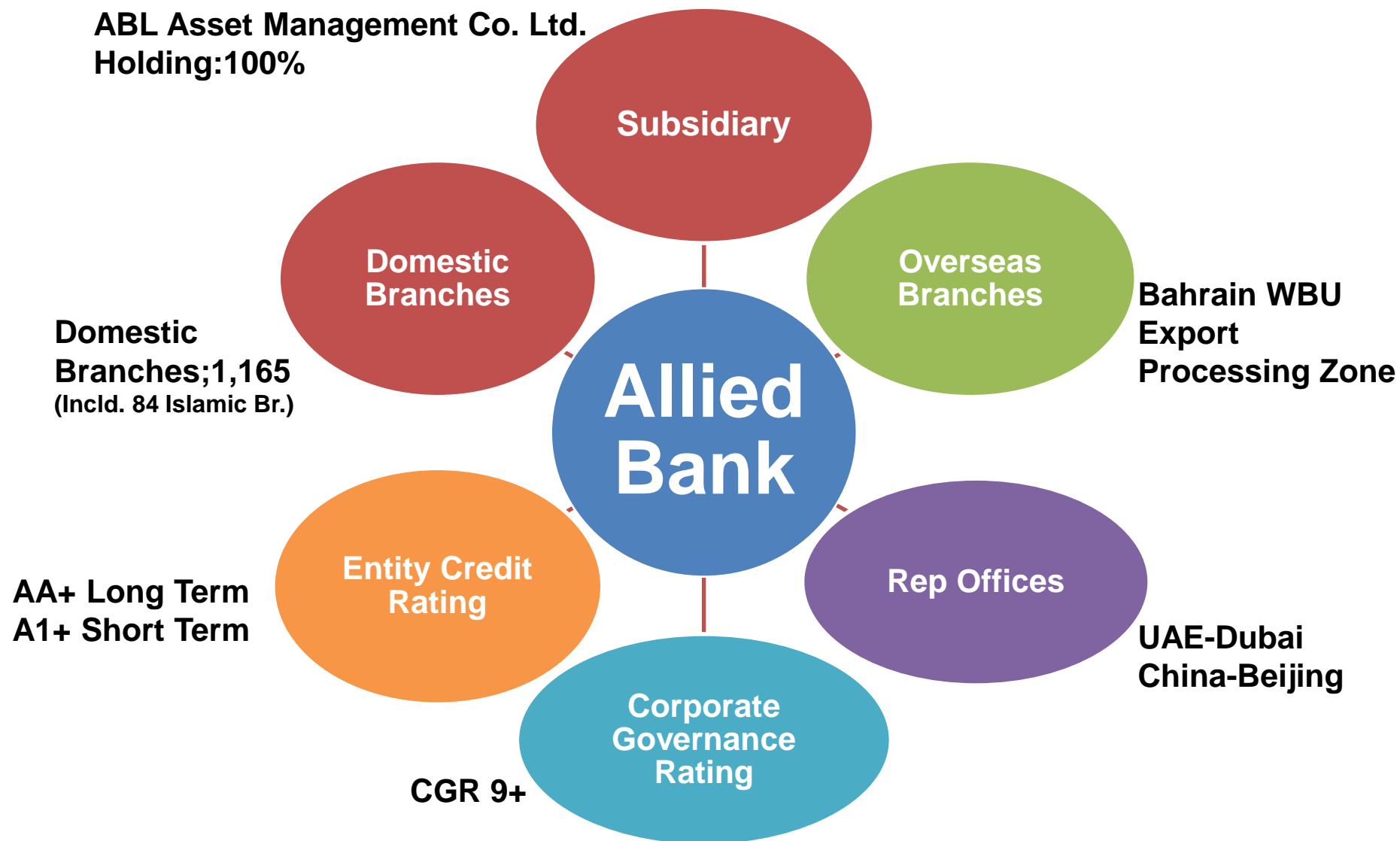


**Investor Presentation
For The Nine Months Period Ended
September 30, 2017**

Contents

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

ABL Asset Management Co. Ltd.
Holding:100%



MAJOR HIGHLIGHTS – INCOME STATEMENT
Rs. In Million

	Sep-17	Sep-16	Inc/(Dec)	
			Rs.	%
Profit Before Tax	16,277	20,344	(4,067)	-20%
Profit After Tax	9,735	12,228	(2,493)	-20%
EPS - in Rs	8.50	10.68	(2.18)	-20%

- NIM reached Rs.23,581 mln; ↓9%YoY – changing earning assets mix
- Prov. reversal against advances of Rs.1,228 million; (Sep'17:Rs.532 million)
- NIM after provisions at Rs.24,817 million (↓5% YoY)
- Fee income and other income Rs.3,337 million (↑7%)
- Dividend income (↓19% YoY) to Rs.2,024 million
- Cap. Gains at Rs.410 million (↓85% YoY)
- OPEX (↑5% YoY) on account of continuous investment towards :
 - Expansion in footprint – 92 new Branches
 - Alternate Delivery Channels – 173 new ATMs
 - Staff Strength – 11,128
 - Ongoing investment in Technology, Digital Banking and Risk Management initiatives

Detailed Standalone and Consolidated Income Statement disclosed in Annexure A

MAJOR HIGHLIGHTS – BALANCE SHEET
Rs. In Billion

	Sep-17	Dec-16	Inc/(Dec)	
			Rs.	%
Investments	601	590	11	2%
Advances	374	330	45	14%
Total Assets	1,124	1,069	55	5%
Total Equity	101	101	(0)	0%

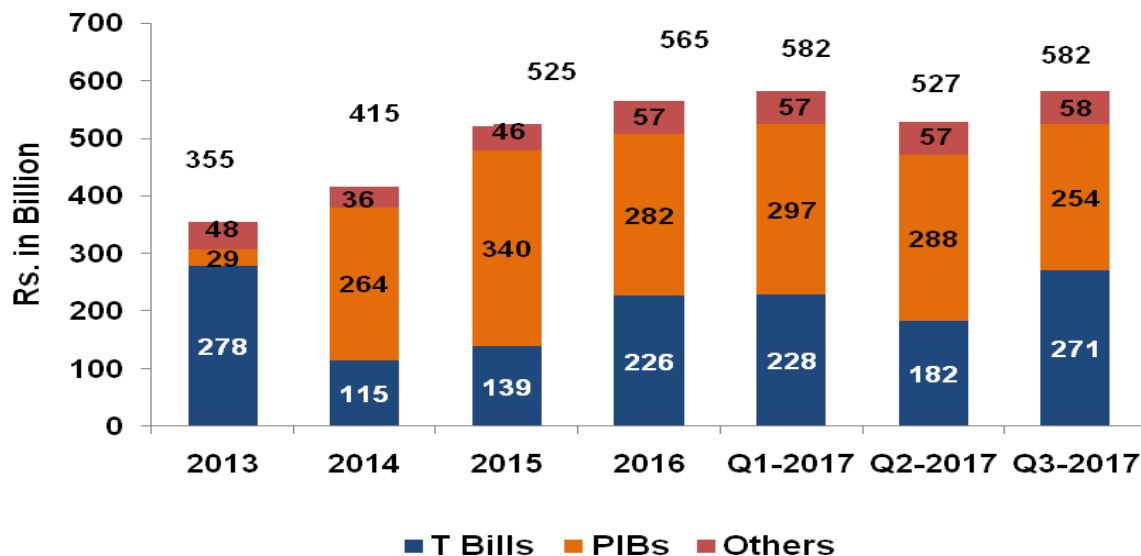
- Balance sheet footing increased to Rs.1,124 Billion (US\$10.7 Billion); (↑5% vs Dec'16)
- Average earning assets (↑10% vs Dec'16)
- Gross advances at Rs.392 billion (↑12% vs Dec'16)
- NPLs (↓8% vs Dec'16) to Rs.18.8 billion; improving NPL / Coverage Ratio
- Investments at market value stood at Rs.601 billion (↑2% vs Dec'16)
- Deposits base increased to Rs.828 Billion (↑3% vs Dec'16)
 - Current deposits grew by Rs.52 billion to Rs.306 Billion (↑20% vs Dec'16)
 - CASA % of total deposits increased to 79% (Dec'16: 78%); (↑5% vs Dec'16)
 - Market share: 7%
- Equity of the Bank stood at Rs.101 billion (US\$ 954 Million)
- CAR stood at 22.3% as at September 2017; Industry CAR Jun'17: 15.6%

Detailed Standalone and Consolidated Balance Sheet disclosed in Annexure B

INVESTMENTS

Market Treasury Bills
 Pakistan Investment Bonds
 TFCs, Bonds, Sukuks and Mutual Funds
 Listed and Unlisted Shares
 Subsidiary
 Investments at Cost
 Prov. for dimin. in value of investments
 Surplus on revaluation of securities
 Total Investments at market value

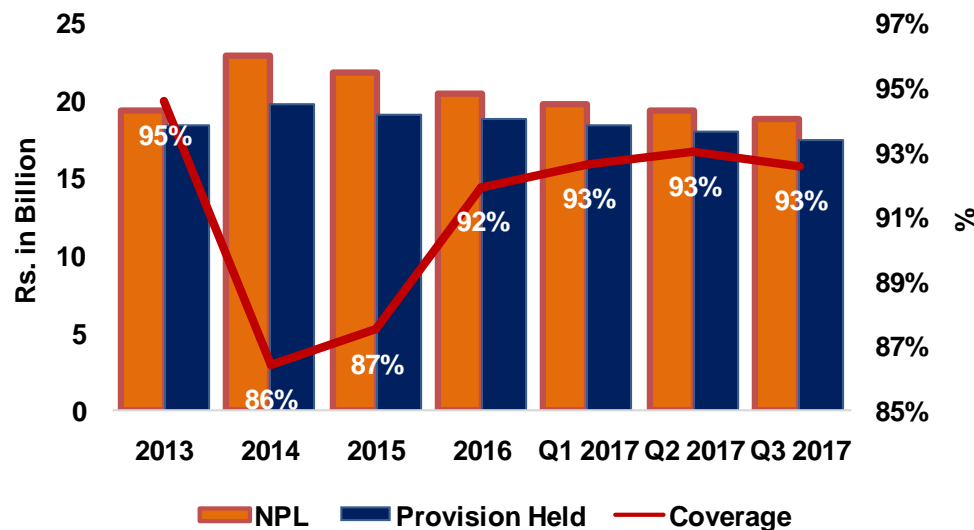
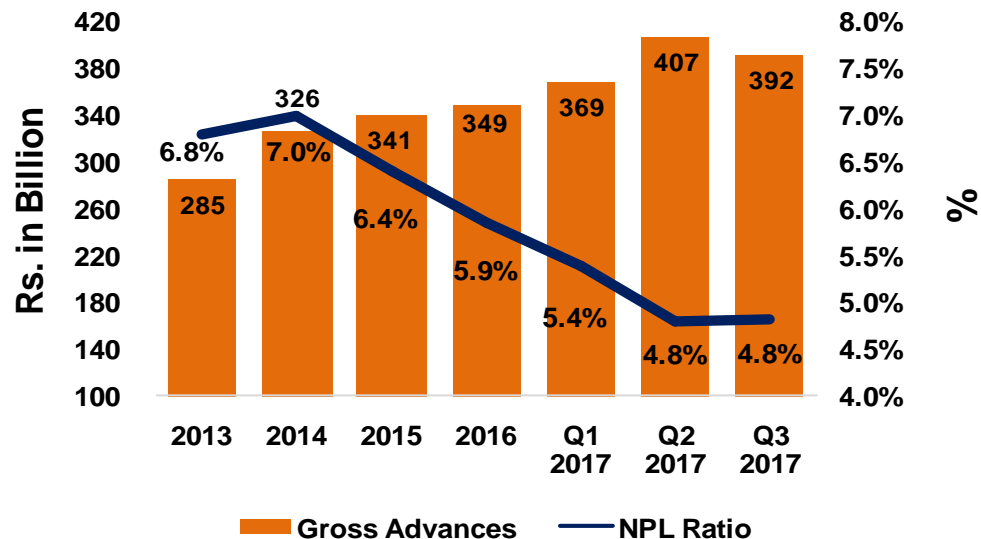
	<i>Rs. in Million</i>				<i>Composition</i>	
	Sep-17	Dec-16	Var.	Growth	Sep-17	Dec-16
Market Treasury Bills	270,554	226,220	44,334	20%	46%	40%
Pakistan Investment Bonds	253,799	281,631	(27,832)	-10%	44%	50%
TFCs, Bonds, Sukuks and Mutual Funds	30,530	30,303	227	1%	5%	5%
Listed and Unlisted Shares	26,501	26,134	367	1.4%	5%	5%
Subsidiary	500	500	-	0%	0%	0%
Investments at Cost	581,884	564,787	17,096	3%	100%	100%
Prov. for dimin. in value of investments	(2,689)	(2,697)	8	0%		
Surplus on revaluation of securities	21,829	27,774	(5,945)	-21%		
Total Investments at market value	601,024	589,865	11,159	2%		



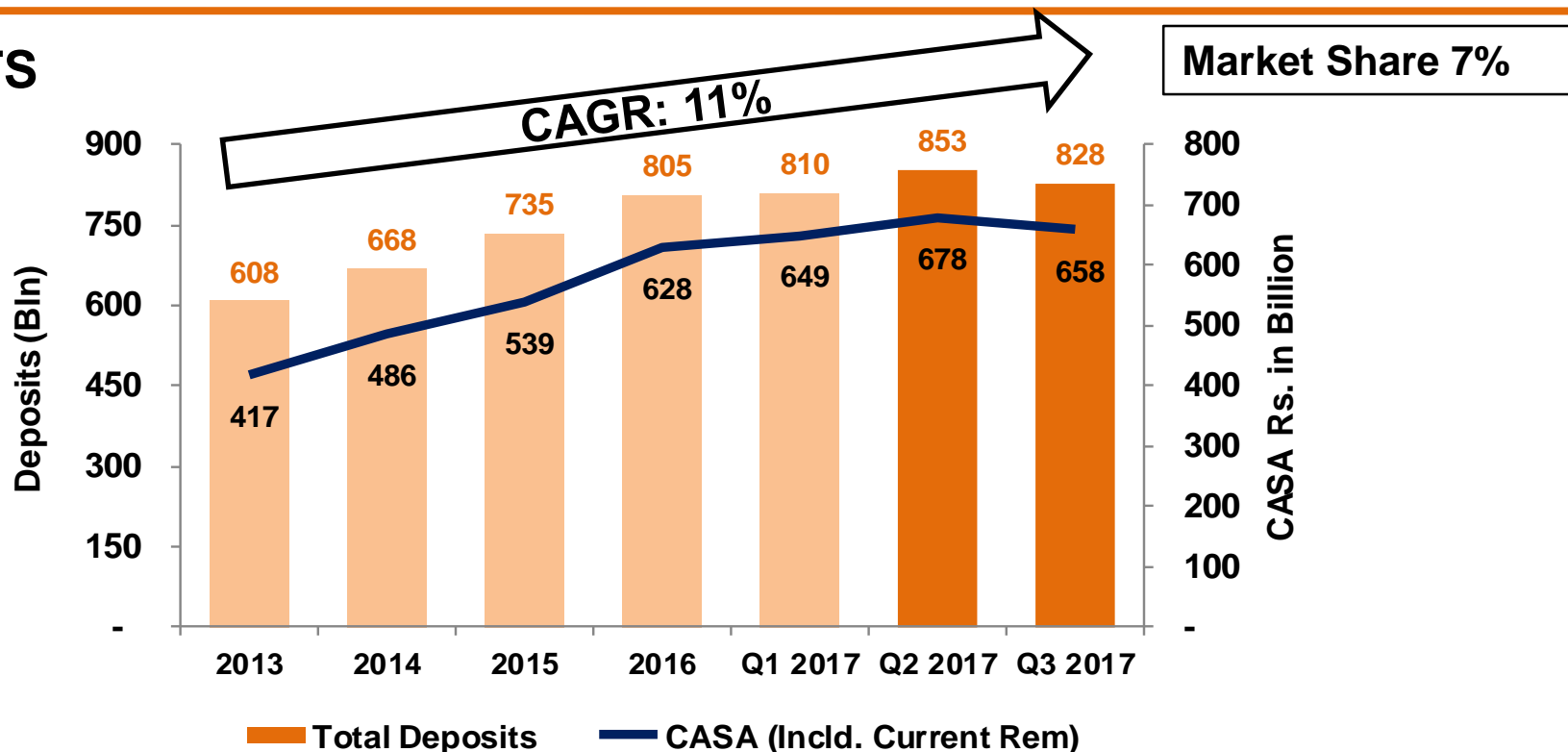
ADVANCES & ASSET QUALITY

- Gross Advances reached Rs.392 billion (↑12%)
- NPLs at Rs.18.8 billion (↓8%)
- NPL ratio 4.8% (↓1.1%) (Industry Jun'17: 9.3%)
- NPL coverage 93% (↑0.7%) (Industry Jun'17 : 84%)
- Power, Cement, Chemical, and Commodity remained key sectors.
- ADR at Sep'17: 47% (↑4%)

Market Share: 6.4%



DEPOSITS



Rs. In Billion	Sep-17	Dec-16	Growth
Current	306	254	20%
Saving/Current Rem.	352	374	-6%
Term	170	177	-4%
Total Deposits	828	805	3%

Key Ratios

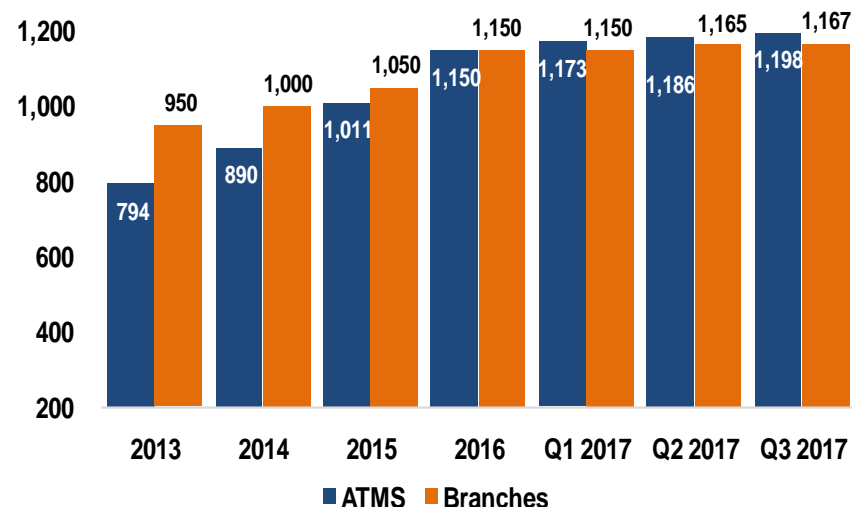
	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
ROA (%)	1.2	1.2	1.3	1.4	1.6	1.7	1.9
ROE (Tier I) (%)	17.0	17.1	19.1	20.3	23.0	24.5	27.6
Capital Adequacy Ratio (%)	22.3	22.1	22.3	20.8	21.9	21.3	20.9

Banking Sector Ratios June 2017:

ROA: 1.1%
ROE: 13.1%

Channels

	Sep-17	Sep-16	Growth
Total Branches	1,167	1,077	90
Conventional	1,083	1,034	49
Islamic	84	43	41
Total ATMs	1,198	1,025	173
On-site	968	858	110
Off-Site	230	167	63



Corporate Governance & Ratings

RATING TYPE	RATING	RATING AGENCY	RATING INDICATION
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.
Entity Rating	AA+ (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.
Deposits	B3	Moody's	Positive 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)	100.2
Market Capitalization (US\$ mln)	950
Current Stock Price*	87.49
12M High/Low	122.0/ 83.6

*Stock Price as of September 30, 2017

AWARDS & ACHIEVEMENTS



Best Corporate and Investment Bank - Pakistan



Best Corporate & Institutional Bank – Domestic, Pakistan 2016



Corporate Excellence Award 2016 by Management Association of Pakistan



Best Emerging Bank in Islamic Finance – CIIT



Best Loan House, Pakistan 2016

Annexures

INCOME STATEMENT – Standalone
Annexure A

	<i>Rs. in Million</i>			<i>US\$ in Million</i>			Growth
	Sep-17	Sep-16	Var.	Sep-17	Sep-16	Var.	
Mark-up/ interest Income	48,205	49,991	(1,786)	457	474	(17)	-4%
Mark-up/ interest Expensed	24,624	24,045	579	234	228	5	2%
Net Mark-up/ interest Income	23,581	25,946	(2,365)	224	246	(22)	-9%
Capital Gain & Dividend	2,446	5,201	(2,755)	23	49	(26)	-53%
Fee based Income & Others	3,861	3,623	238	37	34	2	7%
Non Mark-up/ Interest Income	6,307	8,824	(2,517)	60	84	(24)	-29%
Gross Income	29,888	34,770	(4,882)	284	330	(46)	-14%
Human Resource Cost	8,188	7,969	219	78	76	2	3%
Other Operating Cost	7,085	6,661	424	67	63	4	6%
Total Operating Cost	15,273	14,630	643	145	139	6	4%
Operating Profit/(Loss)	14,615	20,140	(5,525)	139	191	(52)	-27%
Total Provisions	(1,662)	(204)	(1,458)	(16)	(2)	(14)	715%
Profit Before Tax	16,277	20,344	(4,067)	154	193	(39)	-20%
Taxation	6,542	8,116	(1,574)	62	77	(15)	-19%
Profit After Tax	9,735	12,228	(2,493)	92	116	(24)	-20%

INCOME STATEMENT – Consolidated
Annexure A

	<i>Rs. in Million</i>			<i>US\$ in Million</i>			Growth
	Sep-17	Sep-16	Var.	Sep-17	Sep-16	Var.	
Mark-up/ interest Income	48,206	49,994	(1,787)	457	474	(17)	-4%
Mark-up/ interest Expensed	24,624	24,044	580	234	228	6	2%
Net Mark-up/ interest Income	23,582	25,950	(2,368)	224	246	(22)	-9%
Capital Gain & Dividend	2,458	5,306	(2,848)	23	50	(27)	-54%
Fee based Income & Others	4,345	3,945	400	41	37	4	10%
Non Mark-up/ Interest Income	6,803	9,251	(2,448)	65	88	(23)	-26%
Gross Income	30,385	35,201	(4,816)	288	334	(46)	-14%
Human Resource Cost	8,359	8,091	268	79	77	3	3%
Other Operating Cost	7,191	6,776	415	68	64	4	6%
Total Operating Cost	15,550	14,867	683	148	141	6	5%
Operating Profit/(Loss)	14,835	20,333	(5,498)	141	193	(52)	-27%
Total Provisions	(1,663)	(204)	(1,459)	(16)	(2)	(14)	716%
Profit Before Tax	16,498	20,537	(4,040)	157	195	(38)	-20%
Taxation	6,605	8,164	(1,559)	63	77	(15)	-19%
Profit After Tax	9,893	12,374	(2,481)	94	117	(24)	-20%

Statement of Financial Position – Standalone
Annexure B

ASSETS	Rs. in Million			US\$ in Million			Growth
	Sep-17	Dec-16	Var.	Sep-17	Dec-16	Var.	
Cash and Balances with Banks & Lending to FIs	85,808	84,396	1,412	814	801	13	2%
Investments	601,024	589,865	11,159	5,702	5,596	106	2%
Advances - net	374,316	329,562	44,754	3,551	3,126	425	14%
Operating fixed assets	35,845	32,757	3,088	340	311	29	9%
Other Assets	26,586	32,365	(5,779)	252	307	(55)	-18%
TOTAL ASSETS	1,123,579	1,068,946	54,634	10,659	10,141	518	5%
LIABILITIES							
Deposits	828,378	805,111	23,267	7,859	7,638	221	3%
Borrowings	161,289	126,369	34,920	1,530	1,199	331	28%
Bills Payable	7,040	9,849	(2,809)	67	93	(27)	-29%
Other Liabilities	26,330	26,943	(613)	250	256	(6)	-2%
TOTAL LIABILITIES	1,023,037	968,272	54,765	9,705	9,186	520	6%
NET ASSETS	100,542	100,674	(132)	954	955	(1)	0%
EQUITY and RESERVES							
Share Capital	11,451	11,451	-	109	109	-	0%
Reserves	66,993	63,024	3,969	636	598	38	6%
Equity Tier I	78,444	74,474	3,969	744	707	38	5%
Equity Tier II	100,542	100,674	(132)	954	955	(1)	0%

Statement of Financial Position – Consolidated
Annexure B

ASSETS	Rs. in Million			US\$ in Million			Growth
	Sep-17	Dec-16	Var.	Sep-17	Dec-16	Var.	
Cash and Balances with Banks & Lending to FIs	85,803	84,397	1,407	814	801	13	2%
Investments	602,220	590,925	11,295	5,713	5,606	107	2%
Advances - net	374,367	329,603	44,764	3,552	3,127	425	14%
Operating fixed assets	35,872	32,783	3,089	340	311	29	9%
Other Assets	26,900	32,668	(5,768)	255	310	(55)	-18%
TOTAL ASSETS	1,125,163	1,070,376	54,788	10,674	10,154	520	5%
LIABILITIES							
Deposits	828,362	805,090	23,272	7,859	7,638	221	3%
Borrowings	161,289	126,369	34,920	1,530	1,199	331	28%
Bills Payable	7,040	9,849	(2,809)	67	93	(27)	-29%
Other Liabilities	26,631	27,252	(621)	253	259	(6)	-2%
TOTAL LIABILITIES	1,023,322	968,560	54,762	9,708	9,189	520	6%
NET ASSETS	101,841	101,815	26	966	966	0	0%
EQUITY and RESERVES							
Share Capital	11,451	11,451	-	109	109	-	0%
Reserves	68,292	64,165	4,127	648	609	39	6%
Equity Tier I	79,743	75,616	4,127	757	717	39	5%
Equity Tier II	101,841	101,815	26	966	966	0	0%

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