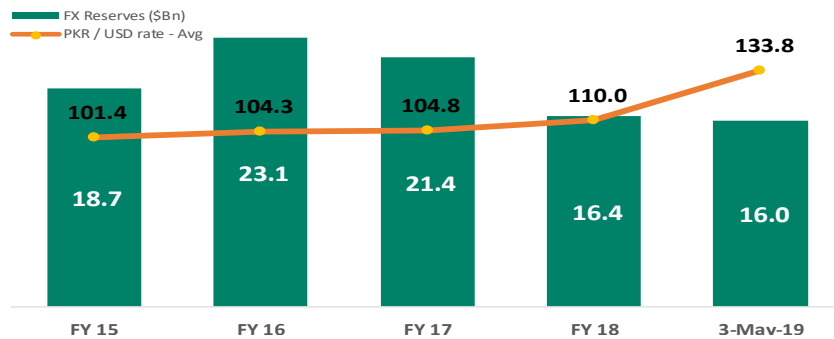


**Doing First Class business  
in a First Class way**

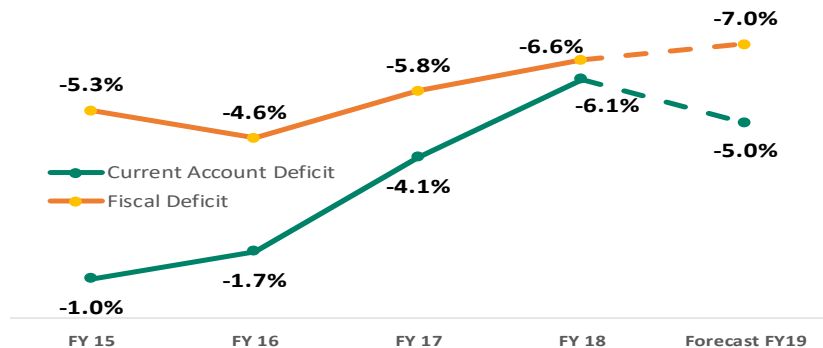
**Citi's Frontier Markets Symposium**  
20-21 May, 2019



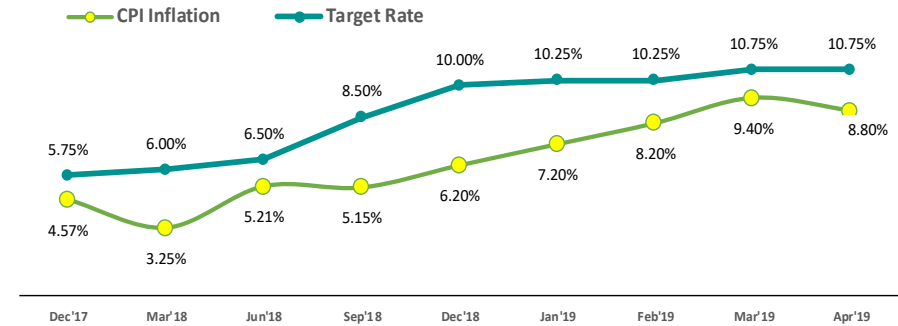
## FX reserves / FX rate



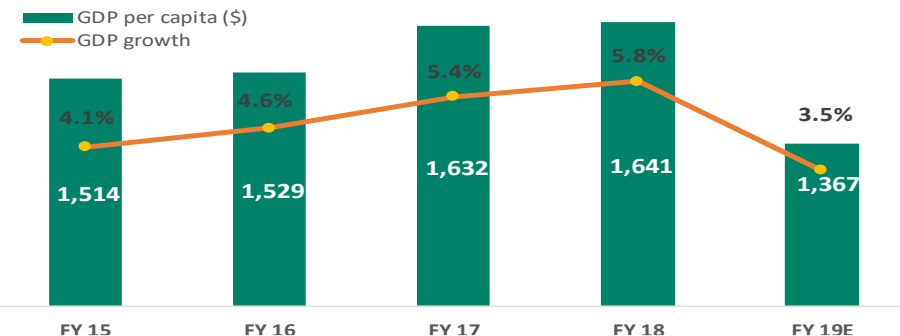
## C/A & Fiscal Deficit



## Policy rate / Inflation



## GDP per capita / GDP Growth



- After peaking at 9.4% in Mar'19, CPI in Apr'19 was 8.8%. Average inflation during 10MFY'19 has risen to 7.0% vs 3.8% during 10MFY'18, but is expected to remain in line with SBP's projection of 6.5%-7.5% for FY'19.
- Pakistan's historical twin deficit problems have resurfaced in full force with a combined deficit >10% in FY'18 – expected to remain at this level for FY'19.
- Despite a slight decline in exports, the trade deficit during 9MFY'19 narrowed by 7.7% as imports declined by 4.9%. Continued growth in remittances (up 9%) restricted the current account deficit to USD 9.6 Bn (down 29.4% YoY).
- The downward pressure on FX reserves has been temporarily alleviated through bilateral inflows and deferred oil facilities. An IMF program appears to be nearing finalization – conditionalities will be reflected in the next Federal Budget which has been delayed to mid-June.
- USD 1 Bn payment was made during Apr '19 on maturity of the 5-year Eurobond. Another USD 1 Bn payment is expected in Dec'19 on maturing of the 5-year Sukuk launched in Nov'14.
- Tax collection remains weak with significant shortfalls vs targets, due to a slowing economy, and reduction in petroleum levies and customs duties. The Fiscal Deficit for H1'19 is at 2.7% of GDP and IFIs project a deficit of around 7.0% for FY19. (vs Budget 5.1%).
- Monetary tightening continues, with a 500bps increase in the last 15 months.

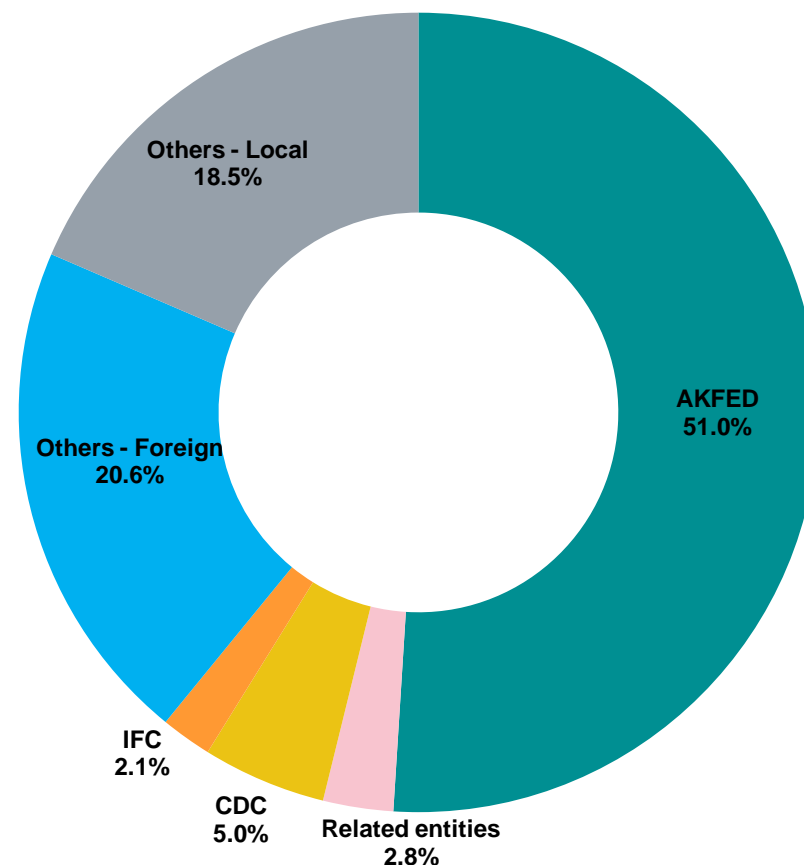
# Pakistan's No. 1, AAA rated, Commercial Bank



## # 1 bank in Pakistan <sup>(1)</sup> :

<b>#1</b>	<b>Advances</b>	<b>US\$ 8Bn</b>
<b>#1</b>	<b>Assets</b>	<b>US\$ 20Bn</b>
<b>#1</b>	<b>Deposits</b>	<b>US\$ 15Bn</b>
<b>#1</b>	<b>Domestic Branches</b>	<b>1,698</b>
<b>#1</b>	<b>ATMs</b>	<b>2,150</b>
<b>#1</b>	<b>POS Terminals</b>	<b>21,786</b>
<b>#1</b>	<b>Customers</b>	<b>15Mn +</b>
<b>#1</b>	<b>Konnnect Agents</b>	<b>45k</b>

## Shareholding Pattern



# Major awards and accolades

# HBL

## Major Certifications



Regional Bank of the Year for Belt and Road Initiative in South Asia  
Best Bank for Infrastructure/Project Finance in the Region in South Asia



Pakistan Banking Awards  
Best Investment Bank  
Best Bank for Agriculture



Best Corporate and Investment Bank  
Best Domestic Bank  
Best Bank for CSR



HBL is Pakistan's first bank to have its Business Continuity Management System (BCMS) certified as ISO 22301:2012 compliant



Brand of the Year – Banking, Pakistan

INTERNATIONAL  
**Banker**

Best Investment Bank – Pakistan  
Best Innovation in Retail Banking – Pakistan



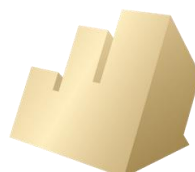
Best Performing Primary Dealer of Government Securities



#1 Credit Card in Pakistan



Best Bank as Employer of Choice for Gender Diversity



Effie Pakistan - Bronze Award to HBL Konnect

**FinanceAsia**

Best Investment Bank – Pakistan  
Best Belt and Road Bank – Pakistan



Best Retail Bank in Pakistan



HBL is the only Bank in Pakistan to be ISO 27001 certified



HBL is the only bank in Pakistan to have achieved and maintained PCI DSS certification, the security standard for the payment cards industry

# A Seasoned Board



## Chairman



**Sultan Ali Allana**  
*Chairman*

- Mr. Sultan Ali Allana has served as the Chairman of the Board of Directors of HBL since February 2004. He has over 33 years of experience in the financial and banking sector.
- Mr. Allana also serves on the Boards of The Aga Khan Fund for Economic Development S.A, AQA Holding S.p.A, Geasar S.p.A, Jubilee Holdings Limited (East Africa), Jubilee Life Insurance Company Limited, Industrial Promotion Services (Pakistan) Limited and Tourism Promotion Services (Pakistan) Limited.

## President & CEO



**Muhammad Aurangzeb**  
*President & CEO*

- Mr. Muhammad Aurangzeb joined HBL on April 30, 2018 as the President & CEO of HBL. He has done his Bachelors of Science in Economics and Masters in Business Administration from The Wharton School, University of Pennsylvania, USA. Mr. Aurangzeb possesses an overall banking experience of more than 30 years in both domestic and international locations.
- He has held senior positions in ABN AMRO Bank and Royal Bank of Scotland and was Chief Executive Officer – Global Corporate Bank, Asia Pacific at JP Morgan prior to joining HBL.

## Directors



**Shaffiq Dharamshi**  
*Non-Executive Director*

- Mr. Dharamshi joined the Board in 2015. He is a banker with over 25 years of banking experience in the Middle East and Africa.
- He also currently serves on the Boards of Diamond Trust Bank, Tanzania, Diamond Trust Bank, Uganda, Diamond Trust Bank, Kenya DCB Bank Limited, India, Kyrgyz Investment and Credit Bank, Kyrgyzstan and First Microfinance Bank, Tajikistan.



**Moez Ahamed Jamal**  
*Non-Executive Director*

- Mr. Moez Ahamed Jamal has been on the Board of HBL since 2009. He has over 39 years of experience in the financial sector.
- He currently serves on the Boards of Diamond Trust Bank Kenya, Marcuard Family Office, Switzerland and Global Finanz Agency AG.

## Directors



**Sadia Khan**  
*Non-Executive Director*

- Ms. Sadia Khan joined in March 2018. She has pursued a versatile career path traversing investment banking, financial regulation, family businesses and entrepreneurship across three continents. With Masters degrees in Economics from both Cambridge University and Yale University and started her career at Lehman Brothers in New York.
- Since then she has worked with various international institutions and local regulatory authorities, including the Asian Development Bank in the Philippines, the Securities & Exchange Commission of Pakistan and the State Bank of Pakistan. Ms. Khan currently serves on the Boards of Engro Fertilizer and Pakistan Cables.



**Salim Raza**  
*Independent Director*

- Mr. Salim Raza joined the Board in 2017. He has over 40 years of experience in the banking and financial sector. He has held various positions at Citibank NA in Pakistan and abroad and has also held the position of Governor of the State Bank of Pakistan.
- He currently serves on the Board of International Steels Limited and is an adjunct professor at the Institute of Business Administration (IBA), Karachi and Political Economy.



**Dr Najeeb Samie**  
*Independent Director*

- Dr. Najeeb Samie was appointed to the Board in 2013. He has over 37 years of experience in the corporate and financial sector.
- He is currently the Managing Director of Roosevelt Hotel Corporation and is a Director of PIA Investments Limited and Minhal France, S.A, amongst other tourism related companies.



**Agha Sher Shah**  
*Independent Director*

- Mr. Agha Sher Shah has been on the Board since 2013. He has over 26 years of experience in the financial sector.
- He is currently Chairman and Chief Executive of Bandhi Sugar Mills (Private) Limited. He is also Director of HBL Asset Management Limited, Attock Cement Pakistan Limited, Thatta Cement Company Limited, Benazirabad Facilities (Private) Limited, Bandhi Powergen (Private) Limited and Triton LPG (Private) Limited.

Committee	Chairman	Member	Secretary
Board Audit Committee	<b>Dr. Najeeb Samie</b> (Independent)	Mr. Moez Jamal Ms. Sadia Khan	Chief Internal Auditor
Board Risk Management Committee	<b>Mr. Salim Raza</b> (Independent)	Mr. Shaffiq Dharamshi Mr. Muhammad Aurangzeb	Chief Risk Officer
Board Human Resource & Remuneration Committee	<b>Mr. Agha Sher Shah</b> (Independent)	Mr. Sultan Ali Allana Mr. Shaffiq Dharamshi Ms. Sadia Khan	Chief Human Resources Officer
Board Compliance and Conduct Committee *	<b>Mr. Moez Jamal</b>	Ms. Sadia Khan Chief Operating Officer (Non-voting member)	Chief Compliance Officer
Board Development Finance Committee *	<b>Mr. Salim Raza</b> (Independent)	Mr. Sultan Ali Allana Mr. Muhammad Aurangzeb	Chief Financial Officer
Board IT Committee *	<b>Mr. Salim Raza</b> (Independent)	Mr. Agha Sher Shah Mr. Muhammad Aurangzeb	Chief Operating Officer
Board Oversight Committee – International Governance *	<b>Mr. Sultan Allana</b>	Dr. Najeeb Samie Mr. Muhammad Aurangzeb	Company Secretary
Board Oversight Committee – New York	<b>Mr. Shaffiq Dharamshi</b>	Dr. Najeeb Samie	Company Secretary

**Most Board Committee Chairs are Independent Directors**

# An experienced Executive Committee

# HBL

The senior team represents a good balance between continuity and fresh blood



**Muhammad Aurangzeb**  
President & CEO  
1 / 33 / 33 <sup>(1)</sup> \*

## Front Office



**Amer Aziz**  
Head Development  
Finance  
1 / 33 / 33 <sup>(1)</sup> \*



**Aamir Irshad**  
Head Branch Banking  
15 / 29 / 32 <sup>(1)</sup>



**Muhammad Afaq Khan**  
Head Islamic Banking  
1 / 27 / 31 <sup>(1)</sup> \*



**Aamir Kureshi**  
Head Consumer Banking  
12 / 29 / 29 <sup>(1)</sup>



**Faisal Lalani**  
Head International Banking  
1 / 30 / 30 <sup>(1)</sup> \*



**Risha A. Mohyeddin**  
Global Treasurer  
1 / 23 / 23 <sup>(1)</sup> \*



**Khalid Mohsin Shaikh**  
Head Remedial & Structured  
Credits  
6 / 25 / 34 <sup>(1)</sup>



**Farhan Talib**  
Head Corporate and  
Investment Banking  
9 / 22 / 22 <sup>(1)</sup>

## Business Support



**Naeem Bashir Ahmed**  
Head Business  
Transformation  
1 / 18 / 33 <sup>(1)</sup> \*



**Rizwan Haider**  
Chief Risk Officer  
17 / 38 / 39 <sup>(1)</sup>



**Rayomond Kotwal**  
Chief Financial Officer  
4 / 21 / 32 <sup>(1)</sup>



**Sagheer Mufti**  
Chief Operating Officer  
1 / 37 / 37 <sup>(1)</sup> \*



**Jamal Nasir**  
Chief Human Resources  
Officer  
4 / 21 / 31 <sup>(1)</sup>



**Nauman Riaz**  
Chief Compliance Officer  
2 / 25 / 25 <sup>(1)</sup> \*



**Adnan Pasha Siddiqui**  
Chief of Staff  
1 / 24 / 24 <sup>(1)</sup> \*



**Neelofar Hameed**  
Company Secretary  
1 / 31 / 35 <sup>(1)</sup> \*

**Reporting to Chairman / Board**



**Armughan Ahmed Kausar**  
Chief Internal Auditor  
1 / 22 / 22 <sup>(1)</sup> \*

**Reporting to BAC**

(1) Number of Years in HBL / Years in Financial Industry / Total Work Experience  
\* Joined in last 18-24 months

1

## Commitment to deliver on P&L

- Sustainable revenue growth on the back of top league table positions
- Strict cost discipline including cost initiatives
- Optimal deployment of Balance Sheet, with enhanced focus on cross-sell
- Maintain high portfolio quality

2

## Relentless focus on customer experience

- “Delighting our clients” has to become the rallying cry
- Mindset needs to get embedded into the DNA of the organization, front-to-back

3

## People Agenda to be our top priority

- Culture Change – Increase investment in training and development
- Staff Engagement – Frequent interaction with teams across the network
- Succession Planning – Nurture and retain top talent and improve bench strength
- Gender Diversity – Make HBL the employer of choice for women, with greater participation at senior management level

4

## Embedding Risk, Compliance and Control in our Business Principles

- Successful completion of Business Transformation Program - *Doing first class business in a first class way*
- Strengthening our first, second and third lines of defense across all disciplines

5

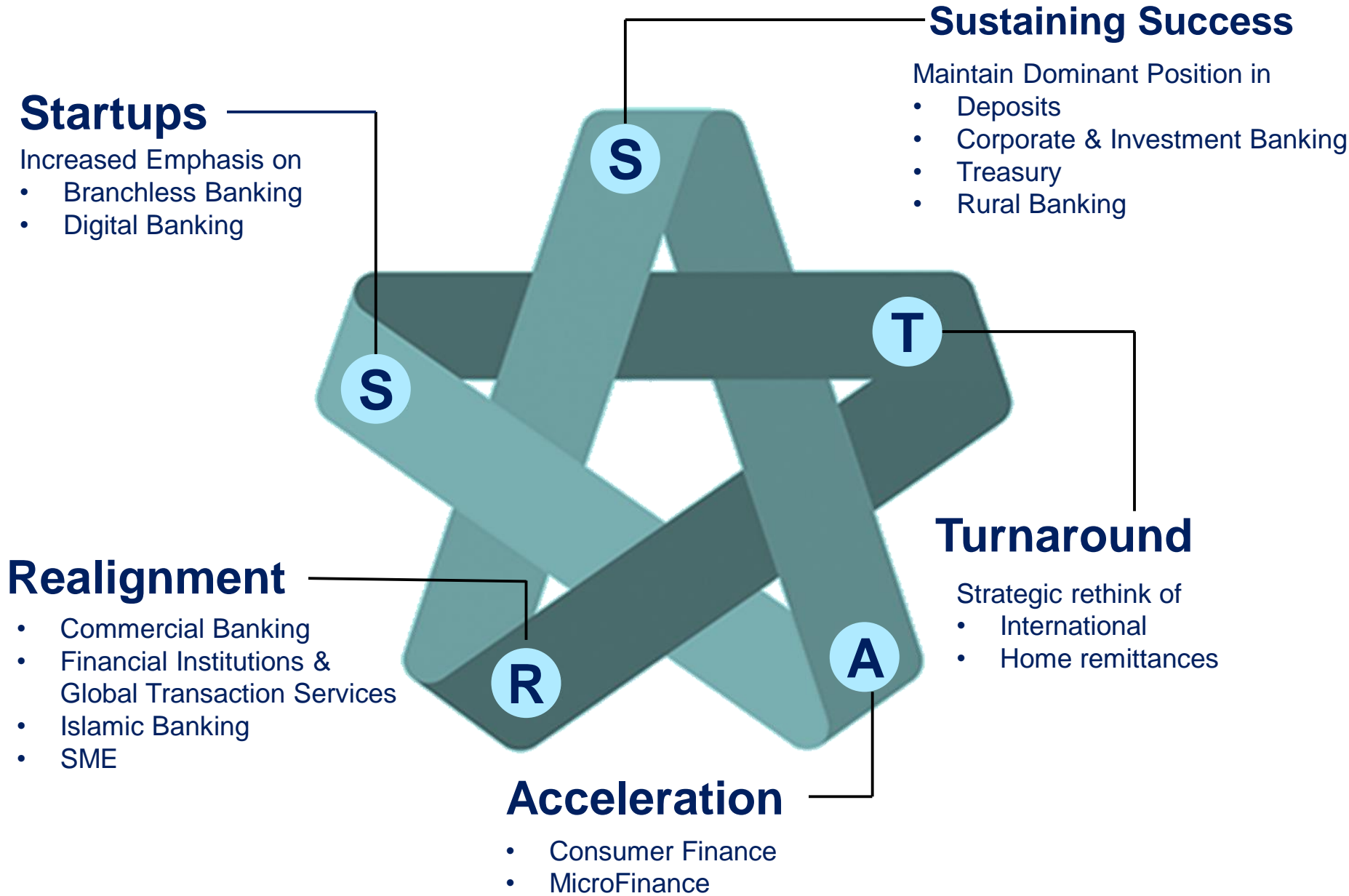
## Making Innovation the Driving Force

- Proactively reinvent - *We are a technology company with a Banking License*
- Continuous process improvement – *good is never good enough*

6

## Giving back to the Country and the Communities that we Serve

- Robust Development Finance agenda, driven by Board level Committee
- Strong CSR agenda backed by proactive employee volunteerism



# **Key Initiatives Underway**

---

The Business Transformation (BT) Program is centered around the following Workstreams

Completed

Ongoing

Gap Analysis

Payment  
Screening Unit  
(PSU)

Financial Crime  
Risk Assessment  
(FCRA)

Communication,  
Branch Support Unit  
& Capability (CBC)

Biometric  
Verification

Transaction  
Monitoring  
(TMS)

Correspondent  
Bank Query Unit  
(CBQU)

Request for  
Information Unit  
(RFIU)

Customer  
Onboarding

KYC Remediation

Sanctions  
Screening

International  
Rollout

## Work Done

1

Dec 2017

HBL formally embarked on the transformation journey with a 'Gap Analysis' exercise

2

Jan 2018

- Designed the Business Transformation Programme built around the 12 workstreams shown above.
- Initiated implementation of changes to strengthen HBL's control framework

3

Mar 2018

Fully established CBQU & PSU

4

May 2018

Set BT priorities & 90 days plan with Executive Management

5

July 2018

Implemented digitized account opening process, with revised Risk rating methodology & due diligence requirements in line with local & international best practices.

6

Sep 2018

Established RFI Unit, completed FCRA, Kicked-off KYC remediation of High Risk/High Priority Customers. Established CBC unit, launched change packages, conducted trainings & revamped AML/CFT learning modules

7

Mar 2019

Completed SBP mandated Biometric verification of 'High' and 'Medium' risk accounts.

8

May 2019

Concluded optimization of existing TM scenarios. Completed full portfolio screening against ATA/ sanctions list. Completed SBP risk regularization activity on legacy portfolio. Formally kicked-off international rollout of transformation program in UAE (including all GCC countries) & UK

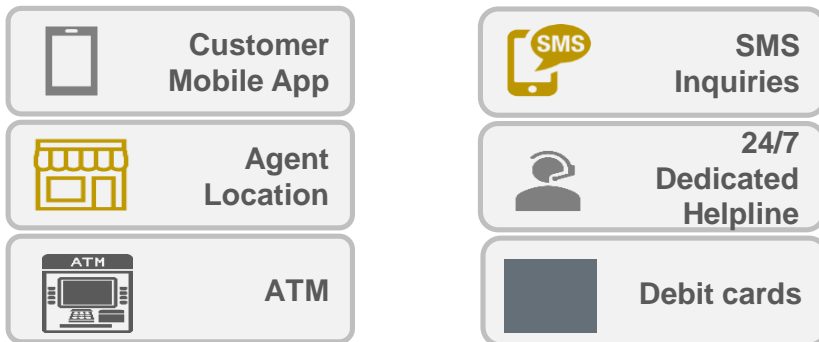
## Next in 2019...

- Simplification of account opening process & system implementation of CIF methodology for Consumer and FI onboarding
- Completion of International rollout initiated in key locations & planning for remaining locations
- 'Go-live' of real-time sanctions screening capabilities
- Optimization & implementation of new scenarios to enhance coverage of correspondent banking, Trade, Consumer and Money Service Bureaus (MSBs)
- Biometric verification of Normal Priority accounts & KYC remediation of medium & low risk legacy customers

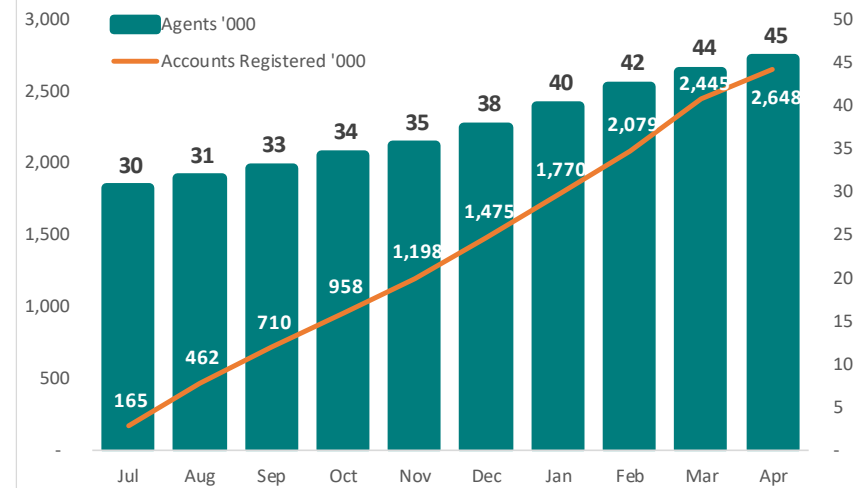
## Business Model

- Leveraging Agents and Mobile for mass acquisition. Take banking closer to largely unbanked masses in environments more familiar to them.
- Launched in July 2018. 2.6 million new accounts as of now; 24% women.
- Real time sanctions screening and biometric authentication against GoP database.
- Enables large-scale G2P payments - BISP
- Transactions growing steadily. In April 2019, 1.9 million transactions valued at Rs 8.6 billion processed (Avg. transaction size : Rs 4,500 [\$32]).
- Distribution network growing: Now at 45k agents.

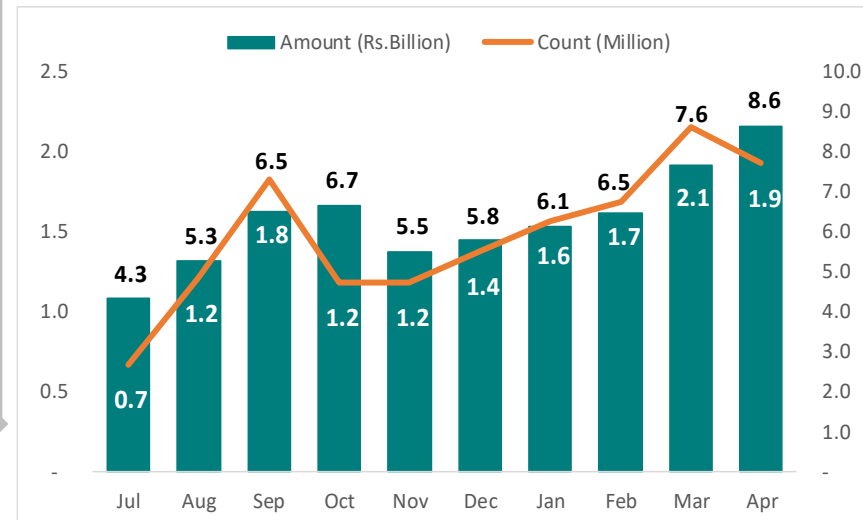
## Channels



## Customers / Agent network



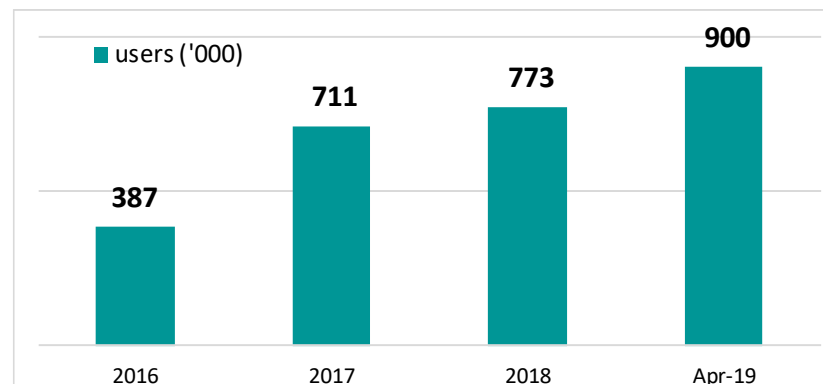
## Transactions – No. and Volume





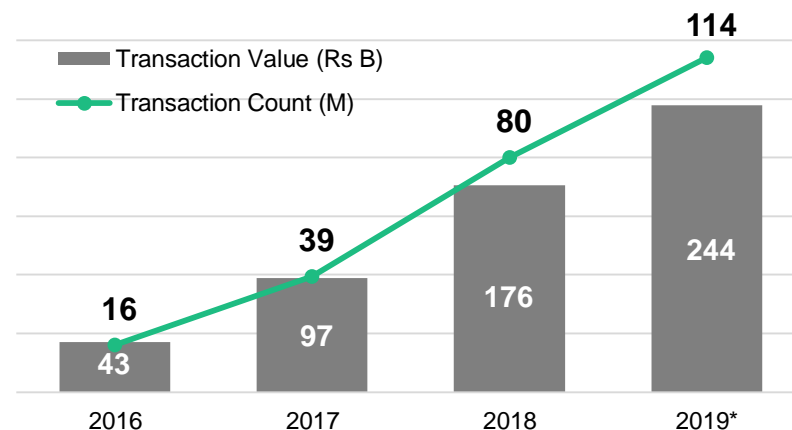
## Mobile & Internet Banking

- 0.9 million users of Mobile & Internet
- Average monthly transactions - Count: 9.6m, Value: 20b
- Lifestyle app: Partnering with merchants to enable in-app shopping. Offers investment and insurance products.
- First in market to offer loan on Mobile. Over Rs 1.4b disbursed to date to more than 9,115 customers



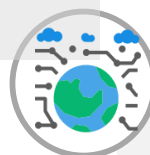
## Data

- Governance structure established through Data Governance Council
- Data lake being deployed
- Advanced analytics team trained on machine learning and AI. Initial use cases being analyzed for customer churn management and AML related Transaction Monitoring



## Ecosystem Partnerships

- Active engagement with startup community to identify potential partnerships
- 3 finalists from 2017 Innovation Challenge working with HBL



## Open API

- API strategy finalized, execution plan being developed
- 1<sup>st</sup> commercial bank to enable a payments API integrated with the biggest e-commerce website

# Transaction and Employee Banking (TEB)



## Digitization is the key!

Digitizing collections and payments by bringing clients to digital platform at both sending and receiving end via internet, mobile and branchless banking

Provide customized solutions to educational institutions, digitize collections and payments

Capitalizing on the CPEC initiative, to penetrate CPEC corridor in underserved areas - KPK, Balochistan, Gilgit - Baltistan

Financial inclusion via tapping the unbanked population through branchless banking

Digitizing the unstructured pension payments process

## TEB Landscape

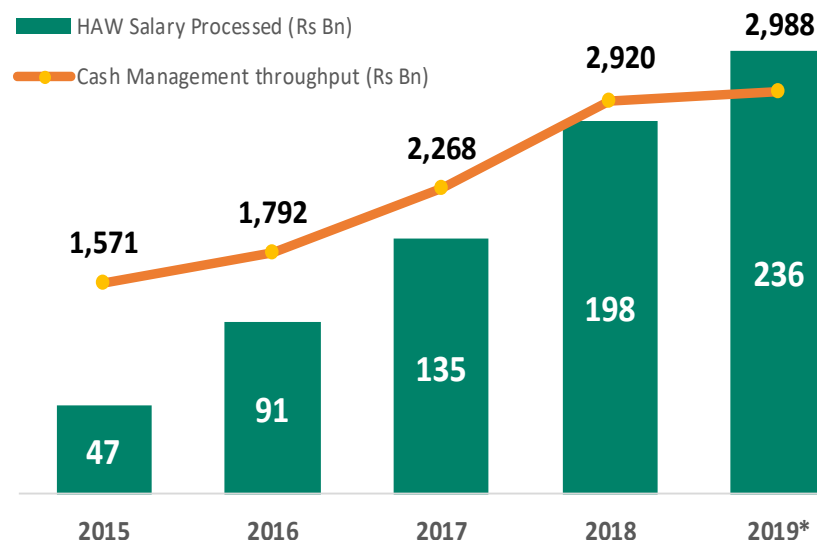
### Cash Management:

- Collection mandates – 755
- Payment mandates – 308
- Market share – 37%

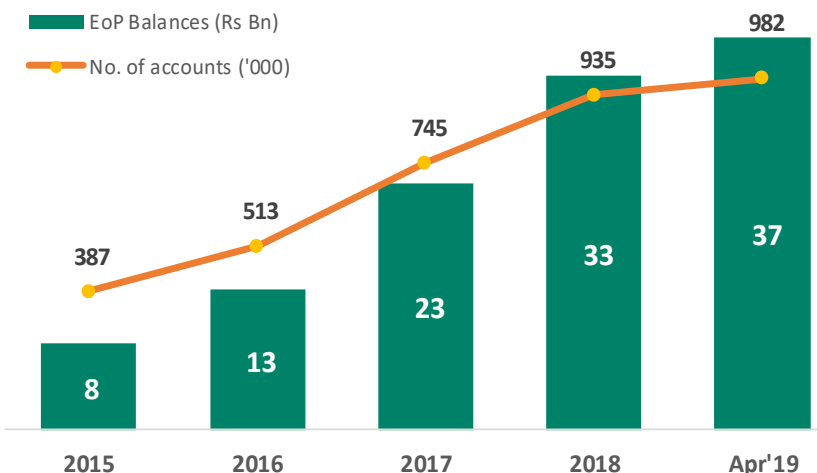
### Employee Banking / HBL At Work (HAW)

- Total mandates – 1,359
- Market share – 55%

## Throughput – Cash Management & HAW



## HAW – Salary Accounts



\* YTD April 2019 numbers have been annualized

- Geotagging of farms
- Aerial view of farms to be accessed from Google Maps
- Image of farmer and farm to evaluate condition of agricultural lands
- Centralized storage of important data points along with time and date stamp
- HBL is the first bank in the industry to have integrated its system with Punjab Land Record Authority. Will enable on-line extraction of title documents to improve turnaround and risk management
- HBL also has an arrangement with Sindh Board of Revenue, whereby Bank is able to verify the mutation of Rural borrowers.

## Aerial View of Farms Hyderabad Region



## Farmer and Farm image



## Farm Land with coordinates

**Longitude :** 74.4739456111112  
**Latitude :** 32.59056088888889  
**Captured Date :** 2019:01:31 12:40:50



The largest Corporate & Investment Bank in the country with total credit exposure of over USD 5.7 Bn to over 600 corporate customers. At the forefront of all major transactions

## Major Deals

### Power Sector



#### K-Electric Limited

Financial Advisor,  
Mandated Lead Arranger  
& Equity Arranger

**USD 1,700M**

Project Finance  
Advisory &  
Arrangement  
**Ongoing**



#### ThalNova Power Thar Limited

Financial Advisor & LCY  
Mandated Lead  
Arranger

**USD 527 M**

Project Finance Debt  
Arrangement and  
Financial Advisory  
**Ongoing**



#### Pak Matiari Lahore Transmission Line Company (Pvt.) Ltd

Financial Advisor &  
Mandated Lead Arranger

**USD 1,700M**

Project Finance  
Advisory &  
Arrangement  
**2019**



#### Lucky Electric Power Limited

FCY Lead Arranger

**USD 638M**

Project Financing Debt  
Arrangement  
**2018**



#### Thar Energy Limited

Financial Advisor & LCY  
Mandated Lead  
Arranger

**USD 520M**

Project Finance Debt  
Arrangement and  
Financial Advisory  
**2018**



#### Water and Power Development Authority

Shariah Structuring Agent  
Lead Advisor & Arranger

**USD 1,400M**

Syndicated Term Finance  
Facility  
**2017**

### Others



#### Panda Bond Issue

Joint Lead Manager

**USD 1,000M**

Inaugural Panda Bond  
Issue by  
Government of  
Pakistan  
**Ongoing**

#### Luna Pakistan (Private) Limited

Mandated Lead  
Arrangers

**USD 81 M**

Shariah Complaint  
Term Finance Facility  
based on Istisna

**2019**



#### Pakistan National Shipping Corporation

Lead Advisor &  
Arranger

**USD 75.5M**

Syndicated Term  
Finance Facility  
(Islamic/Conventional)

**2018**

## International Footprint

★ Head Office and Domestic Branch Network

● Branch

● Subsidiary

● Related Entity



### Strategic Focus

*Economic currents moving eastwards - with China and the emergence of Central Asia*

*HBL footprint - opportunity to gain significant share in these markets and flows between these corridors.*

We aim to be:

- In the top 5 foreign banks for trade volumes between China & Central Asia, the GCC, Turkey and South Asia.
- No.1 for Pakistan Inbound and Outbound flows from these corridors / markets

## Strategy

### Corporate, Trade Finance and FI

- Upgrade global trade finance capability and proposition - products, services, people, processes and platform
- Capture GCC and SAARC flows to and from Pakistan, China and Central Asia
- Inbound and Outbound business – Pakistan and across all locations
- Belt & Road opportunities – China coverage and connectivity across the network
- Focus on trade and working capital needs; build cross-sell of deposits and treasury products
- Grow FI as a global business with strong sell-side offering

### Retail and Remittances

- Build liabilities and re-structure branches to enhance sales capacity
- Enhance customer experience through digital roll-out and distribution channels
- New products, leader in remittances, and go-to Bank for non-resident Pakistanis

### Compliance and Controls

- Enhance compliance environment to global standards

### People

- Indigenization and diversity

## **Environmental & Social (E&S)**

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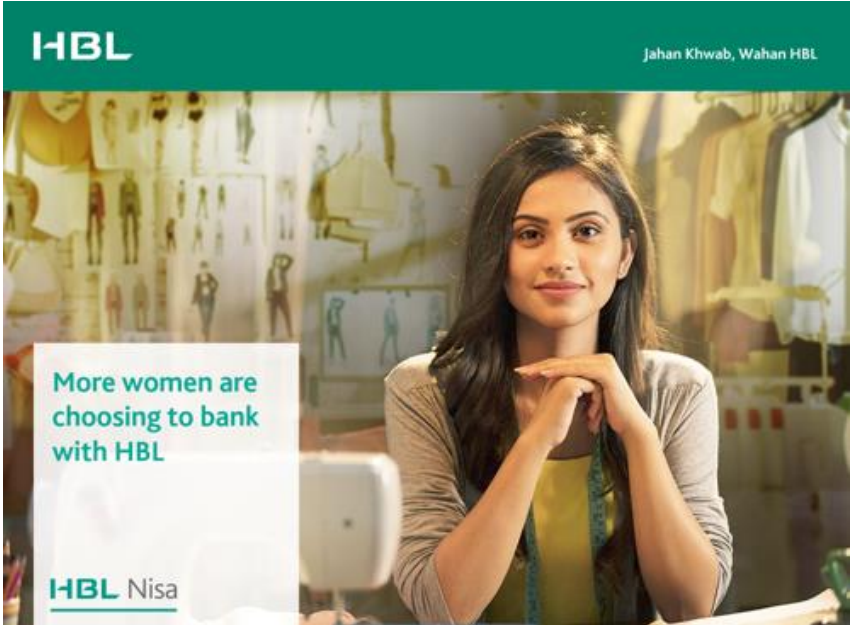
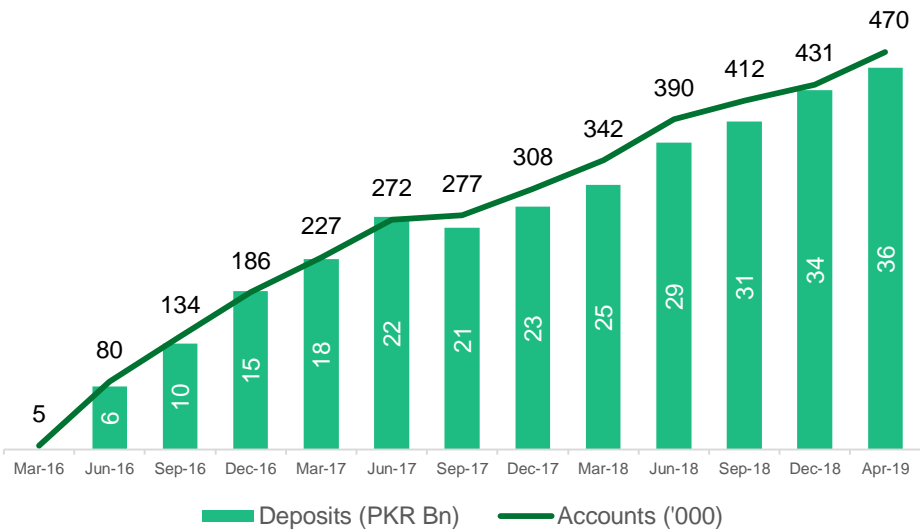
- Worked proactively with CDC to ensure that the Bank's environmental and social risk management policies are compliant with international best practices
  - Product development and client workshops for E&S being pursued in collaboration with CDC – one workshop on renewable energy already conducted
  - Social and Environmental Management System (SEMS) developed and implemented since 2014, compliant with UK and IFC standards
  - Played a leading role in development of the Green Banking Guidelines in Pakistan
  - ESG due diligence process embedded in all Corporate Banking credit approvals
  - Environment Committee formed to create focus on Green Finance and environmental risks in lending
- 

## **Governance**

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- Through CDC, organized trainings on Financial Crime Governance and Risk Appetite for the Boards and Management Teams of HBL and FMFB.
- Strengthened policy for Prohibition of Insider Trading
- Policy for Prohibition of Bribery and Corrupt practices implemented – mandatory e-learning module developed in-house, 75% staff certified
- Two new management committees formed to strengthen the control environment - Compliance Committee and Controls Committee

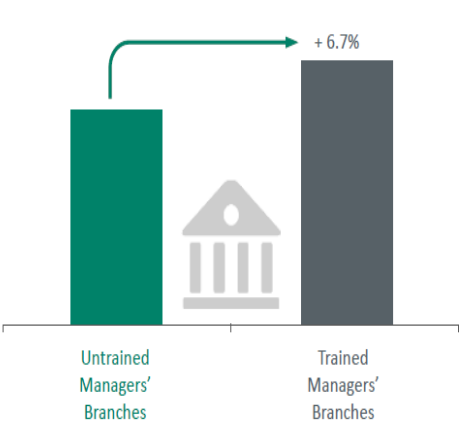
## HBL Nisa – Banking platform for women



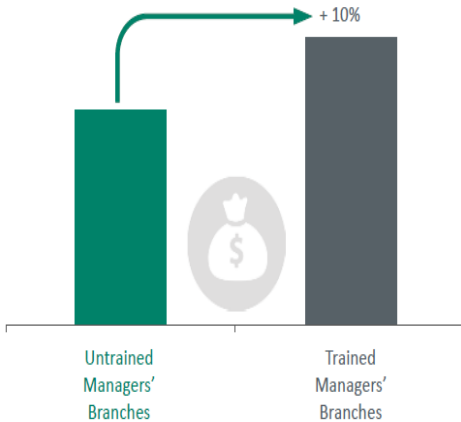
## Gender Sensitization

- In collaboration with IFC, Gender Sensitization training rolled out across the Bank to over 12,000 employees
- Improved perception of equal performance capacity at the workplace
- Diversity Council formed. Programs rolled out to promote Women Leadership and introduce gender friendly policies
- Mentoring program launched for senior women
- Targeting 30% of women in new hiring to reach 20% participations by 2020. Currently over 16%
- Female entry level programs being introduced. First batch of all-women IT graduates inducted

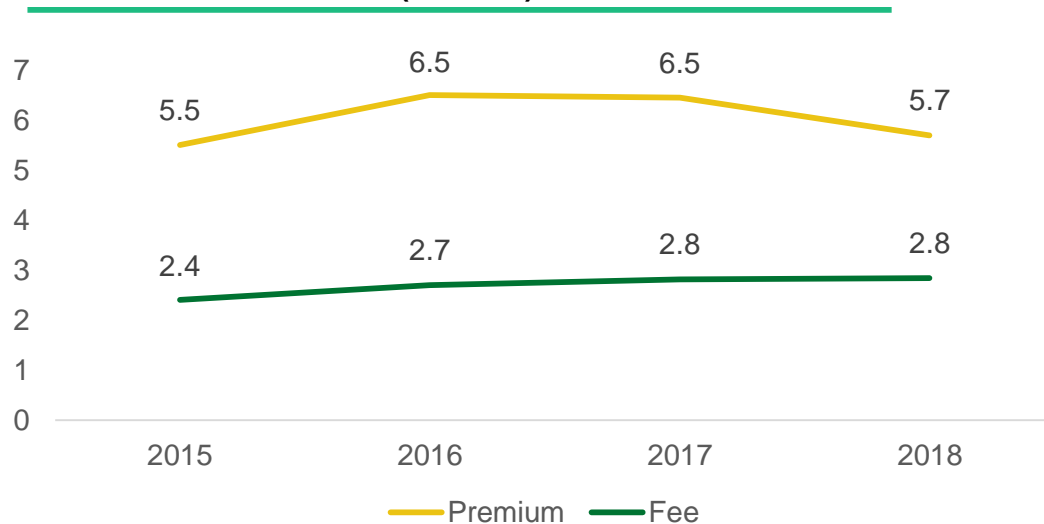
Increase in the number of women-owned deposit accounts



Increase in the volume of deposits in women-owned deposit accounts



## Premium and Revenues (PKR bn)



## Business Summary – Lifetime to date

Total Premium sold	32.7 Bn
No. of Policies	573,193, 30% women
Persistency	3 Years at over 83%
Insurance Partners	Jubilee Life, EFU Life, Jubilee General

**HBL** HABIB BANK  
حبیب بینک

**Jubilee**  
LIFE INSURANCE

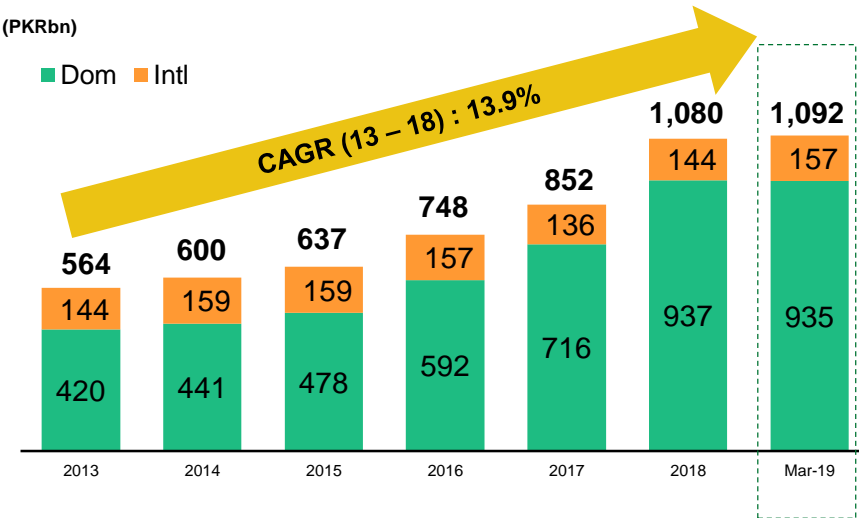
For a secure tomorrow

**Hifazat**

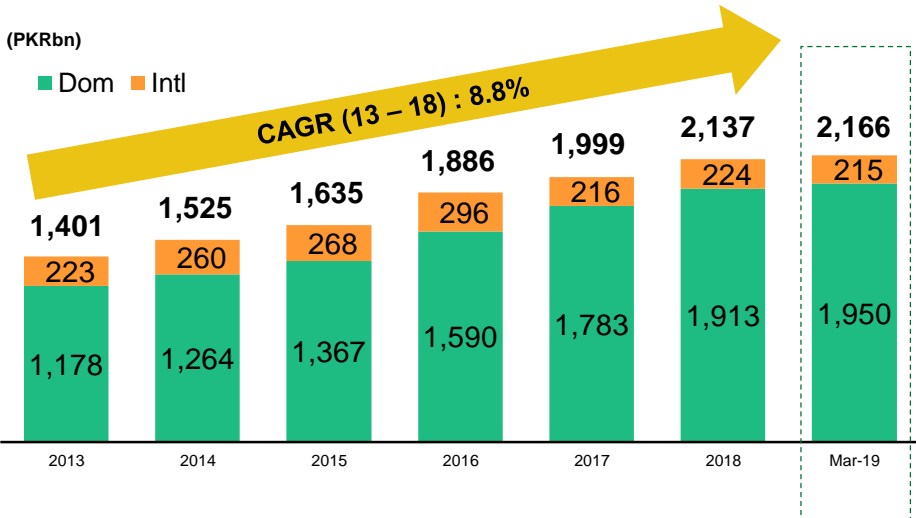
# **Financial Performance**

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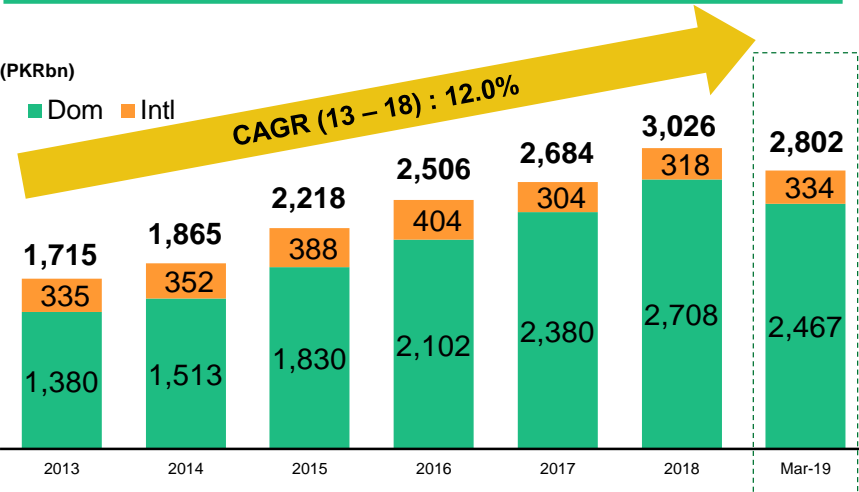
## Net Advances



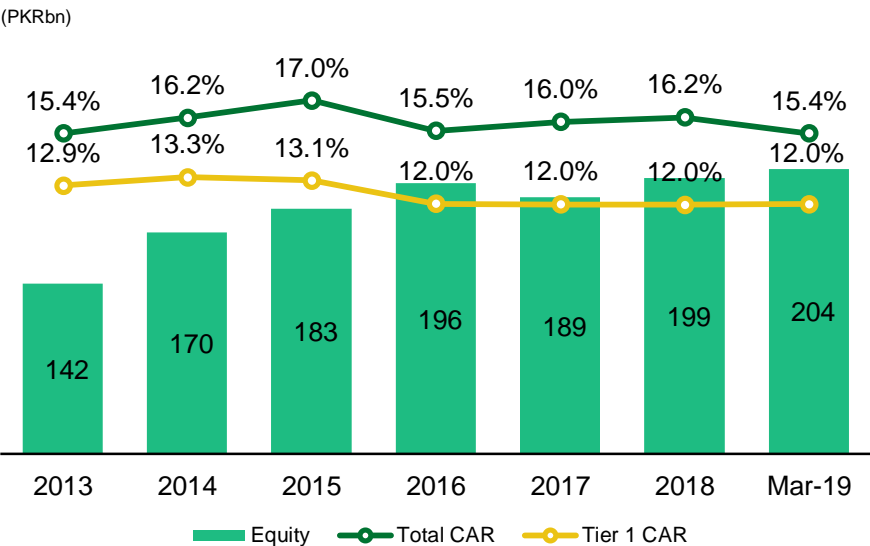
## Deposits



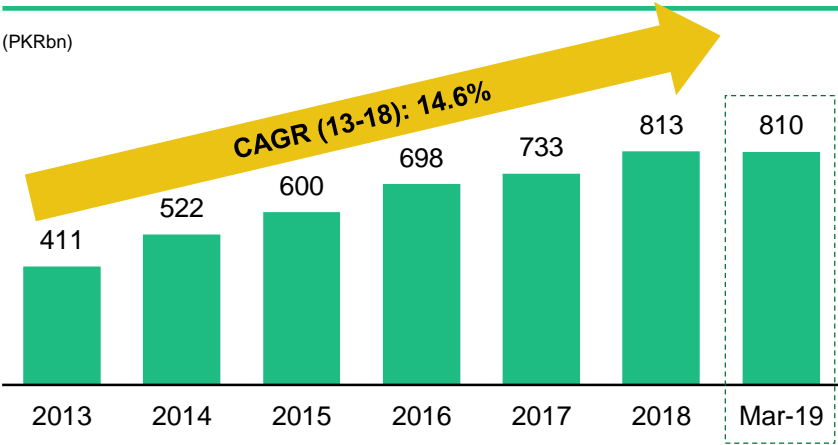
## Total assets



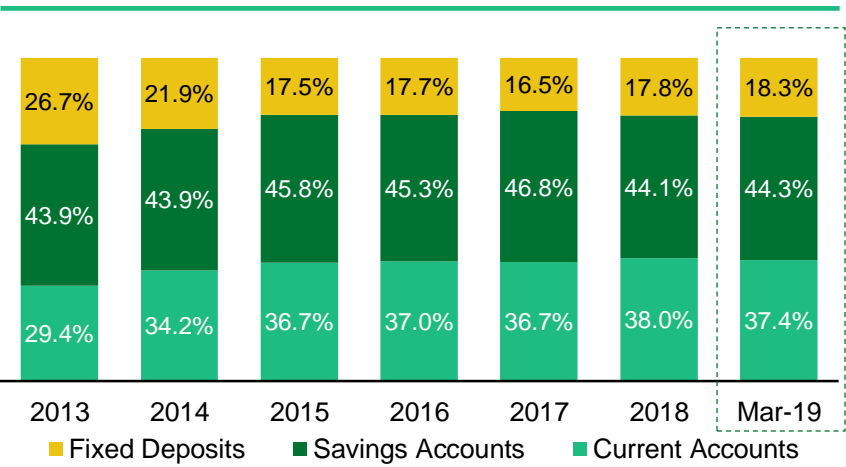
## Capital and CAR



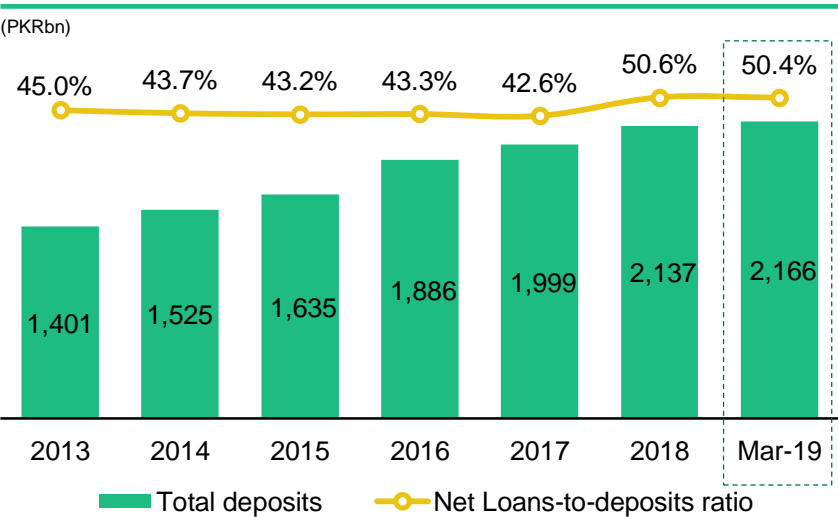
Robust growth in current deposits...



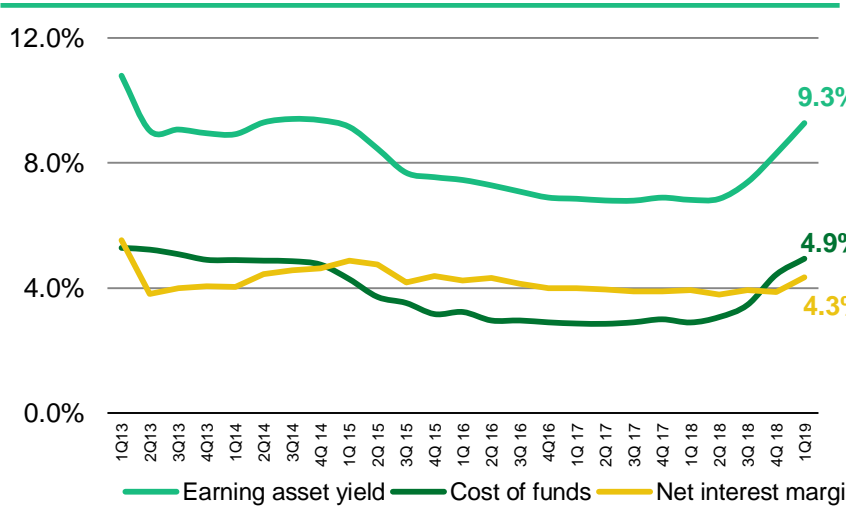
... Improving Deposit mix



Deployment now skewing to lending

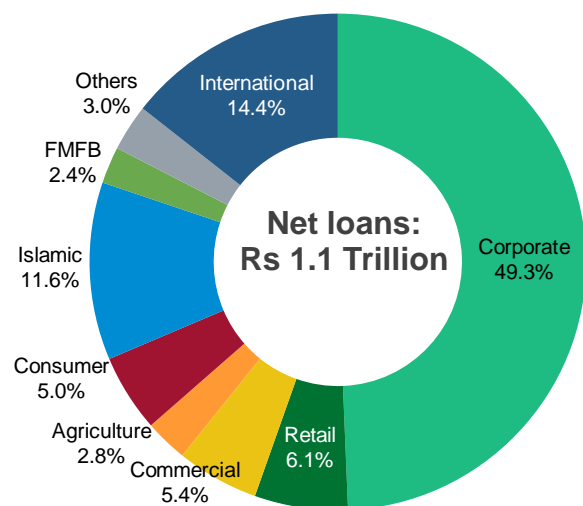


Net interest margin

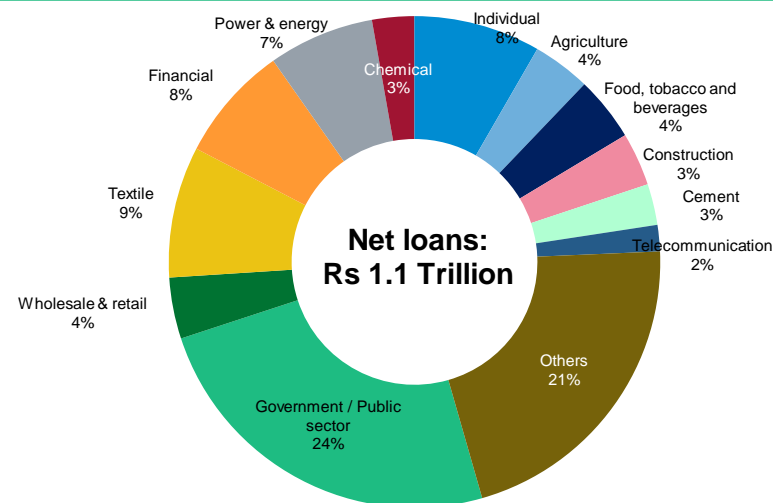


# A diversified loan portfolio...

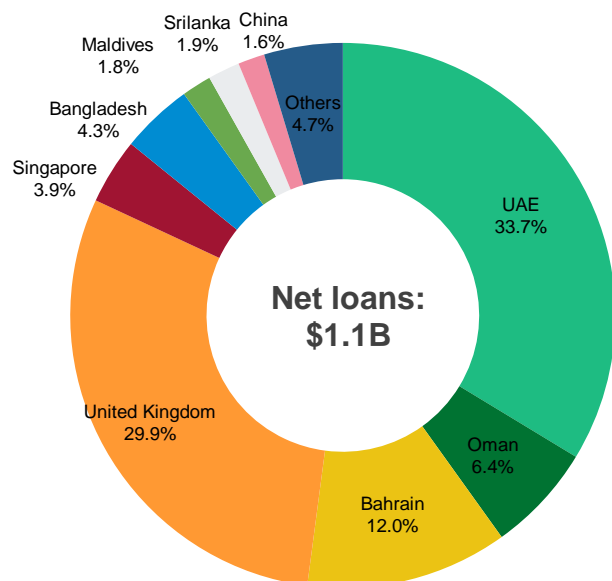
## Loan portfolio composition by line of business



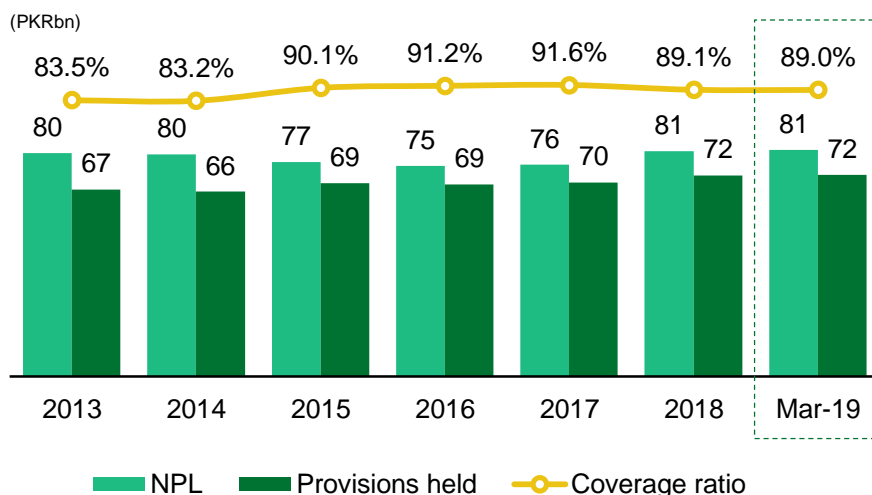
## Loan portfolio composition by industry segments



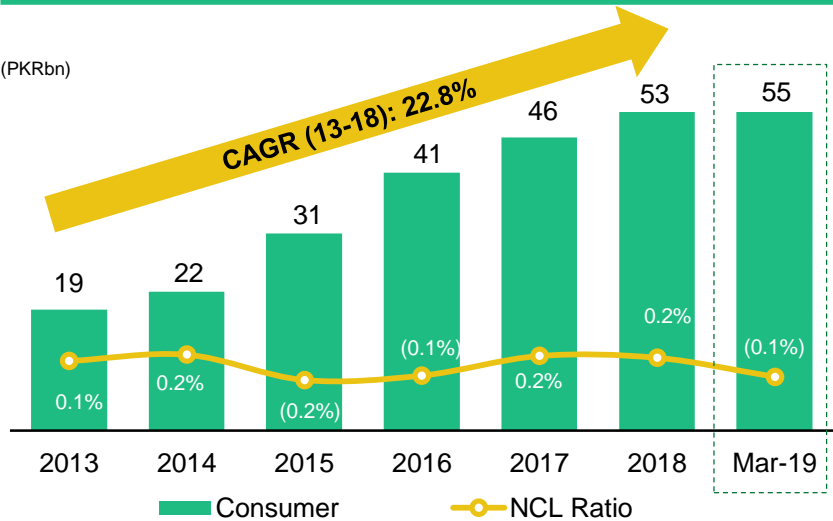
## International advances composition by location



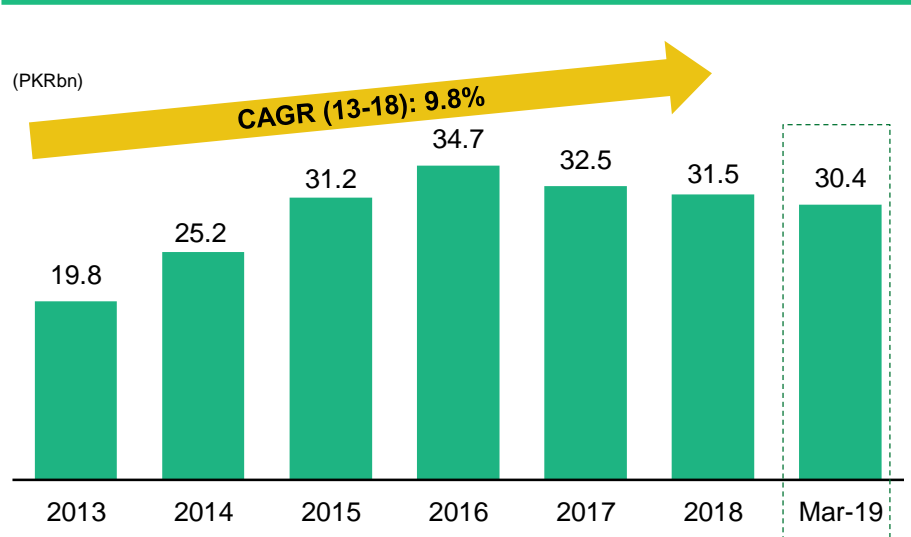
## Conservative risk management



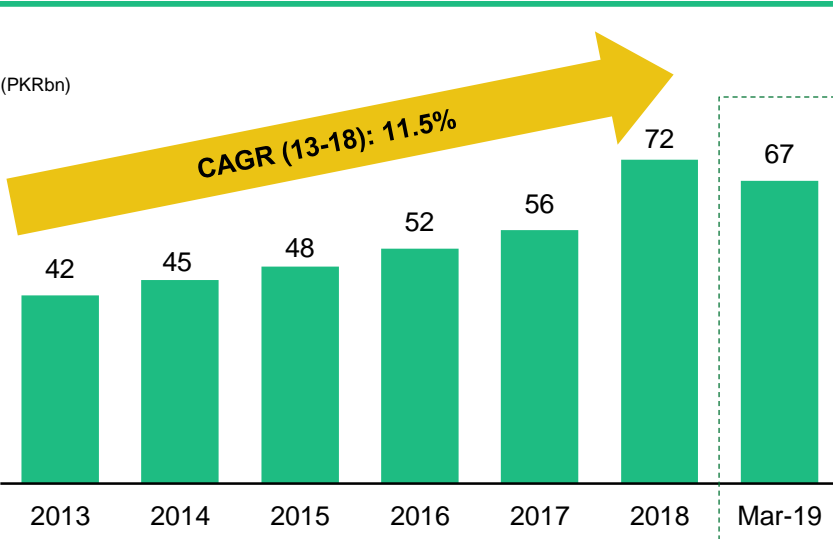
## Growth in Consumer Lending



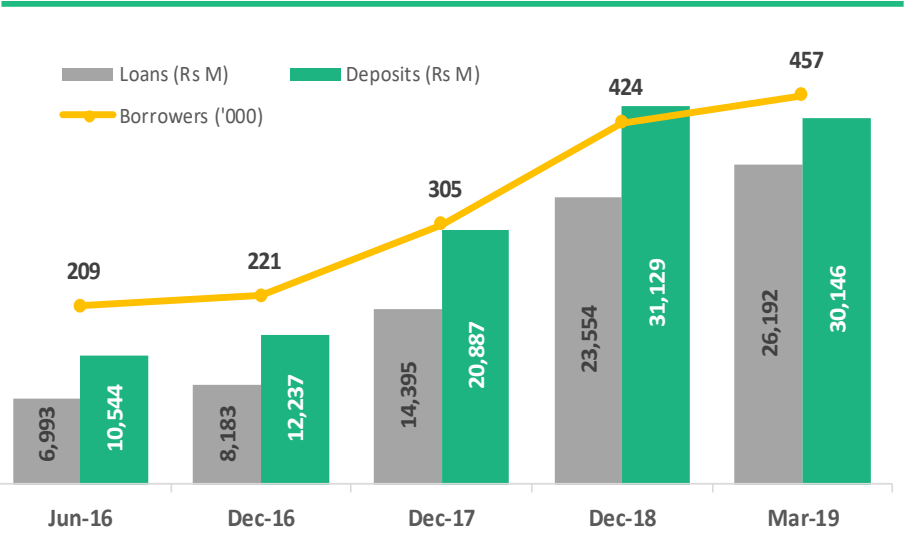
## Agriculture Financing – Leadership in a challenging market



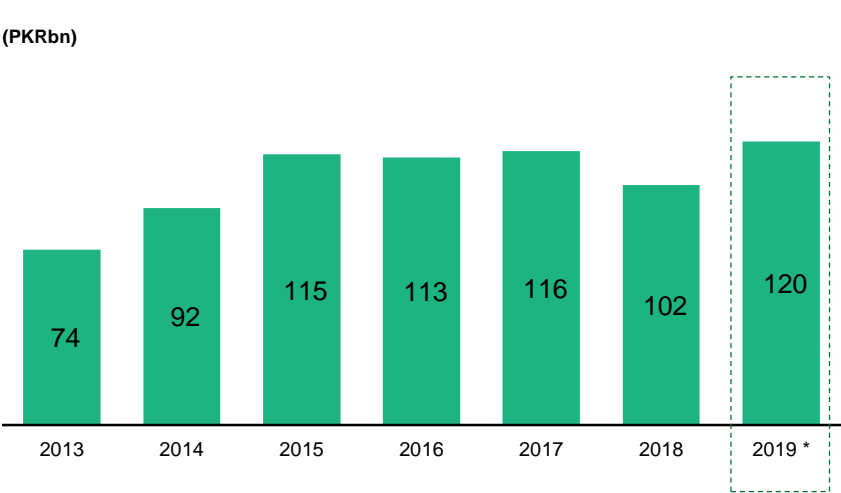
## SME Portfolio



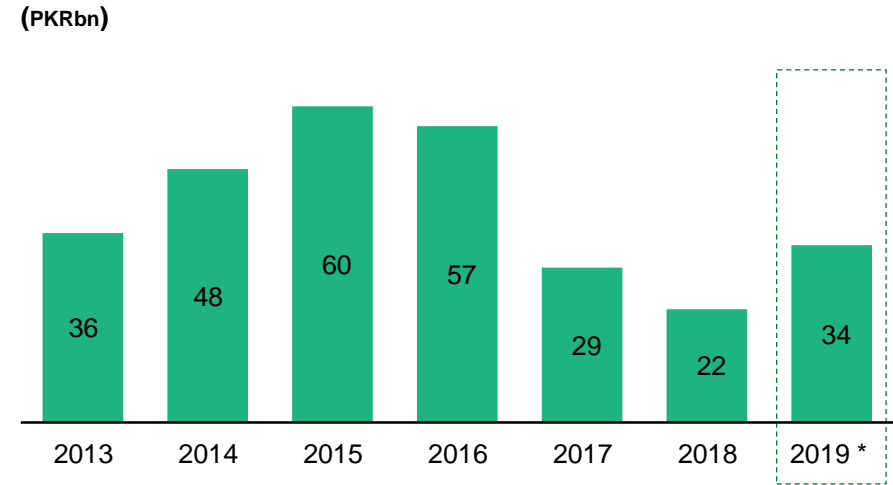
## The First MicroFinanceBank – 3x growth since acquisition



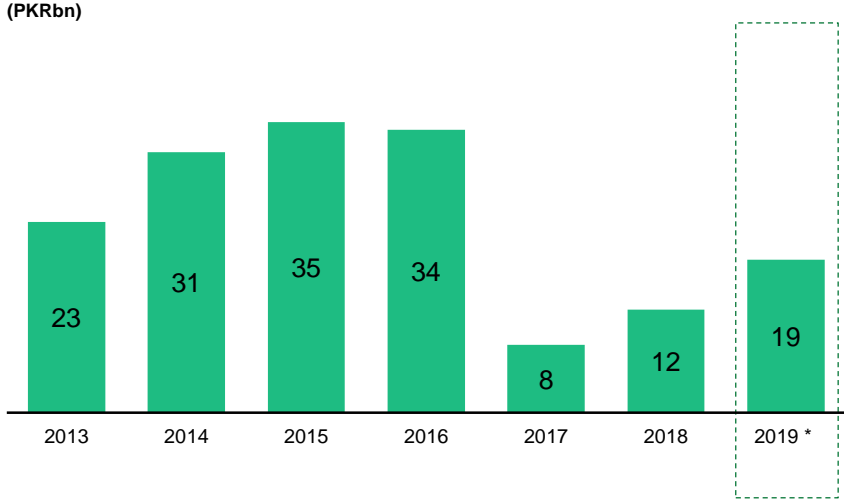
Total Revenue



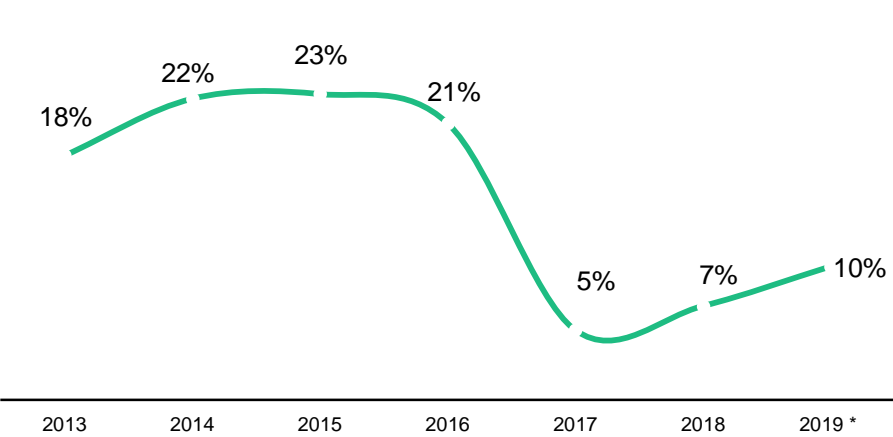
Profit before tax



Profit after tax

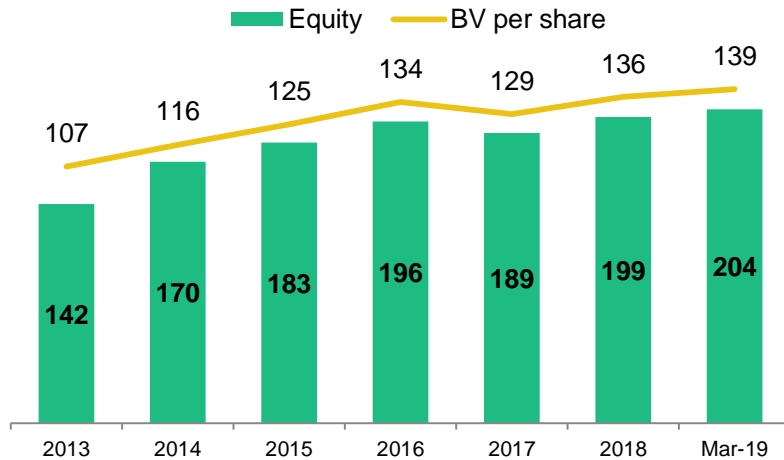


Return on Equity

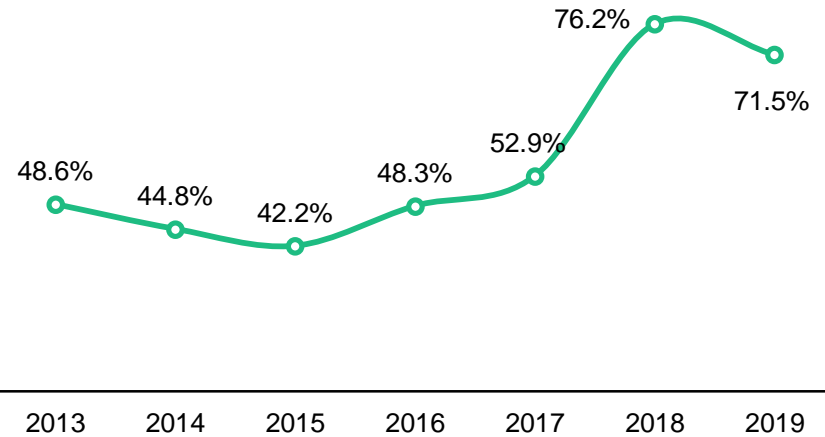


\* Q1'19 numbers have been annualized

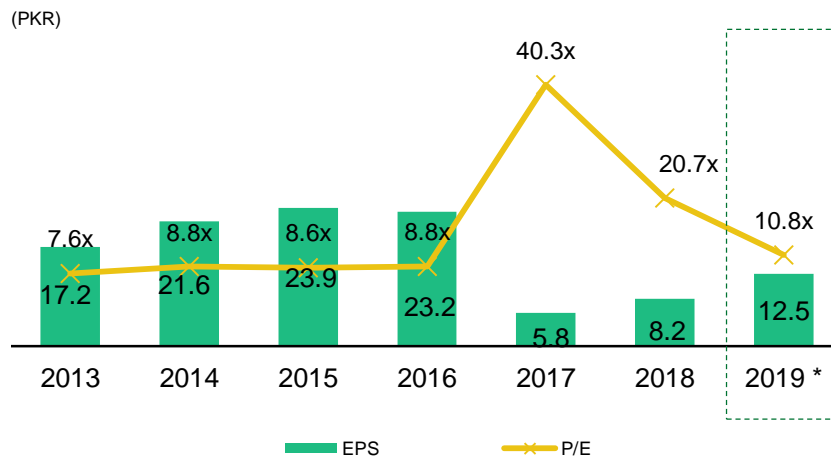
## Book Value Per Share



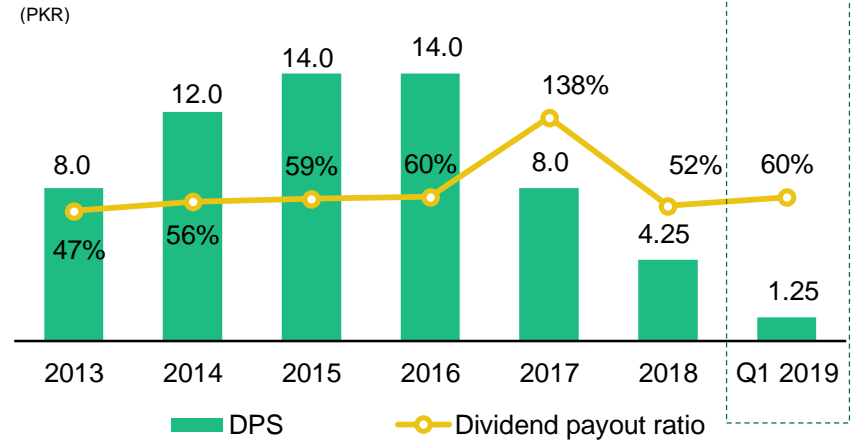
## Cost to income ratio



## Earnings



## Dividend payout



\* Q1'19 numbers have been annualized

# Appendix

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PKR Bn	2013	2014	2015	2016	2017	2018	Mar-19
<b>Assets</b>							
Cash & Bank Balances	193	203	208	284	287	322	290
Lendings to financial institutions	35	34	18	34	34	51	298
Investments	826	923	1,271	1,344	1,375	1,390	934
Advances	564	600	637	749	852	1,080	1,092
Others	97	105	84	96	149	182	188
<b>Total Assets</b>	<b>1,715</b>	<b>1,865</b>	<b>2,218</b>	<b>2,507</b>	<b>2,696</b>	<b>3,026</b>	<b>2,802</b>
<b>Liabilities</b>							
Bills payable	19	22	28	31	34	42	28
Borrowings	108	103	314	333	398	523	232
Deposits and other accounts	1,401	1,525	1,635	1,886	1,999	2,137	2,166
Subordinated loan	3	-	10	10	10	10	10
Other liabilities	42	45	48	51	67	114	161
<b>Total Liabilities</b>	<b>1,573</b>	<b>1,695</b>	<b>2,036</b>	<b>2,311</b>	<b>2,507</b>	<b>2,827</b>	<b>2,597</b>
Equity	142	170	183	196	189	199	204
<b>Total Liabilities + Equity</b>	<b>1,715</b>	<b>1,865</b>	<b>2,218</b>	<b>2,507</b>	<b>2,696</b>	<b>3,026</b>	<b>2,802</b>

PKR Mn	2013	2014	2015	2016	2017	2018	Q1 2019
Interest Income	120,605	137,416	141,101	141,089	148,010	165,283	51,524
Interest Expensed	65,207	68,833	62,933	59,138	66,177	83,606	28,154
<b>Net Interest Income</b>	<b>55,397</b>	<b>68,583</b>	<b>78,169</b>	<b>81,951</b>	<b>81,833</b>	<b>81,677</b>	<b>23,370</b>
Fee and commission income	11,686	14,025	17,194	19,026	19,519	18,024	5,323
Dividends / Capital Gains	3,060	2,359	12,603	6,616	8,984	2,016	(286)
Share of profit from associates	1,785	3,267	3,399	3,768	2,052	2,723	891
FX Income	1,574	2,847	2,749	1,399	3,880	4,437	993
Reval. loss on open position	-	-	-	-	(1,127)	(6,835)	(540)
Other income	836	926	639	625	808	(471)	253
<b>Non Fund Income</b>	<b>18,941</b>	<b>23,425</b>	<b>36,584</b>	<b>31,435</b>	<b>34,116</b>	<b>19,894</b>	<b>6,634</b>
<b>Gross Revenue</b>	<b>74,339</b>	<b>92,008</b>	<b>114,753</b>	<b>113,387</b>	<b>115,949</b>	<b>101,571</b>	<b>30,004</b>
Administrative expenses	36,110	41,254	48,400	54,790	61,300	77,380	21,441
Other expenses	744	973	1,312	1,180	1,071	(2,403)	212
<b>Total Expenses</b>	<b>36,854</b>	<b>42,227</b>	<b>49,713</b>	<b>55,970</b>	<b>62,371</b>	<b>74,978</b>	<b>21,652</b>
<b>Operating profit</b>	<b>37,485</b>	<b>49,781</b>	<b>65,040</b>	<b>57,417</b>	<b>53,578</b>	<b>26,593</b>	<b>8,352</b>
Provisions - net	1,351	1,531	4,754	892	374	5,009	(83)
<b>Profit before extraordinary item</b>	<b>36,133</b>	<b>48,250</b>	<b>60,286</b>	<b>56,525</b>	<b>53,204</b>	<b>21,585</b>	<b>8,435</b>
Extra ordinary / unusual item	-	-	-	-	23,717	-	-
<b>Profit before tax</b>	<b>36,133</b>	<b>48,250</b>	<b>60,286</b>	<b>56,525</b>	<b>29,487</b>	<b>21,585</b>	<b>8,435</b>
Taxation	13,106	16,768	25,185	22,319	20,639	9,144	5,257
<b>Profit after tax</b>	<b>23,027</b>	<b>31,483</b>	<b>35,102</b>	<b>34,206</b>	<b>8,848</b>	<b>12,441</b>	<b>3,178</b>

# Key Ratios

	2013	2014	2015	2016	2017	2018	2019
<b>Profitability</b>							
Return on average assets (RoA)	1.4%	1.8%	1.7%	1.4%	0.3%	0.4%	0.6%
Return on shareholders' equity (RoE)	16.8%	20.2%	19.9%	18.1%	5.2%	7.1%	9.9%
Cost : Income ratio	48.6%	44.8%	42.2%	48.3%	52.9%	76.2%	71.5%
NFI : Gross revenue	25.5%	25.5%	31.9%	27.7%	29.4%	19.6%	22.1%
<b>Asset Quality &amp; Liquidity</b>							
Gross Advances to deposits ratio	45.0%	43.7%	43.2%	43.3%	46.1%	53.9%	53.7%
CA %	29.4%	34.2%	36.7%	37.0%	36.7%	38.0%	37.4%
CASA %	73.3%	78.1%	82.5%	82.3%	83.5%	82.2%	81.7%
NPLs to Gross Advances	12.7%	11.9%	10.9%	9.2%	8.2%	7.0%	7.0%
Net NPLs to Net Advances	2.7%	2.7%	1.7%	1.4%	1.1%	1.1%	1.2%
Coverage - Specific	80.8%	79.9%	85.8%	86.4%	87.6%	84.7%	84.5%
Coverage - Total	83.5%	83.2%	90.1%	91.2%	91.6%	89.1%	89.0%
<b>Capital Adequacy</b>							
Tier I CAR	12.9%	13.3%	13.1%	12.0%	12.0%	12.0%	12.0%
Total CAR	15.4%	16.2%	17.0%	15.5%	16.0%	16.2%	15.4%
<b>Industry Share</b>							
Deposits	15.1%	14.8%	14.1%	14.1%	14.3%	13.9%	14.3%
Advances	10.7%	11.0%	10.7%	11.3%	11.6%	12.2%	12.2%