



آپ کے دل میں ہمارا اکاؤنٹ

Corporate Briefing Session

September

2024



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ABL at Glance

ATMs : 1577

On Site : 1330

Off Site : 241

MBU : 6

Subsidiary (100% Holding)

ABL Asset Management Co.
Ltd.

ABL Exchange (Private) Ltd.

Rep Office : 2

UAE - Dubai

CHINA - Beijing

**Entity Credit
Rating**

Long Term: AAA

Short Term: A1+

**Corporate
Governance Rating**
CGR 9++

**Overseas
Branches : 2**
Bahrain WBU
Export Processing Zone

Domestic Branches

Conventional : 1352

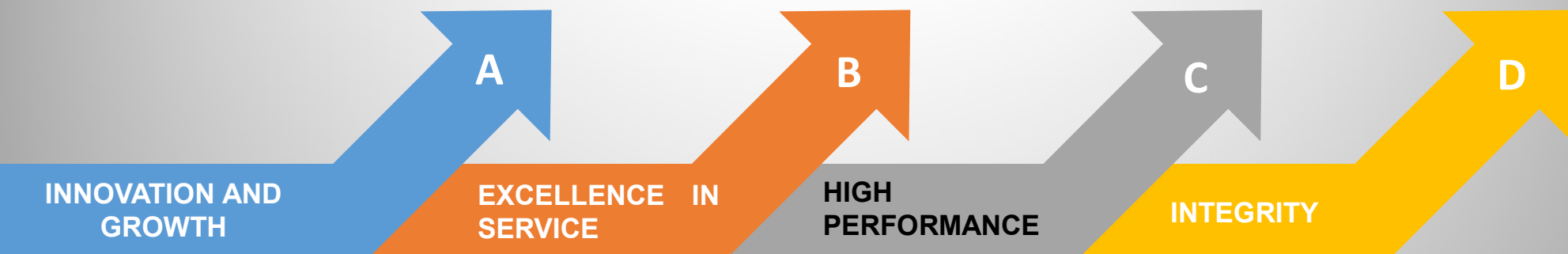
Islamic : 140

Digital : 14

**Digital Touch
Points : 23**



ABL Core Values & Strategic Objectives



Augmenting financial inclusion of unbanked population through innovative & diversified technologies, building customers' confidence through convenient delivery channels and product design.

Continuous re-engineering of policies, procedure, Standard Operating Procedures, Service Level Agreements & Turn Around Times ensuring **operational efficiencies** through effective management

Enhancing Brand Image and creating shareholders' value through sustainable performance, while optimizing return against acceptable risk appetite.

Instilling a culture of ethics & responsibility among Human Resource & becoming **employer of choice for top professionals**

Insight on ABL Business Groups

Commercial & Retail Banking

- Undertaking all facets of liability business to expand Bank's deposit base
- Promote financing to SME and Agri based obligors in line with Banks risk appetite

Treasury

- Providing optimal solutions to the customers including a wide array of FX spot, forward & discounting products.

Special Asset Management

- Engaged in recovery against non-performing assets while being a focal point for remedial measures related to fraud.

01

Corporate & Investment Banking

- Developing long term relationships to maintain corporate loan book
- Offering a wide range of investment banking solutions
- Maintaining Banks Capital market portfolio

02

Digital Banking

- Focused to shifting Bank's orientation towards the 'Digital Banking Age'.
- Striving to augment the digitized product suite to align with evolving virtual environment.

03

04

Islamic Banking

- Offering diverse Shariah complaint services to better serve the niche Islamic Banking Market.

05

06



Key Operational Milestones

**Augmenting
Financial Inclusion**

- ✓ **Enhanced Pakistan's first myABL WhatsApp Banking service by adding new features including:**
 - ❖ **Payment of credit card, post paid mobile and utility bills**
 - ❖ **Issuance of Account Maintenance Certificate**
 - ❖ **Cheque clearance status enquiry**
- ✓ **Virtual Card Issuance, myABL customers can now generate Virtual Debit Card for eCommerce transactions.**
- ✓ **Dormant Account Activation via myABL.**
- ✓ **Complaint and Refund Lodgement via myABL.**
- ✓ **Opened 32 Conventional Branches and 148 Islamic Banking Windows (Total Branches 1,506 and Islamic Banking Windows 308).**
- ✓ **"28" new Automated Teller Machines (ATMs) added (Total: 1577).**
- ✓ **Total Mobile Banking Units are 6.**



Key Operational Milestones

**Enhancing Brand
Image &
Shareholders Value**

- ✓ **Total assets surpassed Rs. 2.6 Trillion.**
- ✓ **Stable dividend stream and increasing equity.**
- ✓ **FinanceAsia Country Awards – Best Domestic Bank in Pakistan, 3rd year in a row.**
 - **Most Diversity Equity Inclusion Progressive Bank**
 - **Most Innovative use of Technology**
 - **Best Bank for Financial Inclusion**
 - **Best Sustainable Bank**
- ✓ **Euromoney Awards for Excellence- Best Digital Bank 2024.**
- ✓ **Euromoney Islamic Finance Awards - Best Domestic Islamic Bank 2024.**
- ✓ **The Asset Triple A Awards For Sustainable Finance - Best Deals - Significant Deal(s) of the Year.**
- ✓ **ABF Corporate & Investment Banking Awards - Syndicated Loan of the Year.**
- ✓ **CFA Society Pakistan – Runner-up for Best Bank in ESG 2024.**
- ✓ **Pakistan Digital Awards - Best Customer Relationship Management (CRM) Technology Award**
 - **Best Augmented & Virtual Reality – ABL Metaverse Branch at the Pakistan Digital Awards 2024**
- ✓ **National Forum of Environment and Health (NFEH) Award for Corporate Governance, Technology, Innovation and Inventions, Women Welfare, Empowerment & Development, Green Energy Initiatives.**



Key Operational Milestones

**Employer of
Choice for top
Professionals**

- ✓ **Completion of Trainings under Allied Talent Pipeline Program (Phase II) & Allied Leadership Rise Program.**
- ✓ **Succession Planning through - Allied Talent Pipeline Program (Phase II) & Allied Leadership Rise Program.**
- ✓ **'Leadership in Digital Age' training for all Group Heads through an International Trainer (Cambridge University Professor).**
- ✓ **Update all formal procedures and process flows, as per the regulatory requirement as well as the international best practices.**
- ✓ **Efficient implementation of HR processes through Oracle HRMS.**
- ✓ **Effective implementation of code of ethics and anti-harassment policy and monitor its compliance.**
- ✓ **Development of Day Care Facilitation Centers at MDC Lahore and MDC Multan.**
- ✓ **Installation of New Systems in all 06 warehouses completed with live view.**



Key Operational Milestones

Operating Effectiveness

- ✓ Completed installation of additional '87" Digital signage Machines (Total DSMs 1,462).
- ✓ Deployed 2,433 POS machines having more than 1.4 million successful transactions volume of Rs. 9.4 Billion.
- ✓ CCDM New Transaction Set, Enabling 3rd Party Deposits into ABL accounts.
- ✓ Implementation of Oracle Customer Relationship Management Solution:
 - Retail Customer 360 View is available at Call Center & Branches.
 - Integrated Complaint Management System (ICMS) for Call Center & Branches.
 - Sale Lead module has been rolled out on Production and is available to Call Center & Branches.
 - Corporate Customer 360 View has been rolled out.
 - Marketing Campaign Management module has been rolled out on Production and is available to pertaining departments in head office.



Key Operational Milestones

Operating Effectiveness

- ✓ **RAAST P2M QR Payments on myABL, functionality to make payment to merchants via QR scanning.**
- ✓ **Mobile Tap & Pay contactless payments functionality for UPI & PayPak Debit Cards has been rolled out.**
- ✓ **RAAST Bulk Transfer (B2P) on myABL Business.**
- ✓ **RPA has been implemented for Robotic handling of daily remittance payment.**
- ✓ **Implementation of System Generated Account Maintenance Certificate instead of manual issuance to customers from branch end.**
- ✓ **Auto Marking of IDs as Inactive through RPA after resignation/termination of employee.**
- ✓ **Implementation of Trade related Risk Model.**
- ✓ **Implementation of updated Risk profiling for liability customers.**
- ✓ **Development and roll out an entity wide trade related risk profile.**
- ✓ **2nd Highest acquirer Automated Teller Machines (ATM); ATM uptime 97%.**



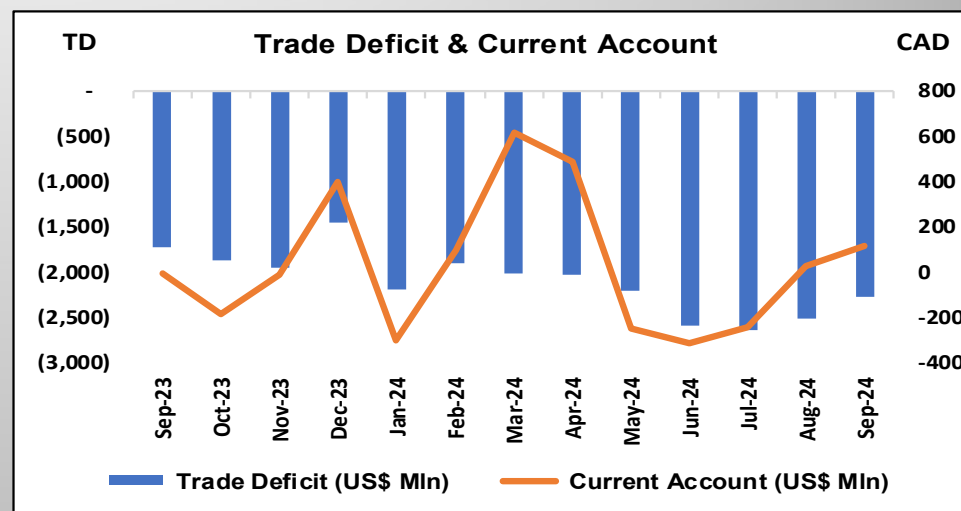
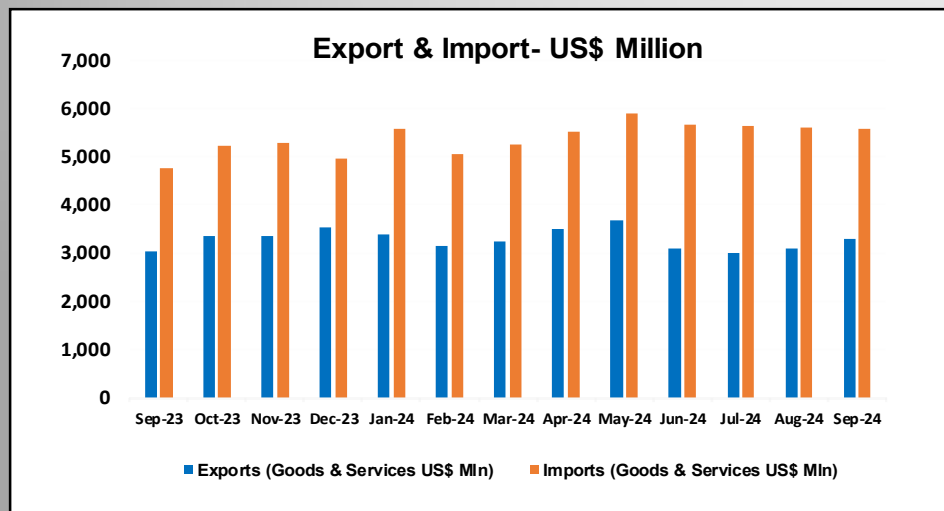
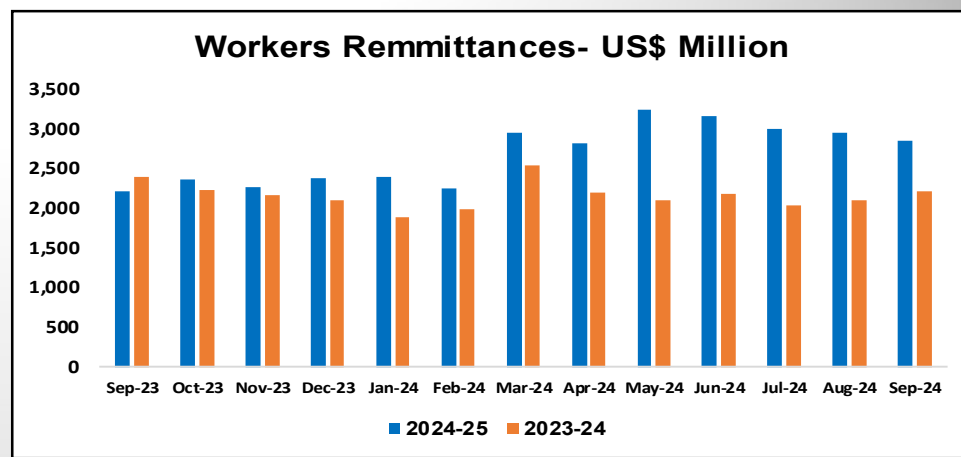
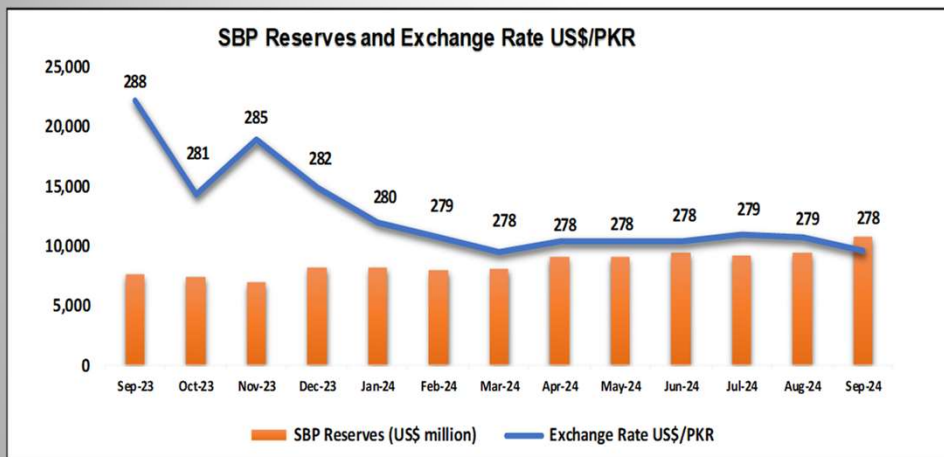
Key Operational Milestones

Enhanced Focus on
Digitization

- ✓ myABL Coins for debit and credit card customers have been launched.
- ✓ Advanced security features have been introduced in myABL including the following;
 - Contactless in-app biometric verification
 - Device binding
 - Auto-fetch OTP
- ✓ Hackathon for Engagement of FinTech's, startups;
1,244 individuals represented by 366 groups participated in hackathon
- ✓ ABL Corporate Website Revamped
 - New corporate website has been launched with new advances features including financial tools, voice search, customer support via chat and call to action buttons etc.
- ✓ Replacement of flatbed printers with Olivetti for Document Digitization, creating paperless environment. (1000 Olivetti printers have been installed in branches).
- ✓ New UI UX for WhatsApp Banking:
 - New interface is more convenient to use through buttons and lists.
 - Faster and improved flows with lesser number of clicks.
 - Different emojis have been added to make interactions more friendly and expressive.



Economic Highlights





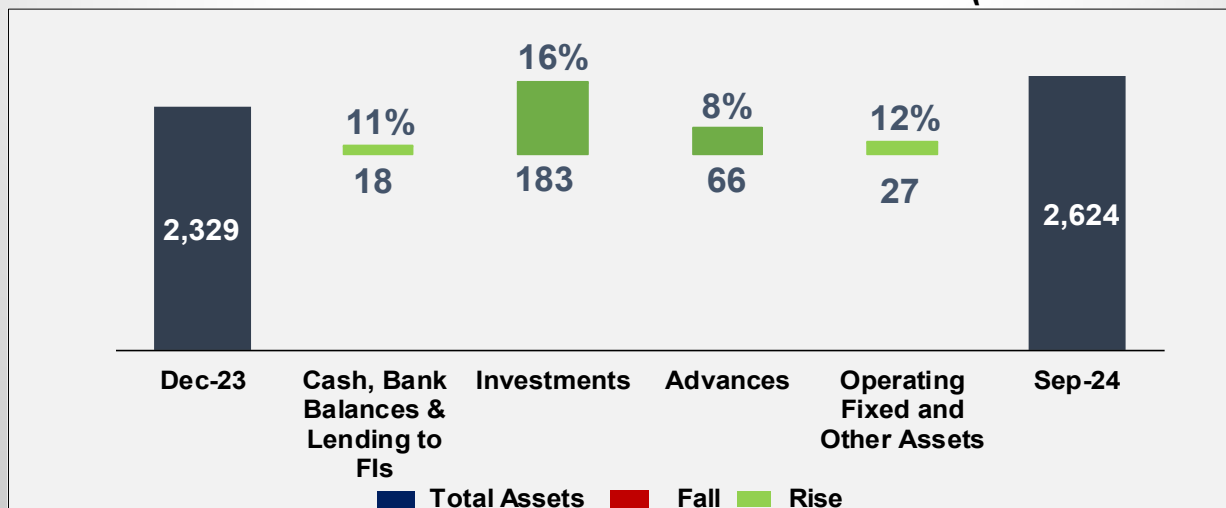
Highlights Financial Position (Assets)

(Rs. in Billion)

Net Advances

Rs.848

Net Advances reached at Rs. 848 billion as on Sep 30, 2024; increased by 8% as against Rs. 782 billion as on Dec 31, 2023.



Net Investments

Rs.1,333

Net Investments reached at Rs. 1,333 billion (Increased by 16%).

Particulars	Sep' 24	Dec' 23	ABL Growth	Industry Growth
Cash, Bank Balance & Lending to FI's	186	168	11%	-7%
Investments - Net	1,333	1,150	16%	21%
Advances - Net	848	782	8%	-2%
Operating Fixed and Other Assets	257	229	12%	25%
Total Assets	2,624	2,329	13%	13%

Total Assets

Rs.2,624

Total Assets reached at Rs. 2,624 billion (increased by 13%).

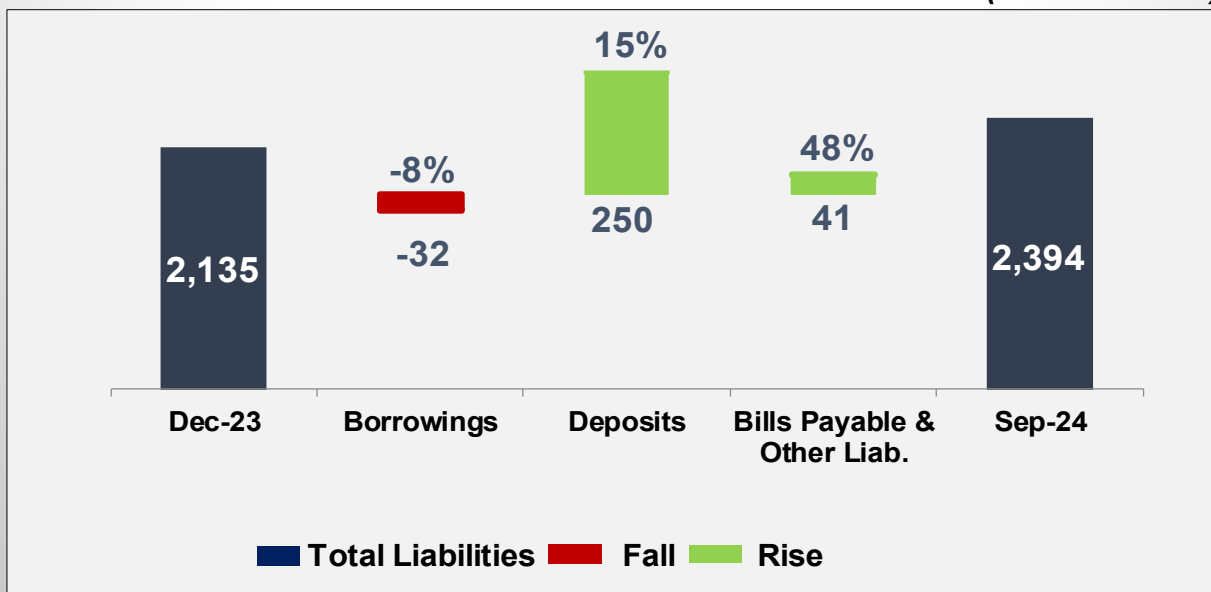


Highlights Financial Position (Liabilities)

(Rs. in Billion)

Total Equity
Rs.230

Total Equity stood at Rs. 230 billion; increased by 18% (Dec 2023: Rs. 194 billion)
CAR: 32.43%; as at Sep 2024 (Dec 2023: 26.21%); Industry CAR Jun'24 :20.0%



Deposits
Rs.1,926

CASA Sep'24 Stood at: 82%.

Deposits aggregated to reach at Rs. 1,926 billion; increased by 15% in line with Industry growth of 13%.

Total Liabilities
Rs.2,394

Total Liabilities stood at Rs. 2,394 billion (increased by 12%)

Particulars	Sep' 24	Dec' 23	ABL Growth	Industry Growth
Borrowings	342	374	-8%	10%
Deposits and Other Accounts	1,926	1,677	15%	13%
Bills Payable & Other Liabilities	125	85	48%	16%
Total Liabilities	2,394	2,135	12%	12%



Highlights Income Statement

(Rs. in Million)

Profit before Tax

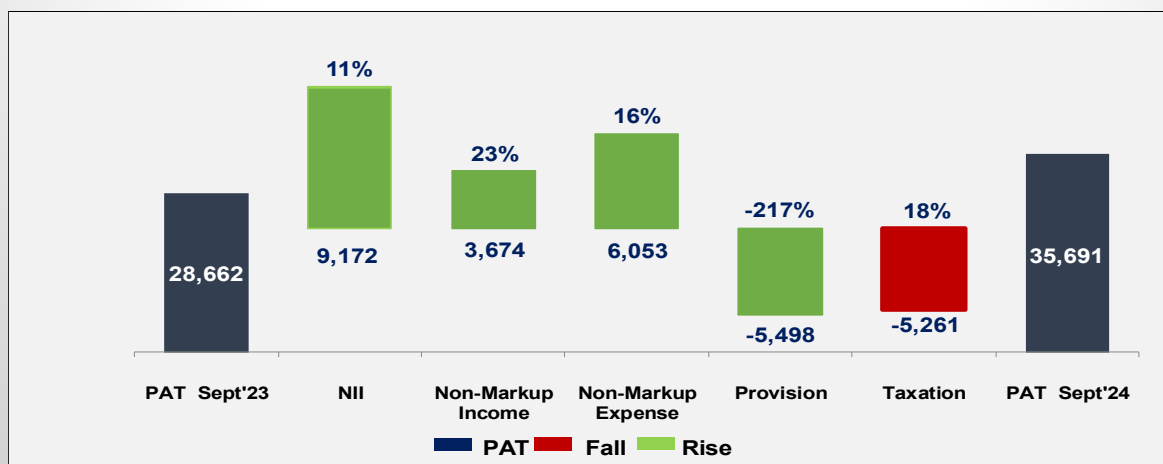
Rs.70,115

Profit before Tax reached at Rs. 70,115 million; increased by 21%

Profit after Tax

Rs. 35,691

PAT marked at Rs. 35,691 million during nine months ended under review, depicting a remarkable growth of 25%. EPS stood at Rs. 31.17 (Sep 2023; Rs. 25.03)



Particulars	Sep'24	Sep'23	Growth
Interest Income	291,215	264,341	10%
Interest Expense	201,058	183,356	10%
Net Interest Income (NII)	90,157	80,985	11%
Non Markup Income	19,845	16,171	23%
Gross Income	110,001	97,156	13%
Non Markup Expense	42,852	36,799	16%
Profit Before Provisions	67,149	60,357	11%
Provision Charge/ (Reversal)	(2,966)	2,532	-217%
Profit Before Taxation	70,115	57,824	21%
Taxation	34,424	29,163	18%
Profit After Taxation (PAT)	35,691	28,662	25%
Earnings Per Share (EPS)	31.17	25.03	25%

Net Interest Income

Rs.90,157

Net Interest Income (NII) stood at Rs. 90,157 million during the nine months ended under review; increased by 11%.

Fee & Commission and Capital Gain increased by 31% & 1.3 times for the nine months ended September 30, 2024.

Non-Markup Income recorded at Rs.19,845 million; increased by 23%.

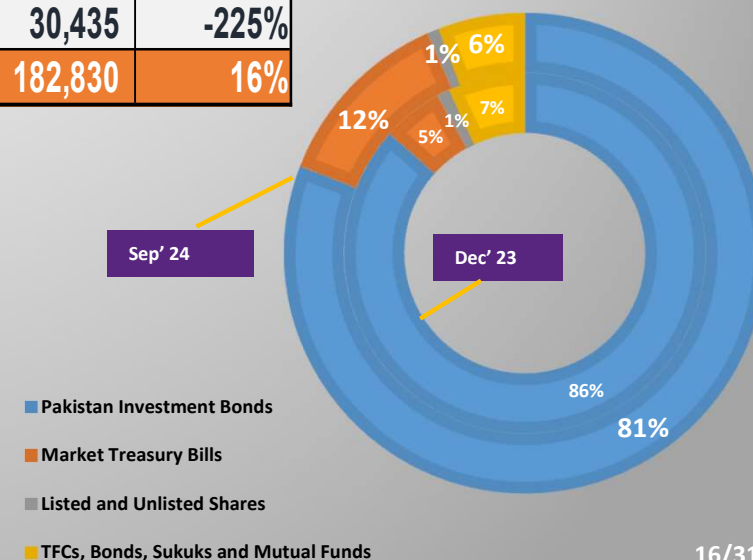


Investments

(Rs. in Million)

Investments	Sep'24	Dec'23	Var.	Growth
Pakistan Investment Bonds	1,067,012	1,009,785	57,227	6%
Market Treasury Bills	164,548	63,108	101,440	161%
Listed and Unlisted Shares	10,450	13,331	(2,881)	-22%
TFCs, Bonds, Sukuks and Mutual Funds	76,924	80,681	(3,757)	-5%
Subsidiary	1,500	500	1,000	200%
Investments at Cost	1,320,433	1,167,406	153,027	13%
Provision for diminution in value of investments	(4,169)	(3,536)	(632)	18%
*Surplus / (Deficit) on Revaluation of Securities	16,885	(13,550)	30,435	-225%
Investments at Carrying Value	1,333,149	1,150,318	182,830	16%

*Surplus / (Deficit) on revaluation of securities	Sep'24	Dec'23
Pakistan Investment Bonds	2,020	(19,766)
Market Treasury Bills	1,264	(1)
Listed and Unlisted Shares	9,241	6,229
TFCs, Bonds, Sukuks and Mutual Funds	4,359	(12)
Surplus / (Deficit) on revaluation of securities	16,885	(13,550)





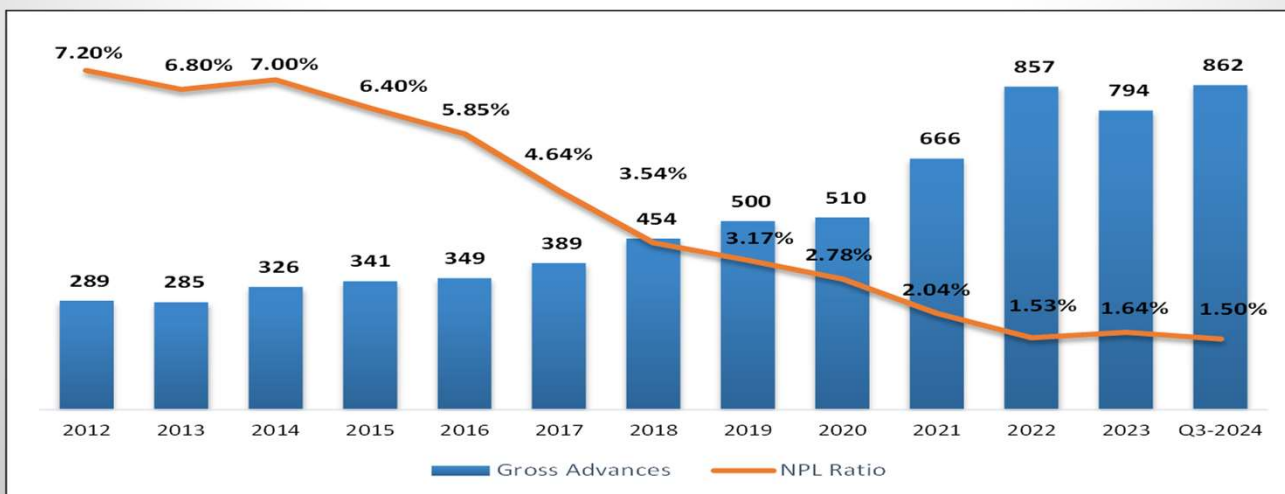
Advances & Asset Quality

(Rs. in Billion)

Gross Advances

Rs. 862

Gross advances stood at Rs.862 billion (8%↑) (Industry advances;0.4%↓)



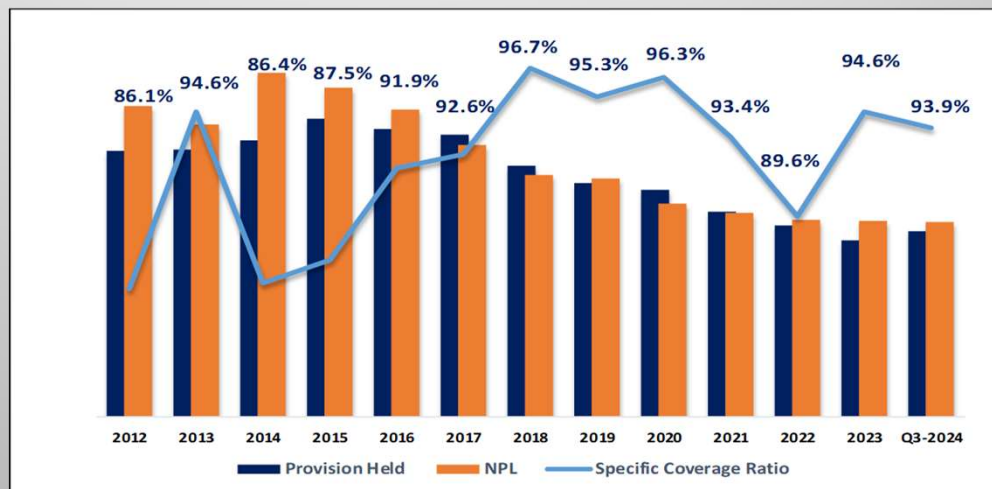
NPLs

Rs.12.9

- NPLs at Rs.12.9 billion (1%↓)
- NPL Ratio 1.50% (0.1%↓);
- Industry Jun'24: 7.6%
- Specific NPL Coverage 93.9% (0.7%↓) & Overall NPL Coverage at 107.29%; Overall Industry Jun'24: 105.3%

Key Lending sectors:

- Non-Financial Public Sector Enterprises (NFPSE)
- Non-Bank Financial Institution (NBFIs)
- Government (Including Govt. Trusts & Corporate Bodies)
- Textiles
- Information and Communication
- Non-Metallic Minerals



Gross ADR

44.72%

Gross ADR ratio reached at 44.72% (Industry Jun'24 Gross ADR: 39.3%)



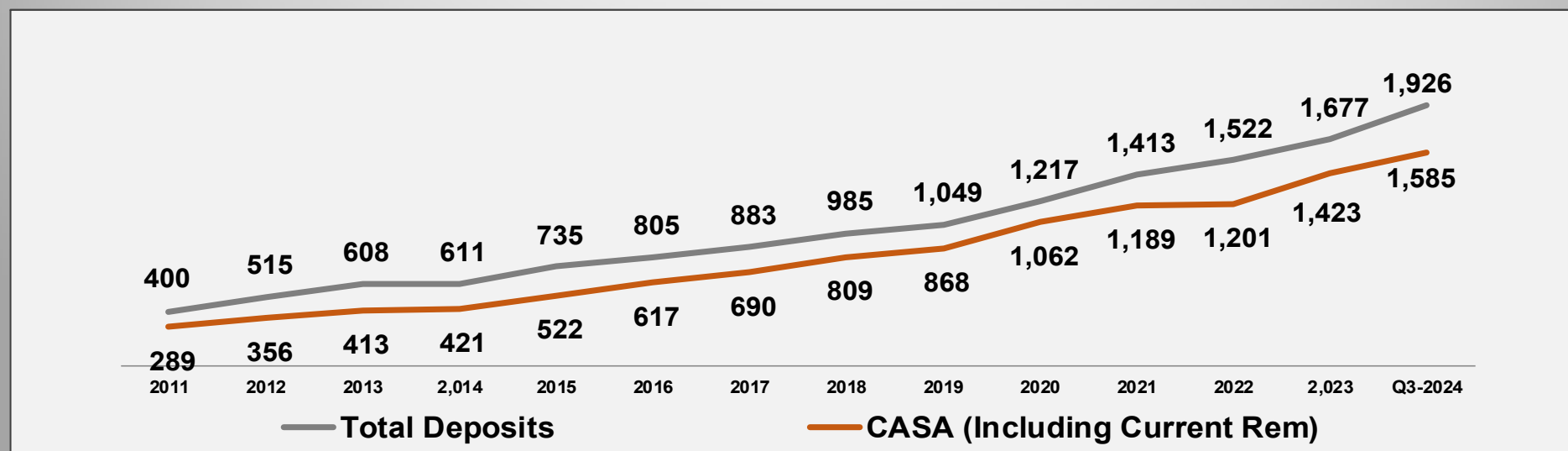
Deposits

Particulars	Sep' 24	Dec' 23	Var (%)
Current	725	706	3%
Saving	860	717	20%
Term	341	253	35%
Total Deposits	1,926	1,677	15%

Market Share: 6%

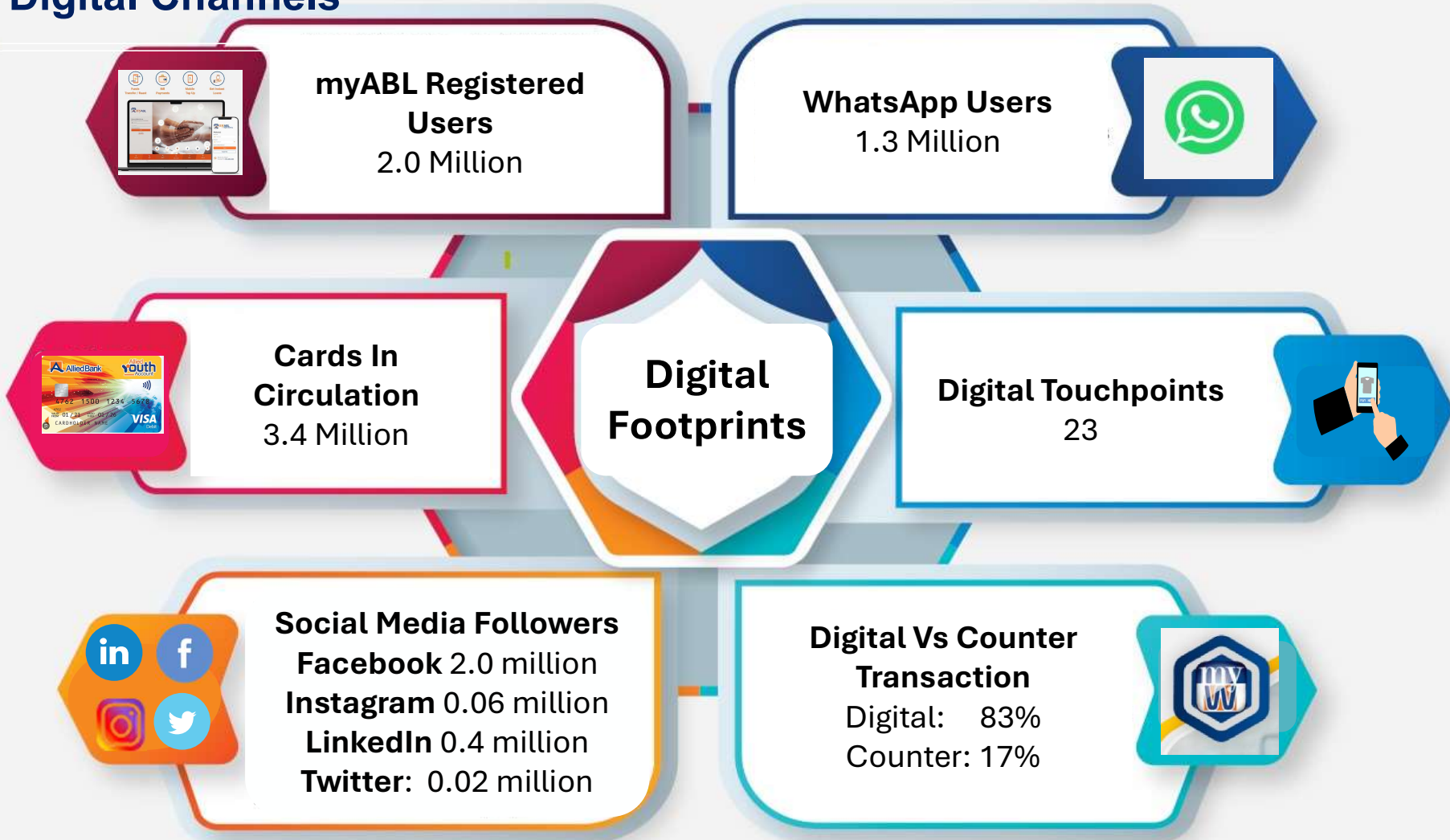
Industry Growth: 13%

ABL CASA Mix: 82%





Digital Channels






NETWORK OUTREACH

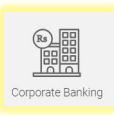
Branches

1506
Total Branches




Conventional Branches

1352
Conventional Branches




Islamic Branches

140
Shariah Compliant Branches



Sub Branches

06
Sub Branches




Global Presence

02
Representative Office
02
Foreign Branches




Digital Branches

14 Digital Branches




Total ATMs

1577
Total Automated Teller Machines



Offsite ATMs

1330
Onsite Automated Teller Machines




Onsite ATMs

241
Offsite Automated Teller Machines




Islamic Banking Windows

308
Islamic Banking Windows



Mobile Banking Units

06 Mobile Banking Units



Warehouses

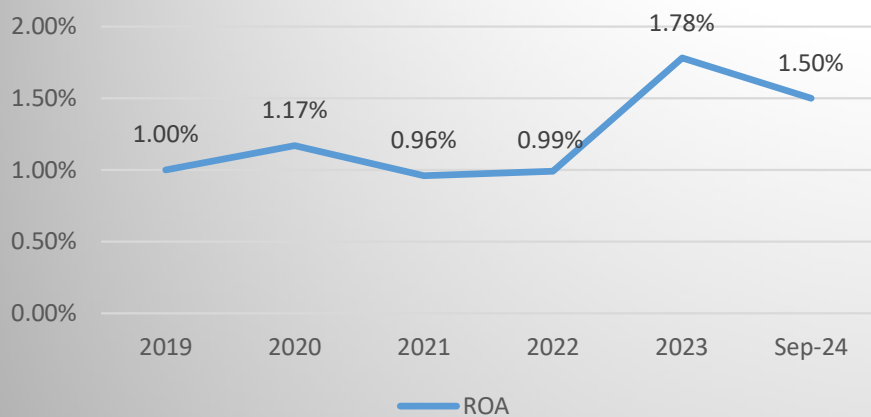
06
Warehouses



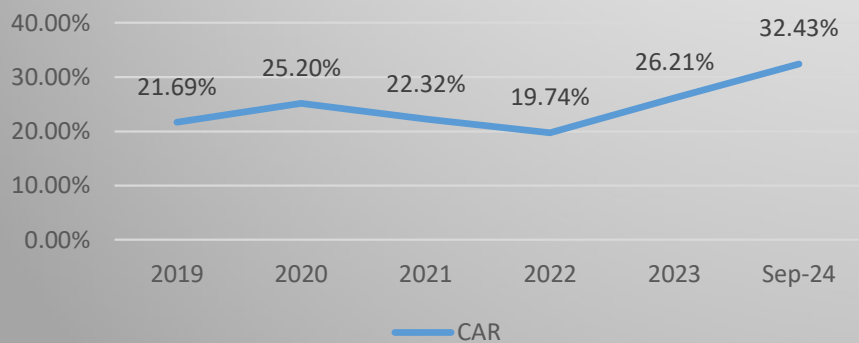


Key Ratios

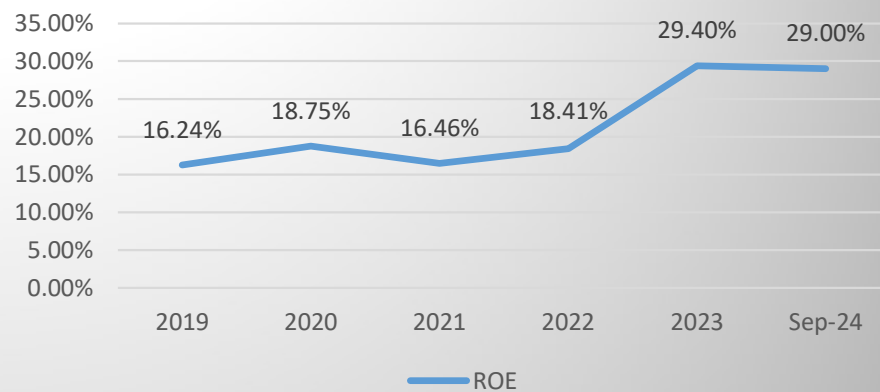
ROA



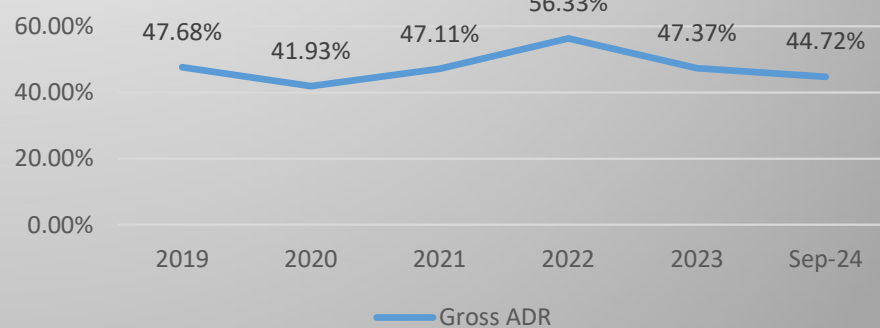
CAR



ROE



Gross ADR





Stock Market Data

Pakistan Stock Exchange Code: ABL

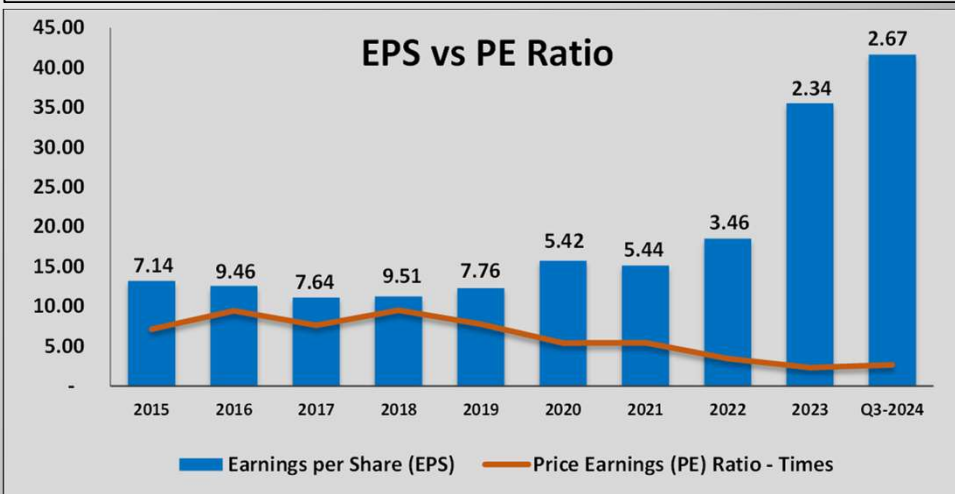
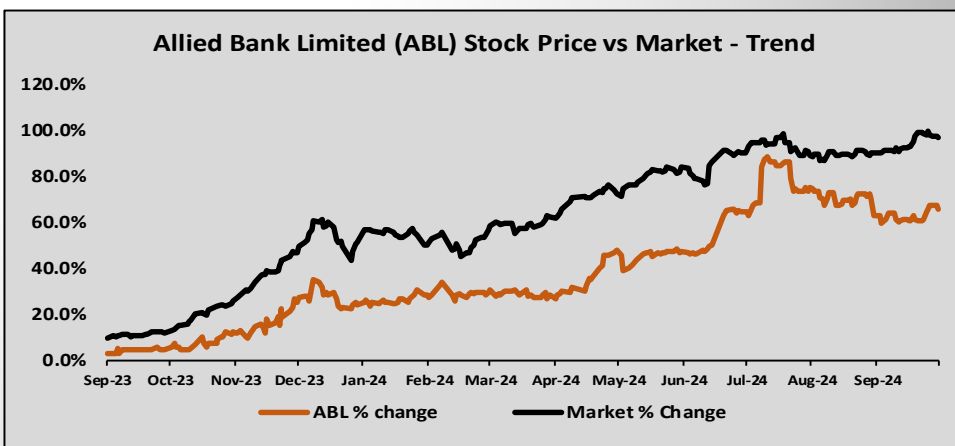
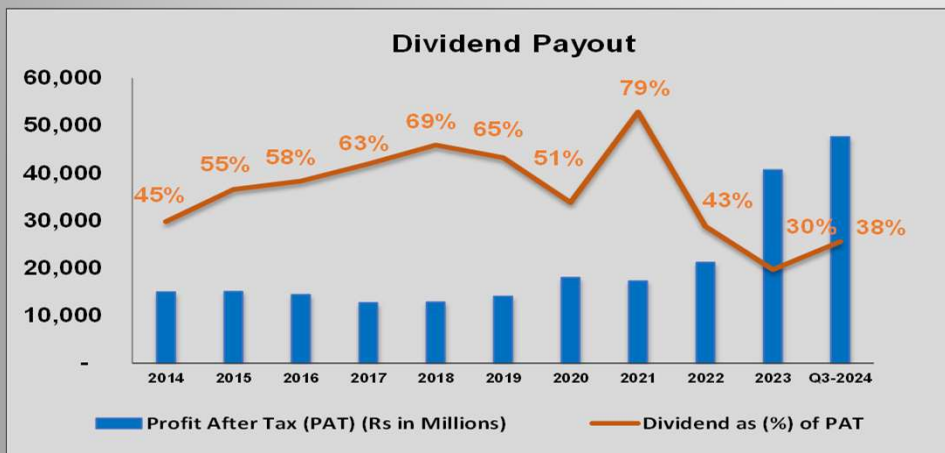
Bloomberg Code: ABL PA

Shares Outstanding (mln): 1,145.07

Market Capitalization (Rs. bln): 127.103

Stock Price as at Sep 30, 2024: Rs.111.0

Period High/Low: 125.97/106.74



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 and not being significantly vulnerable to foreseeable events

CGR



VIS Credit Rating
Company



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



Moody's



- Caa2/NP
- Outlook Stable, in line with Stable outlook on the sovereign rating.
- Stable Outlook reflects bank's stable local currency funding & liquidity and resilient earnings-generating capacity



Annexures

01

Annexure A

Statement of Financial Position - Standalone

02

Annexure B

Statement of Financial Position - Consolidated

03

Annexure C

Income Statement - Standalone

04

Annexure D

Income Statement - Consolidated



Statement of Financial Position : Standalone

ASSETS	Rs. in Million			US\$ in Million			Growth
	Sept'24	Dec'23	Variance	Sept'24	Dec'23	Variance	
Cash and Balances with Banks	174,840	158,592	16,248	630	571	59	10%
Lending to FIs	11,462	9,418	2,044	41	34	7	22%
Investments - net	1,333,149	1,150,318	182,831	4,800	4,142	658	16%
Advances - net	847,637	781,597	66,040	3,052	2,814	238	8%
Operating fixed assets	135,509	125,475	10,034	488	452	36	8%
Other Assets	121,225	103,916	17,309	437	374	62	17%
TOTAL ASSETS	2,623,822	2,329,317	294,506	9,448	8,387	1,060	13%
LIABILITIES							
Deposits	1,926,440	1,676,623	249,817	6,937	6,037	899	15%
Borrowings	342,019	373,674	(31,655)	1,232	1,346	(115)	-8%
Bills Payable	8,527	9,322	(795)	31	34	(3)	-9%
Other Liabilities	116,749	75,443	41,306	420	272	149	55%
TOTAL LIABILITIES	2,393,735	2,135,062	258,673	8,619	7,688	931	12%
NET ASSETS	230,087	194,254	35,833	829	698	130	18.4%
EQUITY AND RESERVES							
Share Capital	11,451	11,451	-	41	41	-	0%
Reserves & Unapprop. Profit	163,253	142,764	20,489	588	514	74	14%
Equity-Tier I	174,704	154,215	20,489	629	555	74	13%
Total Equity	230,087	194,254	35,833	829	698	130	18%



Statement of Financial Position : Consolidated

ASSETS	Rs. in Million			US\$ in Million			Growth
	Sep'24	Dec'23	Variance	Sep'24	Dec'23	Variance	
Cash and Balances with Banks	174,785	158,580	16,205	629	571	58	10%
Lending to FIs	11,462	9,418	2,044	41	34	7	22%
Investments - net	1,337,298	1,154,597	182,701	4,815	4,158	658	16%
Advances - net	846,363	780,296	66,067	3,048	2,810	239	8%
Operating fixed assets	136,525	125,812	10,713	492	453	39	9%
Other Assets	122,016	104,346	17,670	439	376	64	17%
TOTAL ASSETS	2,628,449	2,333,050	295,400	9,465	8,401	1,064	13%
LIABILITIES							
Deposits	1,926,121	1,676,590	249,531	6,936	6,037	898	15%
Borrowings	342,019	373,674	(31,655)	1,232	1,346	(115)	-8%
Bills Payable	8,527	9,322	(795)	31	34	(3)	-9%
Other Liabilities	117,814	76,138	41,676	424	274	149	55%
TOTAL LIABILITIES	2,394,481	2,135,724	258,757	8,622	7,690	933	12%
NET ASSETS	233,967	197,326	36,641	842	711	132	19%
EQUITY AND RESERVES							
Share Capital	11,451	11,451	-	41	41	-	0%
Reserves & Unapprop. Profit	167,127	145,789	21,338	602	525	77	15%
Equity-Tier I	178,578	157,240	21,338	643	566	77	14%
Total Equity	233,967	197,326	36,641	842	711	132	19%



Income Statement : Standalone

Particulars	Rs. in Million			US\$ in Million			Growth
	Sep'24	Sep'23	Variance	Sep'24	Sep'23	Variance	
Mark-up and Interest Income	291,215	264,341	26,874	1,049	952	97	10%
Mark-up and Interest Expensed	201,058	183,356	17,702	724	660	64	10%
Net Mark-up and interest Income	90,157	80,985	9,172	325	292	33	11%
Capital Gain and Dividend	3,630	2,584	1,046	13	9	4	40%
Fee based Income and Others	16,215	13,588	2,627	58	49	9	19%
Non Mark-up and Interest Income	19,845	16,172	3,673	71	58	13	23%
Gross Income	110,002	97,156	12,846	396	350	46	13%
Human Resource Cost	10,435	9,305	1,130	38	34	4	12%
Other Operating Cost	32,417	27,494	4,923	116	99	17	18%
Total Operating Cost	42,852	36,799	6,053	153	133	21	16%
Operating Profit	67,150	60,357	6,793	242	217	24	11%
Provision Reversal	(2,966)	2,532	433	(11)	9	-20	217%
Profit Before Tax	70,115	57,824	12,291	252	209	43	21%
Taxation	34,424	29,163	5,261	124	105	19	18%
Profit After Tax	35,691	28,662	7,029	129	104	24	25%



Income Statement : Consolidated

Particulars	Rs. in Million			US\$ in Million			Growth
	Sep'24	Sep'23	Variance	Sep'24	Sep'23	Variance	
Mark-up and Interest Income	291,323	264,046	27,277	1,049	951	98	10%
Mark-up and Interest Expensed	201,074	183,385	17,689	724	660	64	10%
Net Mark-up and interest Income	90,249	80,661	9,588	325	290	35	12%
Capital Gain and Dividend	3,630	2,584	1,047	13	9	4	41%
Fee based Income and Others	17,825	14,363	3,462	64	52	11	24%
Non Mark-up and Interest Income	21,455	16,947	4,508	77	61	16	27%
Gross Income	111,704	97,608	14,096	402	351	51	14%
Human Resource Cost	10,788	9,541	1,247	39	34	4	13%
Other Operating Cost	33,144	27,742	5,402	119	100	19	19%
Total Operating Cost	43,932	37,283	6,649	158	134	24	18%
Operating Profit	68,297	60,989	7,308	246	220	26	12%
Provision Reversal	(2,966)	2,532	(5,498)	(11)	9	(20)	217%
Profit Before Tax	71,263	58,457	12,806	257	210	46	22%
Taxation	34,770	29,425	5,344	125	106	19	18%
Profit After Tax	36,493	29,031	7,462	131	105	27	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 which are based on management's current expectations or beliefs as well as assumptions made based on information currently available to management.

The information presented is subject to change without notice.

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 Allied Bank

Thank You

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