HBL

Annual Report 2023 | Enriching Lives

HBL

HBL

HBL makes a concerted effort to operate in ways that enhance the well-being of society, a spirit that we inculcate in our employees as a socially responsible organization. We believe strongly that a growing economy, a dynamic society, and a sustainable natural environment, all have an interdependent relationship; HBL operates with a 360-degree approach towards achieving impact and sustainability, both within the organization and in the communities we serve.

HBL's good governance and Corporate Social Responsibility is not confined to charitable giving, but also directed at conducting our daily business and living our daily lives with constant care for our physical and social environments.

Enriching Lives

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Corporate Information

Board of Directors

Mr. Sultan Ali Allana	Chairman
Mr. Shaffiq Dharamshi	Director
Mr. Moez Ahamed Jamal	Director
Mr. Salim Raza	Director
Dr. Najeeb Samie	Director
Mr. Khaleel Ahmed	Director
Ms. Saba Kamal	Director
Mr. Muhammad Aurangzeb	President & CEO

Board Committees

Board Audit Committee

Mr. Khaleel Ahmed	Chairman
Dr. Najeeb Samie	Member
Mr. Moez Ahamed Jamal	Member
Chief Internal Auditor	Secretary

Board Compliance and Conduct Committee

Mr. Moez Ahamed Jamal	Chairman
Mr. Shaffiq Dharamshi	Member
Mr. Khaleel Ahmed	Member
Chief Compliance Officer	Secretary

Board Development Finance Committee

Mr. Salim Raza	Chairman
Mr. Khaleel Ahmed	Member
Ms. Saba Kamal	Member
Mr. Muhammad Aurangzeb	Member
Head – Development Finance	Secretary

Board Human Resource and Remuneration Committee

Mr. Khaleel Ahmed	Chairman
Mr. Sultan Ali Allana	Member
Dr. Najeeb Samie	Member
Mr. Shaffiq Dharamshi	Member
Chief Human Resources Officer	Secretary

Board IT Committee

Ms. Saba Kamal	Chairperson
Mr. Moez Ahamed Jamal	Member
Mr. Salim Raza	Member
Chief Operating Officer	Secretary

Board Risk Management Committee

Mr. Salim Raza	Chairman
Mr. Shaffiq Dharamshi	Member
Mr. Muhammad Aurangzeb	Member
Chief Risk Officer	Secretary

Board Nomination and Remuneration Committee

Mr. Salim Raza	Chairman
Mr. Moez Ahamed Jamal	Member
Mr. Shaffiq Dharamshi	Member
Dr. Najeeb Samie	Member
Company Secretary	Secretary

Board Strategy Input and Monitoring Committee

Mr. Sultan Ali Allana	Chairman
Mr. Moez Ahamed Jamal	Member
Dr. Najeeb Samie	Member
Ms. Saba Kamal	Member
Mr. Muhammad Aurangzeb	Member
Head Corporate Strategy	Secretary

Chief Operating Officer

Mr. Muhammad Nassir Salim

Chief Financial Officer

Mr. Rayomond H. Kotwal

Company Secretary

Mr. Uzman Naveed Chaudhary

Legal Advisors

Mandviwalla and Zafar
Legal Consultants and Advocates

Auditors

KPMG Taseer Hadi & Co
Chartered Accountants

Share Registrar

CDC Share Registrar Services Limited
CDC House, 99 – B, Block 'B',
S.M.C.H.S., Main Shahra-e-Faisal
Karachi – 74400, Pakistan
Tel: Customer Support Services
(Toll Free) 0800-CDCPL (23275)
Fax: (92-21) 34326053
Email: info@cdcsrsl.com
Website: www.cdcsrsl.com

HBL Corporate Secretariat

Phone: (92-21) 37137543
Fax: (92-21) 35148370

Principal Office

Habib Bank Limited
HBL Tower, Plot No. G-4,
KDA Scheme 5, Block 7 Clifton,
Karachi, Pakistan
Phone: (92-21) 33116030

Registered Office

Habib Bank Limited
9th Floor, Habib Bank Tower,
Jinnah Avenue, Blue Area, Islamabad,
Pakistan
Phone: (92-51) 2270856, (92-51) 2821183
Fax: (92-51) 2872205

Corporate Website

www.hbl.com

Internet Banking

www.hbl.com/personal/digital-banking/hbl-internetbanking

Konnect

www.hbl.com/konnect

hblbank | HBLPak

Management

Muhammad Aurangzeb
President & CEO

Muhammad Nassir Salim
Chief Operating Officer

Aalishaan Zaidi
Head Retail Banking

Aamir Irshad
Head Corporate, Commercial & Investment Banking

Aamir Kureshi
Head Consumer, Agriculture & SME Banking

Abrar A. Mir
Chief Innovation & Financial Inclusion Officer

Adnan Pasha Siddiqui
Head Development Finance

Armughan Ahmed Kausar
Chief Compliance Officer

Faisal Lalani
Head Financial Institutions & Remittances

Farhan Talib
Head International

Jamal Nasir
Chief Human Resources Officer

Michael Maier
Chief Technology Officer

Muhammad Farhanullah Khan
Chief Internal Auditor

Naeem Bashir Ahmad
Head Corporate Strategy

Rayomond H. Kotwal
Chief Financial Officer

Risha A. Mohyeddin
Global Treasurer

Sami Aziz
Head Remedial & Structured Credits

Tariq Masaud
Chief Risk Officer

Uzman Naveed Chaudhary
Company Secretary and Head Regulatory Affairs

Vision

Enabling people to advance with confidence and success.

Mission

To make our customers prosper, our staff excel and create value for stakeholders.

Values

Our values are the fundamental principles that define our culture and are brought to life in our attitudes and behaviour. It is our values that make us unique.

INTEGRITY - Be Ethical and Fair

- We honour our commitments and do what is right
- We are fair, respectful and honest at all times
- We are ethical in our decisions and interactions
- We take responsibility for our actions
- We are prudent and responsible with the assets entrusted to HBL

CUSTOMER CENTRIC - Deliver Great Experiences

- We value our clients and develop products and services around their needs
- We provide exceptional service to all we serve
- We understand and respect our customers
- We deliver solutions that add value to our customers' lives
- We consider the impact of our policies and decisions on our customers
- We are fully transparent with our customers

VALUE PEOPLE - Respect, Empower, Appreciate

- We treat our people equitably and make decisions on merit
- We invest in people and provide opportunities for learning and growth
- We empower people to do what is needed for success
- We provide a positive and collaborative work environment
- We celebrate our successes and recognise people for their contributions
- We encourage and embrace diversity

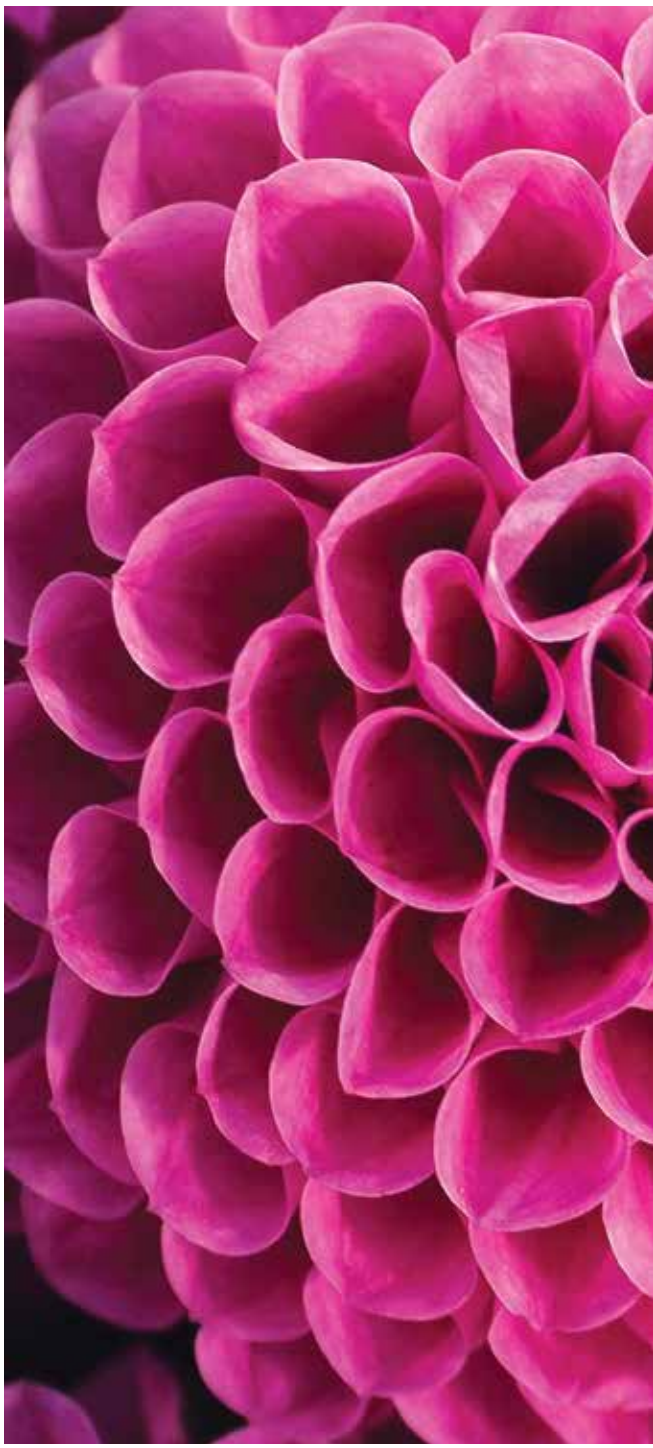
PROGRESSIVE - Innovate and Challenge

- We challenge our thinking to raise the bar
- We encourage our team members to question the status quo
- We innovate and adapt to change
- We positively impact and serve the communities in which we live

EXCELLENCE - Be Your Best

- We lead in our industry
- We take ownership of what we do
- We relentlessly pursue quality without compromise
- We consistently adhere to measurable standards and look for ways to exceed them
- We benchmark against the best

6 Point Business Agenda



1

Relentless focus on customer experience

- Realign organization from a customer segment lens
- Embed Customer Centricity into the DNA of the organization
- Accelerate the customer experience journey towards 'Delighting our customers'
- Serve customers through 'Technology, with a human touch'
- Provide personalized, user-friendly solutions that cater to evolving expectations

2

People Agenda to be our top priority

- Leadership Matters – Build enterprise-wide leadership capabilities
- Attract, develop and retain top-quality talent through robust career planning
- Culture change through using values-based behaviours to drive performance and rewards
- Unlock synergies through cross-functional and agile teamwork
- Continue focus on gender and differently-enabled diversity

3

Making Innovation the Driving Force

- Imagine, rethink, and predict evolving customer needs
- Increase speed of delivery by simplifying, digitizing, and enabling straight through processing
- Use AI for routine, repetitive, tasks, allowing our people to unlock their potential
- Think Again - Continuous process improvement as 'good is never good enough'
- Foster a culture of innovation, ownership and engagement to attract top talent

4

Embedding Risk, Compliance and Control in our Business Principles

- Strengthen resilience in an ever changing and increasingly complex environment
- Embed a compliance & controls culture covering an enterprise-wide risk spectrum
- Implement rigorous self-testing through an Integrated Risk & Controls Repository
- Proactively manage regulatory risks through robust Compliance Risk Management
- Strengthen third-line supervision to provide effective risk management assurance

5

Commitment to deliver on P&L

- Sustainable revenue growth on the back of top league-table positions
- Strict cost discipline including cost initiatives
- Optimise balance sheet and capital deployment, enhance cross-sell
- Maintain high portfolio quality to deliver appropriate risk-adjusted returns

6

Giving back to the Country and the Communities that we serve

- Play a key role in nation-building through public-private partnership initiatives
- Be the thought leader on technology-driven financial inclusion
- Provide committed philanthropic funding for social development and emergency relief
- Encourage employee volunteerism
- Maximising impact by embedding sustainability across our businesses and key decisions

International Footprint

Branch Network:

Bahrain
Bangladesh
Belgium
China
Lebanon
Maldives
Mauritius
Oman*
Singapore
Sri Lanka
Türkiye
UAE

Subsidiary:

HBL Bank UK

Associates:

- Diamond Trust Bank Kenya/Tanzania/Uganda/Burundi
- Kyrgyz Investment and Credit Bank Kyrgyz Republic

*Planned exit from location post cancellation of our commercial registration and Banking License.

HBL Domestic Network

Domestic Branches:

Name of Region	Number of Branches		
	Conventional	Islamic	Total
Bahawalpur	54	16	70
Faisalabad	79	20	99
Gujranwala	62	13	75
Gujrat	59	16	75
Hyderabad	51	10	61
Islamabad	113	44	157
Jhelum	73	6	79
Karachi (including KEPZ)	109	82	191
Lahore	75	58	133
Mardan	76	37	113
Mirpur A.K.	56	7	63
Multan	89	19	108
Muzaffarabad	39	5	44
Peshawar	95	19	114
Quetta	40	11	51
Sahiwal	71	14	85
Sargodha	63	9	72
Sialkot	71	13	84
Sukkur	46	9	55
	1,321	408	1,729

Subsidiaries:

- HBL Microfinance Bank Limited

Name of Region	Number of Branches
Azad Kashmir	2
Balochistan	8
Capital Territory	1
Gilgit Baltistan	24
Khyber Pakhtunkhwa	18
Punjab	98
Sindh	52
	203

- Habib Bank Financial Services (Private) Limited
- HBL Currency Exchange (Private) Limited
- HBL Asset Management Limited
- HBL Zarai Services Limited

Associates:

- Jubilee General Insurance Company Limited
- Jubilee Life Insurance Company Limited

Accolades

Best Domestic Bank Pakistan

Best Digital Bank Pakistan
by Asiamoney Best Bank Awards 2023

Best Bank in Agriculture Financing

Best Consumer Bank
by Pakistan Banking Awards 2023

Most Innovative Bank in Asia 2023

Best Investment Bank – Pakistan
by World Finance Banking Awards 2023

Best Investment Bank in Pakistan for 2022
by Global Finance 2023

Best Project Finance Bank Pakistan 2023

Best Investment Bank Pakistan 2023
by Global Banking & Finance Awards 2023

Best Investment Bank in Pakistan
by FinanceAsia Awards 2023

Digital Business Banking Initiative of the Year – Pakistan

Digital Consumer Banking Initiative of the Year – Pakistan
by Asian Banking & Finance Retail Banking Awards 2023

Pakistan Domestic Cash Management Bank of the Year
by Asian Banking & Finance Wholesale Banking Awards 2023

Corporate & Investment Bank of the Year – Pakistan
by Asian Banking & Finance Corporate & Investment Banking Awards 2023

Best Digital Banking Services Award of the Year 2022
by CFA Society Pakistan

Best Investment Bank – Pakistan 2023
by International Finance Awards 2023

Market Leader Digital Adoption, Pakistan

Market Leader High Affluent, Pakistan
by MasterCard MENA East Business Forum

Best Digital Payment Processor
by Pakistan Digital Awards

Excellence in Digital Transformation - Banking 2023
by Pan Finance

Project Finance House - Pakistan
by The Asset Triple A Sustainable Infrastructure Awards 2023

2023 Access to Finance Champion
by The Financial Alliance for Women

Most Inclusive Organization
by Global Diversity, Equity & Inclusion Benchmarks Awards

Key Performance Indicators

PKR
5.5 TRILLION
ASSET BASE

PKR
4.1 TRILLION
DEPOSIT BASE

PKR
113.6 BILLION
PROFIT BEFORE TAXATION

DIGITAL TRANSACTIONS
1,381 MILLION
168 - ATM | DEBIT/CREDIT CARD - 72
MB/IB - 933 | KONNECT AGENTS - 100
ACQUIRING - 65 | CASH MANAGEMENT - 43

37 MILLION
CUSTOMERS WORLDWIDE

142,264
TOUCHPOINTS
2,327 - ATMS | 1,758 - BRANCHES
49,796 - KONNECT AGENTS
46,000 - POS TERMINALS
42,383 - QR CODE LOCATIONS

Growth at a Glance - 2018 to 2023 (Consolidated)

	2018	2019	2020	2021	2022	2023
Balance Sheet (Rs M)						
Investments	1,390,052	1,379,607	1,948,577	1,948,956	1,948,801	2,562,299
Advances	1,080,440	1,166,957	1,223,510	1,507,047	1,782,498	1,861,345
Total Assets	**3,025,853**	**3,227,132**	**3,849,063**	**4,317,468**	**4,638,806**	**5,534,348**
Total Deposits	2,137,293	2,437,597	2,830,371	3,381,998	3,469,342	4,142,352
Borrowings	523,319	382,206	544,108	436,258	583,771	665,043
Total Equity	**199,252**	**224,752**	**265,495**	**283,686**	**285,022**	**366,021**
Operating Results (Rs M)						
Net Interest Income	81,676	101,323	130,104	131,419	165,563	242,133
Non Fund Income	19,895	24,162	30,595	36,311	46,732	57,451
Total Revenue	**101,571**	**125,485**	**160,699**	**167,730**	**212,294**	**299,584**
Total Expenditure	74,978	93,290	95,449	97,615	126,783	172,767
Operating Profit	**26,593**	**32,195**	**65,250**	**70,115**	**85,512**	**126,817**
Provisions	5,009	3,314	12,220	8,087	8,482	13,266
Profit before taxation	**21,585**	**28,881**	**53,031**	**62,028**	**77,030**	**113,551**
Profit after taxation	**12,441**	**15,500**	**30,913**	**35,507**	**34,398**	**57,757**
Profitability ratios						
Return on average assets (RoA)	0.4%	0.5%	0.9%	0.9%	0.8%	1.1%
Return on average equity (RoE)	7.1%	8.1%	14.4%	14.7%	12.7%	18.5%
Cost : Income ratio	76.2%	73.5%	58.5%	57.1%	58.8%	56.8%
NFI : Gross revenue	19.6%	19.3%	19.0%	21.6%	22.0%	19.2%
Asset Quality & Liquidity ratios						
Advances to deposits ratio	50.6%	47.9%	43.2%	44.6%	51.4%	44.9%
Investment to deposits ratio	65.0%	56.6%	68.8%	57.6%	56.2%	61.9%
Gross NPLs to Gross Advances	7.0%	6.6%	6.3%	5.1%	4.8%	5.2%
Net NPLs to Net Advances	1.1%	0.8%	0.9%	0.5%	0.7%	0.9%
Coverage - Specific	84.7%	88.7%	86.3%	90.1%	86.1%	83.3%
Coverage - Total	89.1%	93.2%	99.7%	103.7%	101.4%	101.4%
Share information						
Earnings per share	8.2	10.5	21.1	23.9	23.2	39.3
Cash dividend per share	4.25	5.00	4.25	7.50	6.75	9.75
Dividend yield	2.5%	3.8%	3.3%	6.0%	7.2%	11.4%
Dividend payout ratio	51.7%	47.8%	20.2%	31.4%	29.1%	24.8%
Breakup value per share	135.8	153.2	181.0	193.4	194.3	249.5
Market value per share - as at 31 Dec.	120.5	157.4	132.3	116.6	63.7	110.8
High during the year	229.7	168.4	176.5	143.2	124.7	129.5
Low during the year	117.3	102.0	93.0	107.8	59.9	61.4
Market Capitalisation (Rs Bn)	176.7	230.9	194.0	171.1	93.5	162.6
Price to book value ratio (times)	0.9	1.0	0.7	0.6	0.3	0.4
Price to earnings ratio (times)	20.7	12.5	6.1	5.2	4.1	2.2
Industry Share						
Deposits	13.9%	13.9%	14.0%	14.1%	13.0%	12.4%
Advances	12.2%	12.4%	12.5%	12.4%	12.6%	12.1%

Growth at a Glance - 2018 to 2023 (Consolidated)

	2018	2019	2020	2021	2022	2023
Trade ($ M)						
Import volume	3,882	3,823	4,388	7,401	9,700	5,964
Export volume	2,858	3,259	3,149	4,816	7,191	6,554
Capital Adequacy						
CET1 to RWA	12.0%	11.5%	12.6%	11.5%	10.8%	11.6%
Tier-1 to RWA	12.0%	12.5%	13.5%	12.3%	11.8%	12.4%
Total capital to RWA	16.2%	15.4%	17.2%	15.6%	14.8%	16.0%
RWA to Total Assets	39.0%	39.4%	35.8%	38.7%	40.6%	38.7%
Touchpoints						
No. of Branches	1,743	1,712	1,697	1,685	1,746	1,758
No. of ATMs	2,139	2,136	2,157	2,180	2,268	2,327
No. of Konnect agents	37,503	52,579	48,038	66,800	61,618	49,796
No. of POS terminals	21,024	25,340	30,459	39,272	46,151	46,000
No. of QR code locations	-	31,055	35,320	55,287	52,830	42,383
Customer base						
No. of customers (In million)	15.4	19.6	22.3	26.9	33.4	37.0
Women customers (% of total)	32%	34%	37%	40%	48%	47%
No. of Mobile & Internet Banking subscribers ('000)	773	1,154	1,782	2,490	3,234	3,935
No. of debit cards ('000)	5,168	5,516	5,860	6,223	6,573	7,126
No. of credit cards ('000)	162	193	224	229	268	309
Headcount						
No. of permanent employees	20,093	21,005	20,795	21,703	21,632	20,301
Gender Diversity	15.7%	16.7%	18.2%	19.2%	20.7%	21.3%

Board of Directors

Mr. Sultan Ali Allana
Chairman

Dr. Najeeb Samie
Director

Mr. Moez Ahamed Jamal
Director

Mr. Shaffiq Dharamshi
Director

Mr. Salim Raza
Director

Mr. Khaleel Ahmed
Director

Ms. Saba Kamal
Director

Mr. Muhammad Aurangzeb
President & CEO

Board of Directors

Mr. Sultan Ali Allana
Chairman

Sultan Ali Allana has been the Chairman of the Board of Directors of HBL, since the privatization of the Bank in February 2004 by the Government of Pakistan. He has over 39 years of experience in the financial and banking sectors. Mr. Allana also serves on the Boards of the Aga Khan Fund for Economic Development S.A, Alisarda S.p.A, Jubilee Holdings Limited (East Africa), Jubilee Life Insurance Company Limited, Industrial Promotion Services (Pakistan) Limited and Tourism Promotion Services (Pakistan) Limited.

Mr. Moez Ahamed Jamal
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 and Pension Fund for Aga Khan Foundation.

Dr. Najeeb Samie
Director

Dr. Najeeb Samie joined the Board in 2013. He has over 37 years of experience in the corporate and financial sectors. He is currently Member Board of PIA Investments Limited and Managing Director, Roosevelt Hotel Corporation N.V, and is a Director of Minhal France, S.A., Minhal Incorporated, Parisien Management Company B.V., Roosevelt Hotel Corporation LLC, and Avant Hotels (Pvt.) Limited.

Mr. Shaffiq Dharamshi
Director

Mr. Shaffiq 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, Kyrgyz Investment and Credit Bank, Kyrgyzstan and First Microfinance Bank, Tajikistan.

Mr. Salim Raza
Director

Mr. Salim Raza joined the Board in 2017. He has over 40 years of experience in the banking and financial sectors. 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 Boards of Karandaaz Pakistan, Manzil Pakistan, Indus Earth Trust, Habib University, the Layton Rahmatulla Benevolent Trust, Planet N Group of Companies, Nasra Public School and is an adjunct professor at the Institute of Business Administration (IBA), Karachi for Political Economy.

Mr. Khaleel Ahmed
Director

Mr. Ahmed has over 40 years of financial markets experience. He was Chief Investment Officer at International Finance Corporation (World Bank Group), where he worked for 30 years on emerging economies and financial markets. After graduating from London School of Economics and Political Science, Mr. Ahmed qualified as a Chartered Accountant, from the Institute of Chartered Accountants in England and Wales. He is also a fellow of the Institute of Chartered Accountants of Pakistan. He has prior work experience at Price Waterhouse (London) and National Development Finance Corporation, Pakistan.

Ms. Saba Kamal
Director

Ms. Kamal has over three decades of experience in the area of Information Technology, with 20 years in senior leadership positions with IBM in Pakistan and internationally. She has an MBA from the Institute of Business Administration (IBA), Karachi, and has completed a number of certifications and trainings at IBM Centers and from Insead, Boston University and China Europe International Business School (CEIBS). Ms. Kamal has completed her Director certification from the Pakistan Institute of Corporate Governance and currently serves on the Board of Packages Ltd. She is also a member of the IBA Board of Governors.

Mr. Muhammad Aurangzeb
President & CEO

Mr. Muhammad Aurangzeb joined HBL on April 30, 2018, as the President & CEO. Prior to this responsibility at HBL, he was the CEO of JP Morgan's Global Corporate Bank based in Asia, with a rich international banking experience of over 30 years in other senior management roles at ABN AMRO and RBS based in Amsterdam and Singapore. He is the only Pakistani to be invited to the exclusive membership of the Global CEO Council organised by WSJ / DowJones group. He is also Chairman of the Pakistan Banks Association, Director of the Pakistan Business Council, and Council Member at the Institute of Bankers Pakistan. He received his BS and MBA degrees from the Wharton School (University of Pennsylvania).

Corporate Sustainability

At HBL Bank, sustainable practices and principles are woven into the very fabric of our operations, strategies, and decision-making. Our pivotal role in the financial sector allows us to direct capital and investments toward initiatives that are both sustainable and socially responsible.

HBL has charted a course to achieve its corporate social responsibility objectives, in line with the United Nations Sustainable Development Goals (SDGs). These goals serve as a global call to action, offering a framework for achieving peace and prosperity for current and future generations. Our commitment is to lower carbon emissions, boost investments in sustainable projects, enhance sustainable finance and investment practices, and broaden access to financial services.

In 2023, HBL formed a sustainability forum steered by the Bank's executive committee members. This forum is tasked with overseeing sustainability efforts within the Bank and spearheading initiatives related to social responsibility.

Beyond direct support for community development, HBL allocates 1.5% of its profits to healthcare, education, culture, arts, and community development initiatives across the country through the HBL Foundation.

From 2021, HBL has embarked on publishing its Impact & Sustainability Report annually – accessible on its website at www.hbl.com/sustainability. The forthcoming Impact & Sustainability Report 2023, aligned with GRI standards and UN SDG commitments, will provide an in-depth review of HBL's contributions towards achieving these global goals. A synopsis of the Impact & Sustainability Report 2023 is provided below.

Gender Equality

In 2023, HBL was honored as 'The Most Inclusive Organization in Pakistan' for the second consecutive year, securing 'Best Practice' across all 15 categories of the Global Diversity, Equity, and Inclusion Benchmark (GDEIB) Awards. This recognition highlights HBL's unwavering commitment to fostering diversity, equity, and inclusion among its staff, clients, and the broader community.

With 22% women employees, HBL's gender diversity journey has been transformative. Initiatives like HBL Waapsi, maternity/paternity leave and miscarriage leaves, day care allowance, Falak mentorship, professional development opportunities, and our progressive flexible working policy are uplifting the role of women in the workforce. The Bank maintains a zero-tolerance policy towards gender-based violence and harassment, reinforced by a strong Anti-Harassment Policy.

HBL welcomed its first woman Agriculture Finance Officer in Hunza and the first woman Retail Lending Head in Jhelum, demonstrating the Bank's commitment to gender diversity across all levels and functions. HBL championed financial inclusion for women by opening 200,000 new Nisa accounts in 2023, disbursing nearly half a billion rupees to women entrepreneurs, and extending support to nearly 10 million women beneficiaries through BISP disbursements. Educational initiatives "Nanni Kissan" and "Agli Nasal" campaigns further underscored the importance of female education.

Expanding its efforts, HBL partnered with Visa for "She's Next" and Circle Women for "She Loves Tech", empowering women entrepreneurs. The Bank also initiated the "Diversity Power Hour", encouraging industry-wide dialogue on diversity. HBL supported Bakhtawar Kiyani, an Asian archer with a visual disability, in her journey to the World Games 2023. Our commitment to the United Nations Women's Empowerment Principles

cements HBL's dedication to gender equality at all organizational levels.

In 2023, the Bank launched several initiatives to promote understanding and empathy towards disability inclusion, reaching over 12,000 employees through training sessions, communication campaigns, and an e-learning module. The introduction of the Grant Facility for Assistive Devices, Leadership Sensitization, and the Sign Language Webcast, along with a DEI Champions Program, reaffirm HBL's efforts to create an inclusive work environment for employees.

HBL initiated the first-ever After-School Internship Program for students with disabilities, completing two successful cycles that trained nine students. Additionally, HBL hosted pop-up stalls showcasing the talents of students with disabilities, contributing to sensitization efforts, and supporting disability inclusion.

Beyond its walls, HBL's 'Empowering through Inclusion' conference brought together industry leaders from over 35 organizations, representing banking and non-banking industry partners, disability inclusion experts, and academics to share best practices and create a united front in promoting inclusion across the country.

Affordable and Clean Energy

HBL has committed to becoming a Green Financial Institution, harnessing sustainable development, and leading the way in Environmental, Social, and Governance (ESG) practices in the banking sector. We are dedicated to embedding ESG principles and global best practices into our core operations.

As one of the leading banks in financing renewable energy projects, with a commitment of approximately PKR 37 billion in 2023, HBL has financed over 70 renewable energy projects, contributing to a total generation capacity of 3727 MW of clean energy. This comprehensive portfolio includes 150 MW from Biogas, 3,129 MW from Hydropower, 162.9 MW from Solar, and 285.9 MW from Wind energy.

Climate Action

HBL became the inaugural signatory to the United Nations Environment Programme - Finance Initiative's Principles of Responsible Banking (PRB) and the Net Zero Banking Alliance (NZBA) in September 2023. HBL has pledged to align its lending and investment portfolios with net-zero emissions by 2050 and setting interim targets for 2030, in line with the Paris Climate Agreement.

HBL's environmental commitment is further demonstrated through its "No New Coal" and "No Deforestation" policies, reflecting its dedication to reducing greenhouse gas emissions as per Pakistan's climate goals.

In the "Annual Tree Plantation Drive 2023," HBL planted 116,535 saplings nationwide, including 80,000 mangroves at Miani Hor and Port Qasim, and a partnership with WWF to plant 30,000 indigenous species in Sost, GB. Additionally, HBL collaborated with the Pakistan Oil and Seed Department, Ministry of National Food Security, and Forest Department, KP, to plant 2,550 olive saplings in Babri Banda, Kohat, and engaged with academic institutions like NUST, NUTEC, and UET Taxila in urban forestry initiatives.

HBL's efforts to reduce its carbon footprint include energy audits, light and building management systems, paper conservation, solarizing 204 branches and 31 offsite ATMs, green procurement, 3-bin waste management, and constructing new buildings based on Green Building Principles. WWF-certified Green Offices at Port Qasim Branch and PAF Shahrah-e-Faisal branches underscore HBL's journey towards sustainability.

Responsible Consumption and Production

In 2023, HBL revised its Social and Environmental Management System (SEMS) Policy and developed SEMS SOP, in line with the State Bank of Pakistan's (SBP) ESRM Implementation Manual. Moreover, the development and implementation of the SEMS Policy draws upon IFC Performance Standards, ILO conventions, and international best practices. It encompasses linkages with IFC Performance Standards, SBP Green Banking Guidelines, and Pakistan's environmental legal frameworks.

HBL also created its green finance framework in line with its Green Taxonomy, to achieve environmental objectives through green financing, such as climate change mitigation and adaption, pollution prevention and control, resource efficiency and ecosystem conservation. The framework will help identify Green Lending Activities and facilitate the direction of capital flow towards environmentally sustainable initiatives.

Decent Work and Economic Growth

The Bank has enhanced its lending policies through the introduction of cash flow-based lending, achieving an increase in supply-chain financing, and pioneering collaboration with fintech companies to offer digital lending solutions to SMEs. These strategic moves have established HBL as the market leader in the SME sector. Notably, HBL's SME lending portfolio has reached an unprecedented milestone of PKR 100 billion, marking a first in the industry and underscoring the Bank's commitment to supporting the growth and development of small and medium-sized enterprises in Pakistan.

Konnect by HBL is pioneering digitized disbursements and enhancing financial inclusion by offering pensioners instant access to their funds directly in their digital wallets. This service is particularly advantageous for pensioners in regions with limited banking infrastructure, providing them with seamless access to their pension funds.

Konnect by HBL's disbursement solutions were utilized by UNHCR to deliver aid to Afghan Refugees affected by the economic downturn in Pakistan. Other organizations, including Care International Pakistan (CIP), Community Development Foundation (CDF), International Rescue Committee (IRC), and Pakistan Red Crescent Society (PRCS), have also leveraged these services to distribute payments to beneficiaries of their social support programs.

The Benazir Income Support Programme (BISP) has continued to use the Konnect by HBL's agent network to facilitate cash disbursements to female beneficiaries, ensuring timely and efficient financial assistance.

HBL Microfinance Bank has established collection points in underserved financial regions, facilitating loan repayments and the submission of educational fees for students, thereby enhancing convenience for both borrowers and students.

Industry, Innovation, and Infrastructure

HBL has established strategic partnerships with leading e-commerce and retail entities to launch mPOS, a Tap n Pay solution, and digital invoicing systems. These solutions enable SMEs to leverage e-commerce for large-scale, cost-effective business operations, thereby broadening HBL's customer base.

Furthermore, HBL has integrated enterprise solutions and digital payments, including PayPak and a Unified Payment Interface (UPI), enhancing its ability to onboard merchants with substantial portfolios and advancing its commitment to financial inclusion.

HBL also offers Biller Aggregator Services to its affiliated financial institutions, facilitating the analysis of transaction volumes and values, and consolidating data from various financial institutions and billers. This comprehensive approach not only streamlines payment processes but also expands HBL's reach and impact within the financial ecosystem.

Partnership for the Goals

HBL signed the Capacity Building Alliance of Sustainable Investment (CASI) in September 2023 thus becoming the first CASI member in Pakistan. CASI is an international cooperation platform aiming to deliver high-impact sustainable finance capacity-building services for developing countries, via a "global aggregator and distributor of sustainable finance knowledge". Muhammad Aurangzeb, President & CEO – HBL, also attended the launch of CASI at COP28 in Dubai, on 5 December 2023.

HBL is also undergoing the accreditation process for the Green Climate Fund (GCF) which works to limit and reduce greenhouse gas (GHG) emissions in developing countries, and to help vulnerable societies adapt to the unavoidable impacts of climate change.

HBL is the only Pakistani commercial bank that is a signatory to the Green Investment Principles. Green Investment Group Limited is a specialist in green infrastructure principal investment, project delivery and the management of portfolio assets, and related services.

Chairman's Message

As we reflect on a year of unprecedented challenges, I am immensely proud of the resilience and dedication exhibited by our Bank in advancing financial inclusion and driving transformative growth. We firmly believe that access to banking services is a fundamental right, not a privilege. Through innovative measures and strategic partnerships, we have continued to extend our reach to underserved communities, enabling both businesses and individuals alike to participate in the formal economy. HBL now serves over 37 million customers. This is remarkable growth since 2018 when we served 12.5 million customers.

This year, HBL has delivered its highest-ever profit before tax of Rs. 113.6 billion, 47% higher than last year. Our earnings have strong contributions from the domestic franchise but also bear witness to an excellent performance by the international business. The Bank's profit after tax increased to Rs. 57.8 billion, a 68% growth over 2022. Earnings per share improved to Rs. 39.32 in 2023 from Rs. 23.23 in 2022. All this is underpinned by a strong balance sheet that has registered an increase of 19% to mark a footing of Rs. 5.5 trillion. In 2023, the Bank achieved a deposit market share of 12.44%, with a domestic deposit book of Rs. 3.5 trillion.

Despite a challenging economic environment, the Bank continued to grow its lending portfolios, be it the consumer portfolio that increased to Rs. 128 billion, or Agriculture financing, that combined with HBL Microfinance's agri lending increased to Rs. 107 billion, with a 23% market share. HBL considers Agriculture to be the bloodline of the economy, and this continues to be a key priority of the Bank.

Strengthening Agriculture

The Bank's unwavering commitment to sustainability, under the guidance of the Aga Khan Fund for Economic Development (AKFED) and in line with Pakistan's strategic priorities, has led us to play a leading role in developing the country's agricultural sector and promoting food security. HBL Zarai Services is the first agriculture extension services company in Pakistan, placing the Bank in a unique position to contribute towards improving value chains across every economically significant sector in the field of agriculture. As the champion bank for Balochistan, HBL continues to lead the industry with the highest agriculture disbursements in the province. After the successful agriculture pilot interventions in Punjab, which saw farmer incomes double, HBL is expanding this work to Khyber Pakhtunkhwa.

Capacity Building

The Bank has consciously worked hard on reviving industries by restructuring and reprofiling facilities where sponsor support and commitment have been forthcoming, expanding outreach in the corporate, consumer and retail segments, specifically in the "S' part of the SME business, we have become the largest provider of services to this vital sector of the economy. HBL is the first bank in the industry to cross Rs. 100 billion in SME lending (with a market share of 19%).

Financial Inclusion

Recognising the Bank's efforts to promote financial inclusion, HBL received the 2023 Access to Finance Champion award. This accolade acknowledged the Bank's continuous efforts to improve women's representation in its customer base through the Nisa product suite.

In addition, the Bank and Visa have collaborated in "She's Next" to support women entrepreneurs. Through this partnership, we aim to provide them with the skills and training to build their businesses and contribute towards the growth of Pakistan's economy.

Through Konnect, HBL is the partner of choice for the Government for social safety net disbursements. Konnect disbursed more than Rs. 330 billion for the Benazir Income Support Programme in 2023, directly impacting over 6 million beneficiaries. HBL Konnect remains a strategic partner with other agencies such as the World Health Organization (WHO), World Food Programme (WFP) and United Nations High Commissioner for Refugees (UNHCR) to distribute social transfer payments, growing total G2P volumes by 49%.

For HBL Bank, digitalization is a means to a greater end: the financial inclusion of unbanked and under-banked communities. HBL's customer base now stands at over 37 million, the largest in the industry, and triple our own numbers from just five years ago. HBL's digital transformation journey – led by HBL Konnect, HBL Mobile, and Robotics Process Automation (RPA) – has revolutionised the way the Bank connects with its clients, enabling them to manage their finances with ease.

More Than Just a Bank

In 2023, HBL became a member of the United Nations Environment Programme Finance Initiative (UNEP FI), committed to the Principles of Responsible Banking (PRB) and the Net Zero Banking Alliance (NZBA).

HBL joined the Capacity Building Alliance of Sustainable Investment (CASI) at COP 2023 to become the first CASI member in Pakistan. CASI is an international cooperation platform aiming to deliver high-quality and higher-impact sustainable finance capacity-building services for countries of the global south, via developing a "global aggregator and distributor of sustainable finance knowledge". HBL remains focused on sustainability and green operations initiatives: as the first CASI member in Pakistan, HBL will contribute its expertise and resources to the alliance's capacity-building efforts, create linkages with academia, and raise public awareness.

HBL has become a signatory to the United Nations Women Empowerment Principles (WEPs), a set of seven principles developed by UN Women and the UN Global Compact. The WEPs framework offers guidance to businesses on how to advance gender equality and women's empowerment in the workplace, marketplace, and community. This initiative is in line with HBL's diversity agenda and its vision of creating a more inclusive and equitable workforce.

HBL has also launched a new accessibility feature on its digital banking app, HBL Mobile. This feature will enable talkback audio assistance for visually impaired individuals. In another industry first in Pakistan, HBL Mobile is the country's first banking app to enable this capability.

Awards & Recognition

Underscoring our commitment to overall excellence, HBL has won numerous awards across a broad spectrum. These accolades are a testament to the millions of customers who continue to seek and rely upon HBL Bank.

HBL swept nine prestigious awards in the digital arena, including Pakistan's Best Digital Bank for clients, validating its progress towards becoming a 'technology company with a banking license'.

We are very proud that HBL has been acknowledged as the "Most Inclusive Organisation in Pakistan" once again in 2023.

We retained the title of "Best Domestic Bank Pakistan" for the fifth consecutive year, a testament to our consistent leadership in the banking sector.

Looking Ahead

We appreciate our shareholders' trust and support, and pledge to maintain our commitment to excellence and cutting-edge innovation. This would not be possible without the hard work and dedication of HBL's employees: our thanks to each and every one of them. We also extend our gratitude to our regulators for their guidance.

At the AGM, we plan to distribute a final cash dividend of Rs. 4.00 per share, bringing the total for the year to Rs. 9.75 per share, after previously declaring and paying interim dividends of Rs. 5.75 per share.

We look forward to a future of sustained growth for the Bank and an ever-increasing role in developing the resources and the people of our nation.

HBL remains staunchly committed to improving the quality of life of its clients, staff, and the people of Pakistan. Our strategic pillars – Growing Pakistan's Economy, Shaping the Financial Industry, and Achieving Regional Relevance – continue to guide us in our pursuit to be *More Than Just a Bank*.

Directors' Report 2023

On behalf of the Board of Directors, we are pleased to present the Consolidated Financial Statements for the year ended December 31, 2023.

Macroeconomic Review

FY'23 was a year of severe macroeconomic stress – a rapidly declining Rupee, import prioritisation and record interest rates threatening job losses and defaults, and political polarization; all reflected in a weak GDP growth of 0.3%. FY'24 started on a more positive note with the announcement of the IMF's Standby Arrangement (SBA) which provided a lifeline for the country. The first half of FY'24 has seen more stability and some nascent signs of growth, led by a rebound in agriculture. While the Large-Scale Manufacturing Index declined marginally YoY for H1FY'24, numbers are trending upwards; momentum in the industrial sector is expected to pick up in H2FY'24 and a 2–3% GDP growth forecast for FY'24 remains on track. Headline inflation peaked at 38% in May'23, averaging 29.2% for FY'23 compared to 12.2% in FY'22. While inflation has tapered, falling to 28.3% in Jan'24, frequent and sizeable adjustments in energy prices have slowed the pace of decline. Average inflation for 7MFY'24 was 28.7% compared to 25.4% in the same period last year; the SBP's forecast for FY'24 remains at 23 – 25%.

Suppressed demand, coupled with import management for most of the year, led to a 15% YoY decline in imports for H1FY'24, helped by lower commodity prices. Despite the global downturn, exports increased by 7.5%. Consequently, the trade deficit for H1FY'24 narrowed by 35% to USD 9.9 billion, with a current account surplus in Dec'23. The wide gap between the kerb and interbank markets at the start of FY'24 has been closed by tightened rules for exchange companies, as well as a crackdown on illegal FX activity and tightened monitoring of Afghan Transit Trade. Consequently, remittance flows through official channels improved, clawing back some of the decline seen in Q1FY'24. Remittances for H1FY'24 reached USD 13.4 billion, a drop of 7% over H1FY'23. The current account deficit for the first half of FY'24 fell by 77% to USD 0.8 billion compared to USD 3.6 billion during the same period last year.

Foreign exchange reserves had reached precarious levels at the end of FY'23. However, the signing of the SBA and the release of the first tranche, triggered the release of support from friendly countries, providing an immediate boost to reserves. Further gradual inflows from multi-lateral donors along with the declining current account deficit, have bolstered SBP's FX reserves; the release of the second SBA tranche in Jan'24 has kept reserves above USD 8 billion. As a result, the Rupee recovered from its low of 307/$ in Sep'23 to Rs 282/$ by the end of the year, a 24% depreciation for 2023.

The primary fiscal balance remained in surplus for H1FY'24, more than doubling over H1FY'23, to Rs 1.8 trillion; as a percentage of GDP, it improved to 1.7%, well ahead of IMF targets. Tax revenue rose by 30%, with FBR collection reaching Rs 4.5 trillion as the Government continued to increase taxes on existing payers rather than widening the tax base. The high interest rate environment led to 64% higher debt servicing costs, leading to a 45% growth in total expenditure. The total fiscal deficit thus increased to 2.3% of GDP from 2.0% in the same period last year.

A stable currency and expectations of a more dovish monetary policy propelled a strong rally in the equity market with the KSE-100 index rising by 35% in Q4'23 alone, closing at 62,451 in Dec'23, up 55% for the year. Foreign portfolio investment of USD 71.0 million in H2'23, the highest in 5 years, lent further support to the bull run.

Despite market expectations of monetary easing since the start of the last quarter, the central bank has kept the policy rate unchanged at 22% in the latter half of the year. The SBP cited that, while inflation has eased, the pace of decline is slower than previously anticipated due to substantial hikes in energy tariffs. The easing of demand pressure was reflected in private sector credit which fell by 1.4% in 2023 compared to a growth of 14% in 2022; although, in line with improving conditions, credit increased by 5% in the second half of 2023. Growth in industry advances and deposits was somewhat skewed due to the unusual levels in Dec'22 resulting from the ADR tax imposition; advances grew by a modest 3.6% over the prior year, while deposits increased by 24%. Banking spreads in 2023 have widened by 214 bps compared to 2022, as rising lending yields outpaced increases in deposit cost.

Financial Performance

In 2023, HBL has delivered its highest-ever profit before tax of Rs 113.6 billion, 47% higher than the Rs 77.0 billion recorded last year; a consistent growth trajectory led by excellent performance from the domestic franchise and a solid turnaround from the international business. The Bank's profit after tax increased to Rs 57.8 billion, a 68% growth over 2022. Earnings per share improved to Rs 39.32 in 2023 from Rs 23.23 in 2022.

HBL's balance sheet increased by 19% to Rs 5.5 trillion. Total deposits grew by 19% over Dec'22 to Rs 4.1 trillion resulting from strong deposit mobilization in both the domestic and international businesses; domestic deposits rose to Rs 3.5 trillion, a growth of 18% over last year. Average domestic deposits increased by Rs 346 billion, primarily driven from low-cost CASA, enabling HBL to manage its cost of deposits. Despite a slight decline in private sector credit, HBLs domestic advances remained steady at Rs 1.4 trillion, while total advances rose 4% to Rs 1.9 trillion. The Bank's flagship consumer

portfolio increased to Rs 128 billion. Agriculture financing continues to be a key priority of the Bank; the lending book increased to Rs 57 billion and, combined with HBL Microfinance, was well over Rs 100 billion.

With continued rapid monetary tightening in 2023, net interest margins improved by 158 bps over 2022. The average domestic balance sheet grew by Rs 486 billion which, coupled with the higher spreads resulted in a 45% rise in domestic net interest income. With expanding spreads across most locations, the international business also returned a 33% growth; HBL's total net interest income increased by 46% to Rs 242 billion in 2023. Non-fund income grew by 23% to Rs 57.5 billion with HBL's dominant fee franchise delivering excellent results, yet again rising by 34% to Rs 42.3 billion. Its flagship Cards business continued to lead the market, contributing nearly 50% of the total fee increase while trade, cash management and retail banking all delivered solid double-digit contributions. Consequently, HBL's total revenue increased by 41% to Rs 300 billion.

In the midst of record inflation and steep devaluation, administrative expenses of the bank increased to Rs 170.1 billion. However, with a strong revenue base, the domestic cost / income ratio improved to 47.3% compared to 51.1% last year. The Bank's non-performing loans have increased and, with a flat loan book, there was a slight uptick in the infection ratio to 5.2%. As a result of prudent provisioning, the total coverage remains above 100%.

Movement in Reserves

	2023	2022
	Rupees in million	
Profit after tax	**57,757**	34,398
Unappropriated profit brought forward	**178,468**	158,441
Profit attributable to equity holders of the Bank	**57,676**	34,070
Re-measurement gain on defined benefit obligations – net of tax	**443**	98
Acquisition of additional interest in subsidiaries	**234**	281
Derecognition of joint venture	**1,441**	-
Transferred from surplus on revaluation of assets – net of tax	**156**	73
	59,950	34,522
Profit available for appropriation	**238,418**	192,963
Appropriations:		
Transferred to statutory reserves	**(5,900)**	(3,495)
Cash dividend – Final	**(2,200)**	(3,300)
1st interim cash dividend	**(2,200)**	(3,300)
2nd interim cash dividend	**(2,934)**	(2,200)
3rd interim cash dividend	**(3,300)**	(2,200)
Total appropriations	**(16,534)**	(14,495)
Unappropriated profit carried forward	**221,884**	178,468
Earnings per share (Rupees)	**39.32**	23.23

Capital Ratios

With the strong results, internally generated capital grew by 20% in 2023, adding 256 bps to the Tier 1 Capital Adequacy Ratio (CAR). However, the large Rupee devaluation of Rs 55.4/$ diluted the profitability impact by 130 bps. As a result, HBL's consolidated Tier 1 CAR increased by 63 bps over the year, to 12.44%. The increased headroom over minimum capital requirements, also added to Tier II capital eligibility, increasing total CAR by 118 bps to 16.01%. Both ratios remain comfortably above current regulatory requirements.

Business Developments

HBL continues to spearhead the purpose-driven transformation of the banking industry in Pakistan and enhance customer engagement, remaining at the forefront of providing thought leadership across various spheres of development. In 2023, the bank achieved a deposit market share of 12.44%, with a domestic deposit book of Rs 3.5 trillion. This was aided through the addition of nearly 800,000 new customers through its branch network. HBL aims to become a major player in the rapidly growing Islamic Banking space. After an extensive project to convert part of the conventional branch network, the Islamic branch footprint has reached 408 with 100 branches converted in 2023 alone. Deposits in this segment grew by 32%, to Rs 422 billion.

HBL embarked on a journey to offer a renewed approach to client segmentation, acknowledging the importance of tailoring products and services to meet customer needs. This purpose-driven strategy was meticulously crafted to fortify the franchise, positioning HBL to remain deeply connected with its customers and sustain its leadership role in the years ahead.

The Prestige proposition is designed to change the landscape of priority banking across Pakistan. At Prestige, understanding client needs and aspirations underpins delivering exceptional financial services, offering clients a bespoke product suite in line with their sophisticated needs. Prestige serves the banking needs of the high net worth (HNW) client segment through 39 dedicated lounges across 18 cities in Pakistan along with its first international lounge, in Dubai. The scope of Prestige is augmented through a non-lounge strategy; in the absence of a dedicated lounge footprint, 650 branches have been enabled to on-board Prestige customers, offering them broader access to the value proposition.

HBL continues to solidify its position as a market leader in innovative products, serving 5 million women customers, including over 1 million under its women's market program, HBL Nisa. This one-of-a-kind, comprehensive platform goes beyond banking for women and offers them financial freedom and increased opportunities through its tailored value proposition, women-centric insurance coverage, and consumer lending options. During 2023, HBL Nisa acquired over 145,000 new accounts with Rs 40 billion of incremental deposits; total deposits under the Nisa program are Rs 126 billion including Rs 51 billion under Nisa Tawfir, the Islamic offering. To cater to the growing savings needs of women, a mutual funds proposition, exclusively for women, was launched in collaboration with HBL Asset Management Limited. Recognizing the Bank's efforts of promoting financial inclusion, HBL received the 2023 Access to Finance Champion award at the annual summit of the Financial Alliance For Women. This accolade acknowledged the Bank's continuous efforts to improve women's representation in its customer base through the Nisa product suite.

The Bancassurance business built on the leadership position achieved in 2022, growing market share from 28% to 32%. The bank partnered with IGI to launch Prime Vitality, targeted to cater to the health and lifestyle needs of HNW individuals. Total premiums written increased by 5% to Rs 4.3 billion, bucking the overall decline in the industry. HBL fosters financial literacy and empowers its clientele to make informed investment decisions. Sales of HBL AMC's mutual funds delivered excellent results with sales of ~Rs 30 billion in Assets Under Management (AUMs) in 2023.

HBL's Consumer Banking business had another stellar year with total lending growing to Rs 128 billion. The credit cards business increased its leadership with a growth of nearly 40% in card usage, with spend rising to over Rs 250 billion; the portfolio increased by 36%, to Rs 32 billion. Over 85,000 new credit cards were issued in 2023 and significant limit increases were given to existing qualifying customers to assist them in light of inflationary pressures. HBL's credit cards remain top-of-wallet, with one out of every three Rupees spent on credit cards in Pakistan being on HBL. The Bank further solidified its position as the largest debit card issuer in Pakistan with a total of 7.1 million debit cards issued – one in every five debit cards in the country is an HBL debit card – with spend volumes in 2023 increasing by 48%, to Rs 181 billion. HBL's consistent industry leadership in this area earned it the Best Consumer Bank award at the Pakistan Banking Awards 2023.

HBL entrenched its leadership position in merchant acquiring with a POS network of 46,000, the largest in the industry. HBL continues to invest in the latest technology with its SmartPOS terminals being the top choice of merchants, providing them access to real-time transactional information. Throughput at HBL's terminals grew by 32% to Rs 348 billion, accounting for more than 30% of the country's total POS sales volume. HBL has extended its network to smaller cities and its terminals are present in more than 250 cities. This remains key to taking digital payments mainstream, and increasing acceptance across all areas of the country, contributing to the national priority of digitization and documentation of the economy. With focused efforts over the past few years, 16% of HBL's POS spend now comes from these smaller towns and cities.

HBL strengthened its market leading position in personal loans with a portfolio of Rs 41.5 billion and an impressive 35% market share; this product continues to be the largest component of consumer finance with fresh disbursements of Rs 26 billion made during the year. In auto financing, despite an overall decline in the industry due to supply constraints, HBL solidified its leadership position, increasing market share from 12.5% to 15% with a portfolio of Rs 36 billion. This was made possible through fresh bookings of over Rs 10 billion as HBL remains the bank of choice for customers due to its superior value creation through alliances with leading auto manufacturers. Home Finance demonstrated steady progress in 2023, with the outstanding increasing to Rs 14 billion and is expected to be a key driver for future growth. HBL remains focused on digitization to improve customer convenience with faster processing. In 2023, almost 50% of credit cards and 20% of Personal Loans were booked through HBL Mobile, a paperless process with instant decisioning.

SME businesses are the key drivers of the economy, and this sector requires enhanced access to formal finance in a more convenient and seamless manner. HBL has taken a number of initiatives to help transform the SME landscape, fostering growth and creating opportunities for small businesses. HBL is the first bank in the industry to cross Rs 100 billion in SME lending, with a market share of 19%. During the year, HBL on-boarded 4,400 new customers, driving a 29% increase in the customer base and a 18% growth in advances. The Bank endeavors to remain at the forefront of SBP-related schemes for the SME sector; total lending under these schemes reached Rs 16 billion in 2023. HBL's unique cashflow based lending has been well received by customers, crossing Rs 5 billion since its launch in 2022.

Driven by our aspirations for financial inclusion, awareness sessions were conducted across the country, covering banking products as well as subsidized schemes. HBL specifically focused on capacity building among women entrepreneurs, disbursing more than Rs 1.5 billion to 600 women during 2023. HBL successfully launched the high-profile She's Next

program in collaboration with Visa. This awards 5 women entrepreneurs a grant of USD 10,000 and a year-long mentorship and guidance journey to help them grow their businesses. The inaugural selection was held in 2024.

For several years, HBL has dominated the Agriculture Financing segment with lending well ahead of competitors, evidenced by a market share of 35%. In 2023 the portfolio grew by 13% to Rs 57 billon; more than 8,500 new customers were added while fresh disbursements increased by 15%, to Rs 19 billion. HBL was awarded the Best Bank for Agriculture at the Pakistan Banking Awards for the second consecutive year and 2023 is the 5th time it has won this award.

HBL has pioneered the use of technology in the Agriculture lending space and engaged with multiple agri-tech operators to digitize farm coordinates, farmers' profiling and sales force tracking. For several years, HBL has remained the largest user of the Punjab Land Record Authority's portal in retrieving online records, thus delivering best-in-class turnaround times for agriculture loan processing. HBL has been at the forefront of Electronic Warehouse Receipt (EWR) financing and has a market share of more than 70%. SBP has nominated HBL as the role model for upscaling the EWR regime in the country.

The SBP also designated HBL as the Champion Bank for Baluchistan to address outreach challenges and to lead the industry in enhancing access to agriculture credit and financial inclusion in the province. Under this initiative, HBL demonstrated a 63% growth in its portfolio in the province, the highest amongst all institutions; the Bank also created farmer awareness and collaborated with educational institutions to develop a skilled labor force. HBL also utilized a number of SBP schemes designed to uplift farmers, providing assistance with farm mechanization, water conservation, and renewable energy solutions for tubewells and cold storage.

HBL continued to create an impact on farmers by conducting awareness and financial literacy programs through its flagship platform Kissan Ki Awaaz. The Bank conducted more than 40 Kissan ki Awaaz sessions during the year covering all provinces of Pakistan and reaching out to over 3,000 farmers.

Through its ground-breaking development finance initiative HBL, as Pakistan's largest commercial bank, has been helping farmers improve their farm productivity and economics by assisting them at every stage of the crop cycle. Over the last three years, in a series of ever-expanding pilots, the Bank worked closely with farmers through a team of dedicated field agronomists, covering the entire production and post-harvest cycles, ensuring that farmers employ scientific farming practices. HBL also provided quality farm inputs in a timely manner at their doorstep and farm mechanization services at a competitive cost point. The outcome was transformed farm economics. Independent economists at Princeton and Yale concluded that yields and profitability for these pilot farmers were, on average, 46% and 194% higher than regional averages.

Based on this successful proof of concept, HBL has taken the next step towards its goal of revolutionizing the agricultural value chain by introducing HBL Zarai Services Limited (HBL Zarai) – a wholly owned agriculture services extension subsidiary. HBL Zarai will offer a host of unique services from advisory and inputs, to crop offtake, warehousing and logistics, right at the farmer's doorstep. Farmers will be serviced through Deras – dedicated distribution and service centers etched among the heart of the farmlands. The company has been incorporated and the first Dera has just been launched in February 2024.

During a turbulent year for the global and domestic economy, HBL's corporate and commercial banking teams implemented robust risk management strategies to identify and address potential challenges stemming from a dynamic environment. By closely monitoring market trends and maintaining a disciplined credit evaluation process, portfolio quality was upheld while improving profitability. Through a one-window, wholesale banking approach, HBL offered its clients customized products for the entire gamut of their financial requirements. The Bank's focus remained on supporting clients through the cycle, enabling them to manage their risks in a volatile environment. Customers were provided sound advice on managing the high interest rate environment and their debt levels. Total lending to corporate and commercial customers, including under Shariah-compliant modes, declined by 5% during 2023 as overall private sector credit also declined.

The recently established Global Trade Services (GTS) function was crucial for managing trade flows during a challenging year. Along with customized trade-based solutions, GTS worked closely with Treasury to manage foreign exchange liquidity by strategically managing import and export flows. GTS is also enhancing the Bank's trade penetration into the SME and Commercial segments and in 2023 alone, has successfully grown the Bank's share of exports by 1.8% to 13%. The bank has been able to make inroads in export markets, increasing volumes by 3% even as the country's total exports reduced by 11% in 2023.

HBL recognizes that being Pakistan's leading bank comes with great responsibility. An excellent example of the Bank's capacity building efforts was the corporate restructuring of one of Pakistan's largest home textile exporters which had faced problems during the 2008-10 financial crisis. With HBL's support, the company has now restarted operations and, in the first 18 months of operations, delivered significant revenue, reduced its debt load, and re-employed 3,000 people with the potential for future growth.

HBL maintained its leadership position in the transaction banking business and continues to tailor its service suite to meet client needs. Total cash management throughput increased by 22% to Rs 15.0 trillion; digital transactions, which constitute over 78% of total transactions, increased by 24%, crossing Rs 10 trillion. HBL won the Domestic Cash Management Bank of the Year award from the Asian Banking & Finance Whole Banking Awards. AsiaMoney ranked HBL as the market leader

amongst domestic banks for cash management as well as the Best Service for Cash Management in Pakistan for the third year in a row; the latter is all the more gratifying as it is based on votes by HBL's customers and is a testament to its goal of delivering innovative products tailored to client needs.

HBL continues to lead the employee banking segment by providing pension and payroll services to over 3.1 million employees, with deposit balances growing to over Rs 400 billion. Over 95% of all employee banking transactions are via digital channels. HBL continues to enhance this product by offering additional benefits to enrolled individuals.

HBL's dominant Investment Banking business provides a complete suite of Investment Banking products and structured solutions through dedicated specialist teams. Despite challenging economic conditions in 2023, HBL was able to successfully close 26 deals valued at over Rs 765 billion. The transactions were in diverse sectors including renewable energy, real estate, telecom, power generation & transmission, and FMCG companies. The mandates included the entire range of investment banking options, covering both debt and equity. As a recognition of its superior delivery, HBL's Investment Banking Team received 19 accolades from international and domestic publications during the year, sweeping the awards space across all asset classes and including the Best Investment Bank in Pakistan award.

In line with HBL's strategy of contributing to Pakistan's growth and development, the Investment Banking teams have been engaged with the Government in a number of advisory capacities to facilitate projects of national interest. Through extensive interaction, the business has developed an active pipeline of deals across a diversified universe to ensure maximum economic impact across the spectrum of industries from agriculture to infrastructure to renewable energy.

2023 saw significant market volatility – especially in the 1st half of the year – with a reduction in liquidity across asset classes. In the prevailing uncertain environment, client engagement, along with balance sheet and risk management were the primary areas of focus with close monitoring of transaction flows and client activity. Treasury's sales team ensured that clients were kept well abreast of developments in the economy and in the market through frequent and in-depth customer calls; this was very well received by the Bank's client base. While volumes were 25% lower than in 2022 on the back of shrinking trade and other flows, close attention to margin management ensured continued revenue growth.

HBL Symphony®, the bank's fixed income platform, saw a doubling of volumes and we expect these to increase substantially in 2024 with the launch of additional features and functionality. However, reduced country trade flows along with a tightly controlled interbank market, saw a sharp drop in volumes transacted on HBL Infinity®, the Bank's FX portal.

HBL's digital channels facilitated secure digital banking across Pakistan; in the process, the Bank garnered seven prestigious awards, including the Best Bank for Digital Solutions and the Most Innovative Bank. These awards provide an important external validation of HBL's efforts in this area.

The Bank's mobile and internet channels witnessed an 89% YoY rise in transactions, with 1 billion financial transactions and services processed in 2023; financial transaction volumes through HBL Mobile and Internet Banking doubled to Rs 4.7 trillion. Committed to inclusivity, HBL introduced Urdu as a language option and audio TalkBack compatibility for visually impaired Mobile users, making it the first app in the country with these features. Within a month of its launch, audio talkback had been experienced by 52,000 people and it continues to have a base of 47,000 users. This underscores HBL's continued efforts to meeting the needs of Pakistan's people and its pivotal role in enabling financial empowerment. In addition to the new features and enhanced security, the app also saw a revamped menu, over 99.5% service availability and its rating rise to 4.8 on Google Play Store.

HBL also commercialized cutting-edge digital payment solutions tailored to the e-commerce sector. HBL Digital Invoicing is revolutionizing the social e-commerce space by enabling home-based sellers to accept card-based payments for orders received through social media platforms, reducing reliance on cash-on-delivery and increasing accessibility to international buyers. HBL Tap & Pay is enabling the retail sector and courier and delivery services to accept "last-mile" card-based payments through mobile POS, again enabling reduced reliance on cash. HBL became the first bank in Pakistan to offer aggregator services to other financial institutions through 1-Link, connecting customers of different banks with its billing partners. This ground-breaking move has accelerated the digitization of payments across the industry with 320,000 transactions processed during the year. With a resurgence of QR acceptability in the market, transactions at HBL's QR locations rose to Rs 7.3 billion in 2023, more than 5 times higher than the previous year; transactions through HBL's Mobile and Konnect Apps totaled Rs 4.4 billion accounting for 60% of the QR volume.

Konnect by HBL achieved a number of milestones in 2023, solidifying its position as a pioneer in branchless banking. Total volume processed exhibited a 60% growth, crossing Rs 1 trillion. This substantial increase underscores Konnect's expanding operational capability and its growing influence in the market. A key driver of this success was the onboarding of 1 million new customers, driving the total portfolio to 9.1 million customers, 11% higher than last year; women continue to make up nearly a quarter of Konnect's customers. This is a testament to Konnect's sustained market appeal and effectiveness in attracting new clients. The Konnect Islamic Account attracted more than 300,000 new-to-bank customers in 2023, with the total portfolio now exceeding 500,000. Transactions processed through this account nearly doubled, to 1.9 million, signifying the rapid market adoption and the growing demand for Shariah-compliant financial products.

Konnect's foray into insurance services in 2023 was a significant milestone, with health and life insurance product offerings achieving a first-year volume of Rs 143 million. The launch of Konnect Travel in 2023, offering comprehensive solutions for

hotel and airline bookings, further diversified services, providing customers with market-competitive rates for airline tickets.

Konnect is a trusted partner of the government with its effectiveness in supporting crucial initiatives. Efficiently handling government mandates, Konnect disbursed more than Rs 330 billion for the Benazir Income Support Programme in 2023; Konnect also worked with other agencies such as WHO, WFP and UNHCR to distribute social transfer payments, growing total G2P volumes by 49%. Collections in 2023 crossed Rs 500 billion, a doubling over the previous year. Most of this increase was driven from corporate distributors and from educational fee collections. Disbursements rose by 30%, crossing Rs 30 billion, with pension disbursements being a key component of the growth.

Strategic partnerships played a pivotal role as HBL joined forces with the Pakistan Software Houses Association (P@SHA) to support freelancers and software houses. This initiative aims to contribute to growing the digital economy, providing specialized financial services to these thriving sectors, and nurturing innovation and entrepreneurship in the IT sector. In line with HBL's stated objective of contributing to Pakistan's development, the partnership plans to showcase Pakistani software houses in regional markets, positioning the country as a technology destination. HBL has facilitated freelancers by simplifying and digitizing their account opening process, making it easier for them to receive foreign payments seamlessly, and is planning tailored products for the freelancer community.

The Robotic Process Automation (RPA) program launched in 2022, is now seeing widespread adoption across the Bank. RPA aims to improve process accuracy as well as the customer experience by automating repetitive, rule based and other manual tasks. Significant process efficiencies have been achieved in multiple functions and the focus is now on a cross-functional approach, to digitize processes end-to-end. Since the launch of this initiative, 126 processes have been automated, saving ~21,000 person hours per month.

2023 has been significant for data democratization in the organization with the introduction of business self-service. This, coupled with centralization of most core system data into the data lake is empowering end users to concentrate on value addition instead of data preparation and consolidation. The ability to access data aggregates quickly and perform drag and drop analytics has improved decision making and allowed further insight into core banking transactions.

Sustained efforts over the last few years to reposition the international business are beginning to come to fruition. The relentless focus on building network business resulted in cross-regional clients increasing by 37% with sustained growth in deposits and lending. The China business remains key to network connectivity. HBL's unique position as one of only three RMB intermediaries in MENA and South Asia enables it to offer unmatched customer solutions with RMB volumes increasing by 1.75x in 2023. To further unlock regional trade potential, HBL China added new financial institution partnerships and capitalized on its LC advising rebate program for South Asia, enabling it to double its business. The strong growth in activity drivers, helped by widening spreads across global markets has led to International making a meaningfully positive contribution to the bottom line.

Customer acquisition reached a new high throughout the international network. Along with the increasing customer focus, new products and services are being developed. The Prestige proposition launched in the UAE has received enthusiastic customer response and plans are in place for expansion to Bahrain and UK. Islamic deposit products launched in Singapore are seeing good traction, and trade between network countries continues on an upward trajectory. Simultaneously, technology platforms, payment systems and digital applications are being upgraded to enhance product offerings.

HBL entered into a landmark alliance with Bank of China by signing a strategic Memorandum of Understanding, a first of its kind in Pakistan. The MoU signifies a shared commitment to driving economic empowerment, regional connectivity and creating seamless regional trade opportunities. It also underscores the importance of adherence to ESG principles. HBL is a founder member of Green Investment Principles and has now become the first and the only Pakistani bank to be a member of the Capacity-building Alliance of Sustainable Investment (CASI), evidencing its commitment to sustainable development. Launched at the recent COP28 in Dubai, CASI leverages innovative knowledge-sharing platforms to promote best practices for sustainable finance. Both these forums provide HBL access to global developments in Green Finance.

During 2023 HBL Microfinance Bank (HBL MfB) solidified its mantle as the largest microfinance bank in Pakistan. HBL MfB delivered a 14% growth in its loan portfolio to reach Rs 97.6 billion, while deposits rose by 10% to Rs 128 billion. 33% of its 3.7 million clients are women, underlining the bank's commitment to expanding access to women. The Bank is the largest provider of housing finance to microfinance clients with a portfolio of Rs 34 billion and is also the leading lender to agriculture with its portfolio of Rs 54 billion second only to HBL. The SBP has nominated HBL MfB as the agriculture Champion Bank for Gilgit Baltistan. Under this mandate, HBL MfB has been playing a leading role in steering the overall agri-banking strategy in the region, including engaging with a host of stakeholders to find solutions to region-specific issues.

HBL MfB has consistently invested in technology as a means to financial inclusion. An in-house developed Customer Management Solution (CMS) is a state-of-the-art system that enables customer on-boarding using tablets with loan processing within 48 hours. CMS has been implemented across the network and has helped it to transform from physical credit processes to end-to-end digital lending. Under the FirstPay brand, HBL MfB has 2.2 million e-wallet customers who, in 2023, executed 7.6 million digital transactions totaling Rs 13.4 billion.

HBL MfB focuses on people development and capacity-building programs to build long-term career paths, helping to create a highly engaged workforce. The focus on gender balance has significantly improved the gender ratio to 20.2% in 2023

compared to 17.7% in 2022. In 2023, HBL MfB has been acknowledged in GDEIB awards in all 15 categories for supporting the development and implementation of Diversity, Equity and Inclusion best practices. In line with the Net Zero by 2030 commitment, HBL MfB successfully converted 60 branches to solar power to reduce its carbon footprint. In 2023, for the second year in a row, HBL MfB was named as The Best Microfinance Bank at the IBP's Pakistan Banking Awards and also recognized as The Best Microfinance Bank by the CFA Society of Pakistan. HBL Microfinance Bank takes great pride in having been able to transform its clients' lives by graduating them from microfinance to micro-SMEs. Citi-PPAF awards to 32 of its customers over the last several years is evidence of the bank's commitment to its mantra of "umeed say yaqeen tak" – turning hopes into realities.

HBL – AMC continued its growth momentum during the year and is now the 3rd largest AMC. The Bank's focus on individual investors to drive growth is now yielding dividends – Assets Under Management (AUMs) in the retail segment increased by 91% to Rs 84 bn, raising total AUMs by 30% to Rs 204 billion. This enabled the company to post its highest ever profit.

HBL Currency Exchange (Pvt) Ltd has become the largest bank-owned exchange company in Pakistan, doubling its footprint to 49 locations. After a record year in 2022, turnover declined by 37% due to regulatory changes as credit card settlement transactions were re-routed to commercial banks. However, elevated spreads and controlled expenses helped to contain the decline in revenue and profit.

Throughout the year, the Bank launched various initiatives to significantly reduce turnaround at both at the branch and back-end levels, helping to improve the customer experience. A simplified client on-boarding experience has led to 82% of low and medium risk accounts being opened on the same day. HBL also embarked on a channel migration drive to transition customers from traditional branch counter services to digital channels, providing them convenience while easing congestion in branches.

HBL's Contact Centre delivered 24 x 7 service, handling 13.2 million interactions over the year. A range of non-voice touch points have been made available for customers, including WhatsApp, Facebook Bots, and other social media channels, which collectively facilitated ~80,000 customer interactions monthly. The self-service menu offers 35 IVR services through which 2 million transactions were executed, including critical activities such as instant debit and credit card activation/ blocking and credit card payments. During the year, IVR utilization increased from 48% to 54%. In 2023, the Bank received 450,274 complaints, resolved on average within 4 working days.

In 2022, HBL announced its commitment to meeting AKDN's Net Zero target by 2030 and is working on implementation with an international consultant. Solar panels have been installed at 235 premises and have resulted in a 500+ MT reduction in HBL's carbon footprint during the year. Another 80 branches have been targeted for solar conversion in 2024. The Bank obtained the WWF's Green Office certification for two of its premises after successfully implementing green operating protocols. Energy Audits of three premises were concluded, based on which a number of initiatives are being rolled out to reduce emissions. These include double glazing of windows, roof insulation and HVAC and lighting rationalization in major buildings. To improve the sustainability of its own operations, 3-bin recycling has been rolled out and awareness sessions held with staff and vendors.

The HBL brand remains Pakistan's strongest financial services brand. 2023 was marked by its innovative spirit, digital prowess, and unwavering commitment to clients. These efforts underlined HBL's pivot towards the burgeoning youth segment of Pakistan. The Bank understands that this segment is tech-savvy and hence, focuses its efforts on providing them with relevant products and services to stay connected. The Bank enhanced its already impressive social media footprint by embracing the TikTok platform with ~50 million followers. HBL is now the leading financial services player on almost all social media platforms.

Our pivot towards youth is a combination of activities, implemented in a consistent manner. Working with social media influencers is one such effort; combined, they have more than 150 million followers on different platforms. In 2023, HBL worked with over 130 influencers who created more than 180 content pieces and spearheaded 11 campaigns for the Bank, both for the Brand as well as for promoting our products. Recently, the Bank has made a foray into E-sports, a passion for over 37 million Pakistanis, by sponsoring an e-gaming version of a football competition. Under its Konnect umbrella HBL has launched both a brand and a product push to connect with this large audience. We have also begun creative collaborations with youth-centric brands to deepen our connection with and understanding of the youth segment.

HBL's industry-leading TikTok campaign and its ongoing association with HBLPSL, Pakistan's biggest sporting platform, now in its 9th year, are accelerating efforts to reach-out to youth. TikTok published a case study on the Bank's campaign for HBLPSL 8 as a TikTok Global Success Story. During the campaign, 8.9 million videos were created, generating over 8.7 billion views on the platform and reaching an incredible 97% of Pakistani TikTok users. For HBL PSL 9, the Bank has upped the ante by launching the Palat Do Khel campaign. This messaging, on both conventional and social media, helps Pakistanis celebrate the positive side of the country, capture the true spirit of Pakistan and showcase it to the world. Every time anyone sees something good around them, they too can become an influencer by recording a video on their phone and sharing it on social media using #PalatDoKhel. We hope that this will snowball into a celebration of the many positives and successes that each of us sees around us, every day, instilling self-belief in millions of Pakistanis.

HBL became the first bank in Pakistan to launch a dedicated client care 'X' (formerly known as Twitter) handle "@HBLCare". The dedicated customer care handle has diverted 38% of complaint volume from HBL's corporate profile (@HBLPak) and

allows for more immediate monitoring and resolution of customer concerns.

Human Resources

HBL's success lies in its unwavering commitment to its employees through its core value of Valuing People. This guiding principle has driven numerous staff initiatives in recent years, all aimed at enriching the lives of HBL's employees and their families.

In line with our aspiration to embed a pay for performance culture, the Bank revamped its Performance Management System. Goals for all employees have been aligned with those of the organization, within standardized categories, to create a better sense of purpose and an understanding of how each employee's contribution impacts HBL's overall success. A 360-degree feedback mechanism was also launched for 400 senior managers to enhance leadership capabilities and reinforce our commitment to an ethics and values-based culture. Discipline and rigor in differentiating performance enabled us to reward a larger population of employees.

As part of the Bank's commitment towards diversity, equity & inclusion (DEI), best practices were shared with organizations across various industries. Sessions like Power Hour and Empowering through Inclusion helped bring together leaders from financial and non-financial companies, enabling participants to share common challenges and solutions. The Bank also launched a day care allowance to support female colleagues with young children, helping them to balance motherhood and careers. To further our commitment towards inclusion of differently-abled people and facilitate their mainstreaming, engagement activities were held during the year, including after-school internships, pop-up stalls to provide them a platform to showcase their products and staff sensitization sessions. HBL's commitment to DEI was recognized as, for the second consecutive year, the Bank was awarded the Most Inclusive Organization in Pakistan – 2023 by the Centre of Global Inclusion at the GDEIB awards.

Learning activities during the year were focused at optimizing human resources through reskilling and redeployment to enhance efficiency. To foster a culture of continuous learning and growth, HBL Nexus was launched as a platform for digital learning. The program provides tailored and immersive learning experiences to facilitate digital upskilling. The Leadership Excellence journey, launched in 2022 for General Managers, was cascaded to the next level of over 800 mid-level leaders. More than 500,000 person-hours of training were delivered to help employees remain updated with regulatory requirements, global best practices, and job-based skills. In 2023, HBL became the first organization in Pakistan to implement the SAFe® - Scaled Agile Framework. This working methodology encompasses a set of principles and values that will help us to efficiently and rapidly offer customer-centric, innovative solutions.

To encourage and support junior staff in building assets and owning their own homes, house loan facilities were enhanced with higher limits and lower markup rates. Given the Bank's leadership on sustainability matters, a solar financing facility was also introduced for staff.

Risk Management Framework

HBL manages the identification, assessment and mitigation of top and emerging risks through a robust internal governance process and the use of risk management tools and processes. The Board of Directors exercises strong oversight and the Board Risk Management Committee (BRMC) monitors and assesses the risk profile of the Bank on an ongoing basis. At senior management level, various risk committees are responsible for oversight and execution, with day-to-day risk management activities delegated to different levels.

The Bank's approach to risk identification and impact assessment aims to ensure that we mitigate the impact of these risks on our financial results, long-term strategic goals and reputation. Key risks as reflected in HBL's risk taxonomy include credit risk, market & liquidity risk, reputational risk and operational risk.

As economic conditions remained challenging, stress testing and frequent portfolio reviews to identify vulnerable segments helped to ensure the strength and resilience of the Bank's credit portfolio. Similarly, in view of the volatile global economic and political environment, country risk exposures were proactively managed. There was a continued focus on enhancing portfolio monitoring and implementing tools for the early identification of risks. Credit scorecards were also upgraded from expert judgment to statistical models in the Consumer and SME segments.

HBL continues to invest in its people by providing them the tools and skills in a constantly changing external environment. HBL Credit School, a comprehensive modular training program plays a major role in fostering a consistent credit risk assessment mindset that is focused on forward-looking risk drivers, and hence helps to adopt a proactive, rather than a reactive approach based merely on historical data. The program has been fully developed in-house and is delivered by the Bank's senior resources.

Market and liquidity risk indicators are reviewed on a monthly basis by the Market & Liquidity Risk Committee and by ALCO. A comprehensive structure is in place to ensure that the Bank remains within its tolerance for market risk. Operational Risk Management remained an area of focus during the year. Policies and procedures have been established to govern operational risk management in a systematic and consistent manner. Key tools such as an Integrated Risk & Control Repository (IRCR), Key Risk Indicators and Operational Loss Data Management are used to gauge the likelihood and

severity of operational risk incidents. The Bank's operational risk profile and fraud risk assessment are regularly discussed at senior management forums and at the BRMC.

The risk management functions are complemented by the Enterprise Risk Management Framework (ERMF). Applicable to all functions in the Bank, it outlines the risk management principles and sets out the governance structure, standards, objectives and key responsibilities of different functions. A bank-wide IRCR is now embedded in the organization and helps to identify and assess all risks and issues in a holistic manner, thereby ensuring that these are adequately monitored and mitigated. During the year a Reputational Risk Management framework has also been established to monitor and mitigate against this critical risk.

The Bank continues to foster a values-driven culture. Accordingly, to comply with leading practices, the Ethics & Conduct team has been repositioned within the Compliance function. As part of further integrating values driven behaviors, the bank is expanding its Conduct & Culture framework.

The Board Compliance & Conduct Committee (BCNCC) supports the Board in overseeing the implementation of a compliance and conduct framework and also provides governance over the implementation of a bank-wide compliance program. The BCNCC oversees ethics and conduct-related matters including whistle-blowing complaints. HBL's whistleblowing program is directed at safeguarding the Bank's integrity and reputation and aims to increase employee ownership in reporting suspected cases of fraud, corruption, harassment, and other infringements of the Bank's Code of Conduct. Any related investigations are overseen by the Board Audit Committee (BAC) while disciplinary actions are reviewed by the Board Human Resource & Remuneration Committee (BHRRC). The Compliance Committee of Management, chaired by the President, monitors and reviews compliance and conduct-related matters at the management level.

The Compliance function continues to strengthen the enterprise-wide compliance environment and manage compliance risk by enabling the Bank to comply with applicable laws and regulations including financial crime compliance management. HBL has implemented a robust regulatory risk management framework for enabling adequate design and operating effectiveness of regulatory controls. Accordingly, a design-level evaluation of the Bank's Compliance Risk Profile was completed during the year.

With the focus on standardizing and automating enterprise-wide compliance controls, the Bank is leading the innovation agenda in the Pakistan banking industry by establishing the industry's first Digital Workforce with the successful implementation of BOTs for multiple processes. The Compliance Centre of Excellence in Pakistan for global insourcing from HBL's international branches provides active support in transaction monitoring and alert disposition and is yet another landmark initiative. In 2023, HBL's transaction monitoring and sanctions screening systems successfully completed an international benchmarking and validation review which demonstrated that the systems are working robustly to effectively monitor and manage underlying risks in accordance with leading international standards. The Bank's steady investment in this area is a testament to its commitment to sustainable controls and continuous enhancements.

HBL's priority is to protect its customers and their data from cyberattacks and data breaches. The Bank's Information Security function plays a pivotal role in protecting HBL's data assets from both internal and external threats through the effective management of cybersecurity risk. The Bank's 24x7 Security Operations Centre continues to contribute to a robust security posture through regular monitoring, supported by a number of detection and prevention mechanisms.

Information security awareness campaigns are held throughout the year to provide training and guidance on information security related matters to employees. These are supplemented by targeted awareness campaigns for customers using multiple delivery channels. The Bank remains compliant with the SWIFT Customer Security Program as well as ISO 27001. The Bank is committed to strengthening its cyber-defenses through the use of automation and advanced technologies, while proactively mitigating against advanced security threats. These security measures allow HBL to continue offering innovative digital solutions to its clients while ensuring them protection and peace of mind.

Corporate Social Responsibility (CSR)

HBL's commitment to corporate social responsibility shines through its extensive charitable actions, deeply engrained in its ethos of giving back to the community. Its contributions are directed towards health, education and community welfare. After the 2022 floods, the Bank played a critical role in the rehabilitation of the affected people, donating Rs 264 million to provide 100 prefabricated houses in each of 2 villages, marking a significant stride in natural disaster response. HBL's dedication to public health and welfare is underlined through its contributions to the National Institute of Child Health Trust and to the Taskeen Health Initiative. As part of its inclusion initiatives, a contribution to the Pakistan Special Olympics reflects the Bank's support for empowering differently-abled athletes. In the educational sector HBL donated Rs 1 million to the Progressive Education Network, showcasing the bank's commitment to nurturing educational development. HBL's international branches also stepped up to support crisis management and in Turkey, the Bank made contributions to different organisations engaged in rehabilitation efforts in the wake of the 2023 earthquake.

The HBL Foundation (HBLF), as a beacon of HBL's philanthropic vision, has influenced Pakistan's socio-economic fabric and in 2023, channeled nearly Rs 400 million to healthcare, Rs 100 million to education and Rs 20 million to community development. These funds have been instrumental in elevating healthcare services, enriching educational experiences, preserving cultural heritage, and fortifying community welfare across Pakistan.

In healthcare, the Foundation donated funds for advanced cancer treatment facilities, emergency pediatric care, mobile healthcare units and many other comprehensive healthcare initiatives. This diverse array of support showcases HBL's understanding of the multifaceted nature of healthcare needs in the country. HBL believes in the transformative power of education and through the Foundation, contributed towards a number of scholarships for female students at premier universities, to the enhancement of digital literacy, and to support special needs education including the empowerment of visually impaired students.

The HBL Foundation undertook impactful community development efforts towards strengthening food security and improving living conditions in underserved regions, reflecting HBL's holistic approach to societal well-being. HBLF supported the Living Masters project, a commitment to safeguarding Pakistan's rich cultural heritage and ensuring that the artistic legacy of its classical music is preserved for future generations.

HBL's Employee Volunteering Program epitomizes the Bank's commitment to sustainable social impact through its own employees. With over 1,600 volunteering hours, the program has fostered a robust culture of community service and corporate responsibility within the organization. The activities undertaken by the volunteers range from tree plantation and clean-up drives to supporting disadvantaged communities, demonstrating their intertwined connection with the communities they serve, and solidifying HBL's status as a socially responsible corporate entity.

Credit Ratings

In June 2023, the Bank's credit ratings were re-affirmed by VIS Credit Rating Company Limited at AAA/A-1+ for long-term and short-term respectively. The ratings of the TFCs issued as Additional Tier 1 Capital have also both been re-affirmed as AA+. The Outlook on all ratings is Stable. The ratings incorporate HBL's position as the largest commercial bank in the country, its systemic importance and the diversity of its operations. In support of the ratings, VIS also pointed out HBL's significant liquid reserves as well as its strong and consistent performance in domestic lending while maintaining favourable asset quality indicators. In February, Moody's downgraded the sovereign rating from Caa1 to Caa3, with the Outlook changed from Negative to Stable. It subsequently mirrored this action for the large Pakistan banks, including HBL.

Future Outlook

Pakistan narrowly averted a balance of payments crisis near the end of FY'23. As the previous EFF was essentially all but dropped, the government managed to secure a 9-month SBA which provided the desperately needed lifeline at that time. The SBA runs out in March and the healthier, but still delicate financial situation of the country, with FX reserves less than 2 months of imports, cannot be managed outside the IMF umbrella. At this point, the conditionalities of the SBA's second review have been broadly met and the messages from the IMF appear positive. However, a longer-term EFF programme has to be negotiated by March as an existential necessity. Despite national elections having been somewhat successfully concluded in early February, at the time of writing, a new Government, and most critically, a new Finance Minister has yet to be announced. Therefore, the incoming government will have its hands full on day one in securing the EFF.

We are encouraged by the signs of structural reform undertaken by the caretakers – such as the decision to clamp down on illegal capital flight, and the progress on SOE privatization. The fervent hope is that all political parties are ready to continue in this vein and to sign up to a new IMF programme, in letter and spirit, and that the populist posturing of recent years – which has been so damaging to the economy – will remain dormant. A steady path to recovery is therefore possible, with growth coming in at around 2.5-3.0% for FY'24. However, to achieve sustainable and more inclusive economic growth, the government needs to prioritize the implementation of energy sector reforms, radically improve the governance of loss-making state-owned enterprises leading to their privatization, and widen the tax base – the last perhaps the most critical to ensure it has funds for much needed social and economic development.

High inflation has been the single largest economic issue faced by the majority of the population; we expect the SBP to maintain positive real interest rates (over core inflation) in order to continue driving down price increases. With the FX rate outlook relatively benign, and global commodity and other prices starting to soften, we expect a steady decline in inflation over the course of the year, accompanied by a gradual easing of the Policy rate. However, upside risks remain, this time from geopolitical factors – a worsening of the Middle East situation and an aimless stalemate in Ukraine are taking their toll on global prices and shipping costs and it is only a matter of time before these impact import-dependent economies such as ours.

The international outlook may be more supportive in 2024, with G-20 inflation heading lower, global interest rates forecast to decline later in the year, and GDP growth easing off, thus releasing more risk capital into Emerging and Frontier markets. This should help support capital flows into Pakistan and across the globe, benefiting HBL's domestic and international franchises. On the expected initiation of the EFF in March, we expect GCC institutions to re-enter into the market, albeit gradually, thus helping the country's external sector to recover slowly.

In one of the most challenging years in recent memory, HBL has successfully navigated choppy waters, delivering another record year. Excellent results from the strong domestic franchise have been supplemented by a solid contribution from the international business. Leadership positions have been attained or further extended across most areas of our operations. Our Investment Banking business remains the dominant player, sweeping the awards space, while Transaction Banking

continues to be acclaimed by its customers who, year after year, have voted us as the Best Service Provider; the fact that these are based on client feedback makes them even more meaningful. We dedicate these results to our customers, many of whom have banked with us across generations and who are at the heart of all we do.

HBL has transformed Agriculture financing in Pakistan with sustained commitment over a number of years. Our pathbreaking development finance initiative has already had a dramatic positive impact on farmers' lives and HBL Zarai will pioneer an entirely new agriculture paradigm in Pakistan. Our 5-time recognition as the Best Agriculture Bank in Pakistan is a testament to our initiatives in this area as we have been recognized by regulators, customers and the industry for our transformative leadership.

At HBL increasing digitalization of every aspect of our businesses has become a way of life – from paperless consumer financing through the mobile app, remote digital on-boarding of farmers, e-wallets for microfinance customers and our most recent venture into e-sports. This year, we have again introduced trailblazing products to shape Pakistan's financial services landscape – Digital Invoicing, an Urdu mobile app, TalkBack for the visually impaired. HBL has established itself as a key player in every aspect of the digital banking space, accelerating adoption and usage among customers. Its partnership with P@SHA promises a landmark opportunity to showcase one of Pakistan's premier but under-celebrated sectors, thus meeting HBL's stated objective of contributing to Pakistan's growth and development. From HBL Mobile to Konnect, from QR to HBL Pay, the Bank continues to raise the bar in delivering creative, first-of-a-kind solutions for its customers, cementing its position as a technology company with a banking license. HBL's slew of digital awards, from Asiamoney's Best Bank for Digital Solutions to the CFA Society's Best Digital Services award, provide independent external validation of our progress.

Everything we do is underpinned by one word – Sustainability – in all its aspects. This year we launched our second Sustainability Report, widely lauded by a swathe of stakeholders. HBL has and will keep stepping up in every sphere to support the country. We remain obsessed with providing thought leadership across the full spectrum of the economy, supporting the Government under a public-private partnership model. We are passionate about our founding support to HBLPSL – an event that has undoubtedly helped put Pakistan back on the map of world cricket, delighting tens of millions of Pakistanis in Pakistan and across the globe. Through #PalatDoKhel, we hope to rekindle Pakistanis' pride in Pakistan, encouraging them to showcase the myriad positives we see every single day. As a founding member of the Green Investment Principles and our recent membership of CASI, we underscore our commitment to tackling the world's most important issue – climate change. We remain relentlessly focused on financial inclusion in all its aspects – inclusion of women through HBL Nisa and our own gender diversity targets; inclusion of the underserved through Konnect and microfinance; inclusion of the differently-abled through targeted hiring and facilities at our touchpoints; and inclusion of the youth through our leading social media presence – to ensure a brighter future for Pakistan and Pakistanis. We are honoured, privileged and humbled to once again have been named as The Most Inclusive Organization in Pakistan.

Dividend

The Board has recommended a final cash dividend of Rs 4.00 per share for the year ended December 31, 2023, bringing the total cash dividend for the year to Rs 9.75 per share. The Board had earlier declared and paid interim cash dividends of Rs 5.75 per share.

Meetings of the Board

	Board Meeting	
	Meetings held during tenure	Attendance
Mr. Sultan Ali Allana	8	8
Mr Khaleel Ahmed	8	8
Mr. Shaffiq Dharamshi	8	7
Mr. Moez Ahamed Jamal	8	8
Ms. Saba Kamal	8	8
Mr. Salim Raza	8	8
Dr. Najeeb Samie	8	8
Mr. Muhammad Aurangzeb	8	8

Meetings of Board Committees

	Board Audit Committee		Board Risk Management Committee		Board Human Resource and Remuneration Committee		Board Compliance & Conduct Committee	
	Meetings held during tenure	Attendance	Meetings held during tenure	Attendance	Meetings held during tenure	Attendance	Meetings held during tenure	Attendance
Mr. Sultan Ali Allana	N/A	N/A	N/A	N/A	4	4	N/A	N/A
Mr. Khaleel Ahmed	6	6	N/A	N/A	4	4	6	6
Mr. Shaffiq Dharamshi	N/A	N/A	6	6	4	4	6	6
Mr. Moez Ahamed Jamal	6	6	N/A	N/A	N/A	N/A	6	6
Ms. Saba Kamal	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Mr. Salim Raza	N/A	N/A	6	6	N/A	N/A	N/A	N/A
Dr. Najeeb Samie	6	6	N/A	N/A	4	4	N/A	N/A
Mr. Muhammad Aurangzeb	N/A	N/A	6	6	N/A	N/A	N/A	N/A

	Board Development Finance Committee		Board Nomination & Remuneration Committee*		Board IT Committee		Board Strategy Input and Monitoring Committee	
	Meetings held during tenure	Attendance	Meetings held during tenure	Attendance	Meetings held during tenure	Attendance	Meetings held during tenure	Attendance
Mr. Sultan Ali Allana	N/A	N/A	N/A	N/A	N/A	N/A	5	5
Mr. Khaleel Ahmed	4	4	N/A	N/A	N/A	N/A	N/A	N/A
Mr. Shaffiq Dharamshi	N/A	N/A	2	2	N/A	N/A	N/A	N/A
Mr. Moez Ahamed Jamal	N/A	N/A	2	2	4	4	5	5
Ms. Saba Kamal	4	4	N/A	N/A	4	4	5	5
Mr. Salim Raza	4	4	2	2	4	4	N/A	N/A
Dr. Najeeb Samie	N/A	N/A	2	2	N/A	N/A	5	5
Mr. Muhammad Aurangzeb	4	4	N/A	N/A	N/A	N/A	5	5

Meetings of the Shariah Board

	Shariah Board Meeting	
	Meetings held during tenure	Attendance
Dr. Muhammad Zubair Usmani (Chairman)	4	4
Dr. Ejaz Ahmed Samadani (Member)	4	4
Mufti Muhammad Yahya Asim (Resident Shariah Board Member)	4	4

Auditors

The current auditors, Messrs. KPMG Taseer Hadi & Co., Chartered Accountants, retire and, being eligible, offer themselves for reappointment at the Annual General Meeting. Accordingly, the Board of Directors, on the recommendation of the Board Audit Committee, recommends the appointment of Messrs. KPMG Taseer Hadi & Co., Chartered Accountants, as the auditors of the Bank for the financial year 2024 at a fee of Rs 46.680 million with out-of-pocket expenses and taxes to be paid at actuals.

Statement on Corporate and Financial Reporting

The Board is committed to ensuring that the requirements of corporate governance set by the Securities and Exchange Commission of Pakistan are fully met and the Directors are pleased to report that:

a) The financial statements prepared by the management of the Bank present a true and fair view of the state of its affairs, operational results, cash flows and changes in equity.

b) Proper books of accounts of the Bank have been maintained.

c) Accounting policies have been consistently applied in the preparation of financial statements and accounting estimates are based on reasonable and prudent judgment.

d) The Bank has followed International Financial Reporting Standards (as applicable to Banks in Pakistan) in the preparation of its financial statements and there is no departure from the said standards.

e) As a continuous process, efforts have been made to implement an adequate and effective internal control system. The Bank follows the SBP Internal Control Guidelines, including the roadmap and the guidelines for Internal Controls over Financial Reporting (ICFR). The Bank has developed a Framework for the management of ICFR.

f) There are no doubts about the Bank's ability to continue as a going concern.

g) There has been no material departure from the best practices of corporate governance as detailed in the Listed Companies (Code of Corporate Governance) Regulations, 2019 (the Code).

h) Key operating and financial data for the last six years is presented in the financial statements under the section "Growth 2018 to 2023 – Consolidated".

i) The Directors, CEO, CFO and Company Secretary have confirmed that neither they nor their spouses are engaged in the business of stock brokerage.

j) Audit, Human Resource and Remuneration, Risk Management, IT, Compliance and Conduct, Development Finance, Strategy Input & Monitoring and Nomination & Remuneration Committees constituted by the Board are functioning efficiently in accordance with their respective Terms of Reference. The Board held eight (8) meetings in the year, including at least once in every quarter.

The Board is pleased to endorse the statement made by the management relating to Internal Controls. The Statement of Internal Control, the Statement of Compliance with the Code, the Review Report on Statement of Compliance with the Code and the Auditors' Reports are attached to the Financial Statements.

Value of Investments in Employee Retirement Benefits Funds

The table below shows the value of the investments of the provident, pension, gratuity and benevolent funds maintained by the Bank, based on their audited financial statements as at December 31, 2023.

	Rupees in million
Employees' Provident Fund	5,159
Employees' Pension Fund	3,873
Employees' Gratuity Fund	3,346
Employees' Benevolent Fund – Executives and Officers	2,133
Employees' Benevolent Fund – Clerical and Non-Clerical	706

Pattern of Shareholding

The pattern of shareholding as at December 31, 2023 and the trading in the Bank's shares by Executives, as defined by the Board of Directors under the Code, is given in the Annual Report under the requirements of the Code.

Parent Company

As disclosed in Note 1.1 of the financial statements, the Aga Khan Fund for Economic Development (AKFED) S.A., is the parent company of the Bank and its registered office is in Geneva, Switzerland.

Training programs attended by Directors

All Directors have either obtained certification from an SECP approved Directors' Training program or stand exempted from such training, in accordance with the Code.

In 2023, the Board attended two training sessions: Islamic Banking / Shariah Governance; and managing AML/CFT Risks. These sessions were conducted by well-recognized external experts.

Board Performance Evaluation

The Board opted for an external annual evaluation of the Board and its Committees for the year 2022, which was carried out by the Pakistan Institute of Corporate Governance (PICG) in 2023. The evaluation assessed the performance of the Board as a whole and as individual directors, covering the areas of Board Composition, Strategic Planning, Board & CEO Effectiveness, Board Information, Board Committees, Board Procedures and the Control Environment.

Process of Appointment and Nomination of Board members:

Directors are elected for a 3-year term by the shareholders of the Bank. Any casual vacancies arising on the Board are filled by the Board of Directors in line with the Bank's Articles of Association and in compliance with the applicable laws and regulations. The nomination of Board member is undertaken by the Board Nomination and Remuneration Committee (BNRC). Once a potential candidate is identified, the BNRC, having undertaken its due diligence, submits a recommendation for the approval of the Board. All Directors are approved by the SBP in line with its Fit and Proper Test (FPT) criteria including the additional requirements for independent directors, where applicable.

Composition of the Board and Board Committees

The composition of the Board and details of Board Committees are given in the Statement of Compliance with the Code of Corporate Governance.

In order to improve its effectiveness and efficiency, the Board has constituted the following committees which function as per their respective Terms of Reference, approved by the Board. A brief description of the functions of each committee is as follows:

Board Audit Committee (BAC): The BAC facilitates the Board in fostering a strong control environment, supported by an effective system of internal controls, robust policies and procedures. The BAC reviews the adequacy and effectiveness of the Bank's internal control environment along with reporting structures, and accounting systems. The Committee provides oversight of the Bank's Internal Audit function; approves and monitors the progress of the risk-based annual audit plan; and ensures that the Internal Audit Function has adequate resources and is appropriately placed within the organization structure to maintain its independence.

The BAC reviews the consolidated & unconsolidated financial statements and associated matters, before recommending them to the Board for approval. As part of this process, the BAC also recommends the appointment, both of the statutory auditors, as well as the auditors of overseas branches, to the Board, while ensuring their independence and effectiveness. In addition, the BAC is responsible for monitoring the implementation of new accounting standards; in particular, the Board has designated the BAC as the committee responsible for oversight of the implementation of IFRS 9. For areas that are under its purview, the BAC recommends policies to the Board for approval.

Further, the BAC oversees the compliance of corrective actions determined by the Shariah Board on the reports of Internal and External Shariah audits.

Board Risk Management Committee (BRMC): The BRMC assists the Board in overseeing credit, operational and market risk-related matters impacting the Bank and the maintenance of an independent, supportive and proactive Risk culture. The BRMC also provides advice on risk governance, and internal control systems designed to monitor, evaluate & manage risks. It ensures the implementation of a robust risk management framework and reviews exposures to ensure that they are in line with the risk profile and risk appetite of the Bank.

Board Human Resource and Remuneration Committee (BHRRC): The BHRRC reviews and recommends key human resources and remuneration policies, including major terms of employment and benefits, performance management and compensation plans for all employees of the Bank, including the key executives. It also reviews and recommends the people strategy, policies for staff training, career development, talent management and succession planning in line with relevant regulatory requirements and best practices.

Board Compliance & Conduct Committee (BCNCC): The BCNCC supports the Board in overseeing the implementation of a compliance and conduct framework and provides governance over the implementation of a bank-wide compliance program. It also monitors the Compliance & Conduct function's mandate and ensures its capabilities to effectively manage the Bank's compliance, regulatory and conduct risks. BCNCC also reviews inspection reports from domestic and international regulatory authorities, including time-bound management action plans to address identified issues.

Board Development Finance Committee (BDFC): BDFC has been constituted with the vision of transforming HBL into being more than just a bank by creating a positive environmental and social impact. BDFC monitors progress on various projects under the Development Finance Charter that further the Bank's agenda of sustainable development and also link the disparate parts of the undocumented and priority sectors into value chains with emphasis on creating a circular ecosystem. BDFC also provides strategic input on initiatives for improving financial inclusion, especially through the use of affordable technology; access to financial services; and awareness creation in priority sectors and the communities that the Bank serves.

Board IT Committee (BITC): The BITC reviews, evaluates and makes recommendations to the Board regarding the Bank's major technology investment plans and strategies. The Committee also reviews the benefits and returns derived from technology spend. Additionally, the BITC focuses on digital initiatives that can help customer centricity, reduce costs and enhance revenues, and provides guidelines on engaging with FinTechs and using Cloud services. The BITC also provides oversight to the Information Security function of the Bank and that the Information Security posture is aligned with the Bank's risk appetite.

Board Nomination & Remuneration Committee (BNRC): The BNRC assists the Board in identifying an appropriate structure, size and balance of skills on the Board as deemed necessary to support the strategic objectives and values of the Bank for sustainable growth. BNRC also deliberates on and recommends the Board Remuneration Policy, in line with regulatory requirements, for approval of the Board/shareholders.

Board Strategy Input and Monitoring Committee (BSIMC): The BSIMC is responsible for reviewing the Bank's strategy and monitoring its implementation. It provides strategic advice and integrated insights, in light of evolving trends, competition and market developments such that the Bank is positioned appropriately to harness opportunities emerging in the short to long run. BSIMC also monitors the Bank's progress against its strategic plan along with other initiatives that enable the Bank to gain regional relevance, in its strategically important locations.

Appointment and Composition of the Shariah Board

To appoint a Shariah scholar, the management first conducts the screening of the proposed Shariah Board member in line with the SBP's Fit and Proper Criteria (FAPC). This is then forwarded to HBL's Board of Directors for approval, after which it is submitted to the SBP along with the filled FAPC form and Board approval and other supporting documents. After receipt of SBP's clearance, the management engages the Shariah Board member, executes the contract and informs SBP. Each Shariah Board Member is dedicated to only one commercial bank in Pakistan. HBL's Shariah Board comprises of three members.

Dr. Muhammad Zubair Usmani is amongst the most experienced Shariah Board Members and serves as Chairman of the Shariah Board. He completed his Takhassus fil Iftaa (Islamic Jurisprudence) and Shahdat ul Aalimiyah from Jamia Dar ul Uloom, Karachi. He holds a PhD in Islamic Finance from the University of Karachi and a Masters degree in International Relations. He has been associated with the banking and financial services industry since 1999 and has provided Shariah Advisory services to various financial institutions locally and globally. He has also served as a member of the Shariah Board of the State Bank of Pakistan and as Chairman of the Shariah Boards of United Bank Limited and Habib Metropolitan Bank Limited.

Dr. Ejaz Ahmed Samadani is an eminent Shariah scholar. He received his religious qualifications of Takhassus fil Iftaa (Islamic Jurisprudence) and Shahdat ul Aalimiyah from Jamia Dar ul Uloom, Karachi. He holds a PhD in Islamic Studies from Karachi University, a Masters degree in Islamic Studies from Bahauddin Zakariya University and an LLB from Sindh Muslim Government College. He has been associated with the banking and the financial services industry since 2004 and has provided Shariah Advisory services to various financial institutions locally and globally. He also serves as Chairman, Shariah Board of Maldives Islamic Bank and Member, Shariah Supervisory Board of MCB-Arif Habib Alhamra Islamic Funds. He has also served as Member, Shariah Board of United Bank Limited, The Bank of Punjab and as Shariah advisor of Alfalah GHP Islamic Fund.

Mufti Muhammad Yahya Asim received his religious qualifications of Takhassus fil Iftaa (Islamic Jurisprudence) and Shahdat ul Aalimiyah from Jamia Dar ul Uloom, Karachi. He also holds a Masters degree in International Relations, Arabic and Islamic Studies. Currently, he is pursuing a PhD from the University of Karachi. He has been associated with Islamic Banking and the financial services industry since 2004 and has provided Shariah Advisory services to HBL, Habib Metropolitan Bank, Atlas Asset Management, HBL Asset Management and TPL Window Takaful. He has been associated with HBL since 2008 and currently serves as the Resident Shariah Board Member of the HBL Shariah Board.

The Terms of Reference of the Shariah Board (SB) are in accordance with the Shariah Governance Framework issued by the SBP. These include, inter alia, the following:

- The SB is empowered to consider, decide and supervise all Shariah related matters of HBL. All decisions, rulings, fatawas of the SB shall be binding on the Bank whereas the SB shall be responsible and accountable for all its Shariah-related decisions.
- The SB shall ensure the development of a comprehensive Shariah compliance framework for all areas of operations of HBL Islamic Banking. All products or services to be offered by HBL Islamic Banking shall have prior approval of the SB.
- The SB shall approve all procedure manuals, product programs/structures, process flows, related agreements, marketing advertisements, sales illustrations and brochures so that they are in conformity with the rules and principles of Shariah.

Compensation of Directors

The Board Remuneration Policy, as approved by the shareholders of the Bank, is compliant with the requirements set by the SBP's Corporate Governance Regulatory Framework. During 2023, the Board approved certain amendments to the Board Remuneration Policy, which will be placed before the shareholders for approval in the forthcoming Annual General Meeting.

The details of the remuneration of the CEO and fees paid to the Directors are disclosed in Notes 39.1 and 39.2 to the consolidated financial statements.

Compensation of Shariah Board Members

The Head, Islamic Banking recommends the compensation of Shariah Board members, based on industry practice, to the President. After approval of the President, it is forwarded to the Head HR for recommendation to the Board Human Resource and Remuneration Committee which reviews and recommends the compensation of Shariah Board members to the Board of Directors for approval.

The current monthly remuneration of Shariah Board members, as approved by the Board of Directors, is Rs. 950,000, Rs. 900,000 and Rs. 800,000 for the Chairman, Shariah Board, Member Shariah Board and Resident Shariah Board Member, respectively. The Resident Shariah Board Member is also entitled to a car allowance.

As per their contracts of employment, The Shariah Board members are entitled to travel allowance and daily allowance as per the Bank's Travel Policy.

The details of remuneration paid to Shariah Board Members are disclosed in Note 39.3 to the consolidated financial statements.

Appreciation and Acknowledgement

On behalf of the Board and management, we would like to place on record our appreciation for the efforts of our regulators and the Government of Pakistan, in particular the State Bank of Pakistan, the Ministry of Finance and the Securities and Exchange Commission of Pakistan. In these challenging times, they have stepped up with policies and measures that are prudent, proactive and balanced, protecting the economy, customers and people of Pakistan, while also safeguarding the integrity and soundness of the banking and financial services industry.

We are indebted to our customers, many of whom have banked with us for generations, and who continue to entrust us with their business and confidence. Our shareholders have provided steadfast support and to them, and to all our stakeholders, we are deeply grateful. The Board and the management remain committed to maintaining the highest standards of governance and we assure our stakeholders that we will be industry leaders in this area.

Lastly, but certainly not the least, we express our deepest appreciation and gratitude to our employees and their families, especially in customer facing units and branches, who continually go the extra mile, even at personal cost, to ensure that our customers are able to meet their critical needs. They are our heroes and heroines and we salute them for their dedication and tireless efforts.

On behalf of the Board

Muhammad Aurangzeb
President & Chief Executive Officer

Moez Ahamed Jamal
Director

February 23, 2024

ڈائریکٹرز رپورٹ 2023ء

ہمیں بورڈ آف ڈائریکٹرز کی جانب سے سالِ مختتمہ 31 دسمبر 2023ء کے مجموعی مالیاتی گوشوارے پیش کرتے ہوئے مسرت محسوس ہو رہی ہے۔

کلیاتی اقتصادیات کا جائزہ

مالی سال 23ء شدید کلیاتی اقتصادیاتی تناؤ کا سال تھا–روپے کی تیزی سے گرتی ہوئی قدر، درآمدات میں ترجیحات اور شرح سود میں ریکارڈ اضافہ، بے روزگاری میں خطرناک اضافہ اور ڈیفالٹ سمیت پولیٹیکل پولرائزیشن۔ تمام جی ڈی پی کی ٪0.3 کی کمزور نمو میں ظاہر ہوا۔ مالی سال 24ء کا آغاز مثبت انداز میں IMF کے اسٹینڈ بائی انتظامات (SBA) کے اعلان کے ساتھ ہوا جس نے ملک کے لیے لائف لائن فراہم کی۔ مالی سال 24ء کی پہلی ششماہی میں زیادہ استحکام اور ترقی کی کچھ نئی علامات نظر آئیں۔ جس کی وجہ زراعت کے شعبے میں بحالی ہے۔ اگرچہ لارج اسکیل مینوفیکچرنگ انڈیکس میں مالی سال 24ء کی پہلی ششماہی کے دوران سال بہ سال معمولی کمی واقع ہوئی ہے، لیکن اعداد و شمار اوپر کی طرف جا رہے ہیں۔ توقع ہے کہ مالی سال 24ء کی دوسری ششماہی میں صنعتی شعبے کی رفتار تیز ہو جائے گی اور مالی سال 24ء کے لیے ٪3-2 جی ڈی پی نمو پیش گوئی کے مطابق بدستور ٹریک پر ہے۔ مئی 23ء میں ہیڈ لائن افراط زر کی شرح ٪38 تک پہنچ گئی جو مالی سال 23ء میں اوسطاً ٪29.2 رہی جبکہ مالی سال 22ء میں یہ ٪12.2 تھی۔ اگرچہ افراط زر کی شرح کم ہو کر جنوری 24ء میں ٪28.3 رہ گئی ہے، لیکن توانائی کی قیمتوں میں بار بار اور قابل ذکر ایڈجسٹمنٹ نے کمی کی رفتار سست کر دی ہے۔ مالی سال 24ء کے 7 ماہ کے دوران اوسط افراط زر ٪28.7 رہی جو گزشتہ سال کے اسی عرصے میں ٪25.4 تھی۔ مالی سال 24ء کے لیے اسٹیٹ بینک کی پیش گوئی 23 سے ٪25 پر برقرار ہے۔

مالی سال 24ء کی پہلی ششماہی کے دوران درآمدات میں سال بہ سال ٪15 کمی واقع ہوئی جس کی وجہ اجناس کی قیمتوں میں کمی ہے۔ عالمی مندی کے باوجود برآمدات میں ٪7.5 اضافہ ہوا۔ اس کے نتیجے میں مالی سال 24ء کی پہلی ششماہی میں تجارتی خسارہ 35 فیصد کم ہو کر 9.9 بلین ڈالر رہ گیا جس میں دسمبر 23ء میں کرنٹ اکاؤنٹ کا سرپلس شامل ہے۔ مالی سال 24ء کے آغاز میں KERB اور انٹربینک مارکیٹوں کے درمیان خلا ایکسچینج کمپنیوں کے لیے سخت قوانین کے ساتھ ساتھ زرِ مبادلہ کی غیر قانونی سرگرمیوں کے خلاف کریک ڈاؤن اور افغان ٹرانزٹ ٹریڈ کی نگرانی سخت کر کے پُر کر دیا گیا ہے۔ نتیجتاً سرکاری چینلز کے ذریعے ترسیلات زر کے بہاؤ میں بہتری آئی جس سے مالی سال 24ء کی پہلی سہ ماہی میں دیکھی جانے والی سست روی میں کچھ کمی آگئی۔ مالی سال 24ء کی پہلی ششماہی میں ترسیلات زر 13.4 بلین ڈالر تک پہنچ گئیں جو مالی سال 23ء کی پہلی ششماہی کے مقابلے میں ٪7 کم ہیں۔ مالی سال 24ء کی پہلی ششماہی میں کرنٹ اکاؤنٹ خسارہ ٪77 کم ہو کر 0.8 بلین ڈالر رہ گیا جو گزشتہ سال کے اسی عرصے میں 3.6 بلین ڈالر تھا۔

مالی سال 23ء کے اختتام پر زرمبادلہ کے ذخائر غیر یقینی سطح پر پہنچ گئے تھے۔ تاہم، SBA پر دستخط اور پہلی قسط کے اجراء نے دوست ممالک سے مدد کو تحریک دی، جس سے ذخائر میں فوری اضافہ ہوا۔ کرنٹ اکاؤنٹ خسارے میں کمی کے ساتھ ملٹی لیٹرل ڈونرز کی جانب سے بتدریج ترسیلات زر نے اسٹیٹ بینک کے زرمبادلہ کے ذخائر میں اضافہ کیا ہے۔ جنوری 24ء میں SBA کی دوسری قسط کے اجراء سے ذخائر 8 بلین ڈالر سے اوپر رہے۔ اس کے نتیجے میں روپیہ ستمبر 23ء میں 307/$ کی کم ترین سطح سے بہتر ہو کر سال کے اختتام تک 282/$ تک پہنچ گیا، جو 2023ء کے لیے ٪24 کی کمی ہے۔

مالی سال 24ء کی پہلی ششماہی میں بنیادی مالیاتی بیلنس سرپلس میں رہا جو مالی سال 23ء کی پہلی ششماہی کے مقابلے میں دُگنے سے زیادہ 1.8 ٹریلین روپے تک پہنچ گیا ہے۔ جی ڈی پی کے فیصد کے طور پر، یہ IMF کے اہداف سے بہت پہلے ٪1.7 بہتر ہوا ہے۔ حکومت نے ٹیکس بیس کو وسیع کرنے کے بجائے موجودہ ٹیکس دہندگان پر ٹیکسوں میں اضافہ جاری رکھا جس سے ٹیکس محصولات میں ٪30 اضافہ ہوا اور ایف بی آر کی وصولی 4.5 ٹریلین روپے تک پہنچ گئی۔ بلند شرح سود کی وجہ سے قرضوں کی ادائیگی کے اخراجات میں ٪64 اضافہ ہوا، جس کے نتیجتاً مجموعی اخراجات میں ٪45 بڑھ گئے۔ اس طرح مجموعی مالیاتی خسارہ جی ڈی پی کے ٪2.3 تک بڑھ گیا جو گزشتہ سال کے اسی عرصے میں ٪2.0 تھا۔

مستحکم کرنسی اور زیادہ مضبوط مانیٹری پالیسی کی توقعات نے ایکویٹی مارکیٹ میں زبردست تیزی پیدا کی اور کے ایس ای 100 انڈیکس صرف چوتھی سہ ماہی میں ٪35 کے ساتھ دسمبر 23ء میں 62,451 پر بند ہوا، جو سال کے لیے ٪55 اضافہ ہے۔ دوسری سہ ماہی میں 71.0 ملین ڈالر کی فارن پورٹ فولیو انویسٹمنٹ، جو 5 سال میں سب سے زیادہ ہے، نے مارکیٹ میں مزید تیزی پیدا کر دی۔

گزشتہ سہ ماہی کے آغاز سے ہی مارکیٹ میں مالیاتی نرمی کی توقعات کے باوجود سینٹرل بینک نے سال کی آخری ششماہی میں پالیسی ریٹ ٪22 فیصد پر برقرار رکھا ہے۔ اسٹیٹ بینک کا کہنا ہے کہ اگرچہ افراط زر میں کمی آئی ہے لیکن توانائی کی قیمتوں میں خاطر خواہ اضافے کی وجہ سے کمی کی رفتار پہلے کی توقعات سے کم ہے۔ طلب کے دباؤ میں کمی کی عکاسی نجی شعبے کے قرضوں میں ہوئی جو 2022ء میں 14 فیصد اضافے کے مقابلے میں 2023ء میں ٪1.4 کم ہوا۔ گو کہ، بہتر حالات کے مطابق، 2023ء کی

دوسری ششماہی میں کریڈٹ میں 5٪ اضافہ ہوا۔ اے ڈی آر ٹیکس کے نفاذ کے نتیجے میں دسمبر 22ء میں غیر معمولی سطح کی وجہ سے انڈسٹری ایڈوانسز اور ڈپازٹس میں اضافہ کسی حد تک غیر معمولی تھا۔ گزشتہ سال کے مقابلے میں ایڈوانسز میں معمولی 3.6٪ اضافہ ہوا جبکہ ڈپازٹس میں 24٪ اضافہ ہوا۔ قرضوں کے منافع میں اضافے نے ڈپازٹ لاگت میں اضافے کو پیچھے چھوڑ دیا ہے لہٰذا 2022ء کے مقابلے میں 2023ء میں بینکنگ اسپریڈ میں 214 بی پی ایس کا اضافہ ہوا ہے۔

مالیاتی کارکردگی

سال 2023ء میں HBL نے 113.6 بلین روپے کا سب سے زیادہ قبل از ٹیکس منافع حاصل کیا جو گزشتہ سال کے 77.0 بلین روپے کے مقابلے میں 47٪ زیادہ ہے۔ مقامی فرنچائز سے عمدہ کارکردگی اور بین الاقوامی کاروبار سے ٹھوس نتائج نے اسے مسلسل ترقی کی راہ پر گامزن رکھا۔ بینک کا بعد از ٹیکس منافع 57.8 بلین روپے تک بڑھ گیا جو 2022ء کے مقابلے میں 68٪ زیادہ ہے۔ 2022ء میں فی حصص آمدنی 23.23 روپے سے بڑھ کر 2023ء میں 39.32 روپے ہو گئی۔

HBL کی بیلنس شیٹ 19٪ اضافے سے 5.5 ٹریلین روپے تک پہنچ گئی۔ ملکی اور بین الاقوامی کاروباری اداروں میں مضبوط ڈپازٹ موبلائز ہونے کے نتیجے میں دسمبر 22ء کے دوران مجموعی ڈپازٹس 19٪ اضافے سے 4.1 ٹریلین روپے تک پہنچ گئے۔ گھریلو ڈپازٹس بڑھ کر 3.5 ٹریلین روپے تک پہنچ گئے جو گزشتہ سال کے مقابلے میں 18٪ زیادہ ہے۔ اوسط ملکی ڈپازٹس میں 346 بلین روپے کا اضافہ ہوا جس کی بنیادی وجہ کم لاگت CASA ہے جس کی وجہ سے HBL کو ڈپازٹس کی لاگت مینج کرنے میں مدد ملی ہے۔ نجی شعبے کے قرضوں میں معمولی کمی کے باوجود HBL کے ملکی قرضے 1.4 ٹریلین روپے پر مستحکم رہے جبکہ مجموعی قرضے 4٪ اضافے کے ساتھ 1.9 ٹریلین روپے تک پہنچ گئے۔ بینک کا فلیگ شپ کنزیومر پورٹ فولیو بڑھ کر 128 بلین روپے تک پہنچ گیا۔ زرعی فنانسنگ بدستور بینک کی ایک اہم ترجیح ہے۔ قرضے بڑھ کر 57 بلین روپے اور HBL مائیکرو فنانس کے ساتھ مل کر 100 بلین روپے سے زیادہ ہو گئے۔

2023ء میں مسلسل تیزی سے مالیاتی سختی کے ساتھ، خالص سود کے مارجن میں 2022ء کے مقابلے میں 158 بی پی ایس کی بہتری آئی ہے۔ اوسط ملکی بیلنس شیٹ میں 486 بلین روپے کا اضافہ ہوا جس کے نتیجے میں ملکی خالص سودی آمدنی میں 45٪ اضافہ ہوا۔ زیادہ تر مقامات پر اسپریڈز کے ساتھ، بین الاقوامی کاروبار نے بھی 33٪ اضافہ کیا۔ 2023ء میں HBL کی کل خالص سودی آمدنی 46٪ اضافے کے ساتھ 242 بلین روپے رہی۔ نان فنڈ انکم 23٪ اضافے کے ساتھ 57.5 بلین روپے تک پہنچ گئی، HBL کے فیس فرنچائز نے شاندار نتائج دیئے، ایک بار پھر 34٪ اضافے کے ساتھ 42.3 بلین روپے تک پہنچ گئے۔ بینک کا فلیگ شپ کارڈز کا کاروبار مارکیٹ لیڈر رہا، جس نے کل فیس میں تقریباً 50٪ اضافہ کیا جبکہ ٹریڈ، کیش مینجمنٹ اور ریٹیل بینکنگ نے ٹھوس شراکت سے اس میں ڈبل ڈجٹ تک اضافہ کیا۔ اس کے نتیجے میں HBL کی مجموعی آمدنی 41٪ اضافے کے ساتھ 300 بلین روپے تک پہنچ گئی۔

ریکارڈ افراط زر اور قدر میں تیزی سے کمی کے دوران بینک کے انتظامی اخراجات بڑھ کر 170.1 بلین روپے ہو گئے۔ تاہم، ایک مضبوط ریونیو بیس کے ساتھ، مقامی لاگت / آمدنی کا تناسب پچھلے سال کے 51.1٪ کے مقابلے میں 47.3٪ تک بہتر ہوا۔ بینک کے نان پرفارمنگ لون میں اضافہ ہوا ہے اور فلیٹ لون بک کے ساتھ انفیکشن کی شرح میں معمولی اضافہ ہوا ہے اور یہ 5.2٪ تک پہنچ گئی ہے۔ دانشمندانہ پروویژننگ کے نتیجے میں، کل کوریج 100٪ سے اوپر رہی ہے۔

ذخائر میں اُتار چڑھاؤ

	2023	2022
	ملین روپے	
بعد از محصول منافع	**57,757**	34,398
افتتاحی غیر تخصیص شدہ منافع	**178,468**	158,441
بینک ایکویٹی کے حامل افراد کے لیے قابلِ ادائیگی منافع	**57,676**	34,070
وضاحت شدہ منفعت کی ذمہ داریوں پر منافع کی دوبارہ پیمائش – محصول کا خالص	**443**	98
سبسڈریز میں اضافی نفع کا حصول	**234**	281
جوائنٹ وینچر کی تنسیخ	**1,441**	-
اثاثہ جات کی دوبارہ تشخیص پر سرپلس سے منتقل شدہ – محصول کا خالص	**156**	73
	59,950	34,522
مناسب کارروائی کے لیے دستیاب منافع	**238,418**	192,963

	2023	2022
	ملین روپے	
مختلف مدوں میں رکھی گئی رقوم:		
قانونی ذخائر میں منتقل شدہ	**(5,900)**	(3,495)
نقد منافع منقسمہ – حتمی	**(2,200)**	(3,300)
پہلا نقد عبوری منافع منقسمہ	**(2,200)**	(3,300)
دوسرا نقد عبوری منافع منقسمہ	**(2,934)**	(2,200)
تیسرا نقد عبوری منافع منقسمہ	**(3,300)**	(2,200)
مجموعی مناسب کارروائیاں	**(16,534)**	(14,495)
اختتامی غیر تخصیص شدہ منافع	**221,884**	178,468
فی حصص (شیئر) آمدنی (روپے)	**39.32**	23.23

سرمائے کا تناسب

مضبوط نتائج کے ساتھ اندرونی سرمائے کی پیداوار میں 2023ء میں 20٪ اضافہ ہوا۔ Tier1 کیپٹل ایڈیکوسی ریشو (CAR) میں 256 bps تک اضافہ کیا۔ تاہم روپے کی قدر میں انتہائی کمی $/ 55.4 سے منافع پر اثر ہو جو 130 bps رہا۔ اس کے نتیجے میں HBL کا مجموعی Tier 1 CAR، 63 bps بڑھ کر 12.44٪ ہو گیا۔ کم از کم سرمائے کے تقاضوں میں ہیڈ روم میں اضافے سے Tier II سرمائے کی اہلیت میں اضافہ ہوا، جس سے کُل CAR بڑھ کر 118 bps سے 16.01٪ ہو گیا۔ دونوں تناسب موجودہ ریگولیٹری تقاضوں سے زیادہ اوپر رہے۔

کاروباری ترقی

HBL نے پاکستان میں بینکاری کی صنعت میں مقصدیت پیشِ نظر رکھتے ہوئے تبدیلی کے عمل کی قیادت اور کسٹمرز کے ساتھ تعلق مزید بہتر بنانے کی کوششیں جاری رکھیں، جبکہ ترقی کے مختلف شعبوں میں فکری قیادت فراہم کرنے میں بھی پیش پیش ہے۔ 2023ء میں، بینک نے 3.5 ٹریلین روپے کی ڈومیسٹک ڈپازٹ بُک کے ساتھ ڈپازٹ مارکیٹ کا 12.44٪ شیئر حاصل کیا۔ اس میں بینک کے برانچ نیٹ ورک کے ذریعے تقریباً 800,000 نئے کسٹمرز کے اضافے سے مدد ملی۔ تیزی سے ترقی کی راہ پر گامزن اسلامی بینکاری کے شعبے میں HBL نمایاں کردار بننا چاہتا ہے۔ کنونشنل برانچ نیٹ ورک کے ایک حصے کو اسلامک بینکنگ میں ڈھالنے کے بڑے منصوبے کے بعد، اسلامک برانچ نیٹ ورک اب 408 برانچوں پر مشتمل ہے، جن میں سے 100 برانچیں صرف 2023ء ہی میں کنورٹ ہوئیں۔ اس شعبے میں ڈپازٹس 32٪ اضافے کے ساتھ 422 بلین روپے تک پہنچ چکے ہیں۔

HBL نے صارفین کی ضروریات پوری کرنے کے لیے خصوصی مصنوعات اور خدمات کی اہمیت تسلیم کرتے ہوئے کلائنٹس کو مختلف درجوں میں تقسیم کرنے کا ایک نیا طریقہ کار اپنانے کے عمل کا آغاز کیا۔ اس مقصد پر مبنی یہ حکمتِ عملی فرنچائز کو مستحکم کرنے کے لیے احتیاط سے تشکیل دی گئی، تاکہ HBL اپنے صارفین کے ساتھ گہری وابستگی اور آئندہ سالوں میں اس کا قائدانہ کردار برقرار رہے۔

پرسٹیج پیشکش کو پاکستان بھر میں ترجیحی بینکاری کا منظرنامہ تبدیل کرنے کے لیے ترتیب دیا گیا۔ پرسٹیج کے تحت، غیر معمولی مالیاتی خدمات کی فراہمی کے لیے کلائنٹس کی ضروریات اور خواہشات سے واقفیت بنیادی پہلو ہے، جس کی بدولت کلائنٹس کو اُن کی جدید ضرورتوں کے مطابق خصوصی پروڈکٹس فراہم کی جاتی ہیں۔ پرسٹیج پاکستان کے 18 شہروں میں 39 مخصوص لاؤنج کے ساتھ ساتھ دبئی میں اپنے پہلے انٹرنیشنل لاؤنج کے ذریعے ہائی نیٹ ورتھ (HNW) کلائنٹس کی مالی ضروریات پوری کر رہا ہے۔ خصوصی لاؤنج کی دستیابی نہ ہونے کی صورت میں، نان-لاؤنج حکمتِ عملی کے ذریعے پرسٹیج کا دائرہ کار بڑھایا جاتا ہے اور 650 برانچوں کو پرسٹیج کسٹمرز آن بورڈ کرنے کی صلاحیت دی گئی ہے جس سے اس سہولت تک رسائی وسیع ہوئی ہے۔

HBL جدید مصنوعات کی پیشکش میں اپنا قائدانہ کردار مستحکم کرتے ہوئے 5 ملین خواتین کسٹمرز کو خدمات فراہم کر رہا ہے، جن میں 1 ملین سے زائد خواتین بینک کے ویمن مارکیٹ پروگرام، HBL نساء کا حصہ ہیں۔ اپنی نوعیت کا یہ منفرد اور جامع پلیٹ فارم خواتین کے لیے بینکاری سے بڑھ کر ہے اور انھیں مالی آزادی دینے کے ساتھ ساتھ خصوصی سہولتیں، خواتین پر مرکوز انشورنس کوریج، اور کنزیومر قرضے فراہم کرتا ہے۔ 2023ء کے دوران، HBL نساء میں 145,000 سے زائد نئے اکاؤنٹس

اور 40 بلین روپے کے اضافی ڈپازٹس شامل ہوئے جس سے نساء پروگرام کے مجموعی ڈپازٹ 126 بلین روپے ہوگئے۔ ان میں 51 بلین روپے اس پروگرام کی اسلامی پیشکش، نساء توفیر کے تحت ہیں۔ خواتین کے لیے بچت کی بڑھتی ہوئی ضرورت پوری کرنے کے لیے، HBL ایسیٹ مینجمنٹ لمیٹڈ کے ساتھ مل کر خواتین کے لیے خصوصی میوچل فنڈز کی سہولت کا آغاز کیا گیا۔ مالی شمولیت کے فروغ کے لیے بینک کی کوششوں کا اعتراف کرتے ہوئے، HBL کو فنانشل الائنس فار ویمن کی سالانہ سمٹ کے موقع پر Access to Finance Champion 2023 ایوارڈ دیا گیا۔ یہ اعزاز نساء پروڈکٹ سوئٹ کے ذریعے اپنے صارفین میں خواتین کی نمائندگی بہتر بنانے کے لیے بینک کی مسلسل کوششوں کا اعتراف ہے۔

بینکاشورنس بزنس کو 2022ء میں قائدانہ مقام حاصل ہوا تھا، جسے آگے بڑھاتے ہوئے مارکیٹ شیئر 28٪ سے 32٪ ہوگیا۔ بینک نے IGI کے ساتھ شراکت کرتے ہوئے Prime Vitality کی پیشکش کا آغاز کیا جو HNW افراد کی صحت و طرزِ زندگی کی ضرورتیں پوری کرنے کے لیے ترتیب دیا گیا ہے۔ انڈسٹری میں مجموعی گراوٹ کے باعث مجموعی پریمیم 5٪ اضافے کے ساتھ 4.3 بلین روپے ہوگئے۔ HBL مالی خواندگی کو فروغ دیتا ہے اور اپنے صارفین کو معلومات پیشِ نظر رکھتے ہوئے سرمایہ کاری کے فیصلے کرنے کا اختیار دیتا ہے۔ HBL AMC کے میوچل فنڈز کی فروخت نے 2023ء میں ایسٹس انڈر مینجمنٹ (AUMs) کے تحت تقریباً 30 بلین روپے کی فروخت کے ساتھ شاندار نتائج دیے۔

HBL کے کنزیومر بینکنگ بزنس کے لیے ایک اور شاندار سال رہا جس میں مجموعی قرضے بڑھ کر 128 بلین روپے ہوگئے۔ کریڈٹ کارڈز کے بزنس نے کارڈ کے استعمال میں تقریباً 40٪ اضافے کے ساتھ اپنا قائدانہ مقام مستحکم کیا، جس کے تحت 250 بلین روپے سے زائد رقم خرچ کی گئی، اور پورٹ فولیو 36٪ اضافے کے ساتھ 32 بلین روپے ہوگیا۔ 2023ء میں 85,000 نئے کریڈٹ کارڈ کارڈز جاری کیے گئے اور افراطِ زر کے باعث کسٹمرز کی سہولت کے لیے معیار پر پورا اترنے والے موجودہ کسٹمرز کی لِسٹ میں نمایاں اضافہ کیا گیا۔ HBL کے کریڈٹ کارڈز تاحال سرِفہرست ہیں جہاں پاکستان میں کریڈٹ کارڈز پر خرچ ہونے والے ہر تین روپے میں ایک روپیہ HBL کارڈ پر ہوتا ہے۔ بینک نے پاکستان میں سب سے زیادہ ڈیبٹ کارڈ جاری کرنے کا اعزاز مزید مستحکم کیا اور مجموعی طور پر 7.1 ملین ڈیبٹ کارڈ جاری کیے۔ ملک میں ہر پانچ میں سے ایک ڈیبٹ کارڈ HBL ڈیبٹ کارڈ ہے۔ 2023ء میں استعمال کا حجم 48٪ اضافے کے ساتھ 181 بلین روپے ہوگیا۔ اس شعبے میں HBL کے قائدانہ مقام کے باعث پاکستان بینکنگ ایوارڈز 2023ء کے موقع پر بینک کو بہترین کنزیومر بینک ایوارڈ دیا گیا۔

HBL نے انڈسٹری میں سب سے زیادہ 46,000 کے وسیع POS نیٹ ورک کے ساتھ مرچنٹ ایکوائرنگ میں اپنی قائدانہ حیثیت مستحکم کی۔ HBL جدید ٹیکنالوجی میں سرمایہ کاری جاری رکھے ہوئے ہے اور اس کے اسمارٹ POS ٹرمینل تاجروں کی اولین پسند ہیں، جو انھیں ٹرانزیکشن کی معلومات تک فوری رسائی فراہم کرتے ہیں۔ HBL کے ٹرمینل سے گزرنے والی رقم 32٪ اضافے کے ساتھ 348 بلین روپے ہوچکی ہے، جو ملک کی مجموعی POS فروخت کے حجم کا 30٪ سے زائد ہے۔ HBL نے اپنے نیٹ ورک کو چھوٹے شہروں تک وسیع کیا ہے اور اس کے ٹرمینل 250 سے زیادہ شہروں میں موجود ہیں۔ یہ ڈیجیٹل ادائیگیوں کو مرکزی دھارے میں لانے اور ملک کے تمام شعبوں میں استعمال میں اضافے کے لئے کلیدی حیثیت رکھتا ہے، اور معیشت کی ڈجٹلائزیشن اور دستاویز بندی کے لیے قومی کوششوں میں کردار ادا کرتا ہے۔ گزشتہ چند سالوں میں بھرپور کوششوں کے ساتھ، HBL کے POS سے خرچ ہونے والی رقم کا 16 فیصد اب ان چھوٹے قصبوں اور شہروں سے آتا ہے۔

HBL نے 41.5 بلین روپے کے پورٹ فولیو اور متاثر کن 35٪ مارکیٹ شیئر کے ساتھ پرسنل لونز میں مارکیٹ میں اپنی صفِ اول پوزیشن کو مستحکم کیا۔ یہ پروڈکٹ کنزیومر فنانس کا سب سے بڑا اجزو ہے جس میں سال کے دوران 26 بلین روپے کے نئے قرض فراہم کیے گئے ہیں۔ آٹو فنانسنگ میں سپلائی کی کمی کی وجہ سے انڈسٹری میں مجموعی طور پر گراوٹ کے باوجود HBL نے اپنا قائدانہ مقام مضبوط کیا اور 36 بلین روپے کے پورٹ فولیو کے ساتھ مارکیٹ شیئر 12.5٪ سے بڑھا کر 15٪ کردیا۔ یہ 10 بلین روپے سے زائد کی نئی بکنگ کے ذریعے ممکن ہوا کیونکہ معروف آٹو مینوفیکچررز کے ساتھ مل کر کام کرتے ہوئے بہترین قیمت فراہم کرنے کے باعث HBL صارفین کا پسندیدہ بینک ہے۔ ہوم فنانس کے شعبے نے 2023ء میں مستحکم پیش رفت کا مظاہرہ کیا، جہاں واجب الادا رقم بڑھ کر 14 بلین روپے ہوگئی، اور توقع ہے کہ یہ مستقبل کی ترقی کے لیے ایک اہم محرک ثابت ہوگا۔ HBL جلد پروسیسنگ کے ساتھ صارفین کو سہولت کی فراہمی بہتر بنانے کے لیے ڈجٹلائزیشن پر توجہ مرکوز کیے ہوئے ہے۔ سال 2023ء میں تقریباً 50٪ کریڈٹ کارڈز اور 20٪ پرسنل لونز HBL موبائل کے ذریعے بُک کیے گئے۔

SME کاروبار معیشت کے کلیدی محرک ہیں، اور اس شعبے کو رسمی فنانس تک رسائی زیادہ آسان اور ہموار انداز میں فراہم کرنے ضرورت ہے۔ HBL نے SME منظر نامے کو تبدیل کرنے، ترقی کو فروغ دینے اور چھوٹے کاروباروں کے لیے مواقع پیدا کرنے میں مدد کے لیے متعدد اقدامات اٹھائے ہیں۔ HBL انڈسٹری کا پہلا بینک ہے جس نے SME قرضوں میں 100 بلین روپے کو عبور کرتے ہوئے، 19٪ مارکیٹ شیئر حاصل کیا ہے۔ سال کے دوران، HBL نے 4,400 نئے صارفین کو آن بورڈ کیا جس سے صارفین کی تعداد میں 29٪ اور ایڈوانسز میں 18٪ اضافہ ہوا۔ بینک SME سیکٹر کے لیے اسٹیٹ بینک سے متعلق اسکیموں میں سب سے آگے رہنے کی کوشش کرتا ہے۔ ان اسکیموں کے تحت مجموعی قرضے 2023ء میں 16 بلین روپے تک پہنچ گئے۔ HBL کے منفرد کیش فلو پر مبنی قرضوں کو صارفین کی جانب سے خوب پذیرائی ملی ہے، جو 2022ء میں لانچ ہونے کے بعد سے 5 بلین روپے سے تجاوز کرچکے ہیں۔

مالی شمولیت سے متعلق ہماری کوششوں کو آگے بڑھاتے ہوئے، ملک بھر میں آگاہی سیشن منعقد کیے گئے، جن میں بینکنگ مصنوعات کے ساتھ ساتھ سبسڈی والی اسکیموں کا احاطہ کیا گیا۔ HBL نے خصوصی طور پر کاروباری خواتین میں استعداد کار بڑھانے پر توجہ مرکوز کی اور 2023ء کے دوران 600 خواتین کو 1.5 بلین روپے سے زائد کی رقم تقسیم کی۔ HBL نے ویزا کے تعاون سے ہائی پروفائل She'sNext پروگرام کا کامیابی سے آغاز کیا۔ یہ ایوارڈ 5 کاروباری خواتین کو 10,000 امریکی ڈالر کی گرانٹ اور اپنے کاروبار کو بڑھانے میں مدد کے لیے ایک سال تک رہنمائی کی سہولت دیتا ہے۔ اس پروگرام کے تحت ابتدائی انتخاب 2024ء میں منعقد کیا گیا۔

کئی سالوں سے HBL زرعی فنانسنگ کے شعبے میں سرِ فہرست رہا ہے اور اپنے حریفوں سے بہت آگے ہے، جس کا ثبوت بینک کا 35٪ مارکیٹ شیئر ہے۔ 2023ء میں پورٹ فولیو 13٪ اضافے کے ساتھ 57 بلین روپے تک پہنچ گیا۔ 8,500 سے زائد نئے صارفین کا اضافہ ہوا جبکہ نئے قرضوں کی فراہمی 15٪ اضافے کے ساتھ 19 بلین روپے تک پہنچ گئی۔ HBL کو مسلسل دوسرے سال پاکستان بینکنگ ایوارڈز میں بہترین بینک برائے ایگری کلچر کا ایوارڈ دیا گیا اور 2023ء میں اس ایوارڈ کے ساتھ HBL کو یہ اعزاز پانچویں بار حاصل ہوا ہے۔

HBL نے زرعی قرضوں کے میدان میں ٹیکنالوجی کے استعمال میں پیش قدمی کی ہے اور کھیتوں کے کوآرڈنیٹس، کسانوں کی پروفائلنگ اور سیلز فورس ٹریکنگ کو ڈیجیٹل بنانے کے لئے متعدد زرعی-ٹیکنالوجی آپریٹرز کے ساتھ مصروفِ عمل ہے۔ HBL کئی سالوں سے آن لائن ریکارڈ حاصل کرنے میں پنجاب لینڈ ریکارڈ اتھارٹی کے پورٹل کا سب سے بڑا صارف رہا ہے، جس کے نتیجے میں زرعی قرضوں کی پروسیسنگ کے لیے کم سے کم وقت لگتا ہے۔ HBL الیکٹرانک گودام رسید (EWR) فنانسنگ میں سب سے آگے رہا ہے اور اس کا مارکیٹ شیئر 70٪ سے زیادہ ہے۔ اسٹیٹ بینک نے HBL کو ملک میں EWR نظام کو بہتر بنانے کے لیے رول ماڈل کے طور پر نامزد کیا ہے۔

اسٹیٹ بینک نے HBL کو بلوچستان کے لیے چیمپئن بینک کے طور پر بھی نامزد کیا ہے تاکہ صوبے میں زرعی قرضوں تک رسائی اور مالی شمولیت کو بڑھانے میں انڈسٹری کی رہنمائی کی جاسکے۔ اس اقدام کے تحت HBL نے صوبے میں اپنے پورٹ فولیو میں 63٪ اضافے کا مظاہرہ کیا جو تمام اداروں میں سب سے زیادہ ہے۔ بینک نے کسانوں میں شعور بیدار کیا اور ہنر مند افرادی قوت تیار کرنے کے لیے تعلیمی اداروں کے ساتھ تعاون کیا۔ HBL نے کاشت کاروں کی ترقی کے لیے ڈیزائن کردہ اسٹیٹ بینک کی متعدد اسکیموں کو بھی استعمال کرتے ہوئے، زرعی میکانائزیشن، پانی کے تحفظ اور ٹیوب ویلوں اور کولڈ اسٹوریج کے لیے قابلِ تجدید توانائی کے حل کے ساتھ مدد فراہم کی۔

HBL نے اپنے فلیگ شپ پلیٹ فارم "کسان کی آواز" کے ذریعے آگاہی اور مالی خواندگی کے پروگراموں کے انعقاد کے ذریعے کسانوں میں بہتری لانے کا سلسلہ جاری رکھا۔ بینک نے گزشتہ سال کے دوران پاکستان کے تمام صوبوں میں 40 سے زائد کسان کی آواز سیشنز کا انعقاد کیا اور 3,000 سے زائد کسانوں تک پہنچا۔

پاکستان کے سب سے بڑے کمرشل بینک کی حیثیت سے HBL اپنے اہم ڈویلپمنٹ فنانس منصوبے کے ذریعے کاشت کاروں کی زرعی پیداوار اور معاشیات کو بہتر بنانے میں ان کی مدد کر رہا ہے۔ گزشتہ تین سالوں کے دوران، مسلسل توسیع پذیر آزمائشی تجربات کے تحت، بینک نے زرعی ماہرین کی ایک ٹیم کے ذریعے کسانوں کے ساتھ مل کر کام کیا، جس میں پوری پیداوار اور فصل کی کٹائی کے بعد کے عمل کا احاطہ کیا گیا، اور اس بات کو یقینی بنایا گیا کہ کسان کاشت کاری کے سائنسی طریقے اپنا سکیں۔ HBL نے کسانوں کی دہلیز پر مسابقتی لاگت کے ساتھ بروقت معیاری فارم ان پٹ اور فارم میکانائزیشن کی خدمات بھی فراہم کیں۔ اس کے نتیجے میں زرعی معاشیات بدل گئیں۔ پرنسٹن (Princeton) اور ییل (Yale) کے آزاد ماہرین اقتصادیات نے نتیجہ اخذ کیا کہ اس آزمائش میں شامل کسانوں کے لیے پیداوار اور منافع، اوسطاً، علاقائی اوسط سے 46٪ اور 194٪ زیادہ تھا۔

اس کامیاب تجربے کی بنیاد پر، HBL نے زرعی ویلیو چین میں انقلاب لانے کے ہدف کی جانب اگلا قدم اٹھاتے ہوئے HBL زرعی سروسز لمیٹڈ (HBL زرعی) متعارف کرایا ہے جو HBL کی ملکیت زرعی سہولتوں سے بڑھ کر خدمات فراہم کرنے والا ادارہ ہے۔ HBL زرعی مشوروں اور اشیا سے لے کر فصلوں کی خریداری، گودام میں ذخیرہ کرنے اور نقل و حمل تک متعدد منفرد خدمات کسان کی دہلیز پر پیش کرے گا۔ کسانوں کی خدمت ڈیروں کے ذریعے کی جائے گی، جو زرعی زمینوں کے درمیان واقع خصوصی ڈسٹری بیوشن اور سروس سینٹرز ہوں گے۔ یہ کمپنی قائم کر دی گئی ہے اور پہلے ڈیرے کا افتتاح فروری 2024ء میں کیا گیا ہے۔

عالمی اور ملکی معیشت کے لیے ایک پریشان کن سال کے دوران، HBL کی کارپوریٹ اور کمرشل بینکنگ ٹیموں نے بدلتے ہوئے حالات سے پیدا ہونے والے ممکنہ چیلنجوں کی نشاندہی اور ان سے نمٹنے کے لیے مضبوط رِسک مینجمنٹ حکمتِ عملی اپنائی۔ مارکیٹ کے رجحانات کی کڑی نگرانی کرکے اور کریڈٹ کے لیے ایک منظّم جانچ پڑتال کا عمل برقرار رکھتے ہوئے، منافع میں بہتری کے ساتھ پورٹ فولیو کے معیار کو برقرار رکھا گیا۔ وَن ونڈو، ہول سیل بینکنگ نقطہ نظر کے ذریعے HBL نے اپنے صارفین کو ان کی مالی ضروریات کے تمام پہلوؤں کے لیے اُن کی پسند کے مطابق مصنوعات پیش کیں۔ بینک نے اپنے صارفین کو ہر مرحلے پر مدد کرنے پر توجہ مرکوز رکھی، جس سے انھیں غیر مستحکم ماحول میں رِسک سے نمٹنے کے قابل بنایا گیا۔ صارفین کو اعلیٰ شرحِ سود کے ماحول اور ان کے قرض کی صورتِ حال کے انتظام کے بارے

میں بہتر مشورہ فراہم کیا گیا۔ سال 2023ء کے دوران، مجموعی طور پر نجی شعبے کے قرضوں میں کمی کے ساتھ، کارپوریٹ اور کمرشل صارفین کو دیے جانے والے قرضوں بشمول شریعت کے مطابق قرضوں میں 5 فیصد کمی واقع ہوئی۔

مشکلات سے بھرپور سال کے دوران تجارتی آمدن کے انتظام کے لیے، حال ہی میں قائم کردہ گلوبل ٹریڈ سروسز (GTS) فنکشن اہمیت کا حامل تھا۔ تجارت پر مبنی خصوصی خدمات کے ساتھ، GTS نے درآمد اور برآمد کے بہاؤ کو اسٹریٹیجک طور پر منظّم کرکے غیر ملکی زرمبادلہ کی لیکویڈیٹی کا انتظام کرنے کے لیے ٹریژری کے ساتھ مل کر کام کیا۔ GTS کی جانب سے SME اور کمرشل شعبوں میں بینک کی تجارتی رسائی بھی بڑھائی جارہی ہے اور صرف 2023 میں برآمدات میں بینک کے حصے کو کامیابی سے 1.8٪ سے 13٪ تک بڑھایا ہے۔ بینک برآمدی منڈیوں میں قدم جمانے میں کامیاب رہا ہے، حجم میں 3٪ اضافہ ہوا ہے جبکہ 2023ء میں ملک کی مجموعی برآمدات میں 11٪ کمی واقع ہوئی ہے۔

HBL بخوبی واقف ہے کہ پاکستان کا معروف بینک ہونے کے ناتے اس پر بھاری ذمہ داری عائد ہوتی ہے۔ بینک کی استعداد کار بڑھانے کی کوششوں کی ایک عمدہ مثال پاکستان کے سب سے بڑے گھریلو ٹیکسٹائل برآمد کنندگان میں سے ایک کی کارپوریٹ تنظیمِ نو تھی جسے 10-2008ء کے مالی بحران کے دوران مسائل کا سامنا کرنا پڑا تھا۔ HBL کی مدد سے، کمپنی نے اب آپریشنز دوبارہ شروع کردیے ہیں اور آپریشنز کے پہلے 18 مہینوں میں نمایاں آمدنی فراہم کی، اپنے قرضوں کے بوجھ کو کم کیا، اور مستقبل کی ترقی کے امکانات کے ساتھ 3,000 افراد کو دوبارہ ملازمت دی۔

HBL نے ٹرانزیکشن بینکنگ کے کاروبار میں اپنی قائدانہ پوزیشن برقرار رکھی اور کلائنٹ کی ضروریات کو پورا کرنے کے لیے اپنی خدمات کے دائرہ کار کی توسیع جاری رکھی۔ مجموعی کیش مینجمنٹ تھروپٹ 22٪ اضافے کے ساتھ 15.0 ٹریلین روپے تک پہنچ گیا۔ ڈیجیٹل ٹرانزیکشنز میں، جو کُل ٹرانزیکشنز کا 78٪ سے زیادہ ہیں، 24٪ اضافہ ہوا اور یہ 10 ٹریلین روپے سے تجاوز کر گیا۔ HBL کو ایشین بینکنگ اینڈ فنانس ہول بینکنگ ایوارڈز کی جانب سے ڈومیسٹک کیش مینجمنٹ بینک آف دی ایئر کا ایوارڈ حاصل ہوا۔ ایشیامنی نے HBL کو کیش مینجمنٹ کے لیے مقامی بینکوں میں مارکیٹ لیڈر کے ساتھ ساتھ مسلسل تیسرے سال پاکستان میں بہترین سروس برائے کیش مینجمنٹ قرار دیا۔ مؤخر الذکر اعزاز مزید اطمینان بخش ہے کیونکہ یہ HBL کے صارفین کے ووٹوں کی بنیاد پر دیا گیا ہے اور کلائنٹ کی ضروریات کے مطابق جدید مصنوعات کی فراہمی کے ہدف کا ثبوت ہے۔

HBL ایمپلائی بینکنگ کے شعبے میں 3.1 ملین سے زائد ملازمین کو پنشن اور پے رول خدمات فراہم کرکے سرِفہرست ہے، جس کے تحت ڈپازٹ بیلنس 400 بلین روپے سے زائد تک بڑھ گیا ہے۔ ایمپلائی بینکنگ کی تمام ٹرانزیکشنز کا 95٪ سے زیادہ حصہ ڈیجیٹل چینلوں کے ذریعے پروسیس ہوتا ہے۔ HBL اس پیشکش کے تحت مندرج افراد کو اضافی فوائد کی پیش کش کرکے اس پروڈکٹ میں توسیع جاری رکھے ہوئے ہے۔

HBL کا انویسٹمنٹ بینکنگ کا نمایاں کاروبار خصوصی ماہر ٹیموں کے ذریعے انویسٹمنٹ بینکنگ کی مصنوعات اور منظم خدمات کا ایک مکمل مجموعہ فراہم کرتا ہے۔ 2023ء میں مشکل معاشی حالات کے باوجود HBL نے 765 بلین روپے سے زائد مالیت کے 26 سودے کامیابی کے ساتھ مکمل کیے۔ ان ٹرانزیکشنز کا تعلق قابل تجدید توانائی، رئیل اسٹیٹ، ٹیلی کام، توانائی کی پیداوار اور ٹرانسمیشن اور FMCG کمپنیوں سمیت مختلف شعبوں سے تھا۔ اس مینڈیٹ میں انویسٹمنٹ بینکنگ کی تمام سہولتیں شامل تھیں، جن میں قرض اور ایکویٹی دونوں کا احاطہ کیا گیا تھا۔ اپنی بہترین سروس کے اعتراف کے طور پر، HBL کی انویسٹمنٹ بینکنگ ٹیم نے سال کے دوران بین الاقوامی اور مقامی اداروں کی جانب سے 19 اعزازات حاصل کیے، جن میں پاکستان میں بہترین انویسٹمنٹ بینک کا ایوارڈ بھی شامل ہے۔

HBL کی پاکستان کی ترقی میں کردار ادا کرنے کی حکمت عملی کے مطابق انویسٹمنٹ بینکنگ ٹیمیں قومی مفاد کے منصوبوں کو آسان بنانے کے لیے متعدد معاملات میں حکومت کے ساتھ مشاورت کے عمل میں مصروف ہیں۔ وسیع پیمانے پر بات چیت کے ذریعے، اس شعبے نے زراعت اور بنیادی ڈھانچے سے لے کر قابلِ تجدید توانائی تک کی صنعتوں میں زیادہ سے زیادہ اقتصادی نتائج یقینی بنانے کے لیے کئی متنوع معاہدے کیے ہیں۔

2023ء میں، خصوصاً سال کی پہلی ششماہی میں، اثاثہ جات کے درجات میں لیکویڈیٹی کی کمی کے ساتھ، مارکیٹ میں نمایاں اتار چڑھاؤ دیکھا گیا۔ موجودہ غیر یقینی ماحول میں، کلائنٹ کے ساتھ تعلق، بیلنس شیٹ اور رِسک مینجمنٹ کے ساتھ ٹرانزیکشنز کے بہاؤ اور کلائنٹ کی سرگرمی کی قریبی نگرانی توجہ کا بنیادی مرکز تھے۔ ٹریژری کی سیلز ٹیم نے اس بات کو یقینی بنایا کہ صارفین کو فون کال کے ذریعے باقاعدگی سے اور تفصیل کے ساتھ معیشت اور مارکیٹ میں ہونے والی پیش رفت سے اچھی طرح آگاہ رکھا جائے۔ بینک کے صارفین نے اسے بہت سراہا۔ اگرچہ تجارتی اور دیگر آمدن کے سکڑتے ہوئے بہاؤ کی وجہ سے حجم 2022ء کے مقابلے میں 25٪ کم تھا، لیکن مارجن مینجمنٹ پر گہری توجہ نے آمدنی میں مسلسل اضافے کو یقینی بنایا۔

بینک کے فکسڈ انکم پلیٹ فارم HBL Symphony® کے حجم میں دگنا اضافہ دیکھا گیا ہے اور ہمیں توقع ہے کہ اضافی خصوصیات اور فعالیت کے ساتھ 2024ء میں اس

میں خاطر خواہ اضافہ ہوگا۔ تاہم انٹر بینک مارکیٹ میں سختی سے کنٹرول کیے جانے کے ساتھ ساتھ ملکی تجارت کے بہاؤ میں کمی کی وجہ سے بینک کے FX پورٹل HBL Infinity® پر ٹرانزیکشن کے حجم میں تیزی سے کمی دیکھی گئی۔

HBL کے ڈیجیٹل چینلز نے پاکستان بھر میں محفوظ ڈیجیٹل بینکاری کی سہولت فراہم کی۔ اس عمل میں، بینک نے سات معروف ایوارڈ حاصل کیے، جن میں بہترین بینک برائے ڈیجیٹل سلوشنز اور جدید ترین بینک کے ایوارڈز شامل ہیں۔ یہ ایوارڈز اس شعبے میں HBL کی کوششوں کی نمایاں توثیق کرتے ہیں۔

بینک کے موبائل اور انٹرنیٹ چینلز کے ذریعے ٹرانزیکشنز میں سال بسال 89٪ اضافہ کے ساتھ، 2023ء میں 1 بلین مالی ٹرانزیکشنز اور سروسز پروسیس کی گئیں۔ HBL موبائل اور انٹرنیٹ بینکنگ کے ذریعے مالی ٹرانزیکشنز کا حجم دگنا ہو کر 4.7 ٹریلین روپے تک پہنچ گیا۔ HBL نے اردو زبان منتخب کرنے کی سہولت اور بینائی سے محروم موبائل صارفین کے لیے آڈیو ٹاک بیک کی سہولت متعارف کروائی جس سے یہ ان فیچرز کے ساتھ ملک کی پہلی ایپ بن گئی۔ لانچ کے ایک ماہ کے اندر ہی 52,000 افراد نے آڈیو ٹاک بیک کا تجربہ کیا اور 47,000 صارفین اب بھی اسے استعمال کر رہے ہیں۔ یہ پاکستان کے عوام کی ضروریات کو پورا کرنے کے لئے HBL کی مسلسل کوششوں اور مالی خود مختاری کو ممکن بنانے میں اس کے اہم کردار کی نشاندہی کرتا ہے۔ نئی خصوصیات اور بہتر سکیورٹی کے علاوہ، ایپ کا مینو بھی نئے سرے سے ڈیزائن کیا گیا اور سروس کی 99.5٪ سے زیادہ دستیابی رہی جبکہ گوگل پلے اسٹور پر اس کی ریٹنگ 4.8 ہو گئی۔

HBL نے ای کامرس کے شعبے کے مطابق جدید ڈیجیٹل ادائیگیوں کو بھی کمرشلائز کیا۔ HBL ڈیجیٹل انوائسنگ سوشل میڈیا پلیٹ فارمز کے ذریعے موصول ہونے والے آرڈرز کے لیے کارڈ پر مبنی ادائیگیاں قبول کرنے، کیش آن ڈلیوری پر انحصار کم کرنے اور بین الاقوامی خریداروں تک رسائی میں اضافے کے ذریعے سوشل ای کامرس کی دنیا میں انقلاب برپا کر رہی ہے۔ HBL ٹیپ اینڈ پے ریٹیل سیکٹر اور کوریئر اور ڈلیوری سروسز کو موبائل POS کے ذریعے کارڈ پر مبنی ادائیگیوں کو قبول کرنے کے قابل بنا رہا ہے، جس سے نقد رقم پر انحصار کم ہو رہا ہے۔ HBL پاکستان کا پہلا بینک بن گیا ہے جس نے 1-لنک کے ذریعے دیگر مالیاتی اداروں کو ایگریگیٹر سروسز فراہم کیں، جو مختلف بینکوں کے صارفین کو اپنے بلنگ پارٹنرز سے منسلک کرتی ہے۔ اس اہم اقدام نے سال کے دوران 320,000 ٹرانزیکشنز کی پروسیسنگ کے ساتھ صنعت بھر میں ادائیگیوں کی ڈجٹلائزیشن کو تیز کر دیا ہے۔ مارکیٹ میں QR کی قبولیت میں اضافے کے ساتھ ہی HBL کی QR لوکیشنز پر ٹرانزیکشنز 2023ء میں بڑھ کر 7.3 بلین روپے تک پہنچ گئیں جو گزشتہ سال کے مقابلے میں 5 گنا زیادہ ہیں۔ HBL کی موبائل اور Konnect ایپس کے ذریعے مجموعی طور پر 4.4 بلین روپے کی ٹرانزیکشنز ہوئیں جن میں QR کا حجم 60٪ ہے۔

HBL Konnect نے 2023ء میں متعدد سنگ میل عبور کیے اور برانچ لیس بینکنگ میں اپنی بانی کی حیثیت مستحکم کی۔ پروسیسنگ کے کل حجم میں 60٪ اضافہ ہوا جو 1 ٹریلین روپے سے تجاوز کر گیا۔ یہ خاطر خواہ اضافہ Konnect کی بڑھتی ہوئے استعمال کی صلاحیت اور مارکیٹ میں بڑھتے ہوئے اثر کی نشاندہی کرتا ہے۔ اس کامیابی کا ایک اہم محرک 1 ملین نئے صارفین کی آن بورڈنگ تھا، جس نے کل پورٹ فولیو کو 9.1 ملین صارفین تک پہنچا دیا، جو پچھلے سال کے مقابلے میں 11٪ زیادہ ہے۔ خواتین Konnect کے کسٹمرز کا تقریباً ایک چوتھائی حصہ ہیں۔ یہ نئے کسٹمرز کو راغب کرنے میں Konnect کی مستقل مارکیٹ اپیل اور اثر کا ثبوت ہے۔ Konnect اسلامک اکاؤنٹ نے 2023ء میں 300،000 سے زیادہ نئے بینک صارفین کو اپنی طرف راغب کیا، جس کا مجموعی پورٹ فولیو اب 500،000 سے تجاوز کر گیا ہے۔ اس اکاؤنٹ کے ذریعے پروسیس کی جانے والی ٹرانزیکشنز تقریباً دگنی ہو کر 1.9 ملین تک پہنچ گئیں، جو تیزی سے مارکیٹ کو اپنانے اور شریعت کے مطابق مالیاتی مصنوعات کی بڑھتی ہوئی طلب کی نشاندہی کرتی ہیں۔

2023ء میں انشورنس سروسز میں Konnect کی شمولیت ایک اہم سنگ میل تھا، جس میں ہیلتھ اور لائف انشورنس پروڈکٹس کی پیشکشوں نے پہلے سال 143 ملین روپے کا حجم حاصل کیا۔ 2023ء میں Konnect ٹریول کا آغاز، ہوٹل اور ایئر لائن بکنگ کے لیے جامع حل پیش کرتا ہے، مزید متنوع سروسز کے ساتھ صارفین کو ایئر لائن ٹکٹوں کے لیے مارکیٹ کے مسابقتی نرخ فراہم کرتا ہے۔

Konnect اہم اقدامات کی معاونت میں اپنے اثرات کے ساتھ حکومت کا ایک قابلِ اعتماد شراکت دار ہے۔ حکومت کے مینڈیٹ کو موثر طریقے سے نبھاتے ہوئے، Konnect نے 2023ء میں بے نظیر انکم سپورٹ پروگرام کے لیے 330 بلین روپے سے زائد رقم تقسیم کی۔ Konnect نے دیگر ایجنسیوں جیسے WFP، WHO اور UNHCR کے ساتھ بھی سوشل ٹرانسفر پیمنٹس کے لیے کام کیا، جس سے G2P کے کل حجم میں 49٪ اضافہ ہوا۔ سال 2023ء میں ٹیکس وصولیاں 500 بلین روپے سے تجاوز کر گئیں جو گزشتہ سال کے مقابلے میں دوگنی ہیں۔ اس میں سے زیادہ تر اضافہ کارپوریٹ ڈسٹری بیوٹرز اور تعلیمی فیس کی وصولیوں کی وجہ سے ہوا تھا۔ پنشن کی ادائیگی میں 30٪ اضافہ ہوا اور یہ 30 بلین روپے سے تجاوز کر گئی، جس میں پنشن کی تقسیم ترقی کا ایک اہم جزو رہی ہے۔

اسٹریٹجک پارٹنرشپس نے اہم کردار ادا کیا کیونکہ HBL نے فری لانسرز اور سافٹ ویئر ہاؤسز کی مدد کے لیے پاکستان سافٹ ویئر ہاؤسز ایسوسی ایشن (P@SHA) کے ساتھ مل کر کام کیا۔ اس اقدام کا مقصد ڈیجیٹل معیشت کو فروغ دینا، ان پروان چڑھتے شعبوں کو خصوصی مالیاتی خدمات فراہم کرنا اور IT کے شعبے میں جدت اور

انٹرپرینیورشپ کو فروغ دینا ہے۔ HBL کے پاکستان کی ترقی میں شامل ہونے کے مقصد کے تحت، پاکستانی سافٹ ویئر ہاؤسز کو علاقائی مارکیٹوں میں پیش کرنے کے لیے شراکتداری منصوبے بنائے جائیں گے تاکہ ملک کو ٹیکنالوجی سے متعلقہ کاموں کے لیے اولین ترجیح بنایا جائے۔ HBL نے فری لانسرز کا اکاؤنٹ کھولنے کا عمل آسان اور ڈیجیٹائز کر کے سہولت فراہم کی ہے، جس سے ان کے لیے بلا تعطل غیر ملکی ادائیگیاں حاصل کرنا آسان ہو جاتا ہے، اس کے ساتھ ساتھ بینک فری لانسر کمیونٹی کے لیے ان کی ضرورت کے مطابق تیار کردہ مصنوعات کی فراہمی کی منصوبہ بندی کر رہا ہے۔

روبوٹک پروسیس آٹومیشن (RPA) پروگرام 2022ء میں شروع کیا گیا تھا، جو اب بینک بھر میں بڑے پیمانے پر اپنایا جا رہا ہے۔ RPA کا مقصد بار بار، اصول پر مبنی اور دیگر مینول کاموں کو خودکار بنا کر عمل کی درستگی کے ساتھ ساتھ کسٹمر کا تجربہ بہتر بنانا ہے۔ اس سے کئی فنکشنز میں کارکردگی میں اضافہ ہوا ہے اور اب توجہ کر اس فنکشنز پر ہے، تاکہ تمام پروسیسز کو شروع سے آخر تک ڈیجیٹل بنایا جا سکے۔ اس اقدام کے آغاز کے بعد سے، 126 پروسیسز خودکار بنائے گئے ہیں، جن سے ہر ماہ تقریباً 21،000 افرادی گھنٹوں کی بچت ہوتی ہے۔

2023ء میں بزنس سیلف سروس کے آغاز کے ساتھ ادارے میں ڈیٹا ڈیموکرائزیشن کے لیے یہ سال اہم رہا ہے۔ یہ، ڈیٹالیک میں زیادہ تر بنیادی سسٹم ڈیٹا کی سینٹرلائزیشن کے ساتھ مل کر آخری صارف کو ڈیٹا کی تیاری اور ترتیب کے بجائے ویلیو ایڈیشن پر توجہ کے لیے بااختیار بنا رہا ہے۔ ڈیٹا تک تیزی سے رسائی اور ڈریگ اینڈ ڈراپ اینالٹکس انجام دینے کی صلاحیت نے فیصلہ سازی بہتر بنائی ہے اور بنیادی بینکنگ ٹرانزیکشنز میں مزید دور تک جانے کی صلاحیت دی ہے۔

گزشتہ چند سالوں میں بین الاقوامی کاروبار بحال کرنے کی مسلسل کوششیں رنگ لانے لگی ہیں۔ نیٹ ورک بزنس کی تعمیر پر مسلسل توجہ کے نتیجے میں ڈپازٹس اور قرضوں میں مسلسل اضافے کے ساتھ کراس ریجنل کلائنٹس میں 37٪ اضافہ ہوا۔ چین کا کاروبار نیٹ ورک کنیکٹیوٹی کے لی بدستور اہم ہے۔ MENA اور جنوبی ایشیا میں صرف تین RMB انٹرمیڈیئرز میں سے ایک کے طور پر HBL کی منفرد حیثیت اسے 2023ء میں RBM حجم میں 1.75 گنا اضافے کے ساتھ بے مثال کسٹمر سلوشنز پیش کرنے کے قابل بناتی ہے۔ علاقائی تجارتی امکانات کو مزید فروغ دینے کے لیے HBL چین نے نئے مالیاتی اداروں سے شراکت داریوں کا اضافہ کیا اور جنوبی ایشیا کے لیے اپنے LC ایڈوائزری پروگرام سے فائدہ اٹھایا ہے، جس سے اسے اپنے کاروبار کو دگنا کرنے میں مدد ملی۔ عالمی منڈیوں میں اسپریڈز وسیع کرنے میں سرگرمی کے محرک میں اضافے نے بین الاقوامی سطح پر بامعنی انداز میں مثبت کردار ادا کیا ہے۔

کسٹمر کا حصول پورے بین الاقوامی نیٹ ورک میں ایک نئی بلندی پر پہنچ گیا۔ صارفین کی بڑھتی ہوئی توجہ کے ساتھ، نئی مصنوعات اور خدمات تیار کی جا رہی ہیں۔ متحدہ عرب امارات میں شروع کی گئی Prestige کی سہولت کو صارفین کا پرجوش جواب ملا اب بحرین اور برطانیہ میں توسیع کے منصوبے پر کام ہو رہا ہے۔ سنگاپور میں متعارف کی جانے والی اسلامک ڈپازٹ پروڈکٹس کو اچھی پذیرائی مل رہی ہے اور نیٹ ورک ممالک کے درمیان تجارت میں اضافہ ہو رہا ہے۔ اس کے ساتھ ساتھ ٹیکنالوجی پلیٹ فارمز، ادائیگی کے نظام اور ڈیجیٹل ایپلی کیشنز کو اپ گریڈ کیا جا رہا ہے تاکہ مصنوعات کی پیشکشوں کو بڑھایا جا سکے۔

HBL نے بینک آف چائنا کے ساتھ ایک اسٹریٹجک مفاہمت کی یادداشت پر دستخط کر کے تاریخی اتحاد کیا جو پاکستان میں اپنی نوعیت کا پہلا معاہدہ ہے۔ یہ معاہدہ اقتصادی خودمختاری، علاقائی رابطے اور ہموار علاقائی تجارتی مواقع پیدا کرنے کے مشترکہ عزم کی عکاسی کرتا ہے۔ یہ ESG اصولوں کی پاسداری کی اہمیت کو بھی اجاگر کرتا ہے۔ HBL گرین انویسٹمنٹ پرنسپلز کا بانی رکن ہے اور اب پائیدار ترقی کے لیے اپنے عزم کو تقویت دیتے ہوئے استعداد کار بڑھانے والے الائنس آف سسٹین ایبل انویسٹمنٹ (CASI) کا رکن بننے والا پہلا اور واحد پاکستانی بینک بن گیا ہے۔ دبئی میں حال ہی میں COP28 شروع کیا گیا، CASI پائیدار مالیات کے لیے بہترین طریقوں کو فروغ دینے کے لیے جدید معلومات کے تبادلے کے پلیٹ فارمز سے مستفید ہوتا ہے۔ یہ دونوں فورم HBL کو گرین فنانس کے حوالے سے عالمی تبدیلیوں سے جوڑے رکھتے ہیں۔

2023ء کے دوران HBL مائیکرو فنانس بینک (HBL MfB) نے پاکستان کے سب سے بڑے مائیکرو فنانس بینک کی حیثیت سے اپنی ساکھ کو مستحکم کیا۔ HBL MfB اپنے قرضوں کے پورٹ فولیو میں 14٪ اضافے کے ساتھ 97.6 بلین روپے جبکہ ڈپازٹس 10٪ اضافے سے 128 بلین روپے تک پہنچ گئے۔ اس کے 3.7 ملین صارفین میں سے 33٪ خواتین ہیں، جو خواتین تک رسائی کے بینک کے عزم کو ظاہر کرتی ہیں۔ بینک 34 بلین روپے کے پورٹ فولیو کے ساتھ مائیکرو فنانس صارفین کو ہاؤسنگ فنانس فراہم کرنے والا سب سے بڑا فراہم کنندہ ہے اور 54 بلین روپے کے پورٹ فولیو کے ساتھ زراعت کے لیے بھی معروف قرض دہندہ ہے۔ اسٹیٹ بینک نے HBL MfB کو گلگت بلتستان کے لیے زرعی چیمپیئن بینک نامزد کیا ہے۔ اس مینڈیٹ کے تحت HBL MfB خطے میں زرعی بینکاری کی مجموعی حکمت عملی کو چلانے میں قائدانہ کردار ادا کر رہا ہے جس میں خطے کے مخصوص مسائل کے حل تلاش کرنے کے لیے متعدد اسٹیک ہولڈرز کے ساتھ مل کر کام کرنا بھی شامل ہے۔

HBL MfB نے مالی شمولیت کے ذریعہ کے طور پر ٹیکنالوجی میں مسلسل سرمایہ کاری کی ہے۔ ان ہاؤس تیار کردہ کسٹمر مینجمنٹ سلوشن (CMS) ایک جدید ترین نظام ہے جو صارفین کو 48 گھنٹوں کے اندر لون پروسیسنگ کے ساتھ ٹیبلٹس کا استعمال کرتے ہوئے آن بورڈنگ کے قابل بناتا ہے۔ CMS پورے نیٹ ورک میں نافذ کیا گیا ہے

اور اس نے اسے فزیکل کریڈٹ کے عمل سے اینڈ ٹو اینڈ ڈیجیٹل قرضوں میں تبدیل کرنے میں مدد کی ہے۔ FirstPay برانڈ کے تحت HBLMfB کے پاس 2.2 ملین ای والٹ صارفین ہیں جنہوں نے 2023ء میں مجموعی طور پر 13.4 بلین روپے کی 7.6 ملین ڈیجیٹل ٹرانزیکشنز کیں۔

HBLMfB طویل مدتی کیریئر بنانے کے لیے لوگوں کی صلاحیتوں اور استعداد میں اضافے کے پروگراموں پر توجہ مرکوز کرتا ہے، جس سے انتہائی سرگرم افرادی قوت پیدا کرنے میں مدد ملتی ہے۔ صنفی توازن پر توجہ مرکوز کرنے سے 2022ء میں 17.7٪ کے مقابلے میں 2023ء میں صنفی تناسب 20.2٪ تک نمایاں طور پر بہتر ہوا ہے۔ 2023ء میں HBLMfB کو تنوع، مساوات اور شمولیت کے بہترین طریقوں کی ترقی اور نفاذ میں مدد دینے پر تمام 15 کیٹیگریز میں GDEIB ایوارڈز میں تسلیم کیا گیا ہے۔ 2030ء تک نیٹ زیرو کے وعدے کے مطابق HBLMfB نے کاربن فٹ پرنٹ کم کرنے کے لیے کامیابی کے ساتھ 60 برانچز کو شمسی توانائی پر منتقل کیا۔ 2023ء میں HBLMfB کو مسلسل دوسرے سال IBP کے پاکستان بینکنگ ایوارڈز میں بہترین مائیکرو فنانس بینک قرار دیا گیا اور CFA سوسائٹی آف پاکستان کی جانب سے بہترین مائیکرو فنانس بینک کا ایوارڈ بھی دیا گیا۔ HBL مائیکرو فنانس بینک اپنے صارفین کو مائیکرو فنانس سے مائیکرو SMEs میں گریجویٹ کرکے ان کی زندگیوں کو تبدیل کرنے میں کامیاب ہونے پر فخر محسوس کرتا ہے۔ Citi-PPAF کی جانب سے گزشتہ کئی سالوں کے دوران اپنے 32 صارفین کو دیے گئے ایوارڈز اس بات کا ثبوت ہیں کہ بینک امیدوں کو حقیقت میں بدلنے کے نعرے 'امید سے یقین تک' سے وابستہ ہے۔

HBL-AMC نے سال کے دوران اپنی ترقی کی رفتار کو جاری رکھا اور اب تیسرا سب سے بڑا AMC ہے۔ ترقی کو آگے بڑھانے کے لیے بینک کی انفرادی سرمایہ کاروں پر توجہ اب منافع دے رہی ہے - خوردہ شعبے میں اثاثہ جات انڈر مینجمنٹ (اے یو ایمز) 91 فیصد اضافے سے 84 بلین روپے تک پہنچ گئے، جس سے مجموعی AUMs، 30٪ اضافے سے 204 بلین روپے تک پہنچ گئے۔ اس نے کمپنی کو اپنا سب سے زیادہ منافع پوسٹ کرنے کے قابل بنایا۔

HBL کرنسی ایکسچینج (پرائیوٹ) لمیٹڈ پاکستان میں بینکوں کی ملکیت والی سب سے بڑی ایکسچینج کمپنی بن گئی ہے۔ 2022ء میں ریکارڈ سال کے بعد ریگولیٹری تبدیلیوں کی وجہ سے کاروبار میں 37٪ کمی واقع ہوئی کیونکہ کریڈٹ کارڈ سیٹلمنٹ ٹرانزیکشنز کو کمرشل بینکوں کو دوبارہ روٹ کیا گیا تھا۔ تاہم، اسپریڈز کی وسعت اور کنٹرولڈ اخراجات نے آمدنی اور منافع میں کمی کو روکنے میں مدد کی۔

سال بھر کے دوران، بینک نے برانچ اور بیک اینڈ دونوں سطحوں پر تبدیلی نمایاں طور پر کم کرنے کے لیے مختلف اقدامات شروع کیے، جس سے صارفین کے تجربے کو بہتر بنانے میں مدد ملی۔ ایک آسان کلائنٹ آن بورڈنگ کی وجہ سے 82٪ کم اور درمیانے خطرے والے اکاؤنٹس ایک ہی دن کھولے جاتے ہیں۔ HBL نے صارفین کو روایتی برانچ کاؤنٹر سروسز سے ڈیجیٹل چینلز میں منتقل کرنے کے لیے چینل مائیگریشن مہم کا بھی آغاز کیا، جس سے انہیں سہولت فراہم کی جا سکے جبکہ برانچوں میں بھیڑ کم ہو سکے۔

HBL کے کانٹیکٹ سینٹرز نے سال بھر میں 13.2 ملین انٹرایکشنز ہوئے اور 24x7 سروس فراہم کی۔ واٹس ایپ، فیس بک بوٹس اور دیگر سوشل میڈیا چینلز سمیت صارفین کے لیے متعدد نان وائس ٹچ پوائنٹس دستیاب کیئے گئے ہیں، جس سے مجموعی طور پر ماہانہ 80 ہزار صارفین سے بات چیت کی سہولت فراہم کی گئی ہے۔ سیلف سروس مینو IVR35 خدمات پیش کرتا ہے جس کے ذریعے 2 ملین ٹرانزیکشنز انجام دی گئیں، جس میں فوری ڈیبٹ اور کریڈٹ کارڈ ایکٹیویشن / بلاکنگ اور کریڈٹ کارڈ کی ادائیگی جیسی اہم سرگرمیاں شامل ہیں۔ سال کے دوران IVR کا استعمال 48٪ سے بڑھ کر 54٪ ہو گیا۔ سال 2023ء میں بینک کو 450,274 شکایات موصول ہوئیں جنہیں اوسطاً 4 دن کے اندر حل کیا گیا۔

2022ء میں HBL نے 2030ء تک AKDN کے نیٹ زیرو کے ہدف کو پورا کرنے کے عزم کا اعلان کیا اور ایک بین الاقوامی کنسلٹنٹ کے ساتھ اس پر عمل درآمد پر کام کر رہا ہے۔ 235 دفاتر میں سولر پینل نصب کیے گئے ہیں اور اس کے نتیجے میں سال کے دوران HBL کے کاربن فٹ پرنٹ میں 500 ملین ٹن سے زیادہ کمی واقع ہوئی ہے۔ 2024ء میں شمسی تبدیلی کے لیے مزید 80 برانچز کا ہدف مقرر کیا گیا ہے۔ بینک نے گرین آپریٹنگ پروٹوکول کو کامیابی سے نافذ کرنے کے بعد اپنے دو دفاتر کے لیے WWF کا گرین آفس سرٹیفکیشن حاصل کیا۔ تین دفاتر کے انرجی آڈٹ مکمل ہوئے، جس کی بنیاد پر اخراج کم کرنے کے لیے متعدد اقدامات شروع کیے جا رہے ہیں۔ ان میں کھڑکیوں کی ڈبل گلیزنگ، چھت انسولیشن اور HVAC اور بڑی عمارتوں میں لائٹنگ کو معقول بنانا شامل ہے۔ اپنے آپریشنز کی پائیداری کو بہتر بنانے کے لیے، 3-bin ری سائیکلنگ شروع کی گئی ہے اور عملے اور دکانداروں کے ساتھ آگاہی سیشن منعقد کیے گئے ہیں۔

HBL برانڈ پاکستان کا مضبوط ترین مالیاتی خدمات فراہم کرنے والا برانڈ ہے۔ 2023ء اس کے دجید جذبے، ڈیجیٹل مہارت اور کسٹمرز کے ساتھ مستقل وابستگی کی علامت تھا۔ ان کاوشوں نے HBL کے پاکستان کے ابھرتے ہوئے نوجوانوں کے بینک کے طور پر اجاگر کیا۔ بینک سمجھتا ہے کہ یہ شعبہ ٹیکنالوجی سے واقف ہے اور اس لیے وہ انہیں رابطے میں رہنے کے لیے متعلقہ مصنوعات اور خدمات فراہم کرنے پر اپنی توجہ مرکوز کرتا ہے۔ بینک نے 50 ملین فالوورز کے ساتھ ٹک ٹاک پلیٹ فارم کو اپنا کر پہلے سے ہی متاثر کن سوشل میڈیا موجودگی کو بڑھایا ہے۔ HBL اب تقریباً تمام سوشل میڈیا پلیٹ فارمز پر مالیاتی خدمات فراہم کرنے والا معروف ادارہ ہے۔

نوجوانوں کی طرف ہماری توجہ سرگرمیوں کا مجموعہ ہے، جسے مستقل انداز میں نافذ کیا جاتا ہے۔ سوشل میڈیا انفلوئنسرز کے ساتھ کام کرنا ایسی ہی ایک کوشش ہے۔ مشترکہ طور پر، ان کے مختلف پلیٹ فارمز پر 150 ملین سے زیادہ فالوورز ہیں۔ 2023ء میں HBL نے 130 سے زائد انفلوئنسرز کے ساتھ کام کیا جنہوں نے 180 سے زائد مواد تیار کیا اور برانڈ کے ساتھ ساتھ ہماری مصنوعات کے فروغ کے لیے بینک کے لیے 11 کیمپینز کیں۔ حال ہی میں، بینک نے ایک فٹ بال مقابلے کے ای گیمنگ ورژن کو اسپانسر کر کے 37 ملین سے زائد پاکستانیوں کا شوق ای-اسپورٹس میں بڑھایا ہے۔ اپنی Konnect ایپ کے تحت HBL نے بڑے سامعین سے جڑنے کے لیے ایک برانڈ اور پروڈکٹ پش دونوں لانچ کیے ہیں۔ ہم نے نوجوانوں پر مرکوز برانڈز کے ساتھ تخلیقی تعاون بھی شروع کیا ہے تاکہ نوجوانوں کے شعبے کے ساتھ اپنے روابط اور سمجھ کو گہرا کیا جاسکے۔

HBL کی صنعت کی معروف ٹک ٹاک کیمپین اور پاکستان کے سب سے بڑے کھیلوں کے پلیٹ فارم HBLPSL کے ساتھ اس کی جاری وابستگی اب اپنے 9ویں سال میں ہے، جو نوجوانوں تک رسائی کی کوششوں کو تیز کر رہی ہے۔ ٹک ٹاک نے HBLPSL* کے لیے بینک کی کیمپین پر ایک کیس اسٹڈی کو ٹک ٹاک گلوبل کامیابی کی کہانی کے طور پر شائع کیا۔

کیمپین کے دوران 8.9 ملین ویڈیوز بنائی گئیں، جس سے پلیٹ فارم پر 8.7 بلین سے زیادہ ویوز پیدا ہوئے اور ناقابل یقین طور پر 97٪ پاکستانی ٹک ٹاک صارفین تک پہنچ گئے۔ HBLPSL9 کے لیے بینک نے پلٹ دو کھیل مہم کا آغاز کیا ہے۔ روایتی اور سوشل میڈیا دونوں پر یہ پیغام پاکستانیوں کو ملک کے مثبت پہلو کا جشن منانے، پاکستان کی حقیقی روح سمجھنے اور اسے دنیا کے سامنے پیش کرنے میں مدد دیتا ہے۔ ہر بار جب کوئی اپنے ارد گرد کچھ اچھا دیکھتا ہے تو وہ بھی اپنے فون پر ویڈیو ریکارڈ کر کے اور Palat-DoKhel# کا استعمال کرتے ہوئے اسے سوشل میڈیا پر شیئر کر کے انفلوئنسر بن سکتا ہے۔ ہم امید کرتے ہیں کہ یہ ان بہت سے مثبت اور کامیابیوں کا جشن بن جائے گا جو ہم میں سے ہر ایک اپنے ارد گرد ہر روز دیکھتا ہے اور لاکھوں پاکستانیوں میں خود اعتمادی پیدا کرے گا۔

HBL پاکستان کا پہلا بینک بن گیا ہے جس نے کلائنٹ کیئر 'X' (جسے پہلے ٹویٹر کے نام سے جانا جاتا تھا) ہینڈل "@HBLCare" لانچ کیا۔ کسٹمر کیئر ہینڈل نے HBL کے کارپوریٹ پروفائل (@HBLPak) سے شکایات کے حجم کا 38٪ موڑ دیا ہے اور صارفین کے خدشات کی فوری نگرانی اور حل دیتا ہے۔

ہیومن ریسورس

HBL کی کامیابی کا راز اپنے ایمپلائیز کے لیے، اپنی بنیادی اقدار میں سے لوگوں کی قدر پر مضبوطی سے قائم رہنے میں ہے۔ اس رہنما اصول کے تحت حالیہ برسوں میں عملے کے لیے متعدد اقدامات کیے گئے ہیں، جن کا مقصد HBL کے ملازمین اور ان کے اہل خانہ کی زندگیاں بھرپور بنانا ہے۔

Pay for Performance Culture کے ذریعے کارکردگی میں اضافے کی خواہش کے مطابق، بینک نے اپنے پرفارمنس مینجمنٹ سسٹم کو از سر نو تشکیل دیا۔ تمام ملازمین کے لیے گولز اسٹینڈرڈائزڈ کیٹگریز میں بینک کے گولز سے ہم آہنگ کیے گئے، تاکہ اپنے بامعنی ہونے کا بہتر احساس پیدا کیا جاسکے اور اس بات کی آگاہی پیدا کی جاسکے کہ ہر ملازم کی شراکت HBL کی مجموعی کامیابی پر کس طرح اثر انداز ہوتی ہے۔ قائدانہ صلاحیتوں میں اضافے اور ہماری اخلاقیات اور اقدار پر مبنی ثقافت کے عزم کے اعادے کے لیے 400 سینئر مینیجرز کے لیے 360 ڈگری فیڈبیک میکانزم بھی شروع کیا گیا۔ کارکردگی میں نظم وضبط اور محتاط اور بغور جائزے سے ہم ملازمین کی ایک بڑی تعداد کی حوصلہ افزائی کر سکے۔

بینک کے تنوع، مساوات اور شمولیت (DEI) کے عزم کے ایک حصے کے طور پر، مختلف صنعتوں کے اداروں سے بہترین طریقے شیئر کیے گئے۔ "PowerHourand EmpoweringthroughInclusion" جیسے سیشنز نے مالیاتی اور غیر مالیاتی کمپنیوں کے رہنماؤں کو اکٹھا کرنے میں مدد کی، جس سے شرکاء کو مشترکہ چیلنجز اور حل شیئر کرنے میں مدد ملی۔ بینک نے چھوٹے بچوں والی خواتین کو لیگز کی مدد کے لیے ڈے کیئر الاؤنس بھی شروع کیا، جس سے انہیں ماں کی حیثیت سے گھر اور کیریئر میں توازن قائم کرنے میں مدد ملتی ہے۔ مختلف صلاحیتوں کے حامل افراد کی شمولیت اور انہیں مرکزی دھارے میں لانے کے عزم کو آگے بڑھانے کے لیے سال بھر باہمی میل جول پر مبنی سرگرمیاں کی گئیں، جن میں اسکول کے بعد انٹرن شپ اور پاپ اپ اسٹالز تاکہ انہیں اپنی مصنوعات کی نمائش کا موقع ملے اور StaffSensitiza-tion کے سیشن شامل تھے۔ HBL کی DEI سے وابستگی کو مسلسل دوسرے سال GDEIB ایوارڈز میں سینٹر آف گلوبل انکلوژن کی جانب سے پاکستان میں سب سے زیادہ شمولیت والی تنظیم-2023 کے اعزاز سے نوازا گیا۔

اس سال کے دوران سیکھنے کی سرگرمیاں کارکردگی میں اضافے کے لیے دوبارہ ہنرمندی اور دوبارہ تعیناتی کے ذریعے ہیومن ریسورسز بہتر بنانے پر مرکوز تھیں۔ مسلسل سیکھنے اور ترقی کے کلچر کے فروغ کے لیے ایک ڈیجیٹل لرننگ پلیٹ فارم، NEXUSHBL کا آغاز کیا گیا۔ یہ پروگرام ڈیجیٹل اپ اسکلنگ میں سہولت کے لیے خصوصی تیار کردہ اور گہرائی تک سیکھنے کے مواقع فراہم کرتا ہے۔ جنرل مینیجرز کے لیے 2022ء میں شروع کیا گیا لیڈرشپ ایکسی لنس کا سفر، 800 سے زائد درمیانے درجے کے رہنماؤں کی اگلی سطح تک لے جایا گیا۔ ملازمین کی ریگولیٹری ضروریات، عالمی بہترین طریقوں اور ملازمت پر مبنی مہارتوں سے باخبر رہنے میں مدد کے لیے 500،000

سے زیادہ افرادی گھنٹوں کی تربیت فراہم کی گئی۔ 2023ء میں HBL پاکستان کا پہلا ادارہ بن گیا جس نے SAFe®-ScaledAgileFramework نافذ کیا۔ یہ کام کرنے کا طریقہ کار اصولوں اور اقدار کا ایک مجموعہ ہے جو کسٹمر پر مرکوز موثر، تیز اور جدید حل پیش کرنے میں ہماری مدد کرے گا۔

اثاثوں کی تعمیر اور اپنے گھروں کی ملکیت میں جونیئر اسٹاف کی حوصلہ افزائی اور مدد کے لیے، زیادہ حد اور کم مارک اپ شرحوں کے ساتھ ہاؤس لون کی سہولیات میں اضافہ کیا گیا۔ پائیداری کے ضمن میں بینک کی قیادت کے مدِ نظر، عملے کے لیے سولر فنانسنگ کی سہولت بھی متعارف کروائی گئی۔

رسک مینجمنٹ فریم ورک

HBL ایک مضبوط انٹرنل گورننس اور رسک مینجمنٹ ٹولز اور پروسیسز کے ذریعے بڑے اور ابھرتے ہوئے خطرات کی نشاندہی، تجزیہ اور کمی کا انتظام کرتا ہے۔ بورڈ آف ڈائریکٹرز سخت نگرانی اور بورڈ رسک مینجمنٹ کمیٹی (BRMC) مسلسل بنیادوں پر بینک کے رسک پروفائل کی مانیٹرنگ اور تجزیہ کرتی ہے۔ سینئر مینجمنٹ لیول پر، مختلف رسک کمیٹیاں نگرانی اور عملدرآمد کی ذمہ دار ہیں، جس میں روزانہ کی رسک مینجمنٹ سرگرمیاں مختلف لیول پر مقرر کی جاتی ہیں۔

بینک کے خطرے کی نشاندہی اور اثرات کے تجزیے کے طریقہ کار کا مقصد یقینی بنانا ہے کہ ہم اپنے مالی نتائج، طویل المیعاد اسٹریٹجک گولز اور ساکھ پر ان خطرات کے اثرات کم کریں۔ HBL کے رسک ٹیکسونومی میں ظاہر ہونے والے کلیدی خطرات میں کریڈٹ رسک، مارکیٹ اور لیکویڈیٹی رسک، ساکھ کا خطرہ اور آپریشنل رسک شامل ہیں۔

معاشی حالات چیلنجنگ رہنے کی وجہ سے تناؤ کی جانچ اور کمزور طبقوں کی نشاندہی کے لیے پورٹ فولیو کے بار بار جائزے سے بینک کے کریڈٹ پورٹ فولیو کی مضبوطی اور لچک یقینی بنانے میں مدد ملی۔ اسی طرح، غیر مستحکم عالمی معاشی اور سیاسی ماحول کے پیش نظر، ملک کو لاحق خطرات کا مستعدی سے بندوبست کیا گیا۔ پورٹ فولیو مانیٹرنگ میں اضافے اور خطرات کی ابتدائی شناخت کے لیے ٹولز کے استعمال پر مسلسل توجہ مرکوز رکھی گئی۔ کریڈٹ اسکور کارڈز صارفین اور SME سیگمنٹ میں ماہرین کے فیصلے سے اپ گریڈ کر کے اسٹیٹس ٹیکل ماڈل بنا دیے گئے۔

HBL مسلسل بدلتے ہوئے بیرونی ماحول میں اپنے لوگوں کو ٹولز اور مہارت فراہم کر کے ان کی معاونت جاری رکھے ہوئے ہے۔ HBL کریڈٹ اسکول، ایک جامع ماڈیولر تربیتی پروگرام، ایک مستقل کریڈٹ رسک اسیسمنٹ ذہنیت کو فروغ دینے میں اہم کردار ادا کرتا ہے جو آئندہ خطرات کے محرکین پر نظر رکھنے میں اہم ہے، اور اس طرح صرف تاریخی اعداد و شمار پر مبنی ردعمل کے بجائے ایک مؤثر نقطہ نظر اپنانے میں مدد کرتا ہے۔ یہ پروگرام مکمل طور پر بینک کے سینئر ریسورسز نے تیار کیا ہے۔

مارکیٹ اور لیکویڈیٹی رسک کمیٹی اور ALCO ماہانہ بنیادوں پر مارکیٹ اور لیکویڈیٹی رسک انڈیکیٹرز کا جائزہ لیتے ہیں۔ اس بات کو یقینی بنانے کے لیے ایک جامع ڈھانچہ موجود ہے کہ بینک مارکیٹ کے خطرے کی برداشت کے اندر رہے۔ آپریشنل رسک مینجمنٹ سال کے دوران توجہ کا مرکز رہا۔ آپریشنل رسک مینجمنٹ کو منظم اور مستقل انداز میں چلانے کے لیے پالیسیاں اور طریقہ کار وضع کیے گئے۔ انٹیگریٹڈ رسک اینڈ کنٹرول ریپوزیٹری (IRCR)، کی رسک انڈیکیٹرز اور آپریشنل لاس ڈیٹا مینجمنٹ جیسے اہم ٹولز آپریشنل رسک کے امکانات اور واقعات کی شدت کا اندازہ لگانے کے لیے استعمال کیے جاتے ہیں۔ بینک کے آپریشنل رسک پروفائل اور دھوکہ دہی کے خطرے کی تجزیے پر باقاعدگی سے سینئر مینجمنٹ فورمز اور BRMC میں تبادلہ خیال ہوتا ہے۔

رسک مینجمنٹ فنکشنز میں انٹرپرائز رسک مینجمنٹ فریم ورک (ERMF) کے ذریعہ بہتری لائی گئی ہے۔ بینک کے تمام فنکشنز پر لاگو ہونے والا یہ ادارہ رسک مینجمنٹ کے اصولوں کا خاکہ پیش کرتا ہے اور گورننس کے ڈھانچے، معیارات، مقاصد اور مختلف فنکشنز کی بنیادی ذمہ داریوں کا تعین کرتا ہے۔ IRCR بینک کے ہر شعبے کا احاطہ کرتا ہے اور ایک جامع انداز میں تمام خطرات اور مسائل کی نشاندہی اور تجزیے میں مدد کرتا ہے، جس سے ان کی مناسب نگرانی اور خطرات میں کمی یقینی ہو جاتی ہے۔ اس سال اہم خطرے کی نگرانی اور کمی کے لیے ایک ریپوٹیشنل رسک مینجمنٹ فریم ورک بھی تیار کیا گیا ہے۔

بینک اقدار پر مبنی ثقافت کا فروغ جاری رکھے ہوئے ہے۔ اس کے مطابق، معروف طریقوں کی تعمیل کے لیے، ایتھکس اینڈ کنڈکٹ ٹیم کمپلائنس فنکشن میں شامل کر دی گئی ہے۔ اقدار پر مبنی طرز عمل کو مزید مربوط کرنے کے لیے، بینک اپنے طرز عمل اور ثقافت کے فریم ورک کو توسیع دے رہا ہے۔

بورڈ کمپلائنس اینڈ کنڈکٹ کمیٹی (BCNCC) تعمیل اور طرز عمل کے فریم ورک کے نفاذ کی نگرانی میں بورڈ کی معاونت کرتی ہے اور بینک بھر میں کمپلائنس کے پروگرام کے نفاذ کی نگرانی کرتی ہے۔ BCNCC اخلاقیات اور طرز عمل سے متعلق معاملات کی نگرانی کرتی ہے جس میں وسل بلوئنگ کی شکایات بھی شامل ہیں۔ HBL کے وسل بلوئنگ پروگرام کا مقصد بینک کی سالمیت اور ساکھ کا تحفظ ہے۔ اس کا مقصد دھوکہ دہی، بدعنوانی، ہراسانی اور بینک کے ضابطہ اخلاق کی دیگر خلاف ورزیوں کے مشتبہ کیسز کی اطلاع دینے میں ملازمین کے احساسِ ذمہ داری میں اضافہ کرنا ہے۔ کسی بھی متعلقہ تحقیقات کی نگرانی بورڈ آڈٹ کمیٹی (BAC) کرتی ہے جبکہ

انضباطی کارروائیوں کا جائزہ بورڈ ہیومن ریسورس اینڈ ریمونریشن کمیٹی (BHRRC) لیتی ہے۔ صدر کی سربراہی میں کمپلائنس کمیٹی آف مینجمنٹ انتظامی سطح پر تعمیل اور طرز عمل سے متعلق امور کی نگرانی اور جائزہ لیتی ہے۔

کمپلائنس فنکشن ادارے بھر میں تعمیل کا ماحول مضبوط بنانے اور بینک کو فنانشل کرائم کمپلائنس مینجمنٹ سمیت قابل اطلاق قوانین اور ضوابط کی تعمیل کے قابل بنا کر کمپلائنس رسک کا بندوبست جاری رکھے ہوئے ہے۔ HBL نے ریگولیٹری کنٹرولز کے مناسب ڈیزائن اور انتظامی اثرات قابلِ عمل بنانے کے لیے ایک مضبوط ریگولیٹری رسک مینجمنٹ فریم ورک نافذ کیا ہے۔ اس کے مطابق، سال کے دوران بینک کے کمپلائنس رسک پروفائل کا ڈیزائن لیول جائزہ مکمل کیا گیا۔

ادارے میں وسیع پیمانے پر کمپلائنس کنٹرولز کو معیاری اور خودکار بنانے پر توجہ کے ساتھ، بینک متعدد پروسیسز کے لیے BOTs کے کامیاب نفاذ کے ساتھ صنعت کی پہلی ڈیجیٹل ورک فورس قائم کر کے پاکستان بینکنگ انڈسٹری میں جدت کے ایجنڈا میں آگے بڑھ رہا ہے۔ HBL کی انٹرنیشنل برانچز سے گلوبل انسورسنگ کے لیے پاکستان میں کمپلائنس سینٹر آف ایکسی لنس ٹرانزیکشن مانیٹرنگ اور الرٹ ڈسپوزیشن میں معاونت فراہم کرتا ہے جو ایک اور تاریخی اقدام ہے۔ 2023ء میں HBL کے ٹرانزیکشن مانیٹرنگ اور سینکشن اسکریننگ سسٹم نے کامیابی سے ایک بین الاقوامی بینچ مارکنگ اور توثیقی جائزہ مکمل کیا جس سے ظاہر ہوتا ہے کہ سسٹم معروف بین الاقوامی معیارات کے مطابق بنیادی خطرات کی موثر نگرانی اور انتظام کے لیے مضبوطی سے کام کر رہا ہے۔ اس شعبے میں بینک کی مستقل سرمایہ کاری پائیدار کنٹرول اور مسلسل اضافے کے لیے اس کے عزم کا ثبوت ہے۔

اپنے صارفین اور ان کے ڈیٹا کو سائبر حملوں اور ڈیٹا کی خلاف ورزیوں سے محفوظ رکھنا HBL کی ترجیح ہے۔ بینک کا انفارمیشن سیکیورٹی فنکشن HBL کے ڈیٹا ایسیٹس کو سائبر سیکیورٹی رسک کے موثر انتظام کے ذریعے اندرونی اور بیرونی خطرات سے محفوظ رکھنے میں اہم کردار ادا کرتا ہے۔ بینک کا 24x7 سیکیورٹی آپریشنز سینٹر باقاعدگی سے نگرانی کے ذریعے مضبوط سیکیورٹی پوزیشن میں اپنا کردار ادا کر رہا ہے، جس میں سراغ لگانے اور روک تھام کے متعدد میکانزم کی مدد حاصل ہے۔

ملازمین کو انفارمیشن سیکیورٹی سے متعلق امور پر تربیت اور رہنمائی فراہم کرنے کے لیے سال بھر انفارمیشن سیکیورٹی آگاہی مہمات کا انعقاد کیا جاتا ہے۔ ان کو متعدد ڈلیوری چینلز کا استعمال کرتے ہوئے صارفین کے لیے مخصوص آگاہی مہمات کے ذریعہ پورا کیا جاتا ہے۔ بینک SWIFT کسٹمر سیکیورٹی پروگرام کے ساتھ ساتھ ISO 27001 کی تعمیل کر رہی ہے۔ بینک آٹومیشن اور جدید ٹیکنالوجیز کے استعمال کے ذریعے اپنے سائبر دفاع کو مضبوط بنانے کے لیے پرعزم ہے، جبکہ جدید سیکیورٹی خطرات تیزی سے کم کرنے کے لیے پرعزم ہے۔ یہ حفاظتی اقدامات HBL کی اپنے صارفین کا تحفظ اور ذہنی سکون یقینی بناتے ہوئے جدید ڈیجیٹل حل پیش کرنے میں معاونت کرتے ہیں۔

کارپوریٹ سماجی ذمہ داری

کارپوریٹ سماجی ذمہ داری سے HBL کی وابستگی اس کے وسیع تر رفاحی کاموں سے جھلکتی ہے، جو کمیونٹی کے احسانات چکانے کے گہرے احساس پر مبنی ہے۔ اس کا تعاون صحت، تعلیم اور سماجی فلاحی شعبوں کے لیے ہے۔ 2022ء کے سیلاب کے بعد، بینک نے متاثرہ افراد کی بحالی میں اہم کردار ادا کیا، 2 گاؤں میں سے ہر ایک میں 100 پہلے سے تیار شدہ مکانات فراہم کرنے کے لیے 264 ملین روپے کا عطیہ دیا، جو قدرتی آفات سے نمٹنے میں ایک اہم پیش رفت ہے۔ HBL کی صحت عامہ اور فلاح و بہبود سے وابستگی کو نیشنل انسٹی ٹیوٹ آف چائلڈ ہیلتھ ٹرسٹ اور ٹاسکین ہیلتھ انیشی ایٹو میں اپنی شراکت کے ذریعے اجاگر کیا گیا ہے۔ شمولیت کے اقدامات کے ایک حصے کے طور پر، پاکستان اسپیشل اولمپکس میں شراکت مختلف صلاحیتوں کے حامل کھلاڑیوں کو بااختیار بنانے کے لیے بینک کے عزم کی عکاسی کرتی ہے۔ تعلیمی شعبے میں HBL نے پروگریسو ایجوکیشن نیٹ ورک کو 10 لاکھ روپے کا عطیہ دیا جو تعلیمی ترقی کے فروغ کے لیے بینک کے عزم کو ظاہر کرتا ہے۔ HBL کی انٹرنیشنل برانچز نے بھی بحران میں مدد کے لیے قدم بڑھایا اور ترکی میں، بینک نے 2023ء کے زلزلے کے تناظر میں بحالی کی کوششوں میں مصروف مختلف تنظیموں کے ساتھ تعاون کیا۔

HBL فاؤنڈیشن (HBLF) نے پاکستان کے سماجی و اقتصادی تانے بانے کو مضبوط کیا ہے اور 2023ء میں ہیلتھ کیئر کے لیے تقریباً 400 ملین روپے، تعلیم کے لیے 100 ملین روپے اور کمیونٹی کی ترقی کے لیے 20 ملین روپے خرچ کیے ہیں۔ یہ فنڈز ہیلتھ کیئر سروسز، تعلیمی تجربات بہتر بنانے، ثقافتی ورثے کے تحفظ اور پاکستان بھر میں کمیونٹی کی فلاح و بہبود کی بہتری میں اہم کردار ادا کرتے ہیں۔

ہیلتھ کیئر میں، فاؤنڈیشن نے کینسر کے علاج کی جدید سہولیات، بچوں کی ہنگامی دیکھ بھال، موبائل ہیلتھ کیئر یونٹس اور ہیلتھ کیئر کے کئی دیگر جامع اقدامات کے لیے فنڈز عطیہ کیے۔ مدد کا یہ متنوع سلسلہ HBL کی ملک میں ہیلتھ کیئر کی ضروریات کی مختلف پہلوؤں پر مبنی نوعیت کی سمجھ کو ظاہر کرتا ہے۔ HBL تعلیم کی تبدیلی کی طاقت پر یقین رکھتا ہے اور فاؤنڈیشن کے ذریعے معروف یونیورسٹیوں میں طالبات کے لیے متعدد وظائف، ڈیجیٹل لٹریسی میں اضافے اور بصارت سے محروم طالب علموں کو بااختیار بنانے سمیت خصوصی ضروریات کے لیے تعلیم کی معاونت کرتا ہے۔

HBL فاؤنڈیشن نے غذائی تحفظ کی بہتری اور پسماندہ علاقوں میں معیار زندگی بہتر بنانے کے لیے موثر کمیونٹی ڈویلپمنٹ کی کوششیں کیں، جو سماجی بہبود کے لیے HBL کے مجموعی کاوشوں کی عکاسی کرتی ہیں۔ HBLF نے لیونگ ماسٹرز پروجیکٹ کی معاونت کی، جو پاکستان کے بھرپور ثقافتی ورثے کے تحفظ اور اس عزم کا اظہار ہے کہ اس کی کلاسیکی موسیقی کی فنی وراثت آنے والی نسلوں کے لیے محفوظ رہے۔

HBL کا ایمپلائز والنٹیئرنگ پروگرام اپنے ملازمین کے ذریعے پائیدار سماجی اثرات کے لیے بینک کے عزم کی عکاسی کرتا ہے۔ 1,600 سے زیادہ رضاکارانہ گھنٹوں کے ساتھ، پروگرام نے ادارے میں سماجی خدمت اور کارپوریٹ ذمہ داری کی ایک مضبوط ثقافت کو فروغ دیا ہے۔ رضاکارانہ سرگرمیوں میں شجرکاری اور صفائی مہم سے لے کر پسماندہ برادریوں کی مدد، ان کمیونٹیز کے ساتھ ان کے باہمی تعلق کا مظاہرہ اور سماجی ذمہ داریوں کا احساس رکھنے والے کارپوریٹ ادارے کے طور پر HBL کی حیثیت کو مستحکم کرتا ہے۔

کریڈٹ ریٹنگ

جون 2023ء میں، بینک کی کریڈٹ ریٹنگ کی دوبارہ تصدیق VIS کریڈٹ ریٹنگ کمپنی لمیٹڈ کے ذریعے بالترتیب طویل المیعاد اور قلیل المیعاد کے لیے AAA/A-1+ ہوئی۔ حال ہی میں دونوں اضافی Tier1 سرمائے کے طور پر جاری کردہ TFCs کی ریٹنگ کی بھی AA+ کے طور پر دوبارہ تصدیق کی گئی۔ تمام ریٹنگ میں منظر نامہ مستحکم ہے۔ یہ ریٹنگ ملک کے سب سے بڑے کمرشل بینک کی حیثیت سے HBL کے مقام کی توثیق کرتی ہے اور اس کی مستحکم تنظیمی اہمیت اور انتظامی تنوع کی عکاس ہے۔ ریٹنگ کی حمایت میں VIS نے HBL کے نمایاں لیکوئڈ ذخائر کے ساتھ ڈومیسٹک لینڈنگ میں اس کی مستقل مستحکم کارکردگی اور سازگار ایسیٹ کوالٹی برقرار رکھنے کی بھی نشان دہی کی۔ Moody's نے ریٹنگ منفی سے مستحکم منظر نامے کے ساتھ کم کر کے Caa1 سے Caa3 کی ہے۔ جو HBL سمیت ملک کے تمام بڑے بینکوں کے لیے اس اقدام کی عکاسی کرتا ہے۔

مستقبل کا منظر نامہ

مالی سال 23ء کے اختتام پر پاکستان نے ادائیگیوں کے توازن کے بحران کو بالائے طاق رکھ دیا۔ چونکہ پچھلے EFF کو بنیادی طور پر ختم کر دیا گیا تھا، لہٰذا حکومت 9 ماہ کا SBA حاصل کرنے میں کامیاب رہی جس نے اس وقت ڈوبتے کو تنکے کا سہارا دے دیا۔ مارچ میں SBA ختم ہو جائے گا اور ملک کی روبصحت لیکن اب بھی نازک مالی صورتحال، جس میں FX کے ذخائر 2 ماہ سے بھی کم درآمدات پر ہیں، جنہیں IMF کی چھتری سے باہر منظم نہیں کیا جا سکتا ہے۔ اس وقت SBA کے دوسرے جائزے کی شرائط بڑی حد تک پوری کر دی گئی ہیں اور IMF کے پیغامات مثبت نظر آ رہے ہیں۔ تاہم، ایک طویل المیعاد EFF پروگرام پر مارچ تک بات چیت کرنا ہوگی جو بقا کے لیے ضروری ہے۔ فروری کے اوائل میں قومی انتخابات کسی حد تک کامیابی کے ساتھ مکمل ہونے کے باوجود، تحریر کے وقت، ایک نئی حکومت، اور سب سے اہم، ایک نئے وزیر خزانہ کا اعلان ہونا ابھی باقی ہے۔ لہٰذا EFF کو محفوظ بنانے میں آنے والی حکومت پہلے سے ہی مصروف ہوگی۔

نگران حکومت کی جانب سے کی جانے والی ڈھانچہ جاتی اصلاحات سے ہماری حوصلہ افزائی ہوئی ہے – جیسے غیر قانونی سرمائے کی منتقلی روکنے کا فیصلہ، اور SOE نجکاری پر پیش رفت۔ قوی امید یہ ہے کہ تمام سیاسی جماعتیں اس سلسلے کو جاری رکھنے اور IMF کے نئے پروگرام پر دستخط کرنے کے لیے بھرپور انداز سے تیار ہوں گی اور حالیہ برسوں میں پاپولسٹ رویہ – جو معیشت کے لیے بہت نقصان دہ رہا ہے – غیر فعال رہے گا۔ لہٰذا بحالی کا ایک مستحکم راستہ ممکن ہے اور مالی سال 24ء کے لیے شرح نمو 2.5 سے 3.0٪ کے درمیان رہے گی۔ تاہم، پائیدار اور زیادہ جامع معاشی ترقی کے حصول کے لیے حکومت کو توانائی کے شعبے میں اصلاحات کے نفاذ کو ترجیح دینے، خسارے میں چلنے والے سرکاری اداروں کی گورننس بنیادی طور پر بہتر بنانے کے لیے نجکاری اور ٹیکس بیس وسیع کرنے کی ضرورت ہے۔ یہ آخری کام اس لیے ضروری اور سب سے اہم ہے تاکہ یقینی بنایا جائے کہ ان کے پاس دیرینہ سماجی اور معاشی ترقی کے لیے فنڈز ہوں۔

افراطِ زر میں اضافہ آبادی کی اکثریت کو درپیش واحد سب سے بڑا معاشی مسئلہ رہا ہے۔ ہم توقع کرتے ہیں کہ اسٹیٹ بینک قیمتوں میں اضافہ کم کرنے کے لیے مثبت حقیقی شرح سود (بنیادی افراط زر پر) برقرار رکھے گا۔ FX ریٹ کا منظر نامہ بے ضرر ہے، اور عالمی اجناس اور دیگر قیمتوں میں نرمی آنا شروع ہو گئی ہے، ہم توقع کرتے ہیں کہ سال کے دوران افراط زر میں مسلسل کمی آئے گی، جس کے ساتھ پالیسی ریٹ میں بتدریج نرمی ہوگی۔ تاہم، اس بار جیوپولیٹکل عوامل کی وجہ سے بڑھتے ہوئے خطرات موجود ہیں – مشرق وسطی کی صورتحال کی بگڑتی ہوئی صورتحال اور یوکرین میں ایک بے مقصد تعطل عالمی قیمتوں اور شپنگ کے اخراجات پر اثر انداز ہو رہا ہے اور یہ وقتی ہے کہ یہ ہماری جیسی درآمد پر منحصر معیشتوں کو متاثر کریں۔

2024ء میں بین الاقوامی منظر نامہ زیادہ مددگار ثابت ہو سکتا ہے، کیونکہ G-20 افراط زر کم ہو رہا ہے، سال کے آخر میں عالمی شرح سود میں کمی کی پیش گوئی کی گئی ہے، اور جی ڈی پی کی نمو میں نرمی آئے گی، اس طرح ابھرتی ہوئی اور فرنٹیئر مارکیٹوں میں زیادہ رسک کیپٹل جاری ہوگا۔ اس سے پاکستان اور دنیا بھر میں سرمائے کے بہاؤ میں

مدد ملے گی، جس سے HBL کی مقامی اور بین الاقوامی فرنچائزز کو فائدہ ہو گا۔ مارچ میں EFF کے متوقع آغاز پر، ہم توقع کرتے ہیں کہ GCC کے ادارے مارکیٹ میں دوبارہ داخل ہوں گے، اگرچہ آہستہ آہستہ، اس طرح ملک کے بیرونی شعبے کو آہستہ آہستہ بحال کرنے میں مدد ملے گی۔

ماضی قریب میں سب سے مشکل سالوں میں سے ایک میں، HBL نے ایک اور ریکارڈ سال فراہم کرتے ہوئے مشکلات کا مقابلہ کیا ہے۔ مضبوط ڈومیسٹک فرنچائز کے عمدہ نتائج کو بین الاقوامی کاروبار کی طرف سے ٹھوس شراکت کے ساتھ پورا کیا گیا ہے۔ ہمارے آپریشنز کے زیادہ تر شعبوں میں قائدانہ مقام حاصل کیا گیا ہے یا مزید توسیع کی گئی ہے۔ ہمارا انویسٹمنٹ بینکنگ بزنس اہم ہے، جو ایوارڈز لیتا جا رہا ہے، جبکہ ٹرانزیکشن بینکنگ کو اس کے صارفین کی طرف سے سراہا جاتا ہے جنہوں نے سال بہ سال، ہمیں بہترین سروس فراہم کنندہ کے طور پر ووٹ دیا ہے۔ حقیقت یہ ہے کہ یہ کلائنٹ کی رائے پر مبنی ہیں جو انہیں اور بھی بامعنی بناتے ہیں۔ ہم ان نتائج کو اپنے کلائنٹ کے نام کرتے ہیں، جن میں سے بہت سے نسلوں سے ہمارے ساتھ بینکنگ کر رہے ہیں اور جو ہمارے تمام کاموں کا مرکز ہیں۔

HBL نے کئی سالوں میں مستقل عزم کے ساتھ پاکستان میں زرعی فنانسنگ کو تبدیل کیا ہے۔ ہمارے ترقیاتی مالیاتی اقدام نے پہلے ہی کسانوں کی زندگیوں پر ڈرامائی مثبت اثرات مرتب کیے ہیں اور HBL زرعی پاکستان میں ایک بالکل نئے زرعی پیراڈائم کا آغاز کرے گا۔ پاکستان کے بہترین زرعی بینک کے طور پر ہمارا پانچ مرتبہ تسلیم کیا جانا اس شعبے میں ہمارے اقدامات کا ثبوت ہے کیونکہ ہمیں ریگولیٹرز، صارفین اور صنعت کی جانب سے تبدیلی لانے والی قیادت کے طور پر تسلیم کیا گیا ہے۔

HBL میں ہمارے کاروبار کے ہر پہلو کی ڈیجیٹلائزیشن میں اضافہ طرزِ زندگی بن گیا ہے – موبائل ایپ کے ذریعے پیپر لیس کنزیومر فنانسنگ سے لے کر کسانوں کی ریموٹ ڈیجیٹل آن بورڈنگ، مائیکرو فنانس صارفین کے لیے ای والٹ اور ای اسپورٹس میں ہمارے تازہ ترین منصوبے تک۔ اس سال، ہم نے ایک بار پھر پاکستان کی مالیاتی خدمات کے منظر نامے کو تشکیل دینے کے لیے ٹریل بلیزنگ مصنوعات متعارف کروائی ہیں – ڈیجیٹل انوائسنگ، ایک اردو موبائل ایپ، بصارت سے محروم افراد کے لیے ٹاک بیک۔ HBL نے خود کو ڈیجیٹل بینکاری کی جگہ کے ہر پہلو میں ایک اہم کھلاڑی کے طور پر منوایا ہے، جس سے صارفین کے استعمال میں تیزی آئی ہے۔ P@SHA کے ساتھ اس کی شراکت داری پاکستان کے نمایاں لیکن کم شہرت یافتہ شعبوں میں سے ایک کو ظاہر کرنے کا ایک موقع فراہم کرتی ہے، اس طرح HBL کے پاکستان کی کامیابی اور ترقی میں اپنا کردار ادا کرنے کا مقصد پورا کرتا ہے۔ HBL موبائل سے لے کر Konnect تک، QR سے HBL Pay تک، بینک اپنے صارفین کے لیے تخلیقی، اپنی نوعیت کا پہلا حل پیش کرنے میں آگے ہے اور بینکنگ لائسنس کے ساتھ ٹیکنالوجی کمپنی کی حیثیت سے اپنی پوزیشن کو مستحکم کرتا ہے۔ HBL کے ڈیجیٹل ایوارڈز، ایشیا منی کے بہترین بینک برائے ڈیجیٹل سلوشنز سے لے کر CFA سوسائٹی کے بہترین ڈیجیٹل سروسز ایوارڈز تک، ہماری پیشرفت کی آزادانہ بیرونی توثیق فراہم کرتے ہیں۔

ہم جو کچھ بھی کرتے ہیں اس کے تمام پہلوؤں میں ایک لفظ – پائیداری – ہوتا ہے۔ اس سال ہم نے اپنی دوسری سسٹینیبلٹی رپورٹ جاری کی، جسے اسٹیک ہولڈرز کی ایک بڑی تعداد نے وسیع پیمانے پر سراہا۔ HBL نے ملکی مدد کے لیے ہر شعبے میں قدم رکھا ہے اور رکھتا رہے گا۔ ہم پبلک پرائیویٹ پارٹنرشپ ماڈل کے تحت حکومت کی مدد کرتے ہوئے معیشت کے تمام شعبوں میں فکری قیادت فراہم کرنے کا جنون رکھتے ہیں۔ ہم HBL PSL کے لیے اپنی سپورٹ کے لیے پرجوش ہیں – ایک ایسا ایونٹ جس نے بلاشبہ پاکستان کو عالمی کرکٹ کے نقشے پر واپس لانے میں مدد کی ہے اور لاکھوں پاکستانیوں کو خوش کیا ہے۔ پاکستان اور دنیا بھر میں۔ #PalatDoKhel کے ذریعے ہم امید کرتے ہیں کہ پاکستانیوں کا پاکستان پر فخر بحال ہو گا اور ان کی حوصلہ افزائی ہو گی کہ وہ ان بے شمار مثبت پہلوؤں کو ظاہر کریں جو ہم ہر روز دیکھتے ہیں۔ گرین انویسٹمنٹ اصولوں کے بانی رکن اور CASI کے حالیہ رکن کی حیثیت سے، ہم دنیا کے سب سے اہم مسئلے – آب و ہوا کی تبدیلی سے نمٹنے کے عزم پر زور دیتے ہیں۔ ہم HBL نساء کے ذریعے خواتین کی شمولیت اور صنفی تنوع کے اہداف سمیت تمام پہلوؤں میں مالی شمولیت پر مسلسل توجہ مرکوز کیے ہوئے ہیں۔ کنیکٹ اور مائیکرو فنانس کے ذریعے پسماندہ افراد کو شامل کرنا؛ ہمارے ٹچ پوائنٹس پر مخصوص بھرتیوں اور سہولیات کے ذریعے مختلف صلاحیتوں کے حامل افراد کو شامل کرنا؛ اور پاکستان اور پاکستانیوں کے روشن مستقبل کو یقینی بنانے کے لیے ہماری معروف سوشل میڈیا موجودگی کے ذریعے نوجوانوں کو شامل کرنا۔ ہم ایک بار پھر پاکستان میں سب سے زیادہ شمولیت والے ادارے کے طور پر نامزد ہونے پر فخر محسوس کرتے ہیں۔

منافع منقسمہ

بورڈ نے سال مختتمہ 31 دسمبر 2023ء کے لیے 4.00 روپے فی حصص (شیئر) کے حتمی نقد منافع منقسمہ کی تجویز دی، جس سے سال کا مجموعی نقد منافع منقسمہ 9.75 روپے فی حصص (شیئر) تک پہنچ گیا۔ اس سے قبل بورڈ مجموعی طور پر 5.75 روپے فی حصص کے عبوری منافع منقسمہ کا اعلان اور ادائیگی کر چکا تھا۔

بورڈ کے اجلاس

	بورڈ اجلاس	
	دورانِ مدت منعقدہ اجلاس	حاضری
محترم سلطان علی الانہ	8	8
محترم خلیل احمد	8	8
محترم شفیق دھرمشی	8	7
محترم معیز احمد جمال	8	8
محترمہ صبا کمال	8	8
محترم سلیم رضا	8	8
ڈاکٹر نجیب سمیع	8	8
محترم محمد اورنگزیب	8	8

بورڈ کمیٹیوں کے اجلاس

	بورڈ آڈٹ کمیٹی		بورڈ رِسک مینجمنٹ کمیٹی		بورڈ ہیومن ریسورس اینڈ ریمونریشن کمیٹی		بورڈ کمپلائنس اینڈ کنڈکٹ کمیٹی	
	دورانِ مدت منعقدہ اجلاس	حاضری	دورانِ مدت منعقدہ اجلاس	حاضری	دورانِ مدت منعقدہ اجلاس	حاضری	دورانِ مدت منعقدہ اجلاس	حاضری
محترم سلطان علی الانہ	N/A	N/A	N/A	N/A	4	4	N/A	N/A
محترم خلیل احمد	6	6	N/A	N/A	4	4	6	6
محترم شفیق دھرمشی	N/A	N/A	6	6	4	4	6	6
محترم معیز احمد جمال	6	6	N/A	N/A	N/A	N/A	6	6
محترمہ صبا کمال	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
محترم سلیم رضا	N/A	N/A	6	6	N/A	N/A	N/A	N/A
ڈاکٹر نجیب سمیع	6	6	N/A	N/A	4	4	N/A	N/A
محترم محمد اورنگزیب	N/A	N/A	6	6	N/A	N/A	N/A	N/A

	بورڈ ڈویلپمنٹ فنانس کمیٹی		بورڈ نامینیشن اینڈ ریمونریشن کمیٹی		بورڈ IT کمیٹی		بورڈ اسٹریٹیجی اِن پُٹ اینڈ مانیٹرنگ کمیٹی	
	دورانِ مدت منعقدہ اجلاس	حاضری	دورانِ مدت منعقدہ اجلاس	حاضری	دورانِ مدت منعقدہ اجلاس	حاضری	دورانِ مدت منعقدہ اجلاس	حاضری
محترم سلطان علی الانہ	N/A	N/A	N/A	N/A	N/A	N/A	5	5
محترم خلیل احمد	4	4	N/A	N/A	N/A	N/A	N/A	N/A
محترم شفیق دھرمشی	N/A	N/A	2	2	N/A	N/A	N/A	N/A
محترم معیز احمد جمال	N/A	N/A	2	2	4	4	5	5
محترمہ صبا کمال	4	4	N/A	N/A	4	4	5	5
محترم سلیم رضا	4	4	2	2	4	4	N/A	N/A
ڈاکٹر نجیب سمیع	N/A	N/A	2	2	N/A	N/A	5	5
محترم محمد اورنگزیب	4	4	N/A	N/A	N/A	N/A	5	5

شریعہ بورڈ کے اجلاس

	شریعہ بورڈ اجلاس	
	دورانِ مدت منعقدہ اجلاس	حاضری
ڈاکٹر محمد زبیر عثمانی (چیئرمین)	4	4
ڈاکٹر اعجاز احمد صمدانی (رکن)	4	4
مفتی محمد یحییٰ عاصم (ریزیڈنٹ شریعہ بورڈ رکن)	4	4

آڈیٹرز

موجودہ آڈیٹرز، میسرز KPMG تاثیر ہادی اینڈ کمپنی، چارٹرڈ اکاؤنٹنٹس، ریٹائر ہو رہے ہیں اور دوبارہ تقرری کے اہل ہونے کے ناتے اُنھوں نے سالانہ اجلاسِ عام کے موقع پر اپنی دوبارہ تقرری کی پیشکش کی ہے۔ چنانچہ بورڈ آف ڈائریکٹرز نے، بورڈ آڈٹ کمیٹی کی تجویز پر، میسرز کے پی ایم جی تاثیر ہادی اینڈ کو، چارٹرڈ اکاؤنٹنٹس کے 46.680 ملین روپے کی فیس پر مالی سال 2024ء کے لیے بینک کے آڈیٹرز کے طور پر انتخاب کی سفارش کی ہے، جبکہ دیگر اخراجات اور ٹیکس حقیقی بنیاد پر ادا کیے جائیں گے۔

کارپوریٹ اور مالیاتی رپورٹنگ پر بیان

بورڈ اس بات کے لیے پُرعزم ہے کہ سکیورٹیز اینڈ ایکسچینج کمیشن آف پاکستان کی جانب سے مرتب کردہ کارپوریٹ گورننس کی ضروریات کو پورا کیا جائے اور ڈائریکٹرز یہ رپورٹ پیش کرتے ہوئے خوشی محسوس کرتے ہیں کہ:

a) بینک کی انتظامیہ کی جانب سے تیار کردہ مالیاتی گوشوارے، بینک کے معاملات کی صورتِ حال، انتظامی نتائج، کیش فلوز اور ایکویٹی میں تبدیلی صحیح اور منصفانہ انداز میں پیش کیے گئے ہیں۔

b) بینک کے اکاؤنٹس کی بکس باقاعدہ طور پر برقرار رکھی گئی ہیں۔

c) مالیاتی گوشواروں کی تیاری میں اکاؤنٹنگ پالیسیوں کا یکساں اطلاق کیا گیا ہے اور اکاؤنٹنگ کے تخمینے مناسب اور محتاط اندازے پر مبنی ہیں۔

d) بینک نے مالیاتی گوشواروں کی تیاری میں انٹرنیشنل فنانشل رپورٹنگ اسٹینڈرڈز (جو پاکستان میں بینکوں پر لاگو ہیں) کی پیروی کی ہے اور کہیں بھی مذکورہ معیارات کی خلاف ورزی نہیں کی گئی۔

e) ایک مستقل عمل کے طور پر انٹرنل کنٹرول سسٹم پر موثر انداز میں عمل درآمد کرنے کی کوششیں کی جا رہی ہیں۔ HBL، اسٹیٹ بینک آف پاکستان کی انٹرنل کنٹرول کی ہدایات سمیت انٹرنل کنٹرولز اوور فنانشل رپورٹنگ (ICFR) کی ہدایات اور روڈ میپ پر عمل کرتا ہے۔ بینک نے ICFR کی مینجمنٹ کے لیے فریم ورک تیار کیا ہے۔

f) بینک کے اپنے امور کو جاری رکھنے کی صلاحیت پر کسی قسم کے شکوک و شبہات نہیں ہیں۔

g) لسٹڈ کمپنیز (کوڈ آف کارپوریٹ گورننس) ریگولیشنز، 2019ء (کوڈ) میں بیان کردہ کارپوریٹ گورننس کے بہترین طریقوں سے کسی قسم کا بنیادی انحراف نہیں کیا گیا ہے۔

h) مالیاتی گوشواروں کے سیکشن "گروتھ 2018ء تا 2023ء – مجموعی" میں گزشتہ 6 سالوں کے اہم عملیاتی اور مالیاتی گوشوارے پیش کیے گئے ہیں۔

i) ڈائریکٹرز، CEO، CFO اور کمپنی سیکریٹری نے تصدیق کی ہے کہ وہ اور اُن کے ازواج کسی طرح کے بھی اسٹاک بروکریج کے کاروبار میں شامل نہیں ہیں۔

j) بورڈ کی طرف سے قائم کردہ آڈٹ، ہیومن ریسورس اور ریمونریشن، رِسک مینجمنٹ، IT، کمپلائنس اور کنڈکٹ، ڈویلپمنٹ فنانس، اسٹریٹیجی اِن پُٹ اینڈ مانیٹرنگ اور نامینیشن اینڈ ریمونریشن کمیٹیاں اپنے اختیارات کے مطابق موثر انداز میں کام کر رہی ہیں۔ بورڈ باقاعدگی سے اس سال کے دوران 8 اجلاس کر چکا ہے، جن میں ہر سہ ماہی میں کم از کم ایک اجلاس شامل ہے۔

بورڈ انٹرنل کنٹرولز سے متعلق انتظامیہ کی جانب سے دیے گئے بیان کی توثیق کرتے ہوئے خوشی محسوس کر رہا ہے۔ انٹرنل کنٹرول کا گوشوارہ، ضابطے پر عمل درآمد کا گوشوارہ برائے جائزہ رپورٹ، اور آڈیٹر کی رپورٹس، مالیاتی گوشوارے کے ساتھ منسلک ہیں۔

ایمپلائی ریٹائرمنٹ بینیفٹ فنڈز میں سرمایہ کاریوں کی رقم

31 دسمبر 2023ء کے مطابق بینک کی جانب سے برقرار پروویڈنٹ، پنشن، گریجویٹی اور بینوولنٹ فنڈز میں سرمایہ کاریوں کی رقم، آڈٹ شدہ مالیاتی گوشواروں کی بنیاد پر درج ذیل جدول میں ظاہر کی گئی ہے:

	ملین روپے
ایمپلائز پروویڈنٹ فنڈ	5,159
ایمپلائز پنشن فنڈ	3,873
ایمپلائز گریجویٹی فنڈ	3,346
ایمپلائز بینوولنٹ فنڈز–ایگزیکٹیوز اور افسران	2,133
ایمپلائز بینوولنٹ فنڈز–کلریکل اور نان کلریکل	706

پیٹرن آف شیئر ہولڈنگ

31 دسمبر 2023ء کو پیٹرن آف شیئر ہولڈنگ اور ایگزیکٹیو کی جانب سے بینک کے حصص میں کاروبار، جس کی بورڈ آف ڈائریکٹرز نے ضابطے کے تحت وضاحت کی ہے، ضابطے پر عمل درآمد کرتے ہوئے سالانہ رپورٹ میں دی گئی ہے۔

پیرنٹ کمپنی

جیسا کہ مالیاتی گوشوارے کے نوٹ 1.1 میں بیان کیا گیا ہے، آغا خان فنڈ فار اکنامک ڈویلپمنٹ (AKFED)(S.A، بینک کی پیرنٹ کمپنی ہے اور اس کا رجسٹرڈ دفتر جنیوا، سوئٹزرلینڈ میں ہے۔

تربیتی پروگراموں میں ڈائریکٹرز کی شرکت

ریگولیشنز کے مطابق، تمام ڈائریکٹرز SECP کے منظور شدہ ڈائریکٹرز کے تربیتی پروگرام سے مطلوبہ سند حاصل کر چکے ہیں اور / یا انھیں ایسے تربیتی پروگرام سے استثنا حاصل ہے۔

2023ء میں بورڈ نے دو تربیتی سیشنز میں شرکت کی: اسلامک بینکنگ / شریعہ گورننس؛ اور AML / CFT رسک مینجمنٹ۔ یہ سیشن معروف بیرونی ماہرین نے منعقد کیے۔

بورڈ کی کارکردگی کا جائزہ

HBL کے بورڈ نے اپنے بورڈ اور اس کی کمیٹیوں کے لیے 2022 میں سالانہ جائزے کا انتخاب کیا جو پاکستان انسٹیٹیوٹ آف کارپوریٹ گورننس (PICG) نے 2023ء میں سرانجام دیا۔ جائزے میں بورڈ اور انفرادی دونوں حیثیتوں کے مدِ نظر کارکردگی کا تجزیہ کیا گیا اور بورڈ کے مشمولات، لائحہ عمل اور منصوبہ بندی، بورڈ اور CEO کے اثرات، بورڈ کی معلومات، بورڈ کمیٹیوں، بورڈ کا طرزِ کار اور ضابطوں کی صورتِ حال کا احاطہ کیا گیا۔

بورڈ کے اراکین کی تقرری اور نامزدگی کا طریقہ کار

بینک کے شیئر ہولڈرز 3 سال کی مدت کے لیے ڈائریکٹرز کا انتخاب کرتے ہیں۔ اگر اتفاقی طور پر کوئی جگہ خالی ہو تو بینک کے آرٹیکل آف ایسوسی ایشن اور نافذ العمل قوانین و ضوابط کی روشنی میں بورڈ آف ڈائریکٹرز وہ جگہ پُر کرتے ہیں۔ بورڈ نامینیشن اینڈ ریمونریشن کمیٹی (BNRC) بورڈ اراکین نامزد کرتی ہے۔ ممکنہ امیدوار کی شناخت کے بعد، کمیٹی اپنی ڈیو ڈلیجنس انجام دیتے ہوئے بورڈ کی منظوری کے لیے سفارش بھیجتی ہے۔ تمام ڈائریکٹرز SBP کے فِٹ اینڈ پروپر ٹیسٹ (FPT) معیار پر SBP کی جانب سے منظور کیے جاتے ہیں؛ نیز، جہاں لاگو ہو وہاں آزاد ڈائریکٹرز کے لیے اضافی شرائط بھی ہیں۔

بورڈ اور بورڈ کمیٹیوں کی تشکیل

بورڈ کی تشکیل اور بورڈ کمیٹیوں کی تفصیلات کارپوریٹ گورننس کے ضابطے کے ساتھ اسٹیٹمنٹ آف کمپلائنس میں دی گئیں ہیں۔

اثرات اور کارکردگی میں بہتری کے لیے بورڈ نے درج ذیل کمیٹیاں تشکیل دی ہیں۔ بورڈ کمیٹی، بورڈ کی جانب سے منظور شدہ متعلقہ حوالہ کی شرائط (TORs) کے مطابق کام کرتی ہیں۔ ہر ذیلی کمیٹی کے فرائض کی ایک مختصر وضاحت درج ذیل ہے۔

بورڈ آڈٹ کمیٹی (BAC): BAC بینک کے داخلی کنٹرولز کے کے مضبوط اور موثر نظام کے لیے اعلیٰ سطح پر طرزِ کار کا تعین کرتی ہے۔ کمیٹی آپریشنل کنٹرولز سمیت بینک کے داخلی کنٹرولز کے ماحول، بشمول مالیاتی اور آپریشنل کنٹرولز، اکاؤنٹنگ سسٹمز، اور رپورٹنگ اسٹرکچر کی اہلیت اور افادیت کا جائزہ لیتی ہے۔ کمیٹی بینک کے داخلی آڈٹ فنکشن کی نگرانی اور رسک پر مبنی سالانہ آڈٹ کے منصوبے کی نگرانی کرتی ہے؛ رِسک پر مبنی سالانہ آڈٹ پلان کی پیش رفت کی منظوری اور نگرانی کرتی ہے؛ اور یقینی بناتی ہے کہ انٹرنل آڈٹ کا شعبہ مناسب وسائل رکھتا ہو اور اپنی آزادانہ حالت برقرار رکھنے کے لیے ادارے کے اسٹرکچر میں موزوں مقام رکھتا ہو۔

BAC بورڈ کو منظوری کی درخواست سے پہلے بینک کے مالی بیانات اور اس سے وابستہ امور کا جائزہ بھی لیتی ہے۔ اس عمل کے ایک حصے کے طور پر، کمیٹی بینک کے بیرونی آڈیٹرز سے بھی بات چیت کرتی ہے اور اسٹیٹیوٹری آڈیٹرز کے ساتھ بیرونِ ملک آڈیٹرز کی تقرری کے لیے بھی سفارشات پیش کرتی ہے۔ BAC نئے اکاؤنٹنگ کے معیارات کے اطلاق کی نگرانی کی بھی ذمہ دار ہے، بالخصوص HBL میں IFRS 9 کے اطلاق کے لیے بورڈ نے BAC کو ذمہ داری سونپی ہے۔ اس کے دائرہ کار میں شعبوں کے لیے BAC بورڈ کو منظوری کے لیے پالیسیز پیش کرتی ہے۔

مزید BAC انٹرنل اور ایکسٹرنل شریعہ آڈٹ رپورٹس میں شریعہ بورڈ کے نشاندہی کردہ امور کی درستی اور تعمیل کی بھی نگرانی کرتی ہے۔

بورڈ رسک مینجمنٹ کمیٹی (BRMC): یہ کمیٹی رسک سے متعلق معاملات کی نگرانی اور تجاویز کی ذمہ دار ہے، جس میں بینک کی رسک کی سکت اور انٹرنل کنٹرول سسٹمز کا انتظام شامل ہیں۔ BRMC بینک کی رسک پروفائل کی مناسبت سے اندرونی رسک فریم ورک کی تشکیل اور تکمیل کو یقینی بھی بناتی ہے، سسٹم اور کنٹرولز تشکیل دیتی ہے، اور ایک آزاد، مددگار اور فعال رسک مینجمنٹ کلچر کی ترویج اور بحالی کی ذمہ دار ہے۔ کمیٹی روز افزوں بڑھتے ہوئے خطرات کی شناخت اور تدارک یقینی بنانے کے لیے دور رس نظریہ اختیار کرتی ہے۔

بورڈ ہیومن ریسورس اور ریمونریشن کمیٹی (BHRRC): کمیٹی اہم ہیومن ریسورس اور معاوضہ پالیسیاں تجویز کرتی ہے جس میں بینک میں ملازمت کی اہم شرائط اور فوائد کے ساتھ تمام عملے اور اہم افسران کے لیے پرفارمنس مینجمنٹ اور معاوضے کے منصوبے شامل ہیں۔ اس میں متعلقہ ریگولیٹری تقاضوں اور بہترین طریقوں کی روشنی میں عملے سے متعلق حکمتِ عملی، عملے کی تربیت، پیشہ ورانہ ترقی، ٹیلنٹ مینجمنٹ اور جانشینی کی منصوبہ بندی سے متعلق پالیسیوں کا جائزہ لیا اور تجاویز دی جاتی ہیں۔

بورڈ کمپلائنس اور کنڈکٹ کمیٹی (BCNCC): BCNCC کمپلائنس اور ضابطے کی ثقافت کے نفاذ کا جائزہ لینے میں بورڈ کی مدد کرتی ہے اور بینک بھر میں کمپلائنس پروگرام کے نفاذ سے متعلق گورننس فراہم کرتی ہے۔ یہ کمپلائنس اینڈ کنڈکٹ فنکشن کے منشور کی نگرانی بھی کرتی ہے اور بینک کے کمپلائنس، ریگولیٹری اور کنڈکٹ رِسک کے موثر انتظام کے لیے اس کی استعداد یقینی بناتی ہے۔ BCNCC مقامی اور بین الاقوامی ریگولیٹری حکام کی انسپکشن رپورٹس کا جائزہ لیتی ہے جن میں نشاندہی کردہ مسائل کو حل کرنے کے لیے مقررہ وقت میں انتظامی ایکشن پلان بھی شامل ہیں۔

بورڈ ڈویلپمنٹ فنانس کمیٹی (BDFC): BDFC مثبت ماحولیاتی اور سماجی اثرات پیدا کرکے HBL کے وژن، ایک بینک سے بڑھ کے میں تبدیل کرنے کے لیے تشکیل دیا گیا ہے۔ BDFC ڈیولپمنٹ فنانس چارٹر کے تحت مختلف منصوبوں پر پیش رفت کی نگرانی کرتی ہے جو بینک کے پائیدار ترقی کے ایجنڈا کو آگے بڑھاتے ہیں اور غیر دستاویزی اور ترجیحی شعبوں کے مختلف حصوں کو ویلیو چین میں شامل کرکے سرکلر ایکو سسٹم بنانے پر زور دیتے ہیں۔ BDFC، خاص طور پر دستیاب ٹیکنالوجی کے استعمال؛ مالی خدمات تک رسائی؛ اور ترجیحی شعبوں اور معاشرے میں آگاہی پیدا کرتے ہوئے، مالی شمولیت کو بہتر بنانے کے اقدامات پر اسٹریٹجک ان پٹ فراہم کرتی ہے۔

بورڈ IT کمیٹی (BITC): بورڈ کی IT کمیٹی بینک کے اہم ٹیکنالوجی سرمایہ کاری منصوبوں اور حکمت عملیوں سے متعلق بورڈ کی سفارشات کا جائزہ لیتی ہے، جانچتی ہے اور سفارشات پیش کرتی ہے۔ کمیٹی ٹیکنالوجی کی مد میں خرچ کے فوائد اور منافع کا جائزہ بھی لیتی ہے۔ BITC ڈیجیٹل پیش رفت پر توجہ مرکوز رکھتی ہے تاکہ کسٹمر کی مرکزیت، لاگت میں کمی اور محصولات میں اضافہ کیا جاسکے اور کلاؤڈ سروس اور FinTech کے استعمال کے لیے ہدایات بھی فراہم کرتی ہے۔ اس کے علاوہ، کمیٹی یہ بھی یقینی بناتی ہے کہ بینک کے اندر انفارمیشن سکیورٹی فنکشن کو موثر نگرانی فراہم کی جائے اور انفارمیشن سکیورٹی کی ساخت رسک کی سکت سے ہم آہنگ ہو۔

بورڈ نامنیشن اینڈ ریمونریشن کمیٹی (BNRC): BNRC بینک کی پائدار ترقی کے لیے HBL کے اسٹریٹجک مقاصد اور اقدار کی سپورٹ کے لیے ضروری تصور کیے جانے والے موزوں ڈھانچے، حجم اور مہارتوں کے توازن کی شناخت میں بورڈ کی معاونت کرتی ہے۔ BNRC ریگولیٹری شرائط کے مطابق بورڈ / شیئر ہولڈرز کی کی منظوری کے لیے بورڈ ریمونریشن پالیسی پر غور اور سفارشات بھی فراہم کرتی ہے۔

بورڈ اسٹریٹجی اِن پٹ اینڈ مانیٹرنگ کمیٹی (BSIMC): یہ کمیٹی بینک کی حکمت عملی کے جائزے اور اس کے نفاذ کی نگرانی کے لیے تشکیل دی گئی ہے۔ یہ ابھرتے ہوئے رجحانات، مسابقت اور مارکیٹ ڈیولپمنٹ کے مد نظر ایسے اسٹریٹجک مشورے اور صورتِ حال کا مربوط جائزہ فراہم کرتی ہے کہ بینک موجودہ اور مستقبل میں ابھرنے والے مواقع سے فائدہ اٹھانے کے لیے مناسب پوزیشن میں ہو۔ کمیٹی اپنے اسٹریٹجک منصوبے کے تحت بینک کی پیش رفت اور دیگر اقدامات کی بھی نگرانی کرتی ہے جو HBL کو اس کے اسٹریٹجک طور پر اہم مقامات پر علاقائی مطابقت حاصل کرنے کے قابل بناتے ہیں۔

شریعہ بورڈ کی تقرری اور تشکیل

شریعہ اسکالر کی تقرری کے لیے، مینجمنٹ پہلے SBP فِٹ اینڈ پراپر کرائٹیریا (FAPC) کے مطابق مجوزہ شریعہ بورڈ رُکن کی اسکریننگ کرتی ہے۔ بعد ازاں، اسے منظوری کے لیے HBL بورڈ آف ڈائریکٹرز کے پاس بھیجا جاتا ہے جس کے بعد اسے پُر FAPC فارم اور بورڈ کی منظوری نیز معاون دستاویزات کے ساتھ SBP میں جمع کروایا جاتا ہے۔ SBP کی جانب سے کلیئرنس ملنے کے بعد، مینجمنٹ شریعہ بورڈ کے رکن سے رابطہ کرتی ہے، معاہدہ کرتی ہے اور SBP کو اطلاع دیتی ہے۔ ہر شریعہ بورڈ ممبر صرف ایک کمرشل بینک کے لیے وقف ہے۔ HBL کا شریعہ بورڈ تین اراکین پر مشتمل ہے۔

ڈاکٹر محمد زبیر عثمانی، شریعہ بورڈ کے سب سے تجربہ کار رکن اور شریعہ بورڈ کے چیئرمین ہیں۔ اُنھوں نے اپنا تخصص فی الافتاء (اسلامی فقہ) اور شہادۃ العالمیہ جامعہ دارالعلوم، کراچی سے مکمل کیا۔ آپ جامعہ کراچی سے اسلامک فنانس میں پی ایچ ڈی اور بین الاقوامی تعلقات میں ماسٹرز کی ڈگری بھی رکھتے ہیں۔ آپ 1999ء سے بینکاری اور مالی خدمات کے شعبے سے وابستہ ہیں اور مقامی اور بین الاقوامی سطح پر متعدد مالیاتی اداروں کو شرعی مشاورت کی خدمات فراہم کر چکے ہیں۔ آپ نے اسٹیٹ بینک آف پاکستان کے شریعہ بورڈ کے رُکن کی حیثیت سے اور یونائیٹڈ بینک لمیٹڈ اور حبیب میٹروپولیٹن بینک لمیٹڈ کے شریعہ بورڈز میں چیئرمین کی حیثیت سے بھی خدمات انجام دی ہیں۔

ڈاکٹر اعجاز احمد صمدانی ممتاز شریعہ اسکالر ہیں۔ آپ نے تخصص فی الافتاء (اسلامی فقہ) اور شہادۃ العالمیہ کی اسلامی تعلیم جامعہ دارالعلوم، کراچی سے حاصل کی۔ آپ جامعہ کراچی سے اسلامک اسٹڈیز اور غرر (عدم یقین) پر پی ایچ ڈی ہیں، بہاؤالدین زکریا یونیورسٹی سے اسلامک اسٹڈیز میں ماسٹرز اور سندھ مسلم گورنمنٹ کالج سے LLB کی اسناد بھی رکھتے ہیں۔ آپ 2004ء سے بینکاری اور مالیاتی خدمات کے شعبے سے وابستہ ہیں اور متعدد مقامی اور عالمی مالیاتی اداروں کو شرعی مشاورت کی خدمات فراہم کر چکے ہیں۔ HBL اسلامک کے علاوہ، آپ مالدیپ اسلامک بینک کے شریعہ بورڈ میں چیئرمین اور MCB–عارف حبیب الحمرا اسلامک فنڈز کے شریعہ سپروائزری بورڈ میں رکن کی حیثیت سے بھی خدمات انجام دے رہے ہیں۔ آپ یونائیٹڈ بینک لمیٹڈ اور بینک آف پنجاب کے شریعہ بورڈ میں رکن، جبکہ الفلاح GHP اسلامک فنڈ کے شریعہ ایڈوائزر بھی رہ چکے ہیں۔

مفتی محمد یحییٰ عاصم نے تخصص فی الافتاء (اسلامی فقہ) اور شہادۃ العالمیہ کی دینی تعلیم جامعہ دارالعلوم، کراچی سے حاصل کی۔ آپ بین الاقوامی تعلقات، عربی اور اسلامک اسٹڈیز میں ماسٹرز کی ڈگری بھی رکھتے ہیں۔ آپ اس وقت جامعہ کراچی سے پی ایچ ڈی کر رہے ہیں۔ آپ اسلامی بینکاری اور مالیاتی خدمات کے شعبے سے 2004ء سے وابستہ ہیں اور HBL، حبیب میٹروپولیٹن بینک، اٹلس ایسیٹ مینجمنٹ، HBL ایسیٹ مینجمنٹ، TPL وِنڈو تکافل کو شرعی مشاورت کی خدمات فراہم کر چکے ہیں۔ آپ 2008ء سے HBL سے وابستہ ہیں اور فی الحال HBL شریعہ بورڈ کے ریزیڈنٹ شریعہ بورڈ رُکن کے طور پر کام کر رہے ہیں۔

شریعہ بورڈ (SB) کے حوالے کی شرائط SBP کے جاری کردہ شریعہ گورننس فریم وَرک کے مطابق ہیں۔ ان میں، دیگر اُمور کے ساتھ ساتھ، درج ذیل شامل ہیں:

- شریعہ بورڈ کو HBL کے شریعہ سے متعلق تمام معاملات پر غور، فیصلے اور نگرانی کا اختیار دیا گیا ہے۔ بینک، شریعہ بورڈ کی تمام آرا، فیصلے اور فتاویٰ کا پابند ہو گا جبکہ شریعہ بورڈ شریعہ سے متعلق اپنے تمام فیصلوں کا ذمہ دار اور جواب دہ ہو گا۔
- شریعہ بورڈ HBL اسلامک بینکنگ کے آپریشنز کے تمام شعبوں کے لیے جامع شریعہ کمپلائنس فریم وَرک کی تیاری یقینی بنائے گا۔ HBL اسلامک بینکنگ کی پیش کردہ تمام مصنوعات یا خدمات کے لیے شریعہ بورڈ کی پیشگی منظوری درکار ہو گی۔
- شریعہ بورڈ تمام پروسیجر منیول، پروڈکٹ پروگرامز / اسٹرکچرز، پروسیس فلوز، متعلقہ معاہدے، مارکیٹنگ ایڈورٹائزمنٹ، سیلز اسٹریشن اور بروشرز کی منظوری دے گا تاکہ یہ شرعی اصولوں کے مطابق ہوں۔

ڈائریکٹرز کا معاوضہ

بینک کے شیئر ہولڈرز کی جانب سے منظور کردہ بورڈ ریمونریشن پالیسی اسٹیٹ بینک کے کارپوریٹ گورننس ریگولیٹری فریم ورک کی جانب سے مقررہ شرائط کے مطابق ہے۔ 2023ء کے دوران بورڈ نے بورڈ ریمونریشن پالیسی میں کچھ ترامیم کی منظوری دی جو آئندہ سالانہ جنرل میٹنگ میں منظوری کے لیے شیئر ہولڈرز کے سامنے رکھی جائیں گی۔

ڈائریکٹرز کو مجموعی اداشدہ فیس اور CEO کو ادا کردہ معاوضے کی تفصیلات مجموعی مالیاتی رپورٹ کے نوٹ 39.1 اور 39.2 میں ظاہر کی گئی ہیں۔

شریعہ بورڈ کے اراکین کا معاوضہ

ہیڈ، اسلامک بینکنگ شریعہ بورڈ کے اراکین کا معاوضہ انڈسٹری پریکٹس کی بنیاد پر صدر کو تجویز کرتا ہے۔ صدر کی منظوری کے بعد، اسے ہیڈ HR کو بھیجا جاتا ہے تاکہ وہ بورڈ ہیومن ریسورس اور ریمونریشن کمیٹی کو سفارش کر سکے۔ کمیٹی شریعہ بورڈ کے اراکین کے معاوضے کا جائزہ لیتی ہے اور اسے منظوری کے لیے بورڈ آف ڈائریکٹرز کے پاس بھیجتی ہے۔

بورڈ آف ڈائریکٹرز کی جانب سے منظوری کے مطابق، شریعہ بورڈ اراکین کا موجودہ ماہانہ معاوضہ بالترتیب چیئرمین شریعہ بورڈ، ممبر شریعہ بورڈ اور ریذیڈنٹ شریعہ بورڈ ممبر کے لیے 950,000 روپے، 900,000 روپے اور 800,000 روپے ہے۔ ریذیڈنٹ شریعہ بورڈ ممبر کار الاؤنس کے بھی اہل ہوں گے۔

اپنی ملازمت کے معاہدے کی رو سے شریعہ بورڈ ممبر بینک کی ٹریول پالیسی کے مطابق ٹریول الاؤنس اور روزانہ الاؤنس کے اہل ہوں گے۔

شریعہ بورڈ کے اراکین کو ادا کردہ فیس کی تفصیلات مجموعی مالیاتی رپورٹ کے نوٹ 39.3 میں ظاہر کی گئی ہیں۔

اظہارِ تشکر

بورڈ اور انتظامیہ کی جانب سے ہم اپنے ریگولیٹرز اور حکومت پاکستان، بالخصوص اسٹیٹ بینک آف پاکستان، وزارتِ مالیات اور سکیورٹیز اینڈ ایکسچینج کمیشن آف پاکستان کی کاوشوں کا اعتراف کرتے ہیں۔ اس غیر معمولی وقت میں، انہوں نے ایسی پالیسیاں بنائیں اور اقدامات کیے جو مصلحت اندیش اور متوازن ہیں، معیشت، کسٹمرز اور پاکستان کے عوام کی حفاظت کرتے ہیں، اور بینکنگ اور فنانشل سروسز انڈسٹری کی سالمیت اور بہتری کا تحفظ بھی کرتے ہیں۔

ہم اپنے صارفین کے احسان مند ہیں جن میں سے کئی نسلوں سے ہمارے ساتھ منسلک ہیں اور اپنے کاروبار اور اعتماد کے ذریعے اپنا بھروسا جاری رکھے ہوئے ہیں۔ ہمارے حصص یافتگان نے ثابت قدمی سے ہمارا ساتھ دیا اور اس کے ساتھ ہم تمام اسٹیک ہولڈرز کے انتہائی شکر گزار ہیں۔ بورڈ اور انتظامیہ گورننس کے اعلیٰ ترین معیارات برقرار رکھنے کے لیے پُرعزم ہے اور ہم اپنے اسٹیک ہولڈرز کو یقین دلاتے ہیں کہ اس خطے میں ہم اپنی کاروباری صنعت میں عروج پر ہوں گے۔

آخر میں، ہم اپنے تمام ملازمین اور اُن کے اہلِ خانہ، بالخصوص کسٹمر کا سامنا کرنے والے یونٹس اور برانچوں میں موجود عملے کے تہِ دل سے شکر گزار ہیں، جو ہمارے کسٹمرز کی ضروریات کی تکمیل یقینی بنانے کے لیے اپنے اخراجات پر بھی اضافی کام کرنے سے گریز نہیں کرتے۔ یہ ہمارے ہیرو اور ہیروئن ہیں اور ہم اُن کے عزم اور انتھک محنت کے لیے انہیں خراجِ تحسین پیش کرتے ہیں۔

منجانب بورڈ

محمد اورنگزیب
صدر اور چیف ایگزیکٹو آفیسر

معیز احمد جمال
ڈائریکٹر

23 فروری، 2024ء

Annual Statement on Internal Controls 2023

A strong internal control system consists of a comprehensive framework, along with robust processes, effective communication and a resilient monitoring mechanism, which are all designed to work in tandem to timely mitigate the risk of control failures and of not meeting the objectives of the Bank. It is the responsibility of the Bank's management to establish such a robust internal control system that facilitates effective and efficient operations in a well-controlled environment.

The management of the Bank has accordingly implemented an internal controls system, approved by the Board of Directors (BoD), to achieve effective and efficient operations, safeguard the Bank's assets, comply with applicable laws and regulations and ensure the reliability of financial reporting. However, even a well-designed system of internal controls has inherent limitations and therefore can only provide reasonable but not absolute assurance regarding the adequacy and effectiveness of controls. Internal controls also require continuous review and improvement to align them with the evolving environment and to safeguard against emerging risks. The Bank increasingly relies on the use of advanced technology, including data analytics and Robotics Process Automation, to improve operating efficiencies, increase scalability and further strengthen the control environment.

The Bank's internal control structure comprises of different levels of monitoring activities. The Bank follows the "three lines of defense" model, with the first line comprising of front office, customer-facing and enabling functions, the second line being Compliance, Risk and other control functions and the third line of defense being the Internal Audit (IA) function.

The first line's role is to ensure that business risks are properly identified and mitigated, while ensuring that controls are operating effectively and corrective actions are implemented promptly. The second line's role is to conduct end-to-end reviews of processes, identify gaps and ensure that timely remedial action is taken for rectification of such gaps. The second line, as part of its governance responsibilities, also sets policies and defines risk tolerance levels. The third line of defense provides independent assurance on the adequacy and effectiveness of the control environment.

The Global Compliance & Conduct (GCC) function's role is to strengthen the compliance environment and manage compliance risk across the Bank by enabling compliance with applicable laws, regulations, guidelines and internal policies and procedures. GCC is also responsible for advising on, and overseeing, the implementation of regulatory requirements and related policies, including financial crime compliance management. Accordingly, GCC in liaison with the business, identifies, assesses, monitors and reports compliance risk through regulatory themed Risk & Control Self-Assessments (RCSAs). A comprehensive regulatory repository management process has been implemented for ensuring the adequate design and effectiveness of controls around regulatory requirements. GCC has also implemented robotics solutions for enhanced monitoring and management of financial crime-related processes. As part of integrating values-driven behaviors the Bank is expanding its Conduct & Culture framework.

A Shariah Board (SB), established by the BoD, ensures a strong governance framework for the Bank's Islamic Banking business. The Shariah Compliance Department works under the direct supervision of the SB and conducts Shariah reviews on a sample basis, to monitor compliance with the SB guidelines and the Shariah standards adopted by the SBP.

The Board Risk Management Committee provides strategic guidance as per the Bank's Risk Management Framework. The Management Risk Committee is responsible for the development and implementation of risk-related policies and for monitoring the risks arising out of the various activities of the Bank, to embed effective risk management and a strong risk management culture. The Enterprise Risk Management function has created an Integrated Risk & Control Repository (IRCR) covering the spectrum of risks faced by the Bank and their mitigating controls. This is being used by the Bank to evaluate the operating effectiveness of controls, identify exceptions and report the same at an appropriate level, thus enhancing the control environment.

The Compliance Committee of Management (CCM) and the Controls Committee (CC), both chaired by the President, monitor, review and provide oversight on regulatory and control related matters at the enterprise level, to ensure that control observations and emerging risks are highlighted appropriately. Accordingly, for identified gaps, management's remediation plans are reviewed and monitored by the respective committee to ensure that these gaps are addressed in a timely and effective manner. The Board Compliance & Conduct Committee (BCNCC) assists the Board in overseeing the implementation of a compliance and conduct culture and provides governance over the implementation of a bank-wide compliance program. It also monitors the GCC function's mandate and ensures its capabilities to effectively manage the Bank's compliance and regulatory risks. The BCNCC reviews inspection reports from domestic and international regulatory authorities including time-bound management action plans to remediate identified issues.

The Board Audit Committee (BAC) oversees the implementation of internal controls to ensure that any identified risks are mitigated to safeguard the interest of the Bank. IA provides independent assurance by conducting risk-based audits of activities and processes to evaluate the adequacy and effectiveness of the control environment, serving as the third line of defense. IA also applies advanced technology-based auditing techniques to enhance the risk-based auditing approach. IA has unrestricted access to the BAC which approves the annual internal audit plan for the Bank, including Shariah operations and monitors its progress and implementation. All significant findings of IA and External Audit, with agreed management action plans and timelines, are reported to the BAC. IA tracks closure of all findings through validation of these agreed management actions and the status is regularly reported at the CC and the BAC. Considering the rapidly changing economic and operating environment, IA carries out several risk-based thematic reviews annually, to provide insights on governance and enhance the overall control environment of the Bank. The Bank periodically engages external specialized consultants to carry out independent quality assurance reviews, to assess the professional capacity and effectiveness of its IA function.

The Bank has also established a comprehensive Internal Controls over Financial Reporting (ICFR) Framework. The Bank's External Auditors are engaged annually to provide a Long Form Report (LFR) on ICFR, which is presented to the BAC, along with the progress on rectification of identified issues. The Bank has conducted testing of financial reporting controls to ensure the effectiveness of ICFR throughout the year. All the deficiencies identified are procedural and are not expected to have a material impact on financial reporting. These are remediated forthwith.

Based on the results achieved from the ongoing testing of internal controls, and from audits conducted during the year 2023, management considers that the Bank's existing system of internal controls, including ICFR, is adequate and has been effectively implemented and monitored. To augment the overall control environment, the management continues to identify areas for process improvement.

The Board of Directors has duly endorsed management's evaluation of internal controls, including ICFR, in the Directors' Report.

Rayomond Kotwal
Chief Financial Officer

Armughan Ahmed Kausar
Chief Compliance Officer

Muhammad Farhanullah Khan
Chief Internal Auditor

Muhammad Nassir Salim
Chief Operating Officer

Tariq Masaud
Chief Risk Officer

Independent Auditor's Review Report

To the members of Habib Bank Limited

Review Report on Statement of Compliance contained in Listed Companies (Code of Corporate Governance) Regulations, 2019

We have reviewed the enclosed Statement of Compliance with the Listed Companies (Code of Corporate Governance) Regulations, 2019 ("the Regulations") prepared by the Board of Directors of **Habib Bank Limited** ("the Bank") for the year ended December 31, 2023, in accordance with the requirements of regulation 36 of the Regulations.

The responsibility for compliance with the Regulations is that of the Board of Directors of the Bank. Our responsibility is to review whether the Statement of Compliance reflects the status of the Bank's compliance with the provisions of the Regulations and report if it does not and to highlight any non-compliance with the requirements of the Regulations. A review is limited primarily to inquiries of the Bank's personnel and review of various documents prepared by the Bank to comply with the Regulations.

As part of our audit of the financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board of Directors' statement on internal control covers all risks and controls or to form an opinion on the effectiveness of such internal controls, the Bank's corporate governance procedures and risks.

The Regulations require the Bank to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval, its related party transactions. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee.

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Bank's compliance, in all material respects, with the requirements contained in the Regulations as applicable to the Bank for the year ended December 31, 2023.

Date: February 26, 2024

Karachi

UDIN: CR202310201cwCvkl3xz

KPMG Taseer Hadi & Co.
Chartered Accountants
Amyn Pirani

Statement of Compliance

with Listed Companies (Code of Corporate Governance) Regulations, 2019
For the year ended December 31, 2023

Habib Bank Limited (hereinafter referred to as 'the Bank') has complied with the requirements of the Listed Companies (Code of Corporate Governance) Regulations, 2019 ("the Regulations") for the year ended December 31, 2023 in the following manner:

1. The total number of Directors is 8 as shown in the following table:

	Category	Number of Directors
a.	Male Directors*	7
b.	Female Director	1

**including President & CEO, who is a Deemed Director under section 188 of the Companies Act, 2017*

2. The composition of the Board of Directors is as follows:

Category	Name of Directors
Independent Directors	Mr. Salim Raza Ms. Saba Kamal Mr. Khaleel Ahmed
Non-Executive Directors	Mr. Sultan Ali Allana Mr. Shaffiq Dharamshi Mr. Moez Ahamed Jamal Dr. Najeeb Samie
Executive Director	Mr. Muhammad Aurangzeb (President & Chief Executive Officer)
Female Director	Ms. Saba Kamal

3. The Directors have confirmed that none of them is serving as a director on more than seven (7) listed companies, including the Bank.

4. The Bank has prepared a 'Code of Conduct' and has ensured that appropriate steps have been taken to disseminate it throughout the Bank along with its supporting policies and procedures.

5. The Board has approved a Vision / Mission statement, overall corporate strategy and significant policies of the Bank. The Board has ensured that complete record of particulars of the significant policies along with their date of approval or updating is maintained by the Bank.

6. All the powers of the Board have been duly exercised and decisions on relevant matters have been taken by the Board / shareholders as empowered by the relevant provisions of the Companies Act, 2017 ("the Act") and the Regulations.

7. The meetings of the Board were presided over by the Chairman of the Board and the Board has complied with the requirements of the Act and the Regulations with respect to frequency, recording and circulating minutes of meetings of the Board.

8. The Board have a formal policy and transparent procedures for remuneration of directors in accordance with the Act and the Regulations of SECP and SBP.

9. All Directors have either obtained required certification of SECP approved Directors' Training Programs (DTP) and/or stand exempted from such training, in accordance with the Regulations.

10. The Board has approved appointment of the Chief Financial Officer, the Company Secretary and the Head of Internal Audit, including their remuneration and terms and conditions of employment and complied with the relevant requirements of the Regulations.

11. The Chief Financial Officer and the Chief Executive Officer duly endorsed the financial statements before the approval of the Board.

12. The Board has the following committees as of December 31, 2023 comprising of the members listed against each committee:

Name of Committee	Composition
a) Board Audit Committee (BAC)	1. Mr. Khaleel Ahmed, Chairman 2. Mr. Moez Ahamed Jamal, Member 3. Dr. Najeeb Samie, Member
b) Board Compliance and Conduct Committee (BCNC)	1. Mr. Moez Ahamed Jamal, Chairman 2. Mr. Shaffiq Dharamshi, Member 3. Mr. Khaleel Ahmed, Member
c) Board Development Finance Committee (BDFC)	1. Mr. Salim Raza, Chairman 2. Mr. Khaleel Ahmed, Member 3. Ms. Saba Kamal, Member 4. Mr. Muhammad Aurangzeb, Member
d) Board Human Resource & Remuneration Committee (BHR&RC)	1. Mr. Khaleel Ahmed, Chairman 2. Mr. Sultan Ali Allana, Member 3. Dr. Najeeb Samie, Member 4. Mr. Shaffiq Dharamshi, Member
e) Board IT Committee (BITC)	1. Ms. Saba Kamal, Chairperson 2. Mr. Moez Ahamed Jamal, Member 3. Mr. Salim Raza, Member
f) Board Risk Management Committee (BRMC)	1. Mr. Salim Raza, Chairman 2. Mr. Shaffiq Dharamshi, Member 3. Mr. Muhammad Aurangzeb, Member
g) Board Nomination and Remuneration Committee (BNRC)	1. Mr. Salim Raza, Chairman 2. Dr. Najeeb Samie, Member 3. Mr. Moez Ahamed Jamal, Member 4. Mr. Shaffiq Dharamshi, Member
h) Board Strategy Input & Monitoring Committee (BSIMC)	1. Mr. Sultan Ali Allana, Chairman 2. Mr. Moez Ahamed Jamal, Member 3. Dr. Najeeb Samie, Member 4. Ms. Saba Kamal, Member 5. Mr. Muhammad Aurangzeb, Member

13. The Terms of Reference of the aforesaid committees have been prepared, documented and advised to the committees for compliance.

14. The number of meetings of the Board Committees held during the year were, as per the following table:

Name of Committee	Number of Meetings
a) Board Audit Committee	6
b) Board Compliance and Conduct Committee	6
c) Board Development Finance Committee	4
d) Board Human Resource & Remuneration Committee	4
e) Board IT Committee	4
f) Board Risk Management Committee	6
g) Board Nomination and Remuneration Committee	2
h) Board Strategy Input & Monitoring Committee	5

15. The Board has set up an effective Internal Audit function. The Internal Auditors are conversant with the policies and procedures of the Bank and are considered suitably qualified and experienced for the purpose.

16. The Statutory Auditors of the Bank have confirmed that they have been given a satisfactory rating under the quality control review program of the Institute of Chartered Accountants of Pakistan (ICAP) and are registered with the Audit Oversight Board of Pakistan, that they and all their partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the Institute of Chartered Accountants of Pakistan and that they and the partners of the firm involved in the audit are not a close relative (spouse, parent, dependent and non-dependent children) of the chief executive officer, chief financial officer, head of internal audit, company secretary or director of the company.

17. The Statutory Auditors or the persons associated with them have not been appointed to provide other services except in accordance with the Companies Act, 2017, the regulations or any other regulatory requirement and the auditors have confirmed that they have observed IFAC guidelines in this regard.

18. We confirm that all requirements of regulations 3, 6, 7, 8, 27, 32, 33 and 36 of the Regulations have been complied with.

Muhammad Aurangzeb
President & CEO

Sultan Ali Allana
Chairman

Date: February 23, 2024

Shariah Board Report 2023

For the year ended December 31, 2023
Presented to the Board of Directors

الحمدللّٰہ رب العالمین، والصلاۃ والسلام علیٰ اشرف الأنبیاء والمرسلین،
و علی آ لہ واصحابہ اجمعین، و بعد

By the grace of Allah Almighty, HBL Islamic Banking "(HBL-IB)" achieved remarkable progress in 2023, driven by a strategic focus on customer centricity, technology, geographic expansion, and financial inclusion. This performance demonstrates management's commitment to provide Shariah compliant banking solutions accessible to customers across urban and rural communities. Under the branch conversion strategy, the HBL-IB branch network expanded by 39% with the addition of 114 branches in both urban and rural areas, bringing the total Islamic branch network to 408. This initiative strengthened HBL-IB's position as a leading provider of Shariah-compliant banking solutions in the banking industry.

Board of Directors and Executive Management:
The Board of Directors "(BOD)" and the Management is obligated to ensure that the operations of HBL-IB are conducted in a manner that complies with Shariah principles. The BOD met with the Shariah Board twice in the year for a detailed briefing on the Shari'ah compliance environment of HBL. The BOD and the Management's continuing support for Islamic Banking, empowered the Shariah Board to maintain an overall acceptable Shariah compliance environment in HBL-IB. We thank and acknowledge the commitment of the BOD and the Management on implementation of Shariah Board's instructions and guidance to maintain a Shariah compliant environment.

Shariah Board:
During the year, the Shariah Board conducted multiple discussions apart from required quarterly meetings. The Shariah Board reviewed and approved the following:

a. Policies and procedures, new products/renewals of existing products, transaction structures, Shariah queries, process flows, business and marketing material, etc.

b. Shariah Compliance review reports and Internal/External Shariah Audit Reports.

Additionally, to ensure Shariah compliant environment in HBL-IB, Shariah Board visited newly opened branches and other support functions.

Shariah Compliance Department:
HBL-IB has a dedicated Shariah Compliance Department "(SCD)" working under the guidance of the Shariah Board to ensure that all policies, products, processes, and procedures are compliant with the Shariah principles, and Accounting and Auditing Organization for Islamic Financial Institutions (AAOIFI) standards. The SCD team comprises of experienced professionals, including a Shariah scholar, who are committed to maintain the Shariah compliance environment of HBL. SCD remained engaged in the post-disbursement Shariah reviews of the financing portfolio to ensure compliance with Shariah principles and Shariah Board approved guidelines. SCD also presented the Shariah Reviews and the Internal Shariah Audit report in the quarterly Shariah Board meetings for review.

Training and Awareness sessions:
Recognizing the critical role of skilled human resources in supporting network expansion, the Management imparted a comprehensive 5-day training program through the Learning and Development Centre. This initiative aimed to equip staff with the latest developments and knowledge in Islamic banking products and services. The training sessions encompassed the spectrum of Islamic banking, from fundamental Shariah principles to specialized products like low-cost housing, Prestige banking, and trade finance. Over 5,900 staff across branches, windows, and support departments were successfully equipped with the essential knowledge of Shariah and Islamic Banking products to assist the Bank's customers effectively. Furthermore, the Management organized five Islamic Banking awareness sessions in major cities led by Shariah Board members. These sessions addressed common misconceptions, clarified customer concerns, and provided informative answers to their queries. This initiative promoted transparency and fostered trust among potential customers of HBL.

Charity:
As per the HBL's approved Charity policy, a separate remunerative Charity Fund account is maintained for charity collections. During the year 2023, an amount of PKR 44.803 million was collected as Charity from the customer in lieu of delay in payments against financing facility /locker rents. The Charity Fund was utilized in line with the HBL's approved Charity policy for charitable

and social welfare purposes. An amount of PKR 63 million was disbursed to the health sector. Details of the Charity Fund account is as under:

	(PKR in 000)
Opening Balance	25,121
Charity collected during the year 2023	44,803
Profit credited	3,654
Charity amount disbursed	63,000
Closing Balance	10,578

(Refer to note 7 of Annexure I to the consolidated financial statements)

Shariah Opinion:

Based on Shariah compliance reviews of both local/international locations, External and Internal Shariah Audit reports, and explanations given by the management, the Shariah Board is of the view that overall:

i. HBL-IB has complied with Shariah rules and principles in the light of Fatawa, rulings, and guidelines issued by the Shariah Board.
ii. HBL-IB has complied with directives, regulations, instructions, and guidelines related to Shariah compliance issued by the State Bank of Pakistan "(SBP)" in accordance with the rulings of SBP's Shariah Board.
iii. HBL-IB has a mechanism in place to ensure Shariah compliance in its operations.
iv. HBL-IB has placed a satisfactory system to ensure that any earnings realized from sources or by means prohibited by Shariah have been credited to the Charity Fund account. HBL-IB has a well-defined system in place to utilize the charity properly.
v. HBL-IB has complied with the SBP instructions on profit and loss distribution and pool management.
vi. HBL-IB has satisfactory level of awareness, capacity, and sensitization of the staff, management, and the BOD in appreciating the importance of Shariah compliance in the products and processes of the Bank.
vii. Shariah Board has been provided adequate resources enabling it to discharge its duties effectively.

Recommendations:

The opinion formed, in the light of the Shariah reviews by SCD/ Internal/External Shariah Audit reports of domestic operations, international locations' Shariah Advisor report, and considering branch conversion strategy, we have the following recommendations for management's consideration:

- **Branch Conversion Plan:** The branch conversion plan should summarize the conversion process for each asset and liability category, including the transition plan of all existing asset and liability products to Shariah-compliant models.
- **Technology and Infrastructure:** An efficient core banking system is essential to address the unique features of Islamic financing products. Therefore, system related issues should be prioritized for smooth functioning of Islamic Banking products and services.
- **Shariah Compliance Environment:** To foster a robust and effective Shariah governance framework, HBL-IB is encouraged to introduce a culture of accountability for Shariah compliance across all its operations. This would involve proactively promoting adherence to Shariah principles and establishing clear consequences for non-compliance.
- **Risk Mitigation through Takaful:** Recognizing that conventional insurance does not fulfill Shariah requirements, whereas Takaful presents a compelling alternative to conventional insurance. It is encouraged to educate HBL's clients to align with the Islamic alternative as it offers a wide range of coverage options.

Staff Benefits:

- **Islamic finance**: Explore the feasibility for the availability of Islamic staff housing and auto finance options across the board to address the staff needs.
- **Investment of staff Funds:** The Bank may explore options for investing of staff funds in Shariah-compliant avenues. Additionally, medical, life, and accidental risks cover through Takaful.
- **Training and Development**.
  Islamic banking's success depends on a skilled workforce. Shariah review of branch and support functions, reveals understanding gap of Shariah principles for Islamic banking products. To bridge this gap, tailored in-person training programs are essential to cater to the unique requirements of different Islamic products / segments. Further, to maximize the impact of these initiatives, management should consider tying them directly to key performance indicators.

May Almighty Allah (Subhanahu Wata'ala) help us to practice Islamic Banking in its true spirit.

Mufti Muhammad Yahya Asim	**Dr. Ejaz Ahmed Samadani**	**Dr. Muhammad Zubair Usmani**
Resident Shariah Board Member	**Member - Shariah Board**	**Chairman - Shariah Board**

Date: February 23, 2024

شریعہ بورڈ رپورٹ

31 دسمبر 2023ء کو ختم ہونے والے سال کے لئے بورڈ آف ڈائریکٹرز کو پیش کی جارہی ہے۔

الحمدللہ رب العالمین، والصلاۃ والسلام علیٰ اشرف الأنبیاء والمرسلین،

وعلی آلہ واصحابہ اجمعین، وبعد

اللہ تعالی کے فضل و کرم سے ایچ بی ایل اسلامک بینکنگ کی 2023 کی حکمت عملی کے تحت کسٹمرز کی بہترین خدمت، ٹیکنالوجی، جغرافیائی توسیع اور مالی شمولیت توجہ کا مرکز رہے۔ منیجمنٹ کی یہ کارکردگی ان کے اس پختہ عزم کو ظاہر کرتی ہے کہ شریعہ کمپلائنٹ بینکنگ کی رسائی پورے ملک میں بشمول دیہاتوں اور شہروں تک ہو سکے۔ ایچ بی ایل اسلامک بینکنگ کی برانچ کنورژن حکمت عملی کے تحت اسلامی بینکنگ میں 114 برانچوں کا اضافہ شہری اور دیہی علاقوں میں ہونے سے 408 برانچوں تک ہو گیا، یہ اضافہ 39 فیصد ہے۔

اس اقدام سے اسلامک بینکنگ انڈسٹری میں ایچ بی ایل کی حیثیت ایک شریعہ کمپلائنٹ بینکنگ خدمات فراہم کرنے والے کے طور پر معروف اور مستحکم ہوئی۔

بورڈ آف ڈائریکٹرز اور ایگزیکٹو مینجمنٹ:

بورڈ آف ڈائریکٹرز اور انتظامیہ نے اس بات کو یقینی بنایا کہ ایچ بی ایل اسلامک بینکنگ کے آپریشنز شرعی اصولوں کے مطابق ہوں۔ اسلامک بینکنگ ہمیشہ سے بورڈ آف ڈائریکٹرز اور مینیجمنٹ کی ترجیح رہی اور شریعہ بورڈ کو بااختیار بنایا تاکہ اسلامک بینکنگ کے شرعی امور کی شرعی تعمیل کو یقینی بنایا جائے۔ اس سلسلے میں بورڈ آف ڈائریکٹرز نے شریعہ بورڈ سے سال میں دوبار ملاقات کی تاکہ اسلامک بینکنگ کے شرعی ماحول کو مجموعی طور پر قابلِ قبول بنایا جاسکے۔ شریعہ بورڈ، انتظامیہ اور بورڈ آف ڈائریکٹرز کا شریعہ بورڈ کی ہدایات کو قابل عمل بنانے اور شرعی ماحول کو برقرار رکھنے پر ان کا شکریہ ادا کرتا ہے۔

شریعہ بورڈ

سال کے دوران، شریعہ بورڈ نے اپنے معمول کے سہ ماہی اجلاسوں کے علاوہ اور بھی کئی اجلاس کیے، جن میں مندرجہ ذیل اُمور کا جائزہ لیتے ہوئے باہمی مشاورت سے منظوری دی:

1. پالیسیاں اور طریقہ کار، نئی پروڈکٹس / موجودہ پروڈکٹس کی تجدید، ٹرانزیکشن اسٹرکچر، شرعی سوالات، پروسیس فلوز، بزنس اور مارکیٹنگ مواد، وغیرہ
2. شریعہ کمپلائنس ریویو رپورٹس اور داخلی / بیرونی شریعہ آڈٹ رپورٹس۔

مزید یہ کہ ایچ بی ایل اسلامک بینکنگ میں شریعت کے مطابق ماحول کی نگرانی و تصدیق کرنے کے لیے شریعہ بورڈ نے نئی کھولی گئی برانچوں اور دیگر سپورٹ فنکشنز کا دورہ کیا۔

شریعہ کمپلائنس ڈپارٹمنٹ

شریعہ بورڈ کی رہنمائی میں، ایچ بی ایل اسلامک بینکنگ کا شریعہ کمپلائنس ڈیپارٹمنٹ تجربہ کار پیشہ وارانہ ٹیم بشمول شریعہ اسکالر اس بات کو یقینی بناتے ہیں کہ تمام پالیسیاں، پروڈکٹس، پروسیس فلوز اور طریقہ کار شرعی اصولوں اور اکاؤنٹنگ اینڈ آڈیٹنگ آرگنائزیشن برائے اسلامی مالیاتی ادارے (AAOFI) کے معیارات کے مطابق ہوں اور اسلامک بینکنگ کے شرعی ماحول کو برقرار رکھنے کے لئے پر عزم ہیں۔ نیز شریعہ کمپلائنس ڈپارٹمنٹ بینک کے فنانسنگ پورٹ فولیو کے شرعی جائزے کی تصدیق شرعی اصولوں اور شریعہ بورڈ کی دی گئی ہدایات کے مطابق کرتا ہے اور اس کی رپورٹ شریعہ بورڈ کی سہ ماہی اجلاسوں میں پیش کرتا ہے۔

تربیت اور آگاہی سیشن:

اسلامی بینکنگ نیٹ ورک کی توسیع میں ماہر تجربہ کار افراد کی اہمیت کو مدنظر رکھتے ہوئے انتظامیہ نے لرننگ اینڈ ڈیولپمنٹ ڈیپارٹمنٹ کے توسط سے پانچ روزہ جامع تربیتی پروگرام منعقد کرائے تاکہ اسٹاف کو اسلامک بینکنگ سے متعلق شرعی اصولوں سے لے کر کم لاگت ہاؤسنگ فنانس، پرسٹیج بینکنگ، ٹریڈ فنانس جیسی خصوصی پروڈکٹ کے بارے میں موجودہ اور نئی ڈیولپمنٹ سے متعلق تربیت دی جاسکے تاکہ بینک کسٹمرز کی موثر طریقے سے رہنمائی کر سکے۔ اس ضمن میں برانچوں، اسلامک بینکنگ ونڈوز اور سپورٹ فنکشن ڈیپارٹمنٹس کے 5900 سے زائد اسٹاف کو اسلامک بینکنگ کے شرعی اصولوں اور بینکنگ پروڈکٹس سے متعلق تربیت فراہم کی گئی۔

مزید یہ کہ انتظامیہ نے شریعہ بورڈ ممبران کی سربراہی میں اسلامک بینکنگ کی آگاہی سے متعلق بڑے مراکز پر پانچ سیشنز کا اہتمام کیا ان سیشنز میں کسٹمرز کے اسلامک بینکنگ کے بارے میں خدشات اور غلط فہمیوں کو دور کیا اور ان کے واضح جوابات دیے گئے۔ اس اقدام نے اسلامک بینکنگ سے متعلق شفافیت کو فروغ دیا اور ایچ بی ایل اور کسٹمر کے اعتماد کو مستحکم کیا۔

چیریٹی:

ایچ بی ایل کی منظور شدہ چیرٹی پالیسی کے مطابق، چیریٹی کی وصولیوں کے لیے علیحدہ سے نفع بخش اکاؤنٹ رکھا ہے۔ سال 2023 کے دوران فنانسنگ سہولت / لاکر کرایوں کی مد میں تاخیر سے ادائیگی کی صورت میں صدقہ کا التزام کرنے کی وجہ سے کسٹمر سے 44.803 ملین روپے چیریٹی کی مد میں وصول کیے گئے۔ چیریٹی فنڈ کو ایچ بی ایل کی منظور شدہ چیریٹی پالیسی کے مطابق خیراتی اور سماجی بہبود کے مقاصد کے لئے استعمال کیا گیا۔ صحت کے شعبے میں 63 ملین روپے کی رقم دی گئی۔ چیریٹی فنڈ اکاؤنٹ کی تفصیلات درج ذیل ہیں:

	(000 پاکستانی روپے میں)
اوپننگ بیلنس	25,121
سال 2023ء کے دوران وصول کردہ چیریٹی	44,803
کریڈٹ ہونے والا منافع	3,654
چیریٹی کی تقسیم کردہ رقم	63,000
کلوزنگ بیلنس	10,578

(اس مالی بیان کا انیگژر 1 کا نوٹ 7 ملاحظہ کریں)

شریعہ بورڈ کی رائے:

ملکی / غیر ملکی مقامات کے شریعہ کمپلائنس کے جائزے، ایکسٹرنل اور انٹرنل شریعہ آڈٹ رپورٹس، اور مینجمنٹ کی طرف سے فراہم کردہ وضاحتوں اور سنجیدہ یقین دہانیوں کی بنیاد پر شریعہ بورڈ کی رائے یہ ہے کہ بحیثیتِ مجموعی:

i. ایچ بی ایل اسلامک بینکنگ نے فتاویٰ، احکام اور شریعہ بورڈ کی جانب سے جاری کردہ ہدایات کی روشنی میں شرعی قواعد وضوابط کی تعمیل کی ہے۔

ii. ایچ بی ایل اسلامک بینکنگ نے اسٹیٹ بینک کے شریعہ بورڈ کے فیصلوں کے مطابق اسٹیٹ بینک کی جانب سے جاری کردہ ہدایات اور ضوابط کی تعمیل کی ہے۔

iii. ایچ بی ایل اسلامک بینکنگ کے پاس اپنے مجموعی آپریشنز میں شریعہ کمپلائنس کو یقینی بنانے کے لیے ایک مکمل طریقہ کار موجود ہے۔

iv. ایچ بی ایل اسلامک بینکنگ نے اس بات کو یقینی بنانے کے لیے ایک ایسا تسلی بخش نظام قائم کیا ہے جس کے تحت شریعت کے ممنوعہ ذرائع یا طریقوں سے حاصل ہونے والی آمدنی چیریٹی اکاؤنٹ میں جمع کر دی گئی ہے۔ ایچ بی ایل اسلامک بینکنگ کے پاس چیریٹی صحیح طریقے سے استعمال کرنے کے لیے بھی ایک واضح نظام موجود ہے۔

v. ایچ بی ایل اسلامک بینکنگ نے نفع ونقصان کی تقسیم اور پول مینجمنٹ سے متعلق اسٹیٹ بینک کی ہدایات پر عمل کیا ہے۔

vi. بینک کی پروڈکٹس اور پروسیسز میں شریعہ کمپلائنس کی اہمیت سمجھنے کے لیے اسٹاف، مینجمنٹ اور بورڈ آف ڈائریکٹرز میں آگاہی اور صلاحیت کی اچھی سطح موجود ہے۔

vii. شریعہ بورڈ کو مناسب وسائل فراہم کیے گئے ہیں تاکہ وہ اپنے فرائض مؤثر طریقے سے انجام دے سکے۔

سفارشات:

ایس سی ڈی، انٹرنل آڈٹ، ایکسٹرنل آڈٹ رپورٹس (ملکی غیر ملکی آپریشنز) شریعہ ایڈوائزر رپورٹس کے جائزوں کی بنیاد اور کنوینشنل بینکوں کی اسلامی برانچوں میں تبدیلی کی وضع کردہ حکمت عملی کی روشنی میں تشکیل دی گئی رائے کی بنیاد پر شریعہ بورڈ درج ذیل تجاویز پیش کرتا ہے:

- **برانچ کنورژن پلان:** برانچ کنورژن پلان، ہر آثاثے اور ذمہ داری کی کنورژن کا طریقہ کار سے ہم آہنگ ہو جس میں تمام موجودہ اثاثہ جات اور ذمہ داری کی پروڈکٹس کو شریعت کے اصولوں کے مطابق بنا سکیں۔

- **ٹیکنالوجی اور بنیادی ڈھانچہ:** اسلامی فنانسنگ پروڈکٹس کی منفرد خصوصیات کو عملی جامہ پہنانے کے لیے ایک موثر بنیادی بینکاری آئی ٹی سسٹم ضروری ہے. لہذا اسلامی بینکاری کی پروڈکٹس اور خدمات کو بہتر طریقے سے فراہم کرنے کے لئے آئی ٹی سسٹم سے متعلق امور کو ترجیح دی جانی چاہئے۔

- **شریعہ کمپلائنس ماحول:** ایک موثر شریعہ گورننس فریم ورک کے لئے ایچ بی ایل، اسلامک بینکنگ کے تمام آپریشنز میں شریعت کی تعمیل کے لئے احتساب کا کلچر متعارف کرائے جو شرعی اصولوں کی پاسداری کو فعال بنانے اور عدم تعمیل کی صورت میں واضح نتائج کے تعین کو شامل ہو۔

- **تکافل کے ذریعے خطرات کو کم کرنا:** روایتی انشورنس شرعی تقاضوں کو پورا نہیں کرتی جبکہ تکافل روایتی انشورنس کا ایک اچھا متبادل ہے۔ ایچ بی ایل کے کسٹمرز کو اسلامی متبادل تکافل کے ساتھ ہم آہنگ کرنے کے لیے آگاہی فراہم کرے کیونکہ تکافل روایتی انشورنس کے شرعی متبادل کی وسیع ضروریات پوری کرتا ہے۔

اسٹاف سہولیات:

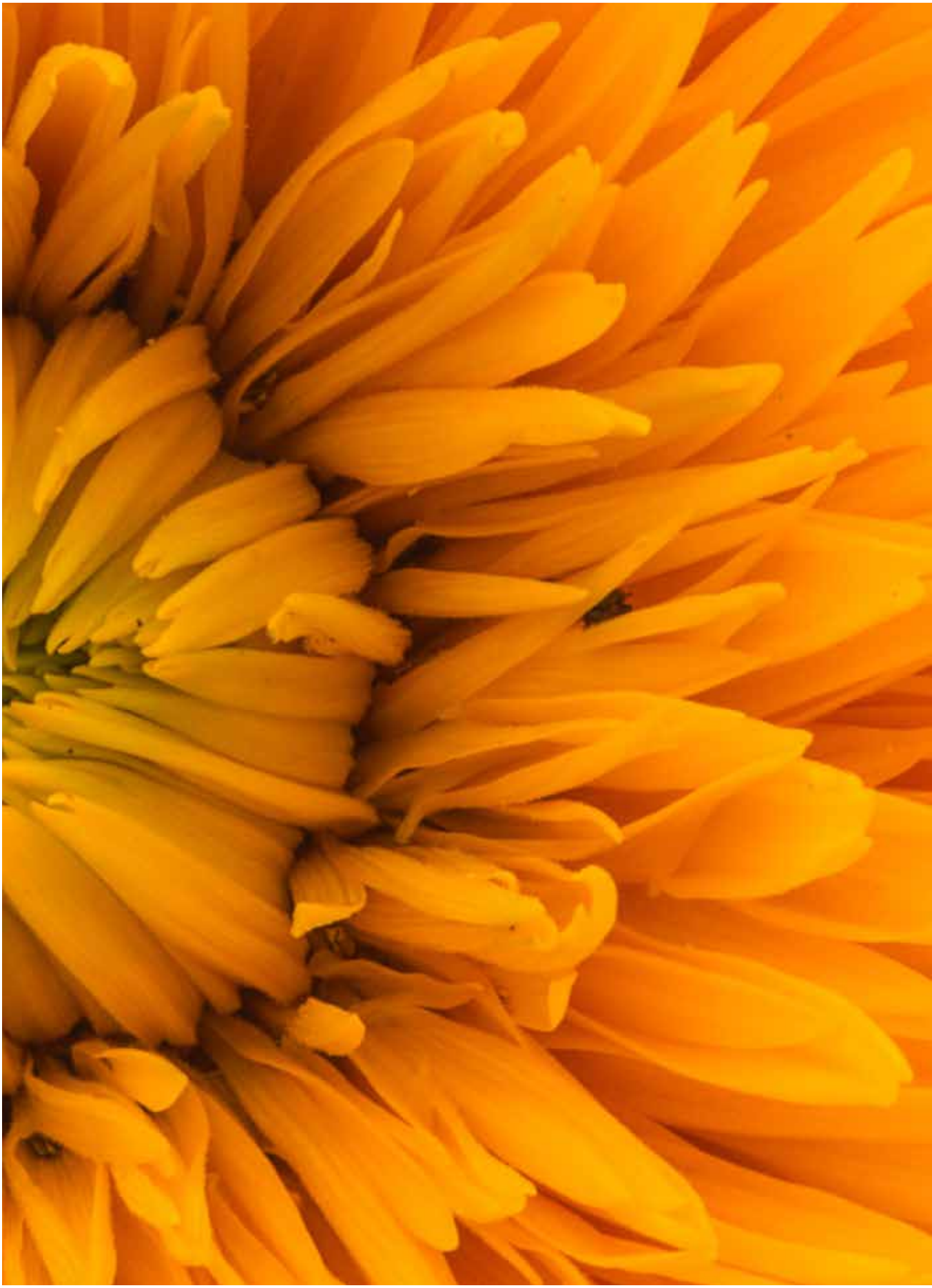
- **اسلامک فنانس:** اسٹاف کی خواہش و مطالبے کو مد نظر رکھتے ہوئے بینک اسٹاف ہاؤسنگ فائنانس اور گاڑی کی فائنانس کی سہولت کی فراہمی کے انتظامات کرے۔
- **اسٹاف فنڈز کی انویسٹمنٹ:** اسٹاف فنڈز کی انویسٹمنٹ کے لیے شریعہ کمپلائنٹ انویسٹمنٹ کے راستے اختیار کیے جائیں۔ مزید بر آں میڈیکل لائف اور حادثاتی خطرات کو بھی تکافل کے ذریعے کوریج فراہم کرنے کا انتظام کیا جائے۔
- **تربیت اور ترقی**

اسلامک بینکنگ کی کامیابی کا مدار تجربہ کار اور ماہر افراد پر ہے۔ اسلامک برانچز اور متعلقہ انتظامی شعبوں کا شرعی جائزہ درحقیقت اسلامک بینکنگ پروڈکٹس کی معلومات میں موجود خلا کو پر کرتا ہے اس خلا کو پُر کرنے کے لیے ہر فرد کی فزیکل ٹریننگ بنیادی اہمیت کی حامل ہے تاکہ اس کے ذریعے مختلف اسلامک بینکنگ پروڈکٹس کے منفرد فیچرز کا احاطہ کیا جاسکے مزید یہ کہ ان اقدامات کے اثرات بڑھانے کے لیے بینک کی انتظامیہ کو خدمات بہتر بنانے والے اشاریوں پر براہ راست کام کرنے کی ضرورت ہے۔

اللہ تعالیٰ سے دعا ہے کہ وہ درست سمت میں اسلامک بینکنگ کی خدمات کو بہتر بنانے میں ہماری مدد فرمائے۔

مفتی محمد یحییٰ عاصم	**ڈاکٹر اعجاز احمد صمدانی**	**ڈاکٹر محمد زبیر عثمانی**
ریزیڈنٹ شریعہ بورڈ ممبر	ممبر شریعہ بورڈ	چیئرمین شریعہ بورڈ

تاریخ: 23 فروری 2024ء



4

Consolidated Financial Statements

Independent Auditor's Report

To the members of Habib Bank Limited

Report on the Audit of the Consolidated Financial Statements

Opinion

We have audited the annexed consolidated financial statements of **Habib Bank Limited** and its subsidiaries (the Group), which comprise the consolidated statement of financial position as at 31 December 2023, and the consolidated profit and loss account, the consolidated statement of comprehensive income, the consolidated statement of changes in equity and the consolidated cash flow statement for the year then ended, and notes to the consolidated financial statements, including material accounting policy information and other explanatory information.

In our opinion, consolidated financial statements give a true and fair view of the consolidated financial position of the Group as at 31 December 2023, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with the accounting and reporting standards as applicable in Pakistan.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) as applicable in Pakistan. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are independent of the Group in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants as adopted by the Institute of Chartered Accountants of Pakistan (the Code), and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Following is the key audit matter:

S. No.	Key audit matter	How the matter was addressed in our audit
1	**Provision against advances**	
	Refer notes 4.4 and 9.5 to the consolidated financial statements for accounting policy and particulars of provision against advances. The Group's advances to customers represent 34% of its total assets. These are stated net of provision against advances of Rs. 103.31 billion as at 31 December 2023. Estimation of provision against advances involves use of significant management judgements and estimation uncertainty along with compliance with the regulatory requirements. These judgments are subjective and can significantly influence the provision against advances. Therefore, we have considered provision against advances as a key audit matter.	Our audit procedures to access the provision against domestic advances, amongst others, included the following: • Assessed the design and tested the operating effectiveness of controls over classification and grading of customers, including: - The accuracy of data input into the system used for credit grading; - The ongoing monitoring and identification of advances displaying indicators of impairment and whether they are migrating on a timely basis to early alert or to higher risk grade; - Identification of past due customers. • For a sample of advances, where the management has not identified as displaying indicators of impairment, challenged the management's assessment by comparing the historical performance, financial ratios and reports on security maintained and formed our own view whether any impairment indicators are present. • For a sample of advances, where management has identified as displaying indicators of impairment, assessed the number of days overdue including the basis used for the calculation of provision in accordance with the Prudential Regulations. • Analysed the days past due report and factors used for calculation of specific provision required in accordance with Prudential Regulations. We issued instructions to the auditors of those components which were selected for audit, highlighting 'Impairment of loans and advances' as a significant risk. The auditors of those components performed audit procedures to respond to the significant risk and reported the results thereof to us. We, as auditors of the Group, also evaluated the work performed by the component auditors through their files review and discussions with them.

Information Other than the Consolidated and Unconsolidated Financial Statements and Auditor's Reports Thereon

Management is responsible for the other information. The other information comprises the information included in the Bank's Annual Report for the year ended 31 December 2023, but does not include the consolidated and unconsolidated financial statements and our auditor's reports thereon.

Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of Management and the Board of Directors for Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting and reporting standards as applicable in Pakistan and the Companies Act, 2017 and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

The Board of Directors is responsible for overseeing the Group's financial reporting process.

Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs as applicable in Pakistan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with ISAs as applicable in Pakistan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls.

- Obtain an understanding of internal controls relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.

- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with the Board of Directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the Board of Directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the Board of Directors, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

The engagement partner on the audit resulting in this independent auditor's report is Amyn Pirani.

KPMG Taseer Hadi & Co.
Chartered Accountants

Karachi

Date: March 1, 2024

UDIN: AR202310201Zh15CsmO4

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

AS AT DECEMBER 31, 2023

2023 (US $ in '000)	2022 (US $ in '000)		Note	2023 (Rupees in '000)	2022 (Rupees in '000)
		ASSETS			
1,942,550	1,050,218	Cash and balances with treasury banks	5	**547,528,581**	296,015,386
200,821	147,282	Balances with other banks	6	**56,603,548**	41,513,022
314,333	903,259	Lendings to financial institutions	7	**88,598,160**	254,593,287
9,090,658	6,914,057	Investments	8	**2,562,299,087**	1,948,801,042
6,603,775	6,324,039	Advances	9	**1,861,344,592**	1,782,497,923
503,421	404,000	Fixed assets	10	**141,894,467**	113,871,657
80,609	65,359	Intangible assets	11	**22,720,543**	18,422,200
1,706	20,567	Deferred tax assets	12	**480,874**	5,797,045
897,175	629,014	Other assets	13	**252,878,451**	177,294,549
19,635,048	16,457,795			**5,534,348,303**	4,638,806,111
		LIABILITIES			
183,427	184,494	Bills payable	14	**51,700,823**	52,001,577
2,359,473	2,071,134	Borrowings	15	**665,042,679**	583,771,399
14,696,451	12,308,712	Deposits and other accounts	16	**4,142,351,836**	3,469,342,252
-	-	Liabilities against assets subject to finance lease		**-**	-
69,889	66,962	Subordinated debt	17	**19,699,000**	18,874,000
-	-	Deferred tax liabilities		**-**	-
1,027,220	815,278	Other liabilities	18	**289,533,312**	229,795,069
18,336,460	15,446,580			**5,168,327,650**	4,353,784,297
1,298,588	1,011,215	**NET ASSETS**		**366,020,653**	285,021,814
		REPRESENTED BY			
		Shareholders' equity			
52,042	52,042	Share capital	19	**14,668,525**	14,668,525
357,642	311,400	Reserves		**100,805,157**	87,771,332
91,738	4,383	Surplus on revaluation of assets - net of tax	20	**25,857,323**	1,235,369
787,211	633,175	Unappropriated profit		**221,883,756**	178,467,639
1,288,633	1,001,000	Total equity attributable to the equity holders of the Bank		**363,214,761**	282,142,865
9,955	10,215	Non-controlling interest		**2,805,892**	2,878,949
1,298,588	1,011,215			**366,020,653**	285,021,814
		CONTINGENCIES AND COMMITMENTS	21		

The annexed notes 1 to 48 and annexures I to III form an integral part of these consolidated financial statements.

Muhammad Aurangzeb
President and Chief Executive Officer

Rayomond Kotwal
Chief Financial Officer

Dr. Najeeb Samie
Director

Salim Raza
Director

Moez Ahamed Jamal
Director

CONSOLIDATED PROFIT AND LOSS ACCOUNT

FOR THE YEAR ENDED DECEMBER 31, 2023

2023 (US $ in '000)	2022 (US $ in '000)		Note	2023 (Rupees in '000)	2022 (Rupees in '000)
2,527,295	1,547,225	Mark-up / return / profit / interest earned	23	**712,345,078**	436,101,037
1,668,243	959,830	Mark-up / return / profit / interest expensed	24	**470,212,037**	270,538,340
859,052	587,395	Net mark-up / return / profit / interest income		**242,133,041**	165,562,697
		Non mark-up / interest income			
149,897	111,793	Fee and commission income	25	**42,250,183**	31,510,143
8,163	5,352	Dividend income		**2,300,969**	1,508,643
15,691	10,745	Share of profit of associates and joint venture		**4,422,695**	3,028,453
1,360	14,179	Foreign exchange income - domestic		**383,209**	3,996,526
3,173	10,992	Foreign exchange income - international		**894,301**	3,098,224
11,803	17,217	Foreign exchange income - unrealised gain related to derivatives		**3,326,752**	4,852,666
(5,483)	(9,289)	Loss from derivatives		**(1,545,453)**	(2,618,084)
3,356	3,073	Gain on securities - net	26	**945,981**	866,175
15,868	1,735	Other income	27	**4,472,468**	488,991
203,828	165,797	Total non mark-up / interest income		**57,451,105**	46,731,737
1,062,880	753,192	Total income		**299,584,146**	212,294,434
		Non mark-up / interest expenses			
603,596	442,798	Operating expenses	28	**170,130,095**	124,807,455
8,097	5,317	Workers' Welfare Fund	29	**2,282,323**	1,498,693
1,259	1,691	Other charges	30	**354,953**	476,587
612,952	449,806	Total non mark-up / interest expenses		**172,767,371**	126,782,735
449,928	303,386	**Profit before provisions and taxation**		**126,816,775**	85,511,699
47,065	30,092	Provisions and write offs - net	31	**13,265,779**	8,481,761
402,863	273,294	**Profit before taxation**		**113,550,996**	77,029,938
197,947	151,254	**Taxation**	32	**55,793,580**	42,631,608
204,916	122,040	**Profit after taxation**		**57,757,416**	34,398,330
		Attributable to:			
204,627	120,875	Equity holders of the Bank		**57,676,040**	34,070,087
289	1,165	Non-controlling interest		**81,376**	328,243
204,916	122,040			**57,757,416**	34,398,330
				----------Rupees----------	
		Basic and diluted earnings per share	33	**39.32**	23.23

The annexed notes 1 to 48 and annexures I to III form an integral part of these consolidated financial statements.

Muhammad Aurangzeb	Rayomond Kotwal	Dr. Najeeb Samie	Salim Raza	Moez Ahamed Jamal
President and Chief Executive Officer	Chief Financial Officer	Director	Director	Director

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED DECEMBER 31, 2023

2023 (US $ in '000)	2022 (US $ in '000)		2023 (Rupees in '000)	2022 (Rupees in '000)
		Profit after taxation for the year attributable to:		
204,627	120,875	Equity holders of the Bank	**57,676,040**	34,070,087
289	1,165	Non-controlling interest	**81,376**	328,243
204,916	122,040		**57,757,416**	34,398,330
		Other comprehensive income / (loss)		
		Items that may be reclassified to the profit and loss account in subsequent periods:		
		Effect of translation of net investment in foreign branches, subsidiaries, joint venture and associates - net of tax, attributable to:		
35,639	7,202	Equity holders of the Bank	**10,045,103**	2,030,066
-	157	Non-controlling interest	**-**	44,140
35,639	7,359		**10,045,103**	2,074,206
1,719	809	Increase in share of exchange translation reserve of associates - net of tax	**484,591**	228,146
		Movement in surplus / deficit on revaluation of investments - net of tax, attributable to:		
32,090	(82,459)	Equity holders of the Bank	**9,044,800**	(23,241,824)
74	(211)	Non-controlling interest	**20,815**	(59,349)
32,164	(82,670)		**9,065,615**	(23,301,173)
(915)	(1,815)	Movement in share of surplus / deficit on revaluation of investments of associates - net of tax	**(258,066)**	(511,607)
		Items that are not to be reclassified to the profit and loss account in subsequent periods:		
		Remeasurement gain / (loss) on defined benefit obligations - net of tax, attributable to:		
1,543	336	Equity holders of the Bank	**434,966**	94,733
(14)	(66)	Non-controlling interest	**(4,021)**	(18,656)
1,529	270		**430,945**	76,077
27	13	Share of remeasurement gain on defined benefit obligations of associates - net of tax	**7,692**	3,757
		Movement in surplus / deficit on revaluation of fixed assets - net of tax, attributable to:		
56,707	(714)	Equity holders of the Bank	**15,983,557**	(201,262)
208	(11)	Non-controlling interest	**58,496**	(3,081)
-	283	Transferred from surplus on revaluation of non-banking assets - net of tax	**-**	79,789
56,915	(442)		**16,042,053**	(124,554)
58	109	Movement in surplus on revaluation of non-banking assets - net of tax	**16,466**	30,850
-	(283)	Transferred to surplus on revaluation of fixed assets - net of tax	**-**	(79,789)
58	(174)		**16,466**	(48,939)
(24)	445	Movement in share of surplus / deficit on revaluation of fixed assets of associates - net of tax	**(6,728)**	125,161
332,028	45,835	**Total comprehensive income**	**93,585,087**	12,919,404
		Total comprehensive income attributable to:		
331,471	44,801	Equity holders of the Bank	**93,428,421**	12,628,107
557	1,034	Non-controlling interest	**156,666**	291,297
332,028	45,835		**93,585,087**	12,919,404

The annexed notes 1 to 48 and annexures I to III form an integral part of these consolidated financial statements.

Muhammad Aurangzeb	Rayomond Kotwal	Dr. Najeeb Samie	Salim Raza	Moez Ahamed Jamal
President and Chief Executive Officer	Chief Financial Officer	Director	Director	Director

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED DECEMBER 31, 2023

	Attributable to shareholders of the Bank											
		Reserves					Surplus / (deficit) on revaluation of					
		Statutory		Capital								
	Share capital	Joint venture and subsidiary	Bank (note 19.5)	Exchange translation (note 19.6)	Non-distributable	On acquisition of common control entity	Investments	Fixed / Non Banking Assets	Unappropriated profit	Sub Total	Non-controlling interest	Total
	(Rupees in '000)											
Balance as at December 31, 2021	14,668,525	2,115,664	40,043,376	38,826,070	547,115	(156,706)	(2,254,093)	27,413,464	158,441,418	279,644,833	4,040,969	283,685,802
Comprehensive income for the year												
Profit after taxation for the year ended December 31, 2022	-	-	-	-	-	-	-	-	34,070,087	34,070,087	328,243	34,398,330
Other comprehensive income / (loss)												
Effect of translation of net investment in foreign branches, subsidiaries, joint venture and associates - net of tax	-	-	-	2,030,066	-	-	-	-	-	2,030,066	44,140	2,074,206
Increase in share of exchange translation reserve of associates - net of tax	-	-	-	228,146	-	-	-	-	-	228,146	-	228,146
Remeasurement gain / (loss) on defined benefit obligations - net of tax	-	-	-	-	-	-	-	-	94,733	94,733	(18,656)	76,077
Share of remeasurement gain on defined benefit obligations of associates - net of tax	-	-	-	-	-	-	-	-	3,757	3,757	-	3,757
Movement in surplus / deficit on revaluation of assets - net of tax	-	-	-	-	-	-	(23,241,824)	(170,412)	-	(23,412,236)	(62,430)	(23,474,666)
Movement in share of surplus / deficit on revaluation of assets of associates - net of tax	-	-	-	-	-	-	(511,607)	125,161	-	(386,446)	-	(386,446)
	-	-	-	2,258,212	-	-	(23,753,431)	(45,251)	34,168,577	12,628,107	291,297	12,919,404
Transferred to statutory reserves	-	408,160	3,086,700	-	-	-	-	-	(3,494,860)	-	-	-
Transferred from surplus on revaluation of assets - net of tax	-	-	-	-	-	-	-	(71,979)	72,970	991	(991)	-
Acquisition of additional interest in a subsidiary	-	-	-	642,741	-	-	(57,067)	3,726	280,928	870,328	(1,452,326)	(581,998)
Transactions with owners, recorded directly in equity												
Final cash dividend - Rs 2.25 per share declared subsequent to the year ended December 31, 2021	-	-	-	-	-	-	-	-	(3,300,418)	(3,300,418)	-	(3,300,418)
1st interim cash dividend - Rs 2.25 per share	-	-	-	-	-	-	-	-	(3,300,418)	(3,300,418)	-	(3,300,418)
2nd interim cash dividend - Rs 1.50 per share	-	-	-	-	-	-	-	-	(2,200,279)	(2,200,279)	-	(2,200,279)
3rd interim cash dividend - Rs 1.50 per share	-	-	-	-	-	-	-	-	(2,200,279)	(2,200,279)	-	(2,200,279)
	-	-	-	-	-	-	-	-	(11,001,394)	(11,001,394)	-	(11,001,394)
Balance as at December 31, 2022	14,668,525	2,523,824	43,130,076	41,727,023	547,115	(156,706)	(26,064,591)	27,299,960	178,467,639	282,142,865	2,878,949	285,021,814
Comprehensive income for the year												
Profit after taxation for the year ended December 31, 2023	-	-	-	-	-	-	-	-	57,676,040	57,676,040	81,376	57,757,416
Other comprehensive income / (loss)												
Effect of translation of net investment in foreign branches, subsidiaries, joint venture and associates - net of tax	-	-	-	10,045,103	-	-	-	-	-	10,045,103	-	10,045,103
Increase in share of exchange translation reserve of associates - net of tax	-	-	-	484,591	-	-	-	-	-	484,591	-	484,591
Remeasurement gain on defined benefit obligations - net of tax	-	-	-	-	-	-	-	-	434,966	434,966	(4,021)	430,945
Share of remeasurement gain on defined benefit obligations of associates - net of tax	-	-	-	-	-	-	-	-	7,692	7,692	-	7,692
Movement in surplus / deficit on revaluation of assets - net of tax	-	-	-	-	-	-	9,044,800	16,000,023	-	25,044,823	79,311	25,124,134
Movement in share of surplus / deficit on revaluation of assets of associates - net of tax	-	-	-	-	-	-	(258,066)	(6,728)	-	(264,794)	-	(264,794)
	-	-	-	10,529,694	-	-	8,786,734	15,993,295	58,118,698	93,428,421	156,666	93,585,087
Transferred to statutory reserves	-	214,354	5,685,600	-	-	-	-	-	(5,899,954)	-	-	-
Transferred from surplus on revaluation of assets - net of tax	-	-	-	-	-	-	-	(156,366)	156,366	-	-	-
Derecognition of joint venture	-	(1,444,256)	-	(1,951,567)	-	-	2,993	-	1,441,263	(1,951,567)	-	(1,951,567)
Acquisition of additional interest in a subsidiary	-	-	-	-	-	-	(7,097)	2,395	234,425	229,723	(229,723)	-
Transactions with owners, recorded directly in equity												
Final cash dividend - Rs 1.50 per share declared subsequent to the year ended December 31, 2022	-	-	-	-	-	-	-	-	(2,200,279)	(2,200,279)	-	(2,200,279)
1st interim cash dividend - Rs 1.50 per share	-	-	-	-	-	-	-	-	(2,200,279)	(2,200,279)	-	(2,200,279)
2nd interim cash dividend - Rs 2.00 per share	-	-	-	-	-	-	-	-	(2,933,705)	(2,933,705)	-	(2,933,705)
3rd interim cash dividend - Rs 2.25 per share	-	-	-	-	-	-	-	-	(3,300,418)	(3,300,418)	-	(3,300,418)
	-	-	-	-	-	-	-	-	(10,634,681)	(10,634,681)	-	(10,634,681)
Balance as at December 31, 2023	**14,668,525**	**1,293,922**	**48,815,676**	**50,305,150**	**547,115**	**(156,706)**	**(17,281,961)**	**43,139,284**	**221,883,756**	**363,214,761**	**2,805,892**	**366,020,653**

The annexed notes 1 to 48 and annexures I to III form an integral part of these consolidated financial statements.

Muhammad Aurangzeb
President and Chief Executive Officer

Rayomond Kotwal
Chief Financial Officer

Dr. Najeeb Samie
Director

Salim Raza
Director

Moez Ahamed Jamal
Director

CONSOLIDATED CASH FLOW STATEMENT

FOR THE YEAR ENDED DECEMBER 31, 2023

2023 (US $ in '000)	2022 (US $ in '000)		Note	2023 (Rupees in '000)	2022 (Rupees in '000)
		CASH FLOWS FROM OPERATING ACTIVITIES			
402,863	273,293	Profit before taxation		113,550,996	77,029,938
(8,163)	(5,352)	Dividend income		(2,300,969)	(1,508,643)
(15,691)	(10,745)	Share of profit of associates and joint venture		(4,422,695)	(3,028,453)
15,191	6,712	Mark-up expensed on subordinated debt		4,281,784	1,891,880
(8,663)	(9,385)			(2,441,880)	(2,645,216)
394,200	263,908			111,109,116	74,384,722
		Adjustments:			
34,344	27,611	Depreciation		9,680,335	7,782,494
7,972	6,572	Amortisation		2,246,980	1,852,350
15,705	14,114	Depreciation on right-of-use assets		4,426,688	3,978,154
11,870	11,159	Mark-up / return / profit / interest expensed on lease liability against right-of-use assets		3,345,591	3,145,165
(653)	13,665	(Reversal of) / provision for diminution in value of investments		(184,104)	3,851,708
47,787	21,087	Provision against loans and advances		13,469,201	5,943,661
4,047	2,215	Provision against other assets		1,140,717	624,244
(333)	(4,724)	Reversal of provision against off-balance sheet obligations		(93,890)	(1,331,585)
(995)	299	Unrealised (gain) / loss on held-for-trading securities		(280,323)	84,390
(13,238)	-	Gain on derecognition of joint venture		(3,731,399)	-
(3,745)	(1,523)	Exchange gain on goodwill		(1,055,507)	(429,394)
(173)	(149)	Gain on sale of fixed assets - net		(48,681)	(42,024)
8,097	5,317	Workers' Welfare Fund		2,282,323	1,498,693
110,685	95,643			31,197,931	26,957,856
504,885	359,551			142,307,047	101,342,578
		(Increase) / decrease in operating assets			
588,926	(570,675)	Lendings to financial institutions		165,995,127	(160,850,855)
(634,399)	506,900	Held-for-trading securities		(178,812,226)	142,875,183
(327,523)	(998,346)	Advances		(92,315,870)	(281,394,487)
(297,293)	(111,508)	Other assets (excluding advance taxation)		(83,795,260)	(31,429,797)
(670,289)	(1,173,629)			(188,928,229)	(330,799,956)
		Increase / (decrease) in operating liabilities			
(1,067)	27,690	Bills payable		(300,754)	7,804,593
288,338	523,356	Borrowings from financial institutions		81,271,280	147,513,394
2,387,738	309,883	Deposits and other accounts		673,009,584	87,343,854
196,985	241,245	Other liabilities		55,522,237	67,997,391
2,871,994	1,102,174			809,502,347	310,659,232
2,706,590	288,096			762,881,165	81,201,854
(181,476)	(113,897)	Income tax paid		(51,150,860)	(32,102,961)
2,525,114	174,199	**Net cash flows generated from operating activities**		711,730,305	49,098,893
		CASH FLOWS FROM INVESTING ACTIVITIES			
(1,188,420)	(492,814)	Net investment in available-for-sale securities		(334,968,861)	(138,904,867)
(279,257)	(155,060)	Net investment in held-to-maturity securities		(78,711,656)	(43,705,242)
(1,600)	(10,003)	Net investment in associates		(450,925)	(2,819,460)
8,145	5,996	Dividend received		2,295,759	1,689,973
(61,104)	(69,057)	Investment in fixed assets		(17,222,863)	(19,464,322)
(19,073)	(27,120)	Investment in intangible assets		(5,376,002)	(7,644,075)
999	231	Proceeds from sale of fixed assets		281,697	65,071
37,358	8,012	Effect of translation of net investment in foreign branches, subsidiaries, joint venture and associates - net of tax		10,529,694	2,258,212
(1,502,952)	(739,815)	**Net cash flows used in investing activities**		(423,623,157)	(208,524,710)
		CASH FLOWS FROM FINANCING ACTIVITIES			
-	157	Effect of translation of net investment by non-controlling interest in subsidiary		-	44,140
2,927	23,061	Proceeds from issuance of subordinated debt		825,000	6,500,000
(15,210)	(6,555)	Payment of mark-up on subordinated debt		(4,287,065)	(1,847,577)
(20,163)	(17,523)	Payment of lease liability against right-of-use assets		(5,683,153)	(4,939,145)
(43,845)	(30,136)	Dividend paid		(12,358,209)	(8,493,514)
(76,291)	(30,996)	**Net cash flows used in financing activities**		(21,503,427)	(8,736,096)
945,871	(596,612)	**Increase / (decrease) in cash and cash equivalents during the year**		266,603,721	(168,161,913)
1,173,888	1,712,712	Cash and cash equivalents at the beginning of the year		330,872,995	482,746,454
23,612	81,401	Effect of exchange rate changes on cash and cash equivalents		6,655,413	22,943,867
1,197,500	1,794,113			337,528,408	505,690,321
2,143,371	1,197,501	**Cash and cash equivalents at the end of the year**	34	604,132,129	337,528,408

The annexed notes 1 to 48 and annexures I to III form an integral part of these consolidated financial statements.

Muhammad Aurangzeb	Rayomond Kotwal	Dr. Najeeb Samie	Salim Raza	Moez Ahamed Jamal
President and Chief Executive Officer	Chief Financial Officer	Director	Director	Director

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2023

1 **THE GROUP AND ITS OPERATIONS**

1.1 **Holding company**

Habib Bank Limited, Pakistan

Habib Bank Limited (the Bank) is incorporated in Pakistan and is engaged in commercial banking services in Pakistan and overseas. The Bank's registered office is at Habib Bank Tower, 9th Floor, Jinnah Avenue, Blue Area, Islamabad, Pakistan, and its principal office is at HBL Tower, Plot # G-4, KDA Scheme 5, Block 7, Clifton, Karachi, Pakistan. The Bank's shares are listed on the Pakistan Stock Exchange. The Bank operates 1,728 (2022: 1,714) branches inside Pakistan including 408 (2022: 294) Islamic Banking Branches and 30 (2022: 32) branches outside the country including in the Karachi Export Processing Zone (KEPZ). The Aga Khan Fund for Economic Development S.A. (AKFED) is the parent company of the Bank, and its registered office is in Geneva, Switzerland.

1.2 The Bank had commenced an orderly winding down of its operations in Afghanistan and banking operations were ceased on June 10, 2019. The remaining formalities required for closure are in progress.

1.3 The Bank has decided to exit its operations in Mauritius and is considering various options regarding the same.

1.4 The Bank has commenced an orderly wind-down of its Lebanon operations. Formalities for completion of the wind-down are underway.

1.5 After obtaining approval from the Central Bank of Oman for the deregistration of its Oman operations, the Bank had commenced an orderly and phase wise exit. Banking operations were ceased on August 02, 2023 and the remaining formalities required for closure are in progress.

1.6 During the year, the Bank established a wholly owned subsidiary, HBL Zarai Services Limited (HZSL). HZSL is an unlisted public limited company, incorporated in Pakistan with the objective of promoting economic development by supporting the agricultural sector. HZSL intends to establish hubs for selling crop inputs, renting modern agricultural machinery to farmers, providing agronomy services etc. The registered office of the company is at 4th floor, Habib Bank Tower, Jinnah Avenue, Blue Area, Islamabad, Pakistan. HZSL is in the process of commencing its business.

1.7 **Subsidiaries**

- Habib Allied Holding Limited – 100% shareholding

Habib Allied Holding Limited (HAHL) is a private limited company, incorporated in the United Kingdom with its registered office at 9 Portman Street, London W1H6DZ, UK. HAHL is the holding company of HBL Bank UK Limited.

- HBL Bank UK Limited – 100% effective shareholding

HBL Bank UK Limited (HBL UK) is a wholly owned subsidiary of HAHL and is a private limited company, incorporated in the United Kingdom. HBL UK provides a range of commercial banking services to individuals as well as to businesses. The registered office of HBL UK is at 9 Portman Street, London, W1H6DZ, UK. HBL UK operates a network of 4 (2022: 4) branches in the UK.

- HBL Currency Exchange (Private) Limited – 100% shareholding

HBL Currency Exchange (Private) Limited (HCEL) is a private limited company, incorporated in Pakistan. HCEL is licensed by the Securities and Exchange Commission of Pakistan (SECP) to carry out the business of dealing in foreign exchange. The registered office of the company is at Plot No. 49-A, Block-6, PECHS Nursery, Main Shahrah-e-Faisal, Karachi, Pakistan.

- HBL Asset Management Limited – 100% shareholding

HBL Asset Management Limited (HBL AMC) is an unlisted public limited company, incorporated in Pakistan. HBL AMC is licensed by the SECP to carry out asset management and investment advisory services. The registered office of the company is at 7th Floor, Emerald Tower, G-19, Block 5, Main Clifton Road, Clifton, Karachi, Pakistan.

- HBL Microfinance Bank Limited - 79.92% (2022: 76.42%) shareholding

HBL Microfinance Bank Limited (HBL MfB) is an unlisted public limited company, incorporated in Pakistan with its registered office at 16th-17th Floor, Habib Bank Tower, Blue Area, Islamabad, Pakistan. HBL MfB's principal business is to provide microfinance services to under-served segments of society as envisaged under the Microfinance Institutions Ordinance, 2001. HBL MfB has 225 (2022: 217) business locations, comprising of branches and permanent booths.

During the year, the Bank has subscribed to 100 million rights shares issued by HBL MfB. Consequently, the Bank's shareholding in HBL MfB has increased from 76.42% to 79.92%.

- Habib Bank Financial Services (Private) Limited – 100% shareholding

Habib Bank Financial Services (Private) Limited is a private limited company, incorporated in Pakistan under the Companies Act, 2017. It is registered as a Modaraba Management Company with the Registrar of Modaraba Companies and Modarabas, Islamabad. The registered office of the company is at 1st Floor, Bank House No-1, Habib Bank Square, M.A. Jinnah Road, Karachi, Pakistan.

2 BASIS OF PRESENTATION

2.1 In accordance with the directives of the Federal Government regarding the shifting of the banking system to Islamic modes, the State Bank of Pakistan (SBP) has issued various circulars from time to time. Permissible forms of trade related modes of financing include purchase of goods by banks from their customers and immediate resale to them at appropriate profit in price on deferred payment basis. The purchases and sales arising under these arrangements are not reflected in these financial statements as such, but are restricted to the amount of facility actually utilized and the appropriate portion of profit thereon.

Key financial figures of the Islamic banking branches are disclosed in Annexure I to these consolidated financial statements.

The US Dollar amounts shown in these consolidated financial statements are stated solely for information. The statement of financial position, profit and loss account, statement of comprehensive income and cash flow statement as at and for the years ended December 31, 2023 and 2022 have all been converted using an exchange rate of Rupees 281.8607 per US Dollar.

2.2 Basis of consolidation

The consolidated financial statements incorporate the financial statements of the Bank and the financial statements of subsidiaries from the date that control of the subsidiary by the Group commences until the date control ceases. The financial statements of the subsidiaries are incorporated on a line-by-line basis and the investment held by the Bank is eliminated against the corresponding share capital and pre-acquisition reserves of the subsidiaries in the consolidated financial statements.

The financial statements of subsidiaries are prepared for the same reporting period as the Holding Company, using accounting policies that are generally consistent with those of the Holding Company. However:

- Non-banking subsidiaries in Pakistan follow the requirements of International Financial Reporting Standards (IFRS) 7, Financial Instruments: Disclosures; IFRS 9, Financial Instruments or International Accounting Standard (IAS) 39, Financial Instruments: Recognition and Measurement, as applicable; and IAS 40, Investment Property.

- Overseas operations comply with local regulations applicable within their respective jurisdictions.

Material intra-group balances and transactions are eliminated.

Associates are those entities in which the Group has significant influence, but no control, over financial and operating policies. Associates are accounted for using the equity method.

2.3 Statement of compliance

These consolidated financial statements have been prepared in accordance with accounting and reporting standards as applicable in Pakistan. These comprise of:

- IFRS issued by the International Accounting Standards Board (IASB) as are notified under the Companies Act, 2017;
- Islamic Financial Accounting Standards (IFAS) issued by the Institute of Chartered Accountants of Pakistan (ICAP) as are notified under the Companies Act, 2017;
- Provisions of and directives issued under the Banking Companies Ordinance, 1962;
- Provisions of and directives issued under the Companies Act, 2017; and
- Directives issued by the SBP and the SECP from time to time.

Whenever the requirements of the Banking Companies Ordinance, 1962, the Companies Act, 2017 or the directives issued by the SBP and the SECP differ with the requirements of IFRS or IFAS, the requirements of the Banking Companies Ordinance, 1962, the Companies Act, 2017 and the said directives, shall prevail.

The SBP, vide its BSD Circular Letter no. 10 dated August 26, 2002, has deferred the applicability of International Accounting Standard 39, Financial Instruments: Recognition and Measurement and International Accounting Standard 40, Investment Property, for banking companies till further instructions. Further, the SECP, through S.R.O 411(1)/2008 dated April 28, 2008, has deferred the applicability of IFRS 7, Financial Instruments: Disclosures, to banks. Accordingly, the requirements of these standards have not been considered in the preparation of these consolidated financial statements. However, investments have been classified and valued in accordance with the requirements prescribed by the SBP through various circulars.

The SECP has notified IFAS 3, Profit and Loss Sharing on Deposits with effect from January 1, 2014. The SBP, through BPRD Circular Letter No. 4 dated 25 February 2015, has deferred the applicability of IFAS 3 till further instructions.

IFRS 10, Consolidated Financial Statements, was notified by the SECP as applicable for accounting periods beginning from January 1, 2015. However, the SECP, through SRO 56(I)/2016 dated January 28, 2016, has directed that the requirement of consolidation under this standard and under Section 228 of the Companies Act, 2017 is not applicable in the case of investments by a bank in mutual funds managed by its own asset management company and established under the trust structure. Therefore, investments by the Bank in mutual funds managed by HBL AMC are not consolidated, as would otherwise be required under the definition of control specified in IFRS 10.

2.4 Amendments to existing accounting and reporting standards that have become effective in the current year

There are certain amendments to existing accounting and reporting standards that have become applicable to the Group for accounting periods beginning on or after January 1, 2023. These are considered either to not be relevant or to not have any material impact on these consolidated financial statements.

2.5 Standards and amendments to existing accounting and reporting standards that are not yet effective

As directed by SBP vide BPRD Circular letter no. 7 of 2023, IFRS 9, Financial Instruments is effective for periods beginning on or after January 1, 2024.

The financial statements of overseas branches, subsidiaries and associates used for the purpose of consolidation will continue to be based on the respective host country's regulatory regime. For accounting periods beginning on or after January 1, 2025, banks will be required to comply with the SBP's application instructions for overseas branches, subsidiaries and associates in preparing the Bank's consolidated financial statements.

The Bank expects that amendments to existing accounting and reporting standards will not affect its financial statements in the period of initial application.

2.5.1 IFRS 9, Financial Instruments

The management of the Bank has carried out an assessment of the impact of the application of IFRS 9, taking into account the SBP's application instructions. The assessment is based on currently available information and may be subject to change at the time of recognizing the initial impact of the adoption of IFRS 9. The actual impact on the Bank's financial statements for the year 2024 will depend on the financial instruments that the Bank holds during that period and the economic conditions at that time, as well as accounting elections and judgements that it will make in future.

Classification and measurement

The classification and measurement of financial assets depends on their contractual cash flow characteristics and the entity's business model. Financial assets that meet the Solely Payment of Principal and Interest (SPPI) criteria are measured at amortized cost, Fair Value Through Profit & Loss (FVTPL) or Fair Value through Other Comprehensive Income (FVOCI). However, financial assets that do not meet the SPPI criteria are always measured at FVTPL. The Bank has reviewed the impact of the initial adoption of IFRS 9 on its financial assets as follows:

Equity Securities

Listed equity securities currently classified as held-for-trading will be classified as FVTPL.

For certain listed equity securities currently classified as available-for-sale (AFS) with gains and losses recorded in OCI, the Bank will apply the option to classify them as FVOCI. Therefore, the application of IFRS 9 will not have an impact on equity on initial adoption. However, in accordance with the requirements of the standard, gains and losses subsequently recognized in OCI will not be recycled through the profit and loss account, even on derecognition of these securities.

The remaining listed equity securities will be measured at FVTPL. The current surplus / deficit on revaluation of those securities will be transferred to retained earnings. Hence, there will be no impact on equity.

Unlisted equity securities are currently carried at the lower of cost or breakup value as per SBP instructions. These will be measured at fair value under IFRS 9, and the Bank is in the process of developing methodologies to assess their fair values. These will be classified in the same manner as described above for listed equity securities.

Debt securities and Loans and advances

Debt securities may be classified at FVTPL, FVOCI or at amortized cost. Debt securities that pass the SPPI test will be measured at FVOCI or at amortized cost as per the Bank's business model i.e. either to hold those assets to collect contractual cash flows and also to sell those assets or just to hold the assets to collect contractual cash flows.

Debt securities that do not pass the SPPI test will be measured at FVTPL.

Impairment

The impairment requirements of IFRS 9 apply to financial assets measured at amortized cost and FVOCI (other than equity instruments), and certain loan commitments and financial guarantee contracts. At initial recognition, an impairment allowance (or provision in the case of commitments and guarantees) is required for expected credit losses (ECL) from potential default events.

For calculating ECL, the Bank shall classify its financial assets under the following three categories:

- Stage 1 - Performing assets: For financial assets where there has not been a Significant Increase in Credit Risk (SICR) since initial recognition, the Bank shall recognize an impairment allowance based on the 12-month ECL.
- Stage 2 - Underperforming assets: For financial assets where there has been a SICR since initial recognition, but which are not credit impaired, the Bank shall recognize an impairment allowance based on lifetime ECL.
- Stage 3 - Non-performing assets: For financial assets which have evidence of credit impairment at the reporting date, the Bank shall recognize ECL using the higher of (a) the total lifetime ECL computed for all stage 3 loans under IFRS 9 and (b) the corresponding provision required as per the Prudential Regulations.

Under the SBP's instructions, the Bank is not required to compute ECL on Government Securities and on Government-guaranteed credit exposure in local currency.

Based on the SBP's IFRS 9 application instructions, the Bank has performed an ECL assessment taking into account the following key elements:

- Probability of Default (PD): The probability that a counterparty will default over the next 12 months from the reporting date (12-month ECL, Stage 1) or over the lifetime of the product (lifetime ECL, Stage 2).
- Exposure at Default (EAD): The expected balance sheet exposure at the time of default, incorporating expectations on drawdowns, amortization, prepayments and forward-looking information where relevant.
- Loss Given Default (LGD): An estimate of the loss incurred on a facility in the event of default by a customer. LGD is calculated as the difference between contractual cash flows due and those that the Bank expects to receive, including from the liquidation of any collateral. It is expressed as a percentage of the EAD.

Significant increase in credit risk (SICR)

A SICR is assessed in the context of an increase in the risk of a default occurring over the life of the financial instrument compared to the risk of default expected at the time of initial recognition. The Bank uses a number of qualitative and quantitative measures in assessing SICR including, inter alia, the deterioration of Obligor Risk Ratings (ORR), payments being past due by 60 days or more, unavailability of financial information and pending litigation.

At every reporting date, the Bank shall assess whether there has been a SICR since the initial recognition of the asset, in which case, the asset must be assigned to the appropriate stage of credit impairment (Stage 2 or 3).

Presentation and disclosure

IFRS 9 also requires expanded disclosures and changes in presentation which will be incorporated as per the SBP's revised format.

Impact of adoption of IFRS 9

The Bank has elected to follow the modified retrospective approach for restatement i.e. comparative figures will not be restated on the initial application of IFRS 9. Instead, the cumulative impact will be recorded as an adjustment to equity at the beginning of the accounting period.

Financial impact

The total estimated impact (net of tax) of the adoption of IFRS 9 on the opening balance of the Group's equity as at January 1, 2024 is a decrease of approximately Rs. 19.964 billion due to ECL.

Impact on regulatory capital

The SBP has permitted banks to adopt a transitional approach to phase in the initial impact of the ECL for stage 1 and 2 financial assets over a period of five years.

Governance, ownership and responsibilities

The Bank has adopted a governance framework under which the Board Audit Committee is tasked with overseeing the implementation of IFRS 9. A Steering Committee for the implementation of IFRS 9, chaired by the CFO, is in place including representation from Risk, all front-line businesses, Operations and IT.

Risk Management has developed models / methodologies for calculating the PD, LGD, EAD and Credit Conversion Factors (CCF) for off-balance sheet exposures. These models shall be validated annually including:

- ECL model design, data quality and benchmarking with external best practices.
- Calibration testing which ensures the accuracy of the observed PDs.

Finance identifies, prepares and extracts the data required for the modelling of risk parameters and the ECL calculations. The Bank has also implemented an automated system for the calculation of ECL.

2.6 Critical accounting estimates

The preparation of consolidated financial statements in conformity with accounting and reporting standards as applicable in Pakistan requires the use of certain accounting estimates. It also requires the management to exercise judgement in the process of applying the Group's accounting policies. Estimates and judgements are continually evaluated and are based on historical experience, including expectations of future events that are believed to be reasonable under the circumstances. The areas where various assumptions and estimates are significant to the Group's financial statements or where judgement was exercised in the application of accounting policies are as follows:

i) Classification of investments (note 4.3)
ii) Valuation and impairment of investments and associates (note 4.3)
iii) Provision against advances (note 4.4)
iv) Valuation and depreciation of fixed assets (note 4.5)
v) Valuation and depreciation of right-of-use assets and related lease liabilities (note 4.6)
vi) Valuation and amortization of intangible assets (note 4.7)
vii) Valuation of non-banking assets acquired in satisfaction of claims (note 4.8)
viii) Valuation of defined benefit plans (note 4.12)
ix) Taxation (note 4.15)
x) Fair value of derivatives (note 4.21)

Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of revision and future periods if the revision affects both current and future periods.

During the year, the Bank has reviewed its estimate of the useful life of vehicles used in its UAE business, resulting in a change in the Bank's estimate of their useful lives. These revisions have been accounted for as a change in accounting estimate as per the requirements of IAS 8 and accordingly, have been recognised prospectively in the consolidated profit and loss account from the current year.

The impact of this change is disclosed in note 10.2.1.

3 BASIS OF MEASUREMENT

3.1 Accounting convention

These consolidated financial statements have been prepared under the historical cost convention except for:

- Certain classes of fixed assets and non-banking assets acquired in satisfaction of claims, which are stated at revalued amounts less accumulated depreciation.
- Investments classified as held-for-trading and available-for-sale, which are measured at fair value.
- Derivative financial instruments, including forward foreign exchange contracts, which are measured at fair value.
- Right-of-use assets and their related lease liabilities, which are measured at their present values.
- Net obligations in respect of defined benefit schemes, which are measured at their present values.

3.2 Functional and presentation currency

These consolidated financial statements are presented in Pakistani rupees, which is the Group's functional currency. Amounts are rounded to the nearest thousand Rupees.

4 MATERIAL ACCOUNTING POLICY INFORMATION

The accounting policies adopted in the preparation of these consolidated financial statements are consistent with those of the previous financial year.

4.1 Cash and cash equivalents

Cash and cash equivalents include cash and balances with treasury banks and balances with other banks.

4.2 Lending / borrowing transactions with financial institutions

The Group enters into transactions of reverse repos and repos at contracted rates for a specified period of time. These are recorded as under:

4.2.1 Purchases under resale agreements (reverse repo)

Securities purchased under resale agreements are not recognised as investments in the financial statements and the amount extended to the counterparty is included in lendings to financial institutions. The difference between the purchase price and the contracted resale price is accrued on a time proportion basis over the period of the contract and recorded as markup / interest income.

4.2.2 Sales under repurchase agreements (repo)

Securities sold under repurchase agreements continue to be recognised as investments in the financial statements and the liability to the counterparty is included in borrowings. The difference between the sale price and the contracted repurchase price is accrued on a time proportion basis over the period of the contract and recorded as markup / interest expense.

4.2.3 Bai Muajjal

Bai Muajjal transactions represent sales of Sukuk on a deferred payment basis and are shown in lendings to financial institutions except for transactions undertaken directly with the Government of Pakistan which are disclosed as investments. The difference between the deferred payment amount receivable and the carrying value at the time of sale is accrued and recorded as income over the life of the transaction.

4.3 Investments

The Group classifies its investments, other than its investments in associates, into the following categories:

Held-for-trading

These are securities included in a portfolio in which a pattern of short-term trading exists, or which are acquired for generating a profit from short-term fluctuations in market prices or interest rate movements. Barring under exceptional circumstances, these securities are required to be sold within 90 days from the date of their purchase.

Held-to-maturity

These are securities with fixed or determinable payments and fixed maturity that the Group has the positive intent and ability to hold till maturity.

Available-for-sale

These are securities, other than investments in associates, that do not fall under the held-for-trading or held-to-maturity categories.

4.3.1 Initial measurement

All purchases and sales of investments that require delivery within the time frame established by regulations or market convention are recognised at the trade date. The trade date is the date on which the Group commits to purchase or sell the investment.

In the case of investments classified as held-for-trading, transaction costs are expensed through the profit and loss account. Transaction costs associated with investments other than those classified as held-for-trading are included in the cost of the investments.

4.3.2 Subsequent measurement

Held-for-trading

Investments classified as held-for-trading are subsequently measured at fair value. Any unrealised surplus / deficit arising on revaluation is taken to the profit and loss account.

Held-to-maturity

Investments classified as held-to-maturity are subsequently measured at amortised cost using the effective interest rate method, less any impairment recognised to reflect irrecoverable amounts.

Available-for-sale

Listed securities classified as available-for-sale are subsequently measured at fair value. Any unrealised surplus / deficit arising on revaluation is recorded in the surplus / deficit on revaluation of securities account (shown as part of equity in the statement of financial position) and is taken to the profit and loss account either when realised upon disposal or when the investment is considered to be impaired.

Unlisted equity securities are carried at the lower of cost and break-up value. The break-up value is calculated with reference to the net assets of the investee company as per its latest available audited financial statements. The Bank may also use unaudited or management accounts to determine if any additional impairment needs to be charged beyond amounts already charged based on audited financial statements. Other unlisted securities are valued at cost less impairment, if any.

4.3.3 Investments in associates

Associates are accounted for using the equity method of accounting. Under the equity method, the investment is initially recognised at cost. The carrying amount is subsequently increased / decreased to recognize the investor's share of the investee's profit and loss and reserves subsequent to the date of acquisition. The share of the investee's profit and loss is recognised through the profit and loss account while the share of reserves is recognised through Other Comprehensive Income.

4.3.4 Impairment

The Group determines that available-for-sale listed equity investments are impaired when there has been a significant or prolonged decline in the fair value of these investments below their cost. The determination of what is significant or prolonged requires judgement. In making this judgement, the Group evaluates, among other factors, the normal volatility in share price. In addition, impairment may be appropriate when there is evidence of deterioration in the financial condition of the investee, industry and sector performance and changes in technology. A subsequent increase in the fair value of a previously impaired listed equity security is recorded in the statement of financial position in the surplus / deficit on revaluation of securities account and only recorded through the profit and loss account when realised on disposal.

A decline in the carrying value of unlisted equity securities is charged to the profit and loss account. A subsequent increase in the carrying value, up to the cost of the investment, is credited to the profit and loss account.

Provision for diminution in the value of debt securities held in Pakistan is made as per the Prudential Regulations issued by the SBP. Provision against investments by the Group's overseas operations is made as per the requirements of their respective regulatory regimes.

When a debt security, classified as available-for-sale, is considered to be impaired, the balance in the surplus / deficit on revaluation of securities account is transferred to the profit and loss account as an impairment charge. If, in a subsequent period, the fair value of a debt instrument increases and the increase can be objectively related to an event occurring after the impairment loss was recognised, the impairment loss is reversed through the profit and loss account.

When a debt security, classified as held-to-maturity, is considered to be impaired, the impairment is directly charged to the profit and loss account as held-to-maturity securities are carried at amortized cost. Any subsequent reversal of an impairment loss, up to the cost of the investment in the debt security, is credited to the profit and loss account.

Provision for diminution in the value of other securities is made after considering objective evidence of impairment.

The Group considers that a decline in the recoverable value of its investments in associates below their carrying value may be evidence of impairment. Recoverable value is calculated as the higher of fair value less costs to sell and value in use. An impairment loss is recognised when the recoverable value falls below the carrying value and is charged to the profit and loss account. Any subsequent reversal of an impairment loss, up to the carrying value of the investment in associates, is credited to the profit and loss account.

4.4 Advances

Advances are stated net of specific and general provisions. Provision against advances by the Group's operations in Pakistan is made in accordance with the requirements of the Prudential Regulations. Provision against advances by the Group's overseas operations is made as per the requirements of their respective regulatory regimes. Advances are written off in line with the Bank's policy when there are no realistic prospects of recovery.

Since 2020, several borrowers have been severely impacted, initially by the COVID-19 pandemic, and since then, by the stressed economic conditions. The potential impact of the economic stress is difficult to predict, as many such borrowers have also availed the SBP enabled deferment / restructuring & rescheduling relief. Hence, management feels that it is appropriate to maintain an additional general provision on the domestic, funded performing credit portfolio excluding:

- Government guaranteed exposure
- Consumer and staff lending
- Exposure secured by cash / near cash collateral

This additional provision as at any statement of financial position date, is based on management's best estimate and can be up to a maximum of 1% of the above mentioned portfolio. HBL MfB also maintains an additional general provision, based on management's best estimate, in respect of the portion of its microfinance portfolio which has been deferred, restructured or rescheduled under the SBP scheme and on account of the devastating floods in 2022 which have impacted customers in its area of operations.

4.4.1 Finance lease receivables

Leases where the Group transfers a substantial portion of the risks and rewards incidental to the ownership of an asset to the lessee are classified as finance leases. A receivable is recognised at an amount equal to the present value of the future lease payments including any guaranteed residual value discounted at the rate implicit in the lease. The net investment in finance lease is included in advances.

4.4.2 Islamic financing and related assets

Murabaha financing is a cost plus profit transaction. Funds disbursed for the purchase of goods are recorded as an advance against Murabaha. Once the goods are sold to the customers, the transaction is recorded as financing. Goods purchased by the Bank but remaining unsold are recorded as inventories.

The financing is recorded at the deferred sale price. Profit earned on financing is recognised as unearned income and amortised into the profit and loss account over the term of the Murabaha financing. It is possible for Bank to buy the inventory on customer's behalf and sell it to the customers on spot basis. In this case, the entire profit is recognised immediately in the profit and loss account.

Under Ijarah financing, the Bank transfers the rights to use an asset to the customer for an agreed period for an agreed consideration. Assets given under Ijarah are stated at cost less accumulated depreciation, residual value and impairment losses, if any. The depreciation is calculated on a straight-line basis over the term of the Ijarah after taking into account the estimated residual value. Impairment of Ijarah assets is recognised in line with the Prudential Regulations or upon the occurrence of an impairment event which indicates that the carrying value of the Ijarah asset may exceed its recoverable amount. The Ijarah rental received / receivable is recognised as income on an accrual basis.

Gains or losses on disposal of Ijarah assets are taken to the profit and loss account in the period in which they arise.

For Running Musharakah the Bank and the customer enter a Musharakah (transaction or business partnership arrangement) where the Bank agrees to finance the operating activities of the customer's business and share the profit or loss at a pre-agreed ratio. Profit is provisionally recognised on an accrual basis and is adjusted once the customer declares the final profit after issuance of audited financial statements.

Under Diminishing Musharakah financing, the Bank and the customer create joint beneficial ownerships over tangible assets to fulfill the customer's capital expenditure / project requirements. The Bank receives periodic payments, partly for renting its portion of the assets to the customer and partly for the gradual transfer / sale of its share of ownership to the customer. The rental payment is recognised as profit while the asset transfer / sale payments are applied towards reducing the outstanding principal.

Under Istisna financing, the Bank gives an advance to customers for manufacturing goods and may allow their sale immediately after the goods are manufactured or allow a pre-agreed time to sell the goods on deferred payment basis as the Bank's agent to a third party. Profit is recognised at the time when the goods are sold to the third party. In case of a deferred sale, the profit is recognised on an accrual basis over the term of the financing.

Under Tijarah financing, the Bank purchases finished goods from the customer against payment, takes possession and appoints the customer as an agent to sell these goods to the ultimate buyer, generally on a deferred payment basis. Goods purchased by the Bank and sold by the customer on a deferred payment basis are recognised as financing while goods purchased by the Bank but remaining unsold by the customer are recorded as inventories. Profit on the financing is recognised on an accrual basis over the period of transaction.

Wakalah is an agency contract in which the Bank provides funds to a customer to invest in a Shariah compliant manner. This is recorded as financing and profit is recognised on an accrual basis and is adjusted once the customer declares Wakalah business performance.

Salam is a sale whereby the Bank undertakes to supply some specific commodity (ies) or asset (s) to the customer at a future date in exchange for an advance price fully paid on spot.

Currency Salam is an exchange or sale of a currency with another currency at a future date, at conversion rate within the spot range on the day of such contract execution.

Under Musawamah financing, the Bank purchases the goods and, after taking possession, sells them to the customer at an agreed price without disclosing the cost. Goods purchased by the Bank can either be sold to the customer as a spot transaction or on a deferred payment basis. Goods purchased by the Bank but remaining unsold are recorded as inventories.

4.5 Fixed Assets

Fixed assets are stated at cost, except for land and buildings which are carried at revalued amounts, less any applicable accumulated depreciation and accumulated impairment losses.

Land, capital work-in-progress and works of art are not depreciated. Other items included in fixed assets are depreciated over their expected useful lives using the straight-line method. Depreciation is calculated so as to write down the assets to their residual values over their expected useful lives at the rates specified in note 10.2 to these consolidated financial statements. Depreciation on additions is charged from the month in which the assets are available for use. No depreciation is charged in the month in which the assets are disposed off. The residual values, useful lives and depreciation methods are reviewed and adjusted, if appropriate, at each statement of financial position date.

Land and buildings are revalued by independent professionally qualified valuers with sufficient regularity to ensure that their net carrying value does not differ materially from their fair value. If an asset's carrying value increases as a result of revaluation, such increase or surplus arising on revaluation is credited to the surplus on revaluation of fixed assets account. However, if the increase reverses a deficit on the same asset previously recognised in the profit and loss account, such increase is also recognised in the profit and loss account to the extent of the previous deficit and thereafter in the surplus on the revaluation of fixed assets account. Any accumulated depreciation at the date of revaluation is eliminated against any additional surplus on revaluation and the net carrying value is restated at the revalued amount of the asset. If the asset's carrying value decreases as a result of a revaluation, such decrease is recognised as a reduction in the surplus on revaluation of fixed assets account or, if no surplus exists / remains, is charged to the profit and loss account as an impairment of that asset.

Surplus on revaluation of fixed assets (net of associated deferred tax) is transferred to unappropriated profit to the extent of the incremental depreciation charged on the related assets.

Normal repairs and maintenance are charged to the profit and loss account as and when incurred. However, major repairs and renovations that increase the useful life of an asset are capitalised.

Gains or losses arising on the disposal of fixed assets are included in the profit and loss account. Surplus on revaluation (net of deferred tax) realised on disposal of fixed assets is transferred directly to unappropriated profit.

4.6 Right-of-use assets and their related lease liability

4.6.1 Right-of-use assets

On initial recognition, right-of-use assets (ROU) are measured at an amount equal to the initial lease liability adjusted for any lease payments made at or before the commencement date, plus any initial direct costs incurred and an estimate of costs to be incurred to restore the underlying asset or the site on which it is located to its original condition.

ROU assets are subsequently stated at cost less any accumulated depreciation / accumulated impairment losses and are adjusted for any remeasurement of lease liability. Such remeasurement only occurs in cases where the terms of the lease are changed during the lease tenor.

ROU assets are depreciated using the straight-line method over a period starting from the commencement date of the lease contract to the end of the estimated useful life of the ROU asset or the end of the lease term, whichever is earlier. The estimated useful lives of ROU assets are determined on the same basis as that for owned assets. Depreciation on additions (new leases) is charged from the month in which the leases are entered into. No depreciation is charged in the month in which the leases mature or are terminated.

4.6.2 Lease liability against ROU assets

Lease liabilities against ROU assets are initially measured at the present value of the remaining lease payments, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, then at the applicable incremental borrowing rate. The lease liability is subsequently measured at amortised cost using the effective interest rate method.

Each lease payment is allocated between a reduction of the liability and a finance cost. The finance cost is charged to the profit and loss account as markup expense over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

4.7 Intangible assets

4.7.1 Intangible assets other than goodwill

Intangible assets having a finite useful life are stated at cost less accumulated amortisation and accumulated impairment losses, if any. Such intangible assets are amortised over their estimated useful lives using the straight-line method. Amortisation is calculated so as to write down the assets to their residual values over their expected useful lives at the rates stated in note 11.1 to these consolidated financial statements. Amortisation on additions is charged from the month in which the assets are available for use. No amortisation is charged in the month in which the assets are disposed off. The residual values, useful lives and amortisation methods are reviewed and adjusted, if appropriate, at each statement of financial position date.

Intangible assets which arise from contractual or other legal rights on the acquisition of another entity and are deemed separable are considered as part of the net identifiable assets acquired. These are initially measured at fair value. Intangible assets with a finite useful life are amortized over their expected useful lives and are stated at cost less accumulated amortization and accumulated impairment losses, if any. Intangible assets having an indefinite useful life are stated at cost less impairment, if any. Such intangible assets are tested for impairment annually, or whenever there is an indication of impairment, as per the requirements of IAS 36, Impairment of Assets. An impairment charge in respect of intangible assets is recognised through the profit and loss account. Any subsequent reversal of an impairment loss, up to the extent of the impairment, is credited to the profit and loss account.

4.7.2 Goodwill

Goodwill arises in a business combination and is initially recognised at fair value as the excess of the purchase price paid over the fair value of the specifically identifiable tangible and intangible assets and liabilities acquired. Goodwill is subsequently carried at its initially recorded amount less impairment, if any. Goodwill is tested for impairment annually, or whenever there is an indication of impairment, as per the requirements of IAS 36, Impairment of Assets. An impairment charge in respect of goodwill is recognised through the profit and loss account.

4.8 Non-banking assets acquired in satisfaction of claims

Non-banking assets acquired in satisfaction of claims are initially recorded at cost and are carried at revalued amounts less accumulated depreciation and impairment, if any. These assets are revalued with sufficient regularity by professionally qualified valuers to ensure that their net carrying value does not differ materially from their fair value. An increase in the market value over the acquisition cost is recorded as a surplus on revaluation. A decline in the market value is adjusted against the surplus of that asset or, if no surplus exists, is charged to the profit and loss account as an impairment. A subsequent increase in the market value of an impaired asset is reversed through the profit and loss account up to the extent of the impairment and thereafter credited to the surplus on revaluation of that asset. All direct costs of acquiring title to the asset are charged immediately to the profit and loss account.

Depreciation on assets acquired in satisfaction of claims is charged to the profit and loss account on the same basis as depreciation charged on the Group's owned fixed assets.

If the recognition of such assets results in a reduction in non-performing loans, such reductions and the corresponding reductions in provisions held against non-performing loans are disclosed separately.

These assets are generally intended for sale. Gains and losses realised on the sale of such assets are disclosed separately from gains and losses realised on the sale of fixed assets. Surplus on revaluation (net of deferred tax) realised on disposal of these assets is transferred directly to unappropriated profit.

However, if such an asset, subsequent to initial recording, is used by the Group for its own operations, the asset, along with any related surplus, is transferred to fixed assets.

4.9 Borrowings / deposits

Borrowings / deposits are recorded at the amount of proceeds received. The cost of borrowings / deposits is recognised as an expense on an accrual basis in the period in which it is incurred.

4.10 Subordinated debt

Subordinated debt is recorded at the amount of proceeds received. Mark-up accrued on subordinated debt is charged to the profit and loss account.

4.11 Acceptances

Acceptances comprise undertakings by the Group to pay bills of exchange drawn on customers. Acceptances are recognised as a financial liability in the statement of financial position with the contractual right of reimbursement from the customer recognised as a financial asset.

4.12 Employee benefits

The Bank operates a number of post-retirement benefit plans, which include both defined contribution plans and defined benefit plans.

For defined contribution plans, the Bank pays contributions to the fund on a periodic basis, and such amounts are charged to the profit and loss account when the payment obligation is established. The Bank has no further payment obligations once the contributions have been paid.

For funded defined benefit plans, the liability recognised in the statement of financial position is the present value of the defined benefit obligations less the fair value of plan assets as at the statement of financial position date. Contributions to the fund are made by the Bank on a periodic basis.

For non-funded defined benefit plans, the liability recognised in the statement of financial position is the present value of the defined benefit obligations as at the statement of financial position date.

The liability in respect of all obligations under defined benefit schemes is calculated annually by an independent actuary using the Projected Unit Credit Method.

Actuarial gains and losses

Actuarial gains and losses that arise out of experience adjustments and changes in actuarial assumptions are recognised in other comprehensive income with no subsequent recycling through the profit and loss account. However, acturial gains and losses on remeasurement of the liability for compensated absences are recognised in the profit and loss account.

Past Service Cost

Past service cost is the change in the present value of the defined benefit obligation resulting from a plan amendment and is recognised through the profit and loss account when the plan is amended.

Current Service Cost

Current service cost is the increase in the present value of the defined benefit obligation resulting from employee service in the current period, and is recognised through the profit and loss account.

4.13 Foreign currency

4.13.1 Foreign currency transactions

Transactions in foreign currencies are translated into rupees at the foreign exchange rates prevailing on the transaction date. Monetary assets and liabilities denominated in foreign currency are translated into rupees at the rates of exchange prevailing on the date of the statement of financial position. Forward transactions in foreign currencies and foreign bills purchased are translated at forward foreign exchange rates applicable to their respective maturities.

4.13.2 Foreign operations

The assets and liabilities of foreign operations are translated to Pakistani rupees at exchange rates prevailing on the date of the statement of financial position. The income and expenses of foreign operations are translated to Pakistani Rupees at average rates of exchange prevailing during the year.

Goodwill arising on the acquisition of an entity by an overseas subsidiary is treated as an asset of the overseas subsidiary and is translated at foreign exchange rates prevailing as at the date of the statement of financial position.

4.13.3 Translation gains and losses

Gains and losses arising from foreign currency translations are taken to the profit and loss account, except those arising from the translation of the net investment in foreign branches, associates and subsidiaries, which are recognized through the statement of other comprehensive income as an Exchange Translation Reserve (ETR). Balances in the ETR are only taken to the profit and loss account on disposal of the investment.

4.13.4 Contingencies and Commitments

Commitments for outstanding forward foreign exchange contracts are disclosed in the financial statements at contracted rates. Contingent liabilities / commitments denominated in foreign currencies are expressed in rupee terms at the rates of exchange prevailing on the date of the statement of financial position.

4.14 Income recognition

Revenue is recognised to the extent that the economic benefits associated with a transaction will flow to the Group and the revenue can be reliably measured.

4.14.1 Advances and investments

Income on performing advances and debt securities is recognised on a time proportion basis as per the terms of the contract. Where debt securities are purchased at a premium or discount, such premium / discount is amortised through the profit and loss account over the remaining maturity of the debt security using the effective yield method.

Income recoverable on classified advances and investments is recognised on a receipt basis. Income on rescheduled / restructured advances and investments is recognised as permitted by SBP regulations or by the regulatory authorities of the countries in which the Group operates.

4.14.2 Lease financing

Income from lease financing is accounted for using the financing method. Under this method, the unearned lease income (defined as the sum of total lease rentals and estimated residual value less the cost of the leased assets) is taken to income over the term of the lease so as to produce a constant periodic rate of return on the outstanding net investment in the lease. Gains and losses on termination of lease contracts are recognised through the profit and loss account when these are realised. For classified leases, unrealised lease income and other fees are recognised on a receipt basis.

4.14.3 Fee, Commission and Brokerage Income

Fee, commission and brokerage income is recognised on an accrual basis.

4.14.4 Dividend income

Dividend income is recognised when the right to receive the dividend is established.

4.15 Taxation

Income tax expense comprises of the charge for current and prior years and deferred tax. Income tax expense is recognised in the profit and loss account except to the extent that it relates to items which are recognised, net of tax, directly in equity.

4.15.1 Current

The charge for current taxation is calculated on taxable income earned during the year from local as well as foreign operations using tax rates enacted as at the date of the statement of financial position.

4.15.2 Prior years

The charge for prior years represents adjustments to the tax charge for prior years, arising from assessments, changes in estimates, and retrospectively applied changes to law, made during the current year.

4.15.3 Deferred

Deferred tax is recognised using the balance sheet liability method on all temporary differences between the amounts attributed to assets and liabilities for financial reporting purposes and the amounts used for taxation purposes.

Deductible temporary differences (deferred tax assets) are temporary differences that are deductible from the taxable income of future periods when the carrying amount of the underlying asset or liability is recovered or settled. A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the asset can be utilized.

Taxable temporary differences (deferred tax liabilities) are temporary differences that will result in a tax liability in future periods when the carrying amount of the asset or liability is recovered or settled.

Deferred tax is calculated at the tax rates that are expected to be applicable to the temporary differences when they reverse, based on laws that have been enacted or substantively enacted as at the date of the statement of financial position.

The Bank also records a deferred tax asset / liability on items recognised directly in the statement of comprehensive income such as surplus / deficit on revaluation of assets and actuarial gains / losses. These items are disclosed net of the related deferred tax asset / liability.

Deferred tax assets are reviewed annually for impairment. Where objective evidence exists that the carrying value of a deferred tax asset may not be recoverable, the deferred tax asset is reduced to its recoverable value. The difference between the carrying value and the recoverable value is recognised through the profit and loss account as a deferred tax expense.

4.16 Impairment of non-financial assets

The carrying values of non-financial assets are reviewed at each statement of financial position date to determine whether there is any indication of impairment. If such indication exists, the recoverable value of the asset is estimated. An impairment loss is recognised through the profit and loss account whenever the recoverable value of an asset is lower than its carrying value.

A subsequent increase in the recoverable value of the asset results in a reversal of the impairment loss through the profit and loss account, up to the original carrying value of the asset, if the reversal can be objectively related to an event occurring after the impairment loss was recognised.

A provision is also recognised on other assets where the chances of recovery of those balances are very low.

4.17 Provisions

Provisions are recognised when the Group has present legal or constructive obligations as a result of past events, it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate of the amount can be made.

A provision for off balance sheet obligations is recognised when the Bank becomes aware of the obligation and reasonable certainty exists that the Group will settle the obligation. The charge to the profit and loss account is stated net of expected recoveries and the obligation is recognised in other liabilities.

Provisions are reviewed at each statement of financial position date and are adjusted to reflect the current best estimate.

4.18 Contingent Liabilities

Contingent liabilities are not recognised in the statement of financial position as they are possible obligations where it has yet to be confirmed whether a liability, which will ultimately result in an outflow of economic resources to settle the obligation, will arise. In cases where the probability of an outflow of economic resources is considered remote, based on legal / professional opinions or other relevant assessments, it is not disclosed as a contingent liability.

4.19 Off setting

Financial assets and financial liabilities are set-off and the net amount is reported in the consolidated financial statements when there is a legally enforceable right to set-off and the Group intends either to settle on a net basis, or to realise the assets and to settle the liabilities simultaneously.

4.20 Financial Assets and Liabilities

Financial assets and liabilities carried on the statement of financial position include cash and bank balances, lending to financial institutions, investments, advances, certain other receivables, bills payable, borrowings, deposits, subordinated debt, lease liabilities against ROU assets and certain payables. The particular recognition methods adopted for significant financial assets and financial liabilities are disclosed in the relevant policy notes.

4.21 Derivative Financial Instruments

Derivative financial assets and liabilities are initially recognised at fair value on the date on which a derivative contract is entered into and are subsequently measured at their fair values using appropriate valuation techniques. Derivative financial instruments are carried as an asset when the fair value is positive and as a liability when the fair value is negative. Any change in the fair value of derivative financial instruments is taken directly to the profit and loss account.

4.22 Dividends and appropriation to reserves

Dividends and appropriations to reserves, which are approved subsequent to the date of the statement of financial position are, except where required by law, recognised in the year in which these are approved and disclosed as a non-adjusting event after the balance sheet date.

4.23 Earnings per share

The Group presents basic and diluted earnings per share (EPS). Basic EPS is calculated by dividing profit after tax for the year attributable to equity holders of the Group by the weighted average number of ordinary shares outstanding during the year. Diluted earnings per share is not calculated separately, as the Bank does not have any convertible instruments in issue.

4.24 Segment reporting

A segment is a distinguishable component of the Group that is engaged in providing unique products or services (business segment), or in providing products or services within a particular geographic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments.

4.24.1 Business segments

The Group is managed along the following business lines for monitoring and reporting purposes:

i) *Branch banking*

This segment pertains to the branch distribution network, its related deposit and other products and general banking services.

ii) *Consumer, SME and agriculture lending*

This segment pertains to loan products offered to the Consumer, SME and Agriculture segments.

iii) *Islamic banking*

This segment pertains to all business lines of the Islamic banking network and includes all Islamic products offered by the bank.

iv) *Corporate, commercial and investment banking*

This segment provides a wide variety of financial products and services to large and medium sized clients, across the entire spectrum of industrial sectors.

v) *International and correspondent banking*

This segment includes all international branches and subsidiaries, the financial institutions business and global remittances.

vi) *Treasury*

This segment is responsible for asset / liability management and includes all treasury related products such as fixed income, money market, FX and derivatives.

vii) *Asset management*

This segment pertains to HBL Asset Management Limited.

viii) *Microfinance*

This segment pertains to HBL Microfinance Bank Limited.

ix) *Head Office / Others*

This segment includes numbers related to HBL Konnect, Head Office functions and HBL Currency Exchange.

4.24.2 Geographical segments

The Group is managed along the following geographic lines for monitoring and reporting purposes:

i) *Pakistan (including KEPZ)*

This includes the domestic operations and HBL's KEPZ branch.

ii) *Middle East and Africa*

This includes United Arab Emirates (UAE), Bahrain, Oman, Lebanon and Mauritius.

iii) *Asia*

This includes Afghanistan, Bangladesh, China, Maldives, Singapore and Sri Lanka.

iv) *Europe*

This includes Belgium, Turkey and the United Kingdom.

		Note	2023	2022
			(Rupees in '000)	
5	**CASH AND BALANCES WITH TREASURY BANKS**			
	In hand			
	Local currency		**63,349,493**	74,268,200
	Foreign currencies		**11,447,241**	7,583,546
			74,796,734	81,851,746
	With State Bank of Pakistan in			
	Local currency current accounts	5.1	**181,431,231**	118,025,638
	Foreign currency current accounts	5.2	**12,284,194**	292,436
	Foreign currency deposit accounts	5.3	**25,275,511**	655,439
			218,990,936	118,973,513
	With other central banks in			
	Foreign currency current accounts	5.4	**72,585,029**	57,271,642
	Foreign currency deposit accounts	5.5	**32,466,191**	35,609,011
			105,051,220	92,880,653
	With National Bank of Pakistan in			
	Local currency current accounts		**147,163,939**	1,757,957
	Local currency deposit account	5.6	**1,207,332**	389,942
			148,371,271	2,147,899
	National Prize Bonds		**318,420**	161,575
			547,528,581	296,015,386

5.1 These represent local currency current accounts maintained under the Cash Reserve Requirement of the SBP.

5.2 These represent foreign currency current accounts maintained under the Cash Reserve Requirement of the SBP.

5.3 This includes

- a foreign currency deposit account maintained under the Special Cash Reserve Requirement (SCRR) of the SBP which carries mark-up at a rate of 4.34% per annum (2022: 3.14% per annum).
- a foreign currency settlement account which carries mark-up at a rate of 0.00% (2022: 0.00%) per annum.

5.4 These represent balances held with the central banks of the countries in which the Group operates, in accordance with local regulatory requirements. These include balances in remunerative current accounts amounting to Rs 28,682.146 million (2022: Rs 25,309.932 million), which carry mark-up at rates ranging from 1.89% to 5.68% per annum (2022:1.04% to 3.50% per annum).

5.5 These represent balances held with the central banks of the countries in which the Group operates, in accordance with local regulatory requirements. These carry mark-up at rates ranging from 0.00% to 6.75% per annum (2022: 0.00% to 14.50% per annum).

5.6 This represents a deposit account maintained with National Bank of Pakistan. This carries mark-up at a rate of 19.50% per annum (2022: 12.25% per annum).

		Note	2023	2022
			(Rupees in '000)	
6	**BALANCES WITH OTHER BANKS**			
	In Pakistan			
	In current accounts		**275,804**	764,679
	In deposit accounts	6.1	**3,299,072**	412,037
			3,574,876	1,176,716
	Outside Pakistan			
	In current accounts	6.2	**31,783,584**	25,939,811
	In deposit accounts	6.3	**21,245,088**	14,396,495
			53,028,672	40,336,306
			56,603,548	41,513,022

6.1 These carry mark-up at rates ranging from 13.75% to 21.75% per annum (2022: 5.50% to 15.00% per annum).

6.2 This includes an amount of Rs 5,078.358 million (2022: 5,564.242 million) in remunerative current accounts which carry mark-up at rates ranging from 0.01% to 1.00% per annum (2022: 0.01% to 1.00% per annum).

6.3 These carry mark-up at rates ranging from 0.50% to 43.5% per annum (2022: 0.00% to 30.50% per annum).

		Note	2023	2022
			(Rupees in '000)	
7	**LENDINGS TO FINANCIAL INSTITUTIONS**			
	Call money lendings	7.2	**17,000,000**	-
	Repurchase agreement lendings (reverse repo)	7.3	**71,598,160**	254,593,287
			88,598,160	254,593,287

7.1 Lendings to financial institutions are all in local currency.

7.2 Call money lendings carry mark-up at rates ranging from 21.75% to 22.05% per annum and are due to mature latest by January 04, 2024.

7.3 Repurchase agreement lendings carry mark-up at rates ranging from 21.00% to 22.95% per annum (2022: 15.95% to 16.60% per annum) and are due to mature latest by January 09, 2024.

7.3.1 **Securities held as collateral against lendings to financial institutions**

	2023			2022		
	Held by Group	Further given as collateral	Total	Held by Group	Further given as collateral	Total
	(Rupees in '000)					
Market Treasury Bills	**2,887,003**	**-**	**2,887,003**	92,318,287	-	92,318,287
Pakistan Investment Bonds	**66,211,157**	**-**	**66,211,157**	162,275,000	-	162,275,000
Sukuk	**2,500,000**	**-**	**2,500,000**	-	-	-
	71,598,160	**-**	**71,598,160**	254,593,287	-	254,593,287

7.3.2 The market value of securities held as collateral against repurchase agreement lendings amounted to Rs 71,606.435 million (2022: Rs 254,221.016 million).

8 INVESTMENTS

8.1 Investments by type

	Note	2023				2022			
		Cost / amortised cost	Provision for diminution	Surplus / (deficit)	Carrying value	Cost / amortised cost	Provision for diminution	Surplus / (deficit)	Carrying value
		(Rupees in '000)							
Held-for-trading (HFT) securities									
Federal Government securities									
- Market Treasury Bills	8.3	88,950,384	-	(34,842)	88,915,542	5,885,581	-	(7,865)	5,877,716
- Pakistan Investment Bonds	8.3	140,840,320	-	100,654	140,940,974	52,471,296	-	(85,104)	52,386,192
- Ijarah Sukuk		7,497,896	-	296,498	7,794,394	-	-	-	-
Shares									
- Listed companies		109,681	-	(1,994)	107,687	132	-	(41)	91
Foreign securities									
- Government debt securities		2,965,340	-	(79,993)	2,885,347	3,278,776	-	8,620	3,287,396
		240,363,621	-	280,323	240,643,944	61,635,785	-	(84,390)	61,551,395
Available-for-sale (AFS) securities									
Federal Government securities									
- Market Treasury Bills	8.3 & 8.6	223,051,810	-	133,734	223,185,544	222,762,973	-	(396,299)	222,366,674
- Pakistan Investment Bonds	8.3	1,142,589,290	-	(28,598,476)	1,113,990,814	936,341,475	-	(29,604,154)	906,737,321
- Ijarah Sukuk		214,469,251	-	(992,900)	213,476,351	125,360,260	-	(2,772,531)	122,587,729
- Government of Pakistan US Dollar Bonds		20,607,015	(3,015,329)	(307,522)	17,284,164	18,895,230	(2,213,447)	(8,221,230)	8,460,553
- Other Federal Government securities		5,543,158	-	-	5,543,158	4,686,060	-	-	4,686,060
Shares									
- Listed companies		18,346,143	(1,355,890)	(573,899)	16,416,354	6,329,024	(2,097,873)	(242,961)	3,988,190
- Unlisted companies		5,372,888	(137,414)	-	5,235,474	5,372,888	(119,718)	-	5,253,170
Non-Government debt securities									
- Listed		52,313,888	(1,288,294)	(1,410,827)	49,614,767	52,253,137	(602,689)	(2,566,098)	49,084,350
- Unlisted		2,654,051	(403,050)	(16,875)	2,234,126	2,664,233	(413,232)	16,321	2,267,322
Foreign securities									
- Government debt securities		172,850,072	(1,920,274)	(271,538)	170,658,260	126,975,290	(1,672,462)	(739,952)	124,562,876
- Non-Government debt securities									
- Listed		7,059,589	(1,423,946)	(35,025)	5,600,618	9,364,897	(1,124,713)	(132,840)	8,107,344
- Unlisted		-	-	-	-	5,461,354	-	593	5,461,947
- Equity securities - Unlisted		9,701	(239)	-	9,462	7,762	(197)	-	7,565
National Investment Unit Trust units		11,113	-	39,632	50,745	11,113	-	27,057	38,170
Real Estate Investment Trust units									
- Listed		55,000	-	13,700	68,700	55,000	-	13,200	68,200
- Unlisted		1,575,000	-	-	1,575,000	1,575,000	-	-	1,575,000
Preference shares									
- Listed		744,400	-	133,000	877,400	744,400	-	172,200	916,600
- Unlisted		354,985	(316,505)	-	38,480	354,985	(285,793)	-	69,192
		1,867,607,354	(9,860,941)	(31,886,996)	1,825,859,417	1,519,215,081	(8,530,124)	(44,446,694)	1,466,238,263
Held-to-maturity (HTM) securities	8.7								
Federal Government securities									
- Market Treasury Bills		111,663,463	-	-	111,663,463	109,068,345	-	-	109,068,345
- Pakistan Investment Bonds	8.3, 8.4 & 8.5	301,830,350	-	-	301,830,350	232,170,109	-	-	232,170,109
- Government of Pakistan US Dollar Bonds		6,435,791	(408,218)	-	6,027,573	5,265,790	(379,077)	-	4,886,713
Non-Government debt securities									
- Listed		1,899,450	-	-	1,899,450	1,733,442	-	-	1,733,442
- Unlisted		23,419,101	-	-	23,419,101	18,301,991	-	-	18,301,991
Foreign Securities									
- Government debt securities		14,663,737	-	-	14,663,737	14,365,073	-	-	14,365,073
- Non-Government debt securities									
- Listed		-	-	-	-	161,426	(15,712)	-	145,714
- Unlisted		174,040	(14,611)	-	159,429	308,100	-	-	308,100
		460,085,932	(422,829)	-	459,663,103	381,374,276	(394,789)	-	380,979,487
Investments in associates and joint venture	8.2.1 & 8.13	37,758,026	-	(1,625,403)	36,132,623	41,033,458	-	(1,001,561)	40,031,897
Total Investments		2,605,814,933	(10,283,770)	(33,232,076)	2,562,299,087	2,003,258,600	(8,924,913)	(45,532,645)	1,948,801,042

8.2 Investments by segment

	Note	2023				2022			
		Cost / amortised cost	Provision for diminution	Surplus / (deficit)	Carrying value	Cost / amortised cost	Provision for diminution	Surplus / (deficit)	Carrying value
		(Rupees in '000)							
Federal Government securities									
Market Treasury Bills		423,665,657	-	98,892	423,764,549	337,716,899	-	(404,164)	337,312,735
Pakistan Investment Bonds		1,585,259,960	-	(28,497,822)	1,556,762,138	1,220,982,880	-	(29,689,258)	1,191,293,622
Ijarah Sukuk		221,967,147	-	(696,402)	221,270,745	125,360,260	-	(2,772,531)	122,587,729
Government of Pakistan US Dollar Bonds		27,042,806	(3,423,547)	(307,522)	23,311,737	24,161,020	(2,592,524)	(8,221,230)	13,347,266
Other Federal Government securities		5,543,158	-	-	5,543,158	4,686,060	-	-	4,686,060
		2,263,478,728	(3,423,547)	(29,402,854)	2,230,652,327	1,712,907,119	(2,592,524)	(41,087,183)	1,669,227,412
Shares									
Listed companies		18,455,824	(1,355,890)	(575,893)	16,524,041	6,329,156	(2,097,873)	(243,002)	3,988,281
Unlisted companies		5,372,888	(137,414)	-	5,235,474	5,372,888	(119,718)	-	5,253,170
		23,828,712	(1,493,304)	(575,893)	21,759,515	11,702,044	(2,217,591)	(243,002)	9,241,451
Non-Government debt securities									
Listed		54,213,338	(1,288,294)	(1,410,827)	51,514,217	53,986,579	(602,689)	(2,566,098)	50,817,792
Unlisted		26,073,152	(403,050)	(16,875)	25,653,227	20,966,224	(413,232)	16,321	20,569,313
		80,286,490	(1,691,344)	(1,427,702)	77,167,444	74,952,803	(1,015,921)	(2,549,777)	71,387,105
Foreign securities									
Government debt securities		190,479,149	(1,920,274)	(351,531)	188,207,344	144,619,139	(1,672,462)	(731,332)	142,215,345
Non-Government debt securities									
Listed		7,059,589	(1,423,946)	(35,025)	5,600,618	9,526,323	(1,140,425)	(132,840)	8,253,058
Unlisted		174,040	(14,611)	-	159,429	5,769,454	-	593	5,770,047
Equity securities - Unlisted		9,701	(239)	-	9,462	7,762	(197)	-	7,565
		197,722,479	(3,359,070)	(386,556)	193,976,853	159,922,678	(2,813,084)	(863,579)	156,246,015
National Investment Unit Trust units		11,113	-	39,632	50,745	11,113	-	27,057	38,170
Real Estate Investment Trust units									
- Listed		55,000	-	13,700	68,700	55,000	-	13,200	68,200
- Unlisted		1,575,000	-	-	1,575,000	1,575,000	-	-	1,575,000
		1,630,000	-	13,700	1,643,700	1,630,000	-	13,200	1,643,200
Preference shares									
- Listed		744,400	-	133,000	877,400	744,400	-	172,200	916,600
- Unlisted		354,985	(316,505)	-	38,480	354,985	(285,793)	-	69,192
		1,099,385	(316,505)	133,000	915,880	1,099,385	(285,793)	172,200	985,792
Investments in associates and joint venture									
Diamond Trust Bank Kenya Limited		24,420,159	-	(1,457,757)	22,962,402	22,402,633	-	(825,286)	21,577,347
Himalayan Bank Limited, Nepal	8.13.1	-	-	-	-	8,156,824	-	(7,772)	8,149,052
Kyrgyz Investment and Credit Bank, Kyrgyz Republic		5,534,729	-	-	5,534,729	3,582,764	-	-	3,582,764
Jubilee General Insurance Company Limited		3,778,966	-	(47,630)	3,731,336	3,445,952	-	1,083	3,447,035
Jubilee Life Insurance Company Limited		2,761,594	-	1,715	2,763,309	2,580,693	-	(5,945)	2,574,748
HBL Cash Fund		448,059	-	-	448,059	160,389	-	-	160,389
HBL Financial Sector Income Fund - Plan-1		69,225	-	-	69,225	71,772	-	-	71,772
HBL Government securities Fund		324,648	-	-	324,648	-	-	-	-
HBL Investment Fund Class A		218,545	-	(121,731)	96,814	411,229	-	(163,641)	247,588
HBL Islamic Equity Fund		40,621	-	-	40,621	-	-	-	-
HBL Islamic Pension Fund		31,742	-	-	31,742	-	-	-	-
HBL Multi Asset Fund		75,150	-	-	75,150	35,499	-	-	35,499
HBL Pension Fund		31,795	-	-	31,795	-	-	-	-
HBL Total Treasury Exchange Traded fund		22,793	-	-	22,793	44,825	-	-	44,825
HBL FPF Active Allocation Plan		-	-	-	-	45,151	-	-	45,151
HBL FPF Conservative Allocation Plan		-	-	-	-	30,730	-	-	30,730
HBL IFPF Active Allocation Plan		-	-	-	-	64,997	-	-	64,997
	8.2.1	37,758,026	-	(1,625,403)	36,132,623	41,033,458	-	(1,001,561)	40,031,897
Total Investments		2,605,814,933	(10,283,770)	(33,232,076)	2,562,299,087	2,003,258,600	(8,924,913)	(45,532,645)	1,948,801,042

8.2.1 This represents the Group's share of deficit on investments held by these entities.

8.2.2 **Investments given as collateral**

The market value of investments given as collateral against borrowings is as follows:

	2023	2022
	(Rupees in '000)	
Federal Government securities		
- Market Treasury Bills	**30,947,292**	76,758,133
- Pakistan Investment Bonds	**336,459,407**	165,214,633
- Ijarah Sukuk	**-**	25,479,600
Foreign securities		
- Government debt securities	**-**	15,216,156
	367,406,699	282,668,522

8.3 Investments include securities amounting to Rs 517,483.172 million (2022: Rs 437,016.293 million) which are held to comply with the SBP's statutory liquidity requirements as set out under section 29 of the Banking Companies Ordinance, 1962.

8.4 Investments include Rs 227.500 million (2022: Rs 227.500 million) pledged with the SBP against TT/DD discounting facilities and demand loan facilities.

8.5 Investments include Rs 10.000 million (2022: Rs 10.000 million) pledged with the Controller of Military Accounts against Regimental Fund accounts being maintained at various branches of the Bank.

8.6 Investments include Rs 300.000 million (2022: Rs 300.000 million) pledged with the National Clearing Company of Pakistan against trading margin.

8.7 The market value of investments classified as held-to-maturity amounted to Rs 425,878.841 million (2022: Rs 351,020.204 million).

8.8 **Particulars of provision held against diminution in the value of investments**

	2023	2022
	(Rupees in '000)	
Opening balance	**8,924,913**	4,158,401
Exchange adjustments	**1,542,961**	740,034
Charge / (reversal)		
Charge for the year	**2,424,752**	4,565,152
Reversal for the year	**(1,658,491)**	(24,044)
Reversal on disposal during the year	**(950,365)**	(689,400)
Net (reversal) / charge	**(184,104)**	3,851,708
Transferred in	**-**	67,880
Other movement	**-**	106,890
Closing balance	**10,283,770**	8,924,913

8.9 **Particulars of provision against debt securities**

Category of classification	2023		2022	
	Non-Performing Investments	Provision	Non-Performing Investments	Provision
	(Rupees in '000)			
Domestic				
Loss	**403,050**	**403,050**	413,232	413,232
Overseas				
Overdue by:				
91 to 180 days	**-**	**-**	452,912	452,912
181 to 365 days	**-**	**-**	679,188	500,742
> 365 days	**2,806,736**	**2,806,736**	1,065,339	1,065,339
	2,806,736	**2,806,736**	2,197,439	2,018,993
	3,209,786	**3,209,786**	2,610,671	2,432,225

8.9.1 In addition to the above, overseas branches hold a provision of Rs 5,263.936 million (2022: Rs 3,989.107 million) against investments in accordance with the ECL requirements of IFRS 9.

8.10 **Quality of available-for-sale (AFS) securities**

Details regarding the quality of AFS securities are as follows:

	2023	2022
	Cost / amortised cost	
	(Rupees in '000)	
Federal Government securities - Government guaranteed		
Market Treasury Bills	**223,051,810**	222,762,973
Pakistan Investment Bonds	**1,142,589,290**	936,341,475
Ijarah Sukuks	**214,469,251**	125,360,260
Government of Pakistan US Dollar Bonds	**20,607,015**	18,895,230
Other Federal Government securities - Islamic Naya Pakistan Certificates	**5,543,158**	4,686,060
	1,606,260,524	1,308,045,998

Shares	2023	2022
	Cost	
Listed companies	(Rupees in '000)	
Automobile Assembler	**44,191**	93,569
Automobile Parts and Accessories	**-**	85,167
Cement	**1,059,479**	659,875
Chemicals	**224,083**	224,084
Commercial Banks	**11,246,890**	949,350
Engineering	**364,828**	197,207
Fertilizer	**1,036,767**	811,050
Food and Personal Care Products	**79,800**	-
Insurance	**-**	69,484
Investment Banks / Investment Companies / Securities Companies	**1,122,067**	1,122,067
Leather and Tanneries	**68,682**	-
Oil and Gas Exploration Companies	**1,335,469**	513,230
Oil and Gas Marketing Companies	**469,020**	210,443
Pharmaceuticals	**163,721**	196,431
Power Generation and Distribution	**481,109**	551,141
Technology and Communication	**151,616**	48,836
Textile Composite	**498,421**	526,897
Miscellaneous	**-**	70,193
	18,346,143	6,329,024

	2023		2022	
	Cost	Breakup value	Cost	Breakup value
	(Rupees in '000)			
Unlisted companies				
Central Depository Company of Pakistan Limited	**256,347**	**767,434**	256,347	782,093
Engro Powergen Thar (Private) Limited	**2,086,591**	**8,048,312**	2,086,591	7,326,213
Sindh Engro Coal Mining Company Limited	**2,267,346**	**6,163,513**	2,267,346	5,536,372
Pakistan Mortgage Refinance Company Limited	**500,000**	**1,205,087**	500,000	1,015,616
First Women Bank Limited	**63,300**	**223,020**	63,300	203,928
SME Bank Limited	**13,474**	**(44,567)**	13,474	(43,229)
National Institutional Facilitation Technologies (Private) Limited	**1,527**	**64,687**	1,527	64,687
National Investment Trust Limited	**100**	**700,276**	100	910,231
Pakistan Agriculture Storage and Services Corporation Limited	**5,500**	**3,551,928**	5,500	3,551,928
Society for Worldwide Interbank Financial Telecommunication (SWIFT)	**3,152**	**73,467**	3,152	52,804
Naymat Collateral Management Company Limited	**29,286**	**6,858**	29,286	13,824
1 LINK (Private) Limited	**50,000**	**733,214**	50,000	537,279
Pakistan Credit Restructuring Company Limited	**96,000**	**57,789**	96,000	68,519
Mutual Funds Association of Pakistan	**265**	**265**	265	265
	5,372,888	**21,551,283**	5,372,888	20,020,530

8.10.1 The breakup value of unlisted companies is calculated using the latest available financial statements as described in note 4.3.2.

Non-Government debt securities		2023	2022
		Cost / amortised cost	
		(Rupees in '000)	
Listed			
AA+, AA, AA-		**45,200,000**	46,200,000
A+, A, A-		**493,545**	493,545
B+, B, B-		**-**	4,559,592
CCC and below		**5,672,422**	-
Unrated		**947,921**	1,000,000
	8.10.2	**52,313,888**	52,253,137
Unlisted			
AAA		**-**	351,000
AA+, AA, AA-		**1,801,000**	1,900,000
A+, A, A-		**450,000**	-
Unrated		**403,051**	413,233
		2,654,051	2,664,233
		54,967,939	54,917,370

8.10.2 This includes listed non-Government debt securities amounting to Rs 40 billion (2022: Rs 41 billion) guaranteed by the Government.

Foreign securities	2023		2022	
Government debt securities	Cost / amortised cost (Rupees in '000)	Rating	Cost / amortised cost (Rupees in '000)	Rating
Bahrain	**12,319,098**	**BB, B and B2**	11,821,622	B+ and B2
Egypt	**1,560,904**	**B3, CCC+ and below**	3,672,732	B and B2
Kenya	**2,844,472**	**B2**	2,326,687	B2
Maldives	**30,528,092**	**CCC+ and below**	26,497,708	CCC+ and below
Mauritius	**5,924,458**	**Baa3**	4,450,149	Baa3
Oman	**1,851,602**	**Ba3 and BB-**	3,207,091	Ba3 and BB-
Singapore	**7,216,850**	**AAA**	11,751,254	AAA
South Africa	**887,079**	**Ba2**	731,411	Ba2
Sri Lanka	**8,546,668**	**CCC+ and below**	3,693,301	CCC+ and below
United Arab Emirates	**64,589,453**	**Aa2 and Baa3**	40,847,053	Aa2 and Baa3
United Kingdom	**8,235,485**	**AAA and Aa3**	-	-
United States of America	**28,345,911**	**AAA and AA+**	17,976,282	AAA
	172,850,072		126,975,290	

Non-Government debt securities	2023	2022
Listed	Cost / amortised cost (Rupees in '000)	
AAA	**-**	1,919,509
BBB+, BBB, BBB-	**1,417,005**	1,157,511
BB+, BB, BB-	**-**	1,772,216
B+, B, B-	**4,243,604**	3,450,322
Unrated	**1,398,980**	1,065,339
	7,059,589	9,364,897

Equity securities - Unlisted	2023		2022	
	Cost	Breakup value	Cost	Breakup value
	(Rupees in '000)			
The Benefit Company, Bahrain	**5,981**	**45,145**	4,804	34,287
Credit Information Bureau, Sri Lanka	**70**	**15,211**	49	10,452
LankaClear (Private) Limited, Sri Lanka	**435**	**12,299**	308	7,182
SME Equity Fund Limited, Mauritius	**3,215**	**2,976**	2,601	2,404
	9,701	**75,631**	7,762	54,325

	2023	2022
	Cost (Rupees in '000)	
National Investment Unit Trust units - Listed	**11,113**	11,113
Real Estate Investment Trust units - Listed	**55,000**	55,000

Real Estate Investment Trust units - Unlisted	2023		2022	
	Cost	Breakup value	Cost	Breakup value
	(Rupees in '000)			
TPL REIT Management Company Limited	**1,575,000**	**3,049,627**	1,575,000	2,262,423

	2023	2022
	Cost	
	(Rupees in '000)	
Preference shares - Listed		
Chemicals	**700,000**	700,000
Textile Composite	**44,400**	44,400
	744,400	744,400

Preference shares - Unlisted	2023		2022	
	Cost	Breakup value	Cost	Breakup value
	(Rupees in '000)			
Finja Inc.	**176,985**	**38,230**	176,985	30,712
Healthwire Pvt Ltd	**178,000**	**38,480**	178,000	38,480
	354,985	**76,710**	354,985	69,192

8.11 **Particulars of held-to-maturity securities are as follows:**

	2023	2022
	Cost / amortised cost	
Federal Government securities - Government guaranteed	(Rupees in '000)	
Market Treasury Bills	**111,663,463**	109,068,345
Pakistan Investment Bonds	**301,830,350**	232,170,109
Government of Pakistan US Dollar Bonds	**6,435,791**	5,265,790
	419,929,604	346,504,244
Non-Government debt securities		
Listed		
AA+, AA, AA-	**1,249,750**	1,249,850
A+, A, A-	**649,700**	483,592
	1,899,450	1,733,442
Unlisted		
AAA	**21,557,531**	14,856,052
AA+, AA, AA-	**949,570**	149,730
A+, A, A-	**912,000**	1,050,000
Unrated	**-**	2,246,209
	23,419,101	18,301,991

Foreign securities	2023		2022	
Government debt securities	Cost / amortised cost (Rupees in '000)	Rating	Cost / amortised cost (Rupees in '000)	Rating
Bahrain	**-**	**-**	1,204,012	B2
Bangladesh	**11,839,387**	**Ba3**	9,659,351	Ba3
Oman	**-**	**-**	1,931,607	BB-
Sri Lanka	**1,284,157**	**CCC+ and below**	1,570,103	CCC+ and below
United States of America	**1,540,193**	**AAA**	-	-
	14,663,737		14,365,073	

Non-Government debt securities	2023	2022
	Cost / amortised cost	
Listed	(Rupees in '000)	
Unrated	**-**	161,426
Unlisted		
A+, A, A-	**174,040**	308,100

8.12 **Summary of financial information of associates and joint venture**

	2023							
	Based on the annual / interim financial statements as on	Country of incorporation	Percentage of holding	Assets	Liabilities	Revenue	Profit after tax	Total comprehensive income
				(Rupees in '000)				
Diamond Trust Bank Kenya Limited	September 30, 2023	Kenya	16.15%	1,077,012,461	928,456,306	122,385,163	12,657,367	12,990,483
Kyrgyz Investment and Credit Bank	December 31, 2023	Kyrgyzstan	18.00%	176,146,026	142,334,016	19,307,295	6,441,372	6,441,372
Jubilee General Insurance Company Limited	September 30, 2023	Pakistan	19.80%	39,716,129	28,081,448	10,240,700	2,463,554	2,552,439
Jubilee Life Insurance Company Limited	September 30, 2023	Pakistan	18.52%	196,000,537	181,574,396	124,196,637	2,062,461	2,192,023
HBL Cash Fund	December 31, 2023	Pakistan	0.87%	51,773,464	355,863	10,285,555	9,554,393	9,554,393
HBL Financial Sector Income Fund - Plan-1	December 31, 2023	Pakistan	0.19%	36,799,799	217,921	6,145,812	5,707,551	5,707,551
HBL Government Securities Fund	December 31, 2023	Pakistan	8.25%	3,976,506	41,416	369,706	341,047	341,047
HBL Investment Fund Class A	December 31, 2023	Pakistan	9.88%	2,245,549	17,604	127,820	84,767	84,767
HBL Islamic Equity Fund	December 31, 2023	Pakistan	36.02%	132,444	19,679	28,732	25,003	25,003
HBL Islamic Pension Fund	December 31, 2023	Pakistan	96.33%	33,569	617	273,692	251,719	251,719
HBL Multi Asset Fund	December 31, 2023	Pakistan	69.52%	115,561	7,458	36,213	31,641	31,641
HBL Pension Fund	December 31, 2023	Pakistan	96.39%	33,604	617	328,446	306,466	306,466
HBL Total Treasury Exchange Traded fund	December 31, 2023	Pakistan	4.10%	557,461	1,493	109,898	103,524	103,524

	2022							
	Based on the annual / interim financial statements as on	Country of incorporation	Percentage of holding	Assets	Liabilities	Revenue	Profit / (loss) after tax	Total comprehensive income / (loss)
				(Rupees in '000)				
Diamond Trust Bank Kenya Limited	September 30, 2022	Kenya	16.15%	931,967,221	788,726,664	79,991,004	8,367,192	10,931,684
Himalayan Bank Limited	October 17, 2022	Nepal	20.00%	364,889,717	323,548,766	35,126,532	4,266,090	4,234,752
Kyrgyz Investment and Credit Bank	December 31, 2022	Kyrgyzstan	18.00%	125,991,587	104,107,720	11,125,792	2,345,277	2,155,369
Jubilee General Insurance Company Limited	September 30, 2022	Pakistan	19.80%	32,639,326	22,420,262	7,495,243	1,388,016	1,345,936
Jubilee Life Insurance Company Limited	September 30, 2022	Pakistan	18.52%	187,908,746	174,500,925	103,512,855	2,068,559	2,160,966
HBL Cash Fund	December 31, 2022	Pakistan	0.35%	45,770,876	168,771	4,566,173	4,310,643	4,310,643
HBL Financial Sector Income Fund - Plan-1	December 31, 2022	Pakistan	0.24%	32,685,118	3,024,997	4,528,395	4,218,626	4,218,626
HBL FPF Active Allocation Plan	December 31, 2022	Pakistan	67.57%	67,050	233	(6,556)	(7,176)	(7,176)
HBL FPF Conservative Allocation Plan	December 31, 2022	Pakistan	88.07%	34,998	105	1,228	503	503
HBL IFPF Active Allocation Plan	December 31, 2022	Pakistan	64.74%	100,715	326	2,379	1,491	1,491
HBL Investment Fund Class A	December 31, 2022	Pakistan	17.13%	1,837,058	4,588	146,036	96,136	96,136
HBL Multi Asset Fund	December 31, 2022	Pakistan	34.58%	110,021	7,355	(16,936)	(22,912)	(22,912)
HBL Total Treasury Exchange Traded fund	December 31, 2022	Pakistan	8.58%	523,730	1,271	24,213	22,459	22,459

8.12.1 The Group has significant influence in Diamond Trust Bank Kenya Limited, Kyrgyz Investment and Credit Bank, Jubilee General Insurance Company Limited and Jubilee Life Insurance Company Limited because of its Parent's holding in these entities.

8.13 **Investment in associates and Joint venture**

	2023									
	Opening balance	Investment made	Investment redeemed	Share of profit / (loss) - net of tax	Movement in share of surplus / deficit on investments - net of tax	Share of other comprehe n-sive income / (loss) - net of tax	Exchange translation impact	Dividend received	Transfer out	Closing balance
	(Rupees in '000)									
Diamond Trust Bank Kenya Limited	21,577,347	-	-	2,044,350	(632,471)	1,027,616	(610,007)	(444,433)	-	22,962,402
Himalayan Bank Limited, Nepal	8,149,052	-	-	313,829	2,522	-	1,302,052	(203,366)	(9,564,089)	-
Kyrgyz Investment and Credit Bank, Kyrgyz Republic	3,582,764	-	-	1,058,011	-	(50,213)	944,167	-	-	5,534,729
Jubilee General Insurance Company Limited	3,447,035	-	-	487,867	(48,713)	2,379	-	(157,232)	-	3,731,336
Jubilee Life Insurance Company Limited	2,574,748	-	-	381,908	7,660	16,328	-	(217,335)	-	2,763,309
HBL Cash Fund	160,389	1,431,454	(1,157,000)	43,391	-	-	-	(30,175)	-	448,059
HBL Equity Fund	-	6,000	(5,866)	(134)	-	-	-	-	-	-
HBL Financial Sector Income Fund - Plan-1	71,772	319,955	(325,333)	20,033	-	-	-	(17,202)	-	69,225
HBL FPF Active Allocation Plan	45,151	3,212	(52,629)	8,046	-	-	-	(3,780)	-	-
HBL FPF Conservative Allocation Plan	30,730	2,577	(36,945)	6,670	-	-	-	(3,032)	-	-
HBL Government securities Fund	-	290,347	-	40,591	-	-	-	(6,290)	-	324,648
HBL IFPF Active Allocation Plan	64,997	4,218	(75,653)	11,401	-	-	-	(4,963)	-	-
HBL Investment Fund Class A	247,588	-	(32,513)	(18,765)	(80,030)	-	-	(19,466)	-	96,814
HBL Islamic equity Fund	-	40,000	-	621	-	-	-	-	-	40,621
HBL Islamic Pension Fund	-	31,500	-	242	-	-	-	-	-	31,742
HBL Money Market Fund	-	35,000	(35,020)	20	-	-	-	-	-	-
HBL Multi Asset Fund	35,499	24,423	-	16,902	-	-	-	(1,674)	-	75,150
HBL Pension Fund	-	31,500	-	295	-	-	-	-	-	31,795
HBL Total Treasury Exchange Traded fund	44,825	-	(26,816)	7,417	-	-	-	(2,633)	-	22,793
	40,031,897	2,220,186	(1,747,775)	4,422,695	(751,032)	996,110	1,636,212	(1,111,581)	(9,564,089)	36,132,623

	2022									
Investment in associates and Joint venture	Opening balance	Investment made	Investment redeemed	Share of profit / (loss) - net of tax	Movement in share of surplus / deficit on investments - net of tax	Share of other comprehe n-sive income / (loss) - net of tax	Exchange translation impact	Dividend received	Transfer out	Closing balance
	(Rupees in '000)									
Diamond Trust Bank Kenya Limited	17,540,846	-	-	1,351,424	(800,166)	643,932	3,071,194	(229,883)	-	21,577,347
Himalayan Bank Limited, Nepal	6,297,914	-	-	853,218	(11,169)	4,902	1,004,187	-	-	8,149,052
Kyrgyz Investment and Credit Bank, Kyrgyz Republic	2,404,885	-	-	422,150	-	(34,183)	789,912	-	-	3,582,764
Jubilee General Insurance Company Limited	3,352,939	-	-	274,874	(38,240)	14,693	-	(157,231)	-	3,447,035
Jubilee Life Insurance Company Limited	2,408,901	-	-	383,037	9,879	7,232	-	(234,301)	-	2,574,748
HBL Cash Fund	29,958	378,745	(251,408)	13,382	-	-	-	(10,288)	-	160,389
HBL Financial Sector Income Fund - Plan-1	-	563,517	(496,620)	18,425	-	-	-	(13,550)	-	71,772
HBL FPF Active Allocation Plan	-	45,000	-	151	-	-	-	-	-	45,151
HBL FPF Conservative Allocation Plan	19,922	10,001	-	807	-	-	-	-	-	30,730
HBL IFPF Active Allocation Plan	-	65,000	-	(3)	-	-	-	-	-	64,997
HBL Investment Fund Class A	295,807	-	-	16,460	(64,679)	-	-	-	-	247,588
HBL Multi Asset Fund	88,166	35,000	(77,444)	(10,223)	-	-	-	-	-	35,499
HBL Total Treasury Exchange Traded fund	-	42,547	-	2,278	-	-	-	-	-	44,825
HBL Investment Fund Class B	425,396	-	(318,605)	(106,791)	-	-	-	-	-	-
HBL Islamic Asset Allocation Fund	152,215	-	(149,219)	(2,996)	-	-	-	-	-	-
HBL Islamic Money Market Fund	-	1,542	(1,542)	49	-	-	-	(49)	-	-
HBL Islamic Pension Fund - Equity Sub Fund	54,242	-	(45,470)	(8,772)	-	-	-	-	-	-
HBL Islamic Stock Fund	272,461	-	(228,943)	(43,518)	-	-	-	-	-	-
HBL Money Market Fund	441,133	141,000	(583,302)	44,051	-	-	-	(42,882)	-	-
HBL Pension Fund - Equity Sub Fund	77,241	-	(63,955)	(13,286)	-	-	-	-	-	-
HBL Stock Fund	242,375	-	(195,956)	(46,419)	-	-	-	-	-	-
HBL Energy Fund	204,320	-	(196,232)	(8,088)	-	-	-	-	-	-
HBL Equity Fund	546,404	-	(389,297)	(157,107)	-	-	-	-	-	
HBL Income Fund	233,235	670,957	(923,307)	45,350	-	-	-	(26,235)	-	-
	35,088,360	1,953,309	(3,921,300)	3,028,453	(904,375)	636,576	4,865,293	(714,419)	-	40,031,897

8.13.1 Himalayan Bank Limited, Nepal (HBLN), which was previously recognized as a Joint Venture, has acquired Civil Bank Limited, Nepal with effect from February 24, 2023, by issuing new shares as consideration. As a result, the shareholding of the Bank in HBLN has been diluted from 20.00% to 12.93%. Accordingly, HBLN is now classified as an available-for-sale investment.

9 ADVANCES	Note	Performing 2023	Performing 2022	Non - performing 2023	Non - performing 2022	Total 2023	Total 2022
		(Rupees in '000)					
Loans, cash credits, running finances, etc.	9.1	**1,494,700,962**	1,458,309,880	**80,835,932**	78,669,633	**1,575,536,894**	1,536,979,513
Islamic financing and related assets	9.2	**208,404,435**	222,982,477	**11,309,850**	3,465,365	**219,714,285**	226,447,842
Bills discounted and purchased		**159,652,327**	102,480,599	**9,753,378**	8,760,951	**169,405,705**	111,241,550
Advances - gross		**1,862,757,724**	1,783,772,956	**101,899,160**	90,895,949	**1,964,656,884**	1,874,668,905
Provision against advances							
- Specific	9.5	**-**	-	**(84,920,073)**	(78,259,477)	**(84,920,073)**	(78,259,477)
- General		**(18,392,219)**	(13,911,505)	**-**	-	**(18,392,219)**	(13,911,505)
		(18,392,219)	(13,911,505)	**(84,920,073)**	(78,259,477)	**(103,312,292)**	(92,170,982)
Advances - net of provision		**1,844,365,505**	1,769,861,451	**16,979,087**	12,636,472	**1,861,344,592**	1,782,497,923

9.1 This includes net investment in finance lease as disclosed below:

	2023 Not later than one year	2023 Later than one and upto five years	2023 More than five years	2023 Total	2022 Not later than one year	2022 Later than one and upto five years	2022 More than five years	2022 Total
	(Rupees in '000)							
Total minimum lease payments	**2,574,288**	**39,131,882**	**1,008,458**	**42,714,628**	2,384,911	33,158,972	17,424,154	52,968,037
Financial charges for future periods	**(282,698)**	**(8,642,192)**	**(314,698)**	**(9,239,588)**	(242,212)	(5,941,536)	(4,891,260)	(11,075,008)
Net investment in finance lease	**2,291,590**	**30,489,690**	**693,760**	**33,475,040**	2,142,699	27,217,436	12,532,894	41,893,029

9.2 Information related to Islamic financing and related assets is given in note 3 of Annexure I to these consolidated financial statements.

9.3 Particulars of advances (Gross)	2023	2022
	(Rupees in '000)	
In local currency	**1,449,318,068**	1,488,734,283
In foreign currencies	**515,338,816**	385,934,622
	1,964,656,884	1,874,668,905

9.4 Advances include Rs 101,899.160 million (2022: Rs 90,895.949 million) which have been placed under non-performing status as detailed below:

Category of classification	2023 Non-performing advances	2023 Provision	2022 Non-performing advances	2022 Provision
	(Rupees in '000)			
Domestic				
Other assets especially mentioned	**1,385,321**	**28,840**	1,100,155	16,962
Substandard	**7,023,482**	**1,622,140**	7,126,275	1,804,524
Doubtful	**11,508,302**	**5,749,844**	3,096,265	1,467,672
Loss	**43,820,506**	**43,110,623**	42,212,390	41,504,116
	63,737,611	**50,511,447**	53,535,085	44,793,274
Overseas				
Not past due but impaired	**282,506**	**80,539**	114,816	65,731
Overdue by:				
Upto 90 days	**59,705**	**22,164**	46,595	12,056
91 to 180 days	**15,334**	**6,910**	1,180,167	295,610
181 to 365 days	**1,425,679**	**778,890**	31,666	13,555
> 365 days	**36,378,325**	**33,520,123**	35,987,620	33,079,251
	38,161,549	**34,408,626**	37,360,864	33,466,203
Total	**101,899,160**	**84,920,073**	90,895,949	78,259,477

9.5 Particulars of provision against advances	Note	2023 Specific	2023 General	2023 Total	2022 Specific	2022 General	2022 Total
		(Rupees in '000)					
Opening balance		**78,259,477**	**13,911,505**	**92,170,982**	72,845,186	11,008,308	83,853,494
Exchange adjustment		**8,019,828**	**831,237**	**8,851,065**	7,453,225	691,606	8,144,831
Charge for the year		**16,462,892**	**4,857,453**	**21,320,345**	10,153,742	3,341,192	13,494,934
Reversal for the year		**(6,643,168)**	**(1,207,976)**	**(7,851,144)**	(6,421,672)	(1,129,601)	(7,551,273)
Net charge against advances		**9,819,724**	**3,649,477**	**13,469,201**	3,732,070	2,211,591	5,943,661
Charged off during the year - agriculture financing	9.8	**(503,799)**	**-**	**(503,799)**	(582,438)	-	(582,438)
Written off during the year	9.9	**(10,675,157)**	**-**	**(10,675,157)**	(5,333,549)	-	(5,333,549)
Transferred out		**-**	**-**	**-**	(67,880)	-	(67,880)
Other movement		**-**	**-**	**-**	212,863	-	212,863
Closing balance		**84,920,073**	**18,392,219**	**103,312,292**	78,259,477	13,911,505	92,170,982

9.5.1 Particulars of provision against advances	2023 Specific	2023 General	2023 Total	2022 Specific	2022 General	2022 Total
	(Rupees in '000)					
In local currency	**49,406,857**	**12,920,031**	**62,326,888**	43,083,180	10,194,168	53,277,348
In foreign currencies	**35,513,216**	**5,472,188**	**40,985,404**	35,176,297	3,717,337	38,893,634
	84,920,073	**18,392,219**	**103,312,292**	78,259,477	13,911,505	92,170,982

9.6 General provision includes provision amounting to Rs 3,751.246 million (2022: Rs 3,307.203 million) against consumer finance portfolio and Rs 1,495.280 million (2022: Rs 852.560 million) against advances to microenterprises as required by the Prudential Regulations. General provision also includes Rs 5,184.690 million (2022: Rs 3,717.337 million) pertaining to overseas advances to meet the requirements of the regulatory authorities of the respective countries in which the Group operates. General provision also includes Rs 7,961.004 million (2022: Rs 6,034.405 million) carried as a matter of prudence, on account of borrowers impacted by the currently stressed economic conditions.

9.7 Exposure amounting to Rs 27,611.111 million relating to Pakistan International Airlines Corporation Limited, has not been classified as non-performing, pursuant to a relaxation given by the SBP.

9.8 These represent non-performing advances for agriculture finance which have been classified as loss, are fully provided and are in default for more than 3 years. These non-performing advances have been charged off by extinguishing them against the provision held, in accordance with the SBP's Prudential Regulations for Agriculture Financing. This charge off does not, in any way, prejudice the Bank's right of recovery from these customers.

		Note	2023	2022
			(Rupees in '000)	
9.9	**Particulars of write offs**			
9.9.1	Against provisions	9.5	**10,675,157**	5,333,549
	Directly charged to the profit and loss account		**-**	-
		9.9.2	**10,675,157**	5,333,549
9.9.2	**Analysis of write offs**			
	Write offs of amounts of Rs. 500,000 and above			
	- Domestic including KEPZ		**1,779,700**	1,346,223
	- Domestic subsidiary		**8,009**	-
		9.10.1	**1,787,709**	1,346,223
	- Overseas	9.10.2	**6,585,833**	1,154,890
			8,373,542	2,501,113
	Write offs of amounts below Rs. 500,000		**2,301,615**	2,832,436
			10,675,157	5,333,549

9.10 **Details of written off advances of Rs 500,000 and above**

9.10.1 The statement required under sub-section (3) of Section 33A of the Banking Companies Ordinance, 1962 in respect of written off advances or any other financial relief of five hundred thousand rupees or above allowed to a person(s) during the year ended December 31, 2023 is given in Annexure II to these consolidated financial statements.

9.10.2 These include write offs or financial relief allowed to borrowers in those countries where there are disclosure restrictions.

		Note	2023	2022
			(Rupees in '000)	
10	**FIXED ASSETS**			
	Capital work-in-progress	10.1	**7,039,669**	7,875,227
	Property and equipment	10.2	**134,854,798**	105,996,430
			141,894,467	113,871,657

10.1 **Capital work-in-progress**

Civil works	**919,737**	2,485,167
Equipment	**930,756**	1,211,929
Advances to suppliers and contractors	**5,189,176**	4,178,131
	7,039,669	7,875,227

10.2 **Property and equipment**

2023	Freehold land	Leasehold land	Building on Freehold land	Building on Leasehold land	Machinery	Leasehold Improve-ments	Furniture and fixtures	Electrical, office and computer equipment	Vehicles	Right-of-use assets - Building	Total
	(Rupees in '000)										
At January 1, 2023											
Cost / revalued amount	1,026,375	37,321,266	767,370	20,410,662	3,938,142	16,829,105	6,991,658	35,382,560	1,573,334	35,321,191	159,561,663
Accumulated depreciation	-	-	(303,096)	(775,855)	(1,682,599)	(9,155,130)	(4,070,033)	(24,083,908)	(991,651)	(12,502,961)	(53,565,233)
Net book value	1,026,375	37,321,266	464,274	19,634,807	2,255,543	7,673,975	2,921,625	11,298,652	581,683	22,818,230	105,996,430
Exchange rate adjustments	299,927	-	22,505	4,904	-	99,264	32,687	97,322	20,892	712,874	1,290,375
Revaluation during the year	256,498	13,962,874	298,535	3,711,829	-	-	-	-	-	-	18,229,736
Additions	-	1,845,908	-	1,364,236	94,850	3,631,110	1,372,714	9,347,547	402,056	5,994,979	24,053,400
Disposals	-	-	(181,785)	-	-	(5,793)	(4,590)	(38,586)	(2,262)	(128,537)	(361,553)
Write off	-	-	-	(22,991)	-	-	-	(1,747)	(41)	-	(24,779)
Depreciation charge	-	-	(81,037)	(481,358)	(370,399)	(2,268,840)	(1,029,734)	(5,218,846)	(227,863)	(4,426,688)	(14,104,765)
Transfers	68,436	(68,436)	(5,076)	1,374,608	(6,282)	(1,370,523)	763	7,273	(763)	-	-
Other adjustments	39,213	-	59,768	240	(3,150)	(83)	30,541	(34,462)	-	(316,113)	(224,046)
Closing net book value	1,690,449	53,061,612	577,184	25,586,275	1,970,562	7,759,110	3,324,006	15,457,153	773,702	24,654,745	134,854,798
At December 31, 2023											
Cost / revalued amount	1,690,449	53,061,612	699,365	25,883,617	4,026,673	19,466,520	8,773,684	45,354,346	2,000,040	41,826,150	202,782,456
Accumulated depreciation	-	-	(122,181)	(297,342)	(2,056,111)	(11,707,410)	(5,449,678)	(29,897,193)	(1,226,338)	(17,171,405)	(67,927,658)
Net book value	1,690,449	53,061,612	577,184	25,586,275	1,970,562	7,759,110	3,324,006	15,457,153	773,702	24,654,745	134,854,798
Rate of depreciation (%)	-	-	3 - 5	1.67 - 4	10	10 - 20	10 - 20	10 - 33	10 - 20	2.5 - 100	

	2022										
	Freehold land	Leasehold land	Building on Freehold land	Building on Leasehold land	Machinery	Leasehold Improve-ments	Furniture and fixtures	Electrical, office and computer equipment	Vehicles	Right-of-use assets - Building	Total
	(Rupees in '000)										
At January 1, 2022											
Cost / revalued amount	872,670	34,320,702	787,206	17,854,067	3,701,948	11,155,114	5,689,084	28,951,875	1,402,369	28,799,739	133,534,774
Accumulated depreciation	-	-	(257,450)	(386,899)	(1,278,698)	(7,393,926)	(3,306,357)	(20,257,955)	(802,571)	(8,978,181)	(42,662,037)
Net book value	872,670	34,320,702	529,756	17,467,168	2,423,250	3,761,188	2,382,727	8,693,920	599,798	19,821,558	90,872,737
Exchange rate adjustments	153,705	-	34,259	4,582	-	69,678	31,088	82,553	18,971	421,558	816,394
Additions	-	2,920,775	683	2,548,894	175,367	5,356,392	1,351,540	6,873,802	165,247	6,628,657	26,021,357
Surplus transferred from non-banking assets	-	79,789	-	-	-	-	-	-	-	-	79,789
Disposals	-	-	-	-	(4)	(7,591)	(2,709)	(9,789)	(2,954)	(74,831)	(97,878)
Depreciation charge	-	-	(138,847)	(385,837)	(375,194)	(1,473,163)	(785,464)	(4,424,477)	(199,512)	(3,978,154)	(11,760,648)
Transfers	-	-	-	-	33,792	224	-	87,154	-	-	121,170
Other adjustments	-	-	38,423	-	(1,668)	(32,753)	(55,557)	(4,511)	133	(558)	(56,491)
Closing net book value	1,026,375	37,321,266	464,274	19,634,807	2,255,543	7,673,975	2,921,625	11,298,652	581,683	22,818,230	105,996,430
At December 31, 2022											
Cost / revalued amount	1,026,375	37,321,266	767,370	20,410,662	3,938,142	16,829,105	6,991,658	35,382,560	1,573,334	35,321,191	159,561,663
Accumulated depreciation	-	-	(303,096)	(775,855)	(1,682,599)	(9,155,130)	(4,070,033)	(24,083,908)	(991,651)	(12,502,961)	(53,565,233)
Net book value	1,026,375	37,321,266	464,274	19,634,807	2,255,543	7,673,975	2,921,625	11,298,652	581,683	22,818,230	105,996,430
Rate of depreciation (%)	-	-	3 - 5	1.67 - 4	10	10 - 20	10 - 20	10 - 33	10 - 20	2.5 - 100	

10.2.1 During the year, the Bank has revised its estimate of the useful life of vehicles used in the UAE business from 10 years to 5 years. This revision has been accounted for as a change in accounting estimate in accordance with the requirements of IAS 8 and accordingly, has been recognised prospectively in the consolidated profit and loss account. The effect of this change on depreciation expense in the current year and the next year is as follows:

	2024	2023
	(Rupees in '000)	
Increase in other operating expenses - depreciation	**9,215**	9,215

10.3 **Revaluation of properties**

The properties of the Group were revalued by independent professional valuers as at June 30, 2023. The revaluation in Pakistan was carried out by M/s Tristar International Consultant Pvt Ltd, M/s Joseph Lobo Pvt Ltd, M/s Luckyhiya Associates Pvt Ltd, M/s J&M Associates Pvt Limited and M/s W.W Engineering Services (Pvt) Ltd, in Singapore by M/s United Valuers (Pte) Limited, in Sri Lanka by M/s Sunil Fernando & Associates (Pvt) Limited, and in the UK by AJP Surveyors Ltd on the basis of an assessment of their present market values. The revaluation resulted in an increase of Rs 18,229.736 million in the surplus. The total surplus arising on revaluation of fixed assets as at December 31, 2023 amounts to Rs 46,778.745 million.

10.4 Had there been no periodic revaluations, the carrying amounts of revalued assets would have been as follows:

	2023	2022
	(Rupees in '000)	
Freehold land	**967,441**	636,113
Leasehold land	**15,192,164**	13,338,443
Building on freehold land	**170,190**	177,147
Building on leasehold land	**17,806,980**	15,440,317
	34,136,775	29,592,020

10.5 **Details of disposal of fixed assets**

Information relating to disposal of fixed assets to related parties is given in Annexure III to these consolidated financial statements.

10.6 The carrying amount of fixed assets held for disposal amounted to Rs 10.933 million (2022: Rs 4.490 million).

10.7 The cost of fully depreciated fixed assets that are still in the Group's use is as follows:

	2023	2022
	(Rupees in '000)	
Building	**111,710**	31,708
Leasehold improvements	**5,239,297**	4,408,809
Furniture and fixtures	**2,681,773**	1,241,537
Electrical, office and computer equipment	**17,131,252**	12,580,600
Vehicles	**616,994**	325,432
Machinery	**303,834**	282,831
	26,084,860	18,870,917

11 INTANGIBLE ASSETS

	Note	2023	2022
		(Rupees in '000)	
Capital work-in-progress - computer software		**6,632,627**	5,209,404
Intangible assets	11.1	**16,087,916**	13,212,796
		22,720,543	18,422,200

11.1 Intangible Assets

	2023				2022			
	Computer Software	Management Rights (note 11.3.2)	Goodwill (note 11.3)	Total	Computer Software	Management Rights	Goodwill	Total
	(Rupees in '000)							
At January 1,								
Cost	**14,606,785**	**2,367,577**	**3,725,807**	**20,700,169**	10,458,081	2,367,577	3,296,413	16,122,071
Accumulated amortisation	**(7,487,373)**	**-**	**-**	**(7,487,373)**	(5,547,668)	-	-	(5,547,668)
Net book value	**7,119,412**	**2,367,577**	**3,725,807**	**13,212,796**	4,910,413	2,367,577	3,296,413	10,574,403
Purchased during the year	**3,952,779**	**-**	**-**	**3,952,779**	4,108,237	-	-	4,108,237
Amortisation charge	**(2,246,980)**	**-**	**-**	**(2,246,980)**	(1,852,350)	-	-	(1,852,350)
Exchange rate adjustments	**113,814**	**-**	**1,055,507**	**1,169,321**	73,651	-	429,394	503,045
Transfers	**-**	**-**	**-**	**-**	(121,170)	-	-	(121,170)
Other adjustments	**-**	**-**	**-**	**-**	631	-	-	631
Closing net book value	**8,939,025**	**2,367,577**	**4,781,314**	**16,087,916**	7,119,412	2,367,577	3,725,807	13,212,796
At December 31,								
Cost	**18,790,063**	**2,367,577**	**4,781,314**	**25,938,954**	14,606,785	2,367,577	3,725,807	20,700,169
Accumulated amortisation	**(9,851,038)**	**-**	**-**	**(9,851,038)**	(7,487,373)	-	-	(7,487,373)
Net book value	**8,939,025**	**2,367,577**	**4,781,314**	**16,087,916**	7,119,412	2,367,577	3,725,807	13,212,796
Rate of amortisation (%)	**10 - 33.33**	**-**	**-**		10 - 33.33	-	-	
Useful life (years)	**3 - 10**	**-**	**-**		3 - 10	-	-	

11.2 The cost of fully amortised computer software that is still in the Group's use amounted to Rs 3,732.830 million (2022: Rs 3,068.726 million).

11.3 Goodwill arising on acquisition of

	Note	2023	2022
		(Rupees in '000)	
- Habibsons Bank Limited	11.3.1	**4,425,807**	3,370,300
- PICIC Asset Management Company (PICIC AMC)	11.3.2	**355,507**	355,507
		4,781,314	3,725,807

11.3.1 The carrying value of goodwill is determined in accordance with IFRS 3 - Business Combinations and IAS 36 - Impairment of Assets. Goodwill arose on the acquisition of Habibsons Bank Limited in 2011 and represents the excess of the purchase consideration over the fair value of the assets acquired less the liabilities and contingent liabilities assumed on the date of the acquisition. Goodwill is tested annually for impairment, or more frequently when there are indications that impairment may have occurred.

Goodwill is allocated to the Wealth Management cash generating unit (CGU) which is the segment that is expected to benefit from the synergies of the acquisition. Goodwill is considered to be impaired if the carrying amount of the CGU exceeds its recoverable amount. The recoverable amount is calculated as the higher of the CGU's value-in-use (VIU) and its fair value less costs to sell.

The recoverable value of goodwill was determined based on VIU calculations. VIU is calculated as the present value of the CGU's approved pre-tax cash flows, covering a period of five years and a terminal value based on a perpetuity, calculated using long-term GDP growth rates. All cash flows are discounted using a discount rate which reflects the risks appropriate to the CGU. As at December 31, 2023, the recoverable value of the CGU exceeded its carrying amount.

The following table sets out the key assumptions which were used for the determination of the VIU of goodwill. These are consistent with industry forecasts and are management's best estimates of the future performance of the segment.

	2023	2022
Advances growth rate	**(8.57%)**	20.43%
Yield on advances	**5.05%**	3.94%
Yield on surplus funds	**4.13%**	2.78%
Deposits growth rate	**3.21%**	11.52%
Cost of deposits	**1.05%**	0.54%
Long term weighted average growth rate	**2.08%**	1.93%
Pre-tax discount rate	**9.29%**	8.81%

11.3.2 The carrying value of goodwill and management rights is determined in accordance with IFRS 3 - Business Combinations and IAS 36 - Impairment of Assets. Goodwill and management rights arose on the acquisition of PICIC AMC by HBL AMC in 2016. Management rights represent the present value of the income stream from the rights to manage the acquired funds. Goodwill represents the excess of the purchase consideration over the fair value of the tangible and intangible assets acquired less the liabilities and contingent liabilities assumed on the date of the acquisition. Goodwill and management rights are tested annually for impairment, or more frequently when there are indications that impairment may have occurred.

The funds under management acquired from PICIC AMC have been considered as one CGU. Goodwill and/or management rights are considered to be impaired if the carrying amount of the CGU exceeds its recoverable amount. The recoverable amount for both goodwill and management rights is calculated as the higher of the CGU's VIU and its fair value less costs to sell.

The recoverable value was determined based on VIU calculations. VIU is calculated as the present value of the CGU's approved pre-tax cash flows, covering a period of ten years, and a terminal value based on a perpetuity, calculated using long-term GDP growth rates. All cash flows are discounted using a discount rate which reflects the risks appropriate to the CGU. As at December 31, 2023, the recoverable value of the CGU exceeded its carrying amount.

	2023	2022
Pre-tax discount rate	**18.50%**	17.20%
Assets Under Management (AUMs) growth rate	**-16.0% to 377.2%**	4.3% to 575.0%
Terminal growth rate	**9.00%**	9.00%

12 DEFERRED TAX ASSETS / (LIABILITIES)

	Note	2023	2022
		(Rupees in '000)	
Deductible temporary differences on			
- Tax losses of subsidiary		**1,705,743**	1,365,221
- Provision against investments		**694,365**	978,286
- Provision against doubtful debts and off-balance sheet obligations		**6,855,146**	3,980,486
- Liabilities written back under section 34(5) of the Income Tax Ordinance (ITO) 2001		**2,854,101**	2,720,200
- Deficit on revaluation of investments	20	**15,414,086**	18,905,177
- Deficit on revaluation of investments of associates	20	**796,447**	430,671
- Provision against other assets		**-**	5,855
- Ijarah financing		**332,429**	187,390
- Others		**5,000**	199,558
		28,657,317	28,772,844
Taxable temporary differences on			
- Accelerated tax depreciation		**(2,635,250)**	(2,026,082)
- Surplus on revaluation of fixed assets	20	**(3,965,450)**	(1,927,095)
- Surplus on revaluation of fixed assets of associates	20	**(198,534)**	(160,960)
- Management rights and goodwill		**(417,812)**	(336,761)
- Share of profit of associates		**(9,203,196)**	(9,015,553)
- Exchange translation reserve		**(11,756,201)**	(9,509,348)
		(28,176,443)	(22,975,799)
Net deferred tax assets		**480,874**	5,797,045

12.1 Movement in temporary differences during the year

	Balance as at January 1, 2022	Recognised in profit and loss	Recognised in equity	Balance as at December 31, 2022	Recognised in profit and loss	Recognised in equity	Balance as at December 31, 2023
	(Rupees in '000)						
Deductible temporary differences on							
- Tax losses of subsidiary	431,976	803,191	130,054	1,365,221	203,843	136,679	**1,705,743**
- Provision against investments	766,916	136,486	74,884	978,286	(247,418)	(36,503)	**694,365**
- Provision against doubtful debts and off-balance sheet obligations	3,721,755	258,731	-	3,980,486	2,874,660	-	**6,855,146**
- Liabilities written back under section 34(5) of the Income Tax Ordinance (ITO) 2001	2,586,450	133,750	-	2,720,200	133,901	-	**2,854,101**
- Deficit on revaluation of investments	1,309,052	-	17,596,125	18,905,177	-	(3,491,091)	**15,414,086**
- Deficit on revaluation of investments of associates	37,902	-	392,769	430,671	-	365,776	**796,447**
- Provision against other assets	15,342	(9,487)	-	5,855	(5,855)	-	**-**
- Ijarah financing	156,250	31,140	-	187,390	145,039	-	**332,429**
- Others	(9,731)	(83,800)	293,089	199,558	(218,380)	23,822	**5,000**
Taxable temporary differences on							
- Accelerated tax depreciation	(1,360,584)	(498,495)	(167,003)	(2,026,082)	(694,535)	85,367	**(2,635,250)**
- Surplus on revaluation of fixed assets	(1,777,800)	55,048	(204,343)	(1,927,095)	92,778	(2,131,133)	**(3,965,450)**
- Surplus on revaluation of fixed assets of associates	(56,392)	-	(104,568)	(160,960)	-	(37,574)	**(198,534)**
- Management rights and goodwill	(288,014)	(48,747)	-	(336,761)	(81,051)	-	**(417,812)**
- Share of profit of associates	(7,328,089)	(1,687,464)	-	(9,015,553)	(187,643)	-	**(9,203,196)**
- Exchange translation reserve	(3,287,635)	-	(6,221,713)	(9,509,348)	-	(2,246,853)	**(11,756,201)**
Net deferred tax (liabilities) / assets	(5,082,602)	(909,647)	11,789,294	5,797,045	2,015,339	(7,331,510)	**480,874**

		Note	2023	2022
13	**OTHER ASSETS**		(Rupees in '000)	
	Mark-up / return / profit / interest accrued in local currency - net of provision		**127,899,044**	83,907,812
	Mark-up / return / profit / interest accrued in foreign currency - net of provision		**9,693,481**	6,637,047
	Advances, deposits, advance rent and other prepayments		**4,588,818**	4,886,327
	Advance taxation		**4,886,206**	11,978,523
	Advance against subscription of securities		**903,514**	228,514
	Stationery and stamps on hand		**233,268**	167,574
	Accrued fees and commissions		**430,308**	459,334
	Due from Government of Pakistan / SBP		**8,009,124**	4,600,810
	Mark to market gain on forward foreign exchange contracts		**2,580,581**	3,420,042
	Mark to market gain on derivative instruments	22.2	**73,396**	219,508
	Non-banking assets acquired in satisfaction of claims		**242,317**	232,109
	Receivable from defined benefit plan	36.4.5	**845,404**	-
	Acceptances		**55,561,467**	55,013,374
	Clearing and settlement accounts		**37,268,393**	4,352,389
	Dividend receivable		**9,093**	3,883
	Claims receivable against fraud and forgeries		**634,106**	694,460
	Others		**1,405,981**	2,109,609
			255,264,501	178,911,315
	Provision held against other assets	13.2	**(2,577,641)**	(1,791,891)
	Other assets - net of provision		**252,686,860**	177,119,424
	Surplus on revaluation of non-banking assets acquired in satisfaction of claims	20.2	**191,591**	175,125
	Other assets - total		**252,878,451**	177,294,549

13.1 **Details of revaluation of non-banking assets acquired in satisfaction of claims**

Market value of non-banking assets acquired in satisfaction of claims	**433,908**	407,234

13.1.1 Non-banking assets acquired in satisfaction of claims have been revalued by independent professional valuers as at December 31, 2023. The revaluation in Pakistan was carried out by M/s Tristar International Consultant (Pvt) Ltd and in Mauritius by M/s Elevante Property Services Ltd on the basis of an assessment of present market values and resulted in an increase of Rs 16.466 million in the surplus. The total surplus arising against revaluation of non-banking assets acquired in satisfaction of claims as at December 31, 2023 amounts to Rs 191.591 million (2022: Rs 175.125 million).

		Note	2023	2022
13.1.2	**Non-banking assets acquired in satisfaction of claims**		(Rupees in '000)	
	Opening balance		**407,234**	680,986
	Exchange adjustment		**10,208**	8,898
	Revaluation during the year	20.2	**16,466**	30,850
	Transferred to fixed asset		**-**	(313,500)
	Depreciation		**-**	(35)
	Reversal of impairment		**-**	35
	Closing balance		**433,908**	407,234

13.2 **Provision held against other assets**

Claims receivable against fraud and forgeries	**634,106**	694,460
Suit filed cases	**4,979**	4,979
Others	**1,938,556**	1,092,452
	2,577,641	1,791,891

13.2.1 **Movement in provision against other assets**

Opening balance	**1,791,891**	1,243,645
Exchange adjustment	**10,045**	(7,806)
Charge for the year	**1,240,885**	661,462
Reversal for the year	**(100,168)**	(37,218)
Net charge	**1,140,717**	624,244
Written off during the year	**(243,072)**	(67,820)
Other movement	**(121,940)**	(372)
Closing balance	**2,577,641**	1,791,891

14 **BILLS PAYABLE**

In Pakistan	**49,538,342**	50,221,548
Outside Pakistan	**2,162,481**	1,780,029
	51,700,823	52,001,577

15 BORROWINGS

		2023	2022
		(Rupees in '000)	
Secured			
Borrowings from the SBP under			
- Export refinance scheme	15.2	**64,648,651**	69,820,144
- Export refinance scheme for bill discounting	15.3	**22,637,751**	8,867,548
- Long term financing facility	15.4	**37,066,139**	42,068,296
- Financing facility for renewable energy power plants	15.5	**7,216,949**	7,168,301
- Refinance facility for modernization of Small and Medium Enterprises (SMEs)	15.6	**607,955**	312,545
- Refinance and credit guarantee scheme for women entrepreneurs	15.7	**38,046**	69,658
- Financing facility for storage of agricultural produce	15.8	**597,743**	601,918
- Refinance scheme for payment of wages and salaries		**-**	1,227,812
- Refinance facility for combating COVID-19	15.9	**1,567,557**	1,793,800
- Temporary economic refinance facility	15.10	**32,214,444**	34,998,333
- Refinance facility for SME Asaan Finance (SAAF)	15.11	**3,884,689**	2,272,423
		170,479,924	169,200,778
Repurchase agreement borrowings	15.13	**379,043,704**	284,971,485
		549,523,628	454,172,263
Unsecured			
- Call money borrowings	15.14	**320,000**	19,000,000
- Overdrawn nostro accounts		**500,700**	354,731
- Borrowings of overseas branches and subsidiaries	15.15	**46,183,741**	42,992,282
- Other long-term borrowings	15.16	**68,514,610**	67,252,123
		115,519,051	129,599,136
		665,042,679	583,771,399

15.1 Particulars of borrowings with respect to currencies

In local currency	**558,380,812**	464,694,299
In foreign currencies	**106,661,867**	119,077,100
	665,042,679	583,771,399

15.2 These borrowings have been obtained from the SBP for extending export finance to customers. These carry mark-up at rates ranging from 17.00% to 18.00% per annum (2022: 11.00% to 12.00% per annum) and are due to mature latest by November 03, 2024.

15.3 These borrowings have been obtained from the SBP for providing export bill discounting facilities to customers. These carry mark-up at rates ranging from 1.00% to 2.00% (2022: 0.00% to 2.00%) and are due to mature latest by November 01, 2024.

15.4 These borrowings have been obtained from the SBP for providing financing facilities to exporters for adoption of new technologies and modernization of their plant and machinery. These carry mark-up at rates ranging from 11.00% to 12.00% per annum (2022: 11.00% to 12.00% per annum) and are due to mature latest by July 29, 2032.

15.5 These borrowings have been obtained from the SBP for providing financing for renewable energy power plants to promote renewable energy projects in the country. These carry mark-up at a rate of 2.00% per annum (2022: 2.00% to 3.00% per annum) and are due to mature latest by December 31, 2035.

15.6 These borrowings have been obtained from the SBP to provide financing for the modernization of Small and Medium Enterprises. These carry mark-up at a rate of 2.00% per annum (2022: 2.00% per annum) and are due to mature latest by December 31, 2030.

15.7 These borrowings have been obtained from the SBP to provide financing to women entrepreneurs for setting up of new business enterprises or for expansion of existing ones. These carry mark-up at a rate of 0.00% per annum (2022: 0.00% per annum) and are due to mature latest by December 31, 2028.

15.8 These borrowings have been obtained from the SBP to provide financing for the storage of agricultural produce to encourage the private sector to establish silos, warehouses and cold storages. These carry mark-up at a rate of 2.00% per annum (2022: 2.00% to 3.25% per annum) and are due to mature latest by December 31, 2029.

15.9 These borrowings were obtained from the SBP to provide emergency financing to hospitals and medical centres to develop capacity for the treatment of COVID-19 patients. The maximum financing under the facility was Rs 500 million per hospital / medical centre with a tenor of 5 years, including a grace period of up to 6 months. These carry mark-up at a rate of 0.00% per annum (2022: 0.00% per annum) and are due to mature latest by December 31, 2026.

15.10 These borrowings were obtained from the SBP to provide concessionary finance for setting up new industrial units in the backdrop of challenges faced by industries during the COVID-19 pandemic. The maximum financing granted under this facility was Rs 5 billion per project with a tenor of 10 years, including a grace period of 2 years. These carry mark-up at a rate of 1.00% per annum (2022: 1.00% per annum) and are due to mature latest by April 14, 2033.

15.11 These borrowings have been obtained from the SBP under a scheme to simplify and enhance lending to SMEs and to fulfill their financing requirements. These carry mark-up at a rate of 1.00% per annum (2022: 1.00% per annum) and are due to mature latest by December 31, 2034.

15.12 For all SBP borrowings, the SBP has the right to recover the outstanding amounts from the Bank at the date of maturity of the finances by directly debiting the Bank's current account maintained with the SBP.

15.13 Repurchase agreement borrowings carry mark-up at rates ranging from 21.60% to 22.10% per annum (2022: 7.60% to 16.15% per annum) and are due to mature latest by January 26, 2024. The market value of securities given as collateral against these borrowings is given in note 8.2.2.

15.14 Call money borrowings carry mark-up at a rate of 21.60% per annum (2022: 13.50% to 16.10% per annum) and are due to mature latest by January 02, 2024.

15.15 Borrowings of overseas branches and subsidiaries carry mark-up at rates ranging from 2.75% to 23.46% per annum (2022: 0.90% to 16.25%per annum) and are due to mature latest by October 11, 2026.

15.16 This includes the following:

15.16.1 A loan from the International Finance Corporation amounting to US$ 49.980 million (2022: US$ 99.990 million). The principal amount is payable in six equal semi-annual installments from June 2022 to December 2024. Interest at LIBOR + 5.00% per annum (2022: LIBOR + 5.00% per annum) is payable semi-annually.

15.16.2 A long-term financing facility arrangement from China Development Bank, utilized for on-lending to projects of the Bank's customers. The current amount outstanding is US$ 181.640 million (2022: US$ 190 million). Drawn amounts are payable in semi-annual installments from January 2023 to January 2033. Interest at a fixed spread over LIBOR is payable semi-annually.

15.16.3 A mortgage refinancing facility on Musharakah basis from Pakistan Mortgage Refinance Company Limited (PMRC) amounting to Rs 2,000.000 million (2022: Rs 168.252 million) for on-lending to customers. The principal amount is payable in semi-annual installments from April 2025 to October 2026. Profit at a rate of 16.61% per annum (2022: 11.21% per annum) is payable semi-annually.

15.16.4 Mortgage refinancing facilities from PMRC, amounting to Rs 1,230.034 million (2022: Rs 1,421.174 million), utilised by HBL Microfinance Bank Limited to extend mortgage finance to low income groups. The principal amount of one facility, amounting to Rs 500.000 million (2022: Rs 500.000 million), is payable at maturity on December 30, 2024. The principal amount of the other facilities is payable in quarterly installments from June 2020 to June 2031. Mark-up on all facilities is payable quarterly at rates ranging from 6.50% to 15.19% per annum (2022: 6.50% to 15.19% per annum).

16 DEPOSITS AND OTHER ACCOUNTS

	Note	2023			2022		
		In local currency	In foreign currencies	Total	In local currency	In foreign currencies	Total
		(Rupees in '000)					
Customers							
Current deposits		**1,088,865,434**	**285,394,936**	**1,374,260,370**	1,141,355,935	244,789,722	1,386,145,657
Savings deposits		**1,585,284,462**	**161,853,706**	**1,747,138,168**	1,175,587,462	150,133,207	1,325,720,669
Term deposits		**459,615,841**	**366,737,732**	**826,353,573**	390,089,817	238,210,929	628,300,746
		3,133,765,737	**813,986,374**	**3,947,752,111**	2,707,033,214	633,133,858	3,340,167,072
Financial institutions							
Current deposits		**7,845,417**	**2,594,297**	**10,439,714**	7,546,037	3,335,737	10,881,774
Savings deposits		**164,505,304**	**711,626**	**165,216,930**	103,171,941	2,181,262	105,353,203
Term deposits		**9,413,843**	**9,529,238**	**18,943,081**	7,863,263	5,076,940	12,940,203
		181,764,564	**12,835,161**	**194,599,725**	118,581,241	10,593,939	129,175,180
	16.2	**3,315,530,301**	**826,821,535**	**4,142,351,836**	2,825,614,455	643,727,797	3,469,342,252

16.1 Composition of deposits	2023	2022
	(Rupees in '000)	
- Individuals	**2,424,256,573**	2,159,991,476
- Government (Federal and Provincial)	**314,631,475**	198,818,634
- Banking companies	**17,399,643**	23,070,050
- Non-Banking Financial Institutions	**177,200,082**	106,105,130
- Other public sector entities	**221,203,191**	214,673,341
- Other private sector entities	**987,660,872**	766,683,621
	4,142,351,836	3,469,342,252

16.2 This includes deposits amounting to Rs 2,273,453.191 million (2022: Rs 1,943,375.180 million) which are eligible for coverage under insurance arrangements.

17 SUBORDINATED DEBT	Note	2023	2022
		(Rupees in '000)	
Additional Tier I Term Finance Certificates	17.1	**12,374,000**	12,374,000
Additional Tier I Term Finance Certificates	17.2	**6,500,000**	6,500,000
Tier II Term Finance Certificates	17.3	**825,000**	-
		19,699,000	18,874,000

17.1 The Bank has issued listed, fully paid up, rated, privately placed, perpetual, unsecured, subordinated, non-cumulative and contingent convertible debt instruments in the nature of Term Finance Certificates (TFCs) issued as instruments of redeemable capital under Section 66 of the Companies Act, 2017 which qualify as Additional Tier 1 Capital (AT 1) as outlined by the SBP under BPRD Circular No. 6 dated August 15, 2013.

The key features of the issue are as follows:

Issue Date	September 26, 2019
Issue amount	Rs 12.374 billion
Rating	AA+ (Double A plus) [2022: AA+ (Double A plus)]
Original Tenor	Perpetual
Security	Unsecured and subordinated to all other indebtedness of the Bank including depositors and general creditors, but superior to the claims of ordinary shareholders.
Profit payment frequency	Quarterly in arrears
Redemption	Perpetual, hence not applicable.
Mark-up	Floating rate of return at Base Rate + 1.60%. The Base Rate is defined as the average “Ask Side” rate of the three months Karachi Interbank Offered Rate (KIBOR).
Call option	The Bank may, at its sole discretion, call the TFCs any time after five years from the Issue Date subject to the following: (a) Prior approval of the SBP having been obtained; and (b) The Bank replacing the TFCs with capital of the same or better quality and the capital position of the Bank being above the minimum capital requirement after the Call Option is exercised. If the Bank decides to exercise the Call Option, the Bank shall notify the Trustee and the investors not less than 30 calendar days prior to the date of exercise of such Call Option, which notice shall specify the date fixed for the exercise of the Call Option (the “Call Option Exercise Date”).
Lock-in clause	Mark-up will only be paid from the current year’s earnings and only if the Bank is in compliance with regulatory capital and liquidity requirements.
Loss absorbency clause	The TFCs will be subject to a loss absorbency clause as stipulated under the SBP's "Instructions for Basel III Implementation in Pakistan".

17.2 The Bank has issued fully paid up, rated, privately placed, perpetual, unsecured, subordinated, non-cumulative and contingent convertible debt instruments in the nature of TFCs issued as instruments of redeemable capital under Section 66 of the Companies Act, 2017 which qualify as Additional Tier 1 Capital (AT 1) as outlined by the SBP under BPRD Circular No. 6 dated August 15, 2013.

The key features of the issue are as follows:

Issue Date	December 28, 2022
Issue amount	Rs 6.500 billion
Rating	AA+ (Double A plus) [2022: AA+ (Double A plus)]
Original Tenor	Perpetual
Security	Unsecured and subordinated to all other indebtedness of the Bank including depositors and general creditors, but superior to the claims of ordinary shareholders.
Profit payment frequency	Quarterly in arrears
Redemption	Perpetual, hence not applicable.
Mark-up	Floating rate of return at Base Rate + 2.00%. The Base Rate is defined as the average "Ask Side" rate of the three months Karachi Interbank Offered Rate (KIBOR).
Call option	The Bank may, at its sole discretion, call the TFCs any time after five years from the Issue Date subject to the following: (a) Prior approval of the SBP having been obtained; and (b) The Bank replacing the TFCs with capital of the same or better quality and the capital position of the Bank being above the minimum capital requirement after the Call Option is exercised. If the Bank decides to exercise the Call Option, the Bank shall notify the Trustee and the investors not less than 30 calendar days prior to the date of exercise of such Call Option, which notice shall specify the date fixed for the exercise of the Call Option (the "Call Option Exercise Date").
Lock-in clause	Mark-up will only be paid from the current year's earnings and only if the Bank is in compliance with regulatory capital and liquidity requirements.
Loss absorbency clause	The TFCs will be subject to a loss absorbency clause as stipulated under the SBP's "Instructions for Basel III Implementation in Pakistan".

17.3 During the year, HBL MfB has received advance subscription money amounting to Rs 825.000 million for the issuance of fully paid up, rated, privately placed, unsecured, and subordinated debt instruments in the nature of TFCs issued as instruments of redeemable capital under Section 66(1) of the Companies Act, 2017, which qualify as Tier II Capital as outlined by the SBP under BPRD Circular No. 6, dated August 15, 2013.

The key features of the issue are as follows:

Total issue amount	Rs 1.500 billion (including a greenshoe option of Rs 500 million)
Rating	A
Original Tenor	10 years from the first disbursement date.
Security	Unsecured and subordinated as to payment of principal and profit to all other indebtedness of HBL MfB, including deposits, but will rank pari passu with other Tier II instruments and superior to the claims of ordinary shareholders.
Profit payment frequency	Semi-annually in arrears on the outstanding Issue Amount. The first such profit payment will fall due six months from the first disbursement date and subsequently every six months thereafter.
Redemption	The instrument will not be redeemable before maturity without prior approval of the SBP. Principal: Bullet at Maturity Markup: Semi-annual from the drawdown date
Mark-up	Floating rate of return at Base Rate + 2.00%. The Base Rate is defined as the average "Ask Side" rate of the six months Karachi Interbank Offered Rate (KIBOR).
Call option	HBL MfB may, at its sole discretion, call the TFCs any time after five years from the Issue Date subject to the following: (a) Prior approval of the SBP having been obtained; and (b) HBL MfB is compliant with the minimum capital requirement (MCR) and Capital Adequacy Ratio (CAR) after the Call Option is exercised. If HBL MfB decides to exercise the Call Option, it shall notify the Trustee and the investors not less than 30 calendar days prior to the date of exercise of such Call Option, which notice shall specify the date fixed for the exercise of the Call Option (the "Call Option Exercise Date").
Lock-in clause	Mark-up will only be paid from the current year's earnings and only if HBL MfB is in compliance with regulatory MCR and CAR requirements.
Loss absorbency clause	The TFCs will be subject to a loss absorbency clause as stipulated under the SBP's "Instructions for Basel III Implementation in Pakistan".

		Note	2023	2022
			(Rupees in '000)	
18	**OTHER LIABILITIES**			
	Mark-up / return / profit / interest payable in local currency		**43,728,872**	17,933,842
	Mark-up / return / profit / interest payable in foreign currency		**10,057,593**	5,930,381
	Security deposits		**1,597,855**	1,567,333
	Accrued expenses		**34,680,771**	24,050,020
	Mark to market loss on forward foreign exchange contracts		**4,536,179**	2,270,478
	Mark to market loss on derivative instruments	22.2	**10,321,082**	7,101,400
	Unclaimed dividends		**764,376**	751,907
	Dividends payable		**2,075,679**	3,811,676
	Provision for post retirement medical benefits	36.4.5	**3,966,429**	3,522,518
	Provision for employees' compensated absences	36.4.5	**746,630**	762,192
	Provision for staff retirement benefits		**1,646,076**	1,563,256
	Payable to defined benefit plans	36.1.6	**885,622**	841,326
	Provision against off-balance sheet obligations	18.1	**1,927,866**	1,633,326
	Acceptances		**55,561,467**	55,013,374
	Branch adjustment account		**7,089,493**	3,035,551
	Provision for Workers' Welfare Fund	29	**11,431,861**	9,151,021
	Unearned income		**5,680,169**	4,780,489
	Qarza-e-Hasna Fund		**338,409**	338,409
	Levies and taxes payable		**14,721,663**	13,362,266
	Insurance payable		**686,026**	1,067,263
	Provision for rewards program expenses		**2,699,951**	2,384,689
	Liability against trading of securities		**15,963,126**	22,768,986
	Clearing and settlement accounts		**18,094,230**	12,068,106
	Payable to HBL Foundation		**866,494**	515,961
	Contingent consideration payable		**500,000**	500,000
	Charity fund		**10,578**	25,121
	Lease liability against right-of-use asset		**30,489,986**	27,079,479
	Unclaimed deposits		**2,030,722**	528,656
	Others		**6,434,107**	5,436,043
			289,533,312	229,795,069

18.1 Provision against off-balance sheet obligations

Opening balance	**1,633,326**	2,687,054
Exchange adjustment	**388,430**	277,857
Charge for the year	**191,387**	150,910
Reversal for the year	**(285,277)**	(1,482,495)
Net reversal	**(93,890)**	(1,331,585)
Closing balance	**1,927,866**	1,633,326

19 SHARE CAPITAL

19.1 Authorised capital

2023	2022			
Number of shares in '000				
2,900,000	2,900,000	Ordinary shares of Rs 10 each	**29,000,000**	29,000,000

19.2 Issued, subscribed and paid-up capital

2023	2022			
Number of shares in '000				
		Ordinary shares of Rs 10 each		
690,000	690,000	Fully paid in cash	**6,900,000**	6,900,000
776,852	776,852	Issued as bonus shares	**7,768,525**	7,768,525
1,466,852	1,466,852		**14,668,525**	14,668,525

19.3 **Major shareholders (holding more than 5% of total paid-up capital)**

Name of shareholder	2023 Number of shares held	2023 Percentage of shareholding	2022 Number of shares held	2022 Percentage of shareholding
Aga Khan Fund for Economic Development	**829,967,872**	**56.58%**	748,094,778	51.00%

19.4 **Shares of the Bank held by associated companies**

	2023 (Number of shares)	2022 (Number of shares)
Jubilee General Insurance Company Limited	**4,270,000**	4,270,000
Jubilee Life Insurance Company Limited	**33,246,975**	33,246,975
HBL Financial Sector Income Fund - Plan-1	**4,882,922**	1,028,289

19.5 **Statutory reserve**

19.5.1 Every banking company incorporated in Pakistan is required to transfer 20% of its profit after tax to a statutory reserve until the amount of the reserve equals the paid-up share capital. Thereafter, 10% of the profit after tax of the Bank is required to be transferred to this reserve. Accordingly, the Bank transfers 10% of its profit after tax every year to the statutory reserve.

19.5.2 HBL MfB is required to transfer 20% of its profit after tax to a statutory reserve until the amount of the reserve equals the paid-up share capital. Thereafter, 5% of the profit after tax is required to be transferred to this reserve. Accordingly, HBL MfB transfers 20% of its profit after tax every year to the statutory reserve.

19.6 **Exchange translation reserve**

This comprises of all foreign currency differences arising from the translation of the net investment in foreign branches, associates, joint venture and subsidiaries.

20 SURPLUS ON REVALUATION OF ASSETS - NET OF TAX

	Note	2023 Attributable to Equity holders	2023 Attributable to Non-controlling interest	2023 Total	2022 Attributable to Equity holders	2022 Attributable to Non-controlling interest	2022 Total
		(Rupees in '000)					
Surplus / (deficit) arising on revaluation of:							
- Fixed assets	20.1	**46,670,279**	**108,466**	**46,778,745**	28,838,565	16,137	28,854,702
- Fixed assets of associates		**405,171**	**-**	**405,171**	374,325	-	374,325
- Non-banking assets acquired in satisfaction of claims	20.2	**191,591**	**-**	**191,591**	175,125	-	175,125
- Available-for-sale securities	8.1	**(31,854,365)**	**(32,631)**	**(31,886,996)**	(44,375,327)	(71,367)	(44,446,694)
- Available-for-sale securities held by associates	8.1	**(1,625,403)**	**-**	**(1,625,403)**	(1,001,561)	-	(1,001,561)
		13,787,273	**75,835**	**13,863,108**	(15,988,873)	(55,230)	(16,044,103)
Deferred tax liability / (asset) on surplus / (deficit) on revaluation of:							
- Fixed assets	20.1	**3,929,223**	**36,227**	**3,965,450**	1,927,095	-	1,927,095
- Fixed assets of associates		**198,534**	**-**	**198,534**	160,960	-	160,960
- Non-banking assets acquired in satisfaction of claims		**-**	**-**	**-**	-	-	-
- Available-for-sale securities	12.1	**(15,401,360)**	**(12,726)**	**(15,414,086)**	(18,881,626)	(23,551)	(18,905,177)
- Available-for-sale securities held by associates	12.1	**(796,447)**	**-**	**(796,447)**	(430,671)	-	(430,671)
		(12,070,050)	**23,501**	**(12,046,549)**	(17,224,242)	(23,551)	(17,247,793)
Surplus / (deficit) on revaluation of assets - net of tax		**25,857,323**	**52,334**	**25,909,657**	1,235,369	(31,679)	1,203,690

	2023	2022
	(Rupees in '000)	
20.1 Surplus on revaluation of fixed assets		
Surplus on revaluation of fixed assets as at January 01	**28,854,702**	28,902,931
Recognised during the year	**18,229,736**	-
Transferred from non-banking assets during the year	**-**	79,789
Surplus realized on disposal of revalued properties during the year	**(58,857)**	-
Transferred to unappropriated profit in respect of incremental depreciation charged during the year - net of deferred tax	**(97,509)**	(72,970)
Related deferred tax liability on incremental depreciation charged during the year	**(92,778)**	(55,048)
Related deferred tax liability on surplus realised on disposal of revalued properties	**(56,549)**	-
Surplus on revaluation of fixed assets as at December 31	**46,778,745**	28,854,702
Less: related deferred tax liability on		
- Revaluation as at January 01	**1,927,095**	1,777,800
- revaluation recognised during the year	**1,924,746**	-
- Effect of change in tax rate	**262,936**	204,343
- Incremental depreciation charged during the year	**(92,778)**	(55,048)
- surplus realised on disposal of revalued properties during the year	**(56,549)**	-
	3,965,450	1,927,095
	42,813,295	26,927,607
20.2 Surplus on revaluation of non-banking assets acquired in satisfaction of claims		
Surplus on revaluation as at January 01	**175,125**	224,064
Recognised during the year	**16,466**	30,850
Transferred to fixed assets during the year	**-**	(79,789)
Surplus on revaluation as at December 31	**191,591**	175,125
Less: related deferred tax liability on		
- Revaluation as at January 01	**-**	-
- Surplus recognised during the year	**-**	-
- Incremental depreciation charged during the year	**-**	-
	-	-
	191,591	175,125

21 CONTINGENCIES AND COMMITMENTS

- Guarantees	21.1	**287,792,267**	262,493,102
- Commitments	21.2	**942,629,409**	942,909,348
- Other contingent liabilities	21.3	**23,112,726**	23,215,134
		1,253,534,402	1,228,617,584

21.1 Guarantees:

Financial guarantees	**49,168,948**	54,186,950
Performance guarantees	**227,207,668**	201,579,675
Other guarantees	**11,415,651**	6,726,477
	287,792,267	262,493,102

		Note	2023	2022
			(Rupees in '000)	
21.2	**Commitments:**			
	Trade-related contingent liabilities		**332,525,700**	280,869,037
	Commitments in respect of:			
	- forward foreign exchange contracts	21.2.1	**500,720,574**	434,583,053
	- forward Government securities transactions	21.2.2	**24,383,498**	132,295,940
	- derivatives	21.2.3	**53,095,033**	65,409,610
	- forward lending	21.2.4	**19,813,834**	21,948,516
			598,012,939	654,237,119
	Commitments for acquisition of:			
	- fixed assets		**4,675,879**	10,436,315
	- intangible assets		**7,414,891**	5,471,469
			12,090,770	15,907,784
			942,629,409	951,013,940
21.2.1	**Commitments in respect of forward foreign exchange contracts**			
	Purchase		**302,797,932**	284,366,183
	Sale		**197,922,642**	150,216,870
			500,720,574	434,583,053
21.2.2	**Commitments in respect of forward Government securities transactions**			
	Purchase		**21,450,842**	117,020,407
	Sale		**2,932,656**	15,275,533
			24,383,498	132,295,940
21.2.3	**Commitments in respect of derivatives**			
	Foreign currency options			
	Purchase		**2,289,956**	4,052,296
	Sale		**2,289,956**	4,052,296
			4,579,912	8,104,592
	Cross currency swaps			
	Purchase		**18,112,623**	23,863,687
	Sale		**28,827,498**	30,407,998
			46,940,121	54,271,685
	Interest rate swaps			
	Purchase		**-**	-
	Sale		**1,575,000**	3,033,333
			1,575,000	3,033,333
21.2.4	**Commitments in respect of forward lending**			
	Undrawn formal standby facilities, credit lines and other commitments to extend credit		**19,813,834**	21,948,516

These represent commitments that are irrevocable because they cannot be withdrawn at the discretion of the Group without the risk of incurring significant penalty or expense.

		2023	2022
		(Rupees in '000)	
21.3	**Other contingent liabilities**		
21.3.1	Claims against the Group not acknowledged as debts	**23,112,726**	23,215,134

These mainly represent counter claims by borrowers for damages, claims filed by former employees of the Group and other claims relating to banking transactions. Based on legal advice and / or internal assessments, management is confident that the matters will be decided in the Group's favour and the possibility of any adverse outcome is unlikely. Accordingly, no provision has been made in these consolidated financial statements.

21.3.2 Tax related contingencies are disclosed in note 32.2.

22 DERIVATIVE INSTRUMENTS

A derivative is a financial instrument whose value changes in response to changes in a specified interest rate, security price, commodity price, foreign exchange rate, index of prices or rates, a credit rating or credit index or a similar variable, sometimes called the underlying. Derivatives include forwards, futures, swaps, options and structured financial products that have one or more of the characteristics of forwards, futures, swaps and options.

The Bank, as an Authorized Derivative Dealer (ADD), is an active participant in the Pakistan derivatives market. The ADD license covers only transactions permitted under the Financial Derivatives Business Regulations issued by the SBP, which are:

(a) Foreign Currency Options
(b) Forward Rate Agreements
(c) Interest Rate Swaps
(d) Cross Currency Swaps

The Bank also offers other derivative products to satisfy customer requirements, for which specific approval is sought from the SBP on a transaction by transaction basis.

These transactions cover the aspects of both market making and hedging. The risk management processes and policies related to derivatives are disclosed in note 45.6 to these consolidated financial statements.

22.1 Product Analysis

Counterparties	2023					
	Foreign currency options		Cross currency swaps		Interest rate swaps	
	Notional principal	Mark to market loss	Notional principal	Mark to market loss	Notional principal	Mark to market loss
	(Rupees in '000)					
With Banks for						
Hedging	2,289,956	(73,396)	-	-	-	-
Market Making	-	-	-	-	-	-
With FIs other than banks for						
Hedging	-	-	-	-	-	-
Market Making	-	-	2,428,835	(452,492)	375,000	(35,105)
With other entities for						
Hedging	-	-	-	-	-	-
Market Making	2,289,956	73,396	44,511,286	(9,656,796)	1,200,000	(103,293)
Total						
Hedging	2,289,956	(73,396)	-	-	-	-
Market Making	2,289,956	73,396	46,940,121	(10,109,288)	1,575,000	(138,398)

Counterparties	2022					
	Foreign currency options		Cross currency swaps		Interest rate swaps	
	Notional principal	Mark to market loss	Notional principal	Mark to market loss	Notional principal	Mark to market loss
	(Rupees in '000)					
With Banks for						
Hedging	4,052,296	(218,962)	-	-	-	-
Market Making	-	-	573,571	(106,423)	-	-
With FIs other than banks for						
Hedging	-	-	-	-	-	-
Market Making	-	-	4,161,383	(458,056)	625,000	(58,909)
With other entities for						
Hedging	-	-	-	-	-	-
Market Making	4,052,296	218,962	49,536,731	(6,070,726)	2,408,333	(187,778)
Total						
Hedging	4,052,296	(218,962)	-	-	-	-
Market Making	4,052,296	218,962	54,271,685	(6,635,205)	3,033,333	(246,687)

22.2 **Maturity Analysis**

Remaining Maturity	No. of Contracts	Notional Principal	Mark to Market		
			Loss	Gain	Net
		(Rupees in '000)			
2023					
Upto 1 Month	33	2,710,436	(447,567)	14,571	(432,996)
1 to 3 Months	101	3,991,215	(182,208)	58,825	(123,383)
3 Months to 6 Months	-	-	-	-	-
6 Months to 1 Year	3	2,206,898	(389,514)	-	(389,514)
1 to 2 Years	7	6,960,178	(2,027,385)	-	(2,027,385)
2 to 3 Years	5	5,790,995	(2,002,723)	-	(2,002,723)
3 to 5 Years	-	-	-	-	-
5 to 10 Years	3	23,179,655	(3,499,258)	-	(3,499,258)
Over 10 Years	2	8,255,656	(1,772,427)	-	(1,772,427)
	154	53,095,033	(10,321,082)	73,396	(10,247,686)
2022					
Upto 1 Month	55	2,899,683	(120,810)	14,386	(106,424)
1 to 3 Months	38	3,207,880	(213,268)	67,937	(145,331)
3 Months to 6 Months	54	3,540,494	(136,639)	136,639	-
6 Months to 1 Year	16	2,388,718	(277,304)	-	(277,304)
1 to 2 Years	5	6,660,462	(1,047,552)	-	(1,047,552)
2 to 3 Years	7	9,351,486	(1,794,142)	546	(1,793,596)
3 to 5 Years	5	6,675,780	(1,668,031)	-	(1,668,031)
5 to 10 Years	3	22,578,089	(953,010)	-	(953,010)
Over 10 Years	2	8,107,018	(890,644)	-	(890,644)
	185	65,409,610	(7,101,400)	219,508	(6,881,892)

23 MARK-UP / RETURN / PROFIT / INTEREST EARNED

	2023	2022
	(Rupees in '000)	
On:		
Loans and advances	**300,113,714**	192,939,922
Investments	**370,788,429**	226,000,345
Lendings to financial institutions	**30,364,394**	15,354,518
Balances with banks	**11,078,541**	1,806,252
	712,345,078	436,101,037

24 MARK-UP / RETURN / PROFIT / INTEREST EXPENSED

On:		
Deposits	**353,949,375**	196,757,107
Securities sold under repurchase agreement borrowings	**72,977,249**	50,773,232
Borrowings	**29,163,689**	11,550,696
Subordinated debt	**4,281,784**	1,891,880
Cost of foreign currency swaps against foreign currency deposits / borrowings	**6,494,349**	6,420,260
Lease liability against right-of-use assets	**3,345,591**	3,145,165
	470,212,037	270,538,340

		Note	2023	2022
25	**FEE AND COMMISSION INCOME**		(Rupees in '000)	
	Branch banking customer fees		**5,355,431**	3,900,870
	Branchless banking customer fees		**489,227**	925,974
	Consumer finance related fees		**2,523,833**	2,267,096
	Card related fees (debit and credit cards)		**13,195,815**	8,949,280
	Credit related fees		**2,755,123**	2,749,465
	Commission on trade related products and guarantees		**7,760,715**	5,359,484
	Commission on cash management		**1,656,008**	1,137,506
	Commission on remittances (including home remittances)		**853,434**	698,204
	Commission on bancassurance		**825,535**	767,109
	Commission on Government to Person (G2P) payments		**1,294,581**	778,410
	Investment banking fees		**1,349,991**	1,168,462
	Management fee		**1,429,784**	722,412
	Merchant discount and interchange fees		**6,925,807**	5,453,015
	Wealth management fee		**490,291**	498,978
	Others		**610,245**	176,485
			47,515,820	35,552,750
	Less: Sales tax / Federal Excise Duty on fee and commission income		**(5,265,637)**	(4,042,607)
			42,250,183	31,510,143
26	**GAIN / (LOSS) ON SECURITIES - NET**			
	Realised	26.1	**665,658**	950,565
	Unrealised - held-for-trading	8.1	**280,323**	(84,390)
			945,981	866,175
26.1	**Gain / (loss) on securities - realised**			
	On:			
	Federal Government securities			
	- Market Treasury Bills		**569,741**	(303,312)
	- Pakistan Investment Bonds		**748,108**	1,489,573
	- Ijarah Sukuk		**371,143**	81,974
	- Government of Pakistan US Dollar Bonds		**(532,408)**	-
	Shares		**(327,033)**	(377,550)
	Non-Government debt securities		**(163,893)**	69,795
	Foreign securities		**-**	(9,915)
			665,658	950,565
27	**OTHER INCOME**			
	Incidental charges		**687,601**	427,508
	Gain on sale of fixed assets - net		**48,681**	42,024
	Rent on properties		**4,787**	19,459
	Gain on derecognition of joint venture		**3,731,399**	-
			4,472,468	488,991

		Note	2023	2022
28	**OPERATING EXPENSES**		(Rupees in '000)	
	Total compensation expense	28.1	**61,230,940**	49,744,010
	Property expense			
	Rent and taxes		**1,373,249**	1,353,529
	Insurance		**321,396**	192,579
	Utilities cost		**5,614,346**	4,228,354
	Security (including guards)		**3,174,118**	2,527,974
	Repairs and maintenance (including janitorial charges)		**4,636,026**	3,819,508
	Depreciation on owned fixed assets	10.2	**5,495,026**	4,171,011
	Depreciation on right-of-use assets	10.2	**4,426,688**	3,978,154
			25,040,849	20,271,109
	Information technology expenses			
	Software maintenance		**9,409,710**	6,272,575
	Hardware maintenance		**2,430,102**	1,321,105
	Depreciation	10.2	**3,300,283**	2,690,992
	Amortisation	11.1	**2,246,980**	1,852,350
	Network charges		**2,113,190**	1,589,404
	Consultancy charges		**1,014,720**	725,049
			20,514,985	14,451,475
	Other operating expenses			
	Legal and professional charges		**10,731,670**	1,750,542
	Outsourced services costs		**2,933,631**	2,478,270
	Travelling and conveyance		**2,439,393**	1,715,492
	Insurance		**1,749,498**	1,446,878
	Remittance charges		**794,472**	686,097
	Cash transportation and sorting charges		**3,437,020**	2,653,622
	Repairs and maintenance		**2,514,833**	1,765,816
	Depreciation	10.2	**885,026**	920,491
	Training and development		**692,552**	516,875
	Postage and courier charges		**950,207**	864,745
	Communication		**3,058,941**	1,485,240
	Stationery and printing		**3,382,282**	2,701,064
	Marketing, advertisement and publicity		**3,594,453**	3,140,838
	Donations	28.3	**1,012,070**	649,013
	Auditors' remuneration	28.4	**597,120**	346,058
	Brokerage and commission		**885,398**	867,970
	Subscription		**758,621**	435,873
	Documentation and processing charges		**9,324,388**	5,736,200
	Entertainment		**933,295**	640,604
	Consultancy charges		**3,091,884**	1,429,633
	Deposit insurance premium expense		**3,109,400**	2,702,417
	Product feature cost		**4,787,954**	4,012,368
	Others		**1,679,213**	1,394,755
			63,343,321	40,340,861
			170,130,095	124,807,455

28.1 Total compensation expense

	Note	2023	2022
		(Rupees in '000)	
Non-Executive Directors' fees	39.2	**98,850**	94,800
Shariah Board's fees and allowances	39.3	**34,136**	34,079
Managerial Remuneration			
i) Fixed		**34,857,272**	27,168,951
ii) Variable		**7,690,248**	5,274,049
Charge for defined benefit plan		**1,739,959**	570,049
Contribution to defined contribution plan		**1,836,511**	1,511,104
Rent and house maintenance		**6,027,674**	5,324,780
Utilities		**1,514,950**	1,223,232
Medical		**2,913,901**	2,504,618
Conveyance		**3,844,529**	3,067,247
General group staff insurance		**45,677**	33,884
Hajj Allowance		**12,148**	-
Sub-total		**60,615,855**	46,806,793
Sign-on bonus		**24,818**	69,637
Severance payments		**590,267**	2,867,580
Grand Total		**61,230,940**	49,744,010

	No. of persons	
Sign-on bonus	**37**	57
Severance payments	**79**	931

28.2 The total cost for the year included in other operating expenses relating to outsourced activities is as follows:

	2023	2022
	(Rupees in '000)	
- In Pakistan	**3,261,406**	2,671,201
- Outside Pakistan	**442,569**	375,071
	3,703,975	3,046,272

The material outsourcing arrangements along with the nature of services provided by them are as follows:

Name of company	Nature of service		
A.S.C. First Solutions (Pvt) Limited	Document archival and storage	**175,491**	142,472
First Solutions - UAE	Document archival and storage	**17,970**	16,447
Iron Mountain Information Management LLC	Document archival and storage	**716**	615
Recall Bangladesh Limited	Document archival and storage	**2,345**	2,119
Infofort Private Limited Bahrain	Document archival and storage	**3,385**	3,954
Euronet Pakistan (Private) Limited	Host environment configuration, POS terminal and card outsourcing services	**164,389**	96,220
Interactive Printer Solutions W.L.L	Printing of chequebooks and banker's cheques	**1,582**	1,362
Virtual World (Private) Limited	Call centre and customer support services	**22,967**	5,513
Spectrum Engineering Consortium Limited	Software Maintenance	**2,752**	2,746
		391,597	271,448

28.3 Details of Donations

Donations individually exceeding Rs 100,000

HBL Foundation	**866,494**	515,961
EPS Solutions Pakistan (Pvt) Ltd - Prefabricated houses for flood affectees	**136,000**	128,000
National Institute of Child Health Trust	**500**	300
Taskeen Health Initiative	**250**	-
Pakistan Special Olympics	**2,700**	-
Progressive Education Network	**1,000**	-
CHAL Foundation	**1,513**	-
DEİK – Diş Ekonomik İlişkiler Kurulu – construction of a container house for earthquake victims in Turkey	**1,743**	-
AFAD – Afad ve Acil Durum Yönetimi Başkanılıgı – for earthquake victims in Turkey	**1,209**	-
Türkiye Bankalar Birliği – participation in project for construction of Children's Earthquake Rehabilitation Center in Turkey	**155**	-
Macmillan Cancer Support - UK	**349**	-
Financial Assistance for Medical Students – UK	**157**	-
Al-Shifa Trust	**-**	1,200
Peoples University of Medical and Health Sciences For Women	**-**	1,000
Hope Uplift Foundation	**-**	500
Depilex Smileagain Foundation	**-**	500
Pakistan Agricultural Coalition	**-**	700
Developments in Literacy Foundation	**-**	600
Wesminister Local Council	**-**	252
	1,012,070	649,013

Mr. Muhammad Aurangzeb, President and Chief Executive Officer, Mr. Sagheer Mufti, Chief Operating Officer up to December 31, 2023, Mr. Rayomond Kotwal, Chief Financial Officer and Mr. Jamal Nasir, Chief Human Resources Officer are Trustees of the HBL Foundation.

28.4 **Auditors' remuneration**

	2023			2022		
	Domestic	Overseas	Total	Domestic	Overseas	Total
	(Rupees in '000)					
Audit and audit related fees						
Audit fee of the Bank	39,899	259,399	299,298	34,086	132,546	166,632
Audit fee of subsidiaries	8,321	164,059	172,380	4,719	75,821	80,540
Fees for other statutory and related certifications	31,045	6,899	37,944	25,075	12,655	37,730
Fees for other statutory certifications of subsidiaries	3,700	24,418	28,118	2,150	21,345	23,495
Out of pocket expenses on audit fees	12,826	5,993	18,819	9,033	1,976	11,009
Sales tax on audit fees	4,218	20,847	25,065	3,450	10,234	13,684
	100,009	481,615	581,624	78,513	254,577	333,090
Other services						
Special certifications and sundry advisory services	10,844	3,100	13,944	9,883	936	10,819
Tax services	-	348	348	-	533	533
Out of pocket expenses	439	18	457	557	46	603
Sales tax on other services	282	465	747	856	157	1,013
	11,565	3,931	15,496	11,296	1,672	12,968
	111,574	485,546	597,120	89,809	256,249	346,058

29 **WORKERS' WELFARE FUND**

The Group has made a provision for Workers' Welfare Fund (WWF) based on profit for the respective years.

30 **OTHER CHARGES**

	Note	2023	2022
		(Rupees in '000)	
Penalties imposed by the State Bank of Pakistan		305,754	454,259
Penalties imposed by other regulatory bodies		49,199	22,328
		354,953	476,587

31 **PROVISIONS / (REVERSALS) AND WRITE OFFS - NET**

(Reversal of) / provision for diminution in the value of investments	8.8	(184,104)	3,851,708
Provision against loans and advances	9.5	13,469,201	5,943,661
Provision against other assets	13.2.1	1,140,717	624,244
Reversal of provision against off-balance sheet obligations	18.1	(93,890)	(1,331,585)
Recoveries against written off / charged off bad debts		(1,157,225)	(905,966)
Recoveries against other assets written off		(15,022)	(1,809)
Other write offs and operational losses		106,102	301,508
Bad debts written off directly		-	-
		13,265,779	8,481,761

32 **TAXATION**

- Current			
- For the year		57,298,838	36,126,045
- Prior years		510,082	5,595,916
		57,808,920	41,721,961
- Deferred			
- For the year		(2,111,494)	1,303,366
- Prior years		96,154	(393,719)
	12.1	(2,015,340)	909,647
		55,793,580	42,631,608

32.1 **Relationship between tax expense and accounting profit**

Accounting profit for the current year	113,550,996	77,029,938
Tax on income @ 49% (2022: 49%)	55,639,988	37,744,670
Permanent differences		
Impact of:		
- Different tax rates of subsidiaries	(1,179,987)	(574,029)
- Disallowance of penalties imposed by the SBP and other regulatory bodies	172,700	233,528
- Disallowance of 50% of contribution to gratuity and pension funds	137,215	297,596
- Deferred tax booked at tax rates applicable to future years (@ 43%)	-	(192,815)
- Others	417,428	(79,539)
	(452,644)	(315,259)
Prior years - charge	606,236	5,202,197
Tax charge for the current year	55,793,580	42,631,608

32.2 The income tax returns of the Bank have been submitted up to and including for the accounting year 2022. The tax returns submitted are deemed assessments under section 120 of the Income Tax Ordinance, 2001.

The Income Tax Department has amended the assessments of the Bank for prior years, up to and including for the tax year 2022. The amendments mainly relate to gain on translation of net investment in foreign branches, taxable income subject to enhanced rate, retirement benefits, and provisions against loans and advances, investments and other assets. These matters are at various stages of appeal with the appellate authorities. The management of the Bank, in consultation with its tax advisors, is confident that the decisions in respect of these appeals would be in the Bank's favor.

The income tax returns of the Bank's Azad Kashmir, Gilgit-Baltistan and overseas branches have been submitted up to and including for the accounting year 2022. The tax returns submitted in Azad Kashmir and Gilgit Baltistan are considered as deemed assessments under section 120 of the Income Tax Ordinance, 2001.

The income tax returns of domestic and overseas subsidiaries have been submitted to the respective tax authorities up to and including for the accounting year 2022.

During the year, a windfall tax was imposed on the foreign exchange income of the Bank for the years 2021 and 2022. The aggregate tax liability for both years, if calculated in the manner specified, amounts to Rs. 4,865 million against which a recovery notice has also been issued by the tax department.

The Bank has filed a Constitutional Petition before the Honourable High Court of Sindh, challenging the operation of the S.R.O 1588 (I)/2023 dated November 21, 2023 imposing the windfall tax. The Court has suspended the operation of the said S.R.O till the next hearing date. Similar orders have also been passed by the High Courts of Lahore, Islamabad and Peshawar for other banks. The management, based on legal advice, is confident that the banks' view is likely to prevail and as such, no provision is required in these financial statements.

		2023	2022
		(Rupees in '000)	
33	**BASIC AND DILUTED EARNINGS PER SHARE**		
	Profit for the year attributable to equity holders of the Bank	**57,676,040**	34,070,087
		(Number)	
	Weighted average number of ordinary shares	**1,466,852,508**	1,466,852,508
		(Rupees)	
	Basic and diluted earnings per share	**39.32**	23.23

33.1 Diluted earnings per share has not been presented separately as the Bank does not have any convertible instruments in issue.

		Note	2023	2022
34	**CASH AND CASH EQUIVALENTS**		(Rupees in '000)	
	Cash and balances with treasury banks	5	**547,528,581**	296,015,386
	Balances with other banks	6	**56,603,548**	41,513,022
			604,132,129	337,528,408

34.1 **Reconciliation of movement in liabilities to cash flows arising from financing activities**

	2023				
	Liabilities		Equity		
	Subordinated debt	Other liabilities	Reserves	Unappropriated profit	Non-controlling interest
	(Rupees in '000)				
Balance as at January 01, 2023	**18,874,000**	**229,795,069**	**87,771,332**	**178,467,639**	**2,878,949**
Changes from financing cash flows					
Proceeds from issuance of subordinated debt	**825,000**	**-**	**-**	**-**	**-**
Dividend paid	**-**	**-**	**-**	**(12,358,209)**	**-**
Payment of lease liability against right-of-use assets	**-**	**(5,683,153)**	**-**	**-**	**-**
Payment of mark-up on subordinated debt	**-**	**(4,287,065)**	**-**	**-**	**-**
	825,000	**(9,970,218)**	**-**	**(12,358,209)**	**-**
Other changes:					
Liability-related					
Changes in other liabilities					
- Cash based	**-**	**55,522,237**	**-**	**-**	**-**
- Dividend payable	**-**	**(1,723,528)**	**-**	**1,723,528**	**-**
- Non-cash based	**-**	**15,909,752**	**-**	**-**	**-**
Derecognition of joint venture	**-**	**-**	**(3,395,823)**	**1,441,263**	**-**
Transfer of profit to statutory reserve	**-**	**-**	**5,899,954**	**(5,899,954)**	**-**
Total liability related other changes	**-**	**69,708,461**	**2,504,131**	**(2,735,163)**	**-**
Equity related	**-**	**-**	**10,529,694**	**58,509,489**	**(73,057)**
Balance as at December 31, 2023	**19,699,000**	**289,533,312**	**100,805,157**	**221,883,756**	**2,805,892**

	2022				
	Liabilities		Equity		
	Subordinated debt	Other liabilities	Reserves	Unappropriated profit	Non-controlling interest
	(Rupees in '000)				
Balance as at January 01, 2022	12,374,000	153,872,354	81,375,519	158,441,418	4,040,969
Changes from financing cash flows					
Repayment of subordinated debt	6,500,000	-	-	-	-
Dividend paid	-	-	-	(8,493,514)	-
Payment of lease liability against right-of-use assets	-	(4,939,145)	-	-	-
Payment of mark-up on subordinated debt	-	(1,847,577)	-	-	-
Effect of translation of net investment by non-controlling interest in subsidiary	-	-	-	-	44,140
	6,500,000	(6,786,722)	-	(8,493,514)	44,140
Other changes:					
Liability-related					
Changes in other liabilities					
- Cash based	-	67,997,391	-	-	-
- Dividend payable	-	2,507,880	-	(2,507,880)	-
- Non-cash based	-	12,204,166	-	-	-
Transfer of profit to statutory reserve	-	-	3,494,860	(3,494,860)	-
Total liability related other changes	-	82,709,437	3,494,860	(6,002,740)	-
Equity related	-	-	2,900,953	34,522,475	(1,206,160)
Balance as at December 31, 2022	18,874,000	229,795,069	87,771,332	178,467,639	2,878,949

35 STAFF STRENGTH

	2023	2022
	(Number)	
Permanent	**20,301**	21,635
On contract	**339**	206
Total staff strength	**20,640**	21,841

35.1 In addition to the above, 3,890 employees (2022: 4,013 employees) of outsourcing services companies were assigned to the Bank as at the end of the year to perform services other than janitorial services and as guards.

35.2 Staff strength bifurcation

	2023	2022
	(Number)	
Domestic	**20,016**	21,157
Overseas	**624**	684
	20,640	21,841

36 DEFINED BENEFIT PLANS

36.1 General Information

The Bank operates the following schemes:

36.1.1 Pension Fund (defined benefit scheme)

The Bank operates an approved funded pension scheme which is applicable to:

- All clerical employees who opted for this scheme when it was introduced in 1974 and those who joined after this date.
- Executives and officers who joined the Bank during the period from May 01, 1977, till December 31, 2001, and those who joined the Bank prior to introduction of the scheme and opted for this scheme when it was introduced.

For clerical employees, the benefit is based on their actual years of service as of the statement of financial position date and their current basic salary.

For executives and officers, the benefit is based on their years of service up to March 31, 2005, and their basic salary as on March 31, 2014. For service subsequent to this date (i.e., from April 01, 2005), they are entitled to the Bank's contributory provident fund (refer note 37.1) and contributory gratuity fund (refer note 37.2).

All eligible employees are entitled to a certain minimum pension as per applicable rules.

36.1.2 Benevolent Fund (defined benefit scheme)

The Bank operates an approved funded benevolent fund scheme for all employees who joined on or before December 31, 2018 and who retire from or expire during service. Under this scheme, a fixed monthly subscription is made by employees by way of a salary deduction and a matching monthly contribution is made by the Bank. All eligible employees are entitled to receive a fixed monthly amount or a one-time lump sum payment in lieu of a fixed monthly amount, as per the rules of the Fund. Clerical employees are additionally entitled to marriage and funeral grants during the period of their service as specified in the rules of the Fund.

36.1.3 Post-Retirement Medical Benefits (defined benefit scheme)

The Bank operates a non-funded scheme for post-retirement medical benefits for all employees.

Executives and officers who retire on or after January 01, 2006, receive a lump sum payment as a full and final settlement in lieu of post-retirement medical benefits. Executives and officers who retired prior to this date, and all clerical employees, receive these benefits as reimbursements when incurred.

36.1.4 Compensated Absences (defined benefit scheme)

The Bank maintains a non-funded scheme for compensated absences. This is applicable to those employees who were in the service of the Bank as of December 31, 2008, and who had accumulated leave balances up to a maximum of 365 days as at that date. Employees are entitled to proceed on Leave Prior to Retirement (LPR) up to the amount of their accrued leaves or up to 365 days, whichever is less, while continuing to receive gross salary. This benefit vests on retirement or, in the case of premature retirement, on the completion of 30 years of service. In the case of death-in-service, up to 50% of accrued leave or 180 days, whichever is less, may be encashed.

Employees may be required by the Bank to continue working during the whole or part of their LPR period. Such employees are additionally entitled to leave encashment amounting to 50% of this period up to a maximum of 180 days.

Clerical employees have the option of not proceeding on LPR and instead encashing 50% of their accumulated leave balance up to a maximum of 180 days.

36.1.5 Other Post-Retirement Benefits (defined benefit scheme)

The Bank offers an additional benefit to all executives on retirement. Under this scheme, a lump sum amount equal to six months of house rent allowance, utilities allowance, car benefit allowance and conveyance allowance is paid to the executive on retirement. In the case of death-in-service of an executive, an additional six months of house rent allowance will be payable to the family along with the above-mentioned benefits.

36.1.6 Pension and Life Assurance Scheme (defined benefit scheme)

The Bank operates a pension and life assurance scheme for those employees who joined its UK operations prior to December 26, 2001. The scheme was established with effect from May 01, 1978, under a Trust Deed of that date and is governed by that Trust Deed together with various supplemental and amending deeds executed over the lifetime of the scheme.

The triennial actuarial valuation as at May 01, 2022, revealed a deficit of £2.373 million under the Statement of Funding Principles (SFP). In order to address this deficit, the Bank is required to pay £50,500 per month starting from September 01 ,2020 till July 2024.

36.2 **Principal actuarial assumptions**

The latest actuarial valuation was carried out as at December 31, 2023 using the Projected Unit Credit Method. The following significant assumptions were used for the valuation:

	2023	2022
	(Per annum)	
Valuation discount rate	**16.00%**	14.50%
Expected rate of increase in salary	**15.00%**	13.50%
Expected rate of increase in minimum pension	**5.00%**	5.00%
Expected rate of increase in medical benefit	**14.00%**	12.50%
Expected rate of return on funds invested	**16.00%**	14.50%

36.3 **Number of beneficiaries under the scheme**

	(Number)	
Pension fund	**5,243**	5,344
Benevolent fund	**10,063**	11,440
Post retirement medical benefit scheme	**18,626**	19,793
Compensated absences	**1,851**	2,118
Other Post-Retirement Benefits	**2,780**	2,757

36.4 **Pension, gratuity, benevolent fund schemes and other benefits**

36.4.1 The fair value of plan assets and the present value of defined benefit obligations of funded schemes are as follows:

	2023		2022	
	Pension Fund	Benevolent Fund	Pension Fund	Benevolent Fund
	(Rupees in '000)			
Fair value of plan assets	**4,117,822**	**3,011,098**	3,414,936	2,648,950
Present value of defined benefit obligations	**(3,272,418)**	**(695,535)**	(3,525,906)	(804,430)
Receivable / (payable)	**845,404**	**2,315,563**	(110,970)	1,844,520

36.4.2 The present value of defined benefit obligations of non-funded schemes as at December 31, 2023 are as follows:

	2023			2022		
	Post-retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits	Post-retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)					
Present value of defined benefit obligations	**(3,966,429)**	**(746,630)**	**(888,416)**	(3,522,518)	(762,192)	(824,150)

36.4.3 **Movement in the present value of defined benefit obligations**

	2023				
	Pension Fund	Benevolent Fund	Post-retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)				
Obligations at the beginning of the year	**3,525,906**	**804,430**	**3,522,518**	**762,192**	**824,150**
Current service cost	**11,955**	**14,698**	**113,916**	**21,088**	**149,976**
Interest cost	**502,888**	**114,384**	**501,573**	**103,278**	**124,280**
Benefits paid by the Bank	**(454,255)**	**(144,450)**	**(297,990)**	**(148,455)**	**(70,248)**
Remeasurement (gains) / losses	**(314,076)**	**(93,527)**	**126,412**	**8,527**	**(139,742)**
Obligations at the end of the year	**3,272,418**	**695,535**	**3,966,429**	**746,630**	**888,416**

	2022				
	Pension Fund	Benevolent Fund	Post-retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)				
Obligations at the beginning of the year	6,157,971	1,103,573	4,557,833	2,177,565	667,894
Current service cost	67,090	26,529	179,927	57,563	124,802
Interest cost	709,267	122,940	535,401	242,452	82,080
Benefits paid by the Bank	(3,680,262)	(451,894)	(649,055)	(676,702)	(45,603)
Past service cost	1,061,568	211,858	(972,974)	(742,441)	-
Remeasurement gains	(789,728)	(208,576)	(128,614)	(296,245)	(5,023)
Obligations at the end of the year	3,525,906	804,430	3,522,518	762,192	824,150

36.4.4 Movement in fair value of plan assets

	2023		2022	
	Pension Fund	Benevolent Fund	Pension Fund	Benevolent Fund
	(Rupees in '000)			
Fair value at the beginning of the year	**3,414,936**	**2,648,950**	6,917,325	2,754,021
Expected return on plan assets	**487,338**	**364,331**	793,667	278,438
Contribution by the Bank	**110,970**	**20,596**	-	25,507
Contributions by employees	**-**	**20,596**	-	25,507
Benefits paid by the Bank	**(454,255)**	**(144,450)**	(3,680,262)	(451,894)
Remeasurement gains / (losses)	**558,833**	**101,075**	(615,794)	17,371
Fair value at the end of the year	**4,117,822**	**3,011,098**	3,414,936	2,648,950

36.4.5 Movement in amounts payable / (receivable)

	2023				
	Pension Fund	Benevolent Fund	Post-retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)				
Opening balance	**110,970**	**(1,844,520)**	**3,522,518**	**762,192**	**824,150**
Charge / (reversal) for the year	**27,505**	**(255,845)**	**615,489**	**132,893**	**274,256**
Contribution by the Bank - net	**(110,970)**	**(20,596)**	**-**	**-**	**-**
Remeasurement (gains) / losses recognised in OCI during the year	**(872,909)**	**(194,602)**	**126,412**	**-**	**(139,742)**
Benefits paid by the Bank	**-**	**-**	**(297,990)**	**(148,455)**	**(70,248)**
Closing balance	**(845,404)**	**(2,315,563)**	**3,966,429**	**746,630**	**888,416**

	2022				
	Pension Fund	Benevolent Fund	Post-retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)				
Opening balance	(759,354)	(1,650,448)	4,557,833	2,177,565	667,894
Charge / (reversal) for the year	1,044,258	57,382	(257,646)	(738,671)	206,882
Contribution by the Bank - net	-	(25,507)	-	-	-
Remeasurement gains recognised in OCI during the year	(173,934)	(225,947)	(128,614)	-	(5,023)
Benefits paid by the Bank	-	-	(649,055)	(676,702)	(45,603)
Closing balance	110,970	(1,844,520)	3,522,518	762,192	824,150

36.4.6 Charge for defined benefit plans

36.4.6.1 Cost recognised in profit and loss

	2023				
	Pension Fund	Benevolent Fund	Post-retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)				
Current service cost	11,955	14,698	113,916	21,088	149,976
Net interest payable / (receivable) on defined benefit asset / liability	15,550	(249,947)	501,573	103,278	124,280
Actuarial losses recognised	-	-	-	8,527	-
Contributions by the employees	-	(20,596)	-	-	-
	27,505	(255,845)	615,489	132,893	274,256

	2022				
	Pension Fund	Benevolent Fund	Post-retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)				
Current service cost	67,090	26,529	179,927	57,563	124,802
Net interest (receivable) / payable on defined benefit asset / liability	(84,400)	(155,498)	535,401	242,452	82,080
Past service cost	1,061,568	211,858	(972,974)	(742,441)	-
Actuarial gains recognised	-	-	-	(296,245)	-
Contributions by the employees	-	(25,507)	-	-	-
	1,044,258	57,382	(257,646)	(738,671)	206,882

36.4.6.2 Remeasurement (gains) / losses recognised in OCI during the year

	2023			
	Pension Fund	Benevolent Fund	Post-retirement medical benefits	Other Post-Retirement Benefits
	(Rupees in '000)			
(Gains) / losses on obligation				
- Financial assumptions	(252,232)	(26,483)	14,188	6,601
- Experience adjustment	(61,844)	(67,044)	112,224	(146,343)
	(314,076)	(93,527)	126,412	(139,742)
Gains on plan assets	(558,833)	(101,075)	-	-
Total remeasurement (gains) / losses recognised in OCI	(872,909)	(194,602)	126,412	(139,742)

	2022			
	Pension Fund	Benevolent Fund	Post-retirement medical benefits	Other Post-Retirement Benefits
	(Rupees in '000)			
(Gains) / losses on obligation				
- Financial assumptions	(604,453)	(37,522)	27,560	11,577
- Experience adjustment	(185,275)	(171,054)	(156,174)	(16,600)
	(789,728)	(208,576)	(128,614)	(5,023)
Losses / (gains) on plan assets	615,794	(17,371)	-	-
Total remeasurement (gains) / losses recognised in OCI	(173,934)	(225,947)	(128,614)	(5,023)

36.4.7 Components of fair value of plan assets

	2023		2022	
	Pension Fund	Benevolent Fund	Pension Fund	Benevolent Fund
	(Rupees in '000)			
Cash and cash equivalents - net	**119,000**	**60,280**	153,842	128,216
Government securities	**3,044,557**	**2,850,889**	2,725,011	2,451,235
Shares	**954,265**	**-**	536,083	-
Non-Government debt securities	**-**	**99,931**	-	69,500
	4,117,822	**3,011,100**	3,414,936	2,648,951

The funds invest primarily in Government securities (Market Treasury Bills, Pakistan Investment Bonds and Special Savings Certificates) which do not carry any credit risk but are subject to interest rate risk based on market movements. Equity securities are subject to price risk whereas non-Government debt securities are subject to both credit risk and interest rate risk. These risks are regularly monitored by the Trustees of the employee funds.

36.4.8 Sensitivity analysis of defined benefit obligations

A sensitivity analysis has been performed by varying one assumption while keeping all other assumptions constant and calculating the impact on the present value of defined benefit obligations under the various employee benefit schemes. The increase / (decrease) in the present value of defined benefit obligations as a result of changes in each assumption is summarized below:

	2023				
	Pension Fund	Benevolent Fund	Post retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)				
1% increase in discount rate	**(162,196)**	**(16,103)**	**(350,024)**	**(22,686)**	**(56,720)**
1% decrease in discount rate	**180,405**	**17,320**	**414,121**	**24,178**	**63,667**
1% increase in expected rate of salary increase	**18,801**	**-**	**-**	**27,522**	**67,797**
1% decrease in expected rate of salary increase	**(17,998)**	**-**	**-**	**(26,224)**	**(61,278)**
1% increase in expected rate of increase in minimum pension	**190,990**	**-**	**-**	**-**	**-**
1% decrease in expected rate of increase in minimum pension	**(160,425)**	**-**	**-**	**-**	**-**
1% increase in expected rate of increase in medical benefit	**-**	**-**	**91,012**	**-**	**-**
1% decrease in expected rate of increase in medical benefit	**-**	**-**	**(78,050)**	**-**	**-**

36.4.9 Expected contributions to the schemes in the next financial year

The Bank contributes to the pension fund according to the actuary's advice. Contribution to the benevolent fund is made by the Bank as per the rates set out in the benevolent fund scheme.

	2024				
	Pension Fund	Benevolent Fund	Post retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)				
Expected (reversal) / charge for the year	(114,401)	(372,288)	715,830	129,314	288,526

36.4.10 Maturity profile

	2023				
	Pension Fund	Benevolent Fund	Post retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
The weighted average duration of the obligation (in years)	**4.96**	**2.12**	**8.98**	**3.13**	**6.75**

36.4.11 Funding Policy

The Bank endeavors to ensure that liabilities under the various funded employee benefit schemes are covered by the assets of the Fund on any valuation date, based on actuarial assumptions.

36.4.12 The significant risks associated with the defined benefit schemes are as follows:

Mortality risks

The risk that the actual mortality experience is different. The impact depends on the beneficiaries' service / age distribution and the benefit.

Investment risks

The risk that the investments of the Funds will underperform and not be sufficient to meet the liabilities.

Final salary risks

The risk that the final salary at the time of cessation of service is higher than what was assumed. Since the benefit is calculated based on the final salary, the benefit amount increases similarly.

Withdrawal risks

The risk that withdrawals from the plan will be higher or lower than assumed. The impact depends on the beneficiaries' service / age distribution and the benefit.

37 DEFINED CONTRIBUTION PLANS

37.1 Provident Fund

For executives and officers hired on or after January 01, 2002, the Bank operates an approved provident fund under which both the Bank and the employees make monthly contributions of 7% of basic salary to the fund. Executives and officers hired up to December 31, 2001, who are covered by the Bank's pension scheme (refer note 36.1.1 above) also became eligible for the Bank's contributory provident fund benefits effective April 01, 2005.

In the case of clerical staff, only employees make monthly contributions of 12% of basic salary to the fund.

This scheme covers 14,838 employees (2022: 14,634 employees).

Payments are made to employees on retirement, death, resignation and discharge as specified in the rules of the Fund.

37.2 Contributory Gratuity Fund

For employees hired on or after January 1, 2002, the Bank operates an approved funded Bank contributory gratuity scheme. Executives and officers hired up to December 31, 2001, who are covered by the Bank's pension scheme (refer note 36.1.1 above) also became eligible for gratuity fund benefits effective April 1, 2005.

The Bank contributes an amount equal to half of the employees' monthly basic salary for each completed year of service and, on a pro-rata basis, for partially completed years of service. This benefit vests on retirement, death, resignation after completion of at least 10 years of continuous service, and discharge as specified in the rules of the Fund.

This scheme covers 15,518 employees (2022: 16,859 employees).

38 DEFINED BENEFIT PLANS AND DEFINED CONTRIBUTION PLANS OF SUBSIDIARIES AND OVERSEAS BRANCHES

38.1 HBL Bank UK Limited

Pension Fund (defined contribution scheme)

HBL Bank UK (HBL UK) operates a funded defined contribution pension scheme for its employees. Under current UK legislation, employees have the right to opt out of the pension scheme. HBL UK contributes an amount equal to 5% of each member's monthly basic salary and the cost is recognised when the contributions are made. The minimum employee contribution is 3% of basic salary, but can be increased at the discretion of the employee. The total amount contributed by the Bank and the employee is capped at £40,000 per annum.

This scheme covers 110 employees (2022: 106).

38.2 HBL Asset Management Limited (HBL AMC)

Gratuity Fund (defined benefit scheme)

HBL AMC operates an approved funded defined benefit gratuity fund for all employees, with a vesting period of 5 years. Eligible employees are entitled to half the monthly basic salary for each completed year of service, with partially completed years rounded off to the nearest year. Payments are made to employees upon retirement, resignation or death. Actuarial valuations are conducted annually by an independent actuary, using the Projected Unit Credit Method.

This scheme covers 307 employees (2022: 253).

Provident Fund (defined contribution scheme)

HBL AMC also operates a funded defined contribution provident fund scheme for its eligible employees. Monthly contributions are made by HBL AMC and by its employees at 8.33% of monthly basic salary in accordance with the rules of the Fund.

This scheme covers 239 employees (2022: 175).

38.3 HBL Microfinance Bank Limited (HBL MfB)

Gratuity Fund (defined benefit scheme)

HBL MfB operates an approved funded defined benefit gratuity fund for all employees, with a vesting period of 5 years. Eligible employees are entitled to one month's basic salary for each completed year of service, with partially completed years paid on a pro-rata basis. Payments are made to employees upon retirement, resignation or death. Actuarial valuations are conducted annually by an independent actuary, using the Projected Unit Credit Method.

This scheme covers 3,480 employees (2022: 3,639).

Provident Fund (defined contribution scheme)

HBL MfB also operates a funded defined contribution provident fund scheme for its eligible employees. Monthly contributions are made by HBL MfB and by its employees at 10% of monthly basic salary in accordance with the rules of the Fund.

This scheme covers 3,294 employees (2022: 3,428).

38.4 HBL Currency Exchange (Private) Limited (HCEL)

Gratuity Scheme (defined contribution scheme)

HCEL operates an approved unfunded defined contribution gratuity scheme for all employees, with a vesting period of 5 years. Eligible employees are entitled to half the monthly basic salary for each completed year of service with partially completed years paid on a pro-rata basis. Payments are made to employees upon retirement, resignation or death.

This scheme covers 194 employees (2022: 130).

Provident Fund (defined contribution scheme)

HCEL also operates a funded defined contribution provident fund scheme for its eligible employees. Monthly contributions are made by HCEL and by its employees at 6% of basic salary, in accordance with the rules of the Fund.

This scheme covers 133 employees (2022: 112).

38.5 **Other schemes**

Employee benefit schemes offered by the Bank's overseas branches are governed by the laws of the respective countries in which the branches operate.

39 COMPENSATION OF DIRECTORS AND KEY MANAGEMENT PERSONNEL

39.1 Total Compensation Expense

Items	2023					
	Chairman	Non-Executive Directors	Members Shariah Board	President / CEO	Key Management Personnel	Other Material Risk Takers/ Controllers
	(Rupees in '000)					
Fees and Allowances etc.	12,000	86,850	34,136	-	-	-
Managerial Remuneration						
i) Fixed	-	-	-	164,428	1,344,611	1,655,535
ii) Total Variable						
- Bonus paid in cash	-	-	-	119,000	667,376	461,309
- Bonus paid in shares	-	-	-	24,646	100,689	84,411
- Guaranteed Bonus	-	-	-	-	-	14,960
Charge for defined benefit plan	-	-	-	-	5,553	8,519
Contribution to defined contribution plan	-	-	-	-	55,525	92,902
Rent & house maintenance	-	-	-	19,853	331,819	448,631
Utilities	-	-	-	3,054	63,276	93,938
Medical	-	-	-	11,425	85,581	85,439
Conveyance	-	-	-	9,975	101,722	320,940
Sub-total	12,000	86,850	34,136	352,381	2,756,152	3,266,584
Sign-on bonus	-	-	-	-	-	-
Grand Total	12,000	86,850	34,136	352,381	2,756,152	3,266,584
Total Number of Persons	1	5	3	1	30	145
Sign-on bonus - Number of Persons	-	-	-	-	-	-
Guaranteed bonus - Number of Persons	-	-	-	-	-	3

Items	2022					
	Chairman	Non-Executive Directors	Members Shariah Board	President / CEO	Key Management Personnel	Other Material Risk Takers/ Controllers
	(Rupees in '000)					
Fees and Allowances etc.	10,200	84,600	34,079	-	-	-
Managerial Remuneration						
i) Fixed	-	-	-	151,107	929,889	1,422,639
ii) Total Variable						
- Bonus paid in cash	-	-	-	98,000	522,293	369,572
- Bonus paid in shares	-	-	-	23,819	104,063	60,237
- Guaranteed Bonus	-	-	-	-	-	6,759
Charge for defined benefit plan	-	-	-	-	4,325	5,638
Contribution to defined contribution plan	-	-	-	-	50,346	87,479
Rent & house maintenance	-	-	-	17,023	261,846	395,351
Utilities	-	-	-	1,987	54,004	83,778
Medical	-	-	-	8,400	67,470	78,856
Conveyance	-	-	-	6,903	97,704	314,788
Sub-total	10,200	84,600	34,079	307,239	2,091,940	2,825,097
Sign-on bonus	-	-	-	-	14,000	4,950
Grand Total	10,200	84,600	34,079	307,239	2,105,940	2,830,047
Total Number of Persons	1	5	3	1	32	154
Sign-on bonus - Number of Persons	-	-	-	-	2	3
Guaranteed bonus - Number of Persons	-	-	-	-	-	3

39.1.1 The total movement of deferred bonus during the year for the President / Chief Executive Officer (CEO), Key Management Personnel and Other Material Risk Takers (MRTs) / Material Risk Controllers (MRCs) is as follows:

	2023	2022
	(Rupees in '000)	
Opening balance	**714,607**	479,598
Add: deferred during the year	**478,261**	428,449
Less: paid / vested during the year	**(316,372)**	(177,296)
Less: reversed during the year	**(19,183)**	(16,144)
Closing balance	**857,313**	714,607

39.1.2 The CEO and certain Executives are provided with free club memberships. The CEO and the Chief Operating Officer (COO) are also provided with free use of Bank maintained cars in accordance with their entitlements.

39.2 **Remuneration paid to Directors for participation in Board and Committee Meetings**

2023											
		Meeting Fees and Allowances Paid									
			For Board Committees								
Sr. No.	Name of Director	For Board Meetings	Board Audit Committee (BAC)	Board Risk Management Committee (BRMC)	Board Compliance and Conduct Committee (BCNC)	Board Human Resource & Remuneration Committee (BHRRC)	Board IT Committee (BITC)	Board Develop-ment Finance Committee (BDFC)	Board Nomination & Remunera-tion Committee (BNRC)	Board Strategy Input & Monitoring Committee (BSIMC)	Total Amount Paid
		(Rupees in '000)									
1	Mr. Sultan Ali Allana	6,000	-	-	-	2,700	-	-	-	3,300	12,000
2	Mr. Moez Ahamed Jamal	5,400	4,050	-	4,050	-	2,700	-	1,350	3,300	20,850
3	Mr. Salim Raza	5,400	-	4,050	-	-	2,700	2,700	1,350	-	16,200
4	Dr. Najeeb Samie	5,400	4,050	-	-	2,700	-	-	1,350	3,300	16,800
5	Mr. Khaleel Ahmed	5,400	4,050	-	4,050	2,700	-	2,700	-	-	18,900
6	Ms. Saba Kamal	5,400	-	-	-	-	2,700	2,700	-	3,300	14,100
7	Mr. Shaffiq Dharamshi*	-	-	-	-	-	-	-	-	-	-
	Total Amount Paid	33,000	12,150	4,050	8,100	8,100	8,100	8,100	4,050	13,200	98,850

* Mr. Shaffiq Dharamshi is an employee of AKFED (the sponsor shareholder) and is not paid meeting fees or any other allowances by HBL

In addition to the above, where applicable as per the Bank's policy, Rs 3 million was also paid to the Directors on account of daily allowance for attending Board and Committee meetings during the year.

2022											
		Meeting Fees and Allowances Paid									
			For Board Committees								
Sr. No.	Name of Director	For Board Meetings	Board Audit Committee (BAC)	Board Risk Management Committee (BRMC)	Board Compliance and Conduct Committee (BCNC)	Board Human Resource & Remuneration Committee (BHRRC)	Board IT Committee (BITC)	Board Develop-ment Finance Committee (BDFC)	Board Nomination & Remunera-tion Committee (BNRC)	Board Oversight Committee - International Governance (BOC IG)	Total Amount Paid
		(Rupees in '000)									
1	Mr. Sultan Ali Allana	5,400	-	-	-	3,600	-	-	-	1,200	10,200
2	Mr. Moez Ahamed Jamal	5,400	4,800	-	4,800	-	2,400	-	2,400	-	19,800
3	Mr. Salim Raza	5,400	-	3,600	-	-	2,400	2,400	2,400	-	16,200
4	Dr. Najeeb Samie	5,400	4,800	-	-	3,600	-	-	2,400	1,200	17,400
5	Mr. Khaleel Ahmed	5,400	4,800	-	4,800	3,600	-	2,400	-	-	21,000
6	Ms. Saba Kamal	5,400	-	-	-	-	2,400	2,400	-	-	10,200
7	Mr. Shaffiq Dharamshi*	-	-	-	-	-	-	-	-	-	-
	Total Amount Paid	32,400	14,400	3,600	9,600	10,800	7,200	7,200	7,200	2,400	94,800

* Mr. Shaffiq Dharamshi is an employee of AKFED (the sponsor Shareholder) and is not paid meeting fees or any other allowances by HBL

In addition to the above, where applicable as per the Bank's policy, Rs 3.375 million was also paid to the Directors on account of daily allowance for attending Board and Committee meetings during the year.

39.3 Remuneration paid to Shariah Board Members

Items	2023				2022			
	Chairman	Resident Member	Non-Resident Member	Total	Chairman	Resident Member	Non-Resident Member	Total
	(Rupees in '000)							
Fixed Remuneration	**11,400**	**10,440**	**10,800**	**32,640**	11,400	10,440	10,800	32,640
Allowances	**567**	**729**	**200**	**1,496**	613	680	146	1,439
Total Amount	**11,967**	**11,169**	**11,000**	**34,136**	12,013	11,120	10,946	34,079
Total Number of Persons	**1**	**1**	**1**	**3**	1	1	1	3

40 FAIR VALUE MEASUREMENTS

The fair values of traded investments are based on quoted market prices.

The fair values of unquoted equity investments are estimated using the break-up value of the investee company.

The fair value of unquoted debt securities, fixed term advances, fixed term deposits and borrowings, other assets and other liabilities, cannot be calculated with sufficient reliability due to the absence of a current and active market for such assets and liabilities and reliable data regarding market rates for similar instruments and therefore, are not reported as part of this disclosure.

In the opinion of the management, the fair value of the remaining financial assets and liabilities are not significantly different from their carrying values since they are either short-term in nature or, in the case of customer advances, deposits and certain long term borrowings, are frequently repriced.

All assets and liabilities for which fair value is measured or disclosed in these consolidated financial statements are categorised within the following fair value hierarchy based on the lowest level input that is significant to the fair value measurement:

Level 1 - Fair value measurements using quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2 - Fair value measurements using inputs, other than quoted prices included within Level 1, that are observable for the assets or liabilities either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3 - Fair value measurements using inputs that are not based on observable market data.

Valuation techniques used in determination of fair values within Level 2 and Level 3

Federal Government securities	The fair values of Federal Government securities are determined on the basis of rates / prices taken from Reuters.
Non-Government debt securities	Non-Government debt securities denominated in Rupees are valued on the basis of rates announced by the Mutual Funds Association of Pakistan (MUFAP). Non-Government debt securities denominated in other currencies are valued on the basis of rates taken from Bloomberg / Reuters.
Foreign Government debt securities	The fair values of foreign Government debt securities are determined on the basis of rates taken from Bloomberg/ Reuters.
Units of mutual funds	The fair values of units of mutual funds are determined based on their net asset values as published at the close of each business day.
Derivatives	The Group enters into derivatives contracts with various counterparties. Derivatives that are valued using valuation techniques based on market observable inputs are mainly interest rate swaps and cross currency swaps. The most frequently applied valuation techniques include forward pricing and swap models using present value calculations.
Forward foreign exchange contracts and Forward Government securities transactions	The fair values of forward foreign exchange contracts and forward Government securities transactions are determined using forward pricing calculations.
Fixed assets and non-banking assets acquired in satisfaction of claims	Land, buildings and non-banking assets acquired in satisfaction of claims are revalued on a periodic basis using professional valuers. The valuation is based on their assessment of the market value of the assets. The effect of changes in the unobservable inputs used in the valuations cannot be determined with certainty. Accordingly, a qualitative disclosure of sensitivity, required for Level 3 assets, has not been presented in these consolidated financial statements.

40.1 Fair value of financial assets

The following table provides the fair values of those of the Group's financial assets that are recognised or disclosed at fair value in these consolidated financial statements:

On balance sheet financial instruments	As at December 31, 2023				
	Carrying value	Level 1	Level 2	Level 3	Total
	(Rupees in '000)				
Financial assets - measured at fair value					
Investments					
- Federal Government securities	1,805,587,783	-	1,805,587,783	-	1,805,587,783
- Shares - listed companies	16,524,041	9,057,018	7,467,023	-	16,524,041
- Non-Government debt securities - Listed	49,614,767	40,000,000	9,614,767	-	49,614,767
- Foreign securities					
Government debt securities	173,543,607	-	173,543,607	-	173,543,607
Non-Government debt securities - Listed	5,600,618	-	5,600,618	-	5,600,618
- National Investment Unit Trust units	50,745	-	50,745	-	50,745
- Real Estate Investment Trust units- Listed	68,700	68,700	-	-	68,700
- Preference Shares -Listed	877,400	877,400	-	-	877,400
	2,051,867,661	50,003,118	2,001,864,543	-	2,051,867,661
Financial assets - disclosed but not measured at fair value					
Investments					
- Federal Government securities	419,521,386	-	385,681,455	-	385,681,455
- Non-Government debt securities - Listed	1,899,450	-	1,898,829	-	1,898,829
- Foreign securities					
Government debt securities	14,663,737	-	14,720,027	-	14,720,027
	436,084,573	-	402,300,311	-	402,300,311
	2,487,952,234	50,003,118	2,404,164,854	-	2,454,167,972

Off-balance sheet financial instruments - measured at fair value	As at December 31, 2023				
	Notional value	Level 1	Level 2	Level 3	Total
	(Rupees in '000)				
Commitments					
- Forward foreign exchange contracts	500,720,574	-	(1,955,598)	-	(1,955,598)
- Forward Government securities transactions	24,383,498	-	(46,908)	-	(46,908)
- Derivative instruments	53,095,033	-	(10,247,686)	-	(10,247,686)

On balance sheet financial instruments	As at December 31, 2022				
	Carrying value	Level 1	Level 2	Level 3	Total
	(Rupees in '000)				
Financial assets - measured at fair value					
Investments					
- Federal Government securities	1,318,416,185	-	1,318,416,185	-	1,318,416,185
- Shares - listed companies	3,988,281	3,988,281	-	-	3,988,281
- Non-Government debt securities - Listed	49,084,350	40,000,000	9,084,350	-	49,084,350
- Foreign securities					
Government debt securities	127,850,272	-	127,850,272	-	127,850,272
Non-Government debt securities - Listed	8,107,344	-	8,107,344	-	8,107,344
- National Investment Unit Trust units	38,170	-	38,170	-	38,170
- Real Estate Investment Trust units	68,200	68,200	-	-	68,200
- Preference Shares - Listed	872,200	872,200	-	-	872,200
	1,508,425,002	44,928,681	1,463,496,321	-	1,508,425,002
Financial assets - disclosed but not measured at fair value					
Investments					
- Federal Government securities	346,125,167	-	315,021,272	-	315,021,272
- Non-Government debt securities - Listed	1,733,442	-	1,739,778	-	1,739,778
- Foreign securities					
Government debt securities	14,365,073	-	14,109,487	-	14,109,487
Non-Government debt securities - Listed	145,714	-	145,714	-	145,714
	362,369,396	-	331,016,251	-	331,016,251
	1,870,794,398	44,928,681	1,794,512,572	-	1,839,441,253

Off-balance sheet financial instruments - measured at fair value	As at December 31, 2022				
	Notional value	Level 1	Level 2	Level 3	Total
	(Rupees in '000)				
Commitments					
- Forward foreign exchange contracts	434,583,053	-	1,149,564	-	1,149,564
- Forward Government securities transactions	132,295,940	-	(38,938)	-	(38,938)
- Derivative instruments	57,305,018	-	(6,881,892)	-	(6,881,892)

40.2 Fair value of non-financial assets

	As at December 31, 2023				
	Carrying value	Level 1	Level 2	Level 3	Total
	(Rupees in '000)				
- Land and building	80,915,520	-	-	80,915,520	80,915,520
- Non-banking assets acquired in satisfaction of claims	433,908	-	-	433,908	433,908
	81,349,428	-	-	81,349,428	81,349,428

	As at December 31, 2022				
	Carrying value	Level 1	Level 2	Level 3	Total
	(Rupees in '000)				
- Land and building	58,446,722	-	-	58,446,722	58,446,722
- Non-banking assets acquired in satisfaction of claims	407,234	-	-	407,234	407,234
	58,853,956	-	-	58,853,956	58,853,956

41 SEGMENT INFORMATION

41.1 Segment details with respect to business activities

	For the year ended December 31, 2023									
	Branch Banking	Consumer, SME & Agriculture lending	Islamic	Corporate, Commercial and Investment Banking	Treasury	International and correspon-dent banking	Asset management	Microfinance	Head office / others	Total
Profit and loss account	(Rupees in million)									
Net mark-up / return / profit / interest income	(231,003)	51,804	32,192	87,441	268,525	29,783	(35)	10,531	(7,105)	242,133
Inter segment revenue / (expense) - net	359,460	(35,514)	-	(43,671)	(282,573)	(2,801)	-	-	5,099	-
Non mark-up / interest income	4,873	18,367	2,604	5,779	9,335	7,053	1,575	2,264	5,601	57,451
Total income / (loss)	133,330	34,657	34,796	49,549	(4,713)	34,035	1,540	12,795	3,595	299,584
Segment direct expenses	34,154	20,095	8,300	4,238	986	26,305	649	9,579	68,461	172,767
Inter segment expense allocation	32,766	10,867	1,190	13,736	1,506	1,820	-	-	(61,885)	-
Total expenses	66,920	30,962	9,490	17,974	2,492	28,125	649	9,579	6,576	172,767
Provisions - charge / (reversal)	832	2,323	4,180	(748)	(727)	2,099	-	2,556	2,751	13,266
Profit / (loss) before tax	65,578	1,372	21,126	32,323	(6,478)	3,811	891	660	(5,732)	113,551

	As At December 31, 2023									
	Branch Banking	Consumer, SME & Agriculture lending	Islamic	Corporate, Commercial and Investment Banking	Treasury	International and correspon-dent banking	Asset management	Microfinance	Head office / others	Total
Statement of financial position	(Rupees in million)									
Cash and bank balances	195,852	-	40,896	590	190,638	158,585	3	16,825	743	604,132
Lendings to financial institutions	-	-	19,500	-	69,098	-	-	-	-	88,598
Inter segment lending	2,081,029	-	-	-	-	75,036	-	-	197,755	2,353,820
Investments	-	-	226,552	4,417	2,016,021	237,105	1,021	27,553	49,630	2,562,299
Advances - performing	-	256,677	206,739	844,497	-	400,319	-	96,117	40,016	1,844,365
Advances - non-performing	-	2,072	6,316	3,272	-	3,753	-	1,408	158	16,979
Others	35,158	7,642	39,132	81,020	92,166	47,600	3,567	16,854	94,835	417,974
Total assets	2,312,039	266,391	539,135	933,796	2,367,923	922,398	4,591	158,757	383,137	7,888,167
Borrowings	-	6,313	32,119	134,047	379,835	106,213	-	6,516	-	665,043
Subordinated debt	-	-	-	-	-	-	-	825	18,874	19,699
Deposits and other accounts	2,258,343	1,465	422,710	604,853	-	700,664	-	128,234	26,083	4,142,352
Inter segment borrowing	-	234,859	7,414	143,314	1,968,233	-	-	-	-	2,353,820
Others	53,696	23,754	32,967	51,582	32,810	40,542	1,107	8,966	95,810	341,234
Total liabilities	2,312,039	266,391	495,210	933,796	2,380,878	847,419	1,107	144,541	140,767	7,522,148
Equity	-	-	43,925	-	(12,955)	74,979	3,484	14,216	242,370	366,019
Total equity and liabilities	2,312,039	266,391	539,135	933,796	2,367,923	922,398	4,591	158,757	383,137	7,888,167
Contingencies and commitments	-	-	57,017	538,382	388,637	234,993	-	-	34,505	1,253,534

	For the year ended December 31, 2022									
	Branch Banking	Consumer, SME & Agriculture lending	Islamic	Corporate, Commercial and Investment Banking	Treasury	International and correspon-dent banking	Asset management	Microfinance	Head office / others	Total
Profit and loss account	(Rupees in million)									
Net mark-up / return / profit / interest income	(123,407)	38,987	18,351	62,295	152,735	9,518	(74)	10,248	(3,090)	165,563
Inter segment revenue / (expense) - net	201,010	(22,101)	-	(34,259)	(149,605)	3,591	-	-	1,364	-
Non mark-up / interest income	3,604	12,418	1,508	4,739	14,482	8,047	756	1,928	(750)	46,732
Total income / (loss)	81,207	29,304	19,859	32,775	17,612	21,156	682	12,176	(2,476)	212,295
Segment direct expenses	27,046	14,627	5,984	3,624	1,190	19,733	451	8,017	46,111	126,783
Inter segment expense allocation	19,790	7,713	1,205	10,539	1,446	1,459	-	-	(42,152)	-
Total expenses	46,836	22,340	7,189	14,163	2,636	21,192	451	8,017	3,959	126,783
Provisions - charge / (reversal)	-	1,705	1,434	(1,480)	263	3,113	-	2,393	1,054	8,482
Profit/ (loss) before tax	34,371	5,259	11,236	20,092	14,713	(3,149)	231	1,766	(7,489)	77,030

	As At December 31, 2022									
	Branch Banking	Consumer, SME & Agriculture lending	Islamic	Corporate, Commercial and Investment Banking	Treasury	International and correspon-dent banking	Asset management	Microfinance	Head office / others	Total
Statement of financial position	(Rupees in million)									
Cash and bank balances	72,736	-	17,948	1,678	99,301	131,089	2	13,723	1,051	337,528
Lendings to financial institutions	-	-	-	-	254,593	-	-	-	-	254,593
Inter segment lending	1,950,230	-	257	-	-	3,586	-	-	201,897	2,155,970
Investments	-	-	183,655	9,460	1,496,496	178,785	409	31,396	48,600	1,948,801
Advances - performing	-	231,909	221,885	875,294	-	325,465	-	84,150	31,158	1,769,861
Advances - non-performing	-	1,993	2,089	3,433	-	3,895	-	1,226	-	12,636
Others	4,725	7,948	16,341	70,783	59,889	24,437	3,245	11,871	116,147	315,386
Total assets	2,027,691	241,850	442,175	960,648	1,910,279	667,257	3,656	142,366	398,853	6,794,775
Borrowings	-	5,841	74,694	132,506	245,413	118,745	-	6,572	-	583,771
Subordinated debt	-	-	-	-	-	-	-	-	18,874	18,874
Deposits and other accounts	1,999,352	691	319,884	508,589	-	466,414	-	116,063	58,349	3,469,342
Inter segment borrowing	-	218,253	-	264,154	1,648,566	24,997	-	-	-	2,155,970
Others	28,339	17,065	15,714	55,399	34,606	15,467	753	6,506	107,948	281,797
Total liabilities	2,027,691	241,850	410,292	960,648	1,928,585	625,623	753	129,141	185,171	6,509,754
Equity	-	-	31,883	-	(18,306)	41,634	2,903	13,225	213,682	285,021
Total equity and liabilities	2,027,691	241,850	442,175	960,648	1,910,279	667,257	3,656	142,366	398,853	6,794,775
Contingencies and commitments	-	-	34,569	477,222	449,835	228,876	-	-	38,116	1,228,618

41.2 Segment details with respect to geographical locations

	For the year ended December 31, 2023				
	Pakistan (including KEPZ)	Middle East and Africa	Asia	Europe	Total
Profit and loss account	(Rupees in million)				
Net mark-up / return / profit / interest income	**216,254**	**10,751**	**6,995**	**8,133**	**242,133**
Non mark-up / interest income	**52,118**	**1,971**	**1,987**	**1,375**	**57,451**
Total income	**268,372**	**12,722**	**8,982**	**9,508**	**299,584**
Segment direct expenses	**147,423**	**9,772**	**7,283**	**8,289**	**172,767**
Provisions - charge / (reversal)	**11,309**	**1,258**	**676**	**23**	**13,266**
Profit before tax	**109,640**	**1,692**	**1,023**	**1,196**	**113,551**

	As at December 31, 2023				
	Pakistan (including KEPZ)	Middle East and Africa	Asia	Europe	Total
Statement of financial position	(Rupees in million)				
Cash and bank balances	446,223	79,248	35,471	43,190	604,132
Lendings to financial institutions	88,598	-	-	-	88,598
Investments	2,333,567	126,835	67,074	34,823	2,562,299
Advances - performing	1,495,408	161,181	84,076	103,701	1,844,366
Advances - non-performing	15,811	659	509	-	16,979
Others	390,265	9,197	10,565	7,947	417,974
Total assets	4,769,872	377,120	197,695	189,661	5,534,348
Borrowings	558,831	95,218	3,822	7,172	665,043
Subordinated debt	19,699	-	-	-	19,699
Deposits and other accounts	3,587,705	278,652	123,161	152,834	4,142,352
Others	305,950	14,845	11,364	9,075	341,234
Total liabilities	4,472,185	388,715	138,347	169,081	5,168,328
Equity	297,687	(11,595)	59,348	20,580	366,020
Total equity and liabilities	4,769,872	377,120	197,695	189,661	5,534,348
Contingencies and commitments	1,019,726	132,178	65,380	36,250	1,253,534

	For the year ended December 31, 2022				
	Pakistan (including KEPZ)	Middle East and Africa	Asia	Europe	Total
Profit and loss account	(Rupees in million)				
Net mark-up / return / profit / interest income	151,377	6,309	4,233	3,644	165,563
Non mark-up / interest income	39,919	1,674	2,768	2,371	46,732
Total income	191,296	7,983	7,001	6,015	212,295
Segment direct expenses	107,710	7,578	5,087	6,408	126,783
Provisions	5,407	2,409	1,017	(351)	8,482
Profit / (loss) before tax	78,179	(2,004)	897	(42)	77,030

	As at December 31, 2022				
	Pakistan (including KEPZ)	Middle East and Africa	Asia	Europe	Total
Statement of financial position	(Rupees in million)				
Cash and bank balances	207,114	62,005	26,705	41,704	337,528
Lendings to financial institutions	254,593	-	-	-	254,593
Investments	1,784,643	77,323	57,780	29,055	1,948,801
Advances - performing	1,495,344	126,831	65,112	82,574	1,769,861
Advances - non-performing	8,742	2,032	567	1,295	12,636
Others	291,836	7,952	8,587	7,011	315,386
Total assets	4,042,272	276,143	158,751	161,639	4,638,805
Borrowings	465,026	105,595	5,299	7,851	583,771
Subordinated debt	18,874	-	-	-	18,874
Deposits and other accounts	3,041,791	199,291	101,824	126,436	3,469,342
Others	251,202	9,964	7,885	12,745	281,796
Total liabilities	3,776,893	314,850	115,008	147,032	4,353,783
Equity	265,379	(38,707)	43,743	14,607	285,022
Total equity and liabilities	4,042,272	276,143	158,751	161,639	4,638,805
Contingencies and commitments	1,000,757	126,159	50,960	50,742	1,228,618

42 TRUST ACTIVITIES

The Group undertakes Trustee and other fiduciary activities that result in the holding or placing of assets on behalf of individuals and other organisations. These are not assets of the Bank and therefore, are not included as such in the consolidated financial statements. Assets held under trust are shown in the table below:

2023

Category	No. of IPS Accounts	Securities Held (Face Value)				Total
		Market Treasury Bills	Pakistan Investment Bonds	Government Ijarah Sukuks	Naya Pakistan Certificates	
		(Rupees in '000)				
Asset management companies	10	35,325,000	6,050,500	772,000	-	42,147,500
Charitable institutions	4	316,260	359,300	-	-	675,560
Companies	79	80,342,760	89,966,900	-	-	170,309,660
Employee funds	66	35,084,630	93,390,235	1,513,500	-	129,988,365
Individuals	7,222	17,421,220	1,205,085	322,210	39,852,466	58,800,981
Insurance companies	4	76,026,155	437,285,300	45,142,250	-	558,453,705
Others	11	13,720,610	107,600	-	-	13,828,210
	7,396	258,236,635	628,364,920	47,749,960	39,852,466	974,203,981

2022

Category	No. of IPS Accounts	Securities Held (Face Value)				Total
		Market Treasury Bills	Pakistan Investment Bonds	Government Ijarah Sukuks	Naya Pakistan Certificates	
		(Rupees in '000)				
Asset management companies	1	-	-	21,000	-	21,000
Charitable institutions	2	128,545	-	-	-	128,545
Companies	91	101,822,645	96,018,500	-	-	197,841,145
Employee funds	65	29,770,140	63,581,235	797,500	-	94,148,875
Individuals	4,781	13,188,413	2,923,193	95,861	36,159,009	52,366,476
Insurance companies	4	152,292,140	406,140,300	15,147,050	-	573,579,490
Others	10	9,110,495	631,500	-	-	9,741,995
	4,954	306,312,378	569,294,728	16,061,411	36,159,009	927,827,526

43 RELATED PARTY TRANSACTIONS

The Group has related party relationships with various parties including its Directors, Key Management Personnel, Group entities, associated companies, joint venture and employee benefit schemes of the Group.

Transactions with related parties, other than those under the terms of employment, are executed on an arm's length basis i.e. do not involve more than normal risk and are substantially on the same terms, including mark-up rates and collateral, as those prevailing at the time for comparable transactions with unrelated parties.

Contributions to and accruals in respect of staff retirement and other benefit schemes are made in accordance with the actuarial valuations / terms of the schemes.

Details of transactions and balances with related parties as at the year end are as follows:

	As at December 31, 2023					
	Directors	Key Management Personnel	Group Entities	Associates	Joint venture	Other related parties
	(Rupees in '000)					
Statement of financial position						
Balances with other banks						
In current accounts	-	-	24,874	-	-	161
Investments						
Opening balance	-	-	-	31,882,845	8,149,052	9,755,368
Investment made during the year	-	-	-	2,220,186	-	-
Investment redeemed / disposed off during the year	-	-	-	(1,747,775)	-	-
Share of profit - net of tax	-	-	-	4,108,866	313,829	-
Share of other comprehensive income - net of tax	-	-	-	996,110	-	-
Dividend received during the year	-	-	-	(908,215)	(203,366)	-
Transfer (out) / in - net	-	-	-	-	(9,564,089)	9,564,089
Revaluation of investments during the year	-	-	-	(631,613)	2,522	(2,686,132)
Exchange adjustment	-	-	-	334,160	1,302,052	589,066
Provision for diminution in the value of investments	-	-	-	-	-	(17,696)
Other adjustments	-	-	-	(121,941)	-	-
Closing balance	-	-	-	36,132,623	-	17,204,695
Provision for diminution in the value of investments	-	-	-	-	-	60,639
Advances						
Opening balance	1,412	1,009,459	4,547,709	625,000	-	11,738,739
Addition during the year	9,645	547,024	30,558,900	-	-	16,310,969
Repaid during the year	(9,088)	(409,622)	(30,662,682)	(250,000)	-	(17,834,982)
Exchange adjustment	-	146,143	908,792	-	-	15,679
Closing balance	1,969	1,293,004	5,352,719	375,000	-	10,230,405
Other assets						
Interest / mark-up accrued	-	741	68,692	17,214	-	298,466
Receivable from defined benefit plan	-	-	-	-	-	845,404
Other receivables / prepayments	-	2,673	9,779	569,142	-	13,445
	-	3,414	78,471	586,356	-	1,157,315
Borrowings						
Opening balance	-	-	3,982,280	12,950,894	2,717,171	1,589,426
Borrowings during the year	-	-	20,166,148	83,310,506	2,348,700	19,662,958
Settled during the year	-	-	(20,138,269)	(82,799,183)	(3,131,600)	(18,863,443)
Transfer (out) / in - net	-	-	-	-	(2,554,127)	2,554,127
Exchange adjustment	-	-	1,159,109	3,224,127	619,856	823,712
Closing balance	-	-	5,169,268	16,686,344	-	5,766,780
Deposits and other accounts						
Opening balance	164,865	523,637	26,259,254	18,870,625	4,204	2,080,873
Received during the year	1,125,982	6,527,029	467,780,827	1,502,762,670	3,996	194,999,583
Withdrawn during the year	(1,241,035)	(6,485,317)	(456,372,751)	(1,468,086,851)	(7,583)	(195,658,804)
Transfer (out) / in - net	-	-	-	-	(1,412)	1,412
Exchange adjustment	22,601	59,515	192,882	37,425	795	17,484
Closing balance	72,413	624,864	37,860,212	53,583,869	-	1,440,548
Other liabilities						
Interest / mark-up payable	1	1,566	1,258,002	242,951	-	40,946
Payable to defined benefit plan	-	-	-	-	-	851,133
Other payables	-	-	8,276	84,594	-	1,191,884
	1	1,566	1,266,278	327,545	-	2,083,963
Contingencies and commitments						
Letters of credit	-	-	380,194	-	-	924,060
Guarantees	-	-	174,650	5	-	3,535,727
Forward purchase of Government securities	-	7,116	90,212	-	-	334,534
Interest rate swaps	-	-	-	375,000	-	-
	-	7,116	645,056	375,005	-	4,794,321
Others						
Securities held as custodian	-	152,360	22,460,475	214,735,000	-	29,021,560

	For the year ended December 31, 2023					
	Directors	Key Management Personnel	Group Entities	Associates	Joint venture	Other related parties
	(Rupees in '000)					
Profit and loss account						
Income						
Mark-up / return / profit / interest earned	71	73,822	477,594	111,975	-	2,506,003
Fee and commission income	859	11,919	326,541	764,189	-	62,423
Share of profit	-	-	-	4,108,866	313,829	-
Dividend income	-	-	-	-	-	1,405,709
Unrealised loss on derivatives	-	-	-	(42,027)	-	-
Expenses						
Mark-up / return / profit / interest expensed	14,958	40,610	3,852,767	5,829,522	12,526	939,984
Operating expenses						
Total compensation expense	-	3,108,533	-	-	-	1,854,388
Non-Executive Directors' fees	98,850	-	-	-	-	-
Insurance premium expense	-	-	-	3,162,959	-	-
Product feature cost	-	-	247,863	-	-	-
Travelling	-	-	29,214	-	-	-
Subscription	-	-	-	-	-	16,249
Donations	-	-	-	-	-	866,494
Brokerage and Commission	-	-	-	-	-	298,049
Other Expenses	-	-	64,717	68,562	-	118,831
Provision for diminution in the value of investments	-	-	-	-	-	17,696
Others						
Purchase of Government securities	260,867	352,127	121,785,445	214,711,363	-	61,701,982
Sale of Government securities	248,577	520,671	162,984,369	226,999,718	-	107,296,193
Purchase of foreign currencies	-	29,122	5,520,438	1,712,088	-	14,053,992
Sale of foreign currencies	59,862	264,605	7,711,091	6,472	-	65,708
Insurance claims settled	-	-	-	233,493	-	-

	As at December 31, 2022					
	Directors	Key Management Personnel	Group Entities	Associates	Joint venture	Other related parties
	(Rupees in '000)					
Statement of financial position						
Balances with other banks						
In current accounts	-	-	1,592	-	122	-
Investments						
Opening balance	-	-	-	28,790,446	6,297,914	7,763,055
Investment made during the year	-	-	-	1,953,309	-	2,000,000
Investment redeemed / disposed off during the year	-	-	-	(3,921,300)	-	-
Share of profit - net of tax	-	-	-	2,175,235	853,218	-
Share of other comprehensive income - net of tax	-	-	-	631,674	4,902	-
Dividend received during the year	-	-	-	(714,419)	-	-
Transfer in - net	-	-	-	-	-	29,287
Revaluation of investments during the year	-	-	-	(893,206)	(11,169)	-
Exchange adjustment	-	-	-	3,861,106	1,004,187	-
Provision for diminution in the value of investments	-	-	-	-	-	(36,974)
Closing balance	-	-	-	31,882,845	8,149,052	9,755,368
Provision for diminution in the value of investments	-	-	-	-	-	42,943
Advances						
Opening balance	527	837,259	4,001,392	3,348,613	-	11,166,809
Addition during the year	30,557	445,438	23,281,985	-	-	13,996,551
Repaid during the year	(29,672)	(400,569)	(23,534,128)	(2,964,170)	-	(13,433,197)
Transfer in - net	-	30,988	-	-	-	-
Exchange adjustment	-	96,343	798,460	240,557	-	8,576
Closing balance	1,412	1,009,459	4,547,709	625,000	-	11,738,739
Other assets						
Interest / mark-up accrued	-	29,028	44,798	19,286	-	268,993
Advance to suppliers	-	-	35,090	-	-	-
Other receivables / prepayments	-	2,475	-	480,322	-	16,353
	-	31,503	79,888	499,608	-	285,346

	As at December 31, 2022					
	Directors	Key Management Personnel	Group Entities	Associates	Joint venture	Other related parties
	(Rupees in '000)					
Borrowings						
Opening balance	-	-	3,177,871	3,969,060	-	1,264,962
Borrowings during the year	-	-	7,519,611	22,569,599	11,050,690	500,000
Settled during the year	-	-	(6,953,154)	(16,014,977)	(8,594,981)	(175,536)
Exchange adjustment	-	-	237,952	2,427,212	261,462	-
Closing balance	-	-	3,982,280	12,950,894	2,717,171	1,589,426
Deposits and other accounts						
Opening balance	155,051	546,158	19,836,563	50,630,080	-	3,504,348
Received during the year	1,063,923	4,131,411	423,294,698	1,018,289,986	13,607	73,378,120
Withdrawn during the year	(1,061,773)	(4,197,717)	(417,151,038)	(1,050,062,333)	(15,287)	(74,914,514)
Transfer out - net	-	(30,270)	-	-	-	-
Exchange adjustment	7,664	74,055	279,031	12,892	5,884	112,919
Closing balance	164,865	523,637	26,259,254	18,870,625	4,204	2,080,873
Other liabilities						
Interest / mark-up payable	434	1,340	246,677	46,016	28,530	5,943
Payable to defined benefit plan	-	-	-	-	-	607,424
Other payables	-	-	34,384	150,978	-	649,607
	434	1,340	281,061	196,994	28,530	1,262,974
Contingencies and Commitments						
Letters of credit	-	-	693,802	-	-	440,141
Guarantees	-	-	159,480	-	-	3,535,727
Forward purchase of Government securities	-	-	-	-	-	2,452,570
Forward purchase of foreign exchange contracts	-	-	-	1,500	-	-
Interest rate swaps	-	-	-	625,000	-	-
	-	-	853,282	626,500	-	6,428,438
Others						
Securities held as custodian	2,500	94,830	24,812,555	134,281,000	-	18,455,830

	For the year ended December 31, 2022					
Profit and loss account	Directors	Key Management Personnel	Group Entities	Associates	Joint venture	Other related parties
	(Rupees in '000)					
Income						
Mark-up / return / profit / interest earned	84	52,801	260,043	116,178	-	1,800,305
Fee and commission income	1,174	8,782	255,255	774,913	-	11,873
Share of profit	-	-	-	2,175,235	853,218	-
Dividend income	-	-	-	-	-	795,007
Unrealised loss on derivatives	-	-	-	(58,909)	-	-
Loss on disposal	-	(313)	-	-	-	-
Expense						
Mark-up / return / profit / interest expensed	22,909	23,831	1,643,575	3,695,021	33,170	376,498
Operating expenses						
Total compensation expense	-	2,399,179	-	-	-	2,312,163
Non-Executive Directors' fees	94,800	-	-	-	-	-
Insurance premium expense	-	-	-	2,607,916	-	-
Product feature cost	-	-	156,473	-	-	-
Travelling	-	-	22,875	-	-	-
Subscription	-	-	-	-	-	10,555
Donations	-	-	-	-	-	515,961
Brokerage and Commission	-	-	-	-	-	233,146
Other Expenses	-	-	44,243	60,066	-	115,282
Provision for diminution in the value of investments	-	-	-	-	-	28,709
Others						
Purchase of Government securities	-	15,411	192,562,933	68,269,517	-	28,286,144
Sale of Government securities	-	90,168	225,852,074	119,912,273	-	32,414,714
Purchase of foreign currencies	-	7,015	2,786,947	116,676	-	209,933
Sale of foreign currencies	7,423	178,403	2,179,139	-	-	9,215,185
Insurance claims settled	-	-	-	280,092	-	-

43.1 Balances and transactions with group entities include deposits of Rs 0.695 million (2022: Rs 0.590 million) from the parent and Rs 6 thousand (2022: 2 thousand) as mark-up expense thereon.

44 CAPITAL ADEQUACY, LEVERAGE RATIO & LIQUIDITY REQUIREMENTS

	2023	2022
	(Rupees in '000)	
Minimum Capital Requirement (MCR):		
Paid-up capital (net of losses)	**14,668,525**	14,668,525
Capital Adequacy Ratio (CAR):		
Eligible Common Equity Tier 1 (CET 1) Capital	**247,390,727**	203,251,762
Eligible Additional Tier 1 (AT 1) Capital	**19,129,359**	19,093,425
Total Eligible Tier 1 Capital	**266,520,086**	222,345,187
Eligible Tier 2 Capital	**76,305,829**	56,977,624
Total Eligible Capital (Tier 1 + Tier 2)	**342,825,915**	279,322,811
Risk Weighted Assets (RWAs):		
Credit Risk	**1,641,019,720**	1,511,840,742
Market Risk	**197,111,025**	105,217,738
Operational Risk	**303,760,456**	266,263,405
Total	**2,141,891,201**	1,883,321,885
CET 1 CAR	**11.55%**	10.79%
Tier 1 CAR	**12.44%**	11.81%
Total CAR	**16.01%**	14.83%
Bank specific buffer requirement (minimum CET1 requirement plus capital conservation buffer plus any other buffer requirement)	**9.00%**	9.00%
of which: capital conservation buffer requirement	**1.50%**	1.50%
of which: countercyclical buffer requirement	**-**	-
of which: D-SIB buffer requirement	**1.50%**	1.50%
CET1 available to meet buffers (as a percentage of risk weighted assets)	**5.55%**	4.79%

Other information:	2023	2022
Minimum capital requirements prescribed by the SBP		
CET1 ratio (%)	**9.00%**	9.00%
Tier 1 ratio (%)	**10.50%**	10.50%
Total capital ratio (%)	**13.00%**	13.00%

Leverage Ratio (LR)	2023	2022
	(Rupees in '000)	
Eligible Tier-1 Capital	**266,520,086**	222,345,187
Total Exposure	**6,158,603,788**	5,292,442,000
Leverage Ratio (%)	**4.33%**	4.20%
Minimum Requirement (%)	**3.00%**	3.00%

Liquidity Coverage Ratio (LCR)	2023	2022
	(Rupees in '000)	
Average High Quality Liquid Assets	**1,879,073,951**	1,609,446,790
Average Net Cash Outflow	**693,860,676**	632,560,916
Average Liquidity Coverage Ratio (%)	**270.81%**	254.43%
Minimum Requirement (%)	**100.00%**	100.00%

Net Stable Funding Ratio (NSFR)	2023	2022
	(Rupees in '000)	
Available Stable Funding	**3,812,112,933**	3,225,111,950
Required Stable Funding	**2,384,738,674**	2,171,559,048
Net Stable Funding Ratio (%)	**159.85%**	148.52%
Minimum Requirement (%)	**100.00%**	100.00%

44.1 **Capital management**

The Group's policy is to maintain a strong capital base to maintain investor, depositor, creditor and market confidence and to sustain future development of the business, while providing adequate returns to shareholders.

The Group's lead regulator, the SBP, sets and monitors capital requirements for the Bank and the Group as a whole. The Bank's branches and subsidiaries outside Pakistan are required to follow capital requirements applicable in their respective jurisdictions.

The SBP, through BSD Circular No. 07 dated April 15, 2009, has required that Banks should maintain a minimum paid-up capital of Rs. 10 billion (net of accumulated losses). The paid-up capital of the Bank as at December 31, 2023 stood at Rs. 14.669 billion (2022: Rs. 14.669 billion) and is in compliance with SBP requirements.

The Group and its individually regulated operations are in compliance with all applicable capital requirements.

The Group's regulatory capital is classified as follows:

- Tier 1 capital comprises of CET 1 and AT 1 capital.
- CET1 capital includes fully paid-up capital, balance in share premium account, reserves (excluding exchange translation reserves), unappropriated profit and non-controlling interest meeting the eligibility criteria.
- AT 1 capital includes perpetual TFCs meeting the prescribed SBP criteria.
- Tier 2 capital includes general provisions for loan losses, surplus / (deficit) on revaluation of fixed assets and investments and exchange translation reserves.

Banking operations are categorised as either Trading Book or Banking Book.

- On and off-balance sheet exposures in the banking book are segregated into various asset classes for the calculation of credit risk weighted assets. Ratings reflecting the credit worthiness of counterparties are applied using various External Credit Assessment Institutions (ECAIs) and are mapped to appropriate risk buckets. Collateral, if any, is used as an outflow adjustment. Eligible collateral includes Government of Pakistan (GoP) guarantees, GoP securities, bank guarantees, lien on deposits and margin accounts. Risk weights notified by the SBP are applied to net exposures to arrive at risk weighted assets.
- The Group calculates capital requirements for market risk in its trading book based on the methodology provided by the SBP, which takes into account interest rate risk using the maturity method, equity position risk and foreign exchange risk.

44.2 The full disclosures on the Capital Adequacy Ratio, Leverage Ratio & Liquidity Requirements calculated as per SBP instructions issued from time to time have been placed on the Bank's website. The link to the full disclosure is available at https://www.hbl.com/capitalandliquidity.

45 **RISK MANAGEMENT FRAMEWORK**

HBL has a well-developed and robust risk management framework, appropriate for its size, regional and target market diversification and complexity of operations. The Bank's risk management framework includes a clearly documented risk appetite, well-articulated policies and procedures and multi-tier management supervision, supported by strong Board oversight.

The Board of Directors provides the strategic direction for effective risk management and ensures that the risk management framework covers all aspects of the Bank's operations, including human resources, policies, procedures, and systems, and is updated regularly to safeguard the Bank against emerging risks. It is supported in this task by the Board Risk Management Committee (BRMC) as well as by various management committees.

For effective implementation of the risk management framework, the Risk Management function, headed by the Chief Risk Officer (CRO), operates independently of the business units within the Bank. Risk Management is responsible for the development and implementation of risk policies and for monitoring the risks associated with various activities of the Bank. The CRO reports to the President, with a functional reporting line to the BRMC.

The Risk Management function comprises of the following areas:

- Credit Approvals
- Credit Administration
- Market Risk & Financial Risk Modeling
- Operational Risk
- Enterprise Risk Management
- Risk Corporate Governance

45.1 Credit risk management

Credit risk is defined as the risk of financial loss stemming from a borrower's failure to repay a loan or otherwise meet a contractual obligation. While loans are the largest and most obvious source, credit risk also stems from both on and off-balance sheet activities. The Bank's credit risk appetite is defined through a Global Risk Appetite Statement that is approved by the Board. It also covers the concentration risks the Bank is willing to take with reference to risk ratings, sectors and large exposures. The credit process at the Bank is governed by well-defined and documented credit policies and procedures including dedicated policies for consumer loans, agriculture banking and SME financing. Certain types of exposures/ facilities are managed under product programs that contain their own detailed credit criteria, compliance and documentation requirements.

The core pillars of credit risk management at the Bank are:

- Approval rules based on a three-initial system and joint Business / Risk sign-offs.
- An independent Internal Audit function which includes a Business Risk Review (BRR) unit.

Credit approval authorities are delegated to individuals based on their qualifications and experience. Disbursement authorization, collateral and security management, documentation and monitoring are managed by the Credit Administration Department. Proactive monitoring is ensured for assets under stress. This enables the Bank to put in place viable solutions to prevent further deterioration in credit quality. An independent Structured Credits and Remedial Assets function handles stressed assets and ensures a focused remedial strategy.

Credit risk management software to automate loan origination has been implemented domestically for Corporate, Commercial and Retail (non-program based) lending and is being rolled out to overseas locations. The software is designed to improve approval efficiency; enable capture, storage and retrieval of approval data; and generate MIS for decision making.

Stress testing on the credit portfolio is performed in line with SBP guidelines. In addition to the mandatory stress tests defined by the regulator, the Bank has also developed advanced stress tests for credit risk including macroeconomic stress tests and reverse stress tests to test the adequacy of the Bank's capital under various stress conditions. The Bank also regularly conducts rapid portfolio reviews in line with emerging risks.

The Bank has undertaken several initiatives to strengthen its credit risk management framework including the establishment of a Financial Risk Modelling & Stress Testing unit which carries out back testing, validation of credit risk scorecards, internal risk ratings (obligor risk rating and facility risk rating) and probability of default models for the portfolio. The performance of the risk rating models over the years is continuously monitored.

BRR performs an independent review of the credit portfolio. It provides an assessment of portfolio quality by reviewing the efficacy of the relevant processes, ensuring regulatory / policy compliance, and assessing the appropriateness of risk ratings, classification and provisioning.

45.1.1 Credit risk - general disclosures

The Bank follows the Standardized Approach for its credit risk exposures, which sets out fixed risk weights corresponding to external credit ratings or type of exposure, whichever is applicable.

Under the Standardized Approach, the capital requirement is based on the credit rating assigned to counterparties by External Credit Assessment Institutions (ECAIs) duly recognized by the SBP. The Bank selects different ECAIs for each type of exposure. The Bank utilizes credit ratings assigned by Pakistan Credit Rating Agency (PACRA), Vital Information Services (VIS), Fitch, Moody's and Standard & Poor's (S&P). The Bank also utilizes rating scores of Export Credit Agencies (ECAs).

Types of exposure and ECAIs used

	Fitch	Moody's	S&P	PACRA	VIS	ECA scores
Corporates	✓	✓	✓	✓	✓	-
Banks	✓	✓	✓	✓	✓	-
Sovereigns	-	✓	-	-	-	✓
Public sector enterprises	✓	-	-	✓	✓	-

Mapping to SBP rating grades

For all exposures, the selected ratings are mapped to the standard rating grades given by the SBP, using the mapping tables given below:

Long-Term rating grades mapping

SBP Rating grade	Fitch	Moody's	S&P	PACRA	VIS	ECA Scores
1	AAA	Aaa	AAA	AAA	AAA	0
	AA+	Aa1	AA+	AA+	AA+	1
	AA	Aa2	AA	AA	AA	
	AA-	Aa3	AA-	AA-	AA-	
2	A+	A1	A+	A+	A+	2
	A	A2	A	A	A	
	A-	A3	A-	A-	A-	
3	BBB+	Baa1	BBB+	BBB+	BBB+	3
	BBB	Baa2	BBB	BBB	BBB	
	BBB-	Baa3	BBB-	BBB-	BBB-	
4	BB+	Ba1	BB+	BB+	BB+	4
	BB	Ba2	BB	BB	BB	
	BB-	Ba3	BB-	BB-	BB-	
5	B+	B1	B+	B+	B+	5
	B	B2	B	B	B	6
	B-	B3	B-	B-	B-	
6	CCC+ and below	Caa1 and below	CCC+ and below	CCC+ and below	CCC+ and below	7

Short-Term rating grades mapping

SBP rating grade	Fitch	Moody's	S&P	PACRA	VIS
S1	F1	P-1	A-1+	A-1+	A-1+
S1	F1	P-1	A-1	A-1	A-1
S2	F2	P-2	A-2	A-2	A-2
S3	F3	P-3	A-3	A-3	A-3
S4	Others	Others	Others	Others	Others

45.1.2 Credit Risk Mitigation under the Standardized Approach

The Bank has adopted the Simple Approach for Credit Risk Mitigation in the Banking Book. Under this approach, cash, deposits under lien, Government securities and eligible guarantees etc. are considered as eligible collateral. The Bank has detailed guidelines regarding the valuation and management of each of these types of collateral. Where the Bank's exposure on an obligor is wholly or partially guaranteed by an eligible guarantee, the risk weight / credit rating of the guarantor is substituted for the risk weight of the obligor.

No credit risk mitigation benefit is taken in the Trading Book.

For each asset class, the risk weights as specified by the SBP or corresponding to the SBP rating grades are applied to the net exposure for the calculation of Risk Weighted Assets.

45.1.3 Country Risk

The Bank has in place a comprehensive Country Risk Policy applicable to domestic and international branches. Country risk is generated through trade, guarantees, lending and investing transactions in foreign currency and / or accepting a sovereign guarantee as collateral for a loan in foreign currency. Country risk limits are approved after detailed due diligence and risk assessment of the country by considering political risk, economic and environmental factors, and contagion risk. Ratings assigned by international rating agencies, where available, are also considered while extending country limits.

All transactions that generate cross-border risk are carried-out with countries that have approved limits. These limits are approved at Head Office and allocation to international branches is extended from the approved limits. Country risk exposures are reported to the BRMC on a quarterly basis.

45.1.4 Lendings to financial institutions

	Gross lendings	Non-performing lendings	Provision held	Gross lendings	Non-performing lendings	Provision held
	2023			2022		
Credit risk by public / private sector	(Rupees in '000)					
Public / Government	**12,224,850**	**-**	**-**	176,265,131	-	-
Private	**76,373,310**	**-**	**-**	78,328,156	-	-
	88,598,160	**-**	**-**	254,593,287	-	-

45.1.5 Investment in debt securities

Credit risk by industry sector	Gross investments	Non-performing investments	Provision held	Gross investments	Non-performing investments	Provision held
	2023			2022		
	(Rupees in '000)					
Textile	**251,136**	**251,136**	**251,136**	261,318	261,318	261,318
Automobile and transportation equipment	**-**	**-**	**-**	679,948	-	-
Aviation	**930,380**	**-**	**-**	980,000	-	-
Financial	**2,445,752,693**	**1,407,756**	**1,407,756**	1,842,155,550	1,132,100	953,654
Oil and gas	**-**	**-**	**-**	161,426	-	-
Power and energy	**60,863,781**	**-**	**-**	57,143,804	-	-
Telecommunication	**151,914**	**151,914**	**151,914**	151,914	151,914	151,914
Wholesale and retail trade	**1,398,980**	**1,398,980**	**1,398,980**	1,065,339	1,065,339	1,065,339
Metal and allied	**612,000**	**-**	**-**	675,000	-	-
Real Estate Investment Trust	**300,000**	**-**	**-**	-	-	-
	2,510,260,884	**3,209,786**	**3,209,786**	1,903,274,299	2,610,671	2,432,225
Credit risk by public / private sector						
Public / Government	**2,487,529,773**	**1,407,756**	**1,407,756**	1,875,486,292	1,132,100	953,654
Private	**22,731,111**	**1,802,030**	**1,802,030**	27,788,007	1,478,571	1,478,571
	2,510,260,884	**3,209,786**	**3,209,786**	1,903,274,299	2,610,671	2,432,225

45.1.6 Advances

Credit risk by industry sector	Gross advances	Non-performing advances	Provision held	Gross advances	Non-performing advances	Provision held
	2023			2022		
	(Rupees in '000)					
Chemical and pharmaceuticals	**52,613,514**	**2,196,546**	**2,182,314**	**60,357,354**	2,815,684	2,809,796
Agribusiness	**185,010,510**	**4,012,476**	**1,803,053**	**192,386,285**	3,349,804	1,816,848
Aviation	**27,961,111**	**-**	**-**	**28,055,556**	-	-
Textile	**223,810,608**	**20,885,537**	**16,960,881**	**223,104,999**	13,509,135	13,359,927
Cement	**33,323,527**	**2,077,319**	**1,433,638**	**37,904,091**	1,967,010	1,083,273
Sugar	**15,792,328**	**1,220,342**	**1,285,262**	**13,489,105**	1,230,342	1,230,342
Shoes and leather garments	**7,403,085**	**1,143,985**	**1,140,025**	**6,927,199**	1,075,523	1,061,566
Automobile and transportation equipment	**30,228,176**	**5,454,661**	**5,136,882**	**35,997,366**	4,304,713	4,148,166
Financial	**156,757,573**	**3,393,480**	**3,393,480**	**133,353,142**	2,636,969	2,636,969
Hotel and tourism	**7,962,648**	**825,029**	**679,974**	**7,268,950**	741,813	622,677
Insurance	**1,068,132**	**-**	**-**	**1,810,043**	-	-
Electronics and electrical appliances	**19,479,297**	**389,871**	**389,871**	**12,206,287**	1,806,788	1,806,788
Oil and gas	**107,049,099**	**7,491,832**	**7,547,431**	**88,838,490**	7,044,242	7,044,242
Power and energy	**208,198,542**	**2,525,674**	**641,420**	**208,489,782**	2,670,231	697,041
Education and medical	**11,897,769**	**168,140**	**161,127**	**9,462,860**	190,157	183,652
Telecommunication	**42,228,368**	**660,530**	**660,530**	**41,499,857**	972,759	972,759
Printing and publishing	**6,107,972**	**343,637**	**340,887**	**7,879,661**	350,887	350,887
Construction	**69,407,499**	**683,154**	**480,082**	**72,931,970**	525,052	332,581
Mining and quarrying	**7,100,843**	**110,077**	**56,098**	**7,610,041**	116,398	59,258
Food, tobacco and beverages	**97,070,011**	**4,273,992**	**3,352,345**	**97,198,656**	4,322,670	3,172,574
Wholesale and retail trade	**95,515,440**	**16,009,132**	**14,164,713**	**89,267,374**	15,242,757	13,217,286
Metal and allied	**25,617,918**	**2,285,092**	**1,061,077**	**29,735,539**	3,881,615	2,389,675
Individuals	**181,162,704**	**4,102,539**	**3,288,359**	**174,064,390**	3,356,290	2,533,983
Farming, cattle and dairy	**35,783,097**	**1,585,148**	**877,255**	**30,822,873**	1,038,256	614,966
Trust funds and non profit organisations	**4,237,145**	**2,991**	**2,991**	**2,863,815**	2,991	2,991
Others	**311,869,968**	**20,057,976**	**17,880,378**	**261,143,220**	17,743,863	16,111,230
	1,964,656,884	**101,899,160**	**84,920,073**	**1,874,668,905**	90,895,949	78,259,477
Credit risk by public / private sector						
Public / Government	**366,786,486**	**4,804,551**	**3,222,958**	**338,142,516**	3,536,499	2,595,687
Private	**1,597,870,398**	**97,094,609**	**81,697,115**	**1,536,526,389**	87,359,450	75,663,790
	1,964,656,884	**101,899,160**	**84,920,073**	**1,874,668,905**	90,895,949	78,259,477

45.1.7 **Contingencies and Commitments**

	2023	2022
	(Rupees in '000)	
Credit risk by industry sector		
Chemical and pharmaceuticals	**36,167,390**	27,718,235
Agribusiness	**4,178,806**	4,139,021
Textile	**80,634,652**	72,095,669
Cement	**14,765,985**	21,590,809
Defence	**290,546**	429,676
Sugar	**3,109,657**	3,431,617
Shoes and leather garments	**4,320,346**	3,023,150
Automobile and transportation equipment	**39,722,529**	41,297,298
Financial	**570,328,562**	572,685,923
Hotel and tourism	**875,811**	1,600,123
Insurance	**993,400**	992,398
Electronics and electrical appliances	**19,355,327**	18,449,164
Oil and gas	**60,339,941**	54,104,406
Power and energy	**131,803,825**	134,893,365
Education and medical	**2,670,328**	1,220,519
Telecommunication	**13,422,268**	20,429,418
Printing and publishing	**3,414,375**	1,861,738
Construction	**29,976,998**	31,520,324
Mining and quarrying	**849,292**	725,931
Food, tobacco and beverages	**54,607,091**	46,742,487
Wholesale and retail trade	**33,187,800**	21,805,011
Metal and allied	**20,889,158**	12,799,000
Individuals	**18,930,486**	17,938,405
Farming, cattle and dairy	**1,264,486**	2,270,796
Ports and shipping	**407,567**	5,473,533
Trust funds and non profit organisations	**17,086,309**	35,550,221
Research and Development	**8,598,177**	2,247,002
Others	**81,343,290**	71,582,345
	1,253,534,402	1,228,617,584
Credit risk by public / private sector		
Public / Government	**217,765,026**	246,037,765
Private	**1,035,769,376**	982,579,819
	1,253,534,402	1,228,617,584

45.1.8 **Concentration of Advances**

The Group's top 10 exposures on the basis of total (funded and non-funded) exposure aggregated to Rs 574,511.968 million (2022: Rs 484,034.142 million).

	2023	2022
	Rupees in '000	
Funded	**360,158,898**	349,449,339
Non - funded	**214,353,070**	134,584,803
Total exposure	**574,511,968**	484,034,142

The sanctioned limits against these top 10 exposures aggregated to Rs 682,802.632 million (2022 : 705,733.152 million).

Province / Region	2023						
	Disbursements	Utilization					
		Punjab	Sindh	KPK including FATA	Balochistan	Islamabad	AJK including Gilgit-Baltistan
	(Rupees in '000)						
Punjab	4,805,527,265	4,640,559,555	68,893,587	8,152,174	-	87,921,949	-
Sindh	9,136,103,261	436,257,482	8,119,069,563	18,604,761	308,720,828	253,023,052	427,575
KPK including FATA	94,697,596	-	2,156,808	92,540,788	-	-	-
Balochistan	19,722,650	-	-	-	19,722,650	-	-
Islamabad	2,082,980,387	1,005,844,380	16,410,904	-	-	1,060,725,103	-
AJK including Gilgit-Baltistan	38,825,645	-	-	-	-	-	38,825,645
Total	16,177,856,804	6,082,661,417	8,206,530,862	119,297,723	328,443,478	1,401,670,104	39,253,220

Province / Region	2022						
	Disbursements	Utilization					
		Punjab	Sindh	KPK including FATA	Balochistan	Islamabad	AJK including Gilgit-Baltistan
	(Rupees in '000)						
Punjab	4,216,303,883	4,056,922,038	154,449,300	4,932,545	-	-	-
Sindh	10,327,220,126	670,728,239	9,417,058,107	12,814,439	114,338,086	110,048,348	2,232,907
KPK including FATA	79,549,825	151,364	3,020,300	76,378,161	-	-	-
Balochistan	16,312,428	-	-	-	16,312,428	-	-
Islamabad	1,319,001,272	210,256,356	19,305,283	-	-	1,089,439,633	-
AJK including Gilgit-Baltistan	26,382,979	-	-	-	-	-	26,382,979
Total	15,984,770,513	4,938,057,997	9,593,832,990	94,125,145	130,650,514	1,199,487,981	28,615,886

45.2 Market Risk Management

Market risk is the risk that the fair value of a financial instrument will fluctuate due to movements in market prices. It results from changes in interest rates, exchange rates and equity prices as well as from changes in the correlations between them. Each of these components of market risk consists of a general market risk and a specific market risk that is driven by the nature and composition of the portfolio.

The Bank is exposed to market risk in several ways. The largest component is Interest Rate Risk on the Banking Book, which refers to the interest rate risk that the Bank is exposed to due to mismatches in the repricing of its on-balance sheet assets and liabilities. The Bank also has a Trading Book in which the assets are marked-to-market through the profit and loss account.

The objective of the Bank's market risk management strategy is to assess an acceptable level of risk for each market variable (as stated in the Bank's Risk Appetite Statement), and to manage the risk arising from fluctuations in these variables to optimize the Bank's income streams.

Treasury and Global Markets is tasked with proactively managing exposures. The Bank's ALCO provides governance with respect to market risk exposures and limits, while monitoring and measurement is carried out by Market Risk Management (MRM). MRM provides a dynamic and proactive approach to market risk monitoring, including the use of tools such as portfolio sensitivity, scenario analysis, stress testing and the use of Management Action Triggers (MAT) and limits.

45.2.1 Statement of financial position split by trading and banking books

	2023			2022		
	Banking book	Trading book	Total	Banking book	Trading book	Total
	(Rupees in '000)					
Cash and balances with treasury banks	547,528,581	-	547,528,581	296,015,386	-	296,015,386
Balances with other banks	56,603,548	-	56,603,548	41,513,022	-	41,513,022
Lendings to financial institutions	88,598,160	-	88,598,160	254,593,287	-	254,593,287
Investments	1,322,776,416	1,239,522,671	2,562,299,087	1,177,215,851	771,585,191	1,948,801,042
Advances	1,861,344,592	-	1,861,344,592	1,782,497,923	-	1,782,497,923
Fixed assets	141,894,467	-	141,894,467	113,871,657	-	113,871,657
Intangible assets	22,720,543	-	22,720,543	18,422,200	-	18,422,200
Deferred tax assets	480,874	-	480,874	5,797,045	-	5,797,045
Other assets	250,224,474	2,653,977	252,878,451	173,654,999	3,639,550	177,294,549
	4,292,171,655	1,242,176,648	5,534,348,303	3,863,581,370	775,224,741	4,638,806,111

45.2.2 Foreign Exchange Risk

Foreign exchange risk is the risk that the fair value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Bank manages this risk by setting and monitoring currency-wise exposure limits. The Bank's assets in a particular currency are typically funded in the same currency to minimize foreign currency exposure. However, the Bank maintains a net open position in various currencies resulting from its transactions. Foreign exchange risk is controlled and monitored through limits approved by ALCO, within the overall limit advised by the SBP.

	2023				2022			
	Assets	Liabilities	Off-balance sheet items	Net currency exposure	Assets	Liabilities	Off-balance sheet items	Net currency exposure
	(Rupees in '000)							
United States Dollars	**554,372,858**	**622,590,691**	**45,117,280**	**(23,100,553)**	389,787,718	533,549,462	105,687,771	(38,073,973)
Great Britain Pounds	**117,080,299**	**109,031,034**	**10,882,237**	**18,931,502**	87,827,741	87,228,143	12,240,071	12,839,669
UAE Dirhams	**108,257,369**	**101,701,038**	**15,318,789**	**21,875,120**	89,657,961	70,961,159	(21,492)	18,675,310
Japanese Yen	**151,119**	**37,776**	**(103,526)**	**9,817**	138,868	35,785	(65,974)	37,109
Euros	**27,066,312**	**24,192,255**	**(1,674,425)**	**1,199,632**	22,480,267	21,369,356	1,813,255	2,924,166
Chinese Yuan	**12,535,688**	**11,543,559**	**1,778,261**	**2,770,390**	14,742,504	10,887,629	331,995	4,186,870
Other Currencies	**181,698,056**	**121,408,094**	**(11,164,503)**	**49,125,459**	137,844,736	103,345,402	(15,865,280)	18,634,054
	1,001,161,701	**990,504,447**	**60,154,113**	**70,811,367**	742,479,795	827,376,936	104,120,346	19,223,205

	2023		2022	
	Banking book	Trading book	Banking book	Trading book
	(Rupees in '000)			
Impact of 1% increase in foreign exchange rates on				
- Profit and loss account	**-**	**708,114**	-	192,232
- Other comprehensive income	**1,000,926**	**-**	706,789	-

45.2.3 Equity Position Risk

Equity position risk is the risk that the fair value of a financial instrument will fluctuate as a result of changes in the prices of individual stocks or the levels of equity indices.

The Bank has exposure to a range of equity instruments, and is thus exposed to losses arising from movements in equity prices. The Bank holds equity investments in both the AFS and HFT portfolios. The realization of short-term capital gains is the principal objective of the HFT portfolio while the AFS portfolio takes a medium-term market view with the objective of earning both capital gains and dividend income. The portfolios are managed by the Bank within the structure encapsulated in the Equity Investment Policy approved by the Board, which defines position limits, portfolio limits and loss triggers for the equity desk. The Bank also applies stress tests on the equity portfolio which is part of the Bank's overall market risk exposure limit on the trading book.

	2023		2022	
	Banking book	Trading book	Banking book	Trading book
	(Rupees in '000)			
Impact of 5% change in equity prices on				
- Profit and loss account	**-**	**5,384**	-	5
- Other comprehensive income	**376,786**	**447,467**	3,410	199,409

45.2.4 Interest Rate Risk

Interest rate risk arises due to changes in interest rates, including changes in the shape of the yield curve. The Bank is exposed to interest rate risk in both the Trading and Banking Books. Interest rate sensitivity analysis is conducted at both Banking Book and Trading Book levels, at least on a monthly basis or more frequently, if required. The analysis helps in estimating and managing the impact of interest rate volatility on the Bank's earnings and on the economic value of equity within defined tolerance limits. Limits are also in place for fixed income investments of the treasury portfolio at dealer, transaction, portfolio and Trading / Banking Book levels. Regulatory stress testing is conducted on a quarterly basis. Metrics to assess Interest Rate Risk include Interest Rate Gap Reports, Earnings at Risk (EAR) and Economic Value of Equity (EVE). These metrics are also calculated based on different stress testing scenarios.

To further strengthen interest rate risk management, the Bank has developed a standardized framework for computing the Interest Rate Risk in the Banking Book (IRRBB) under the updated guidelines issued by the Basel Committee on Banking Supervision Standards.

	2023		2022	
	Banking book	Trading book	Banking book	Trading book
	(Rupees in '000)			
Impact of 1% increase in interest rates on				
- Profit and loss account	**(3,210,391)**	**(3,996,524)**	5,165,824	(1,221,300)
- Other comprehensive income	**(425,167)**	**-**	7,348,444	-

45.2.4.1 Mismatch of interest rate sensitive assets and liabilities

Interest rate sensitivity gaps for assets and liabilities which have contractual maturities have been reported based on the earlier of the re-pricing date or maturity date. Assets and liabilities which do not have any contractual maturities have been bucketed on the basis of a behavioural study conducted by Market Risk Management and approved by ALCO.

	2023											
	Effective yield / interest rate	Total	Exposed to yield / interest risk									Not exposed to yield / interest risk
			Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Over 10 years	
On-balance sheet assets		(Rupees in '000)										
Financial assets												
Cash and balances with treasury banks	0.57%	547,528,581	66,673,935	71,448	-	-	-	-	-	-	-	480,783,198
Balances with other banks	1.69%	56,603,548	22,691,297	5,445,688	1,926,373	837,519	-	-	-	-	-	25,702,671
Lendings to financial institutions	20.49%	88,598,160	88,598,160	-	-	-	-	-	-	-	-	-
Investments	16.60%	2,562,299,087	281,297,842	245,503,481	867,613,585	492,651,560	132,539,264	134,461,919	92,773,078	196,954,620	46,924,917	71,578,821
Advances	16.96%	1,861,344,592	548,664,475	762,024,545	201,828,130	39,461,027	38,558,116	30,548,309	55,132,799	27,404,294	9,244,047	148,478,850
Other assets		242,736,251	-	-	-	-	-	-	-	-	-	242,736,251
		5,359,110,219	1,007,925,709	1,013,045,162	1,071,368,088	532,950,106	171,097,380	165,010,228	147,905,877	224,358,914	56,168,964	969,279,791
Financial liabilities												
Bills payable		51,700,823	-	-	-	-	-	-	-	-	-	51,700,823
Borrowings	6.16%	665,042,679	431,007,390	110,783,686	68,732,233	3,410,938	4,732,584	87,313	16,803,118	16,467,134	12,517,583	500,700
Deposits and other accounts	9.68%	4,142,351,836	363,700,150	1,836,991,968	163,886,203	249,564,861	42,847,728	30,519,949	23,311,951	31,070,627	15,758,315	1,384,700,084
Subordinated debt	22.65%	19,699,000	-	18,874,000	825,000	-	-	-	-	-	-	-
Other liabilities												
Lease liability against right-of-use asset	8.65%	30,489,986	152,810	297,457	452,383	898,413	1,796,566	1,778,916	3,409,492	7,659,447	14,044,502	-
Others		232,889,802	-	-	-	-	-	-	-	-	-	232,889,802
		5,142,174,126	794,860,350	1,966,947,111	233,895,819	253,874,212	49,376,878	32,386,178	43,524,561	55,197,208	42,320,400	1,669,791,409
On-balance sheet gap		216,936,093	213,065,359	(953,901,949)	837,472,269	279,075,894	121,720,502	132,624,050	104,381,316	169,161,706	13,848,564	(700,511,618)
Net non - financial assets		149,084,560										
Total net assets		366,020,653										
Off-balance sheet financial instruments												
Foreign exchange contracts - forward purchases		302,797,932	102,749,716	122,726,953	75,348,649	1,972,614	-	-	-	-	-	-
Foreign exchange contracts - forward sales		(197,922,642)	(98,720,427)	(75,296,700)	(23,315,611)	(589,904)	-	-	-	-	-	-
Government Securities transactions - forward purchases		21,450,842	21,450,842	-	-	-	-	-	-	-	-	-
Government Securities transactions - forward sales		(2,932,656)	(2,932,656)	-	-	-	-	-	-	-	-	-
Foreign currency options - purchases		2,289,956	514,729	1,775,227	-	-	-	-	-	-	-	-
Foreign currency options - sales		(2,289,956)	(514,729)	(1,775,227)	-	-	-	-	-	-	-	-
Cross Currency Swaps - purchases		18,112,623	624,000	158,900	-	454,894	2,291,298	1,857,701	-	9,520,179	3,205,651	-
Cross Currency Swaps - sales		(28,827,498)	(1,056,978)	(281,861)	-	(752,004)	(4,293,880)	(3,733,294)	-	(13,659,476)	(5,050,005)	-
Interest rate swaps - sales		(1,575,000)	-	-	-	(1,000,000)	(375,000)	(200,000)	-	-	-	-
Off-balance sheet gap		111,103,601	22,114,497	47,307,292	52,033,038	85,600	(2,377,582)	(2,075,593)	-	(4,139,297)	(1,844,354)	-
Total yield / interest rate risk sensitivity gap			235,179,856	(906,594,657)	889,505,307	279,161,494	119,342,920	130,548,457	104,381,316	165,022,409	12,004,210	(700,511,618)
Cumulative yield / Interest rate risk sensitivity gap			235,179,856	(671,414,801)	218,090,506	497,252,000	616,594,920	747,143,377	851,524,693	1,016,547,102	1,028,551,312	328,039,694

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2023

	2022											
	Effective yield / interest rate	Total	Exposed to yield / interest risk									Not exposed to yield / interest risk
			Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Over 10 years	
		(Rupees in '000)										
On-balance sheet assets												
Financial assets												
Cash and balances with treasury banks	0.11%	296,015,386	61,230,526	78,365	-	-	-	-	-	-	-	234,706,495
Balances with other banks	2.69%	41,513,022	16,584,295	2,980,350	240,594	567,535	-	-	-	-	-	21,140,248
Lendings to financial institutions	12.70%	254,593,287	254,593,287	-	-	-	-	-	-	-	-	-
Investments	11.45%	1,948,801,042	486,539,567	348,175,889	504,257,638	81,479,252	141,127,675	121,282,529	40,498,150	125,268,160	48,224,107	51,948,075
Advances	11.83%	1,782,497,923	514,600,572	832,361,502	198,348,625	48,597,784	33,646,253	37,842,266	63,125,400	42,045,484	2,462,280	9,467,757
Other assets		159,854,891	-	-	-	-	-	-	-	-	-	159,854,891
		4,483,275,551	1,333,548,247	1,183,596,106	702,846,857	130,644,571	174,773,928	159,124,795	103,623,550	167,313,644	50,686,387	477,117,466
Financial liabilities												
Bills payable		52,001,577	-	-	-	-	-	-	-	-	-	52,001,577
Borrowings	8.69%	583,771,399	60,227,050	315,772,669	59,704,698	34,998,780	23,588,588	4,891,011	13,269,544	68,649,120	2,669,939	-
Deposits and other accounts	6.24%	3,469,342,252	255,655,896	1,482,420,793	160,852,100	170,524,435	20,442,371	12,502,454	10,265,838	6,404,175	7,195	1,350,266,995
Subordinated debt	15.20%	18,874,000	-	18,874,000	-	-	-	-	-	-	-	-
Other liabilities												
Lease liability against right-of-use asset	11.61%	27,079,479	135,718	264,184	401,781	797,919	1,595,608	1,579,932	3,028,118	6,802,687	12,473,532	-
Others		180,202,302	-	-	-	-	-	-	-	-	-	180,202,302
		4,331,271,009	316,018,664	1,817,331,646	220,958,579	206,321,134	45,626,567	18,973,397	26,563,500	81,855,982	15,150,666	1,582,470,874
On-balance sheet gap		152,004,542	1,017,529,583	(633,735,540)	481,888,278	(75,676,563)	129,147,361	140,151,398	77,060,050	85,457,662	35,535,721	(1,105,353,408)
Net non - financial assets		133,017,272										
Total net assets		285,021,814										
Off-balance sheet financial instruments												
Foreign exchange contracts - forward purchases		284,366,183	121,003,450	81,121,232	76,868,066	5,373,435	-	-	-	-	-	-
Foreign exchange contracts - forward sales		(150,216,870)	(89,485,965)	(33,541,544)	(22,003,460)	(5,016,085)	-	(169,816)	-	-	-	-
Government Securities transactions - forward purchases		117,020,407	115,303,606	1,331,036	385,765	-	-	-	-	-	-	-
Government Securities transactions - forward sales		(15,275,533)	(15,275,533)	-	-	-	-	-	-	-	-	-
Foreign currency options - purchases		4,052,296	1,163,056	1,118,993	1,770,247	-	-	-	-	-	-	-
Foreign currency options - sales		(4,052,296)	(1,163,056)	(1,118,993)	(1,770,247)	-	-	-	-	-	-	-
Cross Currency Swaps - purchases		23,863,687	2,746,513	308,700	-	709,425	2,394,210	166,808	5,947,340	8,012,291	3,578,400	-
Cross Currency Swaps - sales		(30,407,998)	(3,319,106)	(452,862)	-	(679,293)	(3,266,252)	(169,816)	(8,918,301)	(9,073,750)	(4,528,618)	-
Interest rate swaps - sales		(3,033,333)	-	(208,333)	-	-	(1,000,000)	(1,625,000)	(200,000)	-	-	-
Off-balance sheet gap		226,316,543	130,972,965	48,558,229	55,250,371	387,482	(1,872,042)	(1,797,824)	(3,170,961)	(1,061,459)	(950,218)	-
Total yield / interest rate risk sensitivity gap			1,148,502,548	(585,177,311)	537,138,649	(75,289,081)	127,275,319	138,353,574	73,889,089	84,396,203	34,585,503	(1,105,353,408)
Cumulative yield / Interest rate risk sensitivity gap			1,148,502,548	563,325,237	1,100,463,886	1,025,174,805	1,152,450,124	1,290,803,698	1,364,692,787	1,449,088,990	1,483,674,493	378,321,085

45.3 Enterprise Risk Management (ERM)

The Bank's ERM framework, approved by the Board, outlines the essential ERM components, principles and concepts, and the use of a common ERM language, while providing a clear direction and guidance for integrated risk management within the Bank. Day-to-day responsibility for risk management is distributed through the delegation of accountability to individuals, with reporting and escalation facilitated through a governance structure. Standards, policies, and limits are well defined to ensure tasks and processes are consistently controlled.

A Bank-wide Integrated Risk and Control Repository (IRCR) is fully embedded in the organization with the objective of identifying and assessing all risks and issues in a holistic manner and ensuring that they are adequately monitored and mitigated.

45.4 Operational Risk Management (ORM)

Operational risk is the risk of loss resulting from inadequate or failed internal processes, people and systems or from external events.

A comprehensive ORM framework is in place which addresses all significant aspects of ORM. The Bank uses loss data management, Risk and Control Self Assessments (as part of IRCR self-testing) and tracking of Key Risk Indicators to gauge the likelihood and severity of operational risk. Operational Risk coordinators are present in all departments and are responsible for implementation of the framework in coordination with the ORM department. A specialized SAS software is used for tracking operational risk issues, leading to identification of prevalent themes to better mitigate operational risks issues faced by the Bank. An Operational Risk Management Committee (ORMC) monitors and oversees operational risk issues.

The Bank uses stress testing to proactively assess impacts to the Bank. Operational risk reports are regularly submitted to the senior risk forums and to the BRMC.

45.4.1 Business Continuity Management (BCM)

The Bank maintains a well-defined business continuity plan with clearly defined roles, responsibilities and ownership for crisis management, to ensure business continuity and IT disaster recovery. The Bank's Business Continuity Steering Committee includes representation from the senior management of the Bank and is the governing body for BCM. It meets on a periodic basis to review key initiatives, testing results and action plans for strengthening the Bank's ability to manage crisis situations. The Bank's business continuity program complies with the regulatory framework and with the leading BCM standard, ISO 22301. The business continuity program is subject to regular internal, external and regulatory reviews and audits.

45.4.2 IT related controls

The Bank's governance structures have been reviewed and updated to ensure alignment with contemporary industry standards and technological innovations. This approach has established robust and adaptable governance mechanisms, capable of navigating the complexities of the modern digital landscape.

The Bank's compliance measures have been rigorously aligned with regulatory standards, ensuring adherence to the highest levels of compliance. Enhancements in cloud computing arrangements has enabled the Bank to utilize cloud technology more effectively, offering scalable and secure solutions.

Additionally, substantial improvements in IT service management have led to redefining the enterprise change management and incident management processes. The integration of best practices and innovative solutions has uplifted the Bank's overall operational efficiency. Change management frameworks have been further reinforced to ensure that IT changes are integrated smoothly and efficiently, minimizing disruptions and enhancing system stability.

Overall, the collective efforts in developing and updating IT governance frameworks, coupled with IT service management have enhanced the Bank's operational resilience.

45.4.3 Information Security Risk

It is the Bank's priority to protect its customers and their data from cyberattacks and data breaches. The Bank's Information Security Group is responsible for protecting the Bank's data assets from both internal and external threats through effective cybersecurity risk management, supported by preventive and detective controls capable of responding to emerging threats. The Bank's 24x7 Security Operations Centre continues to contribute to a robust security posture through continuous monitoring, detection, and preventive mechanisms.

The Bank runs regular information security awareness campaigns to provide internal training and guidance on information security related matters. These are supplemented by targeted awareness enhancement campaigns for customers, using multiple delivery channels, to better equip them to counter ever-increasing security challenges. The Bank also completes an annual certification of compliance to the SWIFT Customer Security Program as well as to ISO 27001.

The Bank continues to strengthen its cyber-defenses through the use of advanced automation and modern technologies, in particular, AI and machine learning, while proactively mitigating against advanced security threats.

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45.5 Liquidity Risk Management

Liquidity risk is the risk that the Bank may be unable to meet its cash obligations as they become due, or to fund assets at a reasonable cost, because of the inability to liquidate assets, or to obtain adequate funding.

The Bank follows a comprehensive liquidity risk management policy duly approved by the Board. The policy provides guidelines for establishing a robust liquidity risk management framework which helps in identifying the key liquidity and funding risks to which the bank is exposed, describes how these risks are identified, measured, monitored and reported, and prescribes the techniques and resources used to manage and mitigate these risks. The policy stipulates maintenance of various ratios, funding preferences, and evaluation of the Bank's liquidity under normal and crisis situations (stress testing). The Bank also has a Contingency Funding Plan in place to address liquidity issues in times of crisis. This plan identifies early warning indicators to preempt unforeseen liquidity crises. Triggers are used to ascertain potential stress scenarios.

The Bank's ALCO is responsible for the formulation of overall strategy and oversight of asset and liability management. Liquidity Risk is monitored using a range of metrics, including Liquidity Coverage Ratio (LCR) and Net Stable Funding Ratio (NSFR); liquidity gaps and various liquidity ratios are regularly monitored by Market Risk Management. Liquidity risk is reviewed by ALCO on a monthly basis and an update is provided to the BRMC on a quarterly basis.

45.5.1 Maturities of Assets and Liabilities - based on contractual maturity of the assets and liabilities of the Group

	2023													
	Total	Upto 1 Day	Over 1 to 7 days	Over 7 to 14 days	Over 14 days to 1 Month	Over 1 to 2 Months	Over 2 to 3 Months	Over 3 to 6 Months	Over 6 to 9 Months	Over 9 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 Years	Over 5 Years
	(Rupees in '000)													
Assets														
Cash and balances with treasury banks	547,528,581	546,545,414	911,719	-	71,448	-	-	-	-	-	-	-	-	-
Balances with other banks	56,603,548	35,358,460	-	-	15,048,748	-	2,453,058	-	-	3,743,282	-	-	-	-
Lendings to financial institutions	88,598,160	-	17,000,000	71,598,160	-	-	-	-	-	-	-	-	-	-
Investments	2,562,299,087	69,146,601	3,811,243	8,410,487	10,654,829	-	-	-	-	767,527,879	439,072,821	229,940,336	297,180,922	736,553,969
Advances	1,861,344,592	310,233,068	119,172,275	25,987,231	36,103,774	43,449,396	32,070,531	66,119,400	99,794,918	132,467,952	222,541,606	216,031,377	214,941,020	342,432,044
Fixed assets	141,894,467	103,571	621,426	724,997	1,686,552	894,719	894,719	2,684,158	2,684,158	2,684,158	15,512,535	10,453,625	11,387,461	91,562,388
Intangible assets	22,720,543	54,562	327,369	381,932	878,717	174,347	174,347	523,040	523,040	523,040	7,259,900	2,092,162	2,659,198	7,148,889
Deferred tax assets	480,874	13,952	53,711	62,663	152,181	972,247	972,247	1,285,325	668,239	668,239	1,950,454	2,269,441	4,686,440	(13,274,265)
Other assets	252,878,451	2,442,520	14,655,126	17,097,647	38,333,570	33,139,644	31,382,797	82,357,195	14,096,465	14,096,465	4,845,059	191,591	-	240,372
	5,534,348,303	963,898,148	156,552,869	124,263,117	102,929,819	78,630,353	67,947,699	152,969,118	117,766,820	921,711,015	691,182,375	460,978,532	530,855,041	1,164,663,397
Liabilities														
Bills payable	51,700,823	51,700,823	-	-	-	-	-	-	-	-	-	-	-	-
Borrowings	665,042,679	500,700	5,141,029	42,415,417	177,795	173,004,271	46,140,712	219,339,158	21,390,720	5,526,253	900,347	69,138,872	14,770,726	66,596,679
Deposits and other accounts	4,142,351,836	3,219,366,821	97,768,096	81,805,856	103,725,912	55,582,739	92,852,310	199,269,409	94,844,666	125,544,953	29,988,451	15,815,659	16,536,095	9,250,869
Subordinated debt	19,699,000	-	-	-	-	-	-	-	-	-	-	-	-	19,699,000
Deferred tax liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other liabilities														
Lease liability against right-of-use asset	30,489,986	-	-	-	152,810	146,853	150,604	452,383	448,918	449,494	1,796,566	1,778,916	3,409,492	21,703,950
Others	259,043,326	8,139,536	48,837,213	56,976,749	135,135,467	-	-	9,954,361	-	-	-	-	-	-
	5,168,327,650	3,279,707,880	151,746,338	181,198,022	239,191,984	228,733,863	139,143,626	429,015,311	116,684,304	131,520,700	32,685,364	86,733,447	34,716,313	117,250,498
Net assets	366,020,653	(2,315,809,732)	4,806,531	(56,934,905)	(136,262,165)	(150,103,510)	(71,195,927)	(276,046,193)	1,082,516	790,190,315	658,497,011	374,245,085	496,138,728	1,047,412,899
Share capital	14,668,525													
Reserves	100,805,157													
Surplus on revaluation of assets - net of tax	25,857,323													
Unappropriated profit	221,883,756													
Non-controlling interest	2,805,892													
	366,020,653													

	2022													
	Total	Upto 1 Day	Over 1 to 7 days	Over 7 to 14 days	Over 14 days to 1 Month	Over 1 to 2 Months	Over 2 to 3 Months	Over 3 to 6 Months	Over 6 to 9 Months	Over 9 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 Years	Over 5 Years
	(Rupees in '000)													
Assets														
Cash and balances with treasury banks	296,015,386	294,937,045	999,976	-	78,365	-	-	-	-	-	-	-	-	-
Balances with other banks	41,513,022	27,116,526	-	-	11,745,453	-	1,914,596	-	-	736,447	-	-	-	-
Lendings to financial institutions	254,593,287	-	254,593,287	-	-	-	-	-	-	-	-	-	-	-
Investments	1,948,801,042	-	2,238,282	265	127,113,085	14,824,099	248,316,856	96,963,627	252,686,160	212,501,914	332,341,640	112,944,792	434,675,047	114,195,275
Advances	1,782,497,923	259,547,814	105,507,594	22,394,196	30,737,454	40,274,353	31,306,341	66,487,966	96,043,481	124,315,073	225,884,029	210,207,153	234,241,479	335,550,990
Fixed assets	113,871,657	211,023	1,266,141	1,477,164	3,401,332	759,093	759,093	2,277,278	2,277,278	2,277,278	11,402,331	9,109,113	9,818,856	68,835,677
Intangible assets	18,422,200	64,800	388,800	453,601	1,041,366	138,857	138,857	416,571	416,571	416,571	5,068,642	1,666,285	2,117,895	6,093,384
Deferred tax assets	5,797,045	210,325	64,597	75,364	183,026	1,162,638	1,162,638	1,541,380	805,100	805,100	1,878,758	2,206,326	4,632,460	(8,930,667)
Other assets	177,294,549	1,029,416	6,176,545	7,205,969	16,606,264	25,147,106	22,733,775	58,066,577	14,010,872	14,010,872	11,901,410	175,124	-	230,619
	4,638,806,111	583,116,949	371,235,222	31,606,559	190,906,345	82,306,146	306,332,156	225,753,399	366,239,462	355,063,255	588,476,810	336,308,793	685,485,737	515,975,278
Liabilities														
Bills payable	52,001,577	52,001,577	-	-	-	-	-	-	-	-	-	-	-	-
Borrowings	583,771,399	354,731	22,624,531	36,114,622	172,380	131,873,741	44,024,208	169,652,830	19,846,991	5,152,948	949,508	67,913,017	15,771,052	69,320,840
Deposits and other accounts	3,469,342,252	2,723,069,657	80,119,079	67,405,184	84,861,493	44,469,669	73,438,855	158,494,285	78,794,809	100,197,829	24,468,728	13,095,258	13,449,375	7,478,031
Subordinated debt	18,874,000	-	-	-	-	-	-	-	-	-	-	-	-	18,874,000
Other liabilities														
Lease liability against right-of-use asset	27,079,479	-	-	-	135,717	130,426	133,758	401,781	398,704	399,215	1,595,608	1,579,932	3,028,118	19,276,220
Others	202,715,590	6,444,791	38,668,742	45,113,532	106,149,910	-	5,896,515	442,100	-	-	-	-	-	-
	4,353,784,297	2,781,870,756	141,412,352	148,633,338	191,319,500	176,473,836	123,493,336	328,990,996	99,040,504	105,749,992	27,013,844	82,588,207	32,248,545	114,949,091
Net assets	285,021,814	(2,198,753,807)	229,822,870	(117,026,779)	(413,155)	(94,167,690)	182,838,820	(103,237,597)	267,198,958	249,313,263	561,462,966	253,720,586	653,237,192	401,026,187
Share capital	14,668,525													
Reserves	87,771,332													
Surplus on revaluation of assets - net of tax	1,235,369													
Unappropriated profit	178,467,639													
Non-controlling interest	2,878,949													
	285,021,814													

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45.5.2 Maturities of assets and liabilities - based on expected maturities of the assets and liabilities of the Group

Assets and liabilities which have contractual maturities have been reported as per their remaining maturities. Assets and liabilities which do not have any contractual maturities have been reported as per their expected maturities calculated on the basis of a behavioral study approved by ALCO.

	2023									
	Total	Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Over 10 years
	(Rupees in '000)									
Assets										
Cash and balances with treasury banks	547,528,581	383,862,390	11,812,539	17,679,066	26,724,791	18,753,315	12,504,404	17,283,996	30,709,400	28,198,680
Balances with other banks	56,603,548	52,860,266	3,743,282	-	-	-	-	-	-	-
Lendings to financial institutions	88,598,160	88,598,160	-	-	-	-	-	-	-	-
Investments	2,562,299,087	38,190,217	299,543,207	131,040,208	446,942,877	401,760,035	222,738,045	271,505,214	629,632,289	120,946,995
Advances	1,861,344,592	220,319,356	131,630,914	108,917,956	173,289,612	292,005,934	220,950,076	282,939,638	340,051,782	91,239,324
Fixed assets	141,894,467	3,251,249	2,053,162	3,079,742	6,159,485	17,133,971	12,318,970	16,267,522	5,868,178	75,762,188
Intangible assets	22,720,543	1,629,332	328,882	493,324	986,647	7,141,032	1,973,295	3,019,141	-	7,148,890
Deferred tax assets	480,874	253,264	464,284	953,256	3,376,516	5,452,757	2,466,787	3,780,741	458,220	(16,724,951)
Other assets	252,878,451	69,610,088	66,585,945	83,561,237	27,936,794	5,014,726	-	169,661	-	-
	5,534,348,303	858,574,322	516,162,215	345,724,789	685,416,722	747,261,770	472,951,577	594,965,913	1,006,719,869	306,571,126
Liabilities										
Bills payable	51,700,823	20,558,018	-	31,142,805	-	-	-	-	-	-
Borrowings	665,042,679	398,006,842	109,863,802	51,726,791	3,949,349	8,451,287	4,565,927	18,354,584	69,943,575	180,522
Deposits and other accounts	4,142,351,836	1,151,896,624	288,603,958	358,607,581	534,351,821	324,389,846	211,958,387	289,455,442	513,918,166	469,170,011
Subordinated debt	19,699,000	-	-	-	-	-	-	-	-	19,699,000
Deferred tax liabilities	-	-	-	-	-	-	-	-	-	-
Other liabilities										
Lease liability against right-of-use asset	30,489,980	152,810	297,457	452,383	898,413	1,796,566	1,778,916	3,409,492	7,659,442	14,044,501
Others	259,043,332	93,845,963	72,042,598	42,045,846	28,192,550	2,751,498	823,632	1,647,265	17,554,733	139,247
	5,168,327,650	1,664,460,257	470,807,815	483,975,406	567,392,133	337,389,197	219,126,862	312,866,783	609,075,916	503,233,281
Net assets	366,020,653	(805,885,935)	45,354,400	(138,250,617)	118,024,589	409,872,573	253,824,715	282,099,130	397,643,953	(196,662,155)
Share capital	14,668,525									
Reserves	100,805,157									
Surplus on revaluation of assets - net of tax	25,857,323									
Unappropriated profit	221,883,756									
Non-controlling interest	2,805,892									
	366,020,653									

	2022									
	Total	Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Over 10 years
	(Rupees in '000)									
Assets										
Cash and balances with treasury banks	296,015,386	210,396,382	4,828,207	9,287,517	12,764,975	10,032,402	6,963,382	9,341,767	16,665,452	15,735,302
Balances with other banks	41,513,022	40,209,023	736,446	-	567,553	-	-	-	-	-
Lendings to financial institutions	254,593,287	254,593,287	-	-	-	-	-	-	-	-
Investments	1,948,801,042	129,351,632	263,140,955	96,963,627	252,686,160	212,501,914	332,341,640	112,944,792	434,675,047	114,195,275
Advances	1,782,497,923	260,893,926	120,926,432	67,482,894	182,927,125	284,298,753	220,245,291	274,916,691	295,930,751	74,876,060
Fixed assets	113,871,657	6,341,102	1,518,186	2,277,278	4,554,557	11,402,331	9,109,113	9,828,722	14,418,220	54,422,148
Intangible assets	18,422,200	2,209,482	277,714	416,571	833,142	4,805,064	1,666,285	2,120,558	-	6,093,384
Deferred tax assets	5,797,043	1,536,893	2,720,925	977,601	2,567,878	479,495	4,077,271	2,469,546	(1,106,172)	(7,926,394)
Other assets	177,294,549	28,440,463	49,783,695	59,029,395	27,655,238	12,309,958	-	75,800	-	-
	4,638,806,109	933,972,190	443,932,560	236,434,883	484,556,628	535,829,917	574,402,982	411,697,876	760,583,298	257,395,775
Liabilities										
Bills payable	52,001,577	20,432,434	-	31,569,143	-	-	-	-	-	-
Borrowings	583,771,399	325,968,809	28,906,885	52,353,543	3,723,589	29,960,056	7,413,921	20,084,490	115,170,805	189,301
Deposits and other accounts	3,469,342,252	940,821,398	197,138,019	306,794,361	421,558,486	287,312,110	195,673,927	254,534,203	450,936,301	414,573,447
Subordinated debt	18,874,000	-	-	-	-	-	-	-	-	18,874,000
Other liabilities										
Lease liability against right-of-use asset	27,079,480	135,717	264,184	401,781	797,919	1,595,608	1,579,932	3,028,118	6,802,687	12,473,534
Others	202,715,589	78,591,334	49,725,375	26,923,857	27,889,229	2,398,410	765,084	1,530,168	14,755,970	136,162
	4,353,784,297	1,365,949,692	276,034,463	418,042,685	453,969,223	321,266,184	205,432,864	279,176,979	587,665,763	446,246,444
Net assets	285,021,812	(431,977,502)	167,898,097	(181,607,802)	30,587,405	214,563,733	368,970,118	132,520,897	172,917,535	(188,850,669)
Share capital	14,668,525									
Reserves	87,771,332									
Surplus on revaluation of assets - net of tax	1,235,369									
Unappropriated profit	178,467,639									
Non-controlling interest	2,878,949									
	285,021,814									

45.6 **Derivatives Risk**

The policy guidelines for derivatives exposures are approved by the Board.

The responsibility for derivatives activity lies with the Treasury and Global Markets business. Measurement and monitoring of market and credit risk limits and exposure, and their reporting to senior management and the Board is done by the Market Risk Management (MRM) unit within Risk Management. MRM, in coordination with the business, also presents limits for review and approval to ALCO and the BRMC. Treasury Operations records derivatives activity in the Bank's books, executes settlements of trades and carries out regulatory reporting to the SBP.

45.6.1 **Credit Risk**

Credit risk is the risk of non-performance by a counterparty which could result in an adverse impact on the Bank's profitability. The credit risk associated with derivative transactions is categorized into settlement risk and pre-settlement risk. Pre-settlement and settlement risk limits for derivative transactions are determined and monitored daily using an approved framework.

45.6.2 **Market Risk**

The Bank, as a policy, hedges all Options transactions back-to-back. The Bank minimizes the exchange rate risk on its Cross Currency Swaps portfolio by hedging the exposure in the interbank market on a rolling basis. The Bank also manages the interest rate risk of Interest Rate Derivatives and Cross Currency Swaps through Price Value of a Basis Point (PVBP) limits which are monitored and reported by MRM to senior management on a daily basis. These limits are approved by ALCO annually and then approved by the Board on the recommendation of the BRMC.

45.6.3 **Operational Risk**

The Bank has put in place a robust control framework for derivatives transactions. Front office staff dealing in derivatives have the requisite training and experience to conduct this business; responsibilities have been divided amongst the Structuring Desk (tasked with the overall ownership of derivatives and structured products), Treasury Sales (who are involved in marketing and executing transactions with the Bank's client base) and Trading (which proactively manages the risk from a business perspective).

A detailed product program, approved by the Board, governs the entire value chain for derivatives, including credit and market risk management, booking, sales and settlement. There is a clear segregation of duties whereby operational aspects are handled by Treasury Operations, whereas all risk issues are the responsibility of the Risk department. MRM carries out daily monitoring of exposures, while Compliance monitors any deviation from approved policies and procedures. Internal Audit also regularly reviews systems, transactional processes, accounting practices and end-user roles and responsibilities as part of their reviews of this function.

45.6.4 **Liquidity Risk**

The types of derivative transactions entered into by HBL are typically straightforward, or 'vanilla' transactions, whereby the Bank is exposed to a negligible amount of liquidity risk.

46 NON-ADJUSTING EVENTS AFTER THE BALANCE SHEET DATE

46.1 The Board of Directors, in its meeting held on February 23, 2024, has proposed a final cash dividend of Rs 4.00 per share for the year 2023. This is in addition to the Rs 5.75 already paid during the year bringing the total dividend for the year to Rs 9.75 per share (2022: Rs 6.75 per share). This appropriation is expected to be approved by the shareholders in the forthcoming Annual General Meeting. The consolidated financial statements for the year ended December 31, 2023 do not include the effect of this appropriation which will be accounted for in the consolidated financial statements for the year ending December 31, 2024.

47 DATE OF AUTHORISATION FOR ISSUE

These consolidated financial statements were authorised for issue in the Board of Directors meeting held on February 23, 2024.

48 GENERAL

48.1 Comparative figures have been re-arranged and reclassified for comparison purposes.

Muhammad Aurangzeb	Rayomond Kotwal	Dr. Najeeb Samie	Salim Raza	Moez Ahamed Jamal
President and Chief Executive Officer	Chief Financial Officer	Director	Director	Director

ANNEXURE I: ISLAMIC BANKING BUSINESS

The Bank operates 408 (2022: 294) Islamic Banking branches and 553 (2022: 573) Islamic Banking windows.

STATEMENT OF FINANCIAL POSITION	Note	2023	2022
		(Rupees in '000)	
ASSETS			
Cash and balances with treasury banks		**40,418,980**	17,497,223
Balances with other banks		**476,714**	451,114
Due from financial institutions	1	**19,500,000**	-
Investments	2	**226,552,494**	183,654,832
Islamic financing and related assets - net	3	**213,054,465**	223,974,766
Fixed assets		**13,918,759**	6,497,224
Intangible assets		**48,248**	30,066
Due from Head Office	4	**-**	257,428
Deferred tax assets		**1,270,557**	1,160,304
Other assets		**23,894,137**	8,653,602
		539,134,354	442,176,559
LIABILITIES			
Bills payable		**40,454**	20,267
Due to financial institutions	5	**32,119,436**	74,694,404
Deposits and other accounts	6	**422,709,734**	319,883,948
Due to Head Office	4	**9,382,906**	-
Subordinated debt		**-**	-
Deferred tax liabilities		**-**	-
Other liabilities		**32,015,803**	15,693,460
		496,268,333	410,292,079
NET ASSETS		**42,866,021**	31,884,480
REPRESENTED BY			
Islamic Banking Fund		**500,000**	500,000
Reserves		**-**	-
Deficit on revaluation of investments - net of tax		**(1,322,417)**	(1,538,078)
Unappropriated profit	8	**43,688,438**	32,922,558
		42,866,021	31,884,480
Contingencies and commitments	9		
PROFIT AND LOSS ACCOUNT			
Profit / return earned	10	**73,627,054**	46,415,296
Profit / return expensed	11	**41,435,302**	28,064,213
Net profit / return		**32,191,752**	18,351,083
Other income			
Fee and commission income		**1,688,541**	1,053,121
Dividend income		**-**	-
Foreign exchange income		**902,080**	372,255
Income from derivatives		**-**	-
Gain on securities - net		**13,354**	82,252
Others		**-**	625
Total other income		**2,603,975**	1,508,253
Total income		**34,795,727**	19,859,336
Other expenses			
Operating expenses		**9,066,754**	6,786,714
Workers' Welfare Fund		**422,497**	234,083
Other charges		**781**	168,439
Total other expenses		**9,490,032**	7,189,236
Profit before provisions and taxation		**25,305,695**	12,670,100
Provisions and write offs - net		**4,180,859**	1,434,083
Profit before taxation		**21,124,836**	11,236,017
Taxation		**10,351,170**	5,505,648
Profit after taxation		**10,773,666**	5,730,369

ANNEXURE I: ISLAMIC BANKING BUSINESS

		Note	2023	2022
1	**DUE FROM FINANCIAL INSTITUTIONS**		(Rupees in '000)	
	Call money lendings	1.2	**17,000,000**	-
	Secured lendings	1.3	**2,500,000**	-
			19,500,000	-

1.1 Amounts due from financial institutions are all in local currency.

1.2 Call money lendings carry mark-up at rates ranging from 21.75% to 22.05% per annum and are due to mature latest by January 04, 2024.

1.3 Secured lendings carry mark-up at a rate of 21.75% per annum and are due to mature latest by January 04, 2024.

2 **INVESTMENTS BY SEGMENT**

	2023				2022			
	Cost / amortised cost	Provision for diminution	Surplus / (deficit)	Carrying value	Cost / amortised cost	Provision for diminution	Surplus / (deficit)	Carrying value
	(Rupees in '000)							
Available-for-sale (AFS) securities								
Ijarah Sukuks	**164,825,661**	**-**	**(2,631,310)**	**162,194,351**	125,360,260	-	(2,772,531)	122,587,729
Other Federal Government Securities	**5,543,158**	**-**	**-**	**5,543,158**	4,686,060	-	-	4,686,060
Non-Government debt Securities								
- Listed	**44,891,462**	**-**	**36,836**	**44,928,298**	45,943,545	-	57,829	46,001,374
- Unlisted	**1,401,000**	**-**	**1,500**	**1,402,500**	1,401,000	-	16,320	1,417,320
	216,661,281	**-**	**(2,592,974)**	**214,068,307**	177,390,865	-	(2,698,382)	174,692,483
Held-to-maturity (HTM) securities								
Non-Government debt Securities								
-Unlisted	**12,484,187**	**-**	**-**	**12,484,187**	8,962,349	-	-	8,962,349
Total Investments	**229,145,468**	**-**	**(2,592,974)**	**226,552,494**	186,353,214	-	(2,698,382)	183,654,832

		Note	2023	2022
3	**ISLAMIC FINANCING AND RELATED ASSETS - NET**		(Rupees in '000)	
	Diminishing Musharakah		**93,090,122**	94,643,200
	Running Musharakah		**46,748,573**	57,261,410
	Wakalah		**15,112,848**	14,541,328
	Ijarah	3.1	**3,771,372**	2,294,057
	Murabaha	3.2	**1,937,342**	3,791,439
	Currency Salam		**82,738**	-
	Tijarah		**2,422,198**	2,887,334
	Istisna		**2,053,597**	1,994,354
	Musawamah		**3,191,914**	777,472
	Advance for Diminishing Musharakah		**3,820,249**	5,364,119
	Advance for Ijarah		**3,498,372**	3,599,862
	Advance for Murabaha	3.2	**10,561,441**	5,546,361
	Advance for Salam		**2,032,234**	2,029,702
	Advance for Istisna		**16,079,982**	13,169,142
	Advance for Musawamah		**595,848**	3,856,574
	Inventories against Murabaha	3.2	**5,784,149**	5,410,563
	Inventories against Tijarah		**5,088,392**	5,427,552
	Inventories against Istisna		**3,842,828**	3,853,373
	Islamic financing and related assets - gross		**219,714,199**	226,447,842
	Provision against Islamic financing and related assets			
	- Specific		**(5,523,177)**	(1,376,081)
	- General		**(1,136,557)**	(1,096,995)
			(6,659,734)	(2,473,076)
	Islamic financing and related assets - net of provision		**213,054,465**	223,974,766

ANNEXURE I: ISLAMIC BANKING BUSINESS

3.1 Ijarah

	2023						
	Cost			Accumulated Depreciation			
	As at Jan 1, 2023	Additions / (deletions)	As at Dec 31, 2023	As at Jan 1, 2023	Charge for the year / (depreciation on deletion)	As at Dec 31, 2023	Book value as at Dec 31, 2023
	(Rupees in '000)						
Plant and machinery	1,396,266	- (146,891)	1,249,375	490,380	176,758 (135,676)	531,462	717,913
Vehicles	2,273,070	2,950,107 (894,672)	4,328,505	884,899	895,234 (505,087)	1,275,046	3,053,459
Total	3,669,336	2,950,107 (1,041,563)	5,577,880	1,375,279	1,071,992 (640,763)	1,806,508	3,771,372

	2022						
	Cost			Accumulated Depreciation			
	As at Jan 1, 2022	Additions / (deletions)	As at Dec 31, 2022	As at Jan 1, 2022	Charge for the year / (depreciation on deletion)	As at Dec 31, 2022	Book value as at Dec 31, 2022
	(Rupees in '000)						
Plant and machinery	1,331,602	297,695 (233,031)	1,396,266	367,007	196,738 (73,365)	490,380	905,886
Vehicles	2,030,992	948,330 (706,252)	2,273,070	900,053	467,810 (482,964)	884,899	1,388,171
Total	3,362,594	1,246,025 (939,283)	3,669,336	1,267,060	664,548 (556,329)	1,375,279	2,294,057

3.1.1 Future Ijarah payments receivable

	2023				2022			
	Not later than one year	Later than one and upto five years	More than five years	Total	Not later than one year	Later than one and upto five years	More than five years	Total
	(Rupees in '000)							
Ijarah rentals receivable	2,181,161	4,619,144	316,473	7,116,778	1,322,523	2,377,212	540,108	4,239,843

3.2 Murabaha

	Note	2023	2022
		(Rupees in '000)	
Murabaha financing	3.2.1	1,937,342	3,791,439
Advance for Murabaha		10,561,441	5,546,361
Inventories against Murabaha		5,784,149	5,410,563
		18,282,932	14,748,363
3.2.1 Murabaha receivable - gross	3.2.1.1	2,035,977	3,866,887
Deferred murabaha income	3.2.1.2	(31,067)	(23,780)
Profit receivable shown in other assets		(67,568)	(51,668)
Murabaha financing		1,937,342	3,791,439
3.2.1.1 The movement in gross Murabaha receivable during the year is as follows:			
Opening balance		3,866,887	1,915,375
Sales during the year		11,437,582	16,310,831
Adjusted during the year		(13,268,492)	(14,359,319)
Closing balance		2,035,977	3,866,887
3.2.1.2 The movement in deferred Murabaha income during the year is as follows:			
Opening balance		23,780	8,223
Arising during the year		1,857,377	1,301,204
Recognised during the year		(1,850,090)	(1,285,647)
Closing balance		31,067	23,780
3.2.1.3 Murabaha sale price		2,035,977	3,866,887
Murabaha purchase price		(1,937,342)	(3,791,439)
Total profit receivable		98,635	75,448

4 Due from Head Office mainly represents inter- branch transactions.

5	DUE TO FINANCIAL INSTITUTIONS	Note	2023	2022
			(Rupees in '000)	
	Unsecured acceptances of funds		-	19,000,000
	Acceptances from the SBP under:			
	- Islamic export refinance scheme	5.2	**19,406,548**	19,931,491
	- Islamic export refinance scheme for bill discounting	5.3	**556,808**	-
	- Islamic long term financing facility	5.4	**6,481,973**	7,183,674
	- Islamic financing facility for renewable energy power plants	5.5	**644,321**	693,399
	- Islamic refinance facility for modernization of Small & Medium Enterprises (SMEs)	5.6	**286,208**	129,838
	- Islamic refinance and credit guarantee scheme for women entrepreneurs	5.7	**1,765**	5,720
	- Islamic refinance facility for combating COVID-19	5.8	**355,448**	143,564
	- Islamic temporary economic refinance facility	5.9	**2,386,365**	2,749,061
	- Secured Mudarabah Agreement		-	24,689,405
	Acceptances from Pakistan Mortgage Refinance Company	5.10	**2,000,000**	168,252
			32,119,436	74,694,404

5.1 Amounts due to financial institutions are all in local currency.

5.2 These acceptances have been obtained from the SBP for extending Islamic export finance to customers. These carry profit at a rate of 18.00% per annum (2022: 11.00% to 12.00% per annum) and are due to mature latest by November 03, 2024.

5.3 These borrowings have been obtained from the SBP for providing export bill discounting facilities to customers. These carry profit at rates from 1.00% to 2.00% and are due to mature latest by November 01, 2024.

5.4 These acceptances have been obtained from the SBP for providing financing facilities to exporters for adoption of new technologies and modernization of their plant and machinery. These carry profit at a rate of 12.00% per annum (2022: 12.00% per annum) and are due to mature latest by June 20, 2032.

5.5 These acceptances have been obtained from the SBP for providing financing for renewable energy power plants to promote renewable energy projects in the country. These carry profit at a rate of 2.00% per annum (2022: 3.00% per annum) and are due to mature latest by December 31, 2035.

5.6 These acceptances have been obtained from the SBP to provide financing for the modernization of Small and Medium Enterprises. These carry profit at a rate of 2.00% per annum (2022: 2.00%) and are due to mature latest by December 31, 2030.

5.7 These acceptances have been obtained from the SBP to provide financing to women entrepreneurs for setting up of new business enterprises or for expansion of existing ones. These carry profit at a rate of 0.00% per annum (2022: 0.00% per annum) and are due to mature latest by December 27, 2024.

5.8 These acceptances were obtained from the SBP to provide emergency financing to hospitals and medical centres to develop capacity for the treatment of COVID-19 patients. The maximum financing under the facility was Rs 500 million per hospital / medical centre with a tenor of 5 years, including a grace period of up to 6 months. These carry profit at a rate of 0.00% per annum (2022: 0.00% per annum) and are due to mature latest by December 31, 2026.

5.9 These acceptances were obtained from the SBP to provide concessionary finance for setting up new industrial units in the backdrop of challenges faced by industries during the COVID-19 pandemic. The maximum financing granted under this facility was Rs 5 billion per project with a tenor of 10 years, including a grace period of 2 years. These carry profit at a rate of 1.00% per annum (2022: 1.00% per annum) and are due to mature latest by February 04, 2032.

5.10 A mortgage refinancing facility on Musharakah basis from Pakistan Mortgage Refinance Company Limited (PMRC) amounting to Rs 2,000 million (2022: Rs 168.252 million) for on-lending to customers. The principal amount is payable in semi-annual installments from April 2025 to October 2026. Profit at a rate of 16.61% per annum (2022: 11.21% per annum) is payable semi-annually.

ANNEXURE I: ISLAMIC BANKING BUSINESS

6 DEPOSITS AND OTHER ACCOUNTS

	Note	2023			2022		
		In local currency	In foreign currencies	Total	In local currency	In foreign currencies	Total
		(Rupees in '000)					
Customers							
Current deposits		**101,490,493**	**7,514,646**	**109,005,139**	81,787,557	3,711,186	85,498,743
Savings deposits		**277,660,673**	**2,250,352**	**279,911,025**	159,782,570	2,207,605	161,990,175
Term deposits		**27,604,315**	**1,634,209**	**29,238,524**	24,360,643	475,406	24,836,049
		406,755,481	**11,399,207**	**418,154,688**	265,930,770	6,394,197	272,324,967
Financial Institutions							
Current deposits		**92,442**	**-**	**92,442**	414,372	-	414,372
Savings deposits		**4,360,958**	**-**	**4,360,958**	47,142,963	-	47,142,963
Term deposits		**101,646**	**-**	**101,646**	1,646	-	1,646
		4,555,046	**-**	**4,555,046**	47,558,981	-	47,558,981
	6.2	**411,310,527**	**11,399,207**	**422,709,734**	313,489,751	6,394,197	319,883,948

6.1 Composition of deposits

	2023	2022
	(Rupees in '000)	
- Individuals	**292,376,413**	173,366,447
- Government (Federal and Provincial)	**22,688,380**	9,991,846
- Banking Companies	**358,446**	187,810
- Non-Banking Financial Institutions	**4,196,600**	47,371,171
- Other public sector entities	**6,244,650**	476,817
- Other private sector entities	**96,845,245**	88,489,857
	422,709,734	319,883,948

6.2 This includes deposits amounting to Rs 313,089.892 million (2022: Rs 192,155.426 million) which are eligible to be covered under insurance arrangements.

7 CHARITY FUND

	Note	2023	2022
		(Rupees in '000)	
Opening balance		**25,121**	44,724
Additions during the year			
- Received from customers on account of delayed payment		**44,803**	24,144
- Profit on savings account		**3,654**	1,053
		48,457	25,197
Payments / Utilization during the year			
- Health	7.1	**(63,000)**	(44,800)
Closing balance		**10,578**	25,121

7.1 Details of charity payments

Details of charity payments individually exceeding Rs 100,000

Indus Hospital & Health Network	**13,000**	32,800
Childlife Foundation	**50,000**	-
Patients Aid Foundation	**-**	12,000
	63,000	44,800

8 ISLAMIC BANKING BUSINESS UNAPPROPRIATED PROFIT

Opening Balance	**32,922,558**	27,194,762
Add: Islamic Banking profit for the year	**21,124,836**	11,236,017
Less: Taxation	**(10,351,170)**	(5,505,648)
Less: Transferred / Remitted to Head Office	**(7,786)**	(2,573)
Closing Balance	**43,688,438**	32,922,558

9 CONTINGENCIES AND COMMITMENTS

- Performance Guarantees		**3,783,771**	2,862,623
- Commitments	9.1	**53,232,828**	31,705,993
		57,016,599	34,568,616

ANNEXURE I: ISLAMIC BANKING BUSINESS

		Note	2023	2022
			(Rupees in '000)	
9.1	**Commitments:**			
	Trade-related contingent liabilities		**30,703,557**	26,704,850
	Commitments in respect of forward foreign exchange contracts	9.1.1	**22,529,271**	5,001,143
			53,232,828	31,705,993
9.1.1	**Commitments in respect of forward foreign exchange contracts**			
	Purchase		**11,450,911**	2,405,370
	Sale		**11,078,360**	2,595,773
			22,529,271	5,001,143
10	**PROFIT / RETURN EARNED**			
	On:			
	Financing		**34,907,772**	22,097,669
	Investments		**36,747,435**	23,606,961
	Amounts due from financial institutions		**1,971,847**	710,666
			73,627,054	46,415,296
11	**PROFIT / RETURN EXPENSED**			
	On:			
	Deposits and other accounts		**30,180,899**	19,944,630
	Amounts due to financial institutions		**10,160,697**	7,553,435
	Foreign currency deposits for Wa'ad based transactions		**123,723**	15,157
	Lease liability against right-of-use assets		**969,983**	550,991
			41,435,302	28,064,213

12 The Islamic Banking Business maintains the following pools:

General Pool PKR (Mudarabah)

Remunerative rupee deposits of customers form part of the General Pool.

The objective of this pool is to effectively manage Rupee deposits of customers to earn and distribute returns from Rupee denominated earning assets. The funds in this pool are generally deployed in financing assets, placements with FIs, investments in Sukuks etc. A loss, if any, is borne by the depositors as per their proportionate share in the overall volume of the pool.

Special Pool PKR (Mudarabah)

HBL also manages a Rupee denominated Special Pool, with the objective of offering higher returns for selected clients.

The objective of this pool is to effectively manage Rupee deposits of customers to earn and distribute higher returns from Rupee denominated earning assets. The funds in this pool are generally deployed in financing assets, placement with FIs, investments in Sukuks etc. A loss, if any, is borne by the depositors as per their proportionate share in the overall volume of the pool.

Treasury Pool(s) (Mudarabah / Wakalah / Musharakah)

Treasury pools are created when the Bank accepts placements of funds from FIs for liquidity management. Treasury pools may be based on the principle of Mudarabah, Wakalah or Musharakah. These pools are maintained separately from depositors' pools as these are formed by funds from professional counterparties and are generally obtained for a shorter tenor. The liquidity can also be deployed to fund earning assets in the depositor pools. HBL's preference is to accept funds from Islamic Banking Institutions but is permitted to deal with conventional banks as well. A loss, if any, is borne by the FIs as per their proportionate share of investment.

General Pool FCY (Mudarabah)

Remunerative foreign currency (FCY) deposits of customers form part of the FCY General Pool.

The objective of this pool is to effectively manage FCY deposits of customers to earn and distribute returns, generally from FCY denominated assets. However, in case FCY denominated assets are not available, the Bank may invest these funds in local currency assets by converting the funds to local currency and charging the cost of Shariah compliant hedging to the pool. The funds in this pool are generally deployed in financing assets, placements with FIs, investments in Sukuks etc. A loss, if any, is borne by the depositors as per their proportionate share in the overall volume of the pool.

ANNEXURE I: ISLAMIC BANKING BUSINESS

Special Pool FCY (Mudarabah)

HBL also manages an FCY denominated Special Pool, with the objective of offering higher returns for selected clients.

The objective of this pool is to effectively manage FCY deposits of customers to earn and distribute higher returns, generally from FCY denominated assets. However, in case FCY denominated assets are not available, the Bank may invest these funds in local currency assets by converting the funds to local currency and charging the cost of Shariah compliant hedging to the pool. The funds in this pool are generally deployed in financing assets, placements with FIs, investments in Sukuks etc. A loss, if any, is borne by the depositors as per their proportionate share in the overall volume of the pool.

Islamic Export Refinance Scheme (IERS) Pool PKR (Musharakah)

IERS is an SBP program which offers the Islamic equivalent of conventional export refinance and enables exporters to avail refinance through Islamic Banks under Shariah compliant modes. This pool is created on a Musharakah basis and the profit distribution mechanism is the same as that for pre-agreed profit sharing. Since this is structured as a Musharakah (partnership) as opposed to Mudarabah (fund management), there is no Mudarib share in the profit.

13 The Mudarib's share of profit is 33.44% (2022: 28.63%) and, after netting of Hiba to depositors amounting to Rs 154.214 million (2022: Rs 4.99 million), amounts to Rs. 14.670 million (2022: Rs 7.347 million). For the Bank's overseas branch, the Mudarib's share of profit is 14.58% (2022: 12.71%) and, after netting of Hiba to depositors amounting to Rs 28.641 million (2022: Rs 6.488 million), amounts to Rs 18.477 million (2022: Rs 4.280 million).

14 The following parameters are used for profit distribution from the pool:

- Permissible direct expenses can be charged to the relevant pool. Administrative and operating expenses are paid by the Mudarib and not charged to the relevant pool.
- No profit or loss is passed on to current account depositors, however these funds are treated as equity for the purpose of profit calculation and any profit earned / loss incurred on these funds are allocated to the equity of the Bank.
- The Bank first charges the proportionate profit on average equity allocated to the pools and then charges the Mudarib fee before distribution of profit to depositors.
- The Bank gives priority to depositors' funds over its own equity for placement in investing activities.
- Provisions for non-performing accounts are borne by the Mudarib. These are only charged to the respective pool on write off.
- Income generated from non-funded activities is not considered as income of the pool.

15 The average rate of profit earned on the earning assets of the Islamic banking business during the year was 17.91% (2022: 12.80%) and a profit rate of 11.02% (2022: 7.65%) was distributed to depositors. For the overseas branch, the average rate of profit earned on the earning assets of the Islamic banking business during the year was 14.58% (2022: 12.71%) and a profit rate of 8.60% (2022: 7.24%) was distributed to depositors.

16 **DEPLOYMENT OF MUDARABAH BASED DEPOSITS BY ECONOMIC SECTOR**

	2023	2022
	(Rupees in '000)	
Agriculture, forestry, hunting and fishing	**22,849,471**	21,858,084
Aviation	**10,000,000**	10,000,000
Automobile and transportation equipment	**935,261**	927,822
Cement	**8,212,535**	6,597,323
Chemicals and pharmaceuticals	**12,788,586**	13,777,662
Construction	**8,885,227**	8,867,496
Education and medical	**154,056**	368,793
Financial	**171,331,676**	130,584,655
Food, tobacco and beverages	**32,580,435**	24,685,890
Individuals	**20,895,427**	17,926,643
Printing and publishing	**364,838**	1,062,126
Production and transmission of energy	**71,041,488**	90,124,630
Telecommunication	**5,554,045**	5,666,666
Textile	**29,110,947**	35,353,751
Metal and allied	**2,414,863**	5,249,472
Oil and gas	**1,001,915**	578,814
Mining and quarrying	**583,566**	528,383
Sugar	**3,032,234**	3,124,716
Wholesale and retail trade	**2,346,399**	3,169,885
Others	**42,183,724**	29,649,863
Total gross Islamic financing and related assets and investments	**446,266,693**	410,102,674
Total due from financial institutions	**19,500,000**	-
Total deployed funds	**465,766,693**	410,102,674

16.1 Deployment of Mudarabah based deposits by economic sector by public / private sector

Public / Government	**282,109,572**	237,725,136
Private	**183,657,121**	172,377,538
Total	**465,766,693**	410,102,674

ANNEXURE II

Details of advances written-off

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
1	UNIQUE POULTRY INTERNATIONAL PVT LTD KHASRA 500 502 CHAKBELI ROAD DHOK BUDHAL RAWALPINDI	SHAKEEL AHMED 42301-1577320-3 AHMAD SHUJA PASHA 34101-8806715-3	MUHAMMAD JAMEEL NAZIR AHMAD QURESHI	603,951	209,999	-	**813,950**	-	-	209,999	-	**209,999**
2	INDUS INTERNATIONAL 149 RAZA TOWN 204 R.B. FAISALABAD	UMAIR AHMED KHAN 33100-8710534-7	AHMAD SHUJJAH KHAN	1,030	1,581	-	**2,611**	1,030	-	1,581	-	**2,611**
3	LAHORE SPINNING MILLS (PVT) LTD 47.5 KM MULTAN ROAD DINA NATH BHAI PHERU DISTT KASUR	KHAWAJA MUSTAJAB HASSAN 42301-1956842-7	KHAWAJA GHULAM SADIQ	33,719	60,026	-	**93,745**	-	-	42,745	-	**42,745**
4	JASMINE INTERNATIONAL 33 PAKISTAN HANDICRAFT CHAMBER ABDULLAH HAROON ROAD KARACHI	SALAHUDDIN MUHAMMAD ABDUL KHALIQ REHMANI RAIS KHAN SARWAR ISLAM MANZAR ALAM ASLAM MOTIWALA	M A SHAKOOR KHAN MIAN ABDUL SAMAD REHMANI MUHAMMAD AZIM KHAN S M ISLAM MUHAMMAD USMAN NOOR MUHAMMAD	1,250	1,090	-	**2,340**	1,250	-	1,090	-	**2,340**
5	PAZHONG TRADERS 707 STOCK EXCHANGE BUILDING I I CHUNDRIGAR ROAD KARACHI	SALAHUDDIN MUHAMMAD ABDUL KHALIQ REHMANI ALI MUZZAFAR EHSAN UR RAB	M A SHAKOOR KHAN MIAN ABDUL SAMAD REHMANI ABDUL QADIR KHAN MANAZIR AHMED	1,250	1,495	-	**2,745**	1,250	-	1,495	-	**2,745**
6	ALI DOTT BUCKRAM FACTORY SANAT SINGH ROAD, NEAR EX-BOMBAY FOUNDRY, FAISALABAD.	RAO ASGHAR ALI 33100-7069317-9	MUHAMMAD IQBAL	29,998	27,039	-	**57,036**	10,595	-	27,039	-	**37,634**
7	CAPTIVATORS H NO 1823 MOHALLAH HAZARIAN O/S DEHLI GATE MULTAN	MEHMOOD AHMED 36302-4439719-9 AYUB KHAN 322-55-018848	MUSHTAQ AHMED ANSARI GHULAM MAHBOOB KHAN	1,948	1,667	-	**3,615**	-	-	1,405	-	**1,405**
8	ESCORT COMPUTERS INTERNATIONAL H 69 K PHASE 1 DEFENCE HOUSING AUTHORITY LAHORE CANTT	SHEIKH SHUAIB SAEED 35201-0309267-3	YUNUS SAEED SHEIKH	8,909	7,815	-	**16,725**	8,909	-	7,815	-	**16,725**
9	ASHFAQ FABRICS SHOP NO.4 22-ICHRA ROAD,ICHRA, LAHORE	ASHFAQ AHMAD 35202-2904451-9	SIRAJ DIN	24,975	15,077	-	**40,051**	-	-	9,751	-	**9,751**
10	JEEA TEXTILES PVT LTD 209-REGENCY ARCADE THE MALL FAISALABAD	ASAD MAJEED 33100-0960341-5 NAZLI ASAD 33100-2400903-0 AHSAN MAJEED 33100-9266595-7	SHAIKH ABDUL MAJEED ASAD MAJEED ASAD MAJEED SHEIKH	537,604	498,498	-	**1,036,101**	312,780	-	477,978	20,520	**811,278**
11	AMJAD SPORTS NOUL P.O. HARAR TEH. SIALKOT DISTT. SIALKOT	AMJAD MAHMOOD 34603-4087626-9	MUHAMMAD TUFAIL	17,000	1,236	-	**18,236**	-	-	1,236	-	**1,236**
12	MATSA ENTERPRISES VILLAGE NOUL PO HARRAR WAZIRABAD ROAD SIALKOT	SHAHID MEHMOOD 34603-7282411-9	MUHAMMAD TUFAIL	23,426	4,855	-	**28,280**	-	-	3,530	-	**3,530**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
13	RANA ALUMINIUM INDUSTRY PLOT NO.193/6 KACHA RAHEEM ROAD MISRI SHAH BADAMI BAGH LAHORE	RANA MUHAMMAD ARIF 35202-4914228-7	RANA MUHAMMAD ASHIQ	44,996	27,316	-	**72,311**	-	-	24,811	-	**24,811**
14	BELA AUTOMOTIVES LTD PLOT NOS 1 & 3 MOUZA PATHRA TEH HUB LASBELLA DISTT BALUCHISTAN	ABDUL MATEEN ALLAHWALA 42201-0551108-7 OMER MATEEN ALLAHWALA 42201-0551099-1 FAZAL KAFEEL 42301-0930296-1 NELOFAR MATEEN ALLAHWALA 42201-0475880-6 ANWAR IQBAL 35202-2493830-1 FARNAZ ANWAR 35202-2379328-6 KHILAT KAFEEL 42000-0459030-4	MUHAMMAD SAEED ABDUL MATEEN ALLAHWALA FAZAL JALEEL ABDUL MATEEN ALLAHWALA IQBAL AHMAD ANWAR IQBAL FAZAL KAFEEL	80,000	251,001	-	**331,001**	-	-	251,001	-	**251,001**
15	SHAN TRADERS GHALLA MANDI KAMOKE DISTT GUJRANWALA	SAFDAR ZAMAN KHAN 34102-7430223-5 MANZOOR HUSSAIN 34102-2400343-7	MUHAMMAD AYUB KHAN HAJI REHMATULLAH	1,213	5,977	-	**7,190**	1,213	-	5,375	602	**7,190**
16	FINE PACK 17-C SMALL INDUSTRIAL ESTATE SARGODHA ROAD NALKA KOHALA FAISALABAD	ZAFAR IQBAL ZUBAIR 33100-0657404-7	MUHAMMAD IQBAL	33,000	25,532	-	**58,531**	-	-	25,331	-	**25,331**
17	MOHSIN ALI QURESHI HOUSE NO A 1237 MOHALLAH DHORA LANE ROHRI DISTRICT SUKKUR	45502-2641171-3	ASHFAQ AHMAD	4,417	836	-	**5,252**	-	-	754	-	**754**
18	TAIMOOR TEXTILE MILLS PVT LTD P-49 KHAYABAN COLONY FAISALABAD	ATTA ULLAH SAJJAD 245-5518407-0 MRS.SHAMIM AKHTER 321-8629325-8 HAJI MUHAMMAD SHARIF 245-8818406-5 NABILA KHANUM 245-7333385-2 MUHAMMAD AKRAM 245-6014297-5 MUHAMMAD TARIQ ALI 245-89-184072	HAJI MUHAMMAD SHARIF MUHAMMAD ALI HAJI REHMAT ULLAH MUHAMMAD TARIQ ALI MUHAMMAD ISMAIL HAJI MUHAMMAD SHARIF	3,386	4,363	-	**7,749**	3,386	-	4,363	-	**7,749**
19	RAKISH TEXTILE P-970 MILLAT ROAD NOOR PUR FAISALABAD	AAMIR NAZIR 33100-8529309-7	NAZIR AHMED	9,000	5,553	-	**14,553**	-	-	3,303	-	**3,303**
20	FOCUS APPAREL PVT. LTD PLOT NO 364 SECTOR 7A KORANGI INDUSTRIAL AREA KARACHI	GHALIB JAVED 42301-1080239-5 AMINA JAVED 42000-0499619-4	JAVED IQBAL JAVED IQBAL	16,624	14,756	-	**31,379**	16,624	-	14,756	-	**31,379**
21	ALI OIL MILLS ADDA SADIQWALA NEAR PULL DAWA BHAWALPUR ROAD MULTAN	AMJAD ALI 36302-9697677-7	MUHAMMAD RAMZAN	5,991	5,852	-	**11,844**	-	-	4,744	-	**4,744**

ANNEXURE II

Details of advances written-off

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
22	ZAHIDA HASSAN HOUSE NUMBER 175 MOHALA PAK BLOCK ALLAMA IQBAL TOWN LAHORE	35202-0789400-2	ZEESHAN HAMEED	2,692	1,374	-	4,066	-	-	1,374	-	1,374
23	CANNON LINEN TOWELS PAK PVT LTD 18 KM MULTAN ROAD OPP SHABAB STUDIO LAHORE	MUSTAJAB HASSAN 42301-1956842-7 TEMUR HASSAN 42301-1966247-7 ABIDA MUSTAJAB HASSAN 42301-1502887-8	KHAWAJA GHULAM SADIQ MUSTAJAB HASSAN MUSTAJAB HASSAN	17,496	22,717	-	40,213	-	-	12,800	-	12,800
24	MIAN LIGHT PALACE 2-BEADON ROAD LAHORE	MUHAMMAD AZHAR 35202-7759462-9	MIAN MUHAMMAD AFZAL	10,000	6,244	-	16,244	-	-	6,244	-	6,244
25	TARIQ CAR TRACK TARIQ CAR TRACK HOUSE # 24-B, JAIL ROAD LAHORE	TARIQ MEHMOOD 35202-2967496-5	TAJ DIN	11,000	5,936	-	16,935	-	-	5,435	-	5,435
26	AGHA MOHAMMAD & BROTHERS 6-HAIDER PLAZA BLOCK 05 GULSHAN E IQBAL KARACHI	AGHA MUHAMMAD 42201-7948678-7	SHER JAN	15,000	12,193	-	27,193	15,000	-	12,193	-	27,193
27	MUHAMMAD FAHEEM RATHORE HOUSE NO 131 E PIA SOCIETY LAHORE	35202-2891930-5	MUHAMMAD SALEEM RATHORE	3,780	1,762	-	5,542	-	-	1,362	-	1,362
28	OYSTER WORKS PVT LTD OFFICE # 218 2ND FLOOR PARK TOWERS F 1-5 CLIFTON KARACHI	JALEES OSMAN ABIDI 42301-9079012-3 ASHRAF JEHAN ABIDI 42301-1438543-0	SYED AZMAT ALI ABIDI SYED AZMAT ALI ABIDI	1,647	2,294	-	3,941	-	-	1,241	-	1,241
29	MENSUN CO MENSUN CO AVENUE TOORABAD DASKA ROAD TEHSIL & DISTRICT SIALKOT	ZAHEER ASGHAR 34603-1779017-1 WAHEED ASGHAR 34603-3633843-9 TANVEER ASGHAR 34603-3548248-9	MUHAMMAD ASGHAR MUHAMMAD ASGHAR MUHAMMAD ASGHAR	1,750	9,410	-	11,160	-	-	8,810	-	8,810
30	FAYSAL METAL WORKS MIAN SANSI STREET LINK SHEIKHUPURA ROAD GUJRANWALA	ABDUL RASHEED 34101-6445178-1	MUHAMMAD HUSSAIN	3,489	8,515	-	12,005	-	-	7,005	-	7,005
31	MODEST ENTERPRISES 34 KM MAIN FEROZEPUR ROAD ADJACENT TO NIZAM DIN & SONS KOT NABI BUKSH LAHORE	KAISAR RASHID 35200-1447880-5	KHAWAJA ABDUL RASHID	29,952	10,521	-	40,473	-	-	6,473	-	6,473
32	MUHAMMAD SALMAN KHAN H. NO. 141, BLOCK B-4, WAPDA TOWN LAHORE	35202-8421956-5	RAEES AZAM KHAN	3,784	1,606	-	5,390	-	-	1,190	-	1,190

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
33	AL-SHAHAB INTL TRADERS 35 KM GT ROAD SADHOKI TEHSIL KAMOKE DISTT GUJRANWALA	MUHAMMAD HUSSAIN GHUMAN 34102-8286342-1 MUHAMMAD ARSHAD 34601-0853139-1 MUHAMMAD MASOOD GHUMMAN 34601-0578536-3 HUSSAIN MANSOOR GHUMMAN 34601-0853144-5	REHMAT KHAN GHUMMAN MUHAMMAD HUSSAIN GHUMMAN MUHAMMAD HUSSAIN GHUMMAN MUHAMMAD HUSSAIN GHUMMAN	79,958	80,668	-	160,627	-	-	64,627	-	64,627
34	ALI POULTRY FARM 4KM MAIN MANGA RAIWIND ADA SARAY TALAB	MALIK ASIF ALI 35202-6925396-5	MUHAMMAD ASHRAF	8,997	7,385	-	16,382	-	-	6,382	-	6,382
35	SAQIB MUSHIR A-60 SECTOR 15-A/5 BUFFERZONE KARACHI NEAR PEOPLES CHOWRANGI	42000-0365376-5	MUHAMMAD MUSHIR JAVED	4,212	1,360	-	5,572	-	-	860	-	860
36	A D MANZOOR IMPEX VILL & P/O TALWARA MUGHLAN SIALKOT	NOOR HUSSAIN BHATTI 34603-6689855-5	ALLAH DITTA BHATTI	6,224	6,373	-	12,597	-	-	6,373	-	6,373
37	KAMRAN ALI KHAN HOUSE NUMBER E-817 MOHALA JOHAR TOWN LAHORE	35202-7924961-9	IQBAL ALI KHAN	5,337	1,339	-	6,676	-	-	1,339	-	1,339
38	RABIA INTERNATIONAL 45F PECHS KARACHI	JAVED RAFAT SIDDIQUE 42201-2916774-9	RAFAT SAEED SIDDIQUI	9,097	10,827	-	19,925	9,097	-	10,827	-	19,925
39	NAEEM BROTHER PLOT NO 710 NOOR ROAD ALMAS COLONY BADAMI BAGH LAHORE	MAQSOOD AHMED 35202-2985170-1	AKBER ALI	43,173	33,416	-	76,589	-	-	23,589	-	23,589
40	MUHAMMAD ARIF VIRK AKBER PURA NARANG MANDI POST OFFICE KHAS TEHSIL FEROZE WALA DISTT SHEKHU PURA	295-9455802-9	MUHAMMAD SADIQ	968	5,816	-	6,784	968	-	5,816	-	6,784
41	AL NOOR FLOUR MILLS SHER SHAH BYE PASS NEAR NAAG SHAH CHOWK MULTAN	NAVEED HUSSAIN 36302-9033460-9 MUZAMMIL HUSSAIN 36302-4902519-1	ALI HUSSAIN ALI HUSSAIN	32,000	21,638	-	53,638	-	-	16,438	-	16,438
42	SARHAD RE ROLLING MILLS F-92 SITE KARACHI	M ZAFAR ALI KHAN 42201-1547406-7	M. SHAFIQ ALI KHAN	125,801	113,515	-	239,317	-	-	89,317	-	89,317
43	MUHAMMAD USMAN ANWAR HOUSE 13 BLOCK F MILLAT TOWN FAISALABAD	33100-2254806-7	M ANWAR TAHIR	1,259	647	-	1,906	-	-	505	-	505
44	Y&R ENTERPRISES AFZAL STREET,PULLY # 5 NAWAB PURA HAJVERY PUL, HARBANS PURA LAHORE	ZARRAR AHMED CHAUDHARY 35202-2414399-7 MUZAMMIL HUSSAIN 35202-2556831-7	MUHAMMAD HUSSAIN CHAUDHRY MUHAMMAD IQBAL	9,086	5,033	-	14,118	-	-	4,318	-	4,318

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
45	JEHAN ZEB ENTERPRISES 228-B MODEL TOWN GUJRANWALA	JAHANZAB TAUSEEF CHAUDHRY 34101-2510001-1	FAROOQ TAUSEEF	35,003	26,342	-	**61,345**	-	-	21,345	-	**21,345**
46	BEADON HYGIENIC PRODUCTS (PVT) LTD 42-COOPER ROAD LAHORE	SYED ATHAR ALI SHAH 35201-1587734-3 SYED TAHIR ALI 35201-1587760-3 SYED AZFAR ALI 35201-1587751-1	SYED AZHAR ALI SHAH SYED AZHAR ALI SYED AZHAR ALI	73,349	66,954	-	**140,303**	-	-	65,303	-	**65,303**
47	MODERN RICE GENERL MILLS VILLAGE P O FEROZE WALA DISTT GUJRANWALA	MUSHTAQ AHMAD 34101-8330474-5 RANA IFTIKHAR ALI 34101-2403709-9 RANA IMTIAZ ALI 34101-2694510-1 KAUSAR PARVEEN 34101-9885027-0 TAHIRA PARVEEN 34101-2656369-0 NASEEM AKHTAR 34101-4531240-8	RANA NIAZ AHMAD RANA NIAZ AHMAD NIAZ MUHAMMAD KHAN RANA AMANULLAH RANA MUSHTAQ AHMAD RANA MUHAMMAD ASHFAQ	45,084	45,802	-	**90,886**	-	-	45,802	-	**45,802**
48	HI-TECH PRINTING PVT LTD 20-B SPINZER PLAZA JAMRUD ROAD PESHAWAR	COL RTD IFTIKHAR AHMED COL RTD IQBAL SHAHEEN DR. ZULFIQAR AHMED KHAN SARFARAZ HUSSAIN BHATTI MRS. SHAGUFTA TARIQ	ABDUL HAMID KHAN DR CAPT GHAYUR AHMED JANAS KHAN MUHAMMAD HUSSAIN BHATTI MUHAMMAD UMER KHAN	10,004	34,640	-	**44,644**	10,004	-	34,640	-	**44,644**
49	TARIQ AZIZ BURRO FLAT NO 4 PLOT NO 8 SINDHI MUSLIM SOCIETY GULISTAN E ZAFAR P R E C H S KARACHI EAST	42201-5890011-7	ABDUL AZIZ BIRRIRO	8,000	20,362	-	**28,362**	-	-	20,362	-	**20,362**
50	SHADMAN COTTON MILLS LTD 3.5 KM FEROZ WATTAN WARBURTAN ROAD KOT SHAH MUHAMMAD NEAR CHANDI KOT STOP TEH & DISTT NANKANA SAHIB	SHAHID MAZHAR 35201-1575426-3 AHMED BIN SHAHID 35201-9223604-9 GHAZALA SHAHID	MAZHAR HUSSAIN SHAHID MAZHAR SHAHID MAZHAR	8,106	6,784	-	**14,890**	-	-	6,390	-	**6,390**
51	MANZOOR AHMAD DAAK KHANA CHINIOT SALARAY CHINIOT	33201-0203348-9	KAREEM MUHAMMAD	2,500	1,584	-	**4,084**	-	-	1,184	-	**1,184**
52	HAMEED RICE MILLS 5KM CHUNIAN ROAD ALLAHABAD DISTT KASUR	MOHAMMAD HAFEEZ ANWAR 35101-7639305-3	HAMEED ANWAR	11,999	5,824	-	**17,823**	-	-	5,252	-	**5,252**
53	SABI VILLAGE ALI MUHAMMAD RIND SANJAR CHANG TALUKA CHAMBER DISTT TANDO ALLAHYAR	41307-4568282-4	ALLAH DINO	994	716	-	**1,710**	-	-	560	-	**560**

Details of advances written-off

ANNEXURE II

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Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
54	FASHION POINT FASHION POINT HOUSE SCHOOL UNIFORM OLD NADRA OFFICE TEH DASKA DISTT SIALKOT	ABRAR AHSAN 34603-0766857-9	MUHAMMAD YAQOOB	2,500	727	-	**3,227**	-	-	652	-	**652**
55	SHAHID NAWAZ KOT SARWAR P/O KHAS TEHSIL PIANDI BHATTIAN	34302-1184675-7	MUHAMMAD YAR	2,200	1,122	-	**3,321**	-	-	956	-	**956**
56	NAEEM ANWAR PIPE INDUSTRY GALA GHARTALIAN WALA STREET NO 01 HAFIZABAD RD GUJRANWALA	HAROON ANWAR 34101-3006777-5	MUHAMMAD ANWAR	999	1,327	-	**2,326**	-	-	1,159	41	**1,201**
57	TARIQ TRADERS GRAIN MARKET GOJRA DISTT TOBA TEK SINGH	TARIQ HAYAT 33301-3845316-5 UMAR HAYAT 33301-8535426-5	ALI MUHAMMAD ALI MUHAMMAD	11,474	4,660	-	**16,134**	-	-	4,657	-	**4,657**
58	PUNJAB FOOD & FLOUR MILLS PVT NISHAT ABAD FAISALABAD	TANVEER IQBAL 33100-1616674-1 MUHAMMAD IQBAL 33100-4920515-3 SAEED IQBAL 33100-7753602-7 TASEER IQBAL 33100-6085240-1	CHAUDHARY MUHAMMAD IQBAL CHAUDHARY SHAH MUHAMMAD CHAUDHARY MUHAMMAD IQBAL CHAUDHARY MUHAMMAD IQBAL	4,991	1,690	-	**6,681**	-	-	1,681	-	**1,681**
59	ALI NAWAZ KHAN CHAK NO 169 E.B P.O CHAK NO 171 EB TEH BUREWALA DISTT VEHARI	36601-4066219-5	FALIK SHER	1,342	1,389	-	**2,732**	-	-	1,252	-	**1,252**
60	MUHAMMAD FAHAD KHAN KHAKWANI HOUSE NO 291/AMOHALLAH SHAMAS ABAD KHANEWAL ROAD MULTAN	36302-1696784-1	M HASHIM KHAN	1,342	654	-	**1,996**	-	-	546	-	**546**
61	MOHAMMAD NAWAZ CHAK NO.23 MB P.O. CHAK NO.24 MB	38201-1109147-1	HAJI GHULAM HAIDER	1,500	1,505	-	**3,005**	-	-	1,405	-	**1,405**
62	MUHAMMAD SAJJAD CHAK NO 435 JB DAK KHANA KHAS TEHSIL GOJRA DISTT TOBA TEK SINGH	33100-2671575-5	MUHAMMAD ISHAQ	2,500	1,329	-	**3,829**	-	-	1,029	-	**1,029**
63	WAKEEL TRADING CO 38 3 FLOOR RALEIGH HOUSE BANK SQUARE LAHORE	MUHAMMAD YOUSUF NADEEM 35402-5863917-9 MUHAMMAD WAKEEL 35402-5883012-9	MUHAMMAD YQAOOB MUHAMMAD YQAOOB	1,015	783	-	**1,798**	-	-	709	-	**709**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
64	MALIK KHALID BIN QASIM KHAR HOUSE, ARA AKBAR SHAH, POST OFFICE KHAS, TEHSIL KOT ADU DISTT MUZAFFAR GARH	32303-9739540-5	MALIK GHULAM QASIM	5,999	3,082	-	**9,081**	-	-	3,081	-	**3,081**
65	AMIR SHAHZAD VILLAGE HALLOWAL P/O SAME TEH DIST NAROWAL	34501-5951986-5	MUHAMMAD ASLAM	1,808	1,027	-	**2,835**	-	-	935	-	**935**
66	MUMTAZ MAI MOUZA KOT BAHADUR P O MUBARIK PUR TEH KABIRWALA DISTT KHANEWAL	36102-7761171-2	MUHAMMAD RAFIQUE KHAN	1,441	1,180	-	**2,621**	-	-	971	-	**971**
67	MUHAMMAD ISHAQ 151/9-L DISTT SAHIWAL	36502-4489137-3	MUHAMMAD ABBAS	1,050	691	-	**1,741**	-	-	541	-	**541**
68	HAJI ASHIQ HUSSAIN MARBELS BHIMBER ROAD MIAN CHOHAN KOTLA TEH KHARIAN DIST GUJRAT	NADEEM ASHIQ 34202-7531948-3	MALIK ASHIQ HUSSAIN	4,000	2,070	-	**6,070**	-	-	2,070	-	**2,070**
69	SHAH MUHAMMAD V.DAIRA CHEEMA P/O.NOUKHAR TEH.NOWSHERA VERKAN DISTT. GUJRANWALA	34103-3091942-1	NAZAR MUHAMMAD	1,150	640	-	**1,790**	-	-	640	-	**640**
70	KHALID MEHMOOD CHAK NO 92 JANOOBI P.O KHAS LAHORE ROAD SARGODHA	38403-0244964-1	MUHAMMAD ARIF	2,850	2,922	-	**5,772**	-	-	2,622	-	**2,622**
71	G TEX INTERNATIONAL P 73 STREET NO 03 GULISTAN MARKET RAILWAY ROAD FAISALABAD	SYED SULTAN ALI 33100-2070742-3	SYED FAKHAR MUNIR BADAR	9,750	2,636	-	**12,386**	-	-	2,636	-	**2,636**
72	QASIR MEHMOOD VILLAGE BHATIAWAD P/O SALLOKE TEHSIL DASKA DISTT SIALKOT	34601-1845258-3	MUHAMMAD YOUSAF	1,496	1,315	-	**2,811**	-	-	1,171	-	**1,171**
73	MUHAMMAD YOUSAF CHAK NO 249 RB,BALOCH WALA, KHACHRAL P/O 248 RB BISMILLAH PUR FAISALABAD	33100-2159356-1	NORANG	1,500	1,279	-	**2,779**	-	-	979	-	**979**
74	NASEEM BIBI VILL KOTLI TARAR P/O GULLCHI VIRAKA TEH MURIDKE DISTRICT SHEIKHUPURA	35405-0650027-0	MUHAMMAD BOOTA	2,499	2,432	-	**4,930**	-	-	2,180	-	**2,180**
75	MUSHTAQ AHMAD KOTLI KOROTANA P/O DALA WAHGA TEHSIL MURIDKE DISTT. SHEIKHU PURA	35401-1821694-9	KHURSHID AHMAD	1,199	1,255	-	**2,454**	-	-	1,004	-	**1,004**

Details of advances written-off

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Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
76	RAFI MEDICAL STORE RAIL BAZAR MURIDKE	SH MUHAMMAD RAFI 35401-7431627-9	SH MUHAMMAD SHAFI	1,000	964	-	**1,963**	-	-	764	-	**764**
77	JAHENGIR AHMAD VILLAGE BAHARKAY SARGANAY P/O PINDI BHATTIAN DISTT. HAFIZ ABAD	34302-1244805-5	SARANG KHAN	290	641	-	**931**	-	-	511	-	**511**
78	CHEEMA & BROTHERS SHARQI MANDI KALASKE P/O KHAS TEH WAZIRABAD DISTT GUJRANWALA	AHMED NASEER CHEEMA 34104-2347867-7	CH SANA ULLAH CHEEMA	2,000	1,547	-	**3,547**	-	-	1,547	-	**1,547**
79	MITHU KHAD & OIL DEALER V.P.O PATHANKE CHEEMA DISTT. GUJRANWALA	ZAKA ULLAH 34104-0690832-9	MUHAMMAD ANWAR	952	1,080	-	**2,032**	-	-	792	-	**792**
		ARSHAD ULLAH 34104-2971363-3	MUHAMMAD MALIK									
80	HOUSE OF MEDICINES 1404-B PEOPLES COLONY FAISALABAD	MIRZA QAMAR BAIG 33100-0933270-7	MIRZA BASHIR BAIG	956	1,038	-	**1,994**	-	-	1,029	-	**1,029**
81	MUHAMMAD KHALID KHAN MOHALLAH MALOOK KHEL VPO ROKHR I DISTT.MIANWALI	38302-1116757-5	KHAN ZAMAN	804	691	-	**1,495**	-	-	635	-	**635**
82	SHABBIR AHMAD SHABBIR HOUSE NO 245 STREET NO 9 MOHALLAH MAZHAR FAREED COLONY SADIQABAD RAHIM YAR KHAN	31304-8031637-5	BASHIR AHMAD	4,905	2,333	-	**7,239**	-	-	2,198	-	**2,198**
83	DANYAL THEBO VILL.RIP.PO.PEERU LASHARI DISTT.BADIN	41105-4865660-9	ABDUL RAUF	1,008	867	-	**1,875**	-	-	675	-	**675**
84	MUHAMMAD MALIK CHAK NO 66M,P/O CHAK NO 73M, TEHSIL JALAL PUR PIR WALA DISTT. MULTAN	36301-8549427-3	PEER MUHAMMAD	1,194	953	-	**2,146**	-	-	921	-	**921**
85	MUHAMMAD SAFDAR NEW ABADI MAZDOR PULI HOUSE NO 220 STREET NO 2 SAHIWAL	36502-4619816-9	SHEIKH MUHAMMAD ASHRAF	1,619	675	-	**2,295**	-	-	637	-	**637**
86	SARDAR MUHAMMAD WASIF DOGER VILLAGE KAKAR GILL POST OFFICE SAME TEHSIL AND DISTT SHEIKHUPURA	35404-6723320-7	SARDAR MEHBOOB HUSSAIN	984	851	-	**1,835**	-	-	835	-	**835**
87	ZAHID IQBAL VILL LALWAN P/O LALIAN TEH SHAKARGARH DISTT NAROWAL	34502-1605872-9	ABDUL GHANI	800	676	-	**1,476**	-	-	600	-	**600**

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Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
88	ARAIN CORPORATION GRAIN MARKET TEH & DISTT SAHIWAL	MUHAMMAD RAFIQUE 36502-3327221-9	IMAN DIN	2,250	1,962	-	4,212	-	-	1,797	-	1,797
89	AFTAB TRADERS NEAR RAILWAY STATION RAILWAY ROAD GUJRAT	AFTAB AHMED 34201-8927928-3	MUHAMMAD ISHAQ QURESHI	14,699	1,650	-	16,349	-	-	1,650	-	1,650
90	KHUDA BUKSH AWAN VILLAGE MELOKEY P/O TALWANDI BHINDRAN TEH DISTT NAROWAL	34501-2727786-5	ALLAH DITTA AWAN	1,998	1,573	-	3,571	-	-	1,571	-	1,571
91	MUHAMMAD IBRAHIM KHAN HOUSE NO 3704/70 HASSAN PERWANA ROAD COLONY POST OFFICE G P O MULTAN	36302-9148629-3	MUHAMMAD HUSSAIN KHAN	15,000	8,248	-	23,248	-	-	6,748	-	6,748
92	AHMED NAWAZ KHAN CHAH ALAM KHANWALA PO GHUNDI TEHSIL DISTRICT MIANWALI	38302-1207418-9	MUHAMMAD AKBAR KHAN	762	795	-	1,557	-	-	657	-	657
93	RAI MUHAMMAD MUMTAZ SHAHWALA P O DERA JARA TEH SAHIWAL DISTT SARGODHA	38402-1745313-3	ALLAH BAKHSH	900	917	-	1,817	-	-	797	-	797
94	ADNAN BROTHERS SHOP NO.7 AL HUSSAIN CENTER 20.AABKARI ROAD PAPER MKT NEW ANARKALI LAHORE	ABDUL MANAN BABAR 35202-2799926-5	MAQBOOL AHMAD MALIK	1,500	708	-	2,208	-	-	708	-	708
95	MARK TOOLS 20 QADRI CENTRE CHOWK DALGRAN RAILWAY ROAD	HAFIZ MOHSIN 35202-6416677-5	S M AKBAR NAZ	1,500	1,366	-	2,866	-	-	1,366	-	1,366
96	GHAZANFAR AHMAD DUBBER BHATIAIN P/O MANDI SUKHAKP HAFIZABAD GUJRANWALA	34302-1213084-1	SHABEER AHMAD	5,002	1,146	-	6,147	-	-	1,145	-	1,145
97	NADEEM ALI SHOP 64 RAZA ELECTRIC MARKET BRENDRETH ROAD LAHORE	35202-6365547-3	FAQEER HUSSAIN	1,838	579	-	2,417	-	-	579	-	579
98	AL ZAIB PETROLIUM SERVICES NEAR DARBAR KAMAL CHISHTI KASUR	MUHAMMAD IMRAN 35102-7369562-9	HAJI CHIRAGH DIN	1,500	503	-	2,002	-	-	502	-	502
99	ALLAH WASAYA SANDHI WALA, MOHALLAH PATHANWALA LODHRAN	36203-8864297-5	MALIK DUR MUHAMMAD	1,400	1,851	-	3,251	-	-	1,551	-	1,551
100	SYED AKHTER HUSSIAN VILLAGE KOTLI BABA HEERA P/O SATRAH TEHSIL DASKA DISTT SIAL KOT	34601-3984105-7	ABDUL QADIR	1,100	911	-	2,010	-	-	910	-	910

Details of advances written-off

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Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
101	JAVED IQBAL VILLAGE KHAN JAJA P O QILA KALERWALA TEHSIL PASRUR DISTT SIALKOT	34602-4388975-1	RASHEED AHMED	1,007	861	-	**1,868**	-	-	718	-	**718**
102	UBAID MEHMOOD HOUSE R 180 SEC 14 B SHADMAN TOWN NORTH KARACHI KARACHI	42101-1952180-9	MEHMOOD MIAN	893	361	-	**1,254**	249	-	360	-	**608**
103	KENT FOOT WEAR SHOPE C-52 CANTT SHOPING CENTER SADAR HYDERABAD	KHALID MEHMOOD SHAIKH 41304-6186568-9	SHAIKH ABDUL RAZZAQUE	9,958	6,146	-	**16,104**	-	-	4,827	-	**4,827**
104	PIR WARIS SHAH FILLING STATION HOUSE NO 187 ASKARI-9 ZARRAR SHAHEED ROAD LAHORE CANTT	AMANT ALI 35201-7647004-5	BASHIR AHMAD	9,995	2,938	-	**12,933**	-	-	2,933	-	**2,933**
105	MUHAMMAD SALEH SOBHO VILLAGE HAJI MUHAMMAD SOBHO JALALAN I P.O TNADO MUHAMMAD KHAN TULKA & DISTT. T.M. KHAN	41308-5965756-7	SATTAR DINO SOBHO	900	854	-	**1,754**	-	-	604	-	**604**
106	NASEER AHMAD MEHRUM KATHIA CHAK NO 741/GB PIRMAHAL DISTRICT TOBA TEK SINGH	33302-2239104-7	FAAZAL	600	532	-	**1,132**	-	-	532	-	**532**
107	KHAN MUHAMMAD CHAK NO 74A/5-L P.O SAME TEH & DISTT SAHIWAL	36502-2332320-9	BALIA	1,099	1,119	-	**2,218**	-	-	1,118	-	**1,118**
108	SHAHID SULTAN PANJY WALA P/O BARANA TEHSIL LALIAN DISTRICT CHINIOT	33201-6740892-3	KHUDA BAKHSH	300	1,723	-	**2,023**	-	-	1,373	-	**1,373**
109	SANAULLAH VILLAGE UDOFATEH TEHSIL PASRUR DISTT SIALKOT	34602-8013543-7	AHMED DIN	2,399	1,644	-	**4,043**	-	-	1,443	-	**1,443**
110	LASANI AMJAD TRADERS SHOP NO.12/13 GHALLAH MANDI NARANG MANDI TEHSIL MURIDKE	AMJAD ALI 35401-4615402-7	REHMAT ALI	2,499	1,231	-	**3,730**	-	-	1,230	-	**1,230**
111	MUHAMMAD MERAJ MOUZA ALI UD DIN CHAH LAKHWERIAN WALA LUDDAN P O SAME TEH & DISTT VEHARI	36603-1458037-1	HAJI MOHABAT KHAN	900	621	-	**1,521**	-	-	556	-	**556**
112	ATTAULLAH BROHI NEAR HANFIYA MASJID MUHALLA RAILWAY COLONY JACOBABAD	43102-2465331-7	HAJI MIR MUHAMMAD	754	296	-	**1,050**	754	-	296	-	**1,050**
113	SHAHEEN AMEEN ISLAMI COLONY BLK 7 BAHAWALPUR	31301-6537779-2	AMEEN GUL	442	260	-	**702**	442	-	260	-	**702**

Details of advances written-off

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Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
114	SALMAN HOUSE NO 05 STREET NO 5 GHAZAI PARK ASHIQ ABAD NEAR MASJID OUTQAT LAHORE	35202-8784140-3	MUHAMMAD ASLAM	359	192	-	551	359	-	192	-	551
115	ATIF SARFRAZ ELITE POLICE TRAINING SCHOOL BEDIAN ROAD LAHORE	34301-0486363-3	MUHAMMAD SARFRAZ	553	263	-	816	553	-	263	-	816
116	ANEEL SULEMAN H NO J-385 ST NO 7 DHOKE ELAHI BAKHSH RAWALPINDI	37405-6935449-5	ANDERAS LOZALIAM	323	188	-	511	323	-	188	-	511
117	FARMAN ALI AIRPORT RD MEHDABAD COLONY LARKANA	43201-1867914-1	GHULAM RASOOL RAZ ABTO	555	253	-	808	555	-	253	-	808
118	MOHAMMAD SHAFIQUE WAPDA OFFICE SCHEME 2 STELLITE TOWN MIRPUR KHAS	42201-9320750-7	MUHAMMAD ILYAS	333	187	-	519	333	-	187	-	519
119	MUHAMMAD ISHFAQ GRAND PARENT POULTRY PVT LTD 2A AHMAD BLOCK NEW GARDEN TOWN LAHORE	35102-4536479-3	MUHAMAMD RAFIQ	368	157	-	525	368	-	157	-	525
120	ABDUL SATTAR H NO D-3 CHAINA HOUSING COLONY ISKANDERABAD MIANWALI	38401-8387396-5	ABDUL MAJEED	454	196	-	650	454	-	196	-	650
121	KASHIF JAHANGHEER NAIZD FAROOQ HOSPITAL HOUSE NO 2 MOHALA ASIF BLOCK ALLAMA IQBAL TOWN LAHORE	35501-0236393-1	JAHANGHEER MASIH	357	199	-	556	357	-	199	-	556
122	AKHTAR KHAN HOUSE NO B 111 2672 MOHALA MIR SERAJ UD DIN BAHAWALPUR	31202-0314978-3	NAZAR HUSSAIN KHAN	381	183	-	565	381	-	183	-	565
123	USMAN UMER SANTE PHARAMA UDL DISTRIBUTION GUL PLAZA CHARADDA ROAD PESHAWAR	17301-7556083-5	MUHAMMAD UMER	404	213	-	616	404	-	213	-	616
124	ALI FARHAN ZAFAR H NO 558 ST NO B MOHALLAH ZAFAR COLONY SARGODHA	38403-0127147-9	ZAFAR IQBAL	539	91	-	630	539	-	91	-	630
125	WAQAR SHOUKAT 116089 SEW L 05 US APPAREL UNIT 3&420KM OFF FEROZPUR RD GLAXO TOWN ANAM RD LHR	35201-2649680-3	SHOUKAT MASIH	422	231	-	653	422	-	231	-	653

Details of advances written-off

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Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
126	SAMUEL BALOCH P/O SAHOWALA NEAR UNION COUNCIL SIALKOT	34604-0451567-7	BALOCH BHATTI	572	215	-	**787**	572	-	215	-	**787**
127	TAHIR ZIA AND CO MANDI LOHARIAN BAZAR ALMARIAN GUJRANWALA	MUHAMMAD ZIA 34101-5997349-3	MUHAMMAD IBRAHIM	7,500	6,661	-	**14,161**	-	-	6,476	-	**6,476**
128	HUSNAIN MALIK GARMENTS PURANI GHALLA MANDI PATTOKI TEH PATTOKI DISTT KASUR	MAQBOOL HUSSAIN 35202-5658157-7	FAZAL HUSSAIN	2,000	867	-	**2,866**	-	-	866	-	**866**
129	MUHAMMAD ALI KHAN CHAK NO HASSU KAY TEHSIL TANDLIANWALA DISTT FAISALABAD	33106-9619865-1	TAJAY KHAN	1,328	963	-	**2,291**	-	-	741	-	**741**
130	GHULAM GHOUS VILL & POST OFFICE ADAMKE CHEEMA TEH.DASKA DISTT.SIALKOT	34601-9788360-1	MUHAMMAD IQBAL	1,199	1,000	-	**2,199**	-	-	899	-	**899**
131	KHAN OIL MILLS & ICE FACTROY CHAK NO.157-NB SHAH NIKDAR TEHSIL SILLANWALI DISTRICT SARGODHA	AHMED SHER 38405-2264714-9 ZULQURNAIN ASHRAF 33202-3141081-3 MUHAMMAD SHOAIB ZAFAR 38405-2296382-1	KHAN MUHAMMAD MUHAMMAD ASHRAF MUHAMMAD BAKHSH	9,998	2,000	-	**11,998**	-	-	1,998	-	**1,998**
132	MUHAMMAD RIZWAN AHMED AHALI RAWAN CHAK NO 110 SB DAAK KHANA KHAS TEHSIL AND DISTRICT SARGODHA	38403-6297971-1	MUHAMMAD RAMZAN	2,000	1,566	-	**3,566**	-	-	1,341	-	**1,341**
133	GHULAM ABBAS PO LANGAR MAKHDOOM KARIM PUR TEH LALLIAN DISSTT CHINIOT	33402-0439416-9	AHMAD	2,397	829	-	**3,226**	-	-	826	-	**826**
134	MUHAMMAD NAWAZ PO CHAK NO 31 JANUBI CHAK NO 51 BS TEH AND DISTT SARG0DHA	38403-2514158-1	SHAHOO	2,000	852	-	**2,852**	-	-	812	-	**812**
135	CHISHTI ELECTRONICS KASUR ROAD ELLAH ABAD TEHSIL CHUNIAN DISTT KASUR	KHALID NAWAZ 35101-8305441-7	MUHAMMAD MANSHA	1,696	678	-	**2,374**	-	-	574	-	**574**
136	MUHAMMAD TARIQ ALI VILLAGE NATHAL KAY P/O USMAN WALA TEH & DISTT KASUR	35201-1989215-1	SADIQ ALI	1,356	767	-	**2,123**	-	-	767	-	**767**
137	MUNAWAR HUSSAIN VILLEGE TARAGAY WALI P/O SAME SHEIKHUPURA	35404-3593667-9	REHMAT ALI	960	717	-	**1,677**	-	-	577	-	**577**

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Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
138	MUHAMMAD SALEEM MEMON MOHALLA BULARI TALKA BULARI SHAH KARIM DISTT TANDO MUHAMMAD KHAN	41308-5054205-7	HAJI BACHOO	850	661	-	1,511	-	-	511	-	511
139	RASHID JAVED VILL BHAGWANPUR P/O KOTNAINA TEH SHAKARGARH DIST NAROWAL	37405-8246584-1	ZAHOOR AHMAD	800	853	-	1,653	-	-	753	-	753
140	HAJI AHMED SHAH HUSSAIN P/O KHAS TEH NOOR PUR DISTT KHUSHAB	38202-5121980-9	DILAWAR	1,150	723	-	1,873	-	-	566	-	566
141	SAJJAD HUSSAIN MANSOOR H NO B VII 62/83 MOHALA NAZIRABAD COLONY BWP BAHAWALPUR	31202-5906628-3	MIAN NOOR MUHAMMAD	614	193	-	808	614	-	193	-	808
142	MUHAMMAD BILAL NASEER HOUSE NO 02 W9 MADINA TOWN FAISALABAD	33100-8848197-9	CH NASEED AHMED	397	229	-	626	397	-	229	-	626
143	ALI RAZA MAIN ROAD RAZAABAD KHAS CHAK NO 199 MUHALLA MADAR FAISALABAD	33102-1624694-5	SAFDER HUSSAIN	349	188	-	538	349	-	188	-	538
144	SYED KHAWAR ABBAS DAAK KHANA ABBAS NAGR THATTHI KHUDA YAR TEHSIL LALIAN DISTRICT CHINIOT	33201-1652787-9	SYED AZHAR HUSSAIN SHAH	479	722	-	1,201	-	-	501	-	501
145	SAJID ALI CHAK NO 249 JB SYED WALA TEHSIL BHOWANA DISTT CHINIOT	33201-5338191-1	LAL KHAN	2,500	982	-	3,482	-	-	672	-	672
146	ABID HAMEED KHAN VILLAGE KHUSHHAL GRAH P/O ZAFARWAL TEHSIL ZAFARWAL DISTT NAROWAL	34501-7320414-3	ABDUL HAMEED KHAN	1,358	1,257	-	2,616	-	-	1,191	-	1,191
147	MUHAMMAD RIAZ H NO 12/6 CAMP 7 PAF BASE MASROOR KARACHI	36202-8634638-3	MUHAMMAD YASEEN KHAN	514	175	-	689	514	-	175	-	689
148	MARINA ASGHAR HOLY FAMILY HOSPITAL SATTLITE TOWN RAWALPINDI	37303-8970932-0	S M ASGHAR	546	267	-	812	546	-	267	-	812
149	RAJA SIMAB KHAN KAT TARHALA TEH AND DIST MUZAFFARABAD	82203-8805393-9	SHAH ZAMAN KHAN	587	101	-	688	587	-	101	-	688
150	ABDUL REHMAN QURESHI HOUSE NUMBER 6 GALI NUMBER 8 MOHALA MOHANI ROAD LAHORE	35202-6875679-3	MOIN QURESHI	482	258	-	741	482	-	258	-	741

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
151	SHARIF RAZA BALOCHISTAN RESIDENTIAL COLLEGE UTHAL QUETTA	52203-7185003-1	WALI MUHAMMAD	434	253	-	**687**	434	-	253	-	**687**
152	BASHRAT HUSSAIN SYALYAN KATHARPO NEW AFZAL PUR KOTLI	81203-1661326-5	M HUSSAIN	428	148	-	**577**	428	-	148	-	**577**
153	MUHAMMAD SHAHBAZ QUALITY CONTROL 754826 M BLOCK GULBERG III LAHORE	35201-6933135-7	MUHAMMAD ALI	699	322	-	**1,021**	699	-	322	-	**1,021**
154	MUHAMMAD TASLEEM ASLAM KOHINOOR MILLS LIMITED 8TH KM MANGA RAIWIND ROAD KASUR	31102-9813223-1	MUHAMMAD ASLAM KHAN	358	173	-	**531**	358	-	173	-	**531**
155	ABID JAVED ABID JAVED HOUSE # 129-B SHAMSHABAD COLONY MULTAN	36502-3167004-7	MUHAMMAD ASLAM	585	140	-	**725**	585	-	140	-	**725**
156	QAISAR KHAN JUBILEE FAMILY TAKAFUL 2ND FLOOR SAMAD PLAZA UNIVERSITY ROAD PESHAWAR	21201-3993469-9	MEHRABAN SHAH	599	224	-	**822**	599	-	224	-	**822**
157	HOOBDAR HUSSAIN IBDAL PO KHAS TEH BHALWAL	38401-3999883-3	FAIZ MUHAMMAD	347	196	-	**543**	347	-	196	-	**543**
158	SYED ZAKA UD DULLAH HAMDARD MOH GARHI SHAHDOLA T/D GUJRAT	34201-0334499-3	SHUJA UD DOULA	586	300	-	**886**	586	-	300	-	**886**
159	KHAWAJA SHAHARYAR ANSARI HOSUE NO A 150 BLOCK 4A SCHEME NO33 ABBAS TOWN GULISTAN E HIJRI KARACHI	42201-8307809-1	KHAWAJA ASGHAR	340	195	-	**535**	340	-	195	-	**535**
160	SAMI ULLAH BARRACK 1 PLATOON NO 438 FC LINE MANZAI	14202-1324253-5	DARYA KHAN	429	220	-	**649**	429	-	220	-	**649**
161	MUHAMMAD FAHEEM HOUSE NO 28 STREET NO 02 NASHEMAN TOWN ATTARI SAROBA LAHORE	35201-6702560-7	NASIR KHAN	455	198	-	**654**	455	-	198	-	**654**
162	RIZWAN ALI KUNBHAR VILLAGE VEHRO SHARIF PO UMERKOT REHRO THAR	44401-3430945-5	M ACHAR	745	117	-	**862**	745	-	117	-	**862**
163	NOMAN TARIQ NUST CENTRAL LIBRARY SEC H-12 ISLAMABAD	37105-0228154-7	TARIQ MEHMOOD	351	154	-	**505**	351	-	154	-	**505**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
164	NAVEED AHMAD HOUSE 4-A US RESIDENT COLONY 3 KM DEFENCE ROAD RAIWIND ROAD LAHORE	35404-4240441-9	MUHAMMAD ASGHAR	674	314	-	989	674	-	314	-	989
165	YASIR JAVED NO9 MR SQN PAF BASE MUSHAF SARGODHA	37405-2221171-1	JAVEED IQBAL	425	139	-	564	425	-	139	-	564
166	MUHAMMAD IJAZ VILLAGE LADHEKEY PO KHAS TEH DISTT LAHORE	35202-7378853-7	MUHAMMAD NISAR	388	155	-	543	388	-	155	-	543
167	ANWAR UL HAQ H NO 7 ST NO 9 BLOCK B EDEN VALUE HOME OPP HONDA GATEWAY MAIN MULTAN ROAD LAHORE	35301-4174724-7	MUHAMMAD NAWAZ	346	160	-	506	346	-	160	-	506
168	EJAZ ALI H NO SN 72 AWAN COLONY DHOK KALA KHAN RAWALPINDI	35200-9425732-1	MEHR IMAM DIN	402	227	-	629	402	-	227	-	629
169	GULRAIZ KHAN UNIV OF KOLTI, KOTLI	81202-0664172-3	NAJEEB ULLAH KHAN	378	127	-	505	378	-	127	-	505
170	WALEED SABIR C/O FAZLE RABI GENERAL STORE ALSAIF PLAZA GOJRA MUZAFARABAD AJK	82203-2280412-5	SABIR HUSSAIN QURESHI	328	186	-	514	328	-	186	-	514
171	RANA UMAIR SHABBIR H NO 546 Q BLK JOHAR TOWN LAHORE	35202-2553486-7	RANA SHABBIR AHMED KHAN	648	366	-	1,013	648	-	366	-	1,013
172	NAZIR MASIH H NO 340 STREET NO 15 GUL BAHAR COLONY LAHORE	35201-1296230-5	NARLTON	444	249	-	693	444	-	249	-	693
173	JAVED IQBAL CHAK 93/12-L P/O SAME TEHSIL CHICHAWATNI DISTT SAHIWAL	36501-4846358-3	MUHAMMAD SIDDIQ	900	1,018	-	1,918	-	-	793	-	793
174	WAQAR ALI HOUSE NO 03 HEAD QUARTER POLICE LINE PESHAWAR	17301-4867103-1	ALAMDAR HUSSAIN	382	201	-	583	382	-	201	-	583
175	INAYAT HUSSAIN SHAH HOUSE NUMBER D263 MUHALLAH MIANWALI MOWACH GOTH HUB RIVER RD BALDIA TOWN KARACHI	51507-8636283-9	KIFAYAT HUSSAIN SHAH	388	225	-	613	388	-	225	-	613
176	SAJJAD MASIH QTR NO 20 LODHI CAMP PAF BASE LAHORE	45505-0360270-5	CHAMAN MASIH	488	153	-	641	488	-	153	-	641

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
177	ABDUL TOUFEEQ IMTIAZ SUPER STORE MAIN SHARF ABAD ROAD KARACHI	41304-6664747-3	ABDUL RAFEEQ SHAIKH	345	188	-	**533**	345	-	188	-	**533**
178	SUNDAS HOUSE NO. L-796 SECTOR 5/L NORTH KARACHI, KARACHI	42501-6594651-6	MUHAMMAD SALEEM	427	184	-	**610**	427	-	184	-	**610**
179	KHALID HUSSAIN HOUSE NO 03 IST FLOOR STREET NO.1 AL REHMAN BUILDING BIHAR COLONY KARACHI	42201-3960831-9	GHULAM HUSSAIN	411	232	-	**643**	411	-	232	-	**643**
180	ALI HASSAN HOUSE NO 507, ST # 31, ASKARI 9, ZARAR SHAHEED ROAD, LAHORE CANTT.	36302-8989377-5	SH SALEEM AKHTAR	505	223	-	**728**	505	-	223	-	**728**
181	MANTHAR HUSSAIN FLAT NO 303 KHURSHEED TOW N HALA NAKA HYDERABAD	41307-3716739-1	KHADAM HUSSAIN	653	319	-	**972**	653	-	319	-	**972**
182	SAJJAD ABBAS ASF COLONY PANJGUR AIRPORT PAK MULTAN	32103-6054419-7	GHULAM ABBAS	512	336	-	**848**	512	-	336	-	**848**
183	AMIR ALI SNPC PLANT INDUSTRIAL ESTATE MULTAN	35202-2308574-7	MUHAMMAD INAYAT	387	158	-	**545**	387	-	158	-	**545**
184	MUHAMMAD SHAHID EXTENSION BLOCK DEFENCE VIEW HOUSE 141 ST 5 JARANWALA FAISALABAD	33104-7055238-1	BASHIR AHMED	485	208	-	**693**	485	-	208	-	**693**
185	ABDUL BASIT H 2 MOH AFZAL SHAH COILONY NAWAB SHAH	45402-3504750-3	M JAMALI	434	237	-	**671**	434	-	237	-	**671**
186	MUHAMMAD AMIR KHAN MUHALA EID GAA WARD NO 2 STREET MUSHTAQ HOTLE WALI NEAR WARYA CLINIC LODHRAN	36203-6043164-3	ABDUL KHALIQ	471	234	-	**705**	471	-	234	-	**705**
187	MIRZA FARHAN BAIG FLAT NO 79 TOWER 4 BEHRIA TOWN BAHOTA APARTMENT KARACHI	41304-6188693-7	MIRZA ATHESHAME	1,021	540	-	**1,562**	1,021	-	540	-	**1,562**
188	ADIL MEHMOOD P O DOKHUA TEHSIL GUJARKHAN RAWALPINDI	37401-0148280-9	MEHMOOD HUSSAIN	462	237	-	**699**	462	-	237	-	**699**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
189	TAHIR IQBAL HOUSE NO 9/4 C BLOCK C SATELLITE TOWN RAWALPINDI	37405-0226089-5	KHUSHI MASHI	619	305	-	**924**	619	-	305	-	**924**
190	ALAMGIR BALAL HANDS(HEALTH AND NUTRITION DEV SOC) VEHRO BYPASS VEHRO SHARIF TEHSIL AND DSIT UMERKOT	41301-8904548-5	AZEEM KHAN BILAL	440	247	-	**687**	440	-	247	-	**687**
191	MUHAMMAD ASIF OUTFITTERS STORE DEFENCE ROAD TOWARDS FEROZPUR ROAD NEAR DHA RAHBAR PHASE XI LAHORE	35202-7512994-5	NAZIR AHMAD	517	150	-	**666**	517	-	150	-	**666**
192	MUHAMMAD IKRAM HILALPUR PO KHAS TEH KOTMOMIN DISTT SARGODHA	38406-0497327-1	ZAFAR HUSSAIN	996	806	-	**1,803**	-	-	673	-	**673**
193	UMER HAYAT VILLAGE MACHANA POST OFFICE BADDOMALHI TEHSIL AND DISTRICT NAROWAL	34501-4188948-7	ASAD ULLAH KHAN	2,200	1,217	-	**3,417**	-	-	917	-	**917**
194	MUHAMMAD AMIN CHAK LADHAYWAL P/O BASIRPUR TEHSIL DEPALPUR DISTT, OKARA	35301-1940740-1	MUHAMMAD MUSA	546	1,569	-	**2,115**	-	-	1,365	-	**1,365**
195	WASEEM OIL TRADETRS HASILPUR KANAL NEIMI TALLAR ROAD CHAK NO.18 PO KHAS TEH HASIL PUR BAHAWALPUR	FAZAL HUSSAIN 31203-7426315-9	DIL MOHAMMAD	3,809	1,116	-	**4,925**	-	-	1,115	-	**1,115**
196	CH.ABDUL MAJEED PSO PETROLPUMP FAISAL COLONY PASRUR DISTT SIALKOT	34602-1490432-7	GHULAM MUHAMMAD	1,100	1,189	-	**2,289**	-	-	1,039	-	**1,039**
197	SHAH DEEN VILLAGE KOT RAJKOUR POST OFFICE GUNNA KALAN TEH AND DISTT SIALKOT	34603-0410336-1	HASHAM DEEN	999	582	-	**1,581**	-	-	581	-	**581**
198	M AKRAM NADEEM CHAK NO 388 JB POST OFFICE SAME TEHSIL & DISTT TOBA TEK SINGH	33303-2184109-5	GHULAM NABI	1,800	1,604	-	**3,404**	-	-	1,604	-	**1,604**
199	PAK KASHMIR LEATHER COMPLEX VILLAGE AND PO BARATLA DISTT KOTLI AK	ABID HUSSAIN 81202-5741867-3	SAID MUHAMMAD	9,911	1,184	-	**11,095**	-	-	1,184	-	**1,184**
200	CH ALI NAWAZ KHAN NAWAZ CHAK SHAH NAWAZ KHANWANA WALA P/O SUKH PUR TEHSIL DEPAL PUR DISTT.OKARA	35301-2000633-9	ALLAH NAWAZ	988	1,142	-	**2,130**	-	-	1,030	-	**1,030**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
201	MUHAMMAD AKRAM HOUSE NO. 158/82 CHINIOT MORE KOT SAI SINGH TEH & DISTT JHANG	33202-1335040-9	CHIRAGH DIN	900	636	-	**1,536**	-	-	636	-	**636**
202	MALIK GHULAM ABBAS 11-ZIKRIA TOWN BOASAN ROAD MULTAN	36302-0631340-7	MALIK MUHAMMAD BAKHSH	1,994	1,651	-	**3,645**	-	-	1,645	-	**1,645**
203	SAJID HUSSAIN BASTI PEER MUBARAK MULTAN SHUJABADS SHUJABAD MULTAN	36304-6811083-5	DEEN MUHAMMAD	464	67	-	**531**	464	-	67	-	**531**
204	JAMAL AHMAD 126 /3 QUAID E AZAM INDUSTRIAL STATE KOT LAKH PAT LAHORE	37405-7152216-1	LAL DIN	378	178	-	**556**	378	-	178	-	**556**
205	NAFEES ASGHAR PO BEHRA HATHI WIND BHALWAL DISTT SARGODHA	38401-0194197-9	SYED ASGHAR ALI SHAH	557	140	-	**697**	557	-	140	-	**697**
206	MUHAMMAD HAYAT IMAM BUX BUGTI NEAR NADRA OFFICE TEHSIL SUI DISTRICT DERA BUGHTI	55101-4914651-5	BAHAR KHAN	551	268	-	**819**	551	-	268	-	**819**
207	LAL HAN LABOUR QTR DERA BUGHTI	55103-6321134-9	DUR MUHAMMAD	386	228	-	**613**	386	-	228	-	**613**
208	MUAZZAM ALI AWAN P-264 STREET NO 03 NAWABAN WALA FAISALABAD	33100-0990778-1	MUHAMMAD AFZAL HUSSAIN	637	181	-	**818**	637	-	181	-	**818**
209	ULFAT ALI CHAK 2 KB PO PAK PATTAN TEH AND DIST PAK PATTAN PAKISTAN	36402-0821269-9	NAZAR KHAN	544	336	-	**880**	544	-	336	-	**880**
210	SAEED ANWER A.J DAIRY FARM P/O SHORKOT CANTT RAKH KAKKI KOHNA TEHSIL SHORKOT DISTT JHANG	33203-5324890-1	MUHAMMAD ANWER	346	167	-	**513**	346	-	167	-	**513**
211	SHAHANSHAH MUHALLA EID GAH NAUERO TALUKA RATDERO DIST LARKANA	42201-4680865-1	ARIZ MUHAMMAD SHAH	422	175	-	**597**	422	-	175	-	**597**
212	SHAMILA VILLAGE LASHKARI CHANDIO P O KAMMBER ALI KHAN KAMBER SHAHDAD KOT	43402-0744039-4	MUHAMMAD MALOOK	363	176	-	**539**	363	-	176	-	**539**
213	USMAN MASIH IDEAS GULL AHMED STORE 189 F PIA HOUSEING SOCIETY WAPDA TOWN LAHORE	35202-0794426-3	MASIH KALA	337	180	-	**517**	337	-	180	-	**517**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
214	RIAZ AHMED STREET # 04 MUHALLA ATTA KALEEM COLONY TEH SADIQ ABAD RAHIM YAR KHAN	31304-2998305-7	GHULAM HUSSAIN	483	247	-	**730**	483	-	247	-	**730**
215	EHSAN ULLAH PO KHAS CHAK NO 6 NB TEHSIL DISTT SARGODHA BHALWAL	38401-1694751-1	M MUNIR	344	204	-	**548**	344	-	204	-	**548**
216	MUHAMMAD SHAKEEL POST OFFICE SAME CHAK NO 360/W B TEH DUNYA PUR DISTT LODHRAN	36201-2669757-1	MUHAMMAD MANZOOR	540	261	-	**802**	540	-	261	-	**802**
217	ASAD MEHMOOD RAJO P.O BADIANA TEH & DISTT SIALKOT	34603-2914637-5	NASIR MAHMOOD	1,803	1,122	-	**2,925**	-	-	1,025	-	**1,025**
218	SALAHUDDIN KHAN HOUSE NO A-M1801UHALLAH SHAHRA-E-FAISAL SEA BREEZE PLAZA CLIFTON CANTT KARACHI	42301-0994706-3	FATAH MUHAMMAD KHAN	1,091	770	-	**1,862**	-	-	699	-	**699**
219	ARIF AGENCIES TAXILA	ARIF BUTT 37406-4200479-1	MUHAMMAD IBRAHIM	5,000	904	-	**5,904**	-	-	904	-	**904**
220	IRFAN AKBAR VILL.BHETAY WAD P.OFFICE SALLO KEY TEH.DASKA DISTT.SIALKOT	34601-3015909-3	AKBAR ALI	1,000	977	-	**1,977**	-	-	827	-	**827**
221	MUHAMMAD SADIQ VILL AND P O KAKRALI TEH KHARIAN DISTT GUJRAT	34202-0756788-5	FATEH DIN	2,483	2,045	-	**4,527**	-	-	2,045	-	**2,045**
222	MUHAMMAD IMRAN KORAY KOT P.O KHAS TEHSIL KOT MOMIN SARGODHA	38406-0344429-3	MUHAMMAD RIAZ	718	895	-	**1,613**	-	-	788	-	**788**
223	TAIMUR ALI TIWANA MOHALLAH, QAZIAN WALAN, MITHA TIWANA, TEHSIL AND DISTT KHUSHAB	38403-0207793-7	M ZUBAIR TIWANA	2,390	2,524	-	**4,914**	-	-	2,264	-	**2,264**
224	ZULIFQAR ALI THATTA TAHIR KA P/O SHREEN TEH OKARA DISTT OKARA	35302-6616368-7	MUHAMMAD ALI	3,500	686	-	**4,186**	-	-	686	-	**686**
225	MUHAMMAD AFZAL VILL MAHAL CHANAWAN P/O SAHOWALI CHAMRANGAN TEH DISTT SIALKOT	34603-2150365-5	NOOR AHMED	1,998	1,641	-	**3,639**	-	-	1,639	-	**1,639**
226	MUHAMMAD NASIR WAHEED HOUSE NO KH 611 STREET NO 06 SHABBIR LANE OPPSITE PEPSI WARE HOUSE PESHAWAR ROAD RAWALPINDI	35202-2385498-7	ABDUL WAHEED	656	353	-	**1,008**	656	-	353	-	**1,008**

Details of advances written-off

ANNEXURE II

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Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
227	TAHIR KABEER NOSHERA RD ST NO 5 MOH MUHAMMAAD NAGAR GUJRANWALA	34101-0903953-1	KABEER	425	181	-	**605**	425	-	181	-	**605**
228	ATIF ALI KHAN HOUSE NO 798/6-B MODEL TOWN B KARBALA RD BAHAWALPUR	31202-6759044-3	LIAQAT ALI KHAN	500	240	-	**740**	500	-	240	-	**740**
229	MANZOOR AHMED MOHALLA NAYABAD NEAR AIRPORT RD GAWDER DIST QUETTA	51503-0740392-5	HADAYAT ULLAH	385	152	-	**537**	385	-	152	-	**537**
230	MOHAMMAD AQEEL SHAH TIBA GAMME SHAH P/O TIBA MEHERBAN TEHSIL PIPLAN DISTT MIANWALI	38303-6515547-3	SYED MUHAMMAD SHAH	700	1,004	-	**1,704**	-	-	904	-	**904**
231	MUNAWAR KHAN VILLAGE MUSAPUR PO KOT NAINAN TEH SHAKERGARH DISTRICT NAROWAL SIALKOT	34502-5838780-1	MUHAMMAD KHAN	1,430	2,353	-	**3,783**	-	-	2,093	-	**2,093**
232	ABDUL GHAFAR CHIYANWALI P.O SATRAN TEHSIL DASKA DISTRICT SIALKOT	34601-8085505-9	SABIR KHAN	2,100	724	-	**2,824**	-	-	724	-	**724**
233	CAR CLUB CAR CLUB PINDI BY PASS MAIN GT ROAD GUJRANWALA	SAJJAD AMIR 34101-2079502-9	ZULFIQAR AHMED	9,500	4,725	-	**14,224**	-	-	3,764	-	**3,764**
234	PERVEZ AKHTAR HEGARWALA,PO KHAS,GUJRAT SARGODA RD TEH PHALIA DISTT MANDI BAHAUDDIN	34403-1955630-1	MUHAMMAD INAYAT	1,500	1,318	-	**2,817**	-	-	1,317	-	**1,317**
235	HASSAN IRFAN BHIRI KHURD NEAR SARDAR SHAKEEL DEERA TEHSIL NOSHEHRA VIRKAN DISTRICT	34103-3534254-9	IRFAN AHMED	346	807	-	**1,153**	-	-	553	-	**553**
236	MUHAMMAD USMAN MANDIALA PO CHOBARA TEH PASROOR DISTT SIALKOT	34602-0412402-5	MANZOOR AHMED	999	1,918	-	**2,917**	-	-	1,727	-	**1,727**
237	MUHAMMAD YOUSAF P O DOGRI HARIAN TEH PASRUR DISTT. SIALKOT	34602-9683418-1	ABDUL LATIF	1,150	1,252	-	**2,401**	-	-	1,101	-	**1,101**
238	MUHAMMAD ARFAN CHEEMA VILL DILAWAR CHEEMA P/O SAME TEH WAZIRABAD	34104-3659525-3	MUHAMMAD HUSSAIN	761	1,077	-	**1,838**	-	-	938	-	**938**

Details of advances written-off

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Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
239	FAQIR MOHAMMAD CHAK NO 327/HR P/O MAROOT TEHSIL FORT ABBAS DISTT BAHAWAL NAGAR	31103-1156070-3	MUHAMMAD RAMZAN	3,233	604	-	3,837	-	-	604	-	604
240	MUHAMMAD AFTAB MOUZA GULHARI P/O ASHRAF SHAH TEH MAILSI DISTT VEHARI	36602-1991032-1	MUHAMMAD ARSHAD	4,000	1,457	-	5,457	-	-	1,457	-	1,457
241	ALI RAZA KHAN H NO 20 ST NO 32 ZAKARYA TOWN BOSAN ROAD MULTAN	36602-1422403-3	GHULAM MURTAZA KHAN	2,003	1,578	-	3,581	-	-	1,578	-	1,578
242	CHAUDHRY WEAVING FACTORY REHMANABAD GULSHAN SIZING WALI GALI GHULAMABAD FAISALABAD	MUHAMMAD SALEEM 33100-3484452-7	SALAMAT ALI	2,000	807	-	2,807	-	-	807	-	807
243	MUHAMMAD HANIF CHAK NO 29/14 L P/O CHAK NO 92/12 L TEHSIL CHICHAWATNI DISTT SAHIWAL	36603-1453064-5	KHUSHI MUHAMMAD	1,650	1,376	-	3,026	-	-	1,376	-	1,376
244	RAZA ASKARI HOUSE NO B-1105 ALPINE PLAZA BLOCK 10 GULISTAN E JOHAR KARACHI	42201-1263017-3	SYED SHAHID HASSAN	1,796	517	-	2,314	496	-	517	-	1,014
245	ATIB UL HASSAN 3RD FLOOR DIN ZAMEEN.COM BLUE AREA ISLAMABAD	82302-7554407-3	MUHAMMAD AKHTAR KHAN	1,223	312	-	1,534	437	-	310	-	747
246	MUHAMMAD YOUNIS GOVT MODEL PRIMARY SCHOOL ANNOKI TEHSIL AND DISTT BAHAWALNAGAR	31101-0497136-9	MANZOOR AHMAD	1,799	1,208	-	3,007	-	-	1,207	-	1,207
247	GHULAM ABBAS CHAK NO 438 JB PO KHAS TEH GOJRA DISTT TOBA TEK SINGH	33301-4242850-1	GHULAM ALI	1,300	1,311	-	2,611	-	-	1,311	-	1,311
248	AHMAD YAR MOZA SALARY P/O CHINIOT TEHSIL & DISTT CHINIOT	33201-9331741-5	NOOR MUHAMMAD	3,000	1,701	-	4,701	-	-	1,701	-	1,701
249	AKHTAR ALI MEHMOOD HOUSE NO 4 STREET NO 2 SAKHI SARWER COLONY RAHIM YAR KHAN	31303-7188868-9	ALLAH DITTA	1,298	1,408	-	2,706	-	-	1,081	-	1,081
250	JAWAD AHMED MALIK VACCINE HOUSE NW-695/2 OPPOSITE KALI TANKI,SAID PUR ROAD RAWALPINDI	37405-4637403-3	MALIK MUSHTAQ AHMED	29,369	5,481	-	34,851	-	-	5,481	-	5,481

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
251	HASEEB DAIRY FARM SHAH ROAD HOUSE NO 138 STREET NO.2 MOHLA ASKRIA COLONY MULTAN CANT TEHSIL DISTT BAHAWALPUR	HASEEB HASSAN 36302-3606073-7	MUHAMMAD HASSAN PIRZADA	2,000	1,577	-	**3,578**	-	-	1,478	-	**1,478**
252	GHULAM MUHAI-U-DIN MOUZA GULHARI P/O ASHRAF SHAH TEH. MAILSI DISTT. VEHARI	36602-6044608-5	MUHAMMAD AMEER	1,009	913	-	**1,921**	-	-	791	-	**791**
253	MUHAMMAD ASHRAF GONDAL DHORI PO KHAS PHULARWAN TEH BHALWAL DISTT SARGODHA	38401-0286186-7	CHAUDHARY MUHAMMAD NAWAZ	2,134	2,556	-	**4,690**	-	-	2,390	-	**2,390**
254	HASSAN JAVAID CHATHA GALI PATWARIAN, MOHALLAH ABU BAKAR TOWN, KOTHI BARKAT RAM, SIALKOT ROAD GUJRANWALA	34101-5767031-9	JAVAID IQBAL CHATTA	3,000	651	-	**3,651**	-	-	651	-	**651**
255	CH EHSAN ULLAH VILLAGE BARRI WALA SAIRY TARAR P/O BARRI WALA DISTT HAFIZABAD	34301-4557425-5	MUHAMMAD INAYAT	1,098	1,039	-	**2,137**	-	-	1,037	-	**1,037**
256	GHULAM DASTAGIR CHAK NO 190 NB JHAMTANWALA TEH AND DISTT SARGODHA	38403-2763269-1	SULTAN AHMED	1,651	2,222	-	**3,873**	-	-	2,132	-	**2,132**
257	SUN SHINE BROKER SHAMA TRADING CO SUKPUL ROAD SHIKARPUR	SARWAN KUMAR 43304-6485000-5	WASHOO MAL	6,982	3,100	-	**10,081**	-	-	2,646	-	**2,646**
258	SAJID IMRAN SHAIR GARAH KHURD P/O KAMOKE TEHSIL KAMOKI DISTT GUJRANWALA	34102-5894797-5	BASHARAT ALI	1,100	2,776	-	**3,876**	-	-	2,336	-	**2,336**
259	MOHAMMAD ASGAR KHAN CHAK QUDRAT ALLAH P/O CHAK BADI DISTT PAKPATTAN	36502-9601602-9	ISHAQ MOHAMMAD	2,000	1,073	-	**3,073**	-	-	1,073	-	**1,073**
260	MANSAB CORPORATION KASSESEY ROAD JALAL PUR BHATTI AN TEH PINDI BHATTIAN	MANSIB ALI 34302-1220878-3	AHMAD KHAN	1,000	1,591	-	**2,591**	-	-	1,356	-	**1,356**
261	GHULAM MUHMMAD KHARA MOHALLAH GAMY KHAIL SHAH HUSSAIN P/O KHAS TEH NOORPUR DISTT KHUSHAB	38202-1262898-9	MIAN NAMDAR	1,300	838	-	**2,138**	-	-	638	-	**638**
262	AZHAR FEED SUPLIER JHUNDI CHONTARA TEHSIL SAMAHNI DISTT BHIMBER AJK	AZHAR IQBAL 81103-7620094-7	CH MUHAMMAD ALI	2,000	1,012	-	**3,012**	-	-	1,012	-	**1,012**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
263	QAISER RIAZ P/O SAME NATHU SIVIA TEHSIL NOWSHERA VIRKAN DISTT GUJRANWALA	34103-2807198-9	MUHAMMAD RIAZ	898	924	-	1,822	-	-	641	-	641
264	MILLAT TRADERS C/O BISMILLAH RICE MILLS QILA KALAR WALA ROAD BADDOMALHI TEH & DISTT NAROWAL	MIAN MUSSADAQ SAGHEER 34501-1904019-5	MIAN MUHAMMAD SADIQ	3,257	2,144	-	5,401	-	-	2,144	-	2,144
265	ALIA KALSOOM CHAK NO 9/JB BHOLEWA PO CHAK 100/JB TEH AND DISTT FAISALABAD	33100-0616071-8	SAEED ASLAM GILL	894	809	-	1,703	-	-	603	-	603
266	ZAHID MEHMOOD CHAK NO 395 JB PO KHAS TEHSIL TOBA TEK SINGH DISTT. TOBA TEK SINGH	33303-0133993-9	MUHAMMAD IBRAHIM	5,797	686	-	6,483	-	-	686	-	686
267	M AFZAL TRADERS SHOP NO 244 A NEW GRAIN MKT DIJKOT ROAD FAISALABAD	MUHAMMAD ZEESHAN AFZAL 33100-6241747-3	MUHAMMAD AFZAL	10,000	3,731	-	13,731	-	-	3,731	-	3,731
268	BISMILLAH DISTRIBUTION H.NO.C-128 MOHALLA SIKANDAR BHATTI JILANI ROAD SUKKUR	HARIS AHMED KHOKHAR 45504-3590225-1	SHABIR AHMED	4,154	1,730	-	5,884	-	-	1,730	-	1,730
269	ZAHID MEHMOOD WATTOO BASTI MUHAMMAD PUR SANSARAN POST OFFICE SAME TEHSIL MINCHINABAD	31105-3674844-9	MUHAMMAD AFZAL WATTOO	893	772	-	1,665	-	-	595	-	595
270	HAMAND CHAK NO 379/GB P.O CHAK NO 378/GB TEHSIL JARANWALA DISTT FAISALABAD	33104-5413450-3	MUTAL	578	602	-	1,180	-	-	602	-	602
271	WAQAR NADEEM SHABANA YOUSAF E SER MOHALLAH EID GAH WARBURTON DISTT NANAKANA SAHIB	35402-2017907-7	MUHAMMAD ALI	719	938	-	1,656	-	-	938	-	938
272	NASEER AHMED VILL DALIWALA P/O SATRAH SANDU AN TEH DASKA DISTT SIALKOT NEAR GIRLS COLLEGE SATRAH	34601-0757537-5	ZAFAR AHMED	2,500	2,293	-	4,793	-	-	1,782	-	1,782
273	HAMMAD HASAN VILLAGE AND P/O CHANGI TEH DASKA DISTT SIALKOT	34601-8091689-7	SHAHID MEHMOOD NAGRA	2,030	2,269	-	4,299	-	-	2,024	-	2,024
274	AMANULLAH VILL HAMEEDPUR BASRAWAN P/O BHAGIAN TEH MURIDKE DISTT SHEIKHUPURA	35401-1856306-1	INAYATULLAH	2,500	1,411	-	3,911	-	-	1,281	-	1,281

Details of advances written-off

ANNEXURE II

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Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
275	AHMED KHAN MOUZA BAKHSHU OKARA	35302-1882690-3	MUHAMMAD ASHIQ	460	541	-	**1,001**	-	-	541	-	**541**
276	MUHAMMAD RAMZAN MOUZA SAHAB LANGRA PO SARIA SADDUH TEH KABIRWALA DISTT KHANEWAL	36102-1854116-3	SHAMIR KHAN	450	863	-	**1,313**	-	-	768	-	**768**
277	SCHONTECH STREET NO.1.KATAR BUND INDUSTR IAL ESTATE THOKAR NIAZ BAIG OFF MULTAN ROAD LAHORE	KHALIL AHMAD 35202-6663717-7	MUHAMMAD AHMED	8,483	8,593	-	**17,076**	-	-	2,943	269	**3,212**
278	IFTIKHAR AHMED VILLAGE CHAO KEY KALAN.P.O. BEGOWALA TEHSIL SAMBRIAL DISRICT SIALKOT	34601-0749279-9	MUHAMMAD HUSSAIN	360	1,908	-	**2,268**	-	-	1,665	-	**1,665**
279	HASSAN SANAULLAH H # 143-D PIA HOUSING SOCIETY NEAR WAPDA TOWN LAHORE	90702-3886058-3	CHAUDHARY SANAULLAH	1,500	927	-	**2,427**	-	-	764	-	**764**
280	MISBAHULLAH GHALLA MANDI TANGI TANGI BARZAI P/O TANGI TEH TANGI DISTRICT CHARSADDA	MISBAH ULLAH 17102-1134490-7	KARIMULLAH	957	1,243	-	**2,200**	-	-	1,132	-	**1,132**
281	MUHAMMAD ZAMAN TARAR AL HUSNAIN CNG PETROLIUM VANIKEY TARAR ROAD HAFIZABAD	34301-8546464-5	MUHAMMAD INAYAT	2,754	1,882	-	**4,637**	-	-	1,881	-	**1,881**
282	RANA MOHAMMAD SAFDAR VILLAGE MOOSA DOUGEL P/O QILA DIDER SINGH DISTT GUJRANWALA	34101-3563559-7	MUHAMMAD YASEEN	1,491	1,978	-	**3,469**	-	-	1,669	-	**1,669**
283	MUHAMMAD SARWAR FATEH PURI MURIEDKAY TEHSIL FEROZWALA DISTT SHEIKHUPURA	35405-0357901-3	GHULAM NABI	1,491	1,355	-	**2,845**	-	-	1,195	-	**1,195**
284	MUHAMMAD ILYAS VILL GALHAM P/O PIND KAMAL KHAN TEH & DISTT HARIPUR	13302-6906763-9	MUHAMMAD DIN	2,000	658	-	**2,658**	-	-	508	-	**508**
285	GHULAM RASOOL HOUSE NO 75 STREET NO 2 MUHALLA GHULAM HAIDER SHAH COLONY NAWAB SHAH	45402-0955882-5	RAB NAWAZ KHAN	1,499	2,075	-	**3,575**	-	-	2,075	-	**2,075**
286	NADEEM BROTHERS H.NO.21/22 MOHALLAH HUSSAINABAD SADDAR ROAD PESHAWAR CANTT.	NADEEM IQBAL MIRZA 17301-9349554-1	MIRZA IQBAL BAIG	9,450	3,451	-	**12,901**	-	-	3,451	-	**3,451**
287	KHURRAM TRADERS SHOP NO W 141 MAIN NANKARI BAZAR RAWALPINDI	KHURRAM KHURSHID 37405-0250727-5	SHEIKH KHURSHID AHMED	5,000	750	-	**5,750**	-	-	750	-	**750**

Details of advances written-off

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Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
288	INAM ULLAH VILLAGE MADINA TOWN BARATH P.O SAME TEH & DISTT SIALKOT	34603-6182617-3	CH FAIZ ALI	1,500	1,121	-	**2,621**	-	-	1,016	-	**1,016**
289	MUHAMMAD RAMZAN ABU BAQAR MOHALLA NAMBERDARAN WALA SHAH HUSSAIN P/O KHAS TEH NOORPUR DISTT KHUSHAB	38202-1277740-1	ALAM SHER	1,348	871	-	**2,219**	-	-	769	-	**769**
290	SAFIA BEGUM H NO 450 MOHALLA KHOSKI TOWN TALUKA TANDO BAGO DISTT BADIN	41104-1033311-4	GULZAR HUSSAIN	1,999	1,588	-	**3,587**	-	-	1,267	-	**1,267**
291	INTIKHAB ALAM KHAN PUR SYEDAN JOYIA TEH PASRUR DISTT NAROWAL	34602-4954832-1	M ASLAM	2,500	819	-	**3,319**	-	-	719	-	**719**
292	ASGHAR ALI VILLAGE DADHORAY P/O MEERAK PUR TEHSIL AND DISTT NAROWAL	34501-5973762-5	NOOR AHMAD	1,900	619	-	**2,518**	-	-	509	-	**509**
293	MUHAMMAD KHAN NEAR PURANA LORY ADDA VANEYKEY TARAR PO SAME TEHSIL AND DISTT HFZ	34301-7010804-3	SAIF ULLAH	1,260	991	-	**2,251**	-	-	891	-	**891**
294	MUHAMMAD ASIF CHAH HAJI SAJWAR ALI DARBAARI WALA POST OFFICE MCLEOD GUNJ TEHSIL MINCHINABAD	31105-0274583-5	MUHAMMAD SABIR	2,275	741	-	**3,016**	-	-	666	-	**666**
295	SAROKI COMMISSION SHOP GUJRAT SARGODHA ROAD SAROKI TEHSIL& DISTT GUJRAT	MUHAMMAD ARSHAD JAVED 34201-0343454-5	CHARAGH DIN	3,997	3,086	-	**7,084**	-	-	3,086	-	**3,086**
296	ASMAT HAYAT VILLAGE KOTLA FATEH KHAN P/O RABANA TEHSIL SAHIWAL DISTT SARGODHA	38402-9807050-5	SKINDER HAYAT	1,500	745	-	**2,245**	-	-	645	-	**645**
297	SAFDAR HUSSAIN GHARBI MANDI KALASKEY P/O SAME TEH WAZIRABAD	34104-2205754-1	NAZIR AHMAD	1,542	1,602	-	**3,144**	-	-	1,602	-	**1,602**
298	S.A ENTERPRISES P 152 FIRST FLOOR JAVAID MANZIL CIRCULAR ROAD OPP POST OFFICE KATCHEHREY FAISALABAD	SAJID ALI 33100-0997935-7 ARSHAD ALI 33100-8458332-1	INAYAT MUHAMMAD SHEIKH INAYAT MUHAMMAD	3,500	1,239	-	**4,738**	-	-	1,238	-	**1,238**
299	MOHAMMED SHABBIR MOUZA MIRAN PUR CHAK HIMTA DISTT LODHRAN	36203-1471224-1	MUHAMMAD RAFIQUE	1,209	1,056	-	**2,264**	-	-	864	-	**864**

Details of advances written-off

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Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
300	TANVEER AHMED VILLAGE MANGHA P/O SAME TEHSIL PASRUR DISTT SIALKOT	34602-2881194-7	AHMED ALI	999	1,331	-	2,331	-	-	1,101	-	1,101
301	MUHAMMAD SULEEMAN VILLAGE ABDUL SAMAD SAFAL 2 POSINDHRI MIRPURKHAS HYDERABAD	44202-6464216-3	ABDUL SAMAND PANGRI	1,000	714	-	1,714	-	-	564	-	564
302	SHAHNAWAZ VILLAGE HAJI MUREED WASSAN P.O KANDYARI TALUKA & DISTT SANGHAR	44203-6127579-1	KHAN MUHAMMAD	2,000	1,673	-	3,672	-	-	1,172	-	1,172
303	ASIA SEED CORPORATION 11 A ZAMANDARA COLONY RAHIM YAR KHAN	MUHAMMAD AKHTAR 31303-2548196-5 SARMAD QAYYUM 31304-0931938-9 NAHEED KAUSAR 31303-4158794-0	NOOR MUHAMMAD ABDUL QAYYUM MUHAMMAD AKHTAR	997	1,269	-	2,267	-	-	619	-	619
304	SHAHZAD & CO. EHSAN PLAZA BLOCK NO 20 SARGODHA	SHEIKH PERVEZ AHMED 38403-6930113-9	SHEIKH EHSAN ELAHI	39,973	7,279	-	47,252	-	-	7,252	-	7,252
305	SH YAQEEN UD DIN & SONS SHAH PUR ROAD KAHROR PACCA DISTT LODHRAN	YAQEEN UDDIN 36202-6848528-5	HAKIM UDDIN	2,110	1,105	-	3,215	-	-	1,105	-	1,105
306	RANA BROTHERS GODOWN NO.98/3 ELLAHI BUX MKT NEAR TARIQ JAVED ARHAT MISRISHAH LAHORE	MUHAMMAD SAFDAR HUSSAIN 35202-8808042-3	MUHAMMAD AKRAM	4,995	2,230	-	7,225	-	-	1,175	-	1,175
307	QAMAR UZ ZAMAN BABAR REHAN WALA P/O MANDI FAIZABAD TEH NANKANA SAHIB DISTT SHEIKHUPURA	35402-2008750-3	ALLAH DITTA	1,461	1,674	-	3,135	-	-	1,285	-	1,285
308	MUDASSAR HUSSAIN CHAK NO.110 S.B.AHLI RAWAN P.O.CHAK NO.46 S.B. TEHSIL & DISTT.SARGODHA	38403-5323761-7	MUHAMMAD ISMAIL	600	603	-	1,203	-	-	518	-	518
309	D.M POULTRY SERVICES HAROONABAD ROAD DAHRANWALA PO SAME TEHSIL	MUHAMMAD SAEED 31102-2230192-1	MUHAMMAD SALEEM	1,000	755	-	1,755	-	-	719	-	719
310	HASSAN IMPEX KHALEEJ PLAZA 52.LYTTON ROAD LAHORE	MANZOOR ABBAS BOKHARI 35201-5501412-3	SYED MUMTAZ ALI BUKHARI	3,799	3,199	-	6,999	-	-	2,309	-	2,309
311	MUHAMMAD USMAN ATIF HOUSE NUMBER 237/1 STREET NO 4 MOHALA MIAN MEER COLONY LAHORE	35201-1696266-5	CHAUDHRY REHMAT ALI BAGHRI	1,941	2,220	-	4,162	-	-	2,197	-	2,197

Details of advances written-off

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
312	MUHAMMAD AKRAM BASTI HAYAT PUR P O SAME MOUZA KHANWAH GHALWAN SOUTH LODHRAN	36203-6284512-5	KARAM ALI	980	905	-	**1,885**	-	-	885	-	**885**
313	MUHAMMAD AKRAM CHAK # 214 G.B TEH SAMUNDRI DISTT FAISALABAD	33105-0395238-1	MUHAMMAD SIDDIQ	800	702	-	**1,501**	-	-	660	-	**660**
314	MUHAMMAD ASLAM VILL.RATTA DHOTHER P/O BHIRI KHURD TEH.NOWSHERA VIRKAN DISTT.GUJRANWALA	34103-5620524-1	PEER MUHAMMAD	552	940	-	**1,493**	-	-	743	-	**743**
315	ZAFAR IQBAL CHAIND PUR P/O CHAIND PUR NANKANA SAHIB	35501-0305813-7	MUHAMMAD TUFAIL	3,000	749	-	**3,749**	-	-	599	-	**599**
316	JAMIL BRICKS CO MOHLANWAL MULTAN ROAD LAHORE	MUHAMMAD JAMIL 35202-2459622-1	ALI MUHAMMAD	1,299	5,527	-	**6,826**	-	-	5,009	516	**5,526**
317	AMEER KALEEMULLAH KHAN VILLAGE DATEYWAL P O TALWANDI BHINDRAN TEH NAROWAL DISTT NAROWAL	34501-5139314-7	SHABBIR HUSSAIN	512	963	-	**1,475**	-	-	815	-	**815**
318	ALI RAZA VILLAGE BHITTAY WAD P/O SALHOKAY TEH. DASKA DISTT. SIALKOT	34601-7501065-7	AKBAR ALI	800	606	-	**1,406**	-	-	506	-	**506**
319	ALI GOHAR CHAK MUHAMMAD ZAMAN PO AKOKA TEHSIL & DISTRICT BAHAWALNAGAR	31101-5115454-1	ALI SHER	1,879	2,182	-	**4,060**	-	-	1,860	-	**1,860**
320	SALAMAT ALI R/O HOUSE 81-496/7 GALI NO 1 MOHALLAH GOUSIA WARD #1 STREET #1 COUNCIL NO 1 NAROWAL	34501-9646573-5	REHMAT ALI	999	695	-	**1,694**	-	-	694	-	**694**
321	CH MUHAMMAD IQBAL GOVT.CONTRACTOR HOUSE NO.9, STREET NO.1 GULSHAN-E-SIDDIQUE, QUEEN'S ROAD, SARGODHA	MUHAMMAD IQBAL 38403-3062837-1	ALLAH DITTA KHAN	3,351	573	-	**3,924**	-	-	572	-	**572**
322	ALI RAZA H NO 14 ST 5 MOH MAIN BAZAR GAWAN H LAHORE	35201-5037904-9	MUHAMMAD LATIF	376	329	-	**705**	376	-	329	-	**705**
323	AMIR HAMZA 10233 ADMIN & IR MAPLE LEAF CEMENT ISKANDERABAD TEH & DISTT MIANWALI	38303-9233826-9	RANA MUKARRAM ALI SHAHID	375	163	-	**539**	375	-	163	-	**539**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
324	MANAL TAHIR HOUSE NO 696 X BLOCK STREET NO 23 PHASE 3 DHA LAHORE	42301-2017043-6	IRFAN TAHIR	651	259	-	910	651	-	259	-	910
325	JAVAD AKRAM H/14-B ST/07 MALI PURA RAVI ROAD LAHORE	35202-5595680-7	M AKRAM	427	251	-	679	427	-	251	-	679
326	RANA MUHAMMAD ADNAN IHSAN STREET NO 5 SIDDIQUE AKBAR PARK FARID TOWN GUJRANWALA	34101-2926234-7	RANA IHSAN UL HAQ	462	259	-	721	462	-	259	-	721
327	RIAZ ALI BARAK 1 P NO 18 FC LINE SWAT	42201-8032971-5	BAQIR ALI	427	190	-	618	427	-	190	-	618
328	MALIK ADNAN ASLAM H NO 11 ST 29 KOTLI PEER ABDUL REHMAN MOH RASHID PURA AKHRI PAINT LAHORE	35201-6776305-9	MUHAMMAD ASALM TAHIR	517	204	-	722	517	-	204	-	722
329	AFAQ AHMED KHAN FLAT NO 401, 4TH FLOOR ILYAS TOWER NAZIMABAD NO.3, KARACHI	14203-0409872-5	GULZAR KHAN	675	383	-	1,058	675	-	383	-	1,058
330	MUHAMMAD ASHFAQ BABAR BASTI MEHMOOD ABAD PO KHAWAJA BHANKOT DADU GHILO BAHAWALPUR	31202-0897139-7	SHAFIQ AHMED	400	221	-	621	400	-	221	-	621
331	KALEEM ULLAH BARAK NO 1 P NO 562 FC LINE TANK	12104-8737818-5	GUL KHAN	352	157	-	509	352	-	157	-	509
332	MUHAMMAD FAISAL QURESHI H NO 685 ST NO 11 SECTOR F-10 PHASE 6 HAYATABAD PESHAWAR	17301-1585093-5	MASHI UD DIN QURESHI	637	286	-	924	637	-	286	-	924
333	ZUL HASNAIN KHASKHELI WARD.02, MOHALLA SOOMRA MEHRABPUR P.O & TAL. MEHRABPUR DISTT, N. FEROZE	45302-9163107-5	KHADIM HUSSAIN	460	198	-	658	460	-	198	-	658
334	MUHAMMAD AYAZ HUSSAIN LABOUR MANAGEMNET SERVICES(PVT) LTD. 10-KM, RAIWIND ROAD LAHORE	35202-9241395-3	ARSHAD HUSSAIN	476	180	-	656	476	-	180	-	656
335	SHAHBAZ AHMAD 30-C F.C.C ZAHOOR ELLAHI ROAD GULBERG II, LAHORE	34104-2319009-5	M TUFAIL MAHROOM	771	346	-	1,118	771	-	346	-	1,118
336	GULSHAN IQBAL KOT KHAZAN SINGH NEAR CIVIL HOSPITAL, RAIWIND ROAD LAHORE	35202-9225760-0	MUHAMMAD IQBAL	474	205	-	679	474	-	205	-	679

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
337	ARSHAD H NO P-4850/B STREET NO 11 DATA PARK MOHALLAH MANSOOR ABAD FAISALABAD	37405-2343010-1	KHUDA DAD	361	157	-	**518**	361	-	157	-	**518**
338	MUHAMMAD SAQLAIN RAZA GOGRAN PO BOX KHAS LODRAN	36203-3135210-1	RANA M RUSTAM RAZA	805	388	-	**1,192**	805	-	388	-	**1,192**
339	TAJ MOHAMMAD KHAN MUHALLAH NASIRABAD NAWA, KILLI QUETTA	56302-1930285-5	KARIM KHAN	427	237	-	**664**	427	-	237	-	**664**
340	SHAMAS UD DIN ATTAULLAH COLONY THE JATIO DISTT M GARH MULTAN	35202-2313458-7	AKHLAQ AHMAD	372	194	-	**566**	372	-	194	-	**566**
341	INAAM HYDER GHAREEBABAD,MUHALLA SONARA DADU	41201-5623994-9	GHULAM HYDER	552	257	-	**809**	552	-	257	-	**809**
342	AWAIS SAMI PO ASHRAFAI COLONY ST 2 MOH AFZAL ABAD PESHAWAR	17301-8058664-7	MUKHTAR AHMED	509	282	-	**791**	509	-	282	-	**791**
343	MOHAMMAD SHABAN POLICE LINE GULISTAN RD QUETTA	53404-0793782-1	ABDUL HALEEM	485	274	-	**759**	485	-	274	-	**759**
344	RAJA SAFWAN ALI PURANI KACHERY NEAR PAILOT MODAL SCHOOL MOHALLAH GHORA TEHSIL AND DISTRICT MANDI BAHAUDDIN	37302-6356307-5	RAJA NAZAR HUSSAIN SHAD	383	170	-	**554**	383	-	170	-	**554**
345	EJAZ KHOKHAR BLUEEX 158S QUAID E AZAM INDUSTRIAL ESTATE GHARI SHAHU LAHORE	35202-0576757-7	ASHIQ KHOKHAR	374	157	-	**531**	374	-	157	-	**531**
346	IMRAN GHAFOOR DAAK KHANA KHAS CHAK NO 132 SB TEHSIL SILLANWALI DISTT SILLAAN WALI SARGODHA	38405-2277934-1	ABDUL GHAFOOR	351	149	-	**500**	351	-	149	-	**500**
347	USMA HAKIM PAF BASE SAMNGLI SAMNGHLI ROAD QUETTA	32301-4076224-5	ABDUL HAKIM	445	142	-	**587**	445	-	142	-	**587**
348	AZAM SOHAIL H NO 617 A BLOCK 3 SECTOR D 1 NEW TOWNSHIP	35202-0694194-5	SOHAIL JOEL	378	164	-	**542**	378	-	164	-	**542**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
349	USSAMA BIN NAEEM AQAB GOVERNMENT GIRLS HA EY SCHOOL DAAK KHANA SADAR CANTT BERTA TEHSIL & DISTRICT SIALKOT	34603-7850345-3	MUHAMMAD NAEEM ANWAR	366	216	-	582	366	-	216	-	582
350	MUHAMMAD IRFAN HOUSE NO 4 ST NO 2 PEER NASEER HARSPAN PURA LAHORE	45204-1543288-7	FARZAND ALI RAJPOOT	327	185	-	512	327	-	185	-	512
351	IMRAN SHAH H NO 2 ST NO 18 MARIR HASSAN RAWALPINDI	13301-2972597-1	SYED BAQIR SHAH	356	250	-	605	356	-	250	-	605
352	JASMIN MARY MODEL TOWN BLOCK 585 LAHORE	35202-9705034-2	WALTER JAN	402	326	-	729	402	-	326	-	729
353	MUHAMMAD YOUSUF HOUSE NO 725 11TH COMMERCIAL STREET SEC A AKHTAR COLONY KORANGI ROAD DHA KARACHI	43205-3987565-5	GHULAM MUHAMMAD JOHKIO	562	288	-	850	562	-	288	-	850
354	GHULAM MURSALEEN PO MALKANI GHOUS ABAD RAHIM YAR KHAN	31302-7360730-1	GHULAM SARWAR	337	247	-	583	337	-	247	-	583
355	TOUSEEF UR REHMAN H NO P 98 ST NO 5 RUBANI COLONY BANKER FAISALABAD	33100-9012969-5	M ASHRAF	348	252	-	600	348	-	252	-	600
356	MUHAMMAD ASIF GOUHAR RADAR OPERATOR SOE PAF BASE KORANGI CREEK KARACHI	38403-2026960-7	ABDUL HAMEED	342	161	-	503	342	-	161	-	503
357	FAQIR MUHAMMAD H NO 255 ST NO 6 NISHAT COLONY BAHAWALPUR	31202-5562871-9	QADIR KHAN	431	219	-	650	431	-	219	-	650
358	MOHSIN SALEEM HOUSE NO 2 STREET NO 4 BABA FAREED COLONY KOCHA JAIL ROAD CHUNGI AMER SADHU LAHORE	35202-2740869-7	M SALEEM	338	249	-	587	338	-	249	-	587
359	SANA ARSHAD HOUSE D 444 BLOCK D SATELITE TOWN RAWALPINDI	37405-0470556-2	RIZWAN ZAFAR	343	251	-	594	343	-	251	-	594
360	NASIM ULLAH JAN VILLAGE NAR SHAHZAD P/O SERAI NAURA NG TEHSIL AND DISTRICT LAKKI MSARW	11201-8881153-9	OBAID ULLAH JAN	676	417	-	1,094	676	-	417	-	1,094
361	SAEED UR RAHMAN VILLAGE HOSPITAL COLONY PO TIMERGARA LOWER DIR TIMERGARA	17101-2803635-7	FAZLI RAHMAN	814	427	-	1,241	814	-	427	-	1,241

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
362	AWAIS AHMAD BADAR COLONY PATTOKI TEH PATTOKI KASUR	36402-4497206-7	AFZAL AHMAD QURASHI	471	99	-	570	471	-	99	-	570
363	ANUM KHALEEQ HOUSE NO 439 ST MOH TIBI SHAIRKHAN KATCHERY RD MULTAN	36101-4480705-8	M KHOLEEQ AHMED	367	249	-	616	367	-	249	-	616
364	UBAID UR REHMAN VILLAGE DHAKHA HIKIMAAL P/O NOSHEHRA KHUSHAAB	38201-1043219-9	ABDUL REHMAN	357	182	-	539	357	-	182	-	539
365	AHMED USMAN POLICE HEAD QUATER H 11 ISLAMABAD	33100-0743862-1	MUHAMMAD SALEEM KHAN	436	242	-	678	436	-	242	-	678
366	FAZAL AZIM BACHA DHERI BAGH DHERI FATEH PUR TEHSIL KHWAZAKHELA DISTRICT SWAT	15605-0351667-7	ABDUL GHAFOOR	421	213	-	634	421	-	213	-	634
367	M AMIR MAHMOOD 55160 MECHANDISING CHENONE 92-93 E1 GULBER-3 LAHORE	33301-0838842-1	MAHBOOB ALAM	640	244	-	884	640	-	244	-	884
368	ABDUL KHALIQ HOUSE NO B 114 LABOUR COLONY HUB LASBELA	51503-2189296-3	MUHAMMAD ASHRAF	373	211	-	585	373	-	211	-	585
369	SHAUKET BEDDING STORE F-1123, LAHORE BLOCK AZAM CLOTH MARKET LAHORE	SHEIKH SHAUKAT ALI 35202-5472721-5	SHEIKH BARKAT ALI	11,713	3,200	-	14,914	-	-	1,690	-	1,690
370	KHAN AND BROTHERS SUPER MARKET MANDI BAHAUDDIN TEHSIL MANDI BAHAUDDIN DISTT MANDI BAHAUDDIN	MUHAMMAD ZAHEER KHAN 34402-1711607-3 MUHAMMAD MUNIR KHAN 34402-1711608-9	MUHAMMAD SHARIF KHAN MUHAMMAD SHARIF KHAN	1,948	811	-	2,759	-	-	811	-	811
371	NABILA JAVED GALI PATWARIAN WALI CHAHTA HOUSE ABU BAKAR TOWN GUJRANWALA	34101-4707397-6	GHULAM RASOOL	1,000	579	-	1,579	-	-	579	-	579
372	LIAQAT ALI NEAR MASJID BAHAR E MADINA VIL WAZIR PUR POST OFFICE.LORHIKKI TEH DASKA DISTT.SIALKOT	34601-3048468-9	ALLAH DITTA	2,500	838	-	3,338	-	-	688	-	688
373	QAISER SHARIF RANDHEER BAGHRIYAN, PO SAMBRIAL TEHSIL SAMBRIAL,SIALKOT	34603-9462795-3	MUHAMMAD SHARIF SAJJAD MALIK	1,500	1,407	-	2,907	-	-	1,117	-	1,117
374	MS INDUSTRIES 96-B TIMBER MARKET RAVI ROAD LAHORE	MALIK ABUZAR 35202-4094565-1 AISHA MALIK 35202-3652860-4	SAJJAD MALIK	5,000	1,731	-	6,731	-	-	1,441	-	1,441

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
375	AZAM POULTRY FARM HAFIZABAD ROAD GHALLAH MANDI QILA DIDAR SINGH DISTT GUJRANWALA	MUHAMMAD AZAM 34103-9173621-1	MUHAMMAD BASHIR	1,697	1,699	-	**3,396**	-	-	1,406	-	**1,406**
376	MUHAMMAD ARSHAD CHAK NO 290 JB DISTT TOBA TEK SINGH	33303-8527135-7	BASHIR AHMAD	912	680	-	**1,592**	-	-	542	-	**542**
377	ADIL HUSSAIN VILLAGE CHAK BHATTI,P/O SAME, TEHSIL PINDI BHATTIAN,DISTRICT HAFIZABAD	34302-9902506-1	ASHIQ HUSSAIN	410	1,197	-	**1,607**	-	-	947	-	**947**
378	KHADIM ALI TAHIR CHAK NO 47 GB KHETRA SAMMUNDRI	33105-3244125-7	PIRANDITTA	801	839	-	**1,640**	-	-	740	-	**740**
379	IMTIAZ AHMAD VILLAGE SERAY TARAR P/O BARY WALA DISTT,HAFIZABAD	34301-3235452-3	GHULAM MUHAMMAD	1,250	1,174	-	**2,424**	-	-	974	-	**974**
380	MIRZA RASHID GAGAR MUGHLAN PO KULOWAL TEHSIL AND DIST SIALKOT	34603-0773723-5	MIRZA BASHIR BAIG	508	613	-	**1,121**	-	-	514	-	**514**
381	MADINA TRADERS SUNDER ROAD RAIWIND DISTT LAHORE	MUHAMMAD ASGHAR 35202-5701756-5	RANG ELAHI	3,400	2,053	-	**5,453**	-	-	1,954	-	**1,954**
382	GHULAM AKBAR BASTI HAJANA P/O HAZRAT WALA NAWAN JANOBI TEH.KOT CHUTTTA DERA GHAZI KHAN	32102-5992500-9	HAJI KHAMEESA KHAN	3,700	855	-	**4,555**	-	-	855	-	**855**
383	WALAYAT ASHRAF REHAN CLINIC & CHILDREN CENTRE MANGA VILLAGE QILLA SAMA KA NEAR GOVT MIDDLE SCHOOL	35501-0348751-5	MUHAMMAD ASHRAF	396	169	-	**565**	396	-	169	-	**565**
384	ABDUL MANAN QOOM MASOZAI TAPA MASTO KHEL OASI PESHAWAR	21301-4824323-1	ABDUL KHANA	341	193	-	**534**	341	-	193	-	**534**
385	MUHAMMAD RAMZAN MOH EID GAH KUMAN KOT KASHMORE	43103-6320192-3	AZIZ MUHAMMAD	436	222	-	**658**	436	-	222	-	**658**
386	KHURRAM JAMES H NO 3 MUHALLA RAILWAY COLONY BLOCK 84 E MULTAN	36302-4458485-3	JAMES AKHTER	513	267	-	**780**	513	-	267	-	**780**
387	MUHAMMAD BILAL ZAHOOR LALA RUKH HOUSE NUMBER C-218 GALI NUMBER 20 WAH CANTT TEHSIL TAXILA DISTRICT RAWALPINDI	37406-4682742-7	ZAHOOR AHMED	386	221	-	**608**	386	-	221	-	**608**

Details of advances written-off

ANNEXURE II

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Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
388	IRFAN ULLAH KAUSAR & ZAREEN LOGISTIC (PVT) LTD MOAZAM PO BAHADRI DERA ISMAIL KHAN	12101-6477719-1	ATTA ULLAH	494	78	-	**573**	494	-	78	-	**573**
389	WASEEM AYUB BHATTI H NO S 69 IQBAL LANE 13 PHASE 8 DHA KHI KARACHI	42301-0744188-7	AYUB M BHATTI	875	130	-	**1,004**	875	-	130	-	**1,004**
390	KHADAM HUSSIAN LABOUR MANAGEMNET SERVICES (PVT) LTD, 10-KM RAIWIND ROAD LAHORE	35202-5576058-9	MUHAMMAD HUSSAIN	500	201	-	**701**	500	-	201	-	**701**
391	MUNIR HUSSAIN HOUSE NO 3634 ST NO 18 BAZAR NO.1 RAZABAD FAISALABAD	33100-1785389-5	REHMAT ALI	396	211	-	**608**	396	-	211	-	**608**
392	JAWAD UL HAQ REHMAT GHANI GEST HOUSE AND HOSPITAL REHMAT GHANI GUEST DASSU ISLAMABAD	71202-2335684-3	GUL AMAN	662	110	-	**771**	662	-	110	-	**771**
393	SYED NAHEED HUSSAIN SHAH PAK SECT BISP BLOCK F, ISLAMABAD	37405-6562677-9	SYED WAZIR HUSSAIN SHAH	423	225	-	**648**	423	-	225	-	**648**
394	MUHAMMAD NAEEM KHAN MOH JULBAI WAL BARA BANORA RISALPUR NOWSHERA	17201-8020336-5	KATCH KOL	406	142	-	**548**	406	-	142	-	**548**
395	NOOR MUHAMMAD KDA KOHAT PHASE II H 48 D-3 KOHAT	17301-2869977-5	AAMIR KHAN	526	294	-	**820**	526	-	294	-	**820**
396	MUHAMMAD AJMAL H NO 51 KAMYA ROAD NEAR MORCHI PULLI 0 LAHORE	35301-8766523-5	MUHAMMAD AKMAL	381	164	-	**545**	381	-	164	-	**545**
397	ARAIB MURTAZA HOUSE NO A-212 SECTOR X-6 GULS HAN E MAYMAR SUPER HIGHWAY KARACHI	42101-3359860-9	MUHAMMAD ASIF ALI	576	154	-	**730**	576	-	154	-	**730**
398	ATIF SHAUKAT FIRST FLKKR FLAT 202 NIZAM DIN BUILDING, KARACHI	36303-3514077-3	SHAUKAT HUSSAIN	490	277	-	**767**	490	-	277	-	**767**
399	SOHAIL SHAHZAD CHUNGI NO 1 JAMIL ABAD ST 02 MULTAN CANTT MULTAN	36302-9928075-1	RAHMAT SHAHZAD	436	107	-	**543**	436	-	107	-	**543**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
400	ZIADAT ALI KHAN DIST PUBLIC PROSECULATOR OFFICE GOVT OF PUNJAB MUZAFFARGARH	42201-1132747-5	KABIR KHAN	842	382	-	**1,224**	842	-	382	-	**1,224**
401	AMIR MUHAMMAD ZARKOON PHE COLONY PURANA RD KILLA SAIFULLAH QUETTA	56301-5357477-3	AKHTAR MUHAMMAD	578	187	-	**765**	578	-	187	-	**765**
402	SYED ASJAD ALI JAFRI FLAT NO 37 BLOCK A8 4TH FLOOR JOHAR SQUARE GULISTAN E JOHAR BLOCK 18 KARACHI	42101-7850922-3	SYED KHURSHEED ABBAS	369	157	-	**526**	369	-	157	-	**526**
403	RAZA YOUSAF MOHALLA NAWA KILLI BASHIRABAD QUETTA	54401-6789196-1	YOUSAF GILL	366	161	-	**526**	366	-	161	-	**526**
404	SHAHZAD HUSSAIN SHAH QUARTER 20 BLOCK 2 POLICE H/Q H 11, ISLAMABAD	42201-0396521-7	SYED ANWAR SHAH	465	222	-	**687**	465	-	222	-	**687**
405	ARSHAD KHAN IRRIGATION DEPTT KANAL DIVSION PESHAWAR	17101-0375163-3	RAHMAT KHAN	389	147	-	**536**	389	-	147	-	**536**
406	MUHAMMAD AMAN ULLAH MOUZA KUNAIL SHERWANA P/O MACHIWAL TEHSIL 18-HAZARI DISTT	33202-0570700-5	ZAFAR KHAN	442	233	-	**675**	442	-	233	-	**675**
407	M SALEEM & SONS PETROLEUM SERVICES HOUSE NO 9, ST NO 3, BABAR COLONY DHOKE GHANGHAL K.R.L. ROAD RAWALPINDI	CH AMMAD SALEEM 37405-2461597-3	CH MUHAMMAD SALEEM	2,873	1,112	-	**3,984**	-	-	1,111	-	**1,111**
408	FATIMA GARMENTS HOUSE NO. R-41 BLOCK NO.8 GULSHAN E YASIN F B AREA KARACHI	MUHAMMAD KAMRAN 42101-1928800-1	ABDUL REHMAN	789	559	-	**1,348**	-	-	559	-	**559**
409	MUHAMMAD AFZAL MOZA KALOKA P.O NOOR PUR BHATTA TEHSIL LALIAN DISTT CHINIOT	33201-2815337-3	ATTA MUHAMMAD	2,012	2,457	-	**4,469**	-	-	2,319	-	**2,319**
410	FAZAL BARI COLD STORAGE ADDA DING SHAH P/O SAME TEH & DISTT KASUR	ZAIGHAM SALIK BARI 35200-6277455-9	MALIK FAZAL BARI	3,000	4,052	-	**7,052**	-	-	3,595	-	**3,595**
411	BASHIR AHMAD VILL DULEKI KALAN P/O PINDI BHATTI TEH PINDI BHATTIAN DISTT HAFIZABAD	34302-5827742-9	REHMAT ALI	1,308	1,156	-	**2,465**	-	-	840	-	**840**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
412	BABA FARID GLOVES STREET 04 MUHAMMAD KHAN TOWN MANSOORABAD FAISALABAD	MIAN SHAHID EHSAN 33100-9755391-7 MUHAMMAD YASIN 33100-6859845-3	HAJI IHSAN UL HAQ JAFAR HUSSAIN	1,200	654	-	**1,854**	-	-	654	-	**654**
413	KHALID RAFIQUE MUHALA SULTAN PARK STREET NO15 MURIDKE	35401-7002073-3	MUHAMMAD RAFIQUE	448	273	-	**721**	448	-	273	-	**721**
414	HAMDULLAH ASSISTANT MM SECTION ACCOUNTS DEPTT UNIVERSITY OF BALOCHISTAN SARIAB ROAD QUETTA	54400-6616864-9	NAIK MUHAMMAD	1,482	329	-	**1,811**	500	-	325	-	**825**
415	MUHAMMAD JAMSHED KHAN A-228/11 PAF DOMESTIC CAMP PAF BASE MUSHAF SARGODHA	11201-1992077-3	MIRIZAT KHAN	538	273	-	**811**	538	-	273	-	**811**
416	YAHYA TRACTORS PULL DAT DERA GHAZI KHAN	MUHAMMAD NADIR 32102-7312235-1	MUHAMMAD IBRAHIM	3,378	645	-	**4,023**	-	-	643	-	**643**
417	AHMAD RAEES MOUZA FATEH PUR P/O DOST PURA TEH & DIST KASUR	35102-3993443-9	MUHAMMAD HANIF KHAN	2,750	1,930	-	**4,680**	-	-	1,680	-	**1,680**
418	GUL MUHAMMAD PAKKA P/O KANDIWAL TEHASIL LALIAN DISTT.CHINIOT	33201-1559959-5	MALIK AMEER KHAN	366	757	-	**1,123**	-	-	723	-	**723**
419	MUHAMMAD KHALID ADNAN CHAUDHARY HOUSE CHAUDHARY ST RANGE ROAD SHALLY VALLEY RWP ISLAMABAD	37405-1689423-1	MUHAMMAD ASLAM JAVED	1,847	751	-	**2,598**	-	-	535	-	**535**
420	ZAFAR FARID DHOGRI DHOGRA KHINGARWALA P.O BUNGA HAYAT TEHSIL AND DISTT	36402-6890785-7	MIAN FAZIL	2,506	2,469	-	**4,974**	-	-	1,903	-	**1,903**
421	AZHAR FARID NEAR SAKANDER CHOWK P/O BUNGA HAYAT TEHSIL AND DISTT PAKPATTAN	36402-0485251-3	FAZAL KHAN	3,006	2,122	-	**5,127**	-	-	1,542	-	**1,542**
422	NEW GHOUSIA COMMISSION SHOP 33-B GRAIN MARKET MIAN CHANNU DISTRICT KHANEWAL	UMAR SUBHANI 36104-4660544-5	MUHAMMAD SHAFIQ	7,493	1,521	-	**9,014**	-	-	737	-	**737**
423	ZUHNERA BIBI HOUSE NO 495 PURANI ABADI P/O SAME TEHSIL SAFDAR ABAD DISTT SHEIKHUPURA	35403-1074532-0	MIAN LIAQAT ALI	1,500	1,393	-	**2,892**	-	-	1,392	-	**1,392**

Details of advances written-off

ANNEXURE II

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Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
424	LAL KHAN CHAK NO 82 NB P.O KHAS TEH & DISTT. SARGODHA	38403-9533971-9	MUHAMMAD RAMZAN	293	654	-	**947**	-	-	507	-	**507**
425	MUHAMMAD MANSHA VILLAGE BOPRA KALAN POST OFFICE SAME TEHSIL NOSHEHRA VIRKAN GUJRANWALA	34103-0506202-1	AMANULLAH	1,999	1,630	-	**3,630**	-	-	1,430	-	**1,430**
426	GANJ SHAKKAR RICE MILLS 18 KM DEPALPUR ROAD FATEH PUR P/O DOST PURA TEH KASUR	MUHAMMAD YOUNIS 35101-2469238-5 REHMAT ALI 35102-0608051-1	MUHAMMAD HASSAN CH MUHAMMAD YOUSAF	10,000	1,397	-	**11,397**	-	-	1,397	-	**1,397**
427	AWAMI AUTO STORE WARD NO 06 MUHALLA SAEED NAGAR TEH SAFDARABAD DISTT SHEIKHUPURA	AFTAB QAMAR AKASH 35403-1171061-3	MUHAMMAD RAFIQUE	4,000	1,733	-	**5,733**	-	-	1,733	-	**1,733**
428	MUHAMMAD NADEEM KHAN KOT KHAN MUHAMMAD KHAN DHALOO P/O ADDA HARI CHAND TEHSIL MAILSI DISTT VEHARI	36602-0999829-7	KHAN MUHAMMAD KHAN	6,405	5,045	-	**11,450**	-	-	4,040	-	**4,040**
429	MUHAMMAD TAHIR CHAK NO.136-NB PO SILLANWALI TEHSIL SILLANWALI DISTRICT SARGODHA	38405-1350476-1	MUHAMMAD YAR	2,460	2,173	-	**4,632**	-	-	2,082	-	**2,082**
430	IMDAD ALI MUNDEKI BERIAN PO KHAS TEH PASROOR DISTT SIALKOT	34602-4594738-9	TALIB HUSSAIN	928	760	-	**1,688**	-	-	688	-	**688**
431	NASIR UMAIR VILL DOGAL P/O SABOKI DANIAN TEH KAMOKI DISTRICT SIALKOT	34102-5337012-9	MUHAMMAD ASGHAR	2,500	2,939	-	**5,439**	-	-	2,639	-	**2,639**
432	MUHAMMAD ABBAS SHIEKH WAHIN P O KHAS TEHSIL KHAIR PUR TAMYWALI DISTT BAHAWAL PUR	31202-3744757-7	SAJJAD HUSSAIN	4,500	3,620	-	**8,120**	-	-	3,420	-	**3,420**
433	ANJUM IQBAL CHAK NO 156 MURAD PO CHAK NO 157 MURAD TEH HASILPUR DISTT BAHAWALPUR	31203-8552693-7	MUHAMMAD IQBAL	1,029	827	-	**1,856**	-	-	706	-	**706**
434	FAKHAR ABBAS MOUZA KHUNDA HIRAJ,POSTOFFICE SARAI SIDHU, TEHSIL KABIRWALA DISTT.KHANEWAL	36102-5984736-7	MEHAR ALLAH DITTA	693	1,616	-	**2,309**	-	-	1,209	-	**1,209**
435	MUHAMMAD SARWAR ZAFAR P/O USMAN WALA HER DO SHEIKH SAAD TEHSEEL DISTT KASUR	35102-8202230-7	MIAN PALLA	2,003	760	-	**2,763**	-	-	613	-	**613**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
436	SHAUKAT HUSSAIN BASI MUHAMMAD YOUSAF MERALI MUHAMMAD PURA PO JAMAL PUR TEH HASIL PUR DIST BAHAWAL PUR	31203-1043579-7	MUHAMMAD YOUSAF	1,850	1,365	-	3,215	-	-	1,265	-	1,265
437	SHABIR AHMED VILLAGE MUHAMMAD SADIQUE SHER 3 JAMRAO P O JAM SAHIB TALUKA SINJHORO DIST SANGHAR	44205-7198572-7	DIN MUHAMMAD	597	654	-	1,251	-	-	551	-	551
438	HABIB ULLAH KHAN HUSSAIN WALA PO TEH. & DISTT. MIANWALI	38302-1242265-9	MUHAMMAD NAWAZ KHAN	465	1,130	-	1,595	-	-	970	-	970
439	TRAVEL CHAIN INTERNATIONAL (PVT)LTD 6 ATS HEIGHTS AMIN ARCADE, 7 DURAND ROAD, LAHORE	HABIB UR REHMAN 35202-2920931-9 ASHIQ HUSSAIN 35202-6735148-7 MUHAMMAD NADEEM 35202-2920933-3	ASHIQ HUSSAIN AHMED DIN ASHIQ HUSSAIN	7,399	2,386	-	9,785	-	-	2,243	-	2,243
440	MUKHTAR AHMAD CHAK NO 142 RB GHARTAL KHURD P O BOX KHAS CHAK JHUMRA DISTRICT FAISALABAD JAMIA MASJID GULZAR-E-MADINA	33101-1707020-9	NAWAB DIN	2,200	863	-	3,063	-	-	663	-	663
441	ASGHAR ALI AZMAT POST OFFICE KHAS CHAK NO 9 GB TEH & DISTT NANKANA SAHIB	35501-0164264-9	ALAM KHAN	998	991	-	1,989	-	-	989	-	989
442	ASGHAR ALI VILLAGE PURANIKEY P/O PINDI BHATTIAN TEH PINDI BHATTIAN DISTT HAFIZABAD	34302-1681056-1	MUHAMMAD SHARIF	2,458	2,526	-	4,984	-	-	2,174	-	2,174
443	MUBASHIR IQBAL NEAR CHAH MUNDAWALA GALI NO 6 MUHALA GHULZAR COLONY SECTOR B GUJRANWALA	34101-3000890-7	MUHAMMAD IQBAL	900	872	-	1,772	-	-	782	-	782
444	ROYAL GRAMMAR SCHOOL SYSTEM 14-MUSTAFA ROAD NEAR BILAL MASJID SINGH PURA LAHORE	ZIA UD DIN 35201-1575396-3	MEERAJ DIN	7,011	3,390	-	10,402	-	-	3,390	-	3,390
445	BILAL KHALID NAGRAH NAGRA HOUSE PASRUR RD CHANGI TEH DASKA DISTT SIALKOT	34601-0863663-5	CHAUDHRY KHALID MEHMOOD	2,099	1,857	-	3,956	-	-	1,591	-	1,591
446	ADNAN NAZIR BASTI NAZIR ABAD QAZI KALTRA P/O INAYATI TEHSIL KHAIRPUR TAME WALI	31204-1618621-9	NAZIR HUSSAIN	960	775	-	1,735	-	-	685	-	685

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
447	ALI RICE TRADERS VILLAGE BATHANWALA P.O. BATHANWALA TEHSIL & DISTT NAROWAL	AZHAR ABBAS 34501-1968614-3	GHULAM SHABBIR	2,738	2,118	-	**4,855**	-	-	2,118	-	**2,118**
448	MUHAMMAD AMIR H NO 186/187 PIRACHA STREET BAHAWAL NAGAR	31101-7191756-5	FAIZ MUHAMMAD	436	1,399	-	**1,835**	-	-	885	-	**885**
449	MUHAMMAD ANWER KHAN HOUSE NO 240 MOHALLA QAIM KHANI BLOCK C KOT GHULAM MUHAMMAD DISTT MIRPURKHAS	41304-4631928-1	MUHAMMAD HANIF KHAN	2,500	3,051	-	**5,551**	-	-	2,851	-	**2,851**
450	HAZRO KARACHI GOODS TRANSPORT CO. HAZRO KARACHI GOODS TR. CO. NEAR TAJ CO. CHOWK SAGGIAN ROAD LAHORE	SAJJAD AFZAL 42101-1882879-9	MUHAMMAD AFZAL ARAEEN	6,850	1,908	-	**8,758**	-	-	1,759	-	**1,759**
451	MUGHAL TRADERS SADAR BAZAR NARANG MANDI TEH MURIDKE DISTT SHEIKHUPURA	MUHAMMAD RIAZ 35401-5149054-5	MUHAMMAD SADIQ	1,500	899	-	**2,399**	-	-	799	-	**799**
452	ITEHAD OIL MILL MIRWAH ROAD NEAR CATTLE COLONY MIRPURKHAS SINDH	ABDUL KHALID 44103-9603166-3	ABDUL HAMEED	2,933	1,236	-	**4,169**	-	-	1,119	-	**1,119**
453	KHADIM HUSSAIN DAAK KHANA 248 RB CHAK 249 RB BALOCH WALA KACHRAL FAISALABAD	33100-9106364-5	KHAN MUHAMMAD	1,200	1,149	-	**2,349**	-	-	899	-	**899**
454	MANZOOR CHAK NUM 27 S.B P,O KHAS TEH DISTT. SARGODHA	38403-0570618-3	JAMEEL MUHAMMAD KHAN	544	1,387	-	**1,931**	-	-	1,281	-	**1,281**
455	UMAIR ABDULLAH DARA BABA SHAHADAT P/O FAROOKA TEHSIL SAHIWAL DISTT SARGODHA	38403-8668046-7	MUHAMMAD ABDULLAH	1,000	1,041	-	**2,041**	-	-	804	-	**804**
456	DEEN MUHAMMAD BASTI RAIS NABI BAKHSH DAAK KHANA FATEHPUR KAMAL QADIR PUR TEHSIL KHANPUR DISTT RAHIM YAR KHAN	31301-9369408-5	RAIS AHMAD YAR	1,900	1,200	-	**3,100**	-	-	1,000	-	**1,000**
457	MAIN ALAM SHER BHATTI JILAL ABAD P/O AJNIANWALA DISTT SHEIKHUPURA	35404-1572212-9	BAHAWAL	770	872	-	**1,642**	-	-	612	-	**612**
458	AHMED ALI VILLAGE KALU WATTU WALA POST OFFICE JALALPUR BHATTIAN TEHSIL PINDI BHATTIAN DISTRICT HAFIZABAD	34302-6004073-1	WALI DAD	1,219	933	-	**2,152**	-	-	932	-	**932**

Details of advances written-off

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
459	RAHEEL TRADERS SAMMA SATTA ROAD NEAR GRID STATION BAHAWALPUR	MUHAMMAD RAHEEL KHALID 31202-2753398-9	MUHAMMAD KHALID	4,500	2,855	-	**7,355**	-	-	2,855	-	**2,855**
460	SHAFQAT YASEEN CHAK NO 82/D P/O 83/D TEHSIL / DISTRICT PAK PATTAN	36402-0801481-7	NOOR AHMAD	1,000	832	-	**1,832**	-	-	632	-	**632**
461	DHOLA SADDAR USMANWALLA P/O USMANWALLA TEH KASUR DISTT KASUR	35102-6120336-3	REHMAT ALI	810	650	-	**1,460**	-	-	510	-	**510**
462	RAJA ABID ASLAM C/O KHAWJA ABDUL MOHEED NEAR NBP HAJIRA DISTT POONCH AZAD KASHMIR	ABID ASLAM KIANI 82302-5338178-7	MUHAMMAD ASLAM KHAN	3,397	523	-	**3,920**	-	-	523	-	**523**
463	IMRAN & CO HOUSE NO.505 MOHALLAH NAQSHBAND COLONY KHANEWAL ROAD MULTAN	NOOR MUHAMMAD 36302-6481617-7	SHER MUHAMMAD	1,899	1,236	-	**3,135**	-	-	1,236	-	**1,236**
464	TARIQ REHMAN HOUSE NO 01 MOHALLA HAJI BARKET STREET MAMOKAN JAN FAISALABAD	33106-3129774-5	HAJI ABDUL REHMAN	2,341	1,029	-	**3,370**	-	-	720	-	**720**
465	USMAN CLOTH HOUSE H 15-A 21 CHIRAGH HAZARAT ABU BAKAR ROAD SHAD BAGH LAHORE	MAZHAR ALI 35202-6249688-3	MUZAFFAR HUSSAIN KAUSARI	2,497	1,145	-	**3,642**	-	-	1,145	-	**1,145**
466	S.S.S TRADING COMPANY NEAR SITE AREA KANDHKOT ROAD SHIKARPUR	ANIL KUMAR 43104-6207626-5	HIRA NAND	7,448	773	-	**8,221**	-	-	773	-	**773**
467	M. LATIF SHAH RICE MILLS 38/GD FAISALABAD ROAD TEHSIL & DISTT. OKARA	MUHAMMAD LATIF 35302-6889803-3 MUHAMMAD YASIR 35302-3745999-1	AHMED DIN MUHAMMAD LATIF	4,199	4,115	-	**8,314**	-	-	4,114	-	**4,114**
468	BISMILLAH RICE MILL BISMILLAH RICE MILL BAGIRJEE SUKKUR	AZIZULLAH 45504-1132178-3	GULL MUHAMMAD	4,000	1,633	-	**5,633**	-	-	1,633	-	**1,633**
469	RUSTAM ALI NEAR MADRISSA AYESHA SIDDIQA VILL BHITTAY WAD P O SALLOKE TEH DASKA DISTT SIALKOT	34601-4783633-1	MURAD ALI	800	812	-	**1,611**	-	-	586	-	**586**

Details of advances written-off

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Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
470	MUHAMMAD IQBAL BASTI JAM MUHAMMAD NAWAZ NAZAR MUHAMMAD JHULAN P/O JAMAL DIN WALI TEHSIL SADIQ ABAD DISTT RAHIM YAR KHAN	31304-2059900-7	DUR MUHAMMAD	1,230	778	-	**2,008**	-	-	778	-	**778**
471	MUSLIM ZARAEE SREVICES GHALLAH MANDI HAROON ABAD TEHSIL HAROON ABAD	AFZAL MEHMOOD 31104-1710331-5	MUHAMMAD ASHRAF	112	1,034	-	**1,146**	-	-	946	-	**946**
472	MUHAMMAD ARSHAD VILLAGE HALLOWAL P/O HALLOWAL TEHSIL & DISTT NAROWAL	34501-5195275-5	ABDUL MAJEED	1,500	1,205	-	**2,705**	-	-	1,055	-	**1,055**
473	MIRZA QURBAN HUSSAIN CHAK NO 9B/8R PO SAME TEH. MIAN CHANNU DISTT.KHANEWAL	36104-5466674-3	MIRZA NAZAR HUSSAIN	1,164	940	-	**2,103**	-	-	938	-	**938**
474	H.S.SIKANDAR OIL MILLS CHAK NO23/10/R P/O SAME TEH KHANEWAL DISTT KHANEWAL	MUHAMMAD SALEEM KHAN 36103-1905028-7	SULTAN SIKANDAR KHAN	1,449	1,412	-	**2,861**	-	-	1,252	-	**1,252**
475	MOHAMMAD HAYYAT GOTH HAJI TAYYAB DARS MORADI POST OFFICE KHIPRO DISTT SANGHAR	44202-1761830-1	MOHAMMAD TAYYAB	1,000	816	-	**1,816**	-	-	636	-	**636**
476	BILAL ABDULLAH TRADERS MOHALLAH KASHMIRYAN AURANGZEB ROAD HOUSE NO.BI-S2-20,FAROOQ ABAD TEH & DISTT.SHEIKHUPURA	HAFIZ ABDUL HAMEED 35404-1518845-7	ABDUL JABBAR	4,481	2,487	-	**6,968**	-	-	2,198	-	**2,198**
477	MUHAMMAD RIASAM KHAN SHOP # 62 GHALLA MANDI MIAN CHANNU DISTT KHANEWAL	61101-9391635-5	MALIK ZOHAR KHAN	799	976	-	**1,775**	-	-	970	-	**970**
478	MUHAMMAD IMRAN CHAK NO 6/11 L P/O SAME TEH CHICHA WATNI DISTT SAHIWAL	36501-1984650-1	MUHAMMAD YOUSAF	750	797	-	**1,547**	-	-	622	-	**622**
479	MUHAMMAD NAWAZ VILL NAYA BAN BAJWA P/O KHAS TEH PASRUR DISTT SIALKOT	34602-8670450-9	MUHAMMAD YAQOOB	1,800	1,460	-	**3,260**	-	-	1,262	-	**1,262**
480	GHULAM SARWAR VILLAGE WALANA P/O KHASS TEH DISTT SIALKOT	34603-1245512-3	IMAM DIN	1,348	1,133	-	**2,481**	-	-	1,131	-	**1,131**
481	ASAD ALI SHAH VILLAGE TIBBA GAYMA SHAH P.O TIBBA MEHRBAN SHAH TEHSIL PIPLAN DISTT MAINWALI	38303-5709491-1	KHADIM HUSSAIN	1,799	1,736	-	**3,535**	-	-	1,310	-	**1,310**

Details of advances written-off

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
482	YMS ENTERPRISES PAKI KOTLI DASKA ROAD SILKOT	RAFIQ MASIH 34603-4491930-5 YAQOOB 34603-6119626-5 MEHBOOB HAMEED 34603-7443755-7	HAMEED MASIH HAMEED MASIH HAMEED MASIH	5,498	1,960	-	**7,458**	-	-	980	-	**980**
483	RASOOL STORE H NO 373 BLOCK 15 FB AREA DASTAGIR SOCIETY KARACHI	SHARAFAT HUSSAIN CHAUDHRY 42101-4899044-1	CHAUDHRY GHULAM HUSSAIN	4,998	707	-	**5,705**	-	-	707	-	**707**
484	AFFAN SIDDIQUE HOUSE NUMBER 38-A MOHALA SETLITE TOWN GUJRANWALA	34101-2497360-7	MUHAMMAD SIDDIQUE	1,500	910	-	**2,410**	-	-	785	-	**785**
485	HUSSAIN FLOUR RICE MILLS BHAROKI ROAD WAZIRABAD DISTT; GUJRANWALA	EJAZ AHMAD 34104-2285535-5 MUKHTAR AHMAD 34104-3764386-7	CH. MUIHAMMAD SHAFI CH. MUIHAMMAD SHAFI WARRAICH	100,000	11,201	-	**111,201**	-	-	4,426	-	**4,426**
486	MUHAMMAD ABBAS VILLAGE BUDHA RAJADHA POST OFFICE KOT KHIZRI TEHSIL WAZIRABAD DISTT GUJRANWALA	34104-2573032-1	KHUSHI MUHAMMAD	1,000	897	-	**1,897**	-	-	597	-	**597**
487	BASHIR AHMED SHAHEED PUR THROO PO KHAS TEH.PASRUR DISTT. SIALKOT	34602-8279487-7	NIZAM DIN	1,499	1,248	-	**2,747**	-	-	1,247	-	**1,247**
488	SINDHU ZARI CORPORATION VILLAGE KALU KLAN P/O WANDO TEHSIL KAMOKI DISTT GUJRANWALA	MUHAMMAD ZAMAN 34102-9901323-1	ATTA ULLAH	900	841	-	**1,741**	-	-	700	-	**700**
489	SYED KAREEM ADIL HOUSE NUMBER 220 BLOCK HH PHASE 04 DHA LAHORE	42201-9864146-9	ALI AZHAR SHAH	1,046	367	-	**1,413**	308	-	366	-	**674**
490	DAIM SHAH MOHALLAH HASHIMIAN VILL & PO URMUR MIANA DISTT PESHAWAR	17301-1583428-7	NAEEM SHAH	1,000	1,617	-	**2,616**	-	-	1,616	-	**1,616**
491	MUHAMMAD ASLAM VILLAGE LODHRAY POST OFFICE PINDI BHATTIAN THESIL PINDI BHATTIAN DISTRICT HAFIZABAD	34302-1238487-7	DOST MUHAMMAD	700	670	-	**1,370**	-	-	530	-	**530**
492	SARFARAZ BAN BAJWA P/O KHASS TEHSIL PASROOR DISTT SIALKOT	34602-5070987-9	BARKAT ALI	1,500	612	-	**2,112**	-	-	502	-	**502**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
493	MALIK MUHAMMAD ISHAQ & BROTHERS THANA ROAD, MAIN BAZAAR NEAR RAILWAY STATION NARANG MANDI	MUHAMMAD ISHAQ 35401-1858159-1	MEHR ALI MUHAMMAD	3,000	2,320	-	**5,320**	-	-	2,320	-	**2,320**
494	MOHAMMAD ABBAS VILLAGE SUCHA SAUDA MOHALLAH JATTAN TEH & DISTT SHEIKHUPURA	35404-1154993-1	MOHAMMAD HUSAIN	699	822	-	**1,521**	-	-	721	-	**721**
495	AL REHMAN TRADERS SHOP NO A-11B ABDULLAH COMPLEX SECTOR 5 I NORTH KARACHI	ABDUL MAJEED 42101-1703776-3	ABDUL RASHEED	983	1,498	-	**2,481**	-	-	1,079	-	**1,079**
496	MUHAMMAD MALIK TIBI JAHAR CHAK NO 29 RB P/O MOMIN CHAK NO 30 RB TEHSIL SANGLA HILL DISTT NANKANA SAHI	35403-1154381-5	SARANG KHAN	514	1,290	-	**1,804**	-	-	804	-	**804**
497	CHAUDHARY TEX P 181TEEKA GALI NO.3YARN MARKET FAISALABAD	CH SIDDIQUE ALI 33100-0624443-5	CH MUHAMMAD ALI	6,000	2,233	-	**8,233**	-	-	1,817	-	**1,817**
498	HAMAD MANZOOR WARD NO 21 HOUSE NO 2060 MOHALLAH MUHAMMAD ABAD CHICHAWATNI	36501-1135803-1	MANZOOR AHMAD	324	176	-	**500**	324	-	176	-	**500**
499	M YAUQOOB CMEC THAR COAL BLOCK 2	44301-5932527-7	BILWAL	644	283	-	**927**	644	-	283	-	**927**
500	AFRASIAB KHAN KOT KEH NIKAM KHAN DAAK KHANA HUYAD LANDI DAAK SHAH NAJEEB TEHSIL	11101-1305768-7	ABDUL RASHID KHAN	670	275	-	**945**	670	-	275	-	**945**
501	ABBAS ALI MOHALA NAZD T M O BUNGLOW LOCAL BOARD SUKKUR	45105-1856700-7	UBEDULLAH	707	306	-	**1,013**	707	-	306	-	**1,013**
502	ZULFIQAR ALI PO SHAH QABOOL MOH PEER ABDULLAH SHAH	17301-1705559-9	ABDUL JALIL	396	211	-	**607**	396	-	211	-	**607**
503	WAQAS ALI 080247 PRINTING PRODUCTION B STYLE TEXTILE 126 3 KOT LAKH PAT BSU-(LHR)	35201-9677429-3	REHMAT ALI	355	152	-	**508**	355	-	152	-	**508**
504	MUHAMMAD YOUSAF SADAR POLICE STATION KATCHERY ROAD AHMED PUR EAST	31304-6343833-7	ALLAH DITTA	402	170	-	**572**	402	-	170	-	**572**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
505	MUDASSIR DHQ KPK POLICE DISTT PESHAWAR	17301-4529384-7	JANBAR KHAN	354	184	-	**538**	354	-	184	-	**538**
506	SHAHID ALI KUMBHAR PARO NAGAR PARKAR PO NANGARPARKAR THARPARKAR	44304-0804189-7	ALLAH BACHAYAO	340	198	-	**538**	340	-	198	-	**538**
507	HUJAT ALI OFFICE OF THE MUNICIPLE COMMITTEE KANOH KOT KASHMORE	43103-1388980-1	BERO KHAN	546	230	-	**776**	546	-	230	-	**776**
508	SHAUKAT ALI MAYAR MEDICINE POINT MISS SHARJA MASJID TIMERGARA	16102-2325129-1	ABDULLAH KHAN	478	230	-	**708**	478	-	230	-	**708**
509	DARBAN ALI MUHALLA OPF COLONY	43203-7505212-9	TALIB HUSSAIN AIZRO	500	258	-	**758**	500	-	258	-	**758**
510	AZHAR HUSSAIN WARD NO 1 MUHALLAH DHARIYA TEHSIL AND	81102-0244735-1	NAZAR HUSSAIN	432	191	-	**623**	432	-	191	-	**623**
511	METCO ENGINEERING CO 547 DIL MUHAMMAD ROAD PATHI GROUND LAHORE	NAWAZ AHMAD 35201-1650708-1	MUHAMMAD ISHAQ	3,600	2,578	-	**6,178**	-	-	2,478	-	**2,478**
512	JAVED IQBAL BASTI DHAR MOZA MUD BHURA PO KHANPUR DISTT RAHIM YAR KHAN	31301-2056855-1	ABDUL MAJEED	1,200	1,092	-	**2,292**	-	-	592	-	**592**
513	GULLFAREEN KANWAL HOUE NO 04 STREET NO 33 MAIN ZIKRIA TOWN BOASAN ROAD	32302-0285952-0	MUHAMMAD KALEEM	1,600	1,657	-	**3,257**	-	-	1,517	-	**1,517**
514	MUHAMMAD SHAHID KHAN DUDA ST. P.O KANJROOR, TEH SHAKARGARH DIST NAROWAL	34502-1508916-9	M SAFDAR KHAN	1,200	1,207	-	**2,407**	-	-	1,057	-	**1,057**
515	TAJWAR DAL FACTORY CHAK NO. 5-M/L TEH; PIPLAN DISTT; MIANWALI	MUHAMMAD TANVEER ASIF 38303-6996079-1	GHULAM SHABBIR	2,500	1,806	-	**4,306**	-	-	1,626	-	**1,626**
516	AL SIDDIQUE RICE MILLS BUN BAJWA PASRUR SIALKOT	MUHAMMAD ASLAM BAJWA 34602-0731087-1 HAROON ASHRAF BAJWA 34602-0731011-5	MUHAMMAD SIDDIQUE BAJWA MUHAMMAD ASHRAF BAJWA	7,995	3,214	-	**11,209**	-	-	3,214	-	**3,214**
517	RUSTAM ALI MOHALLA DIN PUR KALAN TEH SHAKARGARH DISTT NAROWAL	34502-8186287-7	KARIM BUX	2,499	2,593	-	**5,093**	-	-	2,413	-	**2,413**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
518	MANZOOR HUSSAIN BHATTI SADDIQUE ABAD P/O SAME TEH & DISTT NANKANA SAHIB	35201-6923146-3	CH ABDUL GHANI	1,993	1,530	-	**3,523**	-	-	1,523	-	**1,523**
519	PAK TEA STORE SHOP NO W 171/18-20 MUSLIM MARKET NANKARI BAZAR RWP	SHEIKH ATIF KHURSHID 37405-4928846-9	SHEIKH KHURSHID AHMED	14,168	2,694	-	**16,862**	-	-	1,620	-	**1,620**
520	SYED HAIDER RAZA H NO 949 A CHCH KOREY WALA BEHIND EID GHAH MAIN ROAD MULTAN	36302-5626916-1	AGA HUSSAIN	694	651	-	**1,344**	-	-	594	-	**594**
521	SARDAR MUHAMMAD IQBAL KHAN KHAN HOUSE SARGODHA ROAD MIANWALI	38302-1193229-9	SARDAR KHAN	400	777	-	**1,177**	-	-	677	-	**677**
522	OSAMA BANDIAL DAAK KHANA KHAS BANDIYAL SOUTH TEHSIL QUAIDABAD DISTRICT KHUSHAB	38203-0360626-3	NAEEM ULLAH	4,403	1,422	-	**5,825**	-	-	1,090	-	**1,090**
523	GHULAM MUSTAFA HOUSE NO. 96 STREET NO. 23 MOHALLAH SALIK ABAD MOHRA SHARIF BAND ROAD	34502-1514562-3	ABDUL MAJEED	1,000	1,073	-	**2,073**	-	-	933	-	**933**
524	TOUSEEF AHMED LAL MANZIL PLOT NO 136 NEW INDUSTRIAL AREA MIRPUR AK	81302-1919338-5	FAZAL AHMED QURESHI	393	162	-	**555**	393	-	162	-	**555**
525	KANWAR ABDUL REHMAN ASIF SHAIR PUR P.O BHARTAN WALATEHSIL DASKA SIALKOT	34601-3145864-7	M NISAR ULLAH KHAN	896	496	-	**1,392**	896	-	496	-	**1,392**
526	SAJAD HUSSAIN M-4 ABDUL HAKEEM KHANEWAL MOTORWAY BEAT 21 MULTAN	36102-1890500-1	ALLLHA DITTA	633	345	-	**979**	633	-	345	-	**979**
527	REHAN AHMED KHAN MUHAL SHAMS PURA DEFENCE ROAD HAMZA GHOUS	34603-2925202-9	IMTIAZ AH,MAD KHAN	462	261	-	**723**	462	-	261	-	**723**
528	AQIB MANAN MOHALLA MAQBOOL SHAHEED ABAD AIMNABAD TEH DIST GUJRANWALA	34101-0553363-5	ABDUL MANAN	459	251	-	**711**	459	-	251	-	**711**
529	TAHA AYUBI ST DARBAR BABA HAYAT WALI H NO 470 JHELUM	37301-5272090-5	WAJID ALI AYUBI	647	266	-	**913**	647	-	266	-	**913**
530	BASHARAT HUSSAIN SKILLS HUB NEAR SUNDAY BAZAR H-9 3	13101-0965611-1	MUHAMMAD ARIF KHAN	344	195	-	**539**	344	-	195	-	**539**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
531	MUHAMMAD ANWAR GARRISON ENGINEER (DP) RAILWAY ROAD,CHAKLALA	33105-0348259-1	MUHAMMAD HANIF	649	267	-	916	649	-	267	-	916
532	MUHAMMAD TALHA HOUSE # 62 WAHDAT COLONY LAHORE	35200-5683720-9	IJAZ HUSSAIN SHAH	485	136	-	621	485	-	136	-	621
533	ZAHID MASIH HOUSE 111 ST NO 4 MOH ESSA NAGRI GMABAD FAISALABAD	33100-8062015-7	RAFIQUE MASIH	332	187	-	518	332	-	187	-	518
534	MUHAMMAD JAHAN ZAIB HOUSE NO P-368 ST NO 5 TAHIR ROAD AHMAD ABAD GULISTAN COLONY NEAR	33100-5409987-3	ABDUL SATTAR	624	295	-	920	624	-	295	-	920
535	SAJID AHMAD DILDAR HUSSAIN MANAGER OPERATIONS EBR ENERGY 43/4 MAIN	71402-7742633-9	SULIMAN SHAH	411	185	-	596	411	-	185	-	596
536	MUHAMMAD HAFEEZ HOUSE NO 40 41 STREET 02 MUHALLADITTA WALA KHUSHAB	38201-1153676-3	M RAMZAN	496	275	-	772	496	-	275	-	772
537	ABDULLAH VPO RAJAKI	34201-0591672-9	MUHAMMAD ARSHAD	399	170	-	569	399	-	170	-	569
538	IMRAN ASHIQ SELECTO MOBILES D GROUND	33100-7385287-1	ASHIQ HUSSAIN	414	199	-	613	414	-	199	-	613
539	SHUMAILA MUHALLA BENAZIR COLONY MAIN ROAD NAUSHHARO FEROZE TEHSIL & DISTRICT	45304-2333456-4	NAZAR MUHAMMAD MEMON	478	202	-	681	478	-	202	-	681
540	IYYAZ HUSSAIN H NO B 12 FLAG LINE NEAR KASHIF CENTRE SHAHRA E FAISAL KARACHI	33202-4603452-9	RIAZ HUSSAIN	406	182	-	588	406	-	182	-	588
541	YAWAR ABBAS MARGALLA TAXILA MILL 112GT VRD MANNOO, NAGAR, ATTOCK	37406-8828812-9	MUBARIK ALI SHAH	373	216	-	589	373	-	216	-	589
542	BAHADUR ALI RAHIM YAR KHAN	31303-8969474-3	ABDUL GHAFOOR	651	285	-	937	651	-	285	-	937
543	KIRAN SARWAR H NO 106 ST NO 20 JAAM STREET MOHALLAH BAHAR COLONY KOT LAKHPAT LAHORE	35201-6007460-0	SARWAR	949	362	-	1,312	949	-	362	-	1,312

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
544	JAWAID MASIH H45 SAHABADAD GOTH BARF KHANA MALIR KARACHI	42201-8326318-5	INAYAT MASIH	367	203	-	570	367	-	203	-	570
545	MUHAMMAD MUJTABA H NO 109 BASTI RAHIM BAKHSH RENALA OKARA	35103-1317441-9	MUHAMMAD RAFIQUE	382	206	-	588	382	-	206	-	588
546	SYED MUHAMMAD ALI KAZMI FIRST FLOOR BISMILLAH PLAZA NEAR PIA BUILDING GT ROAD KHARIAN GUJRAT	34202-9179836-9	SYED SHAFQAT HUSSAIN SHAH	564	244	-	808	564	-	244	-	808
547	SHAKEEL AHMED AIMS AMBORE MUZAFFARABAD	82203-3315154-7	MUHAMMAD SIDDQUE	573	191	-	763	573	-	191	-	763
548	MUHAMMAD KASHIF QAMAR KHAN COLONY STREET NO 11 HAROONABAD	31104-2160829-7	AMANAT ALI QAMAR	401	187	-	588	401	-	187	-	588
549	ASFAND YAR QURESHI BASTI HAFIZABAD P.O CHABRI TEH & DISTT DERA GHAZI KHAN	32102-8734693-5	AMEER BAKSH QURESHI	330	188	-	517	330	-	188	-	517
550	SARMAD SUFYAN PLATOON 562 DOFC SWAT	12104-8931316-7	MUHAMMAD NAWAZ	347	154	-	501	347	-	154	-	501
551	AHMED SALIM HOUSE NO.C-49, BLOCK-8, GULSHAN-E-IQBAL,	42201-4309128-9	HAJI SALIM	1,074	527	-	1,601	1,074	-	527	-	1,601
552	RAO KASHIF JAMIL WRD7 PLT 1171 BABBU MOH SIALKOT CANTT SIALKOT	35202-0738058-9	RAO JAMIL AHMAD	404	217	-	621	404	-	217	-	621
553	HABIBULLAH MOH.BARCHAM VILLAGE & P.O.	16101-1153811-1	SAR BAHADAR	459	196	-	655	459	-	196	-	655
554	MAZHAR IQBAL QUARTER NO II RANGER , HQ GANDA SINGH WALA , MASJID, KASUR	36502-2546728-3	SIKANDAR	390	174	-	564	390	-	174	-	564
555	GULZAR AHMED KACHI ABADI H NO 39 C SEC G 7/ 3 ISLAMABAD	61101-3575831-5	ARJUN MASIH	440	231	-	671	440	-	231	-	671
556	TAHIRA HAMID ALI PLOT NUMBER D-52 A/2, BLOCK 2 CLIFTON KARACHI	42301-9238104-6	HAMID ALI	590	275	-	865	590	-	275	-	865
557	IBRAR AHAMD VILLAGE HODIGAN PO KATLANG MARDAN	16101-0644470-1	SHAHID ISRAR	408	212	-	620	408	-	212	-	620

Details of advances written-off

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
558	SALMAN LATIF SAJID FLAT NO FE-19 MOHALLA WAHDAT COLONY	35202-4773411-3	ABDUL LATIF SAJID	561	239	-	800	561	-	239	-	800
559	SALMAN ISMAIL H NO 18 ST 15 KARAM ST GHARI SHAHU	35202-2848365-3	MUHAMMAD ISMAIL CH	500	234	-	734	500	-	234	-	734
560	RASHID AHMED GADHPUR PO BHAKHIYANWALA TEHSIL DASKA SIALKOT	34601-0841037-9	MALIKI GHULAM NABI	917	463	-	1,380	917	-	463	-	1,380
561	MOHAMMAD YASIR ANWAR BZU MULTAN	36302-8709707-3	CH MUHAMMAD ANWAR	458	179	-	636	458	-	179	-	636
562	ASIF ALI K&NS HP HATCHERY CHANGA MANGA ROAD JAMBER KHURAD	35301-7830076-1	HAKIM ALI	630	341	-	971	630	-	341	-	971
563	AZIZ SAEED 14030 C L B7 PUNJAB POLICE (P-C BATALIAN 4) NEAR MAKUANA	36303-8342524-9	SAEED AHMAD	620	325	-	944	620	-	325	-	944
564	AGHA'S SUPERMARKET AGHA'S SUPERMARKET NO 1 UZMA COURT DC-3 BLOCK 8 CLIFTON KARACHI CLIFTON KARACHI	FARID VIRANI 42301-8890418-7 FEROZ VIRANI 42301-3085859-3 ANWER ALI 42301-0869599-7	NOOR ALI VIRANI NOOR ALI VIRANI MOLOO VERANY	39,844	1,188	-	41,032	-	-	1,188	-	1,188
565	SHABBIR AHMED STEEL MERCHANT AFSHAN PARK M S FACTORY ROAD DAROGHAWALA	SHABBIR AHMAD 35201-1218226-3	MIAN REHMAT ALI	697	1,688	-	2,385	-	-	1,285	-	1,285
566	CHOUDHRY IMTIAZ RASOOL VILLAGE MAHAL MEHNAY WALI MAHAL MAHNAY WALI SIALKOT	34603-2134241-9	CHOUDHRY GHULAM RASOOL	2,298	1,973	-	4,271	-	-	1,971	-	1,971
567	GULAM QADIR KOT BHAGAT P.O.KOTLI NOONAN TEHSIL SAMBRIAL	34601-6679333-5	NADIR KHAN	1,999	848	-	2,848	-	-	738	-	738
568	FATIMA AHMED HOUSE NO E-14 GVOT COLLEGE TECHNOLOGY KOHAT RD PESHAWAR	17301-4954730-4	MUNIR AHMED	328	172	-	500	328	-	172	-	500
569	NAEEM YOUSAF GHOGHIAN WALA CHAK NO 35/2 RA	35302-2468998-9	MUHAMMAD YOUSAF RANA	448	173	-	621	448	-	173	-	621
570	MUHAMMAD SAJID STREET NO 10 MILLAT COLONY ONE UNIT STAFF COLONY BAHAWAL PUR	31202-3231309-9	ABDUL SHAKOOR	468	200	-	668	468	-	200	-	668

Details of advances written-off

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Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
571	ASIF MASIH MOH KRISCHAN COLONY GOR COLONY LATIFABAD HYDERABAD	41304-5324721-5	RIASAT MASIH	400	161	-	**560**	400	-	161	-	**560**
572	NOMI JAHANGIR CHOTTA BAZAR HOUSE NO 3119-20 MOHALA CHAMAN CHOWK	12101-5023464-1	JAHANGIR MASIH	402	168	-	**570**	402	-	168	-	**570**
573	AAMIR MUNIR POPALZAI HOUSE NO.58 MOHALLAH MALIK ZAMAN KHAN NOTHIA QADEEM PESHAWAR CANTT.	17301-3290687-3	MUHAMMAD SHAFI JALAL	411	174	-	**585**	411	-	174	-	**585**
574	JAVED MASIH SHAD BAGH CHRISTIAN COLONY H NO 2 ST A 1 ZARGHAR ABAD PESHAWAR	17301-3197795-5	JOZAF MASIH	1,178	524	-	**1,702**	1,178	-	524	-	**1,702**
575	MUHAMMAD AZAM SADAQAT LIMITED 521348 2 KM SAHIANWALA ROAD	33104-6174062-5	MUHAMAMD IQBAL	370	173	-	**543**	370	-	173	-	**543**
576	AHMED HAROON HOUSE NO 4 MOHALLAH SHAHEEN PURA KHIALI SHAH PUR	34101-2956851-9	RANA M AKBAR	400	207	-	**607**	400	-	207	-	**607**
577	MUHAMMAD IQBAL MOUZA NAIMAT ALI TEHSIL MAILSI DIST VEHARI	36602-8799873-3	GHULAM HAIDAR KHAN	50	1,175	-	**1,224**	-	-	774	-	**774**
578	SARFRAZ AHMAD JASLANI KALAN POST OFFICE WARBURTON TEHSIL AND DISTRICT NANKANA SAHIB	35402-7021130-5	KAMEER KHAN	1,700	1,100	-	**2,800**	-	-	830	-	**830**
579	NISAR ELECTRONICS SHOP# 11-B HASHOO CENTRE ABDULLAH HAROON ROAD SADDAR KARACHI	NISAR AHMED 42301-1091335-9	UBAIDULLAH KHAN	4,994	2,950	-	**7,944**	-	-	2,631	-	**2,631**
580	CH BASHIR POULTARY FARM VILLAGE RAKH JODHOO DHEER PO RAIWIND DISTT.LAHORE	M ZAHEER ABBAS BHULLAR 35202-3023146-1	CH BASHIR AHMAD BHULLAR	7,000	6,872	-	**13,872**	-	-	6,372	-	**6,372**
581	MUHAMMAD ASIF ALI VILL BOLAR P/O KHASS TEHSIL AND DISTT NAROWAL	34501-3078421-7	MANZOOR AHMED	900	709	-	**1,609**	-	-	634	-	**634**
582	SAGHEER AHMAD VILL GUJJOO CHAK P/O TALWANDI KHAJOORWALI TEH GUJRANWALA	34101-1918870-9	NAZIR AHMAD	1,740	1,917	-	**3,657**	-	-	1,582	-	**1,582**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
583	MOHAMMAD ALI & SONS WARD NO 1 MOHALLAH NAWAN PIND POST OFFICE BADDOMALHI TEH & DISTT NAROWAL	MUHAMMAD HANIF 34501-0952652-1	MUHAMMAD ALI	1,885	1,313	-	**3,198**	-	-	1,313	-	**1,313**
584	MOHAMMAD AFZAL KOPRA TEHSIL SAMBRIAL DISTRICT SIALKOT	34604-0392015-9	REHMAT ALI	2,250	1,223	-	**3,473**	-	-	998	-	**998**
585	SARDAR M AKRAM DAOKEY KHANYANA POST OFFICE USMAN WALA TEHSIL CHUNIAN DISTT KASUR	35101-2474498-1	SARDAR GHULAM MUHAMMAD	647	636	-	**1,283**	-	-	509	-	**509**
586	MOHAMMAD HANIF DARS VILLAGE HAJI MOHAMMAD DARS P O 12 MILE TALUKA SINDHRI DISTT MIRPURKHAS	44103-0306394-1	MOHAMMAD DARS	1,198	709	-	**1,907**	-	-	607	-	**607**
587	TAJ MEHMOOD MIRZA CHAK NO 1 SHUMALI GAKHRA PO PHULARWAN TEH BHALWAL DISTT SARGODHA	38401-8999482-1	SULTAN MEHMOOD MIRZA	2,000	1,894	-	**3,893**	-	-	1,743	-	**1,743**
588	BADAR SALEEM HOSIERY KNITTING FACTORY DOGRANWAN ROAD SHARIF CHOWK SAMUNDRI ROAD FAISALABAD	MUHAMMAD SALEEM 33100-8986262-1	GHULAM RASOOL	4,699	655	-	**5,354**	-	-	518	-	**518**
589	MOHAMMAD YASEEN BOOTAY KHAN ADD. VILLAGE FALEEZPUR PO AHMEDABAD TEHSIL DISTRICT NAROWAL SIALKOT	34501-7504670-5	MOHAMMAD BOOTA KHAN	1,087	962	-	**2,049**	-	-	749	-	**749**
590	SYED YOUSIF ALI SHAH DAIRY FARM SHERAZI ZARI FARM CHAK NO.48 S.B P/O SAME TEHSIL SILANWALI DISTT SARGODHA	S.YOUSIF ALI SHAH SHERAZI 38405-7891368-5	SYED SALHOON SHAH SHERAZI	1,810	2,420	-	**4,230**	-	-	2,080	-	**2,080**
591	SANGHAR VILLAGE FAQIR MUHAMMAD AMIN MANGRIO DEH TEBHRI POST OFFICE CHHORE TALUKA & DISTT UMERKOT	44107-9391942-7	GAMAN	999	825	-	**1,824**	-	-	674	-	**674**
592	INYAT ALI RID VILL BOOLO KHAN RID P/O SOOMAR FAQIR HINGORO TAL SHAHDADPUR DISTT SANGHAR	44204-7833613-1	HAJI ARAB RID	1,452	2,954	-	**4,406**	-	-	2,169	-	**2,169**
593	MUHAMMAD YAQOOB CHAK NO 415 JB POST OFFICE SAME TEHSIL GOJRA DISTRICT TOBA TEK SINGH	33301-9426949-3	MUHAMMAD ISMAIL	1,614	2,039	-	**3,654**	-	-	1,804	-	**1,804**

Details of advances written-off

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Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
594	ABID ENTERPRISES 3 RAFIQ MANSION SUPER SHAH ALAM MARKET LAHORE	ABID RAFIQ 35202-2179313-5	MUHAMMAD RAFIQ	17,978	16,354	-	**34,333**	-	-	14,854	-	**14,854**
595	SAADI SARDAR MUHAMMAD HOUSE NO 6-E MUHALLA OFFICERS COLONY MULTAN	36302-0679637-5	ZIA MAHMOOD SARDAR	2,494	829	-	**3,323**	-	-	723	-	**723**
596	MIAN ZAKI MUHAMMAD JHANDIR HOUSE NO 6-E MUHALLA OFFICERS COLONY MULTAN	36302-1283672-3	MIAN ZAKA SARDAR	1,999	660	-	**2,659**	-	-	559	-	**559**
597	NASA CORPORATION 2/74 ABBOT ROAD SIALKOT	TARIQ MEHMOOD BHATTI 34603-0392097-1 MUHAMMAD ZAHID YOUNAS 34603-0382597-1	ABDUL KARIM BHATTI MUHAMMAD YOUNAS	7,436	3,648	-	**11,084**	-	-	2,852	-	**2,852**
598	BUTT TRADERS VILL REHMANPURA TALWANDI BHINDRAN TEH. & DISTT. NAROWAL	ASIF IQBAL BUTT 34501-2042743-5	MUHAMMAD IQBAL BUTT	1,197	728	-	**1,926**	-	-	626	-	**626**
599	MUZAFAR ALI KATEEN KHURD P/O & TEH CHUNIAN DISTT KASUR	35101-2515242-3	MALIK MUHAMMAD ALI	1,700	1,591	-	**3,291**	-	-	1,241	-	**1,241**
600	ZAMEER HAIDER WARD NO 12 DONGA BUNGA AKO KA TEHSIL AND DISTRICT BAHAWALNAGAR	31101-7261584-9	MUHAMMAD BAKIR	817	980	-	**1,797**	-	-	847	-	**847**
601	SARDAR M TAYAB SHAHEEN DOGAR NEAR WAPDA TOWN HOUSE NO 342-E MUHALLAH PIA SOCIETY LAHORE	35202-2129329-9	SARDAR MUHAMMAD ARIF	4,999	1,311	-	**6,310**	-	-	1,310	-	**1,310**
602	NASIR MATEEN FLAT NO H 13 BLK BNORTH NAZIMABAD OPP SAIMA BRIDGE VIEW APARTMENT KARACHI	42101-1640777-5	MATEEN ULLAH KHAN	637	211	-	**849**	637	-	211	-	**849**
603	FAIZ MOHAMMAD KAHN FLAT # 10 AL-RIZWAN APPARTMENT BLOCK L NORTH NAZIMABAD	42000-2344877-5	MUHAMMAD	363	148	-	**511**	363	-	148	-	**511**
604	TARIQUE HAFEEZ H.NO.151 BLOCK-E MANSOOR COLONY NASARPUR ROAD TANDO ALLAH YAR	41307-7015047-5	MUHAMMAD HAFEEZ	358	160	-	**518**	358	-	160	-	**518**
605	USMAN ELECTRIC STORE 4 JAMAL ELECTRIC MKT SHAMA BUILDING SHAH ALAM MKT	MUHAMMAD BABAR MEHMOOD 35201-1551896-5	MEHRAJ DIN	7,011	2,114	-	**9,126**	-	-	2,114	-	**2,114**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
606	KOMAL IQBAL MOUZA HAKIM SADHARKEY P/O DEPAL PUR TEH DEPAL PUR DISTT OKARA	36402-2241063-0	PEER KHAN WATTOO	549	652	-	1,201	-	-	551	-	551
607	ALI AUTO STORE MAIN ROAD CHUNIAN DISTT KASUR MOHALLAH ZAFAR TOWN CHUNIAN DISTT KASUR	SHABBIR AHMED 35101-2019031-5	UMER DIN	756	649	-	1,405	-	-	645	-	645
608	AMJID BROTHERS SHOP NO 04 NEAR MARKEET COMMITTE GHALLA MANDI RAHIM YAR KHAN	AMJID HUSSAIN 45402-0921863-9	MUHAMMAD FAZIL	5,000	3,378	-	8,378	-	-	3,378	-	3,378
609	IHSAN ULLAH V P O LORIKI NEAR CHOOTI PULI TEH DASKA DISTT SIALKOT	34601-0834209-7	RIASAT ALI	1,620	960	-	2,580	-	-	760	-	760
610	ABDUL RAUF KHAN DHOBEREY P/O WANDO DISTT GUJRANWALA	34102-3590315-5	DIN MOHAMMAD	1,260	3,429	-	4,689	-	-	3,089	-	3,089
611	AL-KAUSAR TRADERS 404-B PAK BLOCK ALLAMA IQBAL TOWN LAHORE	RAHAT MAQSOOD 35202-5350969-7 NIAZ AHMED 34502-6305208-3 HASHMAT ALI 34502-1500252-7	MURAD ALI ISLAM DIN KHAWAJ DIN	2,996	1,829	-	4,825	-	-	1,325	-	1,325
612	MUHAMMAD YOUSAF NEAR DERA ARIF HUSSAIN TARAR KOT LADHA P/O KHAS DISTT GUJRANWALA	34103-2647173-3	GHULAM MUSTAFA	1,000	1,228	-	2,228	-	-	1,228	-	1,228
613	MUHAMMAD TUFAIL VILL.BHUDA GORAYA TEH.DASKA DISTT. SIALKOT	34601-6685416-5	MUHAMMAD HUSSAIN	952	1,085	-	2,037	-	-	987	-	987
614	ABASS TRADERS V. JEOWALI P/O MOHRIKAY JAJA TEHSIL PASRUR	MUHAMMAD ABBAS 34602-0740731-1	GHULAM HAIDER	2,687	996	-	3,683	-	-	933	-	933
615	GOHAR ATTIQUE HOUSE NUMBER 227AIII MOHALA GULBERG III LAHORE	35202-7955569-3	WASEEM AHMED	923	320	-	1,242	223	-	320	-	542
616	SHERAZ SALEEM CHUGHTAI UPPER CHATTER HOUSING SCHEME HOUSE NO D-88 MUZAFFARABAD	82203-0981953-9	SARDAR MUHAMMAD SALEEM	1,071	250	-	1,320	371	-	250	-	620
617	HAYAT DAAL FACTORY H-195-196 AKBARI MANDI LAHORE	MUHAMMAD IQBAL 35401-0664402-3	HAYAT MUHAMMAD	5,584	4,822	-	10,405	-	-	4,505	-	4,505

Details of advances written-off

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Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
618	NASEEM TRADERS INTERNATIONAL FLAT NO 12 SATELLITE PLAZA 6TH ROAD RAWALPINDI	MUHAMMAD NASIM 37405-0264243-9	RASHEED AHMED	20,136	5,815	-	25,951	-	-	5,535	-	5,535
619	ALLAH DITTA SIKANDAR PURA P/O KHUDIAN KHAS TEH & DISTT KASUR	35102-2502288-3	SULTAN	500	752	-	1,252	-	-	652	-	652
620	RANA WAQAS MAQSOOD D VILL BOLAR PO NAROWAL DISTT NAROWAL	34501-2988691-3	MAQSOOD AHMED	1,000	1,702	-	2,702	-	-	1,502	-	1,502
621	ALI AKBAR GOTH MOHAMMAD ALAM HINGORJO TALUKA KHIPRO DISTT SANGHAR	44202-1911332-7	MOHAMMAD ZAKIR	1,497	1,094	-	2,591	-	-	791	-	791
622	IQBAL AND CO PINDI BHATTIAN ROAD JALAL PUR BHATTIAN TEH PINDI BHATTIAN	MUHAMMAD IQBAL 34302-1214976-7	HABIB ULLAH	1,500	1,582	-	3,082	-	-	882	-	882
623	AHSAN IQBAL AHSAN DAIRY FARM NANGAL KASWALA TEHSIL MURIDKE DISTRICT SHEIKHUPURA	35401-9171931-1	CHAUDARY MUHAMMAD IQBAL	1,565	1,144	-	2,709	-	-	909	-	909
624	MUHAMMED YOUNAS HOUSE NO 80 BLOCK NO 2 MOHALLA CHHISHTIAN TEH & DISTT SAHIWAL	36502-7493575-7	EID MUHAMMAD	2,505	6,090	-	8,595	-	-	5,445	-	5,445
625	FARRUKH IQBAL GOJRA ROAD NAZD MUDARSA SHEIKH UL ISLAM MAKAN NO 4 MOHALA ISLAMABAD JHANG	33202-0177872-9	ZAFAR IQBAL	1,351	494	-	1,845	181	-	494	-	675
626	QADEER MUHAMMAD HOUSE NO;101 MOHALLA PANHWER COLONY JARWARI SAKH MIRPURKHAS	44103-3062904-1	MUHAMMAD YASEEN	799	644	-	1,444	-	-	514	-	514
627	MUHAMMAD HARIS BAZEED BARAN AP/O SAME TEHSIL LALIAN DSITRICT CHINIOT	38405-8290989-5	ALLAH BAKHSH	700	918	-	1,618	-	-	818	-	818
628	MOHAMMAD ASLAM CHAK NO. 32 JHOLE NO. 4 P.O GOLARCHI	41102-9012961-5	HAKIM ALI	4,612	846	-	5,458	-	-	846	-	846
629	TOUSEEF RAZA BASTI SAMAIL BEILA SARBANA P/O H B SHAH TEH SHOR KOT DISTT JHANG	33203-8703147-7	AHMAD NAWAZ	497	559	-	1,056	-	-	556	-	556
630	MANZOOR AHMAD NAWAN LOAK HUJAN P O SAME TEH KOTMOMAN DISTT SARGODHA	38401-0363174-3	GHULAM MUHAMMAD	2,497	2,518	-	5,015	-	-	2,445	-	2,445

Details of advances written-off

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
631	MUHAMMAD SHAFIQ VILL PINDI SANIAN P/O AMRIYAL TEH SHAKARGARH	34502-2171256-9	ALI AHMED	1,300	557	-	**1,856**	-	-	556	-	**556**
632	MUHAMMAD ASHRAF VILLAGE SAGHAR KHURAD P/O HAFIZABAD TEH & DISTT HAFIZABAD	34301-3275943-1	AHMED KHAN	730	928	-	**1,658**	-	-	718	-	**718**
633	A.SONS (PRIVATE) LIMITED H# 1106 ST# 38 SECTOR F-8/1 PHASE 8 BAHRIA TOWN RAWALPINDI	ANAYAT ULLAH 82401-4980859-5 SALMA WAQAS 37406-4711831-6 NIGHAT SHAHEEN 82303-9665285-8	MUHAMMAD ARIF WAQAS INAYAT INAYAT ULLAH	4,060	949	-	**5,009**	-	-	949	-	**949**
634	MUHAMMAD IRFAN NASIR VILLAGE SHAH MALOOK NEAR OLD AIR PORT MOHALLA SANDHU KALONI TEHSIL PASRUR DISTRICT SIALKOT	34602-0724106-1	CH. MUHAMMAD NASIR KHAN	1,754	1,401	-	**3,155**	-	-	1,055	-	**1,055**
635	ALLAH DITTA CHAK NO 207 JB PO 208 JB JHANG	33201-7588631-9	SULTAN	220	1,015	-	**1,235**	-	-	765	-	**765**
636	RAHMAN ALI & BROTHERS NEAR BAIJI ROAD POST OFFICE AND TEHSIL PANO AKIL DISTT KASUR	MAHBAT KHOSO 45501-7799149-3	ABDULLAH KHOSO	2,500	1,250	-	**3,750**	-	-	1,250	-	**1,250**
637	HAJI M LATIF SHAH AND SONS 85- GHALLA MANDI OKARA TEH AND DISTT OKARA	MUHAMMAD YASIR 35302-3745999-1 MUHAMMAD LATIF 35302-6889803-3	MUHAMMAD LATIF AHMED DIN	5,000	4,460	-	**9,460**	-	-	3,460	-	**3,460**
638	FAHAD AHMAD BAKHAR BAR TEH SHAHPUR DISTT SARGODHA	38404-1594693-9	MAHAR SHAHAB KHAN	600	558	-	**1,158**	-	-	508	-	**508**
639	MUHAMMAD HASHIM KHAN HOUSE NO.291/A SHAMSABAD POST OFFIC GULGHASHT TEHSIL AND DISTT MULTAN	36302-1918956-9	KHAN ABUAL HASSAN KHAN	1,200	941	-	**2,141**	-	-	901	-	**901**
640	GHULAM MUHAMMAD CHAK NO 21 JB RANIKY BURJ MANDI NEAR GOVT BOYS HIGH SCHOOL FSD	33101-1702680-7	MUHAMMAND KHAN	800	1,002	-	**1,802**	-	-	757	-	**757**
641	FARAZ USMAN LOTHAR P.O RIAZABD TEHSIL 3 DIST MULTAN	36302-2028603-1	USMAN KHAN	1,010	1,008	-	**2,018**	-	-	743	-	**743**

Details of advances written-off

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
642	ASKAR RASOOL BUX SHAH SYED MUHALLAH BHANOTH TEHSIL HALA NEW DISTRICT MATIARI BHANOTH	41301-4005531-5	SYED RASOOL BUX SHAH	998	1,687	-	**2,686**	-	-	1,286	-	**1,286**
643	AL MAKKA TRUCKING STATION NATIONAL HIGHWAY SARHAD DISTRICT GHOTKI	ZULFIQAR ALI 45102-4651724-1 SAEED AHMED 45102-1230067-1	MUHAMMAD ARAB DILDAR	1,957	553	-	**2,511**	-	-	553	-	**553**
644	SARDAR AGRO TRADING CO MAIN ROAD MANDI FAIZABAD TEH NANKANA SAHIB	SARDAR ALI 35402-7454201-1	MUHAMMAD HUSSAIN	9,000	5,230	-	**14,230**	-	-	4,730	-	**4,730**
645	MIAN NOOR ELAHI TEMBER MERCHANT MAAN SING ROAD KOT RADHA KISHAN	KAMAL DIN 35102-7366079-1	NOOR ELAHI	465	776	-	**1,241**	-	-	676	-	**676**
646	MUHAMMAD TUFAIL CHAH DIHLOWAN BARKORDAR P/O CHAK NO 641 GB DISTT NANKANA SAHIB	35402-8606207-9	NAJABT KHAN	798	959	-	**1,757**	-	-	957	-	**957**
647	JAMEEL SAHIB GRAIN TRADERS IMDAD GALI KAMBOH MUHALLA QAMBER SHAHDAD KOT	ALI RAZA 43406-0373313-3	GHULAM SARWAR BROHI	3,992	772	-	**4,764**	-	-	772	-	**772**
648	MUHAMMAD AHMED MOUZA BOONGI RAM SINGH P/O MANDI AHMED ABAD TEHSIL DEPAL PUR DISTT OKARA	35301-6486397-7	MUHAMMAD MUREED	1,000	703	-	**1,703**	-	-	578	-	**578**
649	SHER E RABBANI KIRYANA GENERAL STORE SHOP NO. 31, FRUIT MARKET, KOT LAKHPAT,LAHORE	M. SHEHZAD HABIB 35201-7249674-3	MUHAMMAD HABIB	2,000	890	-	**2,890**	-	-	790	-	**790**
650	SUNNY PETROLEUM SERVICE SUKKUR ROAD SHIKARPUR	ALLAH DINO SANJRANI 43304-0560112-3	HAJI AHMED BUX	5,934	970	-	**6,905**	-	-	970	-	**970**
651	MUHAMMAD ASIF NAVEED GHORRI POST OFFICE BOUNGA HAYAT TEH & DISTT PAKPATTAN	36402-0834445-5	MIAN MUHAMMAD ASHRAF	895	740	-	**1,635**	-	-	635	-	**635**
652	NEW KHOKHAR TRADERS AL-NOOR TOWN ISLAM NAGAR ROAD SILLANWALI DISTRICT SARGODHA.	MUHAMMAD ARSHAD 38405-2284165-9 IMTIAZ AHMAD 38405-8991485-5 EHSAN ULLAH 33201-7355198-9	ABDUL MAJEED RAMZAN AMIR KHAN	5,000	4,392	-	**9,392**	-	-	3,892	-	**3,892**
653	ADNAN & COMPANY FAKHAR-E-GHAFOOR MARKET GHALLA MANDI MURIDKE DISTRICT SHEIKHPURA	SHOUKAT ALI 35401-1754205-7	BARKAT ALI	2,500	2,109	-	**4,609**	-	-	2,109	-	**2,109**

Details of advances written-off

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
654	AL KARAM TRADER HOUSE NO 55 STREET NO 2 MOH CANAL PARK SARGODHA	CH IFTIKHAR AHMAD 38403-5491162-7	CH. REHMAT ALI	4,000	1,382	-	**5,382**	-	-	1,382	-	**1,382**
655	KHALID AHMED WARD 03 GAREB ABAD MOHALA TANDO BAGO DISTRICT BADIN	41104-5615657-7	SAIN BUX JAMALI	4,000	1,432	-	**5,432**	-	-	1,132	-	**1,132**
656	HABIB ULLAH KAD LATHI ARA PO SAME TEH SAHIWAL DISTT SARGODHA	38402-1568098-7	MUHAMMAD SAADULLAH	749	1,382	-	**2,131**	-	-	1,271	-	**1,271**
657	RANA SHAZAD COMMISSION SHOP WARD NO 4 MAIN P/O BOX AHMEDPUR MECLOAD GUNJ TEHSIL MINCHIN ABAD BAHAWALNAGAR	RANA SHAHZAD AHMAD 31105-0291319-3	MUKHTAR AHMAD	2,500	901	-	**3,401**	-	-	751	-	**751**
658	IMRAN AGRO SHOP GHALA MANDI SHARIQ HAFIZABAD DISTT HAFIZABAD	MUHAMMAD IMRAN RAZA 34301-5525900-7	GHULAM RASOOL	1,550	1,225	-	**2,776**	-	-	1,225	-	**1,225**
659	GHULAM QAMBER KIRYANA STORE GARH MORE MOHALLAH RAZA ABAD P/O GARHMAHARAJA TEH AHMAD PUR SIAL DISTT JHANG	GHULAM QAMBAR 33203-1380014-1	MUNIR HUSSAIN	1,177	934	-	**2,111**	-	-	851	-	**851**
660	GHULAM MUSTFA BALOCH MARH BALOCHAN GHARBI CHAK NO 110 RB P/O KHAS TEHSIL SANGLA HILL DISTT NANKANA SAHIB	35403-1536753-3	DOSAT MUHAMMAD	933	912	-	**1,845**	-	-	741	-	**741**
661	MUHAMMAD ASLAM CHAH SHAH ALAM WALA PATI BALAN DA P/O MANKARA TEH SAME DISTT.BHAKKAR	38104-7738527-9	MALIK ATTA ULLAH	2,499	1,957	-	**4,457**	-	-	1,457	-	**1,457**
662	JAKA KHAN DERA MAHLAY KA NASEER PUR KALAN TEH.KOTMOMIN DISTT. SARGODHA	38401-5912295-7	MUHAMMAD HAYAT	2,500	2,088	-	**4,588**	-	-	1,888	-	**1,888**
663	TANVEER AHMED BASTI HAVELI AMIN MOUZA HOUT WALA TEHSIL JALAL PUR PIRWALA DISTT MULTAN	36301-8077780-9	MALIK NOOR MUHAMMMAD	1,049	1,331	-	**2,380**	-	-	1,180	-	**1,180**
664	IRSHAD AHMED CHEEMA V.P.O BEGOWALA TEH.SAMBRIAL DISTT. SIALKOT	34601-3968247-7	NABI AHMED CHEEMA	2,500	1,655	-	**4,155**	-	-	1,405	-	**1,405**
665	RANA SAJJAD KHAN DAAK KHANA PEJOKAY KHARHAY TEHSIL PASROOR DISTRICT SIALKOT	34602-8285709-7	KHAN BAHADAR	1,999	1,933	-	**3,932**	-	-	1,547	-	**1,547**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
666	MUHAMMAD AZMAT TAHIR VILLAGE DHILLAM GHAZI P/O GPO SIALKOT	34603-0571832-1	MANZOOR AHMED	1,868	1,140	-	**3,008**	-	-	1,088	-	**1,088**
667	RIASAT ALI V. HERVANCE PUR P/O QILA KALERWAL TEH. PASRUR DISTT SIALKOT	34602-0681284-9	NISAR AHMED	2,000	2,606	-	**4,606**	-	-	2,606	-	**2,606**
668	SAMIULLAH PLANT 4 LIFE PVT LTD PLOT NO A 23 NEAR MCB BANK SITE AREA FATEH CHOWK HYDER HYDERABAD	44103-3077414-1	MUHAMMAD ALI	1,119	259	-	**1,377**	314	-	256	-	**570**
669	ABDUL GHANI VILL HAJI MUHAMMAD KAPRI DEH SURJANI PO B SHAH KARIM TEH B SHAH KARIM DIST T MUHAMMAD	41308-9931552-7	ABDUL SATTAR	792	1,231	-	**2,023**	-	-	1,093	-	**1,093**
670	CH.MAQSOOD AHMED & CO GHALLA MANDI CHISHTIAN	SHAHID MAQSOOD 31102-0629400-5	MAQSOOD AHMED	1,500	924	-	**2,424**	-	-	924	-	**924**
671	KAMAL YASIR MUHALLA ISLAM ABAD NEAR AL YOUSAF CNG GALI NO A-1 JHANG	33202-3187424-3	ASGHAR ALI KHAN	698	1,009	-	**1,707**	-	-	957	-	**957**
672	BASHIR AHMED SHAH VILLAGE DADA SAIN DIN PUR PO SINDH ABADGAR SUGAR MILLS TEHSIL BULRI SHAH KARIM DISTRICT T T SINGH	41308-9346144-1	PEERAL SHAH	3,006	1,326	-	**4,332**	-	-	1,132	-	**1,132**
673	SHAHID MAHMOOD CHAUDHERY VILLAGE & PO RECHARA TEHSIL DASKA DISTT SIALKOT	34601-4233034-5	GHULAM HUSSAIN	2,004	1,643	-	**3,647**	-	-	1,347	-	**1,347**
674	MUHAMMAD ILYAS SIAN VILL.MASHRQI KUNDAN SIAN POST OFFICE KHAS TEH.DASKA SIALKOT	34601-0775161-5	MUHAMMAD SADIQ	1,599	1,710	-	**3,309**	-	-	1,549	-	**1,549**
675	KHALID IMRAN THIRKANAWAL P.O BARANA TEHSIL LALIAN DISTT CHINIOT	33201-8289371-7	HAJI M. ASLAM BHATTI	1,250	1,184	-	**2,434**	-	-	934	-	**934**
676	SYED GHULAM MUJTABA SHAH BANGLOW A-1 SUMERA HEIGHTS QASIM TOWN OPP QASIMABAD BOYS DEGREE COLLEGE HYDERABAD	41104-6677239-7	S GHULAM MUSTAFA SHAH	2,549	1,850	-	**4,400**	-	-	1,290	-	**1,290**
677	OMER FAROOQ P.O KHAS BHAKHIANWALA TEH DASKA DISTT SIALKOT	91105-0112192-7	MUHAMMAD MUSHTAQ	2,506	1,640	-	**4,145**	-	-	1,345	-	**1,345**

Details of advances written-off

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Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
678	KOH E NOOR FLOUR & GENRAL MILLS HOUSE NO 202/1 BII MUHALLAH AAM KHAS BAHAWALPUR	MUHAMMAD SHAHZAD TARIQ 31202-2210932-7 MUHAMMAD BILAL KHAN 31202-5914176-3 MUHAMMAD ZEESHAN HUSSAIN 31202-1319210-5 ASIM SHAHZAD 31202-8913632-1 UMAIR TARIQ 31202-9580951-3	QAZI MUHAMMAD ABDULLAH MUHAMMAD NAWAZ KHAN BALOCH QAZI MUHAMMAD ABDULLAH MUHAMMAD SHAHZAD TARIQ MUHAMMAD SHAHZAD TARIQ	3,800	3,572	-	**7,371**	-	-	3,282	-	**3,282**
679	AMANULLAH OPPOSIT STATE LIFE BUILDING CIRCULAR ROAD DERA ISMAIL KHAN	12101-4705339-1	MUHAMMAD RAMZAN	1,154	1,315	-	**2,469**	-	-	1,226	89	**1,315**
680	IMRAN AZEEM A.C.T HOUSE 81-A REVENUE SOCIETY NEAR ALI PARK JOHAR TOWN LAHORE	35202-2658153-3	ABDUL HAFEEZ JAVAID	12,967	22,823	-	**35,790**	-	-	14,690	-	**14,690**
681	SAUD SALMAN GILL CHAK NO 153 MURAD HASILPUR DISTT BAHAWALPUR	31102-2338805-7	MUHAMMAD SAQLAIN	591	545	-	**1,136**	-	-	536	-	**536**
682	NISAR AHMED CHAK NO 30/11-L P.O SAME TEHSIL CHICHAWATNI DISTT SAHIWAL	36501-1811620-5	MAQSOOD AHMAD	691	846	-	**1,538**	-	-	846	-	**846**
683	AAMIR ALI NATIONAL TRANSPORT IBRAHIM TRADE TOWER R M.9 P 1 BLK-7&8 SHAHRAH E FAISAL KHI	45403-1393502-7	GHULAM SARWAR	433	234	-	**667**	433	-	234	-	**667**
684	MOHAMMAD TALHA NOOR HOUSE NO 1063-G, AKBAR CHOWK GULISTAN COLONY FAISALABAD	33100-9523092-3	MALIK NOOR MUHAMMAD AWAN	334	183	-	**516**	334	-	183	-	**516**
685	KHAIR UL WAHAB FC HEAD QAUATER SONERI MASJID RD PESHAWAR	42401-6585819-5	UMER ZADA	335	176	-	**512**	335	-	176	-	**512**
686	ZAIN ABBAS VILLAGE KUNG BUDHA DAAK KHANA JALAPUR JANN GUJRAT	34201-9933399-3	INAYAT HUSSAIN	633	358	-	**991**	633	-	358	-	**991**
687	ATIF MASIH HOUSE NO. 1438 BLOCK B PEOPLES COLONY FAISALABAD	35503-0225986-1	JAVED BHATTI	359	159	-	**518**	359	-	159	-	**518**
688	AYESHA ASHFAQ ROOM NO 07 NURSING HOSTEL S GANGA RAM HOSPITAL LAHORE	35401-6338193-4	MUHAMMAD ASHFAQ	574	302	-	**876**	574	-	302	-	**876**

Details of advances written-off

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Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
689	YAQI KHAN VILLAGE ABDUL REHMAN CHACHAR MASO WALI KASHMORE	43104-3561904-1	PILLO KHAN	528	301	-	**830**	528	-	301	-	**830**
690	MUHAMMAD NOMAN CHAK NO 139 SB P/O SAME TEH. SILLANWALI DISTT SARGODHA	38405-5312192-7	MUHAMMAD IKRAM	359	164	-	**523**	359	-	164	-	**523**
691	MUHAMMAD ASGHAR HOUSE # 356 D- TYPE COLONY FAISALABAD	33100-0606966-5	MUHAMMAD ASLAM	383	174	-	**557**	383	-	174	-	**557**
692	MUHAMMAD NISAR KHAN MOH MOHA KHAL NOR MONAKHA MASJID PESHAWAR	11201-4861586-5	QULLI KHAN	406	220	-	**626**	406	-	220	-	**626**
693	AZMAT ALI RYK ZIMINDARA COLONY NEAR NATIONAL BANK MAIN BRANCH RAHIM YAR KHAN	31202-1114264-9	REHMAT ALI	425	246	-	**671**	425	-	246	-	**671**
694	MUHAMMAD ISMAIL ASF CONTROL ROOM, JINNAH INTERNATIONAL AIRPORT KARACHI	36304-8099328-9	MUHAMMAD NAWAZ	267	245	-	**512**	267	-	245	-	**512**
695	JAMIL AHMED HOUSE NO 10 ST NO 1 ABID MAJEED ROAD HQ NAWAZ LANE RAWALPINDI	45202-7100436-1	MUAHMMAD SAIFAL	378	314	-	**693**	378	-	314	-	**693**
696	MUHAMMAD AZAM RAHEEM MOHALLA MAHBOOB ALI SHAH GHOTKI POST OFFICE AND TEHSIL GHOTKI DISTRICT GHOTKI	45102-5740603-7	ABDUL RAHIM	595	288	-	**883**	595	-	288	-	**883**
697	MUHAMMAD ADNAN KHAN BAHTA MAJHAN P/O FATEHPUR THAKYALA TEH FATEHPUR THAKYALA DISTT KOTLI AK	81201-6768694-5	M RASHEED KHAN	481	143	-	**625**	481	-	143	-	**625**
698	MADINA GHAEE STORE HAJI PURA BAZAR GUJRANWALA	MUHAMMAD SALEEM 34101-4624968-1	MUHAMMAD SADIQUE	935	1,293	-	**2,228**	-	-	1,243	-	**1,243**
699	ZAHID ABBAS DAAK KHANA VANIKAY TARAR DHARI WAL TEHSIL AND DISTRICT HAFIZABAD	34301-9941308-9	GHULAM ABBAS	2,035	1,084	-	**3,119**	-	-	909	-	**909**
700	MUHAMMAD QAISAR ASHRAF JHANGHAR LAL POST OFFICE MEERAN PUR TEH & DIST.NANKANA SAHIB	35402-7138560-3	MUHAMMAD ASHRAF	1,495	3,880	-	**5,375**	-	-	3,875	-	**3,875**
701	CH JAHANZEB TAHIR CHAK # 116/12-L P O KASSOWAL TEH CHICHAWATNI DISTT SAHIWAL	36501-7428338-7	CH TAHIR ANAYAT	550	1,235	-	**1,785**	-	-	1,175	-	**1,175**

Details of advances written-off

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Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
702	LANGER HAYAT WANDHA SALMAY WALI P/O KAMAR MUSHNI TEHSIL ESSA KHEL MIANWALI	38301-5038715-5	UMER HAYAT	1,099	1,370	-	**2,469**	-	-	1,219	-	**1,219**
703	SAJJAD SADDIQUE KOT FAZAL DIN P.O PADHANA CHAK 45 TEH. PATTOKI DISTT. KASURUR	35103-9721704-5	M SIDDIQ	2,500	2,083	-	**4,583**	-	-	1,833	-	**1,833**
704	ASIF IFTIKHAR HOUSE NO.1 STREET NO.5 ABU UL HASSAN COLONY RAHIM YAR KHAN	31301-8636956-1	IFTIKHAR AHMED	376	158	-	**534**	376	-	158	-	**534**
705	ASIM GILL H NO B 123 SECT 11E NORTH KARACHI KARACHI	42101-1728385-9	ASIF MASIH	331	183	-	**515**	331	-	183	-	**515**
706	ADNAN ZAFAR STAFF RESIDENCE STYLO HAQI CENTER BAHAWALPUR	36203-5708988-5	ZAFAR IQBAL KHAN	571	248	-	**820**	571	-	248	-	**820**
707	ZAHEER ABBAS QTR 18 16 WHQS RANGER HQ ZARAR SHAHEED ROAD LAHORE	34301-4462585-7	MUHAMMAD BASHIR	346	189	-	**535**	346	-	189	-	**535**
708	HASNAT AHMAD KHAN SAEED HOUSE NO F-128 STREET NO.22 OFFICER COLONY PHASE-I, TAXILA	37406-6010631-7	SAEED AHMAD	478	231	-	**709**	478	-	231	-	**709**
709	AAMIR MASIH MOH IRRGIATION COLONY SWABI	16202-0938520-9	BARAKAT MASIH	428	190	-	**618**	428	-	190	-	**618**
710	KHAIR UL BASHAR PO JABAR KATAN BALA DIR UPPER	15701-3189632-3	FAZAL GHANI	351	194	-	**545**	351	-	194	-	**545**
711	SHAHID ABBAS H NO 145 NISHTER BLK ALLAMA IQBAL TOWN	33302-2235032-7	SYED ZAIGHUM HUSSAIN	1,243	689	-	**1,932**	1,243	-	689	-	**1,932**
712	AQSA IFTIKHAR LAHORE GARRISON UNIVERSITY DHA PH 6 SECTOR C LAHORE	35202-7337460-8	IFTIKHAR AHMAD	560	247	-	**807**	560	-	247	-	**807**
713	MUHAMMAD SHOAIB RAZA CHAH RATIAN WALA P.O LUTKARAN MUZAFFARGARH	32304-6242228-5	HUSSAIN BAKSH	426	97	-	**523**	426	-	97	-	**523**
714	WAQAS SALEEM TRIBUNEL ANTI ENCROCHMENT REVENUE BUILDING 1ST FLOR COURT SADDAR KARACHI	42401-8330777-1	HASHIQAT ULLAH	403	200	-	**603**	403	-	200	-	**603**

Details of advances written-off

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Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
715	TAIMOOR HASSAN MOUZA SHATAB GHAR TEHSIL MAILSI DISTT VEHARI	36602-0771823-7	SAJJAD HUSSAIN KHICHI	650	1,039	-	1,689	-	-	839	-	839
716	C.M. YOUSAF AND CO GALI HAJI MIRAJ DIN WALI MOHALLAH JAMIA MASJID QADEEM HAFIZABAD	ALLAU UD DIN 34301-8645197-3	MUHAMMAD SHARIF	14,999	4,416	-	19,415	-	-	1,782	-	1,782
717	SAROIA BROTHERS RAILWAY ROAD HAFIZABAD	ALLAU DIN 34301-8645197-3	MUHAMMAD SHARIF	3,500	1,662	-	5,162	-	-	1,282	-	1,282
718	MAQSOOD MAI REVENUE COLONY DCO OFFICE HOUSE NO.06 BAHAWALNAGAR	31101-2877414-6	JAM MUHAMMAD NAWAZ DAHAR	647	752	-	1,400	-	-	695	-	695
719	FIT RIGHT SHOES H # 7 ST # 51 SIRAJ STREET MOHALLAH CHAHMIRAN LAHORE	ZUBAIR ALI 35202-9016725-3	REHMAT ALI	7,587	1,089	-	8,676	-	-	1,089	-	1,089
720	JAM KAMRAN ABBAS REVENUE COLONY BAHAWAL NAGR	31101-4121307-1	JAM MUHAMMAD NAWAZ DAHAR	610	629	-	1,240	-	-	550	-	550
721	MOHAMMAD AFZAL VILLAGE BHOPRA KALAN P O KHAS TEHSIL NOSHERA VIRKAN DISTT GUJRANWALA	34103-9775803-3	MUZAFFAR HUSSAIN	699	843	-	1,542	-	-	662	-	662
722	GHULAM RASOOL NAWAN LOAK HUJHAN P/O SAME TEH.KOTMOMIN DISTT.SARGODHA	38401-6839907-5	GHULAM MUHAMMAD	2,493	2,115	-	4,608	-	-	2,115	-	2,115
723	ABDUL KHALIQ MOUZA AHMED WALA P/O KALRI TEHSIL LALIAN DISTRICT CHINIOT	33201-1704511-7	MUHAMMAD KHAN	1,569	1,923	-	3,492	-	-	1,923	-	1,923
724	SHAHROZ KHAN CHAH MASEET WALA DHALOO P/O KARAM PUR TEHSIL MAILSI DISTT VEHARI	36602-5471968-9	M. MUMTAZ KHAN	1,000	1,060	-	2,060	-	-	760	-	760
725	SADAT GENERAL STORE TURI BAZAR KURRAM AGENCY PARACHINAR	SYED HIDAYAT HUSSAIN 21303-2623538-3	SYED SHAH ABU UL HASSAN	1,066	1,807	-	2,874	-	-	1,807	-	1,807
726	SARDAR DILAWAR HOUSE # 130 NEW EDEN GARDEN SARGHODA	38401-8618581-5	JAVED AZAM WARAICH	568	256	-	824	568	-	256	-	824
727	MEHBOOB REGIONAL DIRECTORATE SINDH BUILDING CONTROL AUTHORITY HYDERABAD	41303-1516593-1	NABI BUX	327	184	-	511	327	-	184	-	511

Details of advances written-off

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
728	IRFAN ALI CHOUDHRY HOUSE NO 15 GALI NO 8 MOHALLA SULTAN PURA NEAR SULTANI MASJID LAHORE	35202-0363537-1	MUHAMMAD MUMTAZ	382	196	-	578	382	-	196	-	578
729	YASMEEN ADEEL HOUSE NO 40 BLOCK 41 TARA CHAND RD KEAMRI KHI KARACHI	42401-8149248-0	ADEEL	650	327	-	978	650	-	327	-	978
730	WAZIR ALI PANHWAR VILLAGE TAJU PANHWAR PHULJI STATION DADU	41201-8450371-9	BUX ALI	942	570	-	1,512	942	-	570	-	1,512
731	SOHAIL ABBAS WARD NO 10 MOHALA BHUTIYA WALA KWL KABIRWALA	36102-1134995-5	ALLAH BAKSH	315	203	-	518	315	-	203	-	518
732	DEEN MUHAMMAD H NO C 21 SINDH UNIVERSITY COLONY KOTRI	41504-0367527-7	BAKSHAL LANGHA	395	147	-	543	395	-	147	-	543
733	MUHAMMAD JAMEEL H20 SERVANT QUARTAR HESCO POWER WING COLONY HUSSANABAD HYDERABAD	41303-0351575-9	M AYOUB	400	218	-	618	400	-	218	-	618
734	HAROON UR RASHEED RANGER POLICE HEAD QUARTER DULLAI MUZAFFARABAD AZAD KASHMIR	82203-7523311-7	ABDUL RASHID	553	234	-	787	553	-	234	-	787
735	ASHAR NAQASH BHATTI H NO 165 8 REHMAT PURA NASRAT ROAD KOT LAKHPAT LAHORE	35201-5418076-3	SULTANM AHMED BHATTI	350	213	-	563	350	-	213	-	563
736	NUSRAT BIN YAMEEN VPO PAKKI SHAH MARDAN DIST MIANWALI	38302-1114717-5	KARAM ABBAS SHAH	840	504	-	1,344	840	-	504	-	1,344
737	ZAHID ALI VILLAGE SABAR KHAN RIND P/O BOZDAR WADA SABIR RIND TALKA THARI MIRWAH DISTRICT KHAIRPUR	45206-8938939-9	SHER KHAN RIND	915	183	-	1,098	915	-	183	-	1,098
738	MUHAMMAD DILBAR NEAR SHARIF PURA OUTSIDE DOULAT CANTER ST15 MOH MAMIA MULTAN	36302-5539566-1	MALLA BUKHSH	312	222	-	534	312	-	222	-	534
739	SALEEM MASIH PAHALWAN GOTH MAKKAN NO R 707 NO R 707 BLOCK 9 GULISTAN E JOHAR KARACHI	42201-4074693-7	SADIQ MASIH	455	266	-	721	455	-	266	-	721

Details of advances written-off

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Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
740	NADIA RAZZAQ HOUSE NO 1521 BLOCK 15 DASTAGIR FEDERAL B AREA KARACHI	42101-6649388-8	MUHAMMAD RAZZAQ	697	258	-	**955**	697	-	258	-	**955**
741	AQSA NAZ POST OFFICE KHAS CHAK NO 485 JB JHANG	33203-8180324-2	BAHADUR KHAN	416	217	-	**632**	416	-	217	-	**632**
742	FAIZA ABBAS H NO 32/33 ST 2 MOH BASHIR COLONY SARGODHA	33202-7291008-2	D/O. RUSTAM RASHEED	480	220	-	**700**	480	-	220	-	**700**
743	MUHAMMAD QASIM 4HAK NO 1/1 A.L PO KHAS TEH RENALA KHURD 0 MASJID OKARA	35303-2928744-9	RAO ABDUL QADEER	336	180	-	**516**	336	-	180	-	**516**
744	MAZHAR SAEED MIMING BLOCK I THARPARKAR ISLAMKOT DISTT METHI ISLAMKOT FAISALABAD	33104-2162200-1	MALIK YOUSAF SAEED	592	349	-	**941**	592	-	349	-	**941**
745	AMIR HUSSAIN N/A	35101-5040129-1	M ALI	369	204	-	**573**	369	-	204	-	**573**
746	M NASIR QUARTER NO 04 BACHELOR COLONY GUL AHMED QUAIDABAD 0 KARACHI	31302-3530033-5	ZAWAR KHAN	325	180	-	**505**	325	-	180	-	**505**
747	HARIS HOUSE NO 42 BLOCK 7 8 TIPU SULTAN ROAD KARACHI	42301-6585338-3	IMAM BUKSH	356	159	-	**514**	356	-	159	-	**514**
748	MASHHOOD ALI QURESHI H NO 2B HAFIZA TOWN UNIT 4 LATIFABAD HYDERABAD	41303-1726831-3	PARVEEZ AKHTER	797	346	-	**1,143**	797	-	346	-	**1,143**
749	HAMZA TAHIR TEAM 4TERRITORY MANAGER HIGHNOON LABORATORIES LTD 17.5 KM MULTAN ROAD LAHORE	42201-3323386-1	TAHIR KHAN	1,083	534	-	**1,618**	1,083	-	534	-	**1,618**
750	RANA ABDUL WAKEEL NEAR GOVT ELEMENTRY SCHOOL VILLAGE &PO RAJA GUMAN TEHSIL DASKA DISTRICT SIALKOT	34601-3786663-7	RANA M YOUSAS	375	187	-	**562**	375	-	187	-	**562**
751	DASKA DISTRICT SIALKOT BISP DIVISIONAL OFF NASIRABAD DIV CIVIL HOSPITAL DERA MURAD JAMALI	45101-9619753-7	RANJHAN KHAN BOZDAR	728	346	-	**1,074**	728	-	346	-	**1,074**
752	MUHAMMAD YAQOOB PANHWAR MUHALLA PANHWAR COLONY, PHULJI, TEHSIL & DISTRICT DADU	41201-7236346-1	BUDLAL	384	291	-	**675**	384	-	291	-	**675**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
753	SHEIKH MUHAMMAD AFZAL HOUSE 3 A HOSPITAL RD TEH AND DISTT RAHIM YAR KHAN BAHAWALPUR	36302-1686652-5	SH M IBRAHIM	557	139	-	**696**	557	-	139	-	**696**
754	MUHAMMAD AHMED HOUSE # 53-D SCHEME-02 BLOCK # Z MOHALLAH GULSHAN IQBAL RAHIM YAR KHAN	31303-2432685-7	MOHAMMAD ABBAS NADEEM	1,984	316	-	**2,300**	1,984	-	316	-	**2,300**
755	WAQAR ASLAM IBRAHIM MOTORS JINAN MOTOR CYCLE NARWALA ROAD FAISALABAD	33100-1996164-5	PIRZADA M ASLAM	637	157	-	**793**	637	-	157	-	**793**
756	MOHAMMAD AMIN SARWAR HOUSE NO. 5879/2966, STREET NO. 5 ROZA PARK, MANSOORABAD FAISALABAD	33102-1765559-5	M SARWAR AKHTAR	700	193	-	**894**	700	-	193	-	**894**
757	MUHAMMAD AWAIS KHALID H NO 2 GALI NO 7 JINNJAH PARK P/O WAHDAT COLONY GUJRANWALA	34101-2412959-3	KHALID MAHMOOD	810	141	-	**951**	810	-	141	-	**951**
758	MUHAMMAD ARSLAN HOUSE#51 STREET#17 Y BLOCK PEOPLES COLONY GUJRANWALA	34101-2664092-7	MUHAMMAD RAFI	1,138	266	-	**1,404**	1,138	-	266	-	**1,404**
759	SANA MEHMOOD HOUSE NUM 6 SALEEMI STREET NO 5 MUSTAFA COLONY SUI GAS ROAD GUJRANWALA	35202-5253790-6	MUHAMMAD MOHSIN RAFI	1,381	278	-	**1,659**	1,381	-	278	-	**1,659**
760	TARIQ MEHMOOD H NO B II-802 MACHINE MOHALLA KOOCHA NAWAB DIN JHELUM	37301-2258747-9	MUHAMMAD KHALIQ	449	71	-	**520**	449	-	71	-	**520**
761	ABDUL WAHAB NOONARI VILLA NO 173 ST NO 4 QUAID BLOCK BAHRIA TOWN KARACHI	41306-5611906-5	ABDUL MAJEED	447	129	-	**576**	447	-	129	-	**576**
762	AZHAR ALI ODHO G 303 3RD FLOOR CHAPPAL APAPRTMENT BLOCK 13 GULISTAN E JOHAR KARACHI	43301-1736607-5	ABDUL MAJEED	492	104	-	**596**	492	-	104	-	**596**
763	S A GHAZANFAR JAFRI R-40, GULSHAN-E-AMIN BLOCK# 21, F.B. AREA KARACHI	42101-0803381-3	SYED ALI NASIR JAFRI	460	75	-	**536**	460	-	75	-	**536**
764	ASIF ALI HOUSE #58 BLOCK S MODEL TOWN EXTENSION LAHORE	35200-1443803-1	M RAMZAN	621	129	-	**751**	621	-	129	-	**751**

Details of advances written-off

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Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
765	MOHAMMAD KASHIF KHAN H:406,BLOCK D STREET NO 3 PHASE 1 NFT SOCIETY LAHORE	35202-2587889-1		496	103	-	**599**	496	-	103	-	**599**
766	WAQAS NIAZ MUSLIM GUNJ,MURIDKAY HOUSE# 686, LAHORE	35401-8031921-9	NIAZ AHMAD	1,023	212	-	**1,235**	1,023	-	212	-	**1,235**
767	MUHAMMAD IMRAN SAEEDA ABAD P/O KHASS QAIM BHARWANA TASIL SHORKOOT DISTT JHANG SARGODHA	33203-3487470-5	HAQNAWAZ	464	128	-	**592**	464	-	128	-	**592**
768	MUHAMMAD RIZWAN CHONGI NO 25 SATELLITE TOWN MOHALLA SADDIQUE ABAD JHANG	33202-1774473-9	A MAJEED	423	101	-	**524**	423	-	101	-	**524**
769	ADNAN M SIDDIQUE VILLAGE ANDROON PALA SHAH GATE CHOWK ADD PASRURIAN ALLAMA IQBAL ROAD SIALKOT	34603-2181411-7	MUHAMMAD SIDDIQUE	1,092	203	-	**1,295**	1,092	-	203	-	**1,295**
770	ABID ALI 84, A-3, GULBERG 3, (near Hotel One), KASOORI ROAD, LAHORE	35202-8201591-7	AJMAL ALI	1,152	236	-	**1,388**	1,152	-	236	-	**1,388**
771	MUHAMAMAD MUBASHIR SABIR HOUSE-286 A BLOCK VENIUS HOUSING SOCIETY FEROZPURA RAOD LAHORE	35202-3229526-9	M SABIR	746	208	-	**954**	746	-	208	-	**954**
772	M RAFI NASIR H 1107/A WARD 6 M DOLAT MOH KARIM PURA MULTAN	36302-5453366-9	MALIK M SHAFI	607	118	-	**725**	607	-	118	-	**725**
773	BILAL MUSSADIQ H NO 24/ A MAIN BAZAR GOWAL MANDI LAHORE	35202-4205214-5	MUHAMMAD MUSSADIQ BUTT	771	173	-	**944**	771	-	173	-	**944**
774	SIKENDER JAVED KALYAR KOT KALYARAN P/O NOORPUR VIRKAN TEH SKP DISTT SHEIKHUPURA	35404-8241930-7	TABBASUM JAVED KALYAR	639	153	-	**792**	639	-	153	-	**792**
775	MUHAMMAD ADNAN ROOM#518 5TH FLOOR P-BLOCK P-BLOCK PAK SECTT ISLAMABAD	17201-4524320-7	ABDUL KHALIQ	478	115	-	**593**	478	-	115	-	**593**
776	AKBAR ALI OFFICE # 6 3RD FLOOR BLOCK 7-1 PIA HOUSING SOCIETY NEAR FAISAL FABRIC LAHORE	36302-9678731-3	MUSHTAQ ALI	494	85	-	**579**	494	-	85	-	**579**
777	JALIL UR REHMAN H NO P-224 MAIN BAZAR SANAT PURA FAISALABAD	33100-5091053-5	SAEED UL REHMAN	1,770	415	-	**2,186**	1,770	-	415	-	**2,186**

Details of advances written-off

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Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
778	WASEEM PERVAIZ DUBAI GARMENTS HOUSE NO. 33/262 NEW ALLAMA IQBAL BUILDING ALLAMA IQBAL ROAD SIALKOT	34603-8487151-9	MUHAMMAD SULEMAN	560	274	-	834	560	-	274	-	834
779	ARSALAN SALEEM FLAT NO 807, PLOT NO 159 IR SHAMA BRODGE VIEW PECHS KARACHI	42301-8345497-3	MUHAMMAD SALEEM	445	106	-	550	445	-	106	-	550
780	ZAHOOR AHMED BASTI FATTOO WALI SAMMA SATTA BAHAWALPUR	31202-3624184-3	GHULAM SARWAR	624	137	-	761	624	-	137	-	761
781	MUHAMMAD ZIA ANWAR HOUSE# 4 BLOCK# 4 SECTOR A-2 TOWN SHIP LAHORE	34502-9322531-1	MUHAMMAD ANWAR	429	148	-	577	429	-	148	-	577
782	ZAFAR IQBAL MANDIAN WALA ROAD OLD MANDI KASUR PATTOKI SAHIWAL	35103-1366713-5	MUHAMMAD HANIF	423	105	-	528	423	-	105	-	528
783	SHAIKH OMAR SIDDIQ SUIT NUMBER 402 PLOT NUMBER 37-C JAMI COMMERCIAL STREET 2 PHASE 7 DHA	42301-0703422-5	SHAIKH MUHAMMAD SIDDIQ	572	119	-	690	572	-	119	-	690
784	ARSALAN SALEEM FLAT NO 1009, 10th FLOOR CHANDNI RESIDENCY, NEAR HAIDER SUPPER MARKET KARACHI	42301-8345497-3	MUHAMMAD SALEEM	1,200	255	-	1,454	1,200	-	255	-	1,454
785	UMAIR ABDUL SATTAR HOUSE NO.1264 MOHALLAH BAGH VEHRA OUTSIDE DELHI GATE MULTAN	36302-5984466-1	ABDUL SATTAR	459	107	-	566	459	-	107	-	566
786	MAZHAR NAUMANI HNO P-9 CADET COLLEGE PETARO JAMSHORO HYDERABAD	51602-1139972-1	MUHAMMAD ZAMEER NAUMANI	416	105	-	521	416	-	105	-	521
787	SYED ZULFIQAR ALI HOUSE # 1/1099-C BLOCK-25 TAUNSA ROAD GARDEN TOWN MULTAN	42301-4438034-1		520	118	-	638	520	-	118	-	638
788	JALIL UR REHMAN SIDDIQU CHOWK D TYPE COLONY MILLAT COLONY, 848-D FAISALABAD	33100-0901166-1		646	125	-	771	646	-	125	-	771
789	SYED HASNAIN ZAIDI BLOCK-N, NORTH NAZIMABAD HOUSE# A-249 KARACHI	42101-0539086-9		1,210	229	-	1,439	1,210	-	229	-	1,439
790	SUNAE HABIB E - 782 CANAL VIEW HOUSING SOCIETY LAHORE	35202-4466310-4	HABIB ULLAH	481	101	-	582	481	-	101	-	582

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
791	MUKHTAR AHMED CHEEMA GADYALA MASHRAQI P/O GADYALA SAMBRIAL SIALKOT	34601-1739313-1	MUHAMMAD NAWAZ CHEEMA	479	133	-	**612**	479	-	133	-	**612**
792	KHURRAM TUFAIL GOEANDI ZAIB ENTERPRISES 375 ASGHAR MALL SCHEME-1 SAID PUR ROAD RAWALPINDI	37405-5254531-1	SH M TUFAIL	563	107	-	**670**	563	-	107	-	**670**
793	ABID MASOOD HOUSE NO 107/25 REHMANIA COLONY TEHSIL & DISTRICT VEHARI	36603-8699087-3	TAJ DIN	426	120	-	**546**	426	-	120	-	**546**
794	NAQASH KHALID HNO 199/A MOHALLAHA NUMBERDARAN TECNH BHATTA RAWALPINDI	37405-5827632-5	CH MUHAMAMD KHALID	478	107	-	**586**	478	-	107	-	**586**
795	MUHAMMAD SOHAIL AKHTAR HOUSE NO:384-D-, SCHEEM NO:2 ,BLOCK-Y, GHULSHAN-E-IQBAL RAHEEM YAR KHAN	54400-0530201-3	MUHAMMAD NAEEM AKHTAR	628	129	-	**757**	628	-	129	-	**757**
796	HASSAN ABBAS HOUSE 535 ALIPUR CHATHA CICULAR ROAD TEH WAZIRABAD DISTT GUJRANWALA	34104-0445946-7	NASEER HASSAIN	500	112	-	**612**	500	-	112	-	**612**
797	FURQAN RAFIQUE WATER STREET, STREET#3 MOH PREM NAGAR SIALKOT	34603-7044599-9	MUHAMAMD RAFIQUE	849	193	-	**1,042**	849	-	193	-	**1,042**
798	MUKHTAR AHMED CHEEMA GADYALA MASHRAQI P/O GADYALA SAMBRIAL DASKA TEHSIL SIALKOT	34601-1739313-1	MUHAMMAD NAWAZ	477	132	-	**609**	477	-	132	-	**609**
799	MIRZA KAMRAN BAIG HOUSE # 07 BLOCK # C STREET # 16 EDEN VALU HOMES SOCIETY THOKAR NIAZ BAIG LAHORE	35202-4589648-3	MIRZA ASGHAR BAIG	604	136	-	**740**	604	-	136	-	**740**
800	FARHAN AHMED FARID HOUSE NO 762 L BLOCK FAREED TOWN SAHIWAL	36402-6697169-1	NASEEM AHMED	739	153	-	**892**	739	-	153	-	**892**
801	RIZWAN IQBAL OCEAN NETWORK EXPRESS PAKISTAN PVT LTD BAHRIA COMPLEX III M.T KHAN ROAD KARACHI	42301-5064717-3	M IQBAL	495	114	-	**609**	495	-	114	-	**609**
802	SHAKIL AHMAD CHAUDHARY APPARTMENT NO 505, WARDA HAMNA RESIDENCIA NO 2, STREET NO 91, G11/3 ISLAMABAD	61101-3150840-9		1,233	268	-	**1,501**	1,233	-	268	-	**1,501**
803	DANISH BILAL BILAL STEEL WORKS NEAR RAILWAY PHATAK CHAK#115/16L TEHSIL MIAN CHANNU KHANEWAL	36302-3816664-3	M BILAL	575	218	-	**793**	575	-	218	-	**793**

Details of advances written-off

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Rupees in '000'

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
804	MUHAMMAD IMRAN CHAUDHARY HOUSE#340 BLOCK A SHAH RUKN E ALAM MULTAN	35200-1526407-5	MUHAMMAD MUNAWAR	749	179	-	928	749	-	179	-	928
805	MUHAMMAD ADNAN MUSHTAQ H 1222 ST 2 MOH HASSAN PURA CHOWK SHAH ABBAS MULTAN	36302-0844423-9	MUHAMMAD MUSHTAQ	510	130	-	639	510	-	130	-	639
806	AFSHAN MANZOOR H 9 INDUS HOSPITAL 09 PLEADER LANE ATTOCK ATTOCK	61101-7451646-0	FARHAT JABEEN	430	116	-	545	430	-	116	-	545
807	TANVEER AHMAD 21 JINNAH PARK CHEEMA HOUSE ST NO. 10, RAHIM YAR KHAN	31303-4480823-5	ASGHAR ALI	706	116	-	821	706	-	116	-	821
808	HARIS ALAMGIR SHAIKH HOUSE NO.57-B/2/ KHAYABAN E SHAHBAZ PHASE 6 DHA KARACHI	42301-6219684-3	ALAMGIR ANWAR SHAIKH	796	143	-	938	796	-	143	-	938
809	ALI NAWAZ KHAN H NO B 64 BLK 5 GULSHAN E IQBAL KARACHI	36302-1818821-1	MUHAMMAD NAWAZ	568	126	-	695	568	-	126	-	695
810	EHSAN SAJJAD HOUSE # 39 STREET # 25 F-8/2 ISLAMABAD	13101-0967714-7	MUHAMMAD SAJJAD	813	164	-	977	813	-	164	-	977
811	SHAHID IQBAL H NO 1223 A BLOCK SATTELITTE TOWN JHANG SARGODHA	33203-0400629-1	MUHAMMAD IQBAL SADIQ	465	121	-	586	465	-	121	-	586
812	MUBASHAR KHAN VILL & P O VIRKAN BUTALA SHARAM SINGH GUJRANWALA	34101-2723184-1	MANZOOR KHAN	750	197	-	947	750	-	197	-	947
813	WASEEM ABBAS BLACK ARROWS 78-D1 3RD FLOOR ASHIANA SHOPPING CENTRE MAIN BOULEVARD GULBERG LAHORE	35202-3892620-9	MALIK MUHAMMAD SADDIQ	458	93	-	551	458	-	93	-	551
814	AMMAR ZULFIQAR GALI KHATIKA HOUSE NO 23/55 MOHALLA AMAN PURA SIALKOT	34603-0142538-3	ZULFIQAR ALI	522	105	-	627	522	-	105	-	627
815	MUHAMMAD ASAF DAR FLAT NO 407 TOWER 101 STREET NO 100 G 11/3 ISLAMABAD	37405-6458603-5	ASAF ALI DAR	453	98	-	551	453	-	98	-	551
816	SUNEEL MASIH KHOKHAR TIBA BASTI MOHALLAH KHOKHARAN PASRUR TEH PASRUR DISTT SIALKOT	34602-8558959-5	RAFIQUE KHOKHAR	564	118	-	682	564	-	118	-	682
817	GHULAM AKBAR HOUSE # 3, STREET # 02, BLOCK-E , SOAN GARDEN ISLAMABAD	61101-4418141-1	N/A	887	209	-	1,096	887	-	209	-	1,096

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				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
818	DILAWAR HUSSAIN CHITROR GARH P/O SARDAR PUR TEH KABIRWALA DIST KHANEWAL MULTAN	36102-1540345-3	ALLAH DITTA	1,671	414	-	**2,085**	1,671	-	414	-	**2,085**
819	MEHRAN MUHAYUDIN PATHAN WALI PO KHAS SIALKOT	34603-9022563-1	GHULAM MUHAYUDIN	474	95	-	**569**	474	-	95	-	**569**
820	AQEEL ABBAS HOUSE NO 30 ST NO 4 SADAAT COLONY SAMANABAD LAHORE	35202-4030169-7	SYED FAISAL HUSSAIN TIRMAZI	782	69	-	**850**	782	-	69	-	**850**
821	RUBINA AHMAD HOUSE 120 D BLOCK PUNJAB CO OPERATIVE HOUSING SOCIETY DHA LAHORE	35201-1123295-8	AHMED ALI	742	153	-	**895**	742	-	153	-	**895**
822	MALIK FAISAL AHMED PLOT R-40 1ST FLOOR HASRAT MOHANI SOCIETY OPP ASGHAR ALI SHAH STADIUM PAHAR GANJ NORTH NAZIMABAD KARACHI	42101-9189416-7	MALIK HUMAYUN BAKHT	470	109	-	**578**	470	-	109	-	**578**
823	IMRAN SALEEM APPARTEMENT NO 109 PARK TOWERS SECTOR F10 3 ISLAMABAD	37405-7784443-1	SHEIKH M SALEEM	987	213	-	**1,200**	987	-	213	-	**1,200**
824	DILSHAD HUSSAIN THE REVIVAL E TRADE OFFICE NO 1 BASEMENT BLOCK C MID CITY APPARTMENT KHOKHAR ROAD NEAR FAZAIYA COLONY RAWALPINDI	31203-9526787-3	M SHAFIQUE TAHIR	404	98	-	**501**	404	-	98	-	**501**
825	ABBAS AHMED RAILWAY ROAD PASRUR PASRUR SIALKOT	35201-5565840-7	CH RIAZ AHMED	431	114	-	**545**	431	-	114	-	**545**
826	IMRAN SALEEM APPARTEMENT NO 109 PARK TOWERS SECTOR F10 3 ISLAMABAD	37405-7784443-1	SH M SALEEM	485	112	-	**597**	485	-	112	-	**597**
827	IMRAN WAJIH HASSAN F-2/1 MAYMAR ARCADE BLOCK 16 GULSHAN-E-IQBAL KARACHI	42201-6432746-5	SALMAN WAJIH HASSAN	499	120	-	**619**	499	-	120	-	**619**
828	KHURSHID ALAM SUIT NO 7 2ND FLOOR GONDAL PLAZA F-10 MARKAZ ISLAMABAD	61101-1801102-5	MALIK MUHAMMAD ISHAQ	501	112	-	**613**	501	-	112	-	**613**
829	GHULAM MURTAZA BHATTI GM LAW ASSOCIATES CITY TOWER D 702 MAIN GULBERG BOULEVERD LAHORE	35202-9733275-5	GHULAM MUHAMMAD BHATTI	437	78	-	**515**	437	-	78	-	**515**
830	ABBAS AHMED ABBAS HOUSE GHALLA MANDI PASRUR SIALKOT	35201-5565840-7	CH RIAZ AHMED	1,100	223	-	**1,323**	1,100	-	223	-	**1,323**

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Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
831	KAMAL MIRAJ FLAT# 25-E, GROUP-B, KOHINOOR FLAT MADINA TOWN NEAR HOCKEY STADUIM FAISALABAD	33100-3037819-1	MUHAMMAD MIRAJ DIN	1,169	291	-	**1,460**	1,169	-	291	-	**1,460**
832	WAQAS MARGHOOB House No 620/5 Street No 1 Prem Nagar Abbot Road SIALKOT	34603-2939480-7	MIAN MARGHOOB ALAM	1,483	286	-	**1,769**	1,483	-	286	-	**1,769**
833	ABDUL WAHEED MUGHAL AUTOS A BLOCK STORE MARKET MODEL TOWN LAHORE	35202-1467867-5	MUHAMMAD TUFAIL	1,382	241	-	**1,623**	1,382	-	241	-	**1,623**
834	KAMRAN RAZA H # 172 SHAH JAMAL LAHORE	35202-3028406-5	MUHAMMAD KHALID	498	102	-	**600**	498	-	102	-	**600**
835	SIBTE AHMED JAFRI 121, KHAYABAN-E-SEHAR, PHASE VL,D.H.A, 26TH STREET, KARACHI	42101-4670001-7		837	192	-	**1,030**	837	-	192	-	**1,030**
836	ANWAR UL HAQ H NO 295-A MOHALLA HALL ROAD WESTRIDGE RAWALPINDI	37405-5832070-9	MUHAMMAD ASLAM	950	144	-	**1,094**	370	-	144	-	**514**
837	SHEIKH SHIRAZ MUBASHIR HONDA SHAHRAH E FAISAL KHI 13 BANGLORE TOWN KARACHI	42301-5749545-5	SHEIKH MUBASHIR	2,198	485	-	**2,683**	853	-	485	-	**1,338**
838	NOUMAN KHAN HOUSE NO 188 MEERAN NAKA GULISTAN COLONY ABDUL RAHEEM LAASI STREET LIYARI KARACHI	42301-8475198-3	M AYUB	1,218	234	-	**1,452**	418	-	234	-	**652**
839	WASEEM PERVAIZ DUBAI GARMENTS HOUSE NO 33/262 NEW ALLAMA IQBAL BUILDING ALLAMA IQBAL ROAD SIALKOT	34603-8487151-9	MUHAMMAD SULEMAN	1,393	274	-	**1,667**	560	-	274	-	**834**
840	MUHAMMAD IMRAN HOUSE NO 282 STREET NO 14 MOHALLAH ISLAMWALA KHIALI SHAHPUR GUJRANWALA	34101-1269589-5	AKBAR ALI	1,349	279	-	**1,628**	500	-	279	-	**779**
841	MUHAMMAD SALEEM MINHAS H NO 395 BLOCK C FT 100 ROAD SHAH RUKN E ALAM NEAR JINNAH PARK MULTAN	33203-8376657-7	ALLAH DITTA ASHRAF	1,250	1,518	-	**2,768**	480	-	269	-	**748**
842	ZAHID NAZIR HOUSE NO 18/456 MOHALLAH TAJ PURA KHADIM ALI ROAD SIALKOT	34603-2222245-1	MUHAMMAD NAZIR	1,136	1,399	-	**2,535**	435	-	264	-	**698**
843	FURQAN FAROOQ P.L.K BRIDAL SHOP NO. G-2 DUBAI SHOPPING MALL MAIN TARIQ ROAD NEAR MATEEN PLAZA KARACHI	42201-3929876-3		1,603	374	-	**1,978**	613	-	374	-	**988**

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
844	AMIR SALEEM PURA HEERAN NEAR MUHAMMAD ISHAQ COUNCLER RANG PURA MOHALLA NAAI ABADI ZAFAR ABAD SIALKOT	34603-2265374-9	MUHAMMAD SALEEM	975	181	-	1,155	397	-	181	-	578
845	ABRAIZ ALI KHAN SHAHEEN AIR TERMINAL 1 JINNAH INTL AIRPORT KARACHI	42101-7394720-3	PERVAIZ ALI	917	223	-	1,140	347	-	223	-	570
846	AHMAD ALI QAMAR HOUSE NO 22 B GULSHAN E MADINA COLONY MDA CHOW K MULTAN	32302-1277941-5		996	171	-	1,168	396	-	171	-	568
847	TUWAIRQI STEEL MILLS LIMITED EXPORT PROCESSING ZONE, SURVEY NO. NC-49, DEH BAKHRAN, OPPOSITE KESC POWER PLANT, BIN QASIM, KARACHI	MOHAMMAD ASHRAF QAZI 37201-8019497-7 ZAIGHAM ADIL RIZVI 35202-2889684-3 MATEEN JALAL KHATTAK 42501-6981220-7 MUHAMMAD OVAIS HABIB 42501-6764801-9 AAMER RIAZ 54400-4480694-5	QAZI ABDUL KARIM SAEED AHMED RIZVI MUHAMMAD SHABIR KHATTAK HABIB AHMED SARDAR RIAZ AHMED KHAN	1,558,826	734,336	-	2,293,162	1,188,827	-	765,216	-	1,954,043
			Total Holding	**5,117,819**	**3,262,299**	**-**	**8,380,118**	**1,779,700**	**-**	**3,060,726**	**22,038**	**4,862,464**
848	ASIF ALI MUHARRAM ABAD KOT YAQOOB P.O MURIDKAY TEH:MURIDKAY DIST: SHEIKHUPURA	3540505406995	NIAMAT ALI	785	-	-	785	785	-	132	-	917
849	S M SARFRAZ HUSSAIN GILLANI NAZD NISHTAR COLONY HOUSE 115 MOHALA GILLANI STREET FEROZPUR ROAD LHR	3520276640965	SYED LAL HUSSAIN SHAH GILLANI	762	-	-	762	762	-	115	-	877
850	MUKARAM ALI JANAH CHOK MOH SHAHAB PURA DASKA DISTT SIALKOT	3460121806127	NOOR HUSSAIN	740	-	-	740	740	-	127	-	867
851	DAWOOD AHMAD CHAK NO 451 EB BUREWALA VEHARI	3660109319043	MAHBOOB AHMAD	693	-	-	693	693	-	155	-	848
852	SHEIKH MAKHDOOM ALI SHAHZAD CLOTH MARKET SHERAWALA GATE AZAM CLOTH MARKET LAHORE	3540117922111	SHEIKH ZAHOOR AHMED JAFRI	662	-	-	662	662	-	156	-	818
853	MANZOOR AHMAD P.O MURIDKAY NANGLE KOSOWAL TEH. MU P.O MURIDKAY NANGLE KOSOWAL TEH. MU	3540149653659	TALIB HUSSAIN	674	-	-	674	674	-	109	-	783

Details of advances written-off

ANNEXURE II

Statement showing written-off advances or any other financial relief of Five Hundred Thousand Rupees or above provided during the year ended December 31, 2023

Rupees in '000'

S. No.	Name & Address of the Borrower	Name of Proprietor/Partners/ Directors (with NIC No.)	Father's / Husband Name	Outstanding Liabilities at the beginning				Principal Write-off	Mark-up & Other Charges Write-off	Other Financial Relief		Total
				Principal	Mark-up (Debited + Undebited)	Other Charges	Total			Un-Debited (Waiver)	Debited (Reversal)	
854	MUHAMMAD AMEEN HAJI MUHAMMAD HASSAN PALLI PO UMERKOT UMERKOT	4410767880453	MUHAMMAD HASSAN	450	-	-	450	450	-	205	-	655
855	BASHIR AHMED KHASKHALI VILLAGE MUHAMMAD SEHNERO P.O UMER SAND TEHSIL JHANDO MARI DISTT TANDO ALLAYAR	4130766922155	ABDUL KAREEM	324	-	-	324	324	-	330	-	654
856	ZAHID IQBAL BASTI GHUNIAN KHAN PUR	3130199197819	ABDUL RAZZAQ	400	-	-	400	400	-	189	-	589
857	SYED IMRAN HUSSAIN SHAH BASTI NAWAB PURA P/O JHANGI WALA BAHAWALPUR	3120223072443	SYED SHER SHAH	450	-	-	450	450	-	138	-	588
858	MUSHTAQ HUSSAIN SARISHTA NASHEEB P/O JAMAN SHAH LAYYAH	3220318445165	KORO	350	102	-	452	350	-	207	-	557
859	MUHAMMAD NADEEM SHEHBAZ ABAD POST OFFICE LAYYAH CHAK NUMBER 148 T D A TEHSIL / DISTRICT LAYYAH T LAYYAH	3220369696661	KALU	350	98	-	448	350	-	207	-	557
860	MUHAMMAD SULEMAN POST OFFICE JUMMAN SHAH SARSHATA NA SHAIB TEHSIL LAYYAH DISTRICT LAYYAH	3220387335339	SAEED AHMED	350	98	-	448	350	-	207	-	557
861	FIAZ HUSSAIN SARISHTA NASHEEB P/O JAMAN SHAH LAYYAH	3220365930157	KORO KHAN	350	101	-	451	350	-	207	-	557
862	MUKHTIAR HUSSAIN JAMAN SHAH SARSHATA N LAYYAH	3220355889461	KORO	349	101	-	450	349	-	206	-	555
863	NOOR MUHAMMAD POST OFFICE DAJAL BASTI ONARH TEHSIL JAMPUR DISTRICT RAJANPUR	3240293579397	ALLAH DITTA	320	88	-	408	320	-	190	-	510
			Total Group	**5,125,828**	**3,262,887**	**-**	**8,388,715**	**1,787,709**	**-**	**3,063,606**	**22,038**	**4,873,353**

Details of disposal of fixed assets to related parties - Consolidated Financial Statements **ANNEXURE-III**
FOR THE YEAR ENDED DECEMBER 31, 2023

The particulars of fixed assets sold to related parties, other than through a regular auction, are given below:

Description	Original cost	Accumulated depreciation	Book Value	Sale proceeds	Mode of disposal	Particulars of buyer
	----------(Rupees in '000)----------					
Electrical, Office and Computer Equipment	3,594	2,086	1,508	2,968	Insurance Claim	Jubilee General Insurance Limited
Vehicles	123	82	41	117	Insurance Claim	Jubilee General Insurance Limited
Total	3,717	2,168	1,549	3,085		

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Unconsolidated Financial Statements

Directors' Report 2023

On behalf of the Board of Directors, we are pleased to present the Unconsolidated Financial Statements for the year ended December 31, 2023.

Macroeconomic Review

FY'23 was a year of severe macroeconomic stress – a rapidly declining Rupee, import prioritisation and record interest rates threatening job losses and defaults, and political polarization; all reflected in a weak GDP growth of 0.3%. FY'24 started on a more positive note with the announcement of the IMF's Standby Arrangement (SBA) which provided a lifeline for the country. The first half of FY'24 has seen more stability and some nascent signs of growth, led by a rebound in agriculture. While the Large-Scale Manufacturing Index declined marginally YoY for H1FY'24, numbers are trending upwards; momentum in the industrial sector is expected to pick up in H2FY'24 and a 2–3% GDP growth forecast for FY'24 remains on track. Headline inflation peaked at 38% in May'23, averaging 29.2% for FY'23 compared to 12.2% in FY'22. While inflation has tapered, falling to 28.3% in Jan'24, frequent and sizeable adjustments in energy prices have slowed the pace of decline. Average inflation for 7MFY'24 was 28.7% compared to 25.4% in the same period last year; the SBP's forecast for FY'24 remains at 23 – 25%.

Suppressed demand, coupled with import management for most of the year, led to a 15% YoY decline in imports for H1FY'24, helped by lower commodity prices. Despite the global downturn, exports increased by 7.5%. Consequently, the trade deficit for H1FY'24 narrowed by 35% to USD 9.9 billion, with a current account surplus in Dec'23. The wide gap between the kerb and interbank markets at the start of FY'24 has been closed by tightened rules for exchange companies, as well as a crackdown on illegal FX activity and tightened monitoring of Afghan Transit Trade. Consequently, remittance flows through official channels improved, clawing back some of the decline seen in Q1FY'24. Remittances for H1FY'24 reached USD 13.4 billion, a drop of 7% over H1FY'23. The current account deficit for the first half of FY'24 fell by 77% to USD 0.8 billion compared to USD 3.6 billion during the same period last year.

Foreign exchange reserves had reached precarious levels at the end of FY'23. However, the signing of the SBA and the release of the first tranche, triggered the release of support from friendly countries, providing an immediate boost to reserves. Further gradual inflows from multi-lateral donors along with the declining current account deficit, have bolstered SBP's FX reserves; the release of the second SBA tranche in Jan'24 has kept reserves above USD 8 billion. As a result, the Rupee recovered from its low of 307/$ in Sep'23 to Rs 282/$ by the end of the year, a 24% depreciation for 2023.

The primary fiscal balance remained in surplus for H1FY'24, more than doubling over H1FY'23, to Rs 1.8 trillion; as a percentage of GDP, it improved to 1.7%, well ahead of IMF targets. Tax revenue rose by 30%, with FBR collection reaching Rs 4.5 trillion as the Government continued to increase taxes on existing payers rather than widening the tax base. The high interest rate environment led to 64% higher debt servicing costs, leading to a 45% growth in total expenditure. The total fiscal deficit thus increased to 2.3% of GDP from 2.0% in the same period last year.

A stable currency and expectations of a more dovish monetary policy propelled a strong rally in the equity market with the KSE-100 index rising by 35% in Q4'23 alone, closing at 62,451 in Dec'23, up 55% for the year. Foreign portfolio investment of USD 71.0 million in H2'23, the highest in 5 years, lent further support to the bull run.

Despite market expectations of monetary easing since the start of the last quarter, the central bank has kept the policy rate unchanged at 22% in the latter half of the year. The SBP cited that, while inflation has eased, the pace of decline is slower than previously anticipated due to substantial hikes in energy tariffs. The easing of demand pressure was reflected in private sector credit which fell by 1.4% in 2023 compared to a growth of 14% in 2022; although, in line with improving conditions, credit increased by 5% in the second half of 2023. Growth in industry advances and deposits was somewhat skewed due to the unusual levels in Dec'22 resulting from the ADR tax imposition; advances grew by a modest 3.6% over the prior year, while deposits increased by 24%. Banking spreads in 2023 have widened by 214 bps compared to 2022, as rising lending yields outpaced increases in deposit cost.

Financial Performance

In 2023, HBL has delivered its highest-ever profit before tax of Rs 111.7 billion, 56% higher than the Rs 71.6 billion recorded last year; a consistent growth trajectory led by excellent performance from the domestic franchise and a solid turnaround from the international business. The Bank's profit after tax increased to Rs 56.9 billion, a 84% growth over 2022. Earnings per share improved to Rs 38.76 in 2023 from Rs 21.04 in 2022.

HBL's balance sheet increased by 19% to Rs 5.2 trillion. Total deposits grew by 20% over Dec'22 to Rs 3.9 trillion resulting from strong deposit mobilization in both the domestic and international businesses; domestic deposits rose to Rs 3.5 trillion, a growth of 18% over last year. Average domestic deposits increased by Rs 346 billion, primarily driven from low-cost CASA, enabling HBL to manage its cost of deposits. Despite a slight decline in private sector credit, HBLs domestic advances remained steady at Rs 1.4 trillion, while total advances rose 3% to Rs 1.7 trillion. The Bank's flagship consumer

portfolio increased to Rs 128 billion. Agriculture financing continues to be a key priority of the Bank; the lending book increased to Rs 57 billion.

With continued rapid monetary tightening in 2023, net interest margins improved by 158 bps over 2022. The average domestic balance sheet grew by Rs 486 billion which, coupled with the higher spreads resulted in a 45% rise in domestic net interest income. With expanding spreads across most locations, the international business also returned a 44% growth; HBL's total net interest income increased by 47% to Rs 223 billion in 2023. Non-fund income grew by 41% to Rs 53.9 billion with HBL's dominant fee franchise delivering excellent results, yet again rising by 35% to Rs 37.3 billion. Its flagship Cards business continued to lead the market, contributing nearly 50% of the total fee increase while trade, cash management and retail banking all delivered solid double-digit contributions. Consequently, HBL's total revenue increased by 46% to Rs 277 billion.

In the midst of record inflation and steep devaluation, administrative expenses of the bank increased to Rs 152.3 billion. However, with a strong revenue base, the domestic cost / income ratio improved to 47.3% compared to 51.1% last year. The Bank's non-performing loans have increased and, with a flat loan book, there was a slight uptick in the infection ratio to 5.4%. As a result of prudent provisioning, the total coverage remains above 100%.

Movement in Reserves

	2023	2022
	Rupees in million	
Profit after tax	**56,856**	30,867
Unappropriated profit brought forward	**165,387**	148,392
Profit after tax	**56,856**	30,867
Re-measurement gain on defined benefit obligations – net of tax	**452**	157
Transferred from surplus on revaluation of assets – net of tax	**117**	58
	57,425	31,082
Profit available for appropriation	**222,812**	179,474
Appropriations:		
Transferred to statutory reserves	**(5,686)**	(3,087)
Cash dividend – Final	**(2,200)**	(3,300)
1st interim cash dividend	**(2,200)**	(3,300)
2nd interim cash dividend	**(2,934)**	(2,200)
3rd interim cash dividend	**(3,300)**	(2,200)
Total appropriations	**(16,320)**	(14,087)
Unappropriated profit carried forward	**206,492**	165,387
Earnings per share (Rupees)	**38.76**	21.04

Capital Ratios

With the strong results, internally generated capital grew by 21% in 2023, adding 294 bps to the Tier 1 Capital Adequacy Ratio (CAR). However, the large Rupee devaluation of Rs 55.4/$ diluted the profitability impact by 97 bps. As a result, HBL's unconsolidated Tier 1 CAR increased by 66 bps over the year, to 13.44%. The increased headroom over minimum capital requirements, also added to Tier II capital eligibility, increasing total CAR by 228 bps to 17.28%. Both ratios remain comfortably above current regulatory requirements.

Business Developments

HBL continues to spearhead the purpose-driven transformation of the banking industry in Pakistan and enhance customer engagement, remaining at the forefront of providing thought leadership across various spheres of development. In 2023, the bank achieved a deposit market share of 12.44%, with a domestic deposit book of Rs 3.5 trillion. This was aided through the addition of nearly 800,000 new customers through its branch network. HBL aims to become a major player in the rapidly growing Islamic Banking space. After an extensive project to convert part of the conventional branch network, the Islamic branch footprint has reached 408 with 100 branches converted in 2023 alone. Deposits in this segment grew by 32%, to Rs 422 billion.

HBL embarked on a journey to offer a renewed approach to client segmentation, acknowledging the importance of tailoring products and services to meet customer needs. This purpose-driven strategy was meticulously crafted to fortify the franchise, positioning HBL to remain deeply connected with its customers and sustain its leadership role in the years ahead.

The Prestige proposition is designed to change the landscape of priority banking across Pakistan. At Prestige, understanding client needs and aspirations underpins delivering exceptional financial services, offering clients a bespoke product suite in line with their sophisticated needs. Prestige serves the banking needs of the high net worth (HNW) client segment through 39 dedicated lounges across 18 cities in Pakistan along with its first international lounge, in Dubai. The scope of Prestige is augmented through a non-lounge strategy; in the absence of a dedicated lounge footprint, 650 branches have been enabled to on-board Prestige customers, offering them broader access to the value proposition.

HBL continues to solidify its position as a market leader in innovative products, serving 5 million women customers, including over 1 million under its women's market program, HBL Nisa. This one-of-a-kind, comprehensive platform goes beyond banking for women and offers them financial freedom and increased opportunities through its tailored value proposition, women-centric insurance coverage, and consumer lending options. During 2023, HBL Nisa acquired over 145,000 new accounts with Rs 40 billion of incremental deposits; total deposits under the Nisa program are Rs 126 billion including Rs 51 billion under Nisa Tawfir, the Islamic offering. To cater to the growing savings needs of women, a mutual funds proposition, exclusively for women, was launched in collaboration with HBL Asset Management Limited. Recognizing the Bank's efforts of promoting financial inclusion, HBL received the 2023 Access to Finance Champion award at the annual summit of the Financial Alliance For Women. This accolade acknowledged the Bank's continuous efforts to improve women's representation in its customer base through the Nisa product suite.

The Bancassurance business built on the leadership position achieved in 2022, growing market share from 28% to 32%. The bank partnered with IGI to launch Prime Vitality, targeted to cater to the health and lifestyle needs of HNW individuals. Total premiums written increased by 5% to Rs 4.3 billion, bucking the overall decline in the industry. HBL fosters financial literacy and empowers its clientele to make informed investment decisions. Sales of HBL AMC's mutual funds delivered excellent results with sales of ~Rs 30 billion in Assets Under Management (AUMs) in 2023.

HBL's Consumer Banking business had another stellar year with total lending growing to Rs 128 billion. The credit cards business increased its leadership with a growth of nearly 40% in card usage, with spend rising to over Rs 250 billion; the portfolio increased by 36%, to Rs 32 billion. Over 85,000 new credit cards were issued in 2023 and significant limit increases were given to existing qualifying customers to assist them in light of inflationary pressures. HBL's credit cards remain top-of-wallet, with one out of every three Rupees spent on credit cards in Pakistan being on HBL. The Bank further solidified its position as the largest debit card issuer in Pakistan with a total of 7.1 million debit cards issued – one in every five debit cards in the country is an HBL debit card – with spend volumes in 2023 increasing by 48%, to Rs 181 billion. HBL's consistent industry leadership in this area earned it the Best Consumer Bank award at the Pakistan Banking Awards 2023.

HBL entrenched its leadership position in merchant acquiring with a POS network of 46,000, the largest in the industry. HBL continues to invest in the latest technology with its SmartPOS terminals being the top choice of merchants, providing them access to real-time transactional information. Throughput at HBL's terminals grew by 32% to Rs 348 billion, accounting for more than 30% of the country's total POS sales volume. HBL has extended its network to smaller cities and its terminals are present in more than 250 cities. This remains key to taking digital payments mainstream, and increasing acceptance across all areas of the country, contributing to the national priority of digitization and documentation of the economy. With focused efforts over the past few years, 16% of HBL's POS spend now comes from these smaller towns and cities.

HBL strengthened its market leading position in personal loans with a portfolio of Rs 41.5 billion and an impressive 35% market share; this product continues to be the largest component of consumer finance with fresh disbursements of Rs 26 billion made during the year. In auto financing, despite an overall decline in the industry due to supply constraints, HBL solidified its leadership position, increasing market share from 12.5% to 15% with a portfolio of Rs 36 billion. This was made possible through fresh bookings of over Rs 10 billion as HBL remains the bank of choice for customers due to its superior value creation through alliances with leading auto manufacturers. Home Finance demonstrated steady progress in 2023, with the outstanding increasing to Rs 14 billion and is expected to be a key driver for future growth. HBL remains focused on digitization to improve customer convenience with faster processing. In 2023, almost 50% of credit cards and 20% of Personal Loans were booked through HBL Mobile, a paperless process with instant decisioning.

SME businesses are the key drivers of the economy, and this sector requires enhanced access to formal finance in a more convenient and seamless manner. HBL has taken a number of initiatives to help transform the SME landscape, fostering growth and creating opportunities for small businesses. HBL is the first bank in the industry to cross Rs 100 billion in SME lending, with a market share of 19%. During the year, HBL on-boarded 4,400 new customers, driving a 29% increase in the customer base and a 18% growth in advances. The Bank endeavors to remain at the forefront of SBP-related schemes for the SME sector; total lending under these schemes reached Rs 16 billion in 2023. HBL's unique cashflow based lending has been well received by customers, crossing Rs 5 billion since its launch in 2022.

Driven by our aspirations for financial inclusion, awareness sessions were conducted across the country, covering banking products as well as subsidized schemes. HBL specifically focused on capacity building among women entrepreneurs, disbursing more than Rs 1.5 billion to 600 women during 2023. HBL successfully launched the high-profile She's Next program in collaboration with Visa. This awards 5 women entrepreneurs a grant of USD 10,000 and a year-long mentorship and guidance journey to help them grow their businesses. The inaugural selection was held in 2024.

For several years, HBL has dominated the Agriculture Financing segment with lending well ahead of competitors, evidenced by a market share of 35%. In 2023 the portfolio grew by 13% to Rs 57 billon; more than 8,500 new customers were added while fresh disbursements increased by 15%, to Rs 19 billion. HBL was awarded the Best Bank for Agriculture at the Pakistan Banking Awards for the second consecutive year and 2023 is the 5th time it has won this award.

HBL has pioneered the use of technology in the Agriculture lending space and engaged with multiple agri-tech operators to digitize farm coordinates, farmers' profiling and sales force tracking. For several years, HBL has remained the largest user of the Punjab Land Record Authority's portal in retrieving online records, thus delivering best-in-class turnaround times for agriculture loan processing. HBL has been at the forefront of Electronic Warehouse Receipt (EWR) financing and has a market share of more than 70%. SBP has nominated HBL as the role model for upscaling the EWR regime in the country.

The SBP also designated HBL as the Champion Bank for Baluchistan to address outreach challenges and to lead the industry in enhancing access to agriculture credit and financial inclusion in the province. Under this initiative, HBL demonstrated a 63% growth in its portfolio in the province, the highest amongst all institutions; the Bank also created farmer awareness and collaborated with educational institutions to develop a skilled labor force. HBL also utilized a number of SBP schemes designed to uplift farmers, providing assistance with farm mechanization, water conservation, and renewable energy solutions for tubewells and cold storage.

HBL continued to create an impact on farmers by conducting awareness and financial literacy programs through its flagship platform Kissan Ki Awaaz. The Bank conducted more than 40 Kissan ki Awaaz sessions during the year covering all provinces of Pakistan and reaching out to over 3,000 farmers.

Through its ground-breaking development finance initiative HBL, as Pakistan's largest commercial bank, has been helping farmers improve their farm productivity and economics by assisting them at every stage of the crop cycle. Over the last three years, in a series of ever-expanding pilots, the Bank worked closely with farmers through a team of dedicated field agronomists, covering the entire production and post-harvest cycles, ensuring that farmers employ scientific farming practices. HBL also provided quality farm inputs in a timely manner at their doorstep and farm mechanization services at a competitive cost point. The outcome was transformed farm economics. Independent economists at Princeton and Yale concluded that yields and profitability for these pilot farmers were, on average, 46% and 194% higher than regional averages.

Based on this successful proof of concept, HBL has taken the next step towards its goal of revolutionizing the agricultural value chain by introducing HBL Zarai Services Limited (HBL Zarai) – a wholly owned agriculture services extension subsidiary. HBL Zarai will offer a host of unique services from advisory and inputs, to crop offtake, warehousing and logistics, right at the farmer's doorstep. Farmers will be serviced through Deras – dedicated distribution and service centers etched among the heart of the farmlands. The company has been incorporated and the first Dera has just been launched in February 2024.

During a turbulent year for the global and domestic economy, HBL's corporate and commercial banking teams implemented robust risk management strategies to identify and address potential challenges stemming from a dynamic environment. By closely monitoring market trends and maintaining a disciplined credit evaluation process, portfolio quality was upheld while improving profitability. Through a one-window, wholesale banking approach, HBL offered its clients customized products for the entire gamut of their financial requirements. The Bank's focus remained on supporting clients through the cycle, enabling them to manage their risks in a volatile environment. Customers were provided sound advice on managing the high interest rate environment and their debt levels. Total lending to corporate and commercial customers, including under Shariah-compliant modes, declined by 5% during 2023 as overall private sector credit also declined.

The recently established Global Trade Services (GTS) function was crucial for managing trade flows during a challenging year. Along with customized trade-based solutions, GTS worked closely with Treasury to manage foreign exchange liquidity by strategically managing import and export flows. GTS is also enhancing the Bank's trade penetration into the SME and Commercial segments and in 2023 alone, has successfully grown the Bank's share of exports by 1.8% to 13%. The bank has been able to make inroads in export markets, increasing volumes by 3% even as the country's total exports reduced by 11% in 2023.

HBL recognizes that being Pakistan's leading bank comes with great responsibility. An excellent example of the Bank's capacity building efforts was the corporate restructuring of one of Pakistan's largest home textile exporters which had faced problems during the 2008-10 financial crisis. With HBL's support, the company has now restarted operations and, in the first 18 months of operations, delivered significant revenue, reduced its debt load, and re-employed 3,000 people with the potential for future growth.

HBL maintained its leadership position in the transaction banking business and continues to tailor its service suite to meet client needs. Total cash management throughput increased by 22% to Rs 15.0 trillion; digital transactions, which constitute over 78% of total transactions, increased by 24%, crossing Rs 10 trillion. HBL won the Domestic Cash Management Bank of the Year award from the Asian Banking & Finance Whole Banking Awards. AsiaMoney ranked HBL as the market leader amongst domestic banks for cash management as well as the Best Service for Cash Management in Pakistan for the third year in a row; the latter is all the more gratifying as it is based on votes by HBL's customers and is a testament to its goal of delivering innovative products tailored to client needs.

HBL continues to lead the employee banking segment by providing pension and payroll services to over 3.1 million employees, with deposit balances growing to over Rs 400 billion. Over 95% of all employee banking transactions are via digital channels. HBL continues to enhance this product by offering additional benefits to enrolled individuals.

HBL's dominant Investment Banking business provides a complete suite of Investment Banking products and structured solutions through dedicated specialist teams. Despite challenging economic conditions in 2023, HBL was able to successfully close 26 deals valued at over Rs 765 billion. The transactions were in diverse sectors including renewable energy, real estate, telecom, power generation & transmission, and FMCG companies. The mandates included the entire range of investment banking options, covering both debt and equity. As a recognition of its superior delivery, HBL's Investment Banking Team received 19 accolades from international and domestic publications during the year, sweeping the awards space across all asset classes and including the Best Investment Bank in Pakistan award.

In line with HBL's strategy of contributing to Pakistan's growth and development, the Investment Banking teams have been engaged with the Government in a number of advisory capacities to facilitate projects of national interest. Through extensive interaction, the business has developed an active pipeline of deals across a diversified universe to ensure maximum economic impact across the spectrum of industries from agriculture to infrastructure to renewable energy.

2023 saw significant market volatility – especially in the 1st half of the year – with a reduction in liquidity across asset classes. In the prevailing uncertain environment, client engagement, along with balance sheet and risk management were the primary areas of focus with close monitoring of transaction flows and client activity. Treasury's sales team ensured that clients were kept well abreast of developments in the economy and in the market through frequent and in-depth customer calls; this was very well received by the Bank's client base. While volumes were 25% lower than in 2022 on the back of shrinking trade and other flows, close attention to margin management ensured continued revenue growth.

HBL Symphony®, the bank's fixed income platform, saw a doubling of volumes and we expect these to increase substantially in 2024 with the launch of additional features and functionality. However, reduced country trade flows along with a tightly controlled interbank market, saw a sharp drop in volumes transacted on HBL Infinity®, the Bank's FX portal.

HBL's digital channels facilitated secure digital banking across Pakistan; in the process, the Bank garnered seven prestigious awards, including the Best Bank for Digital Solutions and the Most Innovative Bank. These awards provide an important external validation of HBL's efforts in this area.

The Bank's mobile and internet channels witnessed an 89% YoY rise in transactions, with 1 billion financial transactions and services processed in 2023; financial transaction volumes through HBL Mobile and Internet Banking doubled to Rs 4.7 trillion. Committed to inclusivity, HBL introduced Urdu as a language option and audio TalkBack compatibility for visually impaired Mobile users, making it the first app in the country with these features. Within a month of its launch, audio talkback had been experienced by 52,000 people and it continues to have a base of 47,000 users. This underscores HBL's continued efforts to meeting the needs of Pakistan's people and its pivotal role in enabling financial empowerment. In addition to the new features and enhanced security, the app also saw a revamped menu, over 99.5% service availability and its rating rise to 4.8 on Google Play Store.

HBL also commercialized cutting-edge digital payment solutions tailored to the e-commerce sector. HBL Digital Invoicing is revolutionizing the social e-commerce space by enabling home-based sellers to accept card-based payments for orders received through social media platforms, reducing reliance on cash-on-delivery and increasing accessibility to international buyers. HBL Tap & Pay is enabling the retail sector and courier and delivery services to accept "last-mile" card-based payments through mobile POS, again enabling reduced reliance on cash. HBL became the first bank in Pakistan to offer aggregator services to other financial institutions through 1-Link, connecting customers of different banks with its billing partners. This ground-breaking move has accelerated the digitization of payments across the industry with 320,000 transactions processed during the year. With a resurgence of QR acceptability in the market, transactions at HBL's QR locations rose to Rs 7.3 billion in 2023, more than 5 times higher than the previous year; transactions through HBL's Mobile and Konnect Apps totaled Rs 4.4 billion accounting for 60% of the QR volume.

Konnect by HBL achieved a number of milestones in 2023, solidifying its position as a pioneer in branchless banking. Total volume processed exhibited a 60% growth, crossing Rs 1 trillion. This substantial increase underscores Konnect's expanding operational capability and its growing influence in the market. A key driver of this success was the onboarding of 1 million new customers, driving the total portfolio to 9.1 million customers, 11% higher than last year; women continue to make up nearly a quarter of Konnect's customers. This is a testament to Konnect's sustained market appeal and effectiveness in attracting new clients. The Konnect Islamic Account attracted more than 300,000 new-to-bank customers in 2023, with the total portfolio now exceeding 500,000. Transactions processed through this account nearly doubled, to 1.9 million, signifying the rapid market adoption and the growing demand for Shariah-compliant financial products.

Konnect's foray into insurance services in 2023 was a significant milestone, with health and life insurance product offerings achieving a first-year volume of Rs 143 million. The launch of Konnect Travel in 2023, offering comprehensive solutions for hotel and airline bookings, further diversified services, providing customers with market-competitive rates for airline tickets.

Konnect is a trusted partner of the government with its effectiveness in supporting crucial initiatives. Efficiently handling government mandates, Konnect disbursed more than Rs 330 billion for the Benazir Income Support Programme in 2023;

Konnect also worked with other agencies such as WHO, WFP and UNHCR to distribute social transfer payments, growing total G2P volumes by 49%. Collections in 2023 crossed Rs 500 billion, a doubling over the previous year. Most of this increase was driven from corporate distributors and from educational fee collections. Disbursements rose by 30%, crossing Rs 30 billion, with pension disbursements being a key component of the growth.

Strategic partnerships played a pivotal role as HBL joined forces with the Pakistan Software Houses Association (P@SHA) to support freelancers and software houses. This initiative aims to contribute to growing the digital economy, providing specialized financial services to these thriving sectors, and nurturing innovation and entrepreneurship in the IT sector. In line with HBL's stated objective of contributing to Pakistan's development, the partnership plans to showcase Pakistani software houses in regional markets, positioning the country as a technology destination. HBL has facilitated freelancers by simplifying and digitizing their account opening process, making it easier for them to receive foreign payments seamlessly, and is planning tailored products for the freelancer community.

The Robotic Process Automation (RPA) program launched in 2022, is now seeing widespread adoption across the Bank. RPA aims to improve process accuracy as well as the customer experience by automating repetitive, rule based and other manual tasks. Significant process efficiencies have been achieved in multiple functions and the focus is now on a cross-functional approach, to digitize processes end-to-end. Since the launch of this initiative, 126 processes have been automated, saving ~21,000 person hours per month.

2023 has been significant for data democratization in the organization with the introduction of business self-service. This, coupled with centralization of most core system data into the data lake is empowering end users to concentrate on value addition instead of data preparation and consolidation. The ability to access data aggregates quickly and perform drag and drop analytics has improved decision making and allowed further insight into core banking transactions.

Sustained efforts over the last few years to reposition the international business are beginning to come to fruition. The relentless focus on building network business resulted in cross-regional clients increasing by 37% with sustained growth in deposits and lending. The China business remains key to network connectivity. HBL's unique position as one of only three RMB intermediaries in MENA and South Asia enables it to offer unmatched customer solutions with RMB volumes increasing by 1.75x in 2023. To further unlock regional trade potential, HBL China added new financial institution partnerships and capitalized on its LC advising rebate program for South Asia, enabling it to double its business. The strong growth in activity drivers, helped by widening spreads across global markets has led to International making a meaningfully positive contribution to the bottom line.

Customer acquisition reached a new high throughout the international network. Along with the increasing customer focus, new products and services are being developed. The Prestige proposition launched in the UAE has received enthusiastic customer response and plans are in place for expansion to Bahrain and UK. Islamic deposit products launched in Singapore are seeing good traction, and trade between network countries continues on an upward trajectory. Simultaneously, technology platforms, payment systems and digital applications are being upgraded to enhance product offerings.

HBL entered into a landmark alliance with Bank of China by signing a strategic Memorandum of Understanding, a first of its kind in Pakistan. The MoU signifies a shared commitment to driving economic empowerment, regional connectivity and creating seamless regional trade opportunities. It also underscores the importance of adherence to ESG principles. HBL is a founder member of Green Investment Principles and has now become the first and the only Pakistani bank to be a member of the Capacity-building Alliance of Sustainable Investment (CASI), evidencing its commitment to sustainable development. Launched at the recent COP28 in Dubai, CASI leverages innovative knowledge-sharing platforms to promote best practices for sustainable finance. Both these forums provide HBL access to global developments in Green Finance.

Throughout the year, the Bank launched various initiatives to significantly reduce turnaround at both at the branch and back-end levels, helping to improve the customer experience. A simplified client on-boarding experience has led to 82% of low and medium risk accounts being opened on the same day. HBL also embarked on a channel migration drive to transition customers from traditional branch counter services to digital channels, providing them convenience while easing congestion in branches.

HBL's Contact Centre delivered 24 x 7 service, handling 13.2 million interactions over the year. A range of non-voice touch points have been made available for customers, including WhatsApp, Facebook Bots, and other social media channels, which collectively facilitated ~80,000 customer interactions monthly. The self-service menu offers 35 IVR services through which 2 million transactions were executed, including critical activities such as instant debit and credit card activation/ blocking and credit card payments. During the year, IVR utilization increased from 48% to 54%. In 2023, the Bank received 450,274 complaints, resolved on average within 4 working days.

In 2022, HBL announced its commitment to meeting AKDN's Net Zero target by 2030 and is working on implementation with an international consultant. Solar panels have been installed at 235 premises and have resulted in a 500+ MT reduction in HBL's carbon footprint during the year. Another 80 branches have been targeted for solar conversion in 2024. The Bank obtained the WWF's Green Office certification for two of its premises after successfully implementing green operating protocols. Energy Audits of three premises were concluded, based on which a number of initiatives are being rolled out to reduce emissions. These include double glazing of windows, roof insulation and HVAC and lighting rationalization in major

buildings. To improve the sustainability of its own operations, 3-bin recycling has been rolled out and awareness sessions held with staff and vendors.

The HBL brand remains Pakistan's strongest financial services brand. 2023 was marked by its innovative spirit, digital prowess, and unwavering commitment to clients. These efforts underlined HBL's pivot towards the burgeoning youth segment of Pakistan. The Bank understands that this segment is tech-savvy and hence, focuses its efforts on providing them with relevant products and services to stay connected. The Bank enhanced its already impressive social media footprint by embracing the TikTok platform with ~50 million followers. HBL is now the leading financial services player on almost all social media platforms.

Our pivot towards youth is a combination of activities, implemented in a consistent manner. Working with social media influencers is one such effort; combined, they have more than 150 million followers on different platforms. In 2023, HBL worked with over 130 influencers who created more than 180 content pieces and spearheaded 11 campaigns for the Bank, both for the Brand as well as for promoting our products. Recently, the Bank has made a foray into E-sports, a passion for over 37 million Pakistanis, by sponsoring an e-gaming version of a football competition. Under its Konnect umbrella HBL has launched both a brand and a product push to connect with this large audience. We have also begun creative collaborations with youth-centric brands to deepen our connection with and understanding of the youth segment.

HBL's industry-leading TikTok campaign and its ongoing association with HBLPSL, Pakistan's biggest sporting platform, now in its 9th year, are accelerating efforts to reach-out to youth. TikTok published a case study on the Bank's campaign for HBLPSL 8 as a TikTok Global Success Story. During the campaign, 8.9 million videos were created, generating over 8.7 billion views on the platform and reaching an incredible 97% of Pakistani TikTok users. For HBL PSL 9, the Bank has upped the ante by launching the Palat Do Khel campaign. This messaging, on both conventional and social media, helps Pakistanis celebrate the positive side of the country, capture the true spirit of Pakistan and showcase it to the world. Every time anyone sees something good around them, they too can become an influencer by recording a video on their phone and sharing it on social media using #PalatDoKhel. We hope that this will snowball into a celebration of the many positives and successes that each of us sees around us, every day, instilling self-belief in millions of Pakistanis.

HBL became the first bank in Pakistan to launch a dedicated client care 'X' (formerly known as Twitter) handle "@HBLCare". The dedicated customer care handle has diverted 38% of complaint volume from HBL's corporate profile (@HBLPak) and allows for more immediate monitoring and resolution of customer concerns.

Human Resources

HBL's success lies in its unwavering commitment to its employees through its core value of Valuing People. This guiding principle has driven numerous staff initiatives in recent years, all aimed at enriching the lives of HBL's employees and their families.

In line with our aspiration to embed a pay for performance culture, the Bank revamped its Performance Management System. Goals for all employees have been aligned with those of the organization, within standardized categories, to create a better sense of purpose and an understanding of how each employee's contribution impacts HBL's overall success. A 360-degree feedback mechanism was also launched for 400 senior managers to enhance leadership capabilities and reinforce our commitment to an ethics and values-based culture. Discipline and rigor in differentiating performance enabled us to reward a larger population of employees.

As part of the Bank's commitment towards diversity, equity & inclusion (DEI), best practices were shared with organizations across various industries. Sessions like Power Hour and Empowering through Inclusion helped bring together leaders from financial and non-financial companies, enabling participants to share common challenges and solutions. The Bank also launched a day care allowance to support female colleagues with young children, helping them to balance motherhood and careers. To further our commitment towards inclusion of differently-abled people and facilitate their mainstreaming, engagement activities were held during the year, including after-school internships, pop-up stalls to provide them a platform to showcase their products and staff sensitization sessions. HBL's commitment to DEI was recognized as, for the second consecutive year, the Bank was awarded the Most Inclusive Organization in Pakistan – 2023 by the Centre of Global Inclusion at the GDEIB awards.

Learning activities during the year were focused at optimizing human resources through reskilling and redeployment to enhance efficiency. To foster a culture of continuous learning and growth, HBL Nexus was launched as a platform for digital learning. The program provides tailored and immersive learning experiences to facilitate digital upskilling. The Leadership Excellence journey, launched in 2022 for General Managers, was cascaded to the next level of over 800 mid-level leaders. More than 500,000 person-hours of training were delivered to help employees remain updated with regulatory requirements, global best practices, and job-based skills. In 2023, HBL became the first organization in Pakistan to implement the SAFe® - Scaled Agile Framework. This working methodology encompasses a set of principles and values that will help us to efficiently and rapidly offer customer-centric, innovative solutions.

To encourage and support junior staff in building assets and owning their own homes, house loan facilities were enhanced with higher limits and lower markup rates. Given the Bank's leadership on sustainability matters, a solar financing facility was also introduced for staff.

Risk Management Framework

HBL manages the identification, assessment and mitigation of top and emerging risks through a robust internal governance process and the use of risk management tools and processes. The Board of Directors exercises strong oversight and the Board Risk Management Committee (BRMC) monitors and assesses the risk profile of the Bank on an ongoing basis. At senior management level, various risk committees are responsible for oversight and execution, with day-to-day risk management activities delegated to different levels.

The Bank's approach to risk identification and impact assessment aims to ensure that we mitigate the impact of these risks on our financial results, long-term strategic goals and reputation. Key risks as reflected in HBL's risk taxonomy include credit risk, market & liquidity risk, reputational risk and operational risk.

As economic conditions remained challenging, stress testing and frequent portfolio reviews to identify vulnerable segments helped to ensure the strength and resilience of the Bank's credit portfolio. Similarly, in view of the volatile global economic and political environment, country risk exposures were proactively managed. There was a continued focus on enhancing portfolio monitoring and implementing tools for the early identification of risks. Credit scorecards were also upgraded from expert judgment to statistical models in the Consumer and SME segments.

HBL continues to invest in its people by providing them the tools and skills in a constantly changing external environment. HBL Credit School, a comprehensive modular training program plays a major role in fostering a consistent credit risk assessment mindset that is focused on forward-looking risk drivers, and hence helps to adopt a proactive, rather than a reactive approach based merely on historical data. The program has been fully developed in-house and is delivered by the Bank's senior resources.

Market and liquidity risk indicators are reviewed on a monthly basis by the Market & Liquidity Risk Committee and by ALCO. A comprehensive structure is in place to ensure that the Bank remains within its tolerance for market risk. Operational Risk Management remained an area of focus during the year. Policies and procedures have been established to govern operational risk management in a systematic and consistent manner. Key tools such as an Integrated Risk & Control Repository (IRCR), Key Risk Indicators and Operational Loss Data Management are used to gauge the likelihood and severity of operational risk incidents. The Bank's operational risk profile and fraud risk assessment are regularly discussed at senior management forums and at the BRMC.

The risk management functions are complemented by the Enterprise Risk Management Framework (ERMF). Applicable to all functions in the Bank, it outlines the risk management principles and sets out the governance structure, standards, objectives and key responsibilities of different functions. A bank-wide IRCR is now embedded in the organization and helps to identify and assess all risks and issues in a holistic manner, thereby ensuring that these are adequately monitored and mitigated. During the year a Reputational Risk Management framework has also been established to monitor and mitigate against this critical risk.

The Bank continues to foster a values-driven culture. Accordingly, to comply with leading practices, the Ethics & Conduct team has been repositioned within the Compliance function. As part of further integrating values driven behaviors, the bank is expanding its Conduct & Culture framework.

The Board Compliance & Conduct Committee (BCNCC) supports the Board in overseeing the implementation of a compliance and conduct framework and also provides governance over the implementation of a bank-wide compliance program. The BCNCC oversees ethics and conduct-related matters including whistle-blowing complaints. HBL's whistleblowing program is directed at safeguarding the Bank's integrity and reputation and aims to increase employee ownership in reporting suspected cases of fraud, corruption, harassment, and other infringements of the Bank's Code of Conduct. Any related investigations are overseen by the Board Audit Committee (BAC) while disciplinary actions are reviewed by the Board Human Resource & Remuneration Committee (BHRRC). The Compliance Committee of Management, chaired by the President, monitors and reviews compliance and conduct-related matters at the management level.

The Compliance function continues to strengthen the enterprise-wide compliance environment and manage compliance risk by enabling the Bank to comply with applicable laws and regulations including financial crime compliance management. HBL has implemented a robust regulatory risk management framework for enabling adequate design and operating effectiveness of regulatory controls. Accordingly, a design-level evaluation of the Bank's Compliance Risk Profile was completed during the year.

With the focus on standardizing and automating enterprise-wide compliance controls, the Bank is leading the innovation agenda in the Pakistan banking industry by establishing the industry's first Digital Workforce with the successful implementation of BOTs for multiple processes. The Compliance Centre of Excellence in Pakistan for global insourcing from HBL's international branches provides active support in transaction monitoring and alert disposition and is yet another landmark initiative. In 2023, HBL's transaction monitoring and sanctions screening systems successfully completed an international benchmarking and validation review which demonstrated that the systems are working robustly to effectively monitor and manage underlying risks in accordance with leading international standards. The Bank's steady investment in this area is a testament to its commitment to sustainable controls and continuous enhancements.

HBL's priority is to protect its customers and their data from cyberattacks and data breaches. The Bank's Information Security function plays a pivotal role in protecting HBL's data assets from both internal and external threats through the effective management of cybersecurity risk. The Bank's 24x7 Security Operations Centre continues to contribute to a robust security posture through regular monitoring, supported by a number of detection and prevention mechanisms.

Information security awareness campaigns are held throughout the year to provide training and guidance on information security related matters to employees. These are supplemented by targeted awareness campaigns for customers using multiple delivery channels. The Bank remains compliant with the SWIFT Customer Security Program as well as ISO 27001. The Bank is committed to strengthening its cyber-defenses through the use of automation and advanced technologies, while proactively mitigating against advanced security threats. These security measures allow HBL to continue offering innovative digital solutions to its clients while ensuring them protection and peace of mind.

Corporate Social Responsibility (CSR)

HBL's commitment to corporate social responsibility shines through its extensive charitable actions, deeply engrained in its ethos of giving back to the community. Its contributions are directed towards health, education and community welfare. After the 2022 floods, the Bank played a critical role in the rehabilitation of the affected people, donating Rs 264 million to provide 100 prefabricated houses in each of 2 villages, marking a significant stride in natural disaster response. HBL's dedication to public health and welfare is underlined through its contributions to the National Institute of Child Health Trust and to the Taskeen Health Initiative. As part of its inclusion initiatives, a contribution to the Pakistan Special Olympics reflects the Bank's support for empowering differently-abled athletes. In the educational sector HBL donated Rs 1 million to the Progressive Education Network, showcasing the bank's commitment to nurturing educational development. HBL's international branches also stepped up to support crisis management and in Turkey, the Bank made contributions to different organisations engaged in rehabilitation efforts in the wake of the 2023 earthquake.

The HBL Foundation (HBLF), as a beacon of HBL's philanthropic vision, has influenced Pakistan's socio-economic fabric and in 2023, channeled nearly Rs 400 million to healthcare, Rs 100 million to education and Rs 20 million to community development. These funds have been instrumental in elevating healthcare services, enriching educational experiences, preserving cultural heritage, and fortifying community welfare across Pakistan.

In healthcare, the Foundation donated funds for advanced cancer treatment facilities, emergency pediatric care, mobile healthcare units and many other comprehensive healthcare initiatives. This diverse array of support showcases HBL's understanding of the multifaceted nature of healthcare needs in the country. HBL believes in the transformative power of education and through the Foundation, contributed towards a number of scholarships for female students at premier universities, to the enhancement of digital literacy, and to support special needs education including the empowerment of visually impaired students.

The HBL Foundation undertook impactful community development efforts towards strengthening food security and improving living conditions in underserved regions, reflecting HBL's holistic approach to societal well-being. HBLF supported the Living Masters project, a commitment to safeguarding Pakistan's rich cultural heritage and ensuring that the artistic legacy of its classical music is preserved for future generations.

HBL's Employee Volunteering Program epitomizes the Bank's commitment to sustainable social impact through its own employees. With over 1,600 volunteering hours, the program has fostered a robust culture of community service and corporate responsibility within the organization. The activities undertaken by the volunteers range from tree plantation and clean-up drives to supporting disadvantaged communities, demonstrating their intertwined connection with the communities they serve, and solidifying HBL's status as a socially responsible corporate entity.

Credit Ratings

In June 2023, the Bank's credit ratings were re-affirmed by VIS Credit Rating Company Limited at AAA/A-1+ for long-term and short-term respectively. The ratings of the TFCs issued as Additional Tier 1 Capital have also both been re-affirmed as AA+. The Outlook on all ratings is Stable. The ratings incorporate HBL's position as the largest commercial bank in the country, its systemic importance and the diversity of its operations. In support of the ratings, VIS also pointed out HBL's significant liquid reserves as well as its strong and consistent performance in domestic lending while maintaining favourable asset quality indicators. In February, Moody's downgraded the sovereign rating from Caa1 to Caa3, with the Outlook changed from Negative to Stable. It subsequently mirrored this action for the large Pakistan banks, including HBL.

Future Outlook

Pakistan narrowly averted a balance of payments crisis near the end of FY'23. As the previous EFF was essentially all but dropped, the government managed to secure a 9-month SBA which provided the desperately needed lifeline at that time. The SBA runs out in March and the healthier, but still delicate financial situation of the country, with FX reserves less than 2 months of imports, cannot be managed outside the IMF umbrella. At this point, the conditionalities of the SBA's second review have been broadly met and the messages from the IMF appear positive. However, a longer-term EFF programme has to be negotiated by March as an existential necessity. Despite national elections having been somewhat successfully concluded in early February, at the time of writing, a new Government, and most critically, a new Finance Minister has yet to be announced. Therefore, the incoming government will have its hands full on day one in securing the EFF.

We are encouraged by the signs of structural reform undertaken by the caretakers – such as the decision to clamp down on illegal capital flight, and the progress on SOE privatization. The fervent hope is that all political parties are ready to continue in this vein and to sign up to a new IMF programme, in letter and spirit, and that the populist posturing of recent years – which has been so damaging to the economy – will remain dormant. A steady path to recovery is therefore possible, with growth coming in at around 2.5-3.0% for FY'24. However, to achieve sustainable and more inclusive economic growth, the government needs to prioritize the implementation of energy sector reforms, radically improve the governance of loss-making state-owned enterprises leading to their privatization, and widen the tax base – the last perhaps the most critical to ensure it has funds for much needed social and economic development.

High inflation has been the single largest economic issue faced by the majority of the population; we expect the SBP to maintain positive real interest rates (over core inflation) in order to continue driving down price increases. With the FX rate outlook relatively benign, and global commodity and other prices starting to soften, we expect a steady decline in inflation over the course of the year, accompanied by a gradual easing of the Policy rate. However, upside risks remain, this time from geopolitical factors – a worsening of the Middle East situation and an aimless stalemate in Ukraine are taking their toll on global prices and shipping costs and it is only a matter of time before these impact import-dependent economies such as ours.

The international outlook may be more supportive in 2024, with G-20 inflation heading lower, global interest rates forecast to decline later in the year, and GDP growth easing off, thus releasing more risk capital into Emerging and Frontier markets. This should help support capital flows into Pakistan and across the globe, benefiting HBL's domestic and international franchises. On the expected initiation of the EFF in March, we expect GCC institutions to re-enter into the market, albeit gradually, thus helping the country's external sector to recover slowly.

In one of the most challenging years in recent memory, HBL has successfully navigated choppy waters, delivering another record year. Excellent results from the strong domestic franchise have been supplemented by a solid contribution from the international business. Leadership positions have been attained or further extended across most areas of our operations. Our Investment Banking business remains the dominant player, sweeping the awards space, while Transaction Banking continues to be acclaimed by its customers who, year after year, have voted us as the Best Service Provider; the fact that these are based on client feedback makes them even more meaningful. We dedicate these results to our customers, many of whom have banked with us across generations and who are at the heart of all we do.

HBL has transformed Agriculture financing in Pakistan with sustained commitment over a number of years. Our pathbreaking development finance initiative has already had a dramatic positive impact on farmers' lives and HBL Zarai will pioneer an entirely new agriculture paradigm in Pakistan. Our 5-time recognition as the Best Agriculture Bank in Pakistan is a testament to our initiatives in this area as we have been recognized by regulators, customers and the industry for our transformative leadership.

At HBL increasing digitalization of every aspect of our businesses has become a way of life – from paperless consumer financing through the mobile app, remote digital on-boarding of farmers, e-wallets for microfinance customers and our most recent venture into e-sports. This year, we have again introduced trailblazing products to shape Pakistan's financial services landscape – Digital Invoicing, an Urdu mobile app, TalkBack for the visually impaired. HBL has established itself as a key player in every aspect of the digital banking space, accelerating adoption and usage among customers. Its partnership with P@SHA promises a landmark opportunity to showcase one of Pakistan's premier but under-celebrated sectors, thus meeting HBL's stated objective of contributing to Pakistan's growth and development. From HBL Mobile to Konnect, from QR to HBL Pay, the Bank continues to raise the bar in delivering creative, first-of-a-kind solutions for its customers, cementing its position as *a technology company with a banking license*. HBL's slew of digital awards, from Asiamoney's Best Bank for Digital Solutions to the CFA Society's Best Digital Services award, provide independent external validation of our progress.

Everything we do is underpinned by one word – Sustainability – in all its aspects. This year we launched our second Sustainability Report, widely lauded by a swathe of stakeholders. HBL has and will keep stepping up in every sphere to support the country. We remain obsessed with providing thought leadership across the full spectrum of the economy, supporting the Government under a public-private partnership model. We are passionate about our founding support to HBLPSL – an event that has undoubtedly helped put Pakistan back on the map of world cricket, delighting tens of millions of Pakistanis in Pakistan and across the globe. Through #PalatDoKhel, we hope to rekindle Pakistanis' pride in Pakistan, encouraging them to showcase the myriad positives we see every single day. As a founding member of the Green Investment Principles and our recent membership of CASI, we underscore our commitment to tackling the world's most important issue – climate change. We remain relentlessly focused on financial inclusion in all its aspects – inclusion of women through HBL Nisa and our own gender diversity targets; inclusion of the underserved through Konnect and microfinance; inclusion of the differently-abled through targeted hiring and facilities at our touchpoints; and inclusion of the youth through our leading social media presence – to ensure a brighter future for Pakistan and Pakistanis. We are honoured, privileged and humbled to once again have been named as The Most Inclusive Organization in Pakistan.

Dividend

The Board has recommended a final cash dividend of Rs 4.00 per share for the year ended December 31, 2023, bringing the total cash dividend for the year to Rs 9.75 per share. The Board had earlier declared and paid interim cash dividends of Rs 5.75 per share.

Meetings of the Board

	Board Meeting	
	Meetings held during tenure	Attendance
Mr. Sultan Ali Allana	8	8
Mr Khaleel Ahmed	8	8
Mr. Shaffiq Dharamshi	8	7
Mr. Moez Ahamed Jamal	8	8
Ms. Saba Kamal	8	8
Mr. Salim Raza	8	8
Dr. Najeeb Samie	8	8
Mr. Muhammad Aurangzeb	8	8

Meetings of Board Committees

	Board Audit Committee		Board Risk Management Committee		Board Human Resource and Remuneration Committee		Board Compliance & Conduct Committee	
	Meetings held during tenure	Attendance	Meetings held during tenure	Attendance	Meetings held during tenure	Attendance	Meetings held during tenure	Attendance
Mr. Sultan Ali Allana	N/A	N/A	N/A	N/A	4	4	N/A	N/A
Mr. Khaleel Ahmed	6	6	N/A	N/A	4	4	6	6
Mr. Shaffiq Dharamshi	N/A	N/A	6	6	4	4	6	6
Mr. Moez Ahamed Jamal	6	6	N/A	N/A	N/A	N/A	6	6
Ms. Saba Kamal	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Mr. Salim Raza	N/A	N/A	6	6	N/A	N/A	N/A	N/A
Dr. Najeeb Samie	6	6	N/A	N/A	4	4	N/A	N/A
Mr. Muhammad Aurangzeb	N/A	N/A	6	6	N/A	N/A	N/A	N/A

	Board Development Finance Committee		Board Nomination & Remuneration Committee *		Board IT Committee		Board Strategy Input and Monitoring Committee	
	Meetings held during tenure	Attendance	Meetings held during tenure	Attendance	Meetings held during tenure	Attendance	Meetings held during tenure	Attendance
Mr. Sultan Ali Allana	N/A	N/A	N/A	N/A	N/A	N/A	5	5
Mr. Khaleel Ahmed	4	4	N/A	N/A	N/A	N/A	N/A	N/A
Mr. Shaffiq Dharamshi	N/A	N/A	2	2	N/A	N/A	N/A	N/A
Mr. Moez Ahamed Jamal	N/A	N/A	2	2	4	4	5	5
Ms. Saba Kamal	4	4	N/A	N/A	4	4	5	5
Mr. Salim Raza	4	4	2	2	4	4	N/A	N/A
Dr. Najeeb Samie	N/A	N/A	2	2	N/A	N/A	5	5
Mr. Muhammad Aurangzeb	4	4	N/A	N/A	N/A	N/A	5	5

Meetings of the Shariah Board

	Shariah Board Meeting	
	Meetings held during tenure	Attendance
Dr. Muhammad Zubair Usmani (Chairman)	4	4
Dr. Ejaz Ahmed Samadani (Member)	4	4
Mufti Muhammad Yahya Asim (Resident Shariah Board Member)	4	4

Auditors

The current auditors, Messrs. KPMG Taseer Hadi & Co., Chartered Accountants, retire and, being eligible, offer themselves for reappointment at the Annual General Meeting. Accordingly, the Board of Directors, on the recommendation of the Board Audit Committee, recommends the appointment of Messrs. KPMG Taseer Hadi & Co., Chartered Accountants, as the auditors of the Bank for the financial year 2024 at a fee of Rs 46.680 million with out-of-pocket expenses and taxes to be paid at actuals.

Statement on Corporate and Financial Reporting

The Board is committed to ensuring that the requirements of corporate governance set by the Securities and Exchange Commission of Pakistan are fully met and the Directors are pleased to report that:

a) The financial statements prepared by the management of the Bank present a true and fair view of the state of its affairs, operational results, cash flows and changes in equity.

b) Proper books of accounts of the Bank have been maintained.

c) Accounting policies have been consistently applied in the preparation of financial statements and accounting estimates are based on reasonable and prudent judgment.

d) The Bank has followed International Financial Reporting Standards (as applicable to Banks in Pakistan) in the preparation of its financial statements and there is no departure from the said standards.

e) As a continuous process, efforts have been made to implement an adequate and effective internal control system. The Bank follows the SBP Internal Control Guidelines, including the roadmap and the guidelines for Internal Controls over Financial Reporting (ICFR). The Bank has developed a Framework for the management of ICFR.

f) There are no doubts about the Bank's ability to continue as a going concern.

g) There has been no material departure from the best practices of corporate governance as detailed in the Listed Companies (Code of Corporate Governance) Regulations, 2019 (the Code).

h) Key operating and financial data for the last six years is presented in the financial statements under the section "Growth 2018 to 2023 – Consolidated".

i) The Directors, CEO, CFO and Company Secretary have confirmed that neither they nor their spouses are engaged in the business of stock brokerage.

j) Audit, Human Resource and Remuneration, Risk Management, IT, Compliance and Conduct, Development Finance, Strategy Input & Monitoring and Nomination & Remuneration Committees constituted by the Board are functioning efficiently in accordance with their respective Terms of Reference. The Board held eight (8) meetings in the year, including at least once in every quarter.

The Board is pleased to endorse the statement made by the management relating to Internal Controls. The Statement of Internal Control, the Statement of Compliance with the Code, the Review Report on Statement of Compliance with the Code and the Auditors' Reports are attached to the Financial Statements.

Value of Investments in Employee Retirement Benefits Funds

The table below shows the value of the investments of the provident, pension, gratuity and benevolent funds maintained by the Bank, based on their audited financial statements as at December 31, 2023.

	Rupees in million
Employees' Provident Fund	5,159
Employees' Pension Fund	3,873
Employees' Gratuity Fund	3,346
Employees' Benevolent Fund – Executives and Officers	2,133
Employees' Benevolent Fund – Clerical and Non-Clerical	706

Pattern of Shareholding

The pattern of shareholding as at December 31, 2023 and the trading in the Bank's shares by Executives, as defined by the Board of Directors under the Code, is given in the Annual Report under the requirements of the Code.

Parent Company

As disclosed in Note 1.1 of the financial statements, the Aga Khan Fund for Economic Development (AKFED) S.A., is the parent company of the Bank and its registered office is in Geneva, Switzerland.

Training programs attended by Directors

All Directors have either obtained certification from an SECP approved Directors' Training program or stand exempted from such training, in accordance with the Code.

In 2023, the Board attended two training sessions: Islamic Banking / Shariah Governance; and managing AML/CFT Risks. These sessions were conducted by well-recognized external experts.

Board Performance Evaluation

The Board opted for an external annual evaluation of the Board and its Committees for the year 2022, which was carried out by the Pakistan Institute of Corporate Governance (PICG) in 2023. The evaluation assessed the performance of the Board as a whole and as individual directors, covering the areas of Board Composition, Strategic Planning, Board & CEO Effectiveness, Board Information, Board Committees, Board Procedures and the Control Environment.

Process of Appointment and Nomination of Board members:

Directors are elected for a 3-year term by the shareholders of the Bank. Any casual vacancies arising on the Board are filled by the Board of Directors in line with the Bank's Articles of Association and in compliance with the applicable laws and regulations. The nomination of Board member is undertaken by the Board Nomination and Remuneration Committee (BNRC). Once a potential candidate is identified, the BNRC, having undertaken its due diligence, submits a recommendation for the approval of the Board. All Directors are approved by the SBP in line with its Fit and Proper Test (FPT) criteria including the additional requirements for independent directors, where applicable.

Composition of the Board and Board Committees

The composition of the Board and details of Board Committees are given in the Statement of Compliance with the Code of Corporate Governance.

In order to improve its effectiveness and efficiency, the Board has constituted the following committees which function as per their respective Terms of Reference, approved by the Board. A brief description of the functions of each committee is as follows:

Board Audit Committee (BAC): The BAC facilitates the Board in fostering a strong control environment, supported by an effective system of internal controls, robust policies and procedures. The BAC reviews the adequacy and effectiveness of the Bank's internal control environment along with reporting structures, and accounting systems. The Committee provides oversight of the Bank's Internal Audit function; approves and monitors the progress of the risk-based annual audit plan; and ensures that the Internal Audit Function has adequate resources and is appropriately placed within the organization structure to maintain its independence.

The BAC reviews the consolidated & unconsolidated financial statements and associated matters, before recommending them to the Board for approval. As part of this process, the BAC also recommends the appointment, both of the statutory auditors, as well as the auditors of overseas branches, to the Board, while ensuring their independence and effectiveness. In addition, the BAC is responsible for monitoring the implementation of new accounting standards; in particular, the Board has designated the BAC as the committee responsible for oversight of the implementation of IFRS 9. For areas that are under its purview, the BAC recommends policies to the Board for approval.

Further, the BAC oversees the compliance of corrective actions determined by the Shariah Board on the reports of Internal and External Shariah audits.

Board Risk Management Committee (BRMC): The BRMC assists the Board in overseeing credit, operational and market risk-related matters impacting the Bank and the maintenance of an independent, supportive and proactive Risk culture. The BRMC also provides advice on risk governance, and internal control systems designed to monitor, evaluate & manage risks. It ensures the implementation of a robust risk management framework and reviews exposures to ensure that they are in line with the risk profile and risk appetite of the Bank.

Board Human Resource and Remuneration Committee (BHRRC): The BHRRC reviews and recommends key human resources and remuneration policies, including major terms of employment and benefits, performance management and compensation plans for all employees of the Bank, including the key executives. It also reviews and recommends the people strategy, policies for staff training, career development, talent management and succession planning in line with relevant regulatory requirements and best practices.

Board Compliance & Conduct Committee (BCNCC): The BCNCC supports the Board in overseeing the implementation of a compliance and conduct framework and provides governance over the implementation of a bank-wide compliance program. It also monitors the Compliance & Conduct function's mandate and ensures its capabilities to effectively manage the Bank's compliance, regulatory and conduct risks. BCNCC also reviews inspection reports from domestic and international regulatory authorities, including time-bound management action plans to address identified issues.

Board Development Finance Committee (BDFC): BDFC has been constituted with the vision of transforming HBL into being ***more than just a bank*** by creating a positive environmental and social impact. BDFC monitors progress on various projects under the Development Finance Charter that further the Bank's agenda of sustainable development and also link the disparate parts of the undocumented and priority sectors into value chains with emphasis on creating a circular ecosystem. BDFC also provides strategic input on initiatives for improving financial inclusion, especially through the use of affordable technology; access to financial services; and awareness creation in priority sectors and the communities that the Bank serves.

Board IT Committee (BITC): The BITC reviews, evaluates and makes recommendations to the Board regarding the Bank's major technology investment plans and strategies. The Committee also reviews the benefits and returns derived from technology spend. Additionally, the BITC focuses on digital initiatives that can help customer centricity, reduce costs and enhance revenues, and provides guidelines on engaging with FinTechs and using Cloud services. The BITC also provides oversight to the Information Security function of the Bank and that the Information Security posture is aligned with the Bank's risk appetite.

Board Nomination & Remuneration Committee (BNRC): The BNRC assists the Board in identifying an appropriate structure, size and balance of skills on the Board as deemed necessary to support the strategic objectives and values of the Bank for sustainable growth. BNRC also deliberates on and recommends the Board Remuneration Policy, in line with regulatory requirements, for approval of the Board/shareholders.

Board Strategy Input and Monitoring Committee: The BSIMC is responsible for reviewing the Bank's strategy and monitoring its implementation. It provides strategic advice and integrated insights, in light of evolving trends, competition and market developments such that the Bank is positioned appropriately to harness opportunities emerging in the short to long run. BSIMC also monitors the Bank's progress against its strategic plan along with other initiatives that enable the Bank to gain regional relevance, in its strategically important locations.

Appointment and Composition of the Shariah Board

To appoint a Shariah scholar, the management first conducts the screening of the proposed Shariah Board member in line with the SBP's Fit and Proper Criteria (FAPC). This is then forwarded to HBL's Board of Directors for approval, after which it is submitted to the SBP along with the filled FAPC form and Board approval and other supporting documents. After receipt of SBP's clearance, the management engages the Shariah Board member, executes the contract and informs SBP. Each Shariah Board Member is dedicated to only one commercial bank in Pakistan. HBL's Shariah Board comprises of three members.

Dr. Muhammad Zubair Usmani is amongst the most experienced Shariah Board Members and serves as Chairman of the Shariah Board. He completed his Takhassus fil Iftaa (Islamic Jurisprudence) and Shahdat ul Aalimiyah from Jamia Dar ul Uloom, Karachi. He holds a PhD in Islamic Finance from the University of Karachi and a Masters degree in International Relations. He has been associated with the banking and financial services industry since 1999 and has provided Shariah Advisory services to various financial institutions locally and globally. He has also served as a member of the Shariah Board of the State Bank of Pakistan and as Chairman of the Shariah Boards of United Bank Limited and Habib Metropolitan Bank Limited.

Dr. Ejaz Ahmed Samadani is an eminent Shariah scholar. He received his religious qualifications of Takhassus fil Iftaa (Islamic Jurisprudence) and Shahdat ul Aalimiyah from Jamia Dar ul Uloom, Karachi. He holds a PhD in Islamic Studies from Karachi University, a Masters degree in Islamic Studies from Bahauddin Zakariya University and an LLB from Sindh Muslim Government College. He has been associated with the banking and the financial services industry since 2004 and has provided Shariah Advisory services to various financial institutions locally and globally. He also serves as Chairman, Shariah Board of Maldives Islamic Bank and Member, Shariah Supervisory Board of MCB-Arif Habib Alhamra Islamic Funds. He has also served as Member, Shariah Board of United Bank Limited, The Bank of Punjab and as Shariah advisor of Alfalah GHP Islamic Fund.

Mufti Muhammad Yahya Asim received his religious qualifications of Takhassus fil Iftaa (Islamic Jurisprudence) and Shahdat ul Aalimiyah from Jamia Dar ul Uloom, Karachi. He also holds a Masters degree in International Relations, Arabic and Islamic Studies. Currently, he is pursuing a PhD from the University of Karachi. He has been associated with Islamic Banking and the financial services industry since 2004 and has provided Shariah Advisory services to HBL, Habib Metropolitan Bank, Atlas Asset Management, HBL Asset Management and TPL Window Takaful. He has been associated with HBL since 2008 and currently serves as the Resident Shariah Board Member of the HBL Shariah Board.

The Terms of Reference of the Shariah Board (SB) are in accordance with the Shariah Governance Framework issued by the SBP. These include, inter alia, the following:

- The SB is empowered to consider, decide and supervise all Shariah related matters of HBL. All decisions, rulings, fatawas of the SB shall be binding on the Bank whereas the SB shall be responsible and accountable for all its Shariah-related decisions.

- The SB shall ensure the development of a comprehensive Shariah compliance framework for all areas of operations of HBL Islamic Banking. All products or services to be offered by HBL Islamic Banking shall have prior approval of the SB.
- The SB shall approve all procedure manuals, product programs/structures, process flows, related agreements, marketing advertisements, sales illustrations and brochures so that they are in conformity with the rules and principles of Shariah.

Compensation of Directors

The Board Remuneration Policy, as approved by the shareholders of the Bank, is compliant with the requirements set by the SBP's Corporate Governance Regulatory Framework. During 2023, the Board approved certain amendments to the Board Remuneration Policy, which will be placed before the shareholders for approval in the forthcoming Annual General Meeting.

The details of the remuneration of the CEO and fees paid to the Directors are disclosed in Notes 38.1 and 38.2 to the unconsolidated financial statements.

Compensation of Shariah Board Members

The Head, Islamic Banking recommends the compensation of Shariah Board members, based on industry practice, to the President. After approval of the President, it is forwarded to the Head HR for recommendation to the Board Human Resource and Remuneration Committee which reviews and recommends the compensation of Shariah Board members to the Board of Directors for approval.

The current monthly remuneration of Shariah Board members, as approved by the Board of Directors, is Rs. 950,000, Rs. 900,000 and Rs. 800,000 for the Chairman, Shariah Board, Member Shariah Board and Resident Shariah Board Member, respectively. The Resident Shariah Board Member is also entitled to a car allowance.

As per their contracts of employment, The Shariah Board members are entitled to travel allowance and daily allowance as per the Bank's Travel Policy.

The details of remuneration paid to Shariah Board Members are disclosed in Note 38.3 to the unconsolidated financial statements.

Appreciation and Acknowledgement

On behalf of the Board and management, we would like to place on record our appreciation for the efforts of our regulators and the Government of Pakistan, in particular the State Bank of Pakistan, the Ministry of Finance and the Securities and Exchange Commission of Pakistan. In these challenging times, they have stepped up with policies and measures that are prudent, proactive and balanced, protecting the economy, customers and people of Pakistan, while also safeguarding the integrity and soundness of the banking and financial services industry.

We are indebted to our customers, many of whom have banked with us for generations, and who continue to entrust us with their business and confidence. Our shareholders have provided steadfast support and to them, and to all our stakeholders, we are deeply grateful. The Board and the management remain committed to maintaining the highest standards of governance and we assure our stakeholders that we will be industry leaders in this area.

Lastly, but certainly not the least, we express our deepest appreciation and gratitude to our employees and their families, especially in customer facing units and branches, who continually go the extra mile, even at personal cost, to ensure that our customers are able to meet their critical needs. They are our heroes and heroines and we salute them for their dedication and tireless efforts.

On behalf of the Board

Muhammad Aurangzeb
President & Chief Executive Officer

Moez Ahamed Jamal
Director

February 23, 2024

ڈائریکٹرز رپورٹ 2023ء

ہمیں بورڈ آف ڈائریکٹرز کی جانب سے سالِ مختتمہ 31 دسمبر 2023ء کے غیر مجموعی مالیاتی گوشوارے پیش کرتے ہوئے مسرت محسوس ہو رہی ہے۔

کلیاتی اقتصادیات کا جائزہ

مالی سال 23ء شدید کلیاتی اقتصادیاتی تناؤ کا سال تھا–روپے کی تیزی سے گرتی ہوئی قدر، درآمدات میں ترجیحات اور شرح سود میں ریکارڈ اضافہ، بے روزگاری میں خطرناک اضافہ اور ڈیفالٹ سمیت پولیٹیکل پولرائزیشن۔ تمام جی ڈی پی کی ٪0.3 کی کمزور نمو میں ظاہر ہوا۔ مالی سال 24ء کا آغاز مثبت انداز میں IMF کے اسٹینڈ بائی انتظامات (SBA) کے اعلان کے ساتھ ہوا جس نے ملک کے لیے لائف لائن فراہم کی۔ مالی سال 24ء کی پہلی ششماہی میں زیادہ استحکام اور ترقی کی کچھ نئی علامات نظر آئیں۔ جس کی وجہ زراعت کے شعبے میں بحالی ہے۔ اگرچہ لارج اسکیل مینوفیکچرنگ انڈیکس میں مالی سال 24ء کی پہلی ششماہی کے دوران سال بہ سال معمولی کمی واقع ہوئی ہے، لیکن اعداد و شمار اوپر کی طرف جا رہے ہیں۔ توقع ہے کہ مالی سال 24ء کی دوسری ششماہی میں صنعتی شعبے کی رفتار تیز ہو جائے گی اور مالی سال 24ء کے لیے ٪3-2 جی ڈی پی نمو پیش گوئی کے مطابق بدستور ٹریک پر ہے۔ مئی 23ء میں ہیڈ لائن افراط زر کی شرح ٪38 تک پہنچ گئی جو مالی سال 23ء میں اوسطاً ٪29.2 رہی جبکہ مالی سال 22ء میں یہ ٪12.2 تھی۔ اگرچہ افراط زر کی شرح کم ہو کر جنوری 24ء میں ٪28.3 رہ گئی ہے، لیکن توانائی کی قیمتوں میں بار بار اور قابل ذکر ایڈجسٹمنٹ نے کمی کی رفتار سست کر دی ہے۔ مالی سال 24ء کے 7 ماہ کے دوران اوسط افراط زر ٪28.7 رہی جو گزشتہ سال کے اسی عرصے میں ٪25.4 تھی۔ مالی سال 24ء کے لیے اسٹیٹ بینک کی پیش گوئی 23 سے ٪25 پر برقرار ہے۔

مالی سال 24ء کی پہلی ششماہی کے دوران درآمدات میں سال بہ سال ٪15 کمی واقع ہوئی جس کی وجہ اجناس کی قیمتوں میں کمی ہے۔ عالمی مندی کے باوجود برآمدات میں ٪7.5 اضافہ ہوا۔ اس کے نتیجے میں مالی سال 24ء کی پہلی ششماہی میں تجارتی خسارہ 35 فیصد کم ہو کر 9.9 بلین ڈالر رہ گیا جس میں دسمبر 23ء میں کرنٹ اکاؤنٹ کا سرپلس شامل ہے۔ مالی سال 24ء کے آغاز میں KERB اور انٹربینک مارکیٹوں کے درمیان خلا ایکسچینج کمپنیوں کے لیے سخت قوانین کے ساتھ ساتھ زرِ مبادلہ کی غیر قانونی سرگرمیوں کے خلاف کریک ڈاؤن اور افغان ٹرانزٹ ٹریڈ کی نگرانی سخت کر کے پُر کر دیا گیا ہے۔ نتیجتاً سرکاری چینلز کے ذریعے ترسیلات زر کے بہاؤ میں بہتری آئی جس سے مالی سال 24ء کی پہلی سہ ماہی میں دیکھی جانے والی سست روی میں کچھ کمی آگئی۔ مالی سال 24ء کی پہلی ششماہی میں ترسیلات زر 13.4 بلین ڈالر تک پہنچ گئیں جو مالی سال 23ء کی پہلی ششماہی کے مقابلے میں ٪7 کم ہیں۔ مالی سال 24ء کی پہلی ششماہی میں کرنٹ اکاؤنٹ خسارہ ٪77 کم ہو کر 0.8 بلین ڈالر رہ گیا جو گزشتہ سال کے اسی عرصے میں 3.6 بلین ڈالر تھا۔

مالی سال 23ء کے اختتام پر زرمبادلہ کے ذخائر غیر یقینی سطح پر پہنچ گئے تھے۔ تاہم، SBA پر دستخط اور پہلی قسط کے اجراء نے دوست ممالک سے مدد کو تحریک دی، جس سے ذخائر میں فوری اضافہ ہوا۔ کرنٹ اکاؤنٹ خسارے میں کمی کے ساتھ ملٹی لیٹرل ڈونرز کی جانب سے بتدریج ترسیلات زر نے اسٹیٹ بینک کے زرمبادلہ کے ذخائر میں اضافہ کیا ہے۔ جنوری 24ء میں SBA کی دوسری قسط کے اجراء سے ذخائر 8 بلین ڈالر سے اوپر رہے۔ اس کے نتیجے میں روپیہ ستمبر 23ء میں 307/$ کی کم ترین سطح سے بہتر ہو کر سال کے اختتام تک 282/$ تک پہنچ گیا، جو 2023ء کے لیے ٪24 کی کمی ہے۔

مالی سال 24ء کی پہلی ششماہی میں بنیادی مالیاتی بیلنس سرپلس میں رہا جو مالی سال 23ء کی پہلی ششماہی کے مقابلے میں دُگنے سے زیادہ 1.8 ٹریلین روپے تک پہنچ گیا ہے۔ جی ڈی پی کے فیصد کے طور پر، یہ IMF کے اہداف سے بہت پہلے ٪1.7 بہتر ہوا ہے۔ حکومت نے ٹیکس بیس کو وسیع کرنے کے بجائے موجودہ ٹیکس دہندگان پر ٹیکسوں میں اضافہ جاری رکھا جس سے ٹیکس محصولات میں ٪30 اضافہ ہوا اور ایف بی آر کی وصولی 4.5 ٹریلین روپے تک پہنچ گئی۔ بلند شرح سود کی وجہ سے قرضوں کی ادائیگی کے اخراجات میں ٪64 اضافہ ہوا، جس کے نتیجتاً مجموعی اخراجات میں ٪45 بڑھ گئے۔ اس طرح مجموعی مالیاتی خسارہ جی ڈی پی کے ٪2.3 تک بڑھ گیا جو گزشتہ سال کے اسی عرصے میں ٪2.0 تھا۔

مستحکم کرنسی اور زیادہ مضبوط مانیٹری پالیسی کی توقعات نے ایکویٹی مارکیٹ میں زبردست تیزی پیدا کی اور کے ایس ای 100 انڈیکس صرف چوتھی سہ ماہی میں ٪35 کے ساتھ دسمبر 23ء میں 62,451 پر بند ہوا، جو سال کے لیے ٪55 اضافہ ہے۔ دوسری سہ ماہی میں 71.0 ملین ڈالر کی فارن پورٹ فولیو انویسٹمنٹ، جو 5 سال میں سب سے زیادہ ہے، نے مارکیٹ میں مزید تیزی پیدا کر دی۔

گزشتہ سہ ماہی کے آغاز سے ہی مارکیٹ میں مالیاتی نرمی کی توقعات کے باوجود سینٹرل بینک نے سال کی آخری ششماہی میں پالیسی ریٹ ٪22 فیصد پر برقرار رکھا ہے۔ اسٹیٹ بینک کا کہنا ہے کہ اگرچہ افراط زر میں کمی آئی ہے لیکن توانائی کی قیمتوں میں خاطر خواہ اضافے کی وجہ سے کمی کی رفتار پہلے کی توقعات سے کم ہے۔ طلب کے دباؤ میں کمی کی عکاسی نجی شعبے کے قرضوں میں ہوئی جو 2022ء میں ٪14 اضافے کے مقابلے میں 2023ء میں ٪1.4 کم ہوا۔ گو کہ، بہتر حالات کے مطابق، 2023ء کی

دوسری ششماہی میں کریڈٹ میں 5٪ اضافہ ہوا۔ اے ڈی آر ٹیکس کے نفاذ کے نتیجے میں دسمبر 22ء میں غیر معمولی سطح کی وجہ سے انڈسٹری ایڈوانسز اور ڈپازٹس میں اضافہ کسی حد تک غیر معمولی تھا۔ گزشتہ سال کے مقابلے میں ایڈوانسز میں معمولی 3.6٪ اضافہ ہوا جبکہ ڈپازٹس میں 24٪ اضافہ ہوا۔ قرضوں کے منافع میں اضافے نے ڈپازٹ لاگت میں اضافے کو پیچھے چھوڑ دیا ہے لہٰذا 2022ء کے مقابلے میں 2023ء میں بینکنگ اسپریڈ میں 214 بی پی ایس کا اضافہ ہوا ہے۔

مالیاتی کارکردگی

سال 2023ء میں HBL نے 111.7 بلین روپے کا سب سے زیادہ قبل از ٹیکس منافع حاصل کیا جو گزشتہ سال کے 71.6 بلین روپے کے مقابلے میں 56٪ زیادہ ہے۔ مقامی فرنچائز سے عمدہ کارکردگی اور بین الاقوامی کاروبار سے ٹھوس نتائج نے اسے مسلسل ترقی کی راہ پر گامزن رکھا۔ بینک کا بعد از ٹیکس منافع 56.9 بلین روپے تک بڑھ گیا جو 2022ء کے مقابلے میں 84٪ زیادہ ہے۔ 2022ء میں فی حصص آمدنی 21.04 روپے سے بڑھ کر 2023ء میں 38.76 روپے ہو گئی۔

HBL کی بیلنس شیٹ 19٪ اضافے سے 5.2 ٹریلین روپے تک پہنچ گئی۔ ملکی اور بین الاقوامی کاروباری اداروں میں مضبوط ڈپازٹ موبلائز ہونے کے نتیجے میں دسمبر 22ء کے دوران مجموعی ڈپازٹس 20٪ اضافے سے 3.9 ٹریلین روپے تک پہنچ گئے۔ گھریلو ڈپازٹس بڑھ کر 3.5 ٹریلین روپے تک پہنچ گئے جو گزشتہ سال کے مقابلے میں 18٪ زیادہ ہے۔ اوسط ملکی ڈپازٹس میں 346 بلین روپے کا اضافہ ہوا جس کی بنیادی وجہ کم لاگت CASA ہے جس کی وجہ سے HBL کو ڈپازٹس کی لاگت مینج کرنے میں مدد ملی ہے۔ نجی شعبے کے قرضوں میں معمولی کمی کے باوجود HBL کے ملکی قرضے 1.4 ٹریلین روپے پر مستحکم رہے جبکہ مجموعی قرضے 3٪ اضافے کے ساتھ 1.7 ٹریلین روپے تک پہنچ گئے۔ بینک کا فلیگ شپ کنزیومر پورٹ فولیو بڑھ کر 128 بلین روپے تک پہنچ گیا۔ زرعی فنانسنگ بدستور بینک کی ایک اہم ترجیح ہے۔ قرضے بڑھ کر 57 بلین روپے ہو گئے۔

2023ء میں مسلسل تیزی سے مالیاتی سختی کے ساتھ، خالص سود کے مارجن میں 2022ء کے مقابلے میں 158 بی پی ایس کی بہتری آئی ہے۔ اوسط ملکی بیلنس شیٹ میں 486 بلین روپے کا اضافہ ہوا جس کے نتیجے میں ملکی خالص سودی آمدنی میں 45٪ اضافہ ہوا۔ زیادہ تر مقامات پر اسپریڈز کے ساتھ، بین الاقوامی کاروبار نے بھی 44٪ اضافہ کیا۔ 2023ء میں HBL کی کل خالص سودی آمدنی 47٪ اضافے کے ساتھ 223 بلین روپے رہی۔ نان فنڈ انکم 41٪ اضافے کے ساتھ 53.9 بلین روپے تک پہنچ گئی، HBL کے فیس فرنچائز نے شاندار نتائج دیئے، ایک بار پھر 35٪ اضافے کے ساتھ 37.3 بلین روپے تک پہنچ گئے۔ بینک کا فلیگ شپ کارڈز کا کاروبار مارکیٹ لیڈر رہا، جس نے کل فیس میں تقریباً 50٪ اضافہ کیا جبکہ ٹریڈ، کیش مینجمنٹ اور ریٹیل بینکنگ نے ٹھوس شراکت سے اس میں ڈبل ڈجٹ تک اضافہ کیا۔ اس کے نتیجے میں HBL کی مجموعی آمدنی 46٪ اضافے کے ساتھ 277 بلین روپے تک پہنچ گئی۔

ریکارڈ افراط زر اور قدر میں تیزی سے کمی کے دوران بینک کے انتظامی اخراجات بڑھ کر 152.3 بلین روپے ہو گئے۔ تاہم، ایک مضبوط ریوینیو بیس کے ساتھ، مقامی لاگت / آمدنی کا تناسب پچھلے سال کے 51.1٪ کے مقابلے میں 47.3٪ تک بہتر ہوا۔ بینک کے نان پرفارمنگ لون میں اضافہ ہوا ہے اور فلیٹ لون بک کے ساتھ انفیکشن کی شرح میں معمولی اضافہ ہوا ہے اور یہ 5.4٪ تک پہنچ گئی ہے۔ دانشمندانہ پروویژننگ کے نتیجے میں، کل کوریج 100٪ سے اوپر رہی ہے۔

ذخائر میں اُتار چڑھاؤ

	2023	2022
	ملین روپے	
بعد از محصول منافع	**56,856**	30,867
افتتاحی غیر تخصیص شدہ منافع	**165,387**	148,392
منافع بعد از ٹیکس	**56,856**	30,867
وضاحت شدہ منفعت کی ذمہ داریوں پر منافع کی دوبارہ پیمائش – محصول کا خالص	**452**	157
اثاثہ جات کی دوبارہ تشخیص پر سرپلس سے منتقل شدہ – محصول کا خالص	**117**	58
	57,425	31,082
مناسب کارروائی کے لیے دستیاب منافع	**222,812**	179,474

	2023	2022
	ملین روپے	
مختلف مدوں میں رکھی گئی رقوم:		
قانونی ذخائر میں منتقل شدہ	**(5,686)**	(3,087)
نقد منافع منقسمہ – حتمی	**(2,200)**	(3,300)
پہلا نقد عبوری منافع منقسمہ	**(2,200)**	(3,300)
دوسرا نقد عبوری منافع منقسمہ	**(2,934)**	(2,200)
تیسرا نقد عبوری منافع منقسمہ	**(3,300)**	(2,200)
مجموعی مناسب کارروائیاں	**(16,320)**	(14,087)
اختتامی غیر تخصیص شدہ منافع	**206,492**	165,387
فی حصص (شیئر) آمدنی (روپے)	**38.76**	21.04

سرمائے کا تناسب

مضبوط نتائج کے ساتھ اندرونی سرمائے کی پیداوار میں 2023ء میں 21٪ اضافہ ہوا۔ Tier1 کیپٹل ایڈیکوسی ریشو (CAR) میں 294 bps تک اضافہ کیا۔ تاہم روپے کی قدر میں انتہائی کمی $/ 55.4 سے منافع پر اثر ہو جو 97 bps رہا۔ اس کے نتیجے میں HBL کا مجموعی Tier 1 CAR، 66 bps بڑھ کر 13.44٪ ہو گیا۔ کم از کم سرمائے کے تقاضوں میں ہیڈروم میں اضافے سے Tier II سرمائے کی اہلیت میں اضافہ ہوا، جس سے کُل CAR بڑھ کر 228 bps سے 17.28٪ ہو گیا۔ دونوں تناسب موجودہ ریگولیٹری تقاضوں سے زیادہ اوپر رہے۔

کاروباری ترقی

HBL نے پاکستان میں بینکاری کی صنعت میں مقصدیت پیشِ نظر رکھتے ہوئے تبدیلی کے عمل کی قیادت اور کسٹمرز کے ساتھ تعلق مزید بہتر بنانے کی کوششیں جاری رکھیں، جبکہ ترقی کے مختلف شعبوں میں فکری قیادت فراہم کرنے میں بھی پیش پیش ہے۔ 2023ء میں، بینک نے 3.5 ٹریلین روپے کی ڈومیسٹک ڈپازٹ بُک کے ساتھ ڈپازٹ مارکیٹ کا 12.44٪ شیئر حاصل کیا۔ اس میں بینک کے برانچ نیٹ ورک کے ذریعے تقریباً 800,000 نئے کسٹمرز کے اضافے سے مدد ملی۔ تیزی سے ترقی کی راہ پر گامزن اسلامی بینکاری کے شعبے میں HBL نمایاں کردار بنانا چاہتا ہے۔ کنونشنل برانچ نیٹ ورک کے ایک حصے کو اسلامک بینکنگ میں ڈھالنے کے بڑے منصوبے کے بعد، اسلامک برانچ نیٹ ورک اب 408 برانچوں پر مشتمل ہے، جن میں سے 100 برانچیں صرف 2023ء ہی میں کنورٹ ہوئیں۔ اس شعبے میں ڈپازٹس 32٪ اضافے کے ساتھ 422 بلین روپے تک پہنچ چکے ہیں۔

HBL نے صارفین کی ضروریات پوری کرنے کے لیے خصوصی مصنوعات اور خدمات کی اہمیت تسلیم کرتے ہوئے کلائنٹس کو مختلف درجوں میں تقسیم کرنے کا ایک نیا طریقہ کار اپنانے کے عمل کا آغاز کیا۔ اس مقصد پر مبنی یہ حکمتِ عملی فرنچائز کو مستحکم کرنے کے لیے احتیاط سے تشکیل دی گئی، تاکہ HBL اپنے صارفین کے ساتھ گہری وابستگی اور آئندہ سالوں میں اس کا قائدانہ کردار برقرار رہے۔

پرسٹیج پیشکش کو پاکستان بھر میں ترجیحی بینکاری کا منظر نامہ تبدیل کرنے کے لیے ترتیب دیا گیا۔ پرسٹیج کے تحت، غیر معمولی مالیاتی خدمات کی فراہمی کے لیے کلائنٹس کی ضروریات اور خواہشات سے واقفیت بنیادی پہلو ہے، جس کی بدولت کلائنٹس کو اُن کی جدید ضرورتوں کے مطابق خصوصی پروڈکٹس فراہم کی جاتی ہیں۔ پرسٹیج پاکستان کے 18 شہروں میں 39 مخصوص لاؤنج کے ساتھ ساتھ دبئی میں اپنے پہلے انٹرنیشنل لاؤنج کے ذریعے ہائی نیٹ ورتھ (HNW) کلائنٹس کی مالی ضروریات پوری کر رہا ہے۔ خصوصی لاؤنج کی دستیابی نہ ہونے کی صورت میں، نان-لاؤنج حکمتِ عملی کے ذریعے پرسٹیج کا دائرہ کار بڑھایا جاتا ہے اور 650 برانچوں کو پرسٹیج کسٹمرز آن بورڈ کرنے کی صلاحیت دی گئی ہے جس سے اس سہولت تک رسائی وسیع ہوئی ہے۔

HBL جدید مصنوعات کی پیشکش میں اپنا قائدانہ کردار مستحکم کرتے ہوئے 5 ملین خواتین کسٹمرز کو خدمات فراہم کر رہا ہے، جن میں 1 ملین سے زائد خواتین بینک کے ویمن مارکیٹ پروگرام، HBL نساء کا حصہ ہیں۔ اپنی نوعیت کا یہ منفرد اور جامع پلیٹ فارم خواتین کے لیے بینکاری سے بڑھ کر ہے اور انھیں مالی آزادی دینے کے ساتھ ساتھ خصوصی سہولتیں، خواتین پر مرکوز انشورنس کوریج، اور کنزیومر قرضے فراہم کرتا ہے۔ 2023ء کے دوران، HBL نساء میں 145,000 سے زائد نئے اکاؤنٹس اور 40 بلین روپے کے اضافی ڈپازٹس شامل ہوئے جس سے نساء پروگرام کے مجموعی ڈپازٹ 126 بلین روپے ہو گئے۔ ان میں 51 بلین روپے اس پروگرام کی اسلامی

پیشکش، نساء توفیر کے تحت ہیں۔ خواتین کے لیے بچت کی بڑھتی ہوئی ضرورت پوری کرنے کے لیے، HBL ایسیٹ مینجمنٹ لمیٹڈ کے ساتھ مل کر خواتین کے لیے خصوصی میوچل فنڈز کی سہولت کا آغاز کیا گیا۔ مالی شمولیت کے فروغ کے لیے بینک کی کوششوں کا اعتراف کرتے ہوئے، HBL کو فنانشل الائنس فار ویمن کی سالانہ سمٹ کے موقع پر Access to Finance Champion 2023 ایوارڈ دیا گیا۔ یہ اعزاز نساء پروڈکٹ سوئٹ کے ذریعے اپنے صارفین میں خواتین کی نمائندگی بہتر بنانے کے لیے بینک کی مسلسل کوششوں کا اعتراف ہے۔

بینکاشورنس بزنس کو 2022ء میں قائدانہ مقام حاصل ہوا تھا، جسے آگے بڑھاتے ہوئے مارکیٹ شیئر ٪28 سے ٪32 ہو گیا۔ بینک نے IGI کے ساتھ شراکت کرتے ہوئے Prime Vitality کی پیشکش کا آغاز کیا جو HNW افراد کی صحت و طرزِ زندگی کی ضرورتیں پوری کرنے کے لیے ترتیب دیا گیا ہے۔ انڈسٹری میں مجموعی گراوٹ کے باعث مجموعی پریمیم ٪5 اضافے کے ساتھ 4.3 بلین روپے ہو گئے۔ HBL مالی خواندگی کو فروغ دیتا ہے اور اپنے صارفین کو معلومات پیشِ نظر رکھتے ہوئے سرمایہ کاری کے فیصلے کرنے کا اختیار دیتا ہے۔ HBL AMC کے میوچل فنڈز کی فروخت نے 2023ء میں ایسٹس انڈر مینجمنٹ (AUMs) کے تحت تقریباً 30 بلین روپے کی فروخت کے ساتھ شاندار نتائج دیے۔

HBL کے کنزیومر بینکنگ بزنس کے لیے ایک اور شاندار سال رہا جس میں مجموعی قرضے بڑھ کر 128 بلین روپے ہو گئے۔ کریڈٹ کارڈز کے بزنس نے کارڈ کے استعمال میں تقریباً ٪40 اضافے کے ساتھ اپنا قائدانہ مقام مستحکم کیا، جس کے تحت 250 بلین روپے سے زائد رقم خرچ کی گئی، اور پورٹ فولیو ٪36 اضافے کے ساتھ 32 بلین روپے ہو گیا۔ 2023ء میں 85,000 نئے کریڈٹ کارڈ کارڈز جاری کیے گئے اور افراطِ زر کے باعث کسٹمرز کی سہولت کے لیے معیار پر پورا اترنے والے موجودہ کسٹمرز کی لِمٹ میں نمایاں اضافہ کیا گیا۔ HBL کے کریڈٹ کارڈز تاحال سرِفہرست ہیں جہاں پاکستان میں کریڈٹ کارڈز پر خرچ ہونے والے ہر تین روپے میں ایک روپیہ HBL کارڈ پر ہوتا ہے۔ بینک نے پاکستان میں سب سے زیادہ ڈیبٹ کارڈ جاری کرنے کا اعزاز مزید مستحکم کیا اور مجموعی طور پر 7.1 ملین ڈیبٹ کارڈ جاری کیے۔ ملک میں ہر پانچ میں سے ایک ڈیبٹ کارڈ HBL ڈیبٹ کارڈ ہے۔ 2023ء میں استعمال کا حجم ٪48 اضافے کے ساتھ 181 بلین روپے ہو گیا۔ اس شعبے میں HBL کے قائدانہ مقام کے باعث پاکستان بینکنگ ایوارڈز 2023ء کے موقع پر بینک کو بہترین کنزیومر بینک ایوارڈ دیا گیا۔

HBL نے انڈسٹری میں سب سے زیادہ 46,000 کے وسیع POS نیٹ ورک کے ساتھ مرچنٹ ایکوائرنگ میں اپنی قائدانہ حیثیت مستحکم کی۔ HBL جدید ٹیکنالوجی میں سرمایہ کاری جاری رکھے ہوئے ہے اور اس کے اسمارٹ POS ٹرمینل تاجروں کی اولین پسند ہیں، جو انھیں ٹرانزیکشن کی معلومات تک فوری رسائی فراہم کرتے ہیں۔ HBL کے ٹرمینل سے گزرنے والی رقم ٪32 اضافے کے ساتھ 348 بلین روپے ہو چکی ہے، جو ملک کی مجموعی POS فروخت کے حجم کا ٪30 سے زائد ہے۔ HBL نے اپنے نیٹ ورک کو چھوٹے شہروں تک وسیع کیا ہے اور اس کے ٹرمینل 250 سے زیادہ شہروں میں موجود ہیں۔ یہ ڈیجیٹل ادائیگیوں کو مرکزی دھارے میں لانے اور ملک کے تمام شعبوں میں استعمال میں اضافے کے لئے کلیدی حیثیت رکھتا ہے، اور معیشت کی ڈجٹلائزیشن اور دستاویز بندی کے لیے قومی کوششوں میں کردار ادا کرتا ہے۔ گزشتہ چند سالوں میں بھرپور کوششوں کے ساتھ، HBL کے POS سے خرچ ہونے والی رقم کا 16 فیصد اب ان چھوٹے قصبوں اور شہروں سے آتا ہے۔

HBL نے 41.5 بلین روپے کے پورٹ فولیو اور متاثر کن ٪35 مارکیٹ شیئر کے ساتھ پرسنل لونز میں مارکیٹ میں اپنی صفِ اول پوزیشن کو مستحکم کیا۔ یہ پروڈکٹ کنزیومر فنانس کا سب سے بڑا جزو ہے جس میں سال کے دوران 26 بلین روپے کے نئے قرض فراہم کیے گئے ہیں۔ آٹو فنانسنگ میں سپلائی کی کمی کی وجہ سے انڈسٹری میں مجموعی طور پر گراوٹ کے باوجود HBL نے اپنا قائدانہ مقام مضبوط کیا اور 36 بلین روپے کے پورٹ فولیو کے ساتھ مارکیٹ شیئر ٪12.5 سے بڑھا کر ٪15 کر دیا۔ یہ 10 بلین روپے سے زائد کی نئی بکنگ کے ذریعے ممکن ہوا کیونکہ معروف آٹو مینوفیکچررز کے ساتھ مل کر کام کرتے ہوئے بہترین قیمت فراہم کرنے کے باعث HBL صارفین کا پسندیدہ بینک ہے۔ ہوم فنانس کے شعبے نے 2023ء میں مستحکم پیش رفت کا مظاہرہ کیا، جہاں واجب الادا رقم بڑھ کر 14 بلین روپے ہو گئی، اور توقع ہے کہ یہ مستقبل کی ترقی کے لیے ایک اہم محرک ثابت ہو گا۔ HBL جلد پروسیسنگ کے ساتھ صارفین کو سہولت کی فراہمی بہتر بنانے کے لیے ڈجٹلائزیشن پر توجہ مرکوز کیے ہوئے ہے۔ سال 2023ء میں تقریباً ٪50 کریڈٹ کارڈز اور ٪20 پرسنل لونز HBL موبائل کے ذریعے بُک کیے گئے۔

SME کاروبار معیشت کے کلیدی محرک ہیں، اور اس شعبے کو رسمی فنانس تک رسائی زیادہ آسان اور ہموار انداز میں فراہم کرنے ضرورت ہے۔ HBL نے SME منظر نامے کو تبدیل کرنے، ترقی کو فروغ دینے اور چھوٹے کاروباروں کے لیے مواقع پیدا کرنے میں مدد کے لیے متعدد اقدامات اٹھائے ہیں۔ HBL انڈسٹری کا پہلا بینک ہے جس نے SME قرضوں میں 100 بلین روپے کو عبور کرتے ہوئے، ٪19 مارکیٹ شیئر حاصل کیا ہے۔ سال کے دوران، HBL نے 4,400 نئے صارفین کو آن بورڈ کیا جس سے صارفین کی تعداد میں ٪29 اور ایڈوانسز میں ٪18 اضافہ ہوا۔ بینک SME سیکٹر کے لیے اسٹیٹ بینک سے متعلق اسکیموں میں سب سے آگے رہنے کی کوشش کرتا ہے۔ ان اسکیموں کے تحت مجموعی قرضے 2023ء میں 16 بلین روپے تک پہنچ گئے۔ HBL کے منفرد کیش فلو پر مبنی قرضوں کو صارفین کی جانب سے خوب پذیرائی ملی ہے، جو 2022ء میں لانچ ہونے کے بعد سے 5 بلین روپے سے تجاوز کر چکے ہیں۔

مالی شمولیت سے متعلق ہماری کوششوں کو آگے بڑھاتے ہوئے، ملک بھر میں آگاہی سیشن منعقد کیے گئے، جن میں بینکنگ مصنوعات کے ساتھ ساتھ سبسڈی والی اسکیموں کا احاطہ کیا گیا۔ HBL نے خصوصی طور پر کاروباری خواتین میں استعداد کار بڑھانے پر توجہ مرکوز کی اور 2023ء کے دوران 600 خواتین کو 1.5 بلین روپے سے زائد کی رقم تقسیم کی۔ HBL نے ویزا کے تعاون سے ہائی پروفائل She'sNext پروگرام کا کامیابی سے آغاز کیا۔ یہ ایوارڈ 5 کاروباری خواتین کو 10,000 امریکی ڈالر کی گرانٹ اور اپنے کاروبار کو بڑھانے میں مدد کے لیے ایک سال تک رہنمائی کی سہولت دیتا ہے۔ اس پروگرام کے تحت ابتدائی انتخاب 2024ء میں منعقد کیا گیا۔

کئی سالوں سے HBL زرعی فنانسنگ کے شعبے میں سرِ فہرست رہا ہے اور اپنے حریفوں سے بہت آگے ہے، جس کا ثبوت بینک کا 35٪ مارکیٹ شیئر ہے۔ 2023ء میں پورٹ فولیو 13٪ اضافے کے ساتھ 57 بلین روپے تک پہنچ گیا۔ 8,500 سے زائد نئے صارفین کا اضافہ ہوا جبکہ نئے قرضوں کی فراہمی 15٪ اضافے کے ساتھ 19 بلین روپے تک پہنچ گئی۔ HBL کو مسلسل دوسرے سال پاکستان بینکنگ ایوارڈز میں بہترین بینک برائے ایگری کلچر کا ایوارڈ دیا گیا اور 2023ء میں اس ایوارڈ کے ساتھ HBL کو یہ اعزاز پانچویں بار حاصل ہوا ہے۔

HBL نے زرعی قرضوں کے میدان میں ٹیکنالوجی کے استعمال میں پیش قدمی کی ہے اور کھیتوں کے کو آرڈ نیٹس، کسانوں کی پروفائلنگ اور سیلز فورس ٹریکنگ کو ڈیجیٹل بنانے کے لئے متعدد زرعی-ٹیکنالوجی آپریٹرز کے ساتھ مصروفِ عمل ہے۔ HBL کئی سالوں سے آن لائن ریکارڈ حاصل کرنے میں پنجاب لینڈ ریکارڈ اتھارٹی کے پورٹل کا سب سے بڑا صارف رہا ہے، جس کے نتیجے میں زرعی قرضوں کی پروسیسنگ کے لیے کم سے کم وقت لگتا ہے۔ HBL الیکٹرانک گودام رسید (EWR) فنانسنگ میں سب سے آگے رہا ہے اور اس کا مارکیٹ شیئر 70٪ سے زیادہ ہے۔ اسٹیٹ بینک نے HBL کو ملک میں EWR نظام کو بہتر بنانے کے لیے رول ماڈل کے طور پر نامزد کیا ہے۔

اسٹیٹ بینک نے HBL کو بلوچستان کے لیے چیمپئن بینک کے طور پر بھی نامزد کیا ہے تاکہ صوبے میں زرعی قرضوں تک رسائی اور مالی شمولیت کو بڑھانے میں انڈسٹری کی رہنمائی کی جاسکے۔ اس اقدام کے تحت HBL نے صوبے میں اپنے پورٹ فولیو میں 63٪ اضافے کا مظاہرہ کیا جو تمام اداروں میں سب سے زیادہ ہے۔ بینک نے کسانوں میں شعور بیدار کیا اور ہنر مند افرادی قوت تیار کرنے کے لیے تعلیمی اداروں کے ساتھ تعاون کیا۔ HBL نے کاشت کاروں کی ترقی کے لیے ڈیزائن کردہ اسٹیٹ بینک کی متعدد اسکیموں کو بھی استعمال کرتے ہوئے، زرعی میکانائزیشن، پانی کے تحفظ اور ٹیوب ویلوں اور کولڈ اسٹوریج کے لیے قابلِ تجدید توانائی کے حل کے ساتھ مدد فراہم کی۔

HBL نے اپنے فلیگ شپ پلیٹ فارم "کسان کی آواز" کے ذریعے آگاہی اور مالی خواندگی کے پروگراموں کے انعقاد کے ذریعے کسانوں میں بہتری لانے کا سلسلہ جاری رکھا۔ بینک نے گزشتہ سال کے دوران پاکستان کے تمام صوبوں میں 40 سے زائد کسان کی آواز سیشنز کا انعقاد کیا اور 3,000 سے زائد کسانوں تک پہنچا۔

پاکستان کے سب سے بڑے کمرشل بینک کی حیثیت سے HBL اپنے اہم ڈویلپمنٹ فنانس منصوبے کے ذریعے کاشت کاروں کی زرعی پیداوار اور معاشیات کو بہتر بنانے میں ان کی مدد کر رہا ہے۔ گزشتہ تین سالوں کے دوران، مسلسل توسیع پذیر آزمائشی تجربات کے تحت، بینک نے زرعی ماہرین کی ایک ٹیم کے ذریعے کسانوں کے ساتھ مل کر کام کیا، جس میں پوری پیداوار اور فصل کی کٹائی کے بعد کے عمل کا احاطہ کیا گیا، اور اس بات کو یقینی بنایا گیا کہ کسان کاشت کاری کے سائنسی طریقے اپنا سکیں۔ HBL نے کسانوں کی دہلیز پر مسابقتی لاگت کے ساتھ بروقت معیاری فارم ان پٹ اور فارم میکانائزیشن کی خدمات بھی فراہم کیں۔ اس کے نتیجے میں زرعی معاشیات بدل گئیں۔ پرنسٹن (Princeton) اور ییل (Yale) کے آزاد ماہرین اقتصادیات نے نتیجہ اخذ کیا کہ اس آزمائش میں شامل کسانوں کے لیے پیداوار اور منافع، اوسطاً، علاقائی اوسط سے 46٪ اور 194٪ زیادہ تھا۔

اس کامیاب تجربے کی بنیاد پر، HBL نے زرعی ویلیو چین میں انقلاب لانے کے ہدف کی جانب اگلا قدم اٹھاتے ہوئے HBL زرعی سروسز لمیٹڈ (HBL زرعی) متعارف کرایا ہے جو HBL کی ملکیت زرعی سہولتوں سے بڑھ کر خدمات فراہم کرنے والا ادارہ ہے۔ HBL زرعی مشوروں اور اشیا سے لے کر فصلوں کی خریداری، گودام میں ذخیرہ کرنے اور نقل و حمل تک متعدد منفرد خدمات کسان کی دہلیز پر پیش کرے گا۔ کسانوں کی خدمت ڈیروں کے ذریعے کی جائے گی، جو زرعی زمینوں کے درمیان واقع خصوصی ڈسٹری بیوشن اور سروس سینٹرز ہوں گے۔ یہ کمپنی قائم کر دی گئی ہے اور پہلے ڈیرے کا افتتاح فروری 2024ء میں کیا گیا ہے۔

عالمی اور ملکی معیشت کے لیے ایک پریشان کن سال کے دوران، HBL کی کارپوریٹ اور کمرشل بینکنگ ٹیموں نے بدلتے ہوئے حالات سے پیدا ہونے والے ممکنہ چیلنجوں کی نشاندہی اور ان سے نمٹنے کے لیے مضبوط رِسک مینجمنٹ حکمتِ عملی اپنائی۔ مارکیٹ کے رجحانات کی کڑی نگرانی کرکے اور کریڈٹ کے لیے ایک منظّم جانچ پڑتال کا عمل برقرار رکھتے ہوئے، منافع میں بہتری کے ساتھ پورٹ فولیو کے معیار کو برقرار رکھا گیا۔ وَن ونڈو، ہول سیل بینکنگ نقطہ نظر کے ذریعے HBL نے اپنے صارفین کو ان کی مالی ضروریات کے تمام پہلوؤں کے لیے اُن کی پسند کے مطابق مصنوعات پیش کیں۔ بینک نے اپنے صارفین کو ہر مرحلے پر مدد کرنے پر توجہ مرکوز رکھی، جس سے انھیں غیر مستحکم ماحول میں رِسک سے نمٹنے کے قابل بنایا گیا۔ صارفین کو اعلیٰ شرحِ سود کے ماحول اور ان کے قرض کی صورتِ حال کے انتظام کے بارے میں بہتر مشورہ فراہم کیا گیا۔ سال 2023ء کے دوران، مجموعی طور پر نجی شعبے کے قرضوں میں کمی کے ساتھ، کارپوریٹ اور کمرشل صارفین کو دیے جانے والے قرضوں بشمول شریعت کے مطابق قرضوں میں 5 فیصد کمی واقع ہوئی۔

مشکلات سے بھرپور سال کے دوران تجارتی آمدن کے انتظام کے لیے، حال ہی میں قائم کردہ گلوبل ٹریڈ سروسز (GTS) فنکشن اہمیت کا حامل تھا۔ تجارت پر مبنی خصوصی خدمات کے ساتھ، GTS نے درآمد اور برآمد کے بہاؤ کو اسٹریٹیجک طور پر منظّم کر کے غیر ملکی زرمبادلہ کی لیکویڈیٹی کا انتظام کرنے کے لیے ٹریژری کے ساتھ مل کر کام کیا۔ GTS کی جانب سے SME اور کمرشل شعبوں میں بینک کی تجارتی رسائی بھی بڑھائی جارہی ہے اور صرف 2023 میں برآمدات میں بینک کے حصے کو کامیابی سے 1.8٪ سے 13٪ تک بڑھایا ہے۔ بینک برآمدی منڈیوں میں قدم جمانے میں کامیاب رہا ہے، حجم میں 3٪ اضافہ ہوا ہے جبکہ 2023ء میں ملک کی مجموعی برآمدات میں 11٪ کمی واقع ہوئی ہے۔

HBL بخوبی واقف ہے کہ پاکستان کا معروف بینک ہونے کے ناتے اس پر بھاری ذمہ داری عائد ہوتی ہے۔ بینک کی استعداد کار بڑھانے کی کوششوں کی ایک عمدہ مثال پاکستان کے سب سے بڑے گھریلو ٹیکسٹائل برآمد کنندگان میں سے ایک کی کارپوریٹ تنظیمِ نو تھی جسے 10-2008ء کے مالی بحران کے دوران مسائل کا سامنا کرنا پڑا تھا۔ HBL کی مدد سے، کمپنی نے اب آپریشنز دوبارہ شروع کر دیے ہیں اور آپریشنز کے پہلے 18 مہینوں میں نمایاں آمدنی فراہم کی، اپنے قرضوں کے بوجھ کو کم کیا، اور مستقبل کی ترقی کے امکانات کے ساتھ 3,000 افراد کو دوبارہ ملازمت دی۔

HBL نے ٹرانزیکشن بینکنگ کے کاروبار میں اپنی قائدانہ پوزیشن برقرار رکھی اور کلائنٹ کی ضروریات کو پورا کرنے کے لیے اپنی خدمات کے دائرہ کار کی توسیع جاری رکھی۔ مجموعی کیش مینجمنٹ تھروپٹ 22٪ اضافے کے ساتھ 15.0 ٹریلین روپے تک پہنچ گیا۔ ڈیجیٹل ٹرانزیکشنز میں، جو کُل ٹرانزیکشنز کا 78٪ سے زیادہ ہیں، 24٪ اضافہ ہوا اور یہ 10 ٹریلین روپے سے تجاوز کر گیا۔ HBL کو ایشین بینکنگ اینڈ فنانس ہول بینکنگ ایوارڈز کی جانب سے ڈومیسٹک کیش مینجمنٹ بینک آف دی ایئر کا ایوارڈ حاصل ہوا۔ ایشیامنی نے HBL کو کیش مینجمنٹ کے لیے مقامی بینکوں میں مارکیٹ لیڈر کے ساتھ ساتھ مسلسل تیسرے سال پاکستان میں بہترین سروس برائے کیش مینجمنٹ قرار دیا۔ مؤخر الذکر اعزاز مزید اطمینان بخش ہے کیونکہ یہ HBL کے صارفین کے ووٹوں کی بنیاد پر دیا گیا ہے اور کلائنٹ کی ضروریات کے مطابق جدید مصنوعات کی فراہمی کے ہدف کا ثبوت ہے۔

HBL ایمپلائی بینکنگ کے شعبے میں 3.1 ملین سے زائد ملازمین کو پنشن اور پے رول خدمات فراہم کر کے سرِفہرست ہے، جس کے تحت ڈپازٹ بیلنس 400 بلین روپے سے زائد تک بڑھ گیا ہے۔ ایمپلائی بینکنگ کی تمام ٹرانزیکشنز کا 95٪ سے زیادہ حصہ ڈیجیٹل چینلوں کے ذریعے پروسیس ہوتا ہے۔ HBL اس پیشکش کے تحت مندرج افراد کو اضافی فوائد کی پیش کش کر کے اس پروڈکٹ میں توسیع جاری رکھے ہوئے ہے۔

HBL کا انویسٹمنٹ بینکنگ کا نمایاں کاروبار خصوصی ماہر ٹیموں کے ذریعے انویسٹمنٹ بینکنگ کی مصنوعات اور منظم خدمات کا ایک مکمل مجموعہ فراہم کرتا ہے۔ 2023ء میں مشکل معاشی حالات کے باوجود HBL نے 765 بلین روپے سے زائد مالیت کے 26 سودے کامیابی کے ساتھ مکمل کیے۔ ان ٹرانزیکشنز کا تعلق قابل تجدید توانائی، رئیل اسٹیٹ، ٹیلی کام، توانائی کی پیداوار اور ٹرانسمیشن اور FMCG کمپنیوں سمیت مختلف شعبوں سے تھا۔ اس مینڈیٹ میں انویسٹمنٹ بینکنگ کی تمام سہولتیں شامل تھیں، جن میں قرض اور ایکویٹی دونوں کا احاطہ کیا گیا تھا۔ اپنی بہترین سروس کے اعتراف کے طور پر، HBL کی انویسٹمنٹ بینکنگ ٹیم نے سال کے دوران بین الاقوامی اور مقامی اداروں کی جانب سے 19 اعزازات حاصل کیے، جن میں پاکستان میں بہترین انویسٹمنٹ بینک کا ایوارڈ بھی شامل ہے۔

HBL کی پاکستان کی ترقی میں کردار ادا کرنے کی حکمت عملی کے مطابق انویسٹمنٹ بینکنگ ٹیمیں قومی مفاد کے منصوبوں کو آسان بنانے کے لیے متعدد معاملات میں حکومت کے ساتھ مشاورت کے عمل میں مصروف ہیں۔ وسیع پیمانے پر بات چیت کے ذریعے، اس شعبے نے زراعت اور بنیادی ڈھانچے سے لے کر قابلِ تجدید توانائی تک کی صنعتوں میں زیادہ سے زیادہ اقتصادی نتائج یقینی بنانے کے لیے کئی متنوع معاہدے کیے ہیں۔

2023ء میں، خصوصاً سال کی پہلی ششماہی میں، اثاثہ جات کے درجات میں لیکویڈیٹی کی کمی کے ساتھ، مارکیٹ میں نمایاں اتار چڑھاؤ دیکھا گیا۔ موجودہ غیر یقینی ماحول میں، کلائنٹ کے ساتھ تعلق، بیلنس شیٹ اور رِسک مینجمنٹ کے ساتھ ٹرانزیکشنز کے بہاؤ اور کلائنٹ کی سرگرمی کی قریبی نگرانی توجہ کا بنیادی مرکز تھے۔ ٹریژری کی سیلز ٹیم نے اس بات کو یقینی بنایا کہ صارفین کو فون کال کے ذریعے باقاعدگی سے اور تفصیل کے ساتھ معیشت اور مارکیٹ میں ہونے والی پیش رفت سے اچھی طرح آگاہ رکھا جائے۔ بینک کے صارفین نے اسے بہت سراہا۔ اگرچہ تجارتی اور دیگر آمدن کے سکڑتے ہوئے بہاؤ کی وجہ سے حجم 2022ء کے مقابلے میں 25٪ کم تھا، لیکن مارجن مینجمنٹ پر گہری توجہ نے آمدنی میں مسلسل اضافے کو یقینی بنایا۔

بینک کے فکسڈ انکم پلیٹ فارم HBL Symphony® کے حجم میں دگنا اضافہ دیکھا گیا ہے اور ہمیں توقع ہے کہ اضافی خصوصیات اور فعالیت کے ساتھ 2024ء میں اس میں خاطر خواہ اضافہ ہوگا۔ تاہم انٹر بینک مارکیٹ میں سختی سے کنٹرول کیے جانے کے ساتھ ساتھ ملکی تجارت کے بہاؤ میں کمی کی وجہ سے بینک کے FX پورٹل HBL Infinity® پر ٹرانزیکشن کے حجم میں تیزی سے کمی دیکھی گئی۔

HBL کے ڈیجیٹل چینلز نے پاکستان بھر میں محفوظ ڈیجیٹل بینکاری کی سہولت فراہم کی۔ اس عمل میں، بینک نے سات معروف ایوارڈ حاصل کیے، جن میں بہترین بینک برائے ڈیجیٹل سلوشنز اور جدید ترین بینک کے ایوارڈز شامل ہیں۔ یہ ایوارڈز اس شعبے میں HBL کی کوششوں کی نمایاں توثیق کرتے ہیں۔

بینک کے موبائل اور انٹرنیٹ چینلز کے ذریعے ٹرانزیکشنز میں سال بسال 89٪ اضافہ کے ساتھ، 2023ء میں 1 بلین مالی ٹرانزیکشنز اور سروسز پروسیس کی گئیں۔ HBL موبائل اور انٹرنیٹ بینکنگ کے ذریعے مالی ٹرانزیکشنز کا حجم دگنا ہو کر 4.7 ٹریلین روپے تک پہنچ گیا۔ HBL نے اردو زبان منتخب کرنے کی سہولت اور بینائی سے محروم موبائل صارفین کے لیے آڈیو ٹاک بیک کی سہولت متعارف کروائی جس سے یہ ان فیچرز کے ساتھ ملک کی پہلی ایپ بن گئی۔ لانچ کے ایک ماہ کے اندر ہی 52,000 افراد نے آڈیو ٹاک بیک کا تجربہ کیا اور 47,000 صارفین اب بھی اسے استعمال کر رہے ہیں۔ یہ پاکستان کے عوام کی ضروریات کو پورا کرنے کے لئے HBL کی مسلسل کوششوں اور مالی خود مختاری کو ممکن بنانے میں اس کے اہم کردار کی نشاندہی کرتا ہے۔ نئی خصوصیات اور بہتر سکیورٹی کے علاوہ، ایپ کا مینو بھی نئے سرے سے ڈیزائن کیا گیا اور سروس کی 99.5٪ سے زیادہ دستیابی رہی جبکہ گوگل پلے اسٹور پر اس کی ریٹنگ 4.8 ہو گئی۔

HBL نے ای کامرس کے شعبے کے مطابق جدید ڈیجیٹل ادائیگیوں کو بھی کمرشلائز کیا۔ HBL ڈیجیٹل انوائسنگ سوشل میڈیا پلیٹ فارمز کے ذریعے موصول ہونے والے آرڈرز کے لیے کارڈ پر مبنی ادائیگیاں قبول کرنے، کیش آن ڈیلیوری پر انحصار کم کرنے اور بین الاقوامی خریداروں تک رسائی میں اضافے کے ذریعے سوشل ای کامرس کی دنیا میں انقلاب برپا کر رہی ہے۔ HBL ٹیپ اینڈ پے ریٹیل سیکٹر اور کوریئر اور ڈیلیوری سروسز کو موبائل POS کے ذریعے کارڈ پر مبنی ادائیگیوں کو قبول کرنے کے قابل بنا رہا ہے، جس سے نقد رقم پر انحصار کم ہو رہا ہے۔ HBL پاکستان کا پہلا بینک بن گیا ہے جس نے 1-لنک کے ذریعے دیگر مالیاتی اداروں کو ایگریگیٹر سروسز فراہم کیں، جو مختلف بینکوں کے صارفین کو اپنے بلنگ پارٹنرز سے منسلک کرتی ہے۔ اس اہم اقدام نے سال کے دوران 320,000 ٹرانزیکشنز کی پروسیسنگ کے ساتھ صنعت بھر میں ادائیگیوں کی ڈجٹلائزیشن کو تیز کر دیا ہے۔ مارکیٹ میں QR کی قبولیت میں اضافے کے ساتھ ہی HBL کی QR لوکیشنز پر ٹرانزیکشنز 2023ء میں بڑھ کر 7.3 بلین روپے تک پہنچ گئیں جو گزشتہ سال کے مقابلے میں 5 گنا زیادہ ہیں۔ HBL کی موبائل اور Konnect ایپس کے ذریعے مجموعی طور پر 4.4 بلین روپے کی ٹرانزیکشنز ہوئیں جن میں QR کا حجم 60٪ ہے۔

HBL Konnect نے 2023ء میں متعدد سنگ میل عبور کیے اور برانچ لیس بینکنگ میں اپنی بانی کی حیثیت مستحکم کی۔ پروسیسنگ کے کل حجم میں 60٪ اضافہ ہوا جو 1 ٹریلین روپے سے تجاوز کر گیا۔ یہ خاطر خواہ اضافہ Konnect کی بڑھتی ہوئے استعمال کی صلاحیت اور مارکیٹ میں بڑھتے ہوئے اثر کی نشاندہی کرتا ہے۔ اس کامیابی کا ایک اہم محرک 1 ملین نئے صارفین کی آن بورڈنگ تھا، جس نے کل پورٹ فولیو کو 9.1 ملین صارفین تک پہنچا دیا، جو پچھلے سال کے مقابلے میں 11٪ زیادہ ہے۔ خواتین Konnect کے کسٹمرز کا تقریباً ایک چوتھائی حصہ ہیں۔ یہ نئے کسٹمرز کو راغب کرنے میں Konnect کی مستقل مارکیٹ اپیل اور اثر کا ثبوت ہے۔ Konnect اسلامک اکاؤنٹ نے 2023ء میں 300،000 سے زیادہ نئے بینک صارفین کو اپنی طرف راغب کیا، جس کا مجموعی پورٹ فولیو اب 500،000 سے تجاوز کر گیا ہے۔ اس اکاؤنٹ کے ذریعے پروسیس کی جانے والی ٹرانزیکشنز تقریباً دگنی ہو کر 1.9 ملین تک پہنچ گئیں، جو تیزی سے مارکیٹ کو اپنانے اور شریعت کے مطابق مالیاتی مصنوعات کی بڑھتی ہوئی طلب کی نشاندہی کرتی ہیں۔

2023ء میں انشورنس سروسز میں Konnect کی شمولیت ایک اہم سنگ میل تھا، جس میں ہیلتھ اور لائف انشورنس پروڈکٹس کی پیشکشوں نے پہلے سال 143 ملین روپے کا حجم حاصل کیا۔ 2023ء میں Konnect ٹریول کا آغاز، ہوٹل اور ایئر لائن بکنگ کے لیے جامع حل پیش کرتا ہے، مزید متنوع سروسز کے ساتھ صارفین کو ایئر لائن ٹکٹوں کے لیے مارکیٹ کے مسابقتی نرخ فراہم کرتا ہے۔

Konnect اہم اقدامات کی معاونت میں اپنے اثرات کے ساتھ حکومت کا ایک قابلِ اعتماد شراکت دار ہے۔ حکومت کے مینڈیٹ کو موثر طریقے سے نبھاتے ہوئے، Konnect نے 2023ء میں بے نظیر انکم سپورٹ پروگرام کے لیے 330 بلین روپے سے زائد رقم تقسیم کی۔ Konnect نے دیگر ایجنسیوں جیسے WFP، WHO اور UNHCR کے ساتھ بھی سوشل ٹرانسفر پیمنٹس کے لیے کام کیا، جس سے G2P کے کل حجم میں 49٪ اضافہ ہوا۔ سال 2023ء میں ٹیکس وصولیاں 500 بلین روپے سے تجاوز کر گئیں جو گزشتہ سال کے مقابلے میں دوگنی ہیں۔ اس میں سے زیادہ تر اضافہ کارپوریٹ ڈسٹری بیوٹرز اور تعلیمی فیس کی وصولیوں کی وجہ سے ہوا تھا۔ پنشن کی ادائیگی میں 30٪ اضافہ ہوا اور یہ 30 بلین روپے سے تجاوز کر گئی، جس میں پنشن کی تقسیم ترقی کا ایک اہم جزو رہی ہے۔

اسٹریٹجک پارٹنرشپس نے اہم کردار ادا کیا کیونکہ HBL نے فری لانسرز اور سافٹ ویئر ہاؤسز کی مدد کے لیے پاکستان سافٹ ویئر ہاؤسز ایسوسی ایشن (P@SHA) کے ساتھ مل کر کام کیا۔ اس اقدام کا مقصد ڈیجیٹل معیشت کو فروغ دینا، ان پروان چڑھتے شعبوں کو خصوصی مالیاتی خدمات فراہم کرنا اور IT کے شعبے میں جدت اور انٹرپرینیورشپ کو فروغ دینا ہے۔ HBL کے پاکستان کی ترقی میں شامل ہونے کے مقصد کے تحت، پاکستانی سافٹ ویئر ہاؤسز کو علاقائی مارکیٹوں میں پیش کرنے کے لیے شراکتداری منصوبے بنائے جائیں گے تاکہ ملک کو ٹیکنالوجی سے متعلقہ کاموں کے لیے اولین ترجیح بنایا جائے۔ HBL نے فری لانسرز کا اکاؤنٹ کھولنے کا عمل آسان اور ڈیجیٹائز کر کے سہولت فراہم کی ہے، جس سے ان کے لیے بلا تعطل غیر ملکی ادائیگیاں حاصل کرنا آسان ہو جاتا ہے، اس کے ساتھ ساتھ بینک فری لانسر کمیونٹی کے لیے

ان کی ضرورت کے مطابق تیار کردہ مصنوعات کی فراہمی کی منصوبہ بندی کر رہا ہے۔

روبوٹک پروسیس آٹومیشن (RPA) پروگرام 2022ء میں شروع کیا گیا تھا، جو اب بینک بھر میں بڑے پیمانے پر اپنایا جا رہا ہے۔ RPA کا مقصد بار بار، اصول پر مبنی اور دیگر مینول کاموں کو خودکار بنا کر عمل کی درستگی کے ساتھ ساتھ کسٹمر کا تجربہ بہتر بنانا ہے۔ اس سے کئی فنکشنز میں کارکردگی میں اضافہ ہوا ہے اور اب توجہ کر اس فنکشنز پر ہے، تاکہ تمام پروسیسز کو شروع سے آخر تک ڈیجیٹل بنایا جا سکے۔ اس اقدام کے آغاز کے بعد سے، 126 پروسیسز خودکار بنائے گئے ہیں، جن سے ہر ماہ تقریباً 21،000 افرادی گھنٹوں کی بچت ہوتی ہے۔

2023ء میں بزنس سیلف سروس کے آغاز کے ساتھ ادارے میں ڈیٹا ڈیموکرائزیشن کے لیے یہ سال اہم رہا ہے۔ یہ، ڈیٹالیک میں زیادہ تر بنیادی سسٹم ڈیٹا کی سینٹرلائزیشن کے ساتھ مل کر آخری صارف کو ڈیٹا کی تیاری اور ترتیب کے بجائے ویلیو ایڈیشن پر توجہ کے لیے بااختیار بنا رہا ہے۔ ڈیٹا تک تیزی سے رسائی اور ڈریگ اینڈ ڈراپ اینالٹکس انجام دینے کی صلاحیت نے فیصلہ سازی بہتر بنائی ہے اور بنیادی بینکنگ ٹرانزیکشنز میں مزید دور تک جانے کی صلاحیت دی ہے۔

گزشتہ چند سالوں میں بین الاقوامی کاروبار بحال کرنے کی مسلسل کوششیں رنگ لانے لگی ہیں۔ نیٹ ورک بزنس کی تعمیر پر مسلسل توجہ کے نتیجے میں ڈپازٹس اور قرضوں میں مسلسل اضافے کے ساتھ کراس ریجنل کلائنٹس میں 37٪ اضافہ ہوا۔ چین کا کاروبار نیٹ ورک کنیکٹیوٹی کے لی بدستور اہم ہے۔ MENA اور جنوبی ایشیا میں صرف تین RMB انٹر میڈیئرز میں سے ایک کے طور پر HBL کی منفرد حیثیت اسے 2023ء میں RBM حجم میں 1.75 گنا اضافے کے ساتھ بے مثال کسٹمر سلوشنز پیش کرنے کے قابل بناتی ہے۔ علاقائی تجارتی امکانات کو مزید فروغ دینے کے لیے HBL چین نے نئے مالیاتی اداروں سے شراکت داریوں کا اضافہ کیا اور جنوبی ایشیا کے لیے اپنے LC ایڈوائزری پروگرام سے فائدہ اٹھایا ہے، جس سے اسے اپنے کاروبار کو دگنا کرنے میں مدد ملی۔ عالمی منڈیوں میں اسپریڈز وسیع کرنے میں سرگرمی کے محرک میں اضافے نے بین الاقوامی سطح پر بامعنی انداز میں مثبت کردار ادا کیا ہے۔

کسٹمر کا حصول پورے بین الاقوامی نیٹ ورک میں ایک نئی بلندی پر پہنچ گیا۔ صارفین کی بڑھتی ہوئی توجہ کے ساتھ، نئی مصنوعات اور خدمات تیار کی جا رہی ہیں۔ متحدہ عرب امارات میں شروع کی گئی Prestige کی سہولت کو صارفین کا پرجوش جواب ملا اب بحرین اور برطانیہ میں توسیع کے منصوبے پر کام ہو رہا ہے۔ سنگاپور میں متعارف کی جانے والی اسلامک ڈپازٹ پروڈکٹس کو اچھی پذیرائی مل رہی ہے اور نیٹ ورک ممالک کے درمیان تجارت میں اضافہ ہو رہا ہے۔ اس کے ساتھ ساتھ ٹیکنالوجی پلیٹ فارمز، ادائیگی کے نظام اور ڈیجیٹل ایپلی کیشنز کو اپ گریڈ کیا جا رہا ہے تاکہ مصنوعات کی پیشکشوں کو بڑھایا جا سکے۔

HBL نے بینک آف چائنا کے ساتھ ایک اسٹریٹجک مفاہمت کی یادداشت پر دستخط کر کے تاریخی اتحاد کیا جو پاکستان میں اپنی نوعیت کا پہلا معاہدہ ہے۔ یہ معاہدہ اقتصادی خودمختاری، علاقائی رابطے اور ہموار علاقائی تجارتی مواقع پیدا کرنے کے مشترکہ عزم کی عکاسی کرتا ہے۔ یہ ESG اصولوں کی پاسداری کی اہمیت کو بھی اجاگر کرتا ہے۔ HBL گرین انویسٹمنٹ پرنسپلز کا بانی رکن ہے اور اب پائیدار ترقی کے لیے اپنے عزم کو تقویت دیتے ہوئے استعداد کار بڑھانے والے الائنس آف سسٹین ایبل انویسٹمنٹ (CASI) کا رکن بننے والا پہلا اور واحد پاکستانی بینک بن گیا ہے۔ دبئی میں حال ہی میں COP28 شروع کیا گیا، CASI پائیدار مالیات کے لیے بہترین طریقوں کو فروغ دینے کے لیے جدید معلومات کے تبادلے کے پلیٹ فارمز سے مستفید ہوتا ہے۔ یہ دونوں فورم HBL کو گرین فنانس کے حوالے سے عالمی تبدیلیوں سے جوڑے رکھتے ہیں۔

سال بھر کے دوران، بینک نے برانچ اور بیک اینڈ دونوں سطحوں پر تبدیلی نمایاں طور پر کم کرنے کے لیے مختلف اقدامات شروع کیے، جس سے صارفین کے تجربے کو بہتر بنانے میں مدد ملی۔ ایک آسان کلائنٹ آن بورڈنگ کی وجہ سے 82٪ کم اور درمیانے رسک اکاؤنٹس ایک ہی دن کھولے جاتے ہیں۔ HBL نے صارفین کو روایتی برانچ کاؤنٹر سروسز سے ڈیجیٹل چینلز میں منتقل کرنے کے لیے چینل مائیگریشن مہم کا بھی آغاز کیا، جس سے انہیں سہولت فراہم کی جا سکے جبکہ برانچوں میں بھیڑ کم ہو سکے۔

HBL کے کانٹیکٹ سینٹرز نے سال بھر میں 13.2 ملین انٹرایکشنز ہوئے اور 24x7 سروس فراہم کی۔ واٹس ایپ، فیس بک بوٹس اور دیگر سوشل میڈیا چینلز سمیت صارفین کے لیے متعدد نان وائس ٹچ پوائنٹس دستیاب کیئے گئے ہیں، جس سے مجموعی طور پر ماہانہ تقریباً 80 ہزار صارفین سے بات چیت کی سہولت فراہم کی گئی ہے۔ سیلف سروس مینو IVR35 خدمات پیش کرتا ہے جس کے ذریعے 2 ملین ٹرانزیکشنز انجام دی گئیں، جس میں فوری ڈیبٹ اور کریڈٹ کارڈ ایکٹیویشن / بلاکنگ اور کریڈٹ کارڈ کی ادائیگی جیسی اہم سرگرمیاں شامل ہیں۔ سال کے دوران IVR کا استعمال 48٪ سے بڑھ کر 54٪ ہو گیا۔ سال 2023ء میں بینک کو 450,274 شکایات موصول ہوئیں جنہیں اوسطاً 4 کاروباری دن کے اندر حل کیا گیا۔

2022ء میں HBL نے 2030ء تک AKDN کے نیٹ زیرو کے ہدف کو پورا کرنے کے عزم کا اعلان کیا اور ایک بین الاقوامی کنسلٹنٹ کے ساتھ اس پر عمل درآمد پر کام کر رہا ہے۔ 235 دفاتر میں سولر پینل نصب کیے گئے ہیں اور اس کے نتیجے میں سال کے دوران HBL کے کاربن فٹ پرنٹ میں 500 ملین ٹن سے زیادہ کمی واقع ہوئی ہے۔ 2024ء میں شمسی تبدیلی کے لیے مزید 80 برانچز کا ہدف مقرر کیا گیا ہے۔ بینک نے گرین آپریٹنگ پروٹوکول کو کامیابی سے نافذ کرنے کے بعد اپنے دو دفاتر کے لیے

WWF کا گرین آفس سرٹیفکیشن حاصل کیا۔ تین دفاتر کے انرجی آڈٹ مکمل ہوئے، جس کی بنیاد پر اخراج کم کرنے کے لیے متعدد اقدامات شروع کیے جا رہے ہیں۔ ان میں کھڑکیوں کی ڈبل گلیزنگ، چھت انسولیشن اور HVAC اور بڑی عمارتوں میں لائٹنگ کو معقول بنانا شامل ہے۔ اپنے آپریشنز کی پائیداری کو بہتر بنانے کے لیے، 3-bin ری سائیکلنگ شروع کی گئی ہے اور عملے اور دکانداروں کے ساتھ آگاہی سیشن منعقد کیے گئے ہیں۔

HBL برانڈ پاکستان کا مضبوط ترین مالیاتی خدمات فراہم کرنے والا برانڈ ہے۔ 2023ء جدید جذبے، ڈیجیٹل مہارت اور کسٹمرز کے ساتھ مستقل وابستگی کی علامت تھا۔ ان کاوشوں نے HBL کو پاکستان کے ابھرتے ہوئے نوجوانوں کے بینک کے طور پر اجاگر کیا۔ بینک سمجھتا ہے کہ یہ شعبہ ٹیکنالوجی سے واقف ہے اور اس لیے وہ انہیں رابطے میں رہنے کے لیے متعلقہ مصنوعات اور خدمات فراہم کرنے پر اپنی توجہ مرکوز کرتا ہے۔ بینک نے تقریباً 50 ملین فالوورز کے ساتھ ٹک ٹاک پلیٹ فارم کو اپنا کر پہلے سے ہی متاثر کن سوشل میڈیا موجودگی کو بڑھایا ہے۔ HBL اب تقریباً تمام سوشل میڈیا پلیٹ فارمز پر مالیاتی خدمات فراہم کرنے والا معروف ادارہ ہے۔

نوجوانوں کی طرف ہماری توجہ سرگرمیوں کا مجموعہ ہے، جسے مستقل انداز میں نافذ کیا جاتا ہے۔ سوشل میڈیا انفلوئنسرز کے ساتھ کام کرنا ایسی ہی ایک کوشش ہے۔ مشترکہ طور پر، ان کے مختلف پلیٹ فارمز پر 150 ملین سے زیادہ فالوورز ہیں۔ 2023ء میں HBL نے 130 سے زائد انفلوئنسرز کے ساتھ کام کیا جنہوں نے 180 سے زائد مواد تیار کیا اور برانڈ کے ساتھ ساتھ ہماری مصنوعات کے فروغ کے لیے بینک کے لیے 11 کیمپینز کیں۔ حال ہی میں، بینک نے ایک فٹ بال مقابلے کے ای گیمنگ ورژن کو اسپانسر کر کے 37 ملین سے زائد پاکستانیوں کا شوق ای-اسپورٹس میں بڑھایا ہے۔ اپنی Konnect ایپ کے تحت HBL نے بڑے سامعین سے جڑنے کے لیے ایک برانڈ اور پروڈکٹ پش دونوں لانچ کیے ہیں۔ ہم نے نوجوانوں پر مرکوز برانڈز کے ساتھ تخلیقی تعاون بھی شروع کیا ہے تاکہ نوجوانوں کے شعبے کے ساتھ اپنے روابط اور سمجھ کو گہرا کیا جا سکے۔

HBL کی صنعت کی معروف ٹک ٹاک کیمپین اور پاکستان کے سب سے بڑے کھیلوں کے پلیٹ فارم HBLPSL کے ساتھ اس کی جاری وابستگی اب اپنے 9ویں سال میں ہے، جو نوجوانوں تک رسائی کی کوششوں کو تیز کر رہی ہے۔ ٹک ٹاک نے HBLPSL8 کے لیے بینک کی کیمپین پر ایک کیس اسٹڈی کو ٹک ٹاک گلوبل کامیابی کی کہانی کے طور پر شائع کیا۔

کیمپین کے دوران 8.9 ملین ویڈیوز بنائی گئیں، جس سے پلیٹ فارم پر 8.7 بلین سے زیادہ ویوز پیدا ہوئے اور ناقابل یقین طور پر 97٪ پاکستانی ٹک ٹاک صارفین تک پہنچ گئے۔ HBLPSL9 کے لیے بینک نے پلٹ دو کھیل مہم کا آغاز کیا ہے۔ روایتی اور سوشل میڈیا دونوں پر یہ پیغام پاکستانیوں کو ملک کے مثبت پہلو کا جشن منانے، پاکستان کی حقیقی روح سمجھنے اور اسے دنیا کے سامنے پیش کرنے میں مدد دیتا ہے۔ ہر بار جب کوئی اپنے ارد گرد کچھ اچھا دیکھتا ہے تو وہ بھی اپنے فون پر ویڈیو ریکارڈ کر کے اور Palat-DoKhel# کا استعمال کرتے ہوئے اسے سوشل میڈیا پر شیئر کر کے انفلوئنسر بن سکتا ہے۔ ہم امید کرتے ہیں کہ یہ ان بہت سے مثبت اور کامیابیوں کا جشن بن جائے گا جو ہم میں سے ہر ایک اپنے ارد گرد ہر روز دیکھتا ہے اور لاکھوں پاکستانیوں میں خود اعتمادی پیدا کرے گا۔

HBL پاکستان کا پہلا بینک بن گیا ہے جس نے کلائنٹ کیئر 'X' (جسے پہلے ٹویٹر کے نام سے جانا جاتا تھا) ہینڈل "@HBLCare" لانچ کیا۔ کسٹمر کیئر ہینڈل نے HBL کے کارپوریٹ پروفائل (@HBLPak) سے شکایات کے حجم کا 38٪ موڑ دیا ہے اور صارفین کے خدشات کی فوری نگرانی اور حل دیتا ہے۔

ہیومن ریسورس

HBL کی کامیابی کا راز اپنے ایمپلائیز کے لیے، اپنی بنیادی اقدار میں سے لوگوں کی قدر پر مضبوطی سے قائم رہنے میں ہے۔ اس رہنما اصول کے تحت حالیہ برسوں میں عملے کے لیے متعدد اقدامات کیے گئے ہیں، جن کا مقصد HBL کے ملازمین اور ان کے اہل خانہ کی زندگیاں بھرپور بنانا ہے۔

Pay for Performance Culture کے ذریعے کارکردگی میں اضافے کی خواہش کے مطابق، بینک نے اپنے پرفارمنس مینجمنٹ سسٹم کو از سر نو تشکیل دیا۔ تمام ملازمین کے لیے گولز اسٹینڈرڈائزڈ کیٹگریز میں بینک کے گولز سے ہم آہنگ کیے گئے، تاکہ اپنے بامعنی ہونے کا بہتر احساس پیدا کیا جا سکے اور اس بات کی آگاہی پیدا کی جا سکے کہ ہر ملازم کی شراکت HBL کی مجموعی کامیابی پر کس طرح اثر انداز ہوتی ہے۔ قائدانہ صلاحیتوں میں اضافے اور ہماری اخلاقیات اور اقدار پر مبنی ثقافت کے عزم کے اعادے کے لیے 400 سینئر مینیجرز کے لیے 360 ڈگری فیڈبیک میکانزم بھی شروع کیا گیا۔ کارکردگی میں نظم و ضبط اور محتاط اور بغور جائزے سے ہم ملازمین کی ایک بڑی تعداد کی حوصلہ افزائی کر سکے۔

بینک کے تنوع، مساوات اور شمولیت (DEI) کے عزم کے ایک حصے کے طور پر، مختلف صنعتوں کے اداروں سے بہترین طریقے شیئر کیے گئے۔ "PowerHourand EmpoweringthroughInclusion" جیسے سیشنز نے مالیاتی اور غیر مالیاتی کمپنیوں کے رہنماؤں کو اکٹھا کرنے میں مدد کی، جس سے شرکاء کو مشترکہ چیلنجز اور حل شیئر کرنے میں مدد ملی۔ بینک نے چھوٹے بچوں والی خواتین کو لیگز کی مدد کے لیے ڈے کیئر الاؤنس بھی شروع کیا، جس سے انہیں ماں کی حیثیت سے گھر اور کیریئر میں توازن قائم کرنے میں مدد ملتی ہے۔ مختلف صلاحیتوں کے حامل افراد کی شمولیت اور انہیں مرکزی دھارے میں لانے کے عزم کو آگے بڑھانے کے لیے سال بھر باہمی

میل جول پر مبنی سرگرمیاں کی گئیں، جن میں اسکول کے بعد انٹرن شپ اور پاپ اپ اسٹالز تاکہ انہیں اپنی مصنوعات کی نمائش کا موقع ملے اور StaffSensitiza-tion کے سیشن شامل تھے۔ HBL کی DEI سے وابستگی کو مسلسل دوسرے سال GDEIB ایوارڈز میں سینٹر آف گلوبل انکلوژن کی جانب سے پاکستان میں سب سے زیادہ شمولیت والی تنظیم-2023 کے اعزاز سے نوازا گیا۔

اس سال کے دوران سیکھنے کی سرگرمیاں کارکردگی میں اضافے کے لیے دوبارہ ہنرمندی اور دوبارہ تعیناتی کے ذریعے ہیومن ریسورسز بہتر بنانے پر مرکوز تھیں۔ مسلسل سیکھنے اور ترقی کے کلچر کے فروغ کے لیے ایک ڈیجیٹل لرننگ پلیٹ فارم، NEXUSHBL کا آغاز کیا گیا۔ یہ پروگرام ڈیجیٹل اپ اسکلنگ میں سہولت کے لیے خصوصی تیار کردہ اور گہرائی تک سیکھنے کے مواقع فراہم کرتا ہے۔ جنرل منیجرز کے لیے 2022ء میں شروع کیا گیا لیڈرشپ ایکسی لنس کا سفر، 800 سے زائد درمیانے درجے کے رہنماؤں کی اگلی سطح تک لے جایا گیا۔ ملازمین کی ریگولیٹری ضروریات، عالمی بہترین طریقوں اور ملازمت پر مبنی مہارتوں سے باخبر رہنے میں مدد کے لیے 500،000 سے زیادہ افرادی گھنٹوں کی تربیت فراہم کی گئی۔ 2023ء میں HBL پاکستان کا پہلا ادارہ بن گیا جس نے SAFe®-ScaledAgileFramework نافذ کیا۔ یہ کام کرنے کا طریقہ کار اصولوں اور اقدار کا ایک مجموعہ ہے جو کسٹمر پر مرکوز موثر، تیز اور جدید حل پیش کرنے میں ہماری مدد کرے گا۔

اثاثوں کی تعمیر اور اپنے گھروں کی ملکیت میں جونیئر اسٹاف کی حوصلہ افزائی اور مدد کے لیے، زیادہ حد اور کم مارک اپ شرحوں کے ساتھ ہاؤس لون کی سہولیات میں اضافہ کیا گیا۔ پائیداری کے ضمن میں بینک کی قیادت کے مدِ نظر، عملے کے لیے سولر فنانسنگ کی سہولت بھی متعارف کروائی گئی۔

رسک مینجمنٹ فریم ورک

HBL ایک مضبوط انٹرنل گورننس اور رسک مینجمنٹ ٹولز اور پروسیسز کے ذریعے بڑے اور ابھرتے ہوئے خطرات کی نشاندہی، تجزیہ اور کمی کا انتظام کرتا ہے۔ بورڈ آف ڈائریکٹرز سخت نگرانی اور بورڈ رسک مینجمنٹ کمیٹی (BRMC) مسلسل بنیادوں پر بینک کے رسک پروفائل کی مانیٹرنگ اور تجزیہ کرتی ہے۔ سینئر مینجمنٹ لیول پر، مختلف رسک کمیٹیاں نگرانی اور عملدرآمد کی ذمہ دار ہیں، جس میں روزانہ کی رسک مینجمنٹ سرگرمیاں مختلف لیول پر مقرر کی جاتی ہیں۔

بینک کے خطرے کی نشاندہی اور اثرات کے تجزیے کے طریقہ کار کا مقصد یقینی بنانا ہے کہ ہم اپنے مالی نتائج، طویل المیعاد اسٹریٹجک گولز اور ساکھ پر ان خطرات کے اثرات کم کریں۔ HBL کے رسک ٹیکسونومی میں ظاہر ہونے والے کلیدی خطرات میں کریڈٹ رسک، مارکیٹ اور لیکویڈیٹی رسک، ساکھ کا خطرہ اور آپریشنل رسک شامل ہیں۔

معاشی حالات چیلنجنگ رہنے کی وجہ سے تناؤ کی جانچ اور کمزور طبقوں کی نشاندہی کے لیے پورٹ فولیو کے بار بار جائزے سے بینک کے کریڈٹ پورٹ فولیو کی مضبوطی اور لچک یقینی بنانے میں مدد ملی۔ اسی طرح، غیر مستحکم عالمی معاشی اور سیاسی ماحول کے پیش نظر، ملک کو لاحق خطرات کا مستعدی سے بندوبست کیا گیا۔ پورٹ فولیو مانیٹرنگ میں اضافے اور خطرات کی ابتدائی شناخت کے لیے ٹولز کے استعمال پر مسلسل توجہ مرکوز رکھی گئی۔ کریڈٹ اسکور کارڈز صارفین اور SME سیگمنٹ میں ماہرین کے فیصلے سے اپ گریڈ کرکے اسٹیٹس ٹیکل ماڈل بنا دیے گئے۔

HBL مسلسل بدلتے ہوئے بیرونی ماحول میں اپنے لوگوں کو ٹولز اور مہارت فراہم کرکے ان کی معاونت جاری رکھے ہوئے ہے۔ HBL کریڈٹ اسکول، ایک جامع ماڈیولر تربیتی پروگرام، ایک مستقل کریڈٹ رسک اسیسمنٹ ذہنیت کو فروغ دینے میں اہم کردار ادا کرتا ہے جو آئندہ خطرات کے محرکین پر نظر رکھنے میں اہم ہے، اور اس طرح صرف تاریخی اعداد و شمار پر مبنی ردعمل کے بجائے ایک مؤثر نقطہ نظر اپنانے میں مدد کرتا ہے۔ یہ پروگرام مکمل طور پر بینک کے سینئر ریسورسز نے تیار کیا ہے۔

مارکیٹ اور لیکویڈیٹی رسک کمیٹی اور ALCO ماہانہ بنیادوں پر مارکیٹ اور لیکویڈیٹی رسک انڈیکیٹرز کا جائزہ لیتے ہیں۔ اس بات کو یقینی بنانے کے لیے ایک جامع ڈھانچہ موجود ہے کہ بینک مارکیٹ کے خطرے کی برداشت کے اندر رہے۔ آپریشنل رسک مینجمنٹ سال کے دوران توجہ کا مرکز رہا۔ آپریشنل رسک مینجمنٹ کو منظم اور مستقل انداز میں چلانے کے لیے پالیسیاں اور طریقہ کار وضع کیے گئے۔ انٹیگریٹڈ رسک اینڈ کنٹرول ریپوزیٹری (IRCR)، کی رسک انڈیکیٹرز اور آپریشنل لاس ڈیٹا مینجمنٹ جیسے اہم ٹولز آپریشنل رسک کے امکانات اور واقعات کی شدت کا اندازہ لگانے کے لیے استعمال کیے جاتے ہیں۔ بینک کے آپریشنل رسک پروفائل اور دھوکہ دہی کے خطرے کی تجزیے پر باقاعدگی سے سینئر مینجمنٹ فورمز اور BRMC میں تبادلہ خیال ہوتا ہے۔

رسک مینجمنٹ فنکشنز میں انٹرپرائز رسک مینجمنٹ فریم ورک (ERMF) کے ذریعہ بہتری لائی گئی ہے۔ بینک کے تمام فنکشنز پر لاگو ہونے والا یہ ادارہ رسک مینجمنٹ کے اصولوں کا خاکہ پیش کرتا ہے اور گورننس کے ڈھانچے، معیارات، مقاصد اور مختلف فنکشنز کی بنیادی ذمہ داریوں کا تعین کرتا ہے۔ IRCR بینک کے ہر شعبے کا احاطہ کرتا ہے اور ایک جامع انداز میں تمام خطرات اور مسائل کی نشاندہی اور تجزیے میں مدد کرتا ہے، جس سے ان کی مناسب نگرانی اور خطرات میں کمی یقینی ہو جاتی ہے۔ اس سال اہم خطرے کی نگرانی اور کمی کے لیے ایک ریپوٹیشنل رسک مینجمنٹ فریم ورک بھی تیار کیا گیا ہے۔

بینک اقدار پر مبنی ثقافت کا فروغ جاری رکھے ہوئے ہے۔ اس کے مطابق، معروف طریقوں کی تعمیل کے لیے، ایتھکس اینڈ کنڈکٹ ٹیم کمپلائنس فنکشن میں شامل کر دی گئی ہے۔ اقدار پر مبنی طرز عمل کو مزید مربوط کرنے کے لیے، بینک اپنے طرز عمل اور ثقافت کے فریم ورک کو توسیع دے رہا ہے۔

بورڈ کمپلائنس اینڈ کنڈکٹ کمیٹی (BCNCC) تعمیل اور طرز عمل کے فریم ورک کے نفاذ کی نگرانی میں بورڈ کی معاونت کرتی ہے اور بینک بھر میں کمپلائنس کے پروگرام کے نفاذ کی نگرانی کرتی ہے۔ BCNCC اخلاقیات اور طرز عمل سے متعلق معاملات کی نگرانی کرتی ہے جس میں وسل بلوئنگ کی شکایات بھی شامل ہیں۔ HBL کے وسل بلوئنگ پروگرام کا مقصد بینک کی سالمیت اور ساکھ کا تحفظ ہے۔ اس کا مقصد دھوکہ دہی، بدعنوانی، ہراسانی اور بینک کے ضابطہ اخلاق کی دیگر خلاف ورزیوں کے مشتبہ کیسز کی اطلاع دینے میں ملازمین کے احساسِ ذمہ داری میں اضافہ کرنا ہے۔ کسی بھی متعلقہ تحقیقات کی نگرانی بورڈ آڈٹ کمیٹی (BAC) کرتی ہے جبکہ انضباطی کارروائیوں کا جائزہ بورڈ ہیومن ریسورس اینڈ ریمونریشن کمیٹی (BHRRC) لیتی ہے۔ صدر کی سربراہی میں کمپلائنس کمیٹی آف مینجمنٹ انتظامی سطح پر تعمیل اور طرز عمل سے متعلق امور کی نگرانی اور جائزہ لیتی ہے۔

کمپلائنس فنکشن ادارے بھر میں تعمیل کا ماحول مضبوط بنانے اور بینک کو فنانشل کرائم کمپلائنس مینجمنٹ سمیت قابل اطلاق قوانین اور ضوابط کی تعمیل کے قابل بنا کر کمپلائنس رسک کا بندوبست جاری رکھے ہوئے ہے۔ HBL نے ریگولیٹری کنٹرولز کے مناسب ڈیزائن اور انتظامی اثرات قابلِ عمل بنانے کے لیے ایک مضبوط ریگولیٹری رسک مینجمنٹ فریم ورک نافذ کیا ہے۔ اس کے مطابق، سال کے دوران بینک کے کمپلائنس رسک پروفائل کا ڈیزائن لیول جائزہ مکمل کیا گیا۔

ادارے میں وسیع پیمانے پر کمپلائنس کنٹرولز کو معیاری اور خودکار بنانے پر توجہ کے ساتھ، بینک متعدد پروسیسز کے لیے BOTs کے کامیاب نفاذ کے ساتھ صنعت کی پہلی ڈیجیٹل ورک فورس قائم کر کے پاکستان بینکنگ انڈسٹری میں جدت کے ایجنڈا میں آگے بڑھ رہا ہے۔ HBL کی انٹرنیشنل برانچز سے گلوبل انسورسنگ کے لیے پاکستان میں کمپلائنس سینٹر آف ایکسی لنس ٹرانزیکشن مانیٹرنگ اور الرٹ ڈسپوزیشن میں معاونت فراہم کرتا ہے جو ایک اور تاریخی اقدام ہے۔ 2023ء میں HBL کے ٹرانزیکشن مانیٹرنگ اور سینکشن اسکریننگ سسٹم نے کامیابی سے ایک بین الاقوامی بینچ مارکنگ اور توثیقی جائزہ مکمل کیا جس سے ظاہر ہوتا ہے کہ سسٹم معروف بین الاقوامی معیارات کے مطابق بنیادی خطرات کی موثر نگرانی اور انتظام کے لیے مضبوطی سے کام کر رہا ہے۔ اس شعبے میں بینک کی مستقل سرمایہ کاری پائیدار کنٹرول اور مسلسل اضافے کے لیے اس کے عزم کا ثبوت ہے۔

اپنے صارفین اور ان کے ڈیٹا کو سائبر حملوں اور ڈیٹا کی خلاف ورزیوں سے محفوظ رکھنا HBL کی ترجیح ہے۔ بینک کا انفارمیشن سیکیورٹی فنکشن HBL کے ڈیٹا ایسیٹس کو سائبر سیکیورٹی رسک کے موثر انتظام کے ذریعے اندرونی اور بیرونی خطرات سے محفوظ رکھنے میں اہم کردار ادا کرتا ہے۔ بینک کا 24x7 سیکیورٹی آپریشنز سینٹر باقاعدگی سے نگرانی کے ذریعے مضبوط سیکیورٹی پوزیشن میں اپنا کردار ادا کر رہا ہے، جس میں سراغ لگانے اور روک تھام کے متعدد میکانزم کی مدد حاصل ہے۔

ملازمین کو انفارمیشن سیکیورٹی سے متعلق امور پر تربیت اور رہنمائی فراہم کرنے کے لیے سال بھر انفارمیشن سیکیورٹی آگاہی مہمات کا انعقاد کیا جاتا ہے۔ ان کو متعدد ڈیلیوری چینلز کا استعمال کرتے ہوئے صارفین کے لیے مخصوص آگاہی مہمات کے ذریعہ پورا کیا جاتا ہے۔ بینک SWIFT کسٹمر سیکیورٹی پروگرام کے ساتھ ساتھ ISO 27001 کی تعمیل کر رہی ہے۔ بینک آٹومیشن اور جدید ٹیکنالوجیز کے استعمال کے ذریعے اپنے سائبر دفاع کو مضبوط بنانے کے لیے پرعزم ہے، جبکہ جدید سیکیورٹی خطرات تیزی سے کم کرنے کے لیے پرعزم ہے۔ یہ حفاظتی اقدامات HBL کی اپنے صارفین کا تحفظ اور ذہنی سکون یقینی بناتے ہوئے جدید ڈیجیٹل حل پیش کرنے میں معاونت کرتے ہیں۔

کارپوریٹ سماجی ذمہ داری

کارپوریٹ سماجی ذمہ داری سے HBL کی وابستگی اس کے وسیع تر رفاحی کاموں سے جھلکتی ہے، جو کمیونٹی کے احسانات چکانے کے گہرے احساس پر مبنی ہے۔ اس کا تعاون صحت، تعلیم اور سماجی فلاحی شعبوں کے لیے ہے۔ 2022ء کے سیلاب کے بعد، بینک نے متاثرہ افراد کی بحالی میں اہم کردار ادا کیا، 2 گاؤں میں سے ہر ایک میں 100 پہلے سے تیار شدہ مکانات فراہم کرنے کے لیے 264 ملین روپے کا عطیہ دیا، جو قدرتی آفات سے نمٹنے میں ایک اہم پیش رفت ہے۔ HBL کی صحت عامہ اور فلاح و بہبود سے وابستگی کو نیشنل انسٹی ٹیوٹ آف چائلڈ ہیلتھ ٹرسٹ اور ٹاسکین ہیلتھ انیشی ایٹو میں اپنی شراکت کے ذریعے اجاگر کیا گیا ہے۔ شمولیت کے اقدامات کے ایک حصے کے طور پر، پاکستان اسپیشل اولمپکس میں شراکت مختلف صلاحیتوں کے حامل کھلاڑیوں کو بااختیار بنانے کے لیے بینک کے عزم کی عکاسی کرتی ہے۔ تعلیمی شعبے میں HBL نے پروگریسو ایجوکیشن نیٹ ورک کو 10 لاکھ روپے کا عطیہ دیا جو تعلیمی ترقی کے فروغ کے لیے بینک کے عزم کو ظاہر کرتا ہے۔ HBL کی انٹرنیشنل برانچز نے بھی بحران میں مدد کے لیے قدم بڑھایا اور ترکی میں، بینک نے 2023ء کے زلزلے کے تناظر میں بحالی کی کوششوں میں مصروف مختلف تنظیموں کے ساتھ تعاون کیا۔

HBL فاؤنڈیشن (HBLF) نے پاکستان کے سماجی و اقتصادی تانے بانے کو مضبوط کیا ہے اور 2023ء میں ہیلتھ کیئر کے لیے تقریباً 400 ملین روپے، تعلیم کے لیے 100 ملین روپے اور کمیونٹی کی ترقی کے لیے 20 ملین روپے خرچ کیے ہیں۔ یہ فنڈز ہیلتھ کیئر سروسز، تعلیمی تجربات بہتر بنانے، ثقافتی ورثے کے تحفظ اور پاکستان بھر میں کمیونٹی

کی فلاح و بہبود کی بہتری میں اہم کردار ادا کرتے ہیں۔

ہیلتھ کیئر میں، فاؤنڈیشن نے کینسر کے علاج کی جدید سہولیات، بچوں کی ہنگامی دیکھ بھال، موبائل ہیلتھ کیئر یونٹس اور ہیلتھ کیئر کے کئی دیگر جامع اقدامات کے لیے فنڈز عطیہ کیے۔ مدد کا یہ متنوع سلسلہ HBL کی ملک میں ہیلتھ کیئر کی ضروریات کی مختلف پہلوؤں پر مبنی نوعیت کی سمجھ کو ظاہر کرتا ہے۔ HBL تعلیم کی تبدیلی کی طاقت پر یقین رکھتا ہے اور فاؤنڈیشن کے ذریعے معروف یونیورسٹیوں میں طالبات کے لیے متعدد وظائف، ڈیجیٹل لٹریسی میں اضافے اور بصارت سے محروم طالب علموں کو بااختیار بنانے سمیت خصوصی ضروریات کے لیے تعلیم کی معاونت کرتا ہے۔

HBL فاؤنڈیشن نے غذائی تحفظ کی بہتری اور پسماندہ علاقوں میں معیار زندگی بہتر بنانے کے لیے موثر کمیونٹی ڈویلپمنٹ کی کوششیں کیں، جو سماجی بہبود کے لیے HBL کے مجموعی کاوشوں کی عکاسی کرتی ہیں۔ HBLF نے لیونگ ماسٹرز پروجیکٹ کی معاونت کی، جو پاکستان کے بھرپور ثقافتی ورثے کے تحفظ اور اس عزم کا اظہار ہے کہ اس کی کلاسیکی موسیقی کی فنی وراثت آنے والی نسلوں کے لیے محفوظ رہے۔

HBL کا ایمپلائز والنٹیئرنگ پروگرام اپنے ملازمین کے ذریعے پائیدار سماجی اثرات کے لیے بینک کے عزم کی عکاسی کرتا ہے۔ 1,600 سے زیادہ رضاکارانہ گھنٹوں کے ساتھ، پروگرام نے ادارے میں سماجی خدمت اور کارپوریٹ ذمہ داری کی ایک مضبوط ثقافت کو فروغ دیا ہے۔ رضاکارانہ سرگرمیوں میں شجرکاری اور صفائی مہم سے لے کر پسماندہ برادریوں کی مدد، ان کمیونٹیز کے ساتھ ان کے باہمی تعلق کا مظاہرہ اور سماجی ذمہ داریوں کا احساس رکھنے والے کارپوریٹ ادارے کے طور پر HBL کی حیثیت کو مستحکم کرتا ہے۔

کریڈٹ ریٹنگ

جون 2023ء میں، بینک کی کریڈٹ ریٹنگ کی دوبارہ تصدیق VIS کریڈٹ ریٹنگ کمپنی لمیٹڈ کے ذریعے بالترتیب طویل المیعاد اور قلیل المیعاد کے لیے AAA/A-1+ ہوئی۔ حال ہی میں دونوں اضافی Tier1 سرمائے کے طور پر جاری کردہ TFCs کی ریٹنگ کی بھی AA+ کے طور پر دوبارہ تصدیق کی گئی۔ تمام ریٹنگ میں منظر نامہ مستحکم ہے۔ یہ ریٹنگ ملک کے سب سے بڑے کمرشل بینک کی حیثیت سے HBL کے مقام کی توثیق کرتی ہے اور اس کی مستحکم تنظیمی اہمیت اور انتظامی تنوع کی عکاس ہے۔ ریٹنگ کی حمایت میں VIS نے HBL کے نمایاں لیکوئڈ ذخائر کے ساتھ ڈومیسٹک لینڈنگ میں اس کی مستقل مستحکم کارکردگی اور سازگار ایسیٹ کوالٹی برقرار رکھنے کی بھی نشان دہی کی۔ Moody's نے ریٹنگ منفی سے مستحکم منظر نامے کے ساتھ کم کر کے Caa1 سے Caa3 کی ہے۔ جو HBL سمیت ملک کے تمام بڑے بینکوں کے لیے اس اقدام کی عکاسی کرتا ہے۔

مستقبل کا منظر نامہ

مالی سال 23ء کے اختتام پر پاکستان نے ادائیگیوں کے توازن کے بحران کو بالائے طاق رکھ دیا۔ چونکہ پچھلے EFF کو بنیادی طور پر ختم کر دیا گیا تھا، لہٰذا حکومت 9 ماہ کا SBA حاصل کرنے میں کامیاب رہی جس نے اس وقت ڈوبتے کو تنکے کا سہارا دے دیا۔ مارچ میں SBA ختم ہو جائے گا اور ملک کی روبصحت لیکن اب بھی نازک مالی صورتحال، جس میں FX کے ذخائر 2 ماہ سے بھی کم درآمدات پر ہیں، جنہیں IMF کی چھتری سے باہر منظم نہیں کیا جا سکتا ہے۔ اس وقت SBA کے دوسرے جائزے کی شرائط بڑی حد تک پوری کر دی گئی ہیں اور IMF کے پیغامات مثبت نظر آ رہے ہیں۔ تاہم، ایک طویل المیعاد EFF پروگرام پر مارچ تک بات چیت کرنا ہو گی جو بقا کے لیے ضروری ہے۔ فروری کے اوائل میں قومی انتخابات کسی حد تک کامیابی کے ساتھ مکمل ہونے کے باوجود، تحریر کے وقت، ایک نئی حکومت، اور سب سے اہم، ایک نئے وزیر خزانہ کا اعلان ہونا ابھی باقی ہے۔ لہٰذا EFF کو محفوظ بنانے میں آنے والی حکومت پہلے سے ہی مصروف ہو گی۔

نگران حکومت کی جانب سے کی جانے والی ڈھانچہ جاتی اصلاحات سے ہماری حوصلہ افزائی ہوئی ہے – جیسے غیر قانونی سرمائے کی منتقلی روکنے کا فیصلہ، اور SOE نجکاری پر پیش رفت۔ قوی امید یہ ہے کہ تمام سیاسی جماعتیں اس سلسلے کو جاری رکھنے اور IMF کے نئے پروگرام پر دستخط کرنے کے لیے بھرپور انداز سے تیار ہوں گی اور حالیہ برسوں میں پاپولسٹ رویہ – جو معیشت کے لیے بہت نقصان دہ رہا ہے – غیر فعال رہے گا۔ لہٰذا بحالی کا ایک مستحکم راستہ ممکن ہے اور مالی سال 24ء کے لیے شرح نمو 2.5 سے 3.0٪ کے درمیان رہے گی۔ تاہم، پائیدار اور زیادہ جامع معاشی ترقی کے حصول کے لیے حکومت کو توانائی کے شعبے میں اصلاحات کے نفاذ کو ترجیح دینے، خسارے میں چلنے والے سرکاری اداروں کی گورننس بنیادی طور پر بہتر بنانے کے لیے نجکاری اور ٹیکس بیس وسیع کرنے کی ضرورت ہے۔ یہ آخری کام اس لیے ضروری اور سب سے اہم ہے تاکہ یقینی بنایا جائے کہ ان کے پاس دیرینہ سماجی اور معاشی ترقی کے لیے فنڈز ہوں۔

افراطِ زر میں اضافہ آبادی کی اکثریت کو درپیش واحد سب سے بڑا معاشی مسئلہ رہا ہے۔ ہم توقع کرتے ہیں کہ اسٹیٹ بینک قیمتوں میں اضافہ کم کرنے کے لیے مثبت حقیقی شرح سود (بنیادی افراط زر پر) برقرار رکھے گا۔ FX ریٹ کا منظر نامہ بے ضرر ہے، اور عالمی اجناس اور دیگر قیمتوں میں نرمی آنا شروع ہو گئی ہے، ہم توقع کرتے ہیں کہ سال کے دوران افراط زر میں مسلسل کمی آئے گی، جس کے ساتھ پالیسی ریٹ میں بتدریج نرمی ہو گی۔ تاہم، اس بار جیوپولیٹیکل عوامل کی وجہ سے بڑھتے ہوئے خطرات

موجود ہیں- مشرق وسطی کی صورتحال کی بگڑتی ہوئی صورتحال اور یوکرین میں ایک بے مقصد تعطل عالمی قیمتوں اور شپنگ کے اخراجات پر اثر انداز ہو رہا ہے اور یہ وقتی ہے کہ یہ ہماری جیسی درآمد پر منحصر معیشتوں کو متاثر کریں۔

2024ء میں بین الاقوامی منظر نامہ زیادہ مددگار ثابت ہو سکتا ہے، کیونکہ G-20 افراط زر کم ہو رہا ہے، سال کے آخر میں عالمی شرح سود میں کمی کی پیش گوئی کی گئی ہے، اور جی ڈی پی کی نمو میں نرمی آئے گی، اس طرح ابھرتی ہوئی اور فرنٹیئر مارکیٹوں میں زیادہ رسک کیپٹل جاری ہو گا۔ اس سے پاکستان اور دنیا بھر میں سرمائے کے بہاؤ میں مدد ملے گی، جس سے HBL کی مقامی اور بین الاقوامی فرنچائزز کو فائدہ ہو گا۔ مارچ میں EFF کے متوقع آغاز پر، ہم توقع کرتے ہیں کہ GCC کے ادارے مارکیٹ میں دوبارہ داخل ہوں گے، اگرچہ آہستہ آہستہ، اس طرح ملک کے بیرونی شعبے کو آہستہ آہستہ بحال کرنے میں مدد ملے گی۔

ماضی قریب میں سب سے مشکل سالوں میں سے ایک میں، HBL نے ایک اور ریکارڈ سال فراہم کرتے ہوئے مشکلات کا مقابلہ کیا ہے۔ مضبوط ڈومیسٹک فرنچائز کے عمدہ نتائج کو بین الاقوامی کاروبار کی طرف سے ٹھوس شراکت کے ساتھ پورا کیا گیا ہے۔ ہمارے آپریشنز کے زیادہ تر شعبوں میں قائدانہ مقام حاصل کیا گیا ہے یا مزید توسیع کی گئی ہے۔ ہمارا انویسٹمنٹ بینکنگ بزنس اہم ہے، جو ایوارڈز لیتا جا رہا ہے، جبکہ ٹرانزیکشن بینکنگ کو اس کے صارفین کی طرف سے سراہا جاتا ہے جنہوں نے سال بہ سال، ہمیں بہترین سروس فراہم کنندہ کے طور پر ووٹ دیا ہے۔ حقیقت یہ ہے کہ یہ کلائنٹ کی رائے پر مبنی ہیں جو انہیں اور بھی بامعنی بناتے ہیں۔ ہم ان نتائج کو اپنے کلائنٹ کے نام کرتے ہیں، جن میں سے بہت سے نسلوں سے ہمارے ساتھ بینکنگ کر رہے ہیں اور جو ہمارے تمام کاموں کا مرکز ہیں۔

HBL نے کئی سالوں میں مستقل عزم کے ساتھ پاکستان میں زرعی فنانسنگ کو تبدیل کیا ہے۔ ہمارے ترقیاتی مالیاتی اقدام نے پہلے ہی کسانوں کی زندگیوں پر ڈرامائی مثبت اثرات مرتب کیے ہیں اور HBL زرعی پاکستان میں ایک بالکل نئے زرعی پیراڈائم کا آغاز کرے گا۔ پاکستان کے بہترین زرعی بینک کے طور پر ہمارا پانچ مرتبہ تسلیم کیا جانا اس شعبے میں ہمارے اقدامات کا ثبوت ہے کیونکہ ہمیں ریگولیٹرز، صارفین اور صنعت کی جانب سے تبدیلی لانے والی قیادت کے طور پر تسلیم کیا گیا ہے۔

HBL میں ہمارے کاروبار کے ہر پہلو کی ڈیجیٹلائزیشن میں اضافہ طرزِ زندگی بن گیا ہے- موبائل ایپ کے ذریعے پیپر لیس کنزیومر فنانسنگ سے لے کر کسانوں کی ریموٹ ڈیجیٹل آن بورڈنگ، مائیکرو فنانس صارفین کے لیے ای والٹ اور ای اسپورٹس میں ہمارے تازہ ترین منصوبے تک۔ اس سال، ہم نے ایک بار پھر پاکستان کی مالیاتی خدمات کے منظر نامے کو تشکیل دینے کے لیے ٹریل بلیزنگ مصنوعات متعارف کروائی ہیں- ڈیجیٹل انوائسنگ، ایک اردو موبائل ایپ، بصارت سے محروم افراد کے لیے ٹاک بیک۔ HBL نے خود کو ڈیجیٹل بینکاری کی جگہ کے ہر پہلو میں ایک اہم کھلاڑی کے طور پر منوایا ہے، جس سے صارفین کے استعمال میں تیزی آئی ہے۔ P@SHA کے ساتھ اس کی شراکت داری پاکستان کے نمایاں لیکن کم شہرت یافتہ شعبوں میں سے ایک کو ظاہر کرنے کا ایک موقع فراہم کرتی ہے، اس طرح HBL کے پاکستان کی کامیابی اور ترقی میں اپنا کردار ادا کرنے کا مقصد پورا کرتا ہے۔ HBL موبائل سے لے کر Konnect تک، QR سے HBLPay تک، بینک اپنے صارفین کے لیے تخلیقی، اپنی نوعیت کا پہلا حل پیش کرنے میں آگے ہے اور بینکنگ لائسنس کے ساتھ ٹیکنالوجی کمپنی کی حیثیت سے اپنی پوزیشن کو مستحکم کرتا ہے۔ HBL کے ڈیجیٹل ایوارڈز، ایشیا منی کے بہترین بینک برائے ڈیجیٹل سلوشنز سے لے کر CFA سوسائٹی کے بہترین ڈیجیٹل سروسز ایوارڈز تک، ہماری پیشرفت کی آزادانہ بیرونی توثیق فراہم کرتے ہیں۔

ہم جو کچھ بھی کرتے ہیں اس کے تمام پہلوؤں میں ایک لفظ- پائیداری- ہوتا ہے۔ اس سال ہم نے اپنی دوسری سسٹینیبلٹی رپورٹ جاری کی، جسے اسٹیک ہولڈرز کی ایک بڑی تعداد نے وسیع پیمانے پر سراہا۔ HBL نے ملکی مدد کے لیے ہر شعبے میں قدم رکھا ہے اور رکھتا رہے گا۔ ہم پبلک پرائیویٹ پارٹنرشپ ماڈل کے تحت حکومت کی مدد کرتے ہوئے معیشت کے تمام شعبوں میں فکری قیادت فراہم کرنے کا جنون رکھتے ہیں۔ ہم HBLPSL کے لیے اپنی سپورٹ کے لیے پرجوش ہیں- ایک ایسا ایونٹ جس نے بلاشبہ پاکستان کو عالمی کرکٹ کے نقشے پر واپس لانے میں مدد کی ہے اور لاکھوں پاکستانیوں کو خوش کیا ہے۔ پاکستان اور دنیا بھر میں۔ #PalatDoKhel کے ذریعے ہم امید کرتے ہیں کہ پاکستانیوں کا پاکستان پر فخر بحال ہو گا اور ان کی حوصلہ افزائی ہو گی کہ وہ ان بے شمار مثبت پہلوؤں کو ظاہر کریں جو ہم ہر روز دیکھتے ہیں۔ گرین انویسٹمنٹ اصولوں کے بانی رکن اور CASI کے حالیہ رکن کی حیثیت سے، ہم دنیا کے سب سے اہم مسئلے- آب و ہوا کی تبدیلی سے نمٹنے کے عزم پر زور دیتے ہیں۔ ہم HBL نساء کے ذریعے خواتین کی شمولیت اور صنفی تنوع کے اہداف سمیت تمام پہلوؤں میں مالی شمولیت پر مسلسل توجہ مرکوز کیے ہوئے ہیں۔ کنیکٹ اور مائیکرو فنانس کے ذریعے پسماندہ افراد کو شامل کرنا؛ ہمارے ٹچ پوائنٹس پر مخصوص بھرتیوں اور سہولیات کے ذریعے مختلف صلاحیتوں کے حامل افراد کو شامل کرنا؛ اور پاکستان اور پاکستانیوں کے روشن مستقبل کو یقینی بنانے کے لیے ہماری معروف سوشل میڈیا موجودگی کے ذریعے نوجوانوں کو شامل کرنا۔ ہم ایک بار پھر پاکستان میں سب سے زیادہ شمولیت والے ادارے کے طور پر نامزد ہونے پر فخر محسوس کرتے ہیں۔

منافع منقسمہ

بورڈ نے سال مختتمہ 31 دسمبر 2023ء کے لیے 4.00 روپے فی حصص (شیئر) کے حتمی نقد منافع منقسمہ کی تجویز دی، جس سے سال کا مجموعی نقد منافع منقسمہ 9.75 روپے فی حصص (شیئر) تک پہنچ گیا۔ اس سے قبل بورڈ مجموعی طور پر 5.75 روپے فی حصص کے عبوری منافع منقسمہ کا اعلان اور ادائیگی کر چکا تھا۔

بورڈ کے اجلاس

	بورڈ اجلاس	
	دورانِ مدت منعقدہ اجلاس	حاضری
محترم سلطان علی الانہ	8	8
محترم خلیل احمد	8	8
محترم شفیق دھرمشی	8	7
محترم معیز احمد جمال	8	8
محترمہ صبا کمال	8	8
محترم سلیم رضا	8	8
ڈاکٹر نجیب سمیع	8	8
محترم محمد اورنگزیب	8	8

بورڈ کمیٹیوں کے اجلاس

	بورڈ آڈٹ کمیٹی		بورڈ رِسک مینجمنٹ کمیٹی		بورڈ ہیومن ریسورس اینڈ ریمونریشن کمیٹی		بورڈ کمپلائنس اینڈ کنڈکٹ کمیٹی	
	دورانِ مدت منعقدہ اجلاس	حاضری	دورانِ مدت منعقدہ اجلاس	حاضری	دورانِ مدت منعقدہ اجلاس	حاضری	دورانِ مدت منعقدہ اجلاس	حاضری
محترم سلطان علی الانہ	N/A	N/A	N/A	N/A	4	4	N/A	N/A
محترم خلیل احمد	6	6	N/A	N/A	4	4	6	6
محترم شفیق دھرمشی	N/A	N/A	6	6	4	4	6	6
محترم معیز احمد جمال	6	6	N/A	N/A	N/A	N/A	6	6
محترمہ صبا کمال	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
محترم سلیم رضا	N/A	N/A	6	6	N/A	N/A	N/A	N/A
ڈاکٹر نجیب سمیع	6	6	N/A	N/A	4	4	N/A	N/A
محترم محمد اورنگزیب	N/A	N/A	6	6	N/A	N/A	N/A	N/A

	بورڈ ڈویلپمنٹ فنانس کمیٹی		بورڈ نامینیشن اینڈ ریمونریشن کمیٹی		بورڈ IT کمیٹی		بورڈ اسٹریٹیجی اِن پُٹ اینڈ مانیٹرنگ کمیٹی	
	دورانِ مدت منعقدہ اجلاس	حاضری	دورانِ مدت منعقدہ اجلاس	حاضری	دورانِ مدت منعقدہ اجلاس	حاضری	دورانِ مدت منعقدہ اجلاس	حاضری
محترم سلطان علی الانہ	N/A	N/A	N/A	N/A	N/A	N/A	5	5
محترم خلیل احمد	4	4	N/A	N/A	N/A	N/A	N/A	N/A
محترم شفیق دھرمشی	N/A	N/A	2	2	N/A	N/A	N/A	N/A
محترم معیز احمد جمال	N/A	N/A	2	2	4	4	5	5
محترمہ صبا کمال	4	4	N/A	N/A	4	4	5	5
محترم سلیم رضا	4	4	2	2	4	4	N/A	N/A
ڈاکٹر نجیب سمیع	N/A	N/A	2	2	N/A	N/A	5	5
محترم محمد اورنگزیب	4	4	N/A	N/A	N/A	N/A	5	5

شریعہ بورڈ کے اجلاس

	شریعہ بورڈ اجلاس	
	دورانِ مدت منعقدہ اجلاس	حاضری
ڈاکٹر محمد زبیر عثمانی (چیئرمین)	4	4
ڈاکٹر اعجاز احمد صمدانی (رکن)	4	4
مفتی محمد یحییٰ عاصم (ریزیڈنٹ شریعہ بورڈ رکن)	4	4

آڈیٹرز

موجودہ آڈیٹرز، میسرز KPMG تاثیر ہادی اینڈ کمپنی، چارٹرڈ اکاؤنٹنٹس، ریٹائر ہو رہے ہیں اور دوبارہ تقرری کے اہل ہونے کے ناتے اُنھوں نے سالانہ اجلاسِ عام کے موقع پر اپنی دوبارہ تقرری کی پیشکش کی ہے۔ چنانچہ بورڈ آف ڈائریکٹرز نے، بورڈ آڈٹ کمیٹی کی تجویز پر، میسرز کے پی ایم جی تاثیر ہادی اینڈ کو، چارٹرڈ اکاؤنٹنٹس کے 46.680 ملین روپے کی فیس پر مالی سال 2024ء کے لیے بینک کے آڈیٹرز کے طور پر انتخاب کی سفارش کی ہے، جبکہ دیگر اخراجات اور ٹیکس حقیقی بنیاد پر ادا کیے جائیں گے۔

کارپوریٹ اور مالیاتی رپورٹنگ پر بیان

بورڈ اس بات کے لیے پُرعزم ہے کہ سکیورٹیز اینڈ ایکسچینج کمیشن آف پاکستان کی جانب سے مرتب کردہ کارپوریٹ گورننس کی ضروریات کو پورا کیا جائے اور ڈائریکٹرز یہ رپورٹ پیش کرتے ہوئے خوشی محسوس کرتے ہیں کہ:

a) بینک کی انتظامیہ کی جانب سے تیار کردہ مالیاتی گوشوارے، بینک کے معاملات کی صورتِ حال، انتظامی نتائج، کیش فلوز اور ایکویٹی میں تبدیلی صحیح اور منصفانہ انداز میں پیش کیے گئے ہیں۔

b) بینک کے اکاؤنٹس کی بُکس باقاعدہ طور پر برقرار رکھی گئی ہیں۔

c) مالیاتی گوشواروں کی تیاری میں اکاؤنٹنگ پالیسیوں کا یکساں اطلاق کیا گیا ہے اور اکاؤنٹنگ کے تخمینے مناسب اور محتاط اندازے پر مبنی ہیں۔

d) بینک نے مالیاتی گوشواروں کی تیاری میں انٹرنیشنل فنانشل رپورٹنگ اسٹینڈرڈز (جو پاکستان میں بینکوں پر لاگو ہیں) کی پیروی کی ہے اور کہیں بھی مذکورہ معیارات کی خلاف ورزی نہیں کی گئی۔

e) ایک مستقل عمل کے طور پر انٹرنل کنٹرول سسٹم پر موثر انداز میں عمل درآمد کرنے کی کوششیں کی جا رہی ہیں۔ HBL، اسٹیٹ بینک آف پاکستان کی انٹرنل کنٹرول کی ہدایات سمیت انٹرنل کنٹرولز اوور فنانشل رپورٹنگ (ICFR) کی ہدایات اور روڈ میپ پر عمل کرتا ہے۔ بینک نے ICFR کی مینجمنٹ کے لیے فریم ورک تیار کیا ہے۔

f) بینک کے اپنے امور کو جاری رکھنے کی صلاحیت پر کسی قسم کے شکوک و شبہات نہیں ہیں۔

g) لسٹڈ کمپنیز (کوڈ آف کارپوریٹ گورننس) ریگولیشنز، 2019ء (کوڈ) میں بیان کردہ کارپوریٹ گورننس کے بہترین طریقوں سے کسی قسم کا بنیادی انحراف نہیں کیا گیا ہے۔

h) مالیاتی گوشواروں کے سیکشن "گروتھ 2018ء تا 2023ء – مجموعی" میں گزشتہ 6 سالوں کے اہم عملیاتی اور مالیاتی گوشوارے پیش کیے گئے ہیں۔

i) ڈائریکٹرز، CFO، CEO اور کمپنی سیکریٹری نے تصدیق کی ہے کہ وہ اور اُن کے ازواج کسی طرح کے بھی اسٹاک بروکریج کے کاروبار میں شامل نہیں ہیں۔

j) بورڈ کی طرف سے قائم کردہ آڈٹ، ہیومن ریسورس اور ریمونریشن، رِسک مینجمنٹ، IT، کمپلائنس اور کنڈکٹ، ڈویلپمنٹ فنانس، اسٹریٹیجی اِن پُٹ اینڈ مانیٹرنگ اور نامینیشن اینڈ ریمونریشن کمیٹیاں اپنے اختیارات کے مطابق موثر انداز میں کام کر رہی ہیں۔ بورڈ باقاعدگی سے اس سال کے دوران 8 اجلاس کر چکا ہے، جن میں ہر سہ ماہی میں کم از کم ایک اجلاس شامل ہے۔

بورڈ انٹرنل کنٹرولز سے متعلق انتظامیہ کی جانب سے دیے گئے بیان کی توثیق کرتے ہوئے خوشی محسوس کر رہا ہے۔ انٹرنل کنٹرول کا گوشوارہ، ضابطے پر عمل درآمد کا گوشوارہ برائے جائزہ رپورٹ، اور آڈیٹر کی رپورٹس، مالیاتی گوشوارے کے ساتھ منسلک ہیں۔

ایمپلائی ریٹائرمنٹ بینیفٹ فنڈز میں سرمایہ کاریوں کی رقم

31 دسمبر 2023ء کے مطابق بینک کی جانب سے برقرار پروویڈنٹ، پنشن، گریجویٹی اور بینوولنٹ فنڈز میں سرمایہ کاریوں کی رقم، آڈٹ شدہ مالیاتی گوشواروں کی بنیاد پر درج ذیل جدول میں ظاہر کی گئی ہے:

	ملین روپے
ایمپلائز پروویڈنٹ فنڈ	5,159
ایمپلائز پنشن فنڈ	3,873
ایمپلائز گریجویٹی فنڈ	3,346
ایمپلائز بینوولنٹ فنڈز–ایگزیکٹیوز اور افسران	2,133
ایمپلائز بینوولنٹ فنڈز–کلریکل اور نان کلریکل	706

پیٹرن آف شیئر ہولڈنگ

31 دسمبر 2023ء کو پیٹرن آف شیئر ہولڈنگ اور ایگزیکٹیو کی جانب سے بینک کے حصص میں کاروبار، جس کی بورڈ آف ڈائریکٹرز نے ضابطے کے تحت وضاحت کی ہے، ضابطے پر عمل درآمد کرتے ہوئے سالانہ رپورٹ میں دی گئی ہے۔

پیرنٹ کمپنی

جیسا کہ مالیاتی گوشوارے کے نوٹ 1.1 میں بیان کیا گیا ہے، آغا خان فنڈ فار اکنامک ڈویلپمنٹ (AKFED)S.A، بینک کی پیرنٹ کمپنی ہے اور اس کا رجسٹرڈ دفتر جنیوا، سوئٹزرلینڈ میں ہے۔

تربیتی پروگراموں میں ڈائریکٹرز کی شرکت

ریگولیشنز کے مطابق، تمام ڈائریکٹرز SECP کے منظور شدہ ڈائریکٹرز کے تربیتی پروگرام سے مطلوبہ سند حاصل کر چکے ہیں اور / یا انھیں ایسے تربیتی پروگرام سے استثنا حاصل ہے۔

2023ء میں بورڈ نے دو تربیتی سیشنز میں شرکت کی: اسلامک بینکنگ / شریعہ گورننس؛ اور AML / CFT رسک مینجمنٹ۔ یہ سیشن معروف بیرونی ماہرین نے منعقد کیے۔

بورڈ کی کارکردگی کا جائزہ

HBL کے بورڈ نے اپنے بورڈ اور اس کی کمیٹیوں کے لیے 2022 میں سالانہ جائزے کا انتخاب کیا جو پاکستان انسٹیٹیوٹ آف کارپوریٹ گورننس (PICG) نے 2023ء میں سرانجام دیا۔ جائزے میں بورڈ اور انفرادی دونوں حیثیتوں کے مدِ نظر کارکردگی کا تجزیہ کیا گیا اور بورڈ کے مشمولات، لائحہ عمل اور منصوبہ بندی، بورڈ اور CEO کے اثرات، بورڈ کی معلومات، بورڈ کمیٹیوں، بورڈ کا طرزِ کار اور ضابطوں کی صورتِ حال کا احاطہ کیا گیا۔

بورڈ کے اراکین کی تقرری اور نامزدگی کا طریقہ کار

بینک کے شیئر ہولڈرز 3 سال کی مدت کے لیے ڈائریکٹرز کا انتخاب کرتے ہیں۔ اگر اتفاقی طور پر کوئی جگہ خالی ہو تو بینک کے آرٹیکل آف ایسوسی ایشن اور نافذ العمل قوانین و ضوابط کی روشنی میں بورڈ آف ڈائریکٹرز وہ جگہ پُر کرتے ہیں۔ بورڈ نامینیشن اینڈ ریمونریشن کمیٹی (BNRC) بورڈ اراکین نامزد کرتی ہے۔ ممکنہ امیدوار کی شناخت کے بعد، کمیٹی اپنی ڈیوڈلیجنس انجام دیتے ہوئے بورڈ کی منظوری کے لیے سفارش بھیجتی ہے۔ تمام ڈائریکٹرز SBP کے فِٹ اینڈ پروپر ٹیسٹ (FPT) معیار پر SBP کی جانب سے منظور کیے جاتے ہیں؛ نیز، جہاں لاگو ہو وہاں آزاد ڈائریکٹرز کے لیے اضافی شرائط بھی ہیں۔

بورڈ اور بورڈ کمیٹیوں کی تشکیل

بورڈ کی تشکیل اور بورڈ کمیٹیوں کی تفصیلات کارپوریٹ گورننس کے ضابطے کے ساتھ اسٹیٹمنٹ آف کمپلائنس میں دی گئیں ہیں۔

اثرات اور کارکردگی میں بہتری کے لیے بورڈ نے درج ذیل کمیٹیاں تشکیل دی ہیں۔ بورڈ کمیٹی، بورڈ کی جانب سے منظور شدہ متعلقہ حوالہ کی شرائط (TORs) کے مطابق کام کرتی ہیں۔ ہر ذیلی کمیٹی کے فرائض کی ایک مختصر وضاحت درج ذیل ہے۔

بورڈ آڈٹ کمیٹی (BAC): BAC بینک کے داخلی کنٹرولز کے کے مضبوط اور موثر نظام کے لیے اعلیٰ سطح پر طرزِ کار کا تعین کرتی ہے۔ کمیٹی آپریشنل کنٹرولز سمیت بینک کے داخلی کنٹرولز کے ماحول، بشمول مالیاتی اور آپریشنل کنٹرولز، اکاؤنٹنگ سسٹمز، اور رپورٹنگ اسٹرکچر کی اہلیت اور افادیت کا جائزہ لیتی ہے۔ کمیٹی بینک کے داخلی آڈٹ فنکشن کی نگرانی اور رسک پر مبنی سالانہ آڈٹ کے منصوبے کی نگرانی کرتی ہے؛ رِسک پر مبنی سالانہ آڈٹ پلان کی پیش رفت کی منظوری اور نگرانی کرتی ہے؛ اور یقینی بناتی ہے کہ انٹرنل آڈٹ کا شعبہ مناسب وسائل رکھتا ہو اور اپنی آزادانہ حالت برقرار رکھنے کے لیے ادارے کے اسٹرکچر میں موزوں مقام رکھتا ہو۔

BAC بورڈ کو منظوری کی درخواست سے پہلے بینک کے مالی بیانات اور اس سے وابستہ امور کا جائزہ بھی لیتی ہے۔ اس عمل کے ایک حصے کے طور پر، کمیٹی بینک کے بیرونی آڈیٹرز سے بھی بات چیت کرتی ہے اور اسٹیٹیوٹری آڈیٹرز کے ساتھ بیرونِ ملک آڈیٹرز کی تقرری کے لیے بھی سفارشات پیش کرتی ہے۔ BAC نئے اکاؤنٹنگ کے معیارات کے اطلاق کی نگرانی کی بھی ذمہ دار ہے، بالخصوص HBL میں IFRS 9 کے اطلاق کے لیے بورڈ نے BAC کو ذمہ داری سونپی ہے۔ اس کے دائرہ کار میں شعبوں کے لیے BAC بورڈ کو منظوری کے لیے پالیسیز پیش کرتی ہے۔

مزید BAC انٹرنل اور ایکسٹرنل شریعہ آڈٹ رپورٹس میں شریعہ بورڈ کے نشاندہی کردہ امور کی درستی اور تعمیل کی بھی نگرانی کرتی ہے۔

بورڈ رسک مینجمنٹ کمیٹی (BRMC): یہ کمیٹی رسک سے متعلق معاملات کی نگرانی اور تجاویز کی ذمہ دار ہے، جس میں بینک کی رسک کی سکت اور انٹرنل کنٹرول سسٹمز کا انتظام شامل ہیں۔ BRMC بینک کی رسک پروفائل کی مناسبت سے اندرونی رسک فریم ورک کی تشکیل اور تکمیل کو یقینی بھی بناتی ہے، سسٹم اور کنٹرولز تشکیل دیتی ہے، اور ایک آزاد، مددگار اور فعال رسک مینجمنٹ کلچر کی ترویج اور بحالی کی ذمہ دار ہے۔ کمیٹی روز افزوں بڑھتے ہوئے خطرات کی شناخت اور تدارک یقینی بنانے کے لیے دور رس نظریہ اختیار کرتی ہے۔

بورڈ ہیومن ریسورس اور ریمونریشن کمیٹی (BHRRC): کمیٹی اہم ہیومن ریسورس اور معاوضہ پالیسیاں تجویز کرتی ہے جس میں بینک میں ملازمت کی اہم شرائط اور فوائد کے ساتھ تمام عملے اور اہم افسران کے لیے پرفارمنس مینجمنٹ اور معاوضے کے منصوبے شامل ہیں۔ اس میں متعلقہ ریگولیٹری تقاضوں اور بہترین طریقوں کی روشنی میں عملے سے متعلق حکمتِ عملی، عملے کی تربیت، پیشہ ورانہ ترقی، ٹیلنٹ مینجمنٹ اور جانشینی کی منصوبہ بندی سے متعلق پالیسیوں کا جائزہ لیا اور تجاویز دی جاتی ہیں۔

بورڈ کمپلائنس اور کنڈکٹ کمیٹی (BCNCC): BCNCC کمپلائنس اور ضابطے کی ثقافت کے نفاذ کا جائزہ لینے میں بورڈ کی مدد کرتی ہے اور بینک بھر میں کمپلائنس پروگرام کے نفاذ سے متعلق گورننس فراہم کرتی ہے۔ یہ کمپلائنس اینڈ کنڈکٹ فنکشن کے منشور کی نگرانی بھی کرتی ہے اور بینک کے کمپلائنس، ریگولیٹری اور کنڈکٹ رِسک کے موثر انتظام کے لیے اس کی استعداد یقینی بناتی ہے۔ BCNCC مقامی اور بین الاقوامی ریگولیٹری حکام کی انسپکشن رپورٹس کا جائزہ لیتی ہے جن میں نشاندہی کردہ مسائل کو حل کرنے کے لیے مقررہ وقت میں انتظامی ایکشن پلان بھی شامل ہیں۔

بورڈ ڈویلپمنٹ فنانس کمیٹی (BDFC): BDFC مثبت ماحولیاتی اور سماجی اثرات پیدا کرکے HBL کے وژن، ایک بینک سے بڑھ کے میں تبدیل کرنے کے لیے تشکیل دیا گیا ہے۔ BDFC ڈیولپمنٹ فنانس چارٹر کے تحت مختلف منصوبوں پر پیش رفت کی نگرانی کرتی ہے جو بینک کے پائیدار ترقی کے ایجنڈا کو آگے بڑھاتے ہیں اور غیر دستاویزی اور ترجیحی شعبوں کے مختلف حصوں کو ویلیو چین میں شامل کرکے سرکلر ایکو سسٹم بنانے پر زور دیتے ہیں۔ BDFC، خاص طور پر دستیاب ٹیکنالوجی کے استعمال؛ مالی خدمات تک رسائی؛ اور ترجیحی شعبوں اور معاشرے میں آگاہی پیدا کرتے ہوئے، مالی شمولیت کو بہتر بنانے کے اقدامات پر اسٹریٹجک ان پٹ فراہم کرتی ہے۔

بورڈ IT کمیٹی (BITC): بورڈ کی IT کمیٹی بینک کے اہم ٹیکنالوجی سرمایہ کاری منصوبوں اور حکمت عملیوں سے متعلق بورڈ کی سفارشات کا جائزہ لیتی ہے، جانچتی ہے اور سفارشات پیش کرتی ہے۔ کمیٹی ٹیکنالوجی کی مد میں خرچ کے فوائد اور منافع کا جائزہ بھی لیتی ہے۔ BITC ڈیجیٹل پیش رفت پر توجہ مرکوز رکھتی ہے تاکہ کسٹمر کی مرکزیت، لاگت میں کمی اور محصولات میں اضافہ کیا جاسکے اور کلاؤڈ سروس اور FinTech کے استعمال کے لیے ہدایات بھی فراہم کرتی ہے۔ اس کے علاوہ، کمیٹی یہ بھی یقینی بناتی ہے کہ بینک کے اندر انفارمیشن سیکیورٹی فنکشن کو موثر نگرانی فراہم کی جائے اور انفارمیشن سیکیورٹی کی ساخت رسک کی سکت سے ہم آہنگ ہو۔

بورڈ نامنیشن اینڈ ریمونریشن کمیٹی (BNRC): BNRC بینک کی پائیدار ترقی کے لیے HBL کے اسٹریٹجک مقاصد اور اقدار کی سپورٹ کے لیے ضروری تصور کیے جانے والے موزوں ڈھانچے، حجم اور مہارتوں کے توازن کی شناخت میں بورڈ کی معاونت کرتی ہے۔ BNRC ریگولیٹری شرائط کے مطابق بورڈ / شیئر ہولڈرز کی منظوری کے لیے بورڈ ریمونریشن پالیسی پر غور اور سفارشات بھی فراہم کرتی ہے۔

بورڈ اسٹریٹجی اِن پٹ اینڈ مانیٹرنگ کمیٹی (BSIMC): یہ کمیٹی بینک کی حکمت عملی کے جائزے اور اس کے نفاذ کی نگرانی کے لیے تشکیل دی گئی ہے۔ یہ ابھرتے ہوئے رجحانات، مسابقت اور مارکیٹ ڈیولپمنٹ کے مدنظر ایسے اسٹریٹجک مشورے اور صورتِ حال کا مربوط جائزہ فراہم کرتی ہے کہ بینک موجودہ اور مستقبل میں ابھرنے والے مواقع سے فائدہ اٹھانے کے لیے مناسب پوزیشن میں ہو۔ کمیٹی اپنے اسٹریٹجک منصوبے کے تحت بینک کی پیش رفت اور دیگر اقدامات کی بھی نگرانی کرتی ہے جو HBL کو اس کے اسٹریٹجک طور پر اہم مقامات پر علاقائی مطابقت حاصل کرنے کے قابل بناتے ہیں۔

شریعہ بورڈ کی تقرری اور تشکیل

شریعہ اسکالر کی تقرری کے لیے، مینجمنٹ پہلے SBP فِٹ اینڈ پراپر کرائٹیریا (FAPC) کے مطابق مجوزہ شریعہ بورڈ رُکن کی اسکریننگ کرتی ہے۔ بعد ازاں، اسے منظوری کے لیے HBL بورڈ آف ڈائریکٹرز کے پاس بھیجا جاتا ہے جس کے بعد اسے پُر FAPC فارم اور بورڈ کی منظوری نیز معاون دستاویزات کے ساتھ SBP میں جمع کروایا جاتا ہے۔ SBP کی جانب سے کلیئرنس ملنے کے بعد، مینجمنٹ شریعہ بورڈ کے رکن سے رابطہ کرتی ہے، معاہدہ کرتی ہے اور SBP کو اطلاع دیتی ہے۔ ہر شریعہ بورڈ ممبر صرف ایک کمرشل بینک کے لیے وقف ہے۔ HBL کا شریعہ بورڈ تین اراکین پر مشتمل ہے۔

ڈاکٹر محمد زبیر عثمانی، شریعہ بورڈ کے سب سے تجربہ کار رکن اور شریعہ بورڈ کے چیئرمین ہیں۔ اُنھوں نے اپنا تخصص فی الافتاء (اسلامی فقہ) اور شہادۃ العالمیہ جامعہ دارالعلوم، کراچی سے مکمل کیا۔ آپ جامعہ کراچی سے اسلامک فنانس میں پی ایچ ڈی اور بین الاقوامی تعلقات میں ماسٹرز کی ڈگری بھی رکھتے ہیں۔ آپ 1999ء سے بینکاری اور مالی خدمات کے شعبے سے وابستہ ہیں اور مقامی اور بین الاقوامی سطح پر متعدد مالیاتی اداروں کو شرعی مشاورت کی خدمات فراہم کر چکے ہیں۔ آپ نے اسٹیٹ بینک آف پاکستان کے شریعہ بورڈ کے رُکن کی حیثیت سے اور یونائیٹڈ بینک لمیٹڈ اور حبیب میٹروپولیٹن بینک لمیٹڈ کے شریعہ بورڈز میں چیئرمین کی حیثیت سے بھی خدمات انجام دی ہیں۔

ڈاکٹر اعجاز احمد صمدانی ممتاز شریعہ اسکالر ہیں۔ آپ نے تخصص فی الافتاء (اسلامی فقہ) اور شہادۃ العالمیہ کی اسلامی تعلیم جامعہ دارالعلوم، کراچی سے حاصل کی۔ آپ جامعہ کراچی سے اسلامک اسٹڈیز اور غرر (عدم یقین) پر پی ایچ ڈی ہیں، بہاؤالدین زکریا یونیورسٹی سے اسلامک اسٹڈیز میں ماسٹرز اور سندھ مسلم گورنمنٹ کالج سے LLB کی اسناد بھی رکھتے ہیں۔ آپ 2004ء سے بینکاری اور مالیاتی خدمات کے شعبے سے وابستہ ہیں اور متعدد مقامی اور عالمی مالیاتی اداروں کو شرعی مشاورت کی خدمات فراہم کر چکے ہیں۔ HBL اسلامک کے علاوہ، آپ مالدیپ اسلامک بینک کے شریعہ بورڈ میں چیئرمین اور MCB–عارف حبیب الحمرا اسلامک فنڈز کے شریعہ سپروائزری بورڈ میں رکن کی حیثیت سے بھی خدمات انجام دے رہے ہیں۔ آپ یونائیٹڈ بینک لمیٹڈ اور بینک آف پنجاب کے شریعہ بورڈ میں رکن، جبکہ الفلاح GHP اسلامک فنڈ کے شریعہ ایڈوائزر بھی رہ چکے ہیں۔

مفتی محمد یحییٰ عاصم نے تخصص فی الافتاء (اسلامی فقہ) اور شہادۃ العالمیہ کی دینی تعلیم جامعہ دارالعلوم، کراچی سے حاصل کی۔ آپ بین الاقوامی تعلقات، عربی اور اسلامک اسٹڈیز میں ماسٹرز کی ڈگری بھی رکھتے ہیں۔ آپ اس وقت جامعہ کراچی سے پی ایچ ڈی کر رہے ہیں۔ آپ اسلامی بینکاری اور مالیاتی خدمات کے شعبے سے 2004ء سے وابستہ ہیں اور HBL، حبیب میٹروپولیٹن بینک، اٹلس ایسیٹ مینجمنٹ، HBL ایسیٹ مینجمنٹ، TPL وِنڈو تکافل کو شرعی مشاورت کی خدمات فراہم کر چکے ہیں۔ آپ 2008ء سے HBL سے وابستہ ہیں اور فی الحال HBL شریعہ بورڈ کے ریزیڈنٹ شریعہ بورڈ رُکن کے طور پر کام کر رہے ہیں۔

شریعہ بورڈ (SB) کے حوالے کی شرائط SBP کے جاری کردہ شریعہ گورننس فریم وَرک کے مطابق ہیں۔ ان میں، دیگر اُمور کے ساتھ ساتھ، درج ذیل شامل ہیں:

- شریعہ بورڈ کو HBL کے شریعہ سے متعلق تمام معاملات پر غور، فیصلے اور نگرانی کا اختیار دیا گیا ہے۔ بینک، شریعہ بورڈ کی تمام آرا، فیصلے اور فتاویٰ کا پابند ہو گا جبکہ شریعہ بورڈ شریعہ سے متعلق اپنے تمام فیصلوں کا ذمہ دار اور جواب دہ ہو گا۔
- شریعہ بورڈ HBL اسلامک بینکنگ کے آپریشنز کے تمام شعبوں کے لیے جامع شریعہ کمپلائنس فریم وَرک کی تیاری یقینی بنائے گا۔ HBL اسلامک بینکنگ کی پیش کردہ تمام مصنوعات یا خدمات کے لیے شریعہ بورڈ کی پیشگی منظوری درکار ہو گی۔
- شریعہ بورڈ تمام پروسیجر منیول، پروڈکٹ پروگرامز / اسٹرکچرز، پروسیس فلوز، متعلقہ معاہدے، مارکیٹنگ ایڈورٹائزمنٹ، سیلز السٹریشن اور بروشرز کی منظوری دے گا تاکہ یہ شرعی اصولوں کے مطابق ہوں۔

ڈائریکٹرز کا معاوضہ

بینک کے شیئر ہولڈرز کی جانب سے منظور کردہ بورڈ ریمونریشن پالیسی اسٹیٹ بینک کے کارپوریٹ گورننس ریگولیٹری فریم ورک کی جانب سے مقررہ شرائط کے مطابق ہے۔ 2023ء کے دوران بورڈ نے بورڈ ریمونریشن پالیسی میں کچھ ترامیم کی منظوری دی جو آئندہ سالانہ جنرل میٹنگ میں منظوری کے لیے شیئر ہولڈرز کے سامنے رکھی جائیں گی۔

ڈائریکٹرز کو مجموعی اداشدہ فیس اور CEO کو ادا کردہ معاوضے کی تفصیلات غیر مجموعی مالیاتی رپورٹ کے نوٹ 38.1 اور 38.2 میں ظاہر کی گئی ہیں۔

شریعہ بورڈ کے اراکین کا معاوضہ

ہیڈ، اسلامک بینکنگ شریعہ بورڈ کے اراکین کا معاوضہ انڈسٹری پریکٹس کی بنیاد پر صدر کو تجویز کرتا ہے۔ صدر کی منظوری کے بعد، اسے ہیڈ HR کو بھیجا جاتا ہے تاکہ وہ بورڈ ہیومن ریسورس اور ریمونریشن کمیٹی کو سفارش کر سکے۔ کمیٹی شریعہ بورڈ کے اراکین کے معاوضے کا جائزہ لیتی ہے اور اسے منظوری کے لیے بورڈ آف ڈائریکٹرز کے پاس بھیجتی ہے۔

بورڈ آف ڈائریکٹرز کی جانب سے منظوری کے مطابق، شریعہ بورڈ اراکین کا موجودہ ماہانہ معاوضہ بالترتیب چیئرمین شریعہ بورڈ، ممبر شریعہ بورڈ اور ریذیڈنٹ شریعہ بورڈ ممبر کے لیے 950,000 روپے، 900,000 روپے اور 800,000 روپے ہے۔ ریذیڈنٹ شریعہ بورڈ ممبر کار الاؤنس کے بھی اہل ہوں گے۔

اپنی ملازمت کے معاہدے کی رو سے شریعہ بورڈ ممبر بینک کی ٹریول پالیسی کے مطابق ٹریول الاؤنس اور روزانہ الاؤنس کے اہل ہوں گے۔

شریعہ بورڈ کے اراکین کو ادا کردہ فیس کی تفصیلات مجموعی مالیاتی رپورٹ کے نوٹ 38.3 میں ظاہر کی گئی ہیں۔

اظہارِ تشکر

بورڈ اور انتظامیہ کی جانب سے ہم اپنے ریگولیٹرز اور حکومت پاکستان، بالخصوص اسٹیٹ بینک آف پاکستان، وزارتِ مالیات اور سکیوریٹیز اینڈ ایکسچینج کمیشن آف پاکستان کی کاوشوں کا اعتراف کرتے ہیں۔ اس غیر معمولی وقت میں، انہوں نے ایسی پالیسیاں بنائیں اور اقدامات کیے جو مصلحت اندیش اور متوازن ہیں، معیشت، کسٹمرز اور پاکستان کے عوام کی حفاظت کرتے ہیں، اور بینکنگ اور فنانشل سروسز انڈسٹری کی سالمیت اور بہتری کا تحفظ بھی کرتے ہیں۔

ہم اپنے صارفین کے احسان مند ہیں جن میں سے کئی نسلوں سے ہمارے ساتھ منسلک ہیں اور اپنے کاروبار اور اعتماد کے ذریعے اپنا بھروسا جاری رکھے ہوئے ہیں۔ ہمارے حصص یافتگان نے ثابت قدمی سے ہمارا ساتھ دیا اور اس کے ساتھ ہم تمام اسٹیک ہولڈرز کے انتہائی شکر گزار ہیں۔ بورڈ اور انتظامیہ گورننس کے اعلیٰ ترین معیارات برقرار رکھنے کے لیے پُرعزم ہے اور ہم اپنے اسٹیک ہولڈرز کو یقین دلاتے ہیں کہ اس خطے میں ہم اپنی کاروباری صنعت میں عروج پر ہوں گے۔

آخر میں، ہم اپنے تمام ملازمین اور اُن کے اہلِ خانہ، بالخصوص کسٹمر کا سامنا کرنے والے یونٹس اور برانچوں میں موجود عملے کے تہِ دل سے شکر گزار ہیں، جو ہمارے کسٹمرز کی ضروریات کی تکمیل یقینی بنانے کے لیے اپنے اخراجات پر بھی اضافی کام کرنے سے گریز نہیں کرتے۔ یہ ہمارے ہیرو اور ہیروئن ہیں اور ہم اُن کے عزم اور انتھک محنت کے لیے انہیں خراجِ تحسین پیش کرتے ہیں۔

منجانب بورڈ

محمد اورنگزیب
صدر اور چیف ایگزیکٹو آفیسر

معیز احمد جمال
ڈائریکٹر

23 فروری، 2024ء

Independent Auditor's Report

To the members of Habib Bank Limited

Report on the Audit of the Unonsolidated Financial Statements

Opinion

We have audited the annexed unconsolidated financial statements of **Habib Bank Limited** (the Bank), which comprise the unconsolidated statement of financial position as at 31 December 2023, and the unconsolidated profit and loss account, the unconsolidated statement of comprehensive income, the unconsolidated statement of changes in equity and the unconsolidated cash flow statement for the year then ended, along with unaudited certified returns received from the branches except for 97 branches which have been audited by us and notes to the unconsolidated financial statements, including material accounting policy information and other explanatory information, and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of the audit.

In our opinion and to the best of our information and according to the explanations given to us, the unconsolidated statement of financial position, unconsolidated profit and loss account, the unconsolidated statement of comprehensive income, unconsolidated statement of changes in equity and unconsolidated cash flow statement together with the notes forming part thereof conform with the accounting and reporting standards as applicable in Pakistan and give the information required by the Banking Companies Ordinance, 1962 and the Companies Act, 2017 (XIX of 2017), in the manner so required and respectively give a true and fair view of the state of the Bank's affairs as at 31 December 2023 and of the profit and other comprehensive income, the changes in equity and its cash flows for the year then ended.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) as applicable in Pakistan. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Unconsolidated Financial Statements section of our report. We are independent of the Bank in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants as adopted by the Institute of Chartered Accountants of Pakistan (the Code), and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the unconsolidated financial statements of the current period. These matters were addressed in the context of our audit of the unconsolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Following is the key audit matter:

S. No.	Key audit matter	How the matter was addressed in our audit
1	**Provision against advances**	
	Refer notes 4.4 and 9.5 to the Bank's unconsolidated financial statements for the accounting policy and particulars of provision against advances. The Bank's advances to customers represent 32% of its total assets. These are stated net of provision against advances of Rs. 96.28 billion as at 31 December 2023. Estimation of provision against advances involves use of significant management judgements and estimation uncertainty along with compliance with the regulatory requirements. These judgments are subjective and can significantly influence the provision against advances. Therefore, we have considered provision against advances as a key audit matter.	Our audit procedures to access the provision against domestic advances, amongst others, included the following: • Assessed the design and tested the operating effectiveness of controls over classification and grading of customers, including: - The accuracy of data input into the system used for credit grading; - The ongoing monitoring and identification of advances displaying indicators of impairment and whether they are migrating on a timely basis to early alert or to higher risk grade; - Identification of past due customers. • For a sample of advances, where the management has not identified as displaying indicators of impairment, challenged the management's assessment by comparing the historical performance, financial ratios and reports on security maintained and formed our own view whether any impairment indicators are present. • For a sample of advances, where management has identified as displaying indicators of impairment, assessed the number of days overdue including the basis used for the calculation of provision in accordance with the Prudential Regulations. • Analysed the days past due report and factors used for calculation of specific provision required in accordance with Prudential Regulations. We issued instructions to the auditors of those overseas branches which were selected for audit, highlighting 'Impairment of loans and advances' as a significant risk. The auditors of those overseas branches performed audit procedures to respond to the significant risk and reported the results thereof to us. We, as auditors of the Bank, also evaluated the work performed by the component auditors through their files review and discussions with them.

Information Other than the Consolidated and Unconsolidated Financial Statements and Auditor's Reports Thereon

Management is responsible for the other information. The other information comprises the information included in the Bank's Annual Report for the year ended 31 December 2023 but does not include the consolidated and unconsolidated financial statements and our auditor's reports thereon.

Our opinion on the unconsolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the unconsolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the unconsolidated financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of Management and the Board of Directors for the Unconsolidated Financial Statements

Management is responsible for the preparation and fair presentation of the unconsolidated financial statements in accordance with the accounting and reporting standards as applicable in Pakistan, the requirements of Banking Companies Ordinance, 1962 and the Companies Act, 2017 (XIX of 2017) and for such internal control as management determines is necessary to enable the preparation of unconsolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the unconsolidated financial statements, management is responsible for assessing the Bank's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Bank or to cease operations, or has no realistic alternative but to do so.

The Board of directors is responsible for overseeing the Bank's financial reporting process.

Auditor's Responsibilities for the Audit of the Unconsolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the unconsolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs as applicable in Pakistan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these unconsolidated financial statements.

As part of an audit in accordance with ISAs as applicable in Pakistan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the unconsolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Bank's internal control.

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.

- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Bank's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the unconsolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Bank to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the unconsolidated financial statements, including the disclosures, and whether the unconsolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the Board of Directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the Board of Directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the Board of Directors, we determine those matters that were of most significance in the audit of the unconsolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Report on Other Legal and Regulatory Requirements

1. Based on our audit, we further report that in our opinion:

   a) proper books of account have been kept by the Bank as required by the Companies Act, 2017 (XIX of 2017) and the returns referred above from the branches have been found adequate for the purpose of our audit;

   b) the unconsolidated statement of financial position, the unconsolidated profit and loss account, the unconsolidated statement of comprehensive income, unconsolidated statement of changes in equity and unconsolidated cash flow statement together with the notes thereon have been drawn up in conformity with the Banking Companies Ordinance, 1962 and the Companies Act, 2017 (XIX of 2017) and are in agreement with the books of account and returns;

   c) investments made, expenditure incurred and guarantees extended during the year were in accordance with the objects and powers of the Bank and the transactions of the Bank which have come to our notice have been within the powers of the Bank; and

   d) zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980) was deducted by the Bank and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

2. We confirm that for the purpose of our audit we have covered more than sixty per cent of the total loans and advances of the Bank.

The engagement partner on the audit resulting in this independent auditor's report is Amyn Pirani..

KPMG Taseer Hadi & Co.
Chartered Accountants

Karachi

Date: March 1, 2024

UDIN: AR202310201ydt6K9sEf

UNCONSOLIDATED STATEMENT OF FINANCIAL POSITION

AS AT DECEMBER 31, 2023

2023 (US $ in '000)	2022 (US $ in '000)		Note	2023 (Rupees in '000)	2022 (Rupees in '000)
		ASSETS			
1,792,308	913,104	Cash and balances with treasury banks	5	**505,181,227**	257,368,084
152,603	111,116	Balances with other banks	6	**43,012,856**	31,319,141
314,333	903,259	Lendings to financial institutions	7	**88,598,160**	254,593,287
8,869,380	6,677,324	Investments	8	**2,499,929,784**	1,882,075,268
5,903,683	5,756,771	Advances	9	**1,664,016,203**	1,622,607,447
481,343	387,874	Fixed assets	10	**135,671,758**	109,326,287
53,178	42,007	Intangible assets	11	**14,988,816**	11,840,205
40,466	60,100	Deferred tax assets	12	**11,405,839**	16,939,758
847,463	599,684	Other assets	13	**238,866,520**	169,027,440
18,454,757	15,451,239			**5,201,671,163**	4,355,096,917
		LIABILITIES			
181,752	183,340	Bills payable	14	**51,228,670**	51,676,520
2,339,251	2,054,224	Borrowings	15	**659,342,821**	579,004,938
13,730,822	11,474,379	Deposits and other accounts	16	**3,870,179,912**	3,234,176,418
-	-	Liabilities against assets subject to finance lease		**-**	-
66,962	66,962	Subordinated debt	17	**18,874,000**	18,874,000
-	-	Deferred tax liabilities		**-**	-
951,769	771,975	Other liabilities	18	**268,266,352**	217,589,525
17,270,556	14,550,880			**4,867,891,755**	4,101,321,401
1,184,201	900,359	**NET ASSETS**		**333,779,408**	253,775,516
		REPRESENTED BY			
		Shareholders' equity			
52,042	52,042	Share capital	19	**14,668,525**	14,668,525
305,966	254,508	Reserves		**86,239,700**	71,735,697
93,591	7,042	Surplus on revaluation of assets - net of tax	20	**26,379,538**	1,984,774
732,602	586,767	Unappropriated profit		**206,491,645**	165,386,520
1,184,201	900,359			**333,779,408**	253,775,516
		CONTINGENCIES AND COMMITMENTS	21		

The annexed notes 1 to 47 and annexures I to III form an integral part of these unconsolidated financial statements.

Muhammad Aurangzeb	Rayomond Kotwal	Dr. Najeeb Samie	Salim Raza	Moez Ahamed Jamal
President and Chief Executive Officer	Chief Financial Officer	Director	Director	Director

UNCONSOLIDATED PROFIT AND LOSS ACCOUNT

FOR THE YEAR ENDED DECEMBER 31, 2023

2023 (US $ in '000)	2022 (US $ in '000)		Note	2023 (Rupees in '000)	2022 (Rupees in '000)
2,377,535	1,450,976	Mark-up / return / profit / interest earned	23	**670,134,034**	408,973,236
1,584,964	911,217	Mark-up / return / profit / interest expensed	24	**446,739,073**	256,836,274
792,571	539,759	Net mark-up / return / profit / interest income		**223,394,961**	152,136,962
		Non mark-up / interest income			
132,369	98,108	Fee and commission income	25	**37,309,759**	27,652,913
11,874	7,802	Dividend income		**3,346,681**	2,199,176
(2,636)	8,678	Foreign exchange (loss) / income - domestic		**(743,087)**	2,445,908
4,773	7,745	Foreign exchange income - international		**1,345,348**	2,183,063
11,803	17,217	Foreign exchange income - unrealized gain related to derivatives		**3,326,752**	4,852,666
(5,483)	(9,289)	Loss from derivatives		**(1,545,453)**	(2,618,084)
3,005	3,653	Gain on securities - net	26	**846,986**	1,029,524
35,533	1,814	Other income	27	**10,015,266**	511,232
191,238	135,728	Total non mark-up / interest income		**53,902,252**	38,256,398
983,809	675,487	Total income		**277,297,213**	190,393,360
		Non mark-up / interest expenses			
540,477	391,950	Operating expenses	28	**152,339,336**	110,475,260
7,925	5,077	Workers' Welfare Fund	29	**2,233,779**	1,431,056
1,250	1,691	Other charges	30	**352,450**	476,587
549,652	398,718	Total non mark-up / interest expenses		**154,925,565**	112,382,903
434,157	276,769	**Profit before provisions and taxation**		**122,371,648**	78,010,457
37,730	22,904	Provisions and write offs - net	31	**10,634,580**	6,455,867
396,427	253,865	**Profit before taxation**		**111,737,068**	71,554,590
194,710	144,354	**Taxation**	32	**54,881,073**	40,687,587
201,717	109,511	**Profit after taxation**		**56,855,995**	30,867,003
				(Rupees)	
		Basic and diluted earnings per share	33	**38.76**	21.04

The annexed notes 1 to 47 and annexures I to III form an integral part of these unconsolidated financial statements.

Muhammad Aurangzeb	Rayomond Kotwal	Dr. Najeeb Samie	Salim Raza	Moez Ahamed Jamal
President and Chief Executive Officer	Chief Financial Officer	Director	Director	Director

UNCONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED DECEMBER 31, 2023

2023 (US $ in '000)	2022 (US $ in '000)		2023 (Rupees in '000)	2022 (Rupees in '000)
201,717	109,513	**Profit after taxation for the year**	**56,855,995**	30,867,003
		Other comprehensive income / (loss)		
		Items that may be reclassified to the profit and loss account in subsequent periods:		
31,286	(3,653)	Effect of translation of net investment in foreign branches - net of tax	**8,818,403**	(1,029,672)
31,466	(81,515)	Movement in surplus / deficit on revaluation of investments - net of tax	**8,869,141**	(22,975,780)
		Items that are not to be reclassified to the profit and loss account in subsequent periods:		
1,604	557	Remeasurement gain on defined benefit obligations - net of tax	**451,982**	156,861
55,441	(714)	Movement in surplus / deficit on revaluation of fixed assets - net of tax	**15,626,586**	(201,262)
-	283	Transferred from surplus on revaluation of non-banking assets - net of tax	**-**	79,789
55,441	(431)		**15,626,586**	(121,473)
58	108	Movement in surplus on revaluation of non-banking assets assets - net of tax	**16,466**	30,850
-	(283)	Transferred to surplus on revaluation of fixed assets - net of tax	**-**	(79,789)
58	(175)		**16,466**	(48,939)
321,572	24,296	**Total comprehensive income**	**90,638,573**	6,848,000

The annexed notes 1 to 47 and annexures I to III form an integral part of these unconsolidated financial statements.

Muhammad Aurangzeb	Rayomond Kotwal	Dr. Najeeb Samie	Salim Raza	Moez Ahamed Jamal
President and Chief Executive Officer	Chief Financial Officer	Director	Director	Director

UNCONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED DECEMBER 31, 2023

	Share capital	Reserves			Surplus / (deficit) on revaluation of		Unappropriated profit	Total
		Statutory (note 19.5)	Capital					
			Exchange translation (note 19.6)	Non - distributable	Investments	Fixed / Non-Banking Assets		
	(Rupees in '000)							
Balance as at December 31, 2021	14,668,525	40,043,376	29,088,178	547,115	(2,045,362)	27,234,607	148,392,471	257,928,910
Comprehensive income for the year								
Profit after taxation for the year ended December 31, 2022	-	-	-	-	-	-	30,867,003	30,867,003
Other comprehensive income / (loss)								
Effect of translation of net investment in foreign branches - net of tax	-	-	(1,029,672)	-	-	-	-	(1,029,672)
Remeasurement gain on defined benefit obligations - net of tax	-	-	-	-	-	-	156,861	156,861
Movement in surplus / deficit on revaluation of assets - net of tax	-	-	-	-	(22,975,780)	(170,412)	-	(23,146,192)
	-	-	(1,029,672)	-	(22,975,780)	(170,412)	31,023,864	6,848,000
Transferred to statutory reserves	-	3,086,700	-	-	-	-	(3,086,700)	-
Transferred from surplus on revaluation of assets - net of tax	-	-	-		-	(58,279)	58,279	-
Transactions with owners, recorded directly in equity								
Final cash dividend - Rs 2.25 per share declared subsequent to the year ended December 31, 2021	-	-	-	-	-	-	(3,300,418)	(3,300,418)
1st interim cash dividend - Rs 2.25 per share	-	-	-	-	-	-	(3,300,418)	(3,300,418)
2nd interim cash dividend - Rs 1.50 per share	-	-	-	-	-	-	(2,200,279)	(2,200,279)
3rd interim cash dividend - Rs 1.50 per share	-	-	-	-	-	-	(2,200,279)	(2,200,279)
	-	-	-	-	-	-	(11,001,394)	(11,001,394)
Balance as at December 31, 2022	14,668,525	43,130,076	28,058,506	547,115	(25,021,142)	27,005,916	165,386,520	253,775,516
Comprehensive income for the year								
Profit after taxation for the year ended December 31, 2023	-	-	-	-	-	-	56,855,995	56,855,995
Other comprehensive income / (loss)								
- Effect of translation of net investment in foreign branches - net of tax	-	-	8,818,403	-	-	-	-	8,818,403
- Remeasurement gain on defined benefit obligations - net of tax	-	-	-	-	-	-	451,982	451,982
- Movement in surplus / deficit on revaluation of assets - net of tax	-	-	-	-	8,869,141	15,643,052	-	24,512,193
	-	-	8,818,403	-	8,869,141	15,643,052	57,307,977	90,638,573
Transferred to statutory reserves	-	5,685,600	-	-	-	-	(5,685,600)	-
Transferred from surplus on revaluation of assets - net of tax	-	-	-	-	-	(117,429)	117,429	-
Transactions with owners, recorded directly in equity								
Final cash dividend - Rs 1.50 per share declared subsequent to the year ended December 31, 2022	-	-	-	-	-	-	(2,200,279)	(2,200,279)
1st interim cash dividend - Rs 1.50 per share	-	-	-	-	-	-	(2,200,279)	(2,200,279)
2nd interim cash dividend - Rs 2.00 per share	-	-	-	-	-	-	(2,933,705)	(2,933,705)
3rd interim cash dividend - Rs 2.25 per share	-	-	-	-	-	-	(3,300,418)	(3,300,418)
	-	-	-	-	-	-	(10,634,681)	(10,634,681)
Balance as at December 31, 2023	**14,668,525**	**48,815,676**	**36,876,909**	**547,115**	**(16,152,001)**	**42,531,539**	**206,491,645**	**333,779,408**

The annexed notes 1 to 47 and annexures I to III form an integral part of these unconsolidated financial statements.

Muhammad Aurangzeb
President and Chief Executive Officer

Rayomond Kotwal
Chief Financial Officer

Dr. Najeeb Samie
Director

Salim Raza
Director

Moez Ahamed Jamal
Director

UNCONSOLIDATED CASH FLOW STATEMENT

FOR THE YEAR ENDED DECEMBER 31, 2023

2023 (US $ in '000)	2022 (US $ in '000)		Note	2023 (Rupees in '000)	2022 (Rupees in '000)
		CASH FLOWS FROM OPERATING ACTIVITIES			
396,427	253,865	Profit before taxation		111,737,068	71,554,590
(11,874)	(7,802)	Dividend income		(3,346,681)	(2,199,176)
15,191	6,712	Mark-up expensed on subordinated debt		4,281,784	1,891,880
399,744	252,775			112,672,171	71,247,294
		Adjustments:			
32,033	25,354	Depreciation		9,028,898	7,146,419
7,466	6,175	Amortisation		2,104,309	1,740,448
13,067	11,732	Depreciation on right-of-use assets		3,683,074	3,306,791
10,912	10,424	Mark-up / return / profit / interest expensed on lease liability against right-of-use assets		3,075,788	2,938,166
(1,165)	13,665	(Reversal of) / provision for diminution in value of investments		(328,358)	3,851,708
37,855	14,096	Provision against loans and advances		10,669,794	3,973,049
4,402	2,215	Provision against other assets		1,240,885	624,244
(333)	(4,724)	Reversal of provision against off-balance sheet obligations		(93,890)	(1,331,585)
(33,113)	-	Gain on derecognition of joint venture		(9,333,221)	-
(990)	299	Unrealised (gain) / loss on held-for-trading securities		(278,955)	84,391
(243)	(133)	Gain on sale of fixed assets - net		(68,613)	(37,541)
7,925	5,077	Workers' Welfare Fund		2,233,779	1,431,056
77,816	84,180			21,933,490	23,727,146
477,560	336,955			134,605,661	94,974,440
		(Increase) / decrease in operating assets			
588,926	(570,675)	Lendings to financial institutions		165,995,127	(160,850,855)
(607,610)	506,442	Held-for-trading securities		(171,261,433)	142,746,115
(184,767)	(858,690)	Advances		(52,078,550)	(242,031,020)
(276,560)	(122,953)	Other assets (excluding advance taxation)		(77,951,408)	(34,655,571)
(480,011)	(1,045,876)			(135,296,264)	(294,791,331)
		Increase / (decrease) in operating liabilities			
(1,589)	27,754	Bills payable		(447,850)	7,822,660
285,027	520,623	Borrowings from financial institutions		80,337,883	146,743,284
2,256,446	177,093	Deposits and other accounts		636,003,494	49,915,531
176,221	260,458	Other liabilities		49,669,682	73,412,609
2,716,105	985,928			765,563,209	277,894,084
2,713,654	277,007			764,872,606	78,077,193
(177,509)	(109,683)	Income tax paid		(50,032,776)	(30,915,464)
2,536,145	167,324	**Net cash flows generated from operating activities**		714,839,830	47,161,729
		CASH FLOWS FROM INVESTING ACTIVITIES			
(1,221,990)	(414,379)	Net investment in available-for-sale securities		(344,431,320)	(116,797,488)
(275,376)	(152,828)	Net investment in held-to-maturity securities		(77,617,671)	(43,076,096)
(9,448)	(22,771)	Net investment in subsidiaries		(2,662,894)	(6,418,265)
1,013	7,732	Net investment in associates		285,486	2,179,336
11,855	8,446	Dividend received		3,341,471	2,380,506
(58,512)	(79,834)	Investment in fixed assets		(16,492,206)	(22,501,943)
(18,306)	(24,719)	Investment in intangible assets		(5,159,624)	(6,967,244)
754	194	Proceeds from sale of fixed assets		212,390	54,618
31,286	(3,653)	Effect of translation of net investment in foreign branches - net of tax		8,818,403	(1,029,672)
(1,538,724)	(681,812)	**Net cash flows used in investing activities**		(433,705,965)	(192,176,248)
		CASH FLOWS FROM FINANCING ACTIVITIES			
-	23,060	Proceeds from issuance of subordinated debt		-	6,500,000
(15,210)	(6,555)	Payment of mark-up on subordinated debt		(4,287,065)	(1,847,577)
(17,674)	(14,682)	Payment of lease liability against right-of-use assets		(4,981,733)	(4,138,266)
(43,845)	(30,219)	Dividend paid		(12,358,209)	(8,517,481)
(76,729)	(28,396)	**Net cash flows used in financing activities**		(21,627,007)	(8,003,324)
920,692	(542,884)	**Increase / (decrease) in cash and cash equivalents during the year**		259,506,858	(153,017,843)
1,032,883	1,501,817	Cash and cash equivalents at the beginning of the year		291,129,069	423,303,270
(8,663)	65,287	Effect of exchange rate changes on cash and cash equivalents		(2,441,844)	18,401,798
1,024,220	1,567,104			288,687,225	441,705,068
1,944,912	1,024,220	**Cash and cash equivalents at the end of the year**	34	548,194,083	288,687,225

The annexed notes 1 to 47 and annexures I to III form an integral part of these unconsolidated financial statements.

Muhammad Aurangzeb	Rayomond Kotwal	Dr. Najeeb Samie	Salim Raza	Moez Ahamed Jamal
President and Chief Executive Officer	Chief Financial Officer	Director	Director	Director

NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2023

1 STATUS AND NATURE OF BUSINESS

Habib Bank Limited (the Bank) is incorporated in Pakistan and is engaged in commercial banking services in Pakistan and overseas. The Bank's registered office is at Habib Bank Tower, 9th Floor, Jinnah Avenue, Blue Area, Islamabad, Pakistan, and its principal office is at HBL Tower, Plot # G-4, KDA Scheme 5, Block 7, Clifton, Karachi, Pakistan. The Bank's shares are listed on the Pakistan Stock Exchange. The Bank operates 1,728 (2022: 1,714) branches inside Pakistan including 408 (2022: 294) Islamic Banking Branches and 30 (2022: 32) branches outside the country including in the Karachi Export Processing Zone (KEPZ). The Aga Khan Fund for Economic Development S.A. (AKFED) is the parent company of the Bank, and its registered office is in Geneva, Switzerland.

1.1 The Bank had commenced an orderly winding down of its operations in Afghanistan and banking operations were ceased on June 10, 2019. The remaining formalities required for closure are in progress.

1.2 The Bank has decided to exit its operations in Mauritius and is considering various options regarding the same.

1.3 The Bank has commenced an orderly wind-down of its Lebanon operations. Formalities for completion of the wind-down are underway.

1.4 After obtaining approval from the Central Bank of Oman for the deregistration of its Oman operations, the Bank had commenced an orderly and phase wise exit. Banking operations were ceased on August 02, 2023 and the remaining formalities required for closure are in progress.

1.5 During the year, the Bank has subscribed to 100 million shares issued, as Rights by HBL Microfinance Bank Limited (HBL MfB). Consequently, the Bank's shareholding in HBL MfB has increased from 76.42% to 79.92%.

1.6 During the year, the Bank established a wholly owned subsidiary, HBL Zarai Services Limited (HZSL). HZSL is an unlisted public limited company, incorporated in Pakistan with the objective of promoting economic development by supporting the agricultural sector. HZSL intends to establish hubs for selling crop inputs, renting modern agricultural machinery to farmers, providing agronomy services etc. The registered office of HZSL is at 4th floor, Habib Bank Tower, Jinnah Avenue, Blue Area, Islamabad, Pakistan. HZSL is in the process of commencing its business.

2 BASIS OF PRESENTATION

2.1 In accordance with the directives of the Federal Government regarding the shifting of the banking system to Islamic modes, the State Bank of Pakistan (SBP) has issued various circulars from time to time. Permissible forms of trade related modes of financing include purchase of goods by banks from their customers and immediate resale to them at appropriate profit in price on deferred payment basis. The purchases and sales arising under these arrangements are not reflected in these financial statements as such, but are restricted to the amount of facility actually utilized and the appropriate portion of profit thereon.

Key financial figures of the Islamic banking branches are disclosed in Annexure I to the consolidated financial statements.

The US Dollar amounts shown in these unconsolidated financial statements are stated solely for information. The statement of financial position, profit and loss account, statement of comprehensive income and cash flow statement as at and for the years ended December 31, 2023 and 2022 have all been converted using an exchange rate of Rupees 281.8607 per US Dollar.

2.2 Statement of compliance

These unconsolidated financial statements have been prepared in accordance with accounting and reporting standards as applicable in Pakistan. These comprise of:

- International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) as are notified under the Companies Act, 2017;
- Islamic Financial Accounting Standards (IFAS) issued by the Institute of Chartered Accountants of Pakistan (ICAP) as are notified under the Companies Act, 2017;
- Provisions of and directives issued under the Banking Companies Ordinance, 1962;
- Provisions of and directives issued under the Companies Act, 2017; and
- Directives issued by the SBP and the Securities & Exchange Commission of Pakistan (SECP) from time to time.

Whenever the requirements of the Banking Companies Ordinance, 1962, the Companies Act, 2017, or the directives issued by the SBP and the SECP differ with the requirements of IFRS or IFAS, the requirements of the Banking Companies Ordinance, 1962, the Companies Act, 2017 and the said directives shall prevail.

The SBP, vide its BSD Circular Letter no. 10 dated August 26, 2002, has deferred the applicability of International Accounting Standard 39, Financial Instruments: Recognition and Measurement and International Accounting Standard 40, Investment Property, for banking companies till further instructions. Further, the SECP, through S.R.O 411(1)/2008 dated April 28, 2008, has deferred the applicability of IFRS 7, Financial Instruments: Disclosures, to banks. Accordingly, the requirements of these standards have not been considered in the preparation of these unconsolidated financial statements. However, investments have been classified and valued in accordance with the requirements prescribed by the SBP through various circulars.

The SECP has notified Islamic Financial Accounting Standard (IFAS) 3, 'Profit and Loss Sharing on Deposits' with effect from January 1, 2014. The SBP through BPRD Circular Letter No. 4 dated 25 February 2015, has deferred the applicability of IFAS 3 till further instructions.

IFRS 10, Consolidated Financial Statements, was notified by the SECP as applicable for accounting periods beginning from January 1, 2015. However, the SECP, through SRO 56(I)/2016 dated January 28, 2016, has directed that the requirement of consolidation under this standard and under Section 228 of the Companies Act, 2017, is not applicable in the case of investments by a bank in mutual funds managed by its own asset management company and established under the trust structure. Therefore, investments by the Bank in mutual funds managed by HBL AMC are not consolidated as would otherwise be required under the definition of control specified in IFRS 10.

These unconsolidated financial statements of the Bank are prepared using generally consistent accounting policies. However, Overseas branches comply with the local regulations enforced within their respective jurisdictions.

2.3 Amendments to existing accounting and reporting standards that have become effective in the current year

There are certain amendments to existing accounting and reporting standards that have become applicable to the Bank for accounting periods beginning on or after January 1, 2023. These are considered either to not be relevant or to not have any material impact on these unconsolidated financial statements.

2.4 Standards and amendments to existing accounting and reporting standards that are not yet effective

As directed by SBP vide BPRD Circular letter no. 7 of 2023, IFRS 9, Financial Instruments is effective for periods beginning on or after January 1, 2024.

The financial statements of overseas branches will continue to be based on the respective host country's regulatory regime. For accounting periods beginning on or after January 1, 2025, banks will be required to comply with the SBP's application instructions for overseas branches in preparing their unconsolidated financial statements.

The Bank expects that amendments to existing accounting and reporting standards will not affect its financial statements in the period of initial application.

2.4.1 IFRS 9, Financial Instruments

The management of the Bank has carried out an assessment of the impact of the application of IFRS 9, taking into account the SBP's application instructions. The assessment is based on currently available information and may be subject to change at the time of recognizing the initial impact of the adoption of IFRS 9. The actual impact on the Bank's financial statements for the year 2024 will depend on the financial instruments that the Bank holds during that period and the economic conditions at that time, as well as accounting elections and judgements that it will make in future.

Classification and measurement

The classification and measurement of financial assets depends on their contractual cash flow characteristics and the entity's business model. Financial assets that meet the Solely Payment of Principal and Interest (SPPI) criteria are measured at amortized cost, Fair Value Through Profit & Loss (FVTPL) or Fair Value through Other Comprehensive Income (FVOCI). However, financial assets that do not meet the SPPI criteria are always measured at FVTPL. The Bank has reviewed the impact of the initial adoption of IFRS 9 on its financial assets as follows:

Equity Securities

Listed equity securities currently classified as held-for-trading will be classified as FVTPL.

For certain listed equity securities currently classified as available-for-sale (AFS) with gains and losses recorded in OCI, the Bank will apply the option to classify them as FVOCI. Therefore, the application of IFRS 9 will not have an impact on equity on initial adoption. However, in accordance with the requirements of the standard, gains and losses subsequently recognized in OCI will not be recycled through the profit and loss account, even on derecognition of these securities.

The remaining listed equity securities will be measured at FVTPL. The current surplus / deficit on revaluation of those securities will be transferred to retained earnings. Hence, there will be no impact on equity.

Unlisted equity securities are currently carried at the lower of cost or breakup value as per SBP instructions. These will be measured at fair value under IFRS 9, and the Bank is in the process of developing methodologies to assess their fair values. These will be classified in the same manner as described above for listed equity securities.

Debt securities and Loans and advances

Debt securities may be classified at FVTPL, FVOCI or at amortized cost. Debt securities that pass the SPPI test will be measured at FVOCI or at amortized cost as per the Bank's business model i.e. either to hold those assets to collect contractual cash flows and also to sell those assets or just to hold the assets to collect contractual cash flows.

Debt securities that do not pass the SPPI test will be measured at FVTPL.

Impairment

The impairment requirements of IFRS 9 apply to financial assets measured at amortized cost and FVOCI (other than equity instruments), and certain loan commitments and financial guarantee contracts. At initial recognition, an impairment allowance (or provision in the case of commitments and guarantees) is required for expected credit losses (ECL) from potential default events.

For calculating ECL, the Bank shall classify its financial assets under the following three categories:

- Stage 1 - Performing assets: For financial assets where there has not been a Significant Increase in Credit Risk (SICR) since initial recognition, the Bank shall recognize an impairment allowance based on the 12-month ECL.
- Stage 2 - Underperforming assets: For financial assets where there has been a SICR since initial recognition, but which are not credit impaired, the Bank shall recognize an impairment allowance based on lifetime ECL.
- Stage 3 - Non-performing assets: For financial assets which have evidence of credit impairment at the reporting date, the Bank shall recognize ECL using the higher of (a) the total lifetime ECL computed for all stage 3 loans under IFRS 9 and (b) the corresponding provision required as per the Prudential Regulations.

Under the SBP's instructions, the Bank is not required to compute ECL on Government Securities and on Government-guaranteed credit exposure in local currency.

Based on the SBP's IFRS 9 application instructions, the Bank has performed an ECL assessment taking into account the following key elements:

- Probability of Default (PD): The probability that a counterparty will default over the next 12 months from the reporting date (12-month ECL, Stage 1) or over the lifetime of the product (lifetime ECL, Stage 2).
- Exposure at Default (EAD): The expected balance sheet exposure at the time of default, incorporating expectations on drawdowns, amortization, prepayments and forward-looking information where relevant.
- Loss Given Default (LGD): An estimate of the loss incurred on a facility in the event of default by a customer. LGD is calculated as the difference between contractual cash flows due and those that the Bank expects to receive, including from the liquidation of any collateral. It is expressed as a percentage of the EAD.

Significant increase in credit risk (SICR)

A SICR is assessed in the context of an increase in the risk of a default occurring over the life of the financial instrument compared to the risk of default expected at the time of initial recognition. The Bank uses a number of qualitative and quantitative measures in assessing SICR including, inter alia, the deterioration of Obligor Risk Ratings (ORR), payments being past due by 60 days or more, unavailability of financial information and pending litigation.

At every reporting date, the Bank shall assess whether there has been a SICR since the initial recognition of the asset, in which case, the asset must be assigned to the appropriate stage of credit impairment (Stage 2 or 3).

Presentation and disclosure

IFRS 9 also requires expanded disclosures and changes in presentation which will be incorporated as per the SBP's revised format.

Impact of adoption of IFRS 9

The Bank has elected to follow the modified retrospective approach for restatement i.e. comparative figures will not be restated on the initial application of IFRS 9. Instead, the cumulative impact will be recorded as an adjustment to equity at the beginning of the accounting period.

Financial impact

The total estimated impact (net of tax) of the adoption of IFRS 9 on the opening balance of the Bank's equity as at January 1, 2024 is a decrease of approximately Rs. 17.611 billion due to ECL.

Impact on regulatory capital

The SBP has permitted banks to adopt a transitional approach to phase in the initial impact of the ECL for stage 1 and 2 financial assets over a period of five years.

Governance, ownership and responsibilities

The Bank has adopted a governance framework under which the Board Audit Committee is tasked with overseeing the implementation of IFRS 9. A Steering Committee for the implementation of IFRS 9, chaired by the CFO, is in place including representation from Risk, all front-line businesses, Operations and IT.

Risk Management has developed models / methodologies for calculating the PD, LGD, EAD and Credit Conversion Factors (CCF) for off-balance sheet exposures. These models shall be validated annually including:

- ECL model design, data quality and benchmarking with external best practices.
- Calibration testing which ensures the accuracy of the observed PDs.

Finance identifies, prepares and extracts the data required for the modelling of risk parameters and the ECL calculations. The Bank has also implemented an automated system for the calculation of ECL.

2.5 Critical accounting estimates

The preparation of unconsolidated financial statements in conformity with accounting and reporting standards as applicable in Pakistan requires the use of certain accounting estimates. It also requires the management to exercise its judgement in the process of applying the Bank's accounting policies. Estimates and judgements are continually evaluated and are based on historical experience, including expectations of future events that are believed to be reasonable under the circumstances. The areas where various assumptions and estimates are significant to the Bank's financial statements or where judgement was exercised in the application of accounting policies are as follows:

i) Classification of investments (note 4.3)
ii) Valuation and impairment of subsidiaries, associates and investments (note 4.3)
iii) Provision against advances (note 4.4)
iv) Valuation and depreciation of fixed assets (note 4.5)
v) Valuation and depreciation of right-of-use assets and their related lease liabilities (note 4.6)
vi) Valuation and amortization of intangible assets (note 4.7)
vii) Valuation of non-banking assets acquired in satisfaction of claims (note 4.8)
viii) Valuation of defined benefit plans (note 4.12)
ix) Taxation (note 4.15)
x) Fair value of derivatives (note 4.21)

Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of revision and future periods if the revision affects both current and future periods.

During the year, the Bank has reviewed its estimate of the useful life of vehicles used in its UAE business, resulting in a change in the Bank's estimate of their useful lives. These revisions have been accounted for as a change in accounting estimate as per the requirements of IAS 8 and accordingly, have been recognised prospectively in the unconsolidated profit and loss account from the current year.

The impact of this change is disclosed in note 10.2.1.

3 BASIS OF MEASUREMENT

3.1 Accounting convention

These unconsolidated financial statements have been prepared under the historical cost convention except for:

- Certain classes of fixed assets and non-banking assets acquired in satisfaction of claims, which are stated at revalued amounts less accumulated depreciation.
- Investments classified as held-for-trading and available-for-sale, which are measured at fair value.
- Derivative financial instruments, including forward foreign exchange contracts, which are measured at fair value.
- Right-of-use assets and their related lease liabilities, which are measured at their present values.
- Net obligations in respect of defined benefit schemes, which are measured at their present values.

3.2 Functional and presentation currency

These unconsolidated financial statements are presented in Pakistani rupees, which is the Bank’s functional currency. Amounts are rounded to the nearest thousand Rupees.

4 MATERIAL ACCOUNTING POLICY INFORMATION

The accounting policies adopted in the preparation of these unconsolidated financial statements are consistent with those of the previous financial year.

4.1 Cash and cash equivalents

Cash and cash equivalents include cash and balances with treasury banks and balances with other banks.

4.2 Lending / borrowing transactions with financial institutions

The Bank enters into transactions of reverse repos and repos at contracted rates for a specified period of time. These are recorded as under:

4.2.1 Purchases under resale agreements (reverse repo)

Securities purchased under resale agreements are not recognised as investments in the financial statements and the amount extended to the counterparty is included in lendings to financial institutions. The difference between the purchase price and the contracted resale price is accrued on a time proportion basis over the period of the contract and recorded as markup / interest income.

4.2.2 Sales under repurchase agreements (repo)

Securities sold under repurchase agreements continue to be recognised as investments in the financial statements and the liability to the counterparty is included in borrowings. The difference between the sale price and the contracted repurchase price is accrued on a time proportion basis over the period of the contract and recorded as markup / interest expense.

4.2.3 Bai Muajjal

Bai Muajjal transactions represent sales of Sukuk on a deferred payment basis and are shown in lendings to financial institutions except for transactions undertaken directly with the Government of Pakistan which are disclosed as investments. The difference between the deferred payment amount receivable and the carrying value at the time of sale is accrued and recorded as income over the life of the transaction.

4.3 Investments

The Bank classifies its investments, other than its investments in subsidiaries and associates, into the following categories:

Held-for-trading

These are securities included in a portfolio in which a pattern of short-term trading exists, or which are acquired for generating a profit from short-term fluctuations in market prices or interest rate movements. Barring under exceptional circumstances these securities are required to be sold within 90 days from the date of their purchase.

Held-to-maturity

These are securities with fixed or determinable payments and fixed maturity that the Bank has the positive intent and ability to hold till maturity.

Available-for-sale

These are securities, other than investments in subsidiaries and associates, that do not fall under the held-for-trading or held-to-maturity categories.

4.3.1 Initial measurement

All purchases and sales of investments that require delivery within the time frame established by regulations or market convention are recognised at the trade date. The trade date is the date on which the Bank commits to purchase or sell the investment.

In the case of investments classified as held-for-trading, transaction costs are expensed through the profit and loss account. Transaction costs associated with investments other than those classified as held-for-trading are included in the cost of the investments.

4.3.2 Subsequent measurement

Held-for-trading

Investments classified as held-for-trading are subsequently measured at fair value. Any unrealised surplus / deficit arising on revaluation is taken to the profit and loss account.

Held-to-maturity

Investments classified as held-to-maturity are subsequently measured at amortised cost using the effective interest rate method, less any impairment recognised to reflect irrecoverable amounts.

Available-for-sale

Listed securities classified as available-for-sale are subsequently measured at fair value. Any unrealised surplus / deficit arising on revaluation is recorded in the surplus / deficit on revaluation of securities account (shown as part of equity in the statement of financial position) and is taken to the profit and loss account either when realised upon disposal or when the investment is considered to be impaired.

Unlisted equity securities are carried at the lower of cost and break-up value. The break-up value is calculated with reference to the net assets of the investee company as per its latest available audited financial statements. The Bank may also use unaudited or management accounts to determine if any additional impairment needs to be charged beyond amounts already charged based on audited financial statements. Other unlisted securities are valued at cost less impairment, if any.

4.3.3 **Investments in subsidiaries and associates**

Investments in subsidiaries and associates are recorded at cost less impairment, if any.

4.3.4 **Impairment**

The Bank determines that available-for-sale listed equity investments are impaired when there has been a significant or prolonged decline in the fair value of these investments below their cost. The determination of what is significant or prolonged requires judgement. In making this judgement, the Bank evaluates, among other factors, the normal volatility in share price. In addition, impairment may be appropriate when there is evidence of deterioration in the financial condition of the investee, industry and sector performance and changes in technology. A subsequent increase in the fair value of a previously impaired listed equity security is recorded in the statement of financial position in the surplus / deficit on revaluation of securities account and only recorded through the profit and loss account when realised on disposal.

A decline in the carrying value of unlisted equity securities is charged to the profit and loss account. A subsequent increase in the carrying value, up to the cost of the investment, is credited to the profit and loss account.

Provision for diminution in the value of debt securities held in Pakistan is made as per the Prudential Regulations issued by the SBP. Provision against investments by the Bank's overseas branches is made as per the requirements of their respective regulatory regimes.

When a debt security, classified as available-for-sale, is considered to be impaired, the balance in the surplus / deficit on revaluation of securities account is transferred to the profit and loss account as an impairment charge. If, in a subsequent period, the fair value of a debt instrument increases and the increase can be objectively related to an event occurring after the impairment loss was recognised, the impairment loss is reversed through the profit and loss account.

When a debt security, classified as held-to-maturity, is considered to be impaired, the impairment is directly charged to the profit and loss account as held-to-maturity securities are carried at amortized cost. Any subsequent reversal of an impairment loss, up to the cost of the investment in the debt security, is credited to the profit and loss account.

Provision for diminution in the value of other securities is made after considering objective evidence of impairment.

The Bank considers that a decline in the recoverable value of its investments in subsidiaries and associates below their carrying value may be evidence of impairment. Recoverable value is calculated as the higher of fair value less costs to sell and value in use. An impairment loss is recognised when the recoverable value falls below the carrying value and is charged to the profit and loss account. Any subsequent reversal of an impairment loss, up to the carrying value of the investment in subsidiaries and associates, is credited to the profit and loss account.

4.4 **Advances**

Advances are stated net of specific and general provisions. Provision against advances by the Bank's operations in Pakistan is made in accordance with the requirements of the Prudential Regulations. Provision against advances by the Bank's overseas branches is made as per the requirements of the respective regulatory regimes. Advances are written off in line with the Bank’s policy when there are no realistic prospects of recovery.

Since 2020, several borrowers have been severely impacted, initially by the COVID-19 pandemic, and since then, by the stressed economic conditions. The potential impact of the economic stress is difficult to predict, as many such borrowers have also availed the SBP enabled deferment / restructuring & rescheduling relief. Hence, management feels that it is appropriate to maintain an additional general provision on the domestic, funded performing credit portfolio excluding:

- Government guaranteed exposure
- Consumer and staff lending
- Exposure secured by cash / near cash collateral

This additional provision as at any statement of financial position date, is based on management's best estimate and can be upto and maximum of 1% of above mentioned portfolio. And on account of the devastating floods in 2022 which have impacted customers in its area of operations.

4.4.1 Finance lease receivables

Leases where the Bank transfers a substantial portion of the risks and rewards incidental to the ownership of an asset to the lessee are classified as finance leases. A receivable is recognised at an amount equal to the present value of the future lease payments including any guaranteed residual value discounted at the rate implicit in the lease. The net investment in finance lease is included in advances.

4.4.2 Islamic financing and related assets

Murabaha financing is a cost plus profit transaction. Funds disbursed for the purchase of goods are recorded as an advance against Murabaha. Once the goods are sold to the customers, the transaction is recorded as financing. Goods purchased by the Bank but remaining unsold are recorded as inventories.

The financing is recorded at the deferred sale price. Profit earned on financing is recognised as unearned income and amortised into the profit and loss account over the term of the Murabaha financing. It is possible for Bank to buy the inventory on a customer's behalf and sell it to the customers on spot basis. In this case, the entire profit is recognised immediately in the profit and loss account.

Under Ijarah financing, the Bank transfers the rights to use an asset to the customer for an agreed period for an agreed consideration. Assets given under Ijarah are stated at cost less accumulated depreciation, residual value and impairment losses, if any. The depreciation is calculated on a straight-line basis over the term of the Ijarah after taking into account the estimated residual value. Impairment of Ijarah assets is recognised in line with the Prudential Regulations or upon the occurrence of an impairment event which indicates that the carrying value of the Ijarah asset may exceed its recoverable amount. The Ijarah rental received / receivable is recognised as income on an accrual basis.

Gains or losses on disposal of Ijarah assets are taken to the profit and loss account in the period in which they arise.

For Running Musharakah the Bank and the customer enter a Musharakah (transaction or business partnership arrangement) where the Bank agrees to finance the operating activities of the customer's business and share the profit or loss at a pre-agreed ratio. Profit is provisionally recognised on an accrual basis and is adjusted once the customer declares the final profit after issuance of audited financial statements.

Under Diminishing Musharakah financing, the Bank and the customer create joint beneficial ownerships over tangible assets to fulfill the customer's capital expenditure / project requirements. The Bank receives periodic payments, partly for renting its portion of the assets to the customer and partly for the gradual transfer / sale of its share of ownership to the customer. The rental payment is recognised as profit while the asset transfer / sale payments are applied towards reducing the outstanding principal.

Under Istisna financing, the Bank gives an advance to customers for manufacturing goods and may allow their sale immediately after the goods are manufactured or allow a pre-agreed time to sell the goods on deferred payment basis as the Bank's agent to a third party. Profit is recognised at the time when the goods are sold to the third party. In case of a deferred sale, the profit is recognised on an accrual basis over the term of financing.

Under Tijarah financing, the Bank purchases finished goods from the customer against payment, takes possession and appoints the customer as an agent to sell these goods to the ultimate buyer, generally on a deferred payment basis. Goods purchased by the Bank and sold by the customer on a deferred payment basis are recognised as financing while goods purchased by the Bank but remaining unsold by the customer are recorded as inventories. Profit on the financing is recognised on an accrual basis over the period of transaction.

Wakalah is an agency contract in which the Bank provides funds to a customer to invest in a Shariah compliant manner. This is recorded as financing and profit is recognised on an accrual basis and is adjusted once the customer declares Wakalah business performance.

Salam is a sale whereby the Bank undertakes to supply some specific commodity (ies) / asset(s) to the customer at a future date in exchange for an advance price fully paid on spot.

Currency Salam is exchange / sale of a currency with another currency at a future date, at conversion rate within the spot range on the day of such contract execution.

Under Musawamah financing, the Bank purchases the goods and, after taking possession, sells them to the customer at an agreed price without disclosing the cost incurred by the Bank. Goods purchased by the Bank can either be sold to the customer as a spot transaction or on a deferred payment basis. Goods purchased by the Bank but remaining unsold are recorded as inventories.

4.5 Fixed Assets

Fixed assets are stated at cost, except for land and buildings which are carried at revalued amounts, less any applicable accumulated depreciation and accumulated impairment losses.

Land, capital work-in-progress and works of art are not depreciated. Other items included in fixed assets are depreciated over their expected useful lives using the straight-line method. Depreciation is calculated so as to write down the assets to their residual values over their expected useful lives at the rates specified in note 10.2 to these unconsolidated financial statements. Depreciation on additions is charged from the month in which the assets are available for use. No depreciation is charged in the month in which the assets are disposed off. The residual values, useful lives and depreciation methods are reviewed and adjusted, if appropriate, at each statement of financial position date.

Land and buildings are revalued by independent professionally qualified valuers with sufficient regularity to ensure that their net carrying value does not differ materially from their fair value. If an asset's carrying value increases as a result of revaluation, such increase or surplus arising on revaluation is credited to the surplus on revaluation of fixed assets account. However, if the increase reverses a deficit on the same asset previously recognised in the profit and loss account, such increase is also recognised in the profit and loss account to the extent of the previous deficit and thereafter in the surplus on the revaluation of fixed assets account. Any accumulated depreciation at the date of revaluation is eliminated against any additional surplus on revaluation and the net carrying value is restated at the revalued amount of the asset. If the asset's carrying value decreases as a result of a revaluation, such decrease is recognised as a reduction in the surplus on revaluation of fixed assets account or, if no surplus exists / remains, is charged to the profit and loss account as an impairment of that asset.

Surplus on revaluation of fixed assets (net of associated deferred tax) is transferred to unappropriated profit to the extent of the incremental depreciation charged on the related assets.

Normal repairs and maintenance are charged to the profit and loss account as and when incurred. However, major repairs and renovations that increase the useful life of an asset are capitalised.

Gains or losses arising on the disposal of fixed assets are included in the profit and loss account. Surplus on revaluation (net of deferred tax) realised on disposal of fixed assets is transferred directly to unappropriated profit.

4.6 Right-of-use assets and their related lease liability

4.6.1 Right-of-use assets

On initial recognition, right-of-use assets (ROU) are measured at an amount equal to the initial lease liability adjusted for any lease payments made at or before the commencement date, plus any initial direct costs incurred and an estimate of costs to be incurred to restore the underlying asset or the site on which it is located to its original condition.

ROU assets are subsequently stated at cost less any accumulated depreciation / accumulated impairment losses and are adjusted for any remeasurement of lease liability. Such remeasurement only occurs in cases where the terms of the lease are changed during the lease tenor.

ROU assets are depreciated using the straight-line method over a period starting from the commencement date of the lease contract to the end of the estimated useful life of the ROU asset or the end of the lease term, whichever is earlier. The estimated useful lives of ROU assets are determined on the same basis as that for owned assets. Depreciation on additions (new leases) is charged from the month in which the leases are entered into. No depreciation is charged in the month in which the leases mature or are terminated.

4.6.2 Lease liability against ROU assets

Lease liabilities against ROU assets are initially measured at the present value of the remaining lease payments, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, then at the applicable incremental borrowing rate. The lease liability is subsequently measured at amortised cost using the effective interest rate method.
Each lease payment is allocated between a reduction of the liability and a finance cost. The finance cost is charged to the profit and loss account as markup expense over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

4.7 Intangible assets

Intangible assets other than goodwill

Intangible assets having a finite useful life are stated at cost less accumulated amortisation and accumulated impairment losses, if any. Such intangible assets are amortised over their estimated useful lives using the straight-line method. Amortisation is calculated to write down the assets to their residual values over their expected useful lives at the rates stated in note 11.1 to these unconsolidated financial statements. Amortisation on additions is charged from the month in which the assets are available for use. No amortisation is charged in the month in which the assets are disposed off. The residual values, useful lives and amortisation methods are reviewed and adjusted, if appropriate, at each statement of financial position date.

Intangible assets which arise from contractual or other legal rights on the acquisition of another entity and are deemed separable are considered as part of the net identifiable assets acquired. These are initially measured at fair value. Intangible assets with a finite useful life are amortized over their expected useful lives and are stated at cost less accumulated amortization and accumulated impairment losses, if any. Intangible assets having an indefinite useful life are stated at cost less impairment, if any. Such intangible assets are tested for impairment annually, or whenever there is an indication of impairment, as per the requirements of IAS 36, Impairment of Assets. An impairment charge in respect of intangible assets is recognised through the profit and loss account. Any subsequent reversal of an impairment loss, up to the extent of the impairment, is credited to the profit and loss account.

4.8 Non-banking assets acquired in satisfaction of claims

Non-banking assets acquired in satisfaction of claims are initially recorded at cost and are carried at revalued amounts less accumulated depreciation and impairment, if any. These assets are revalued with sufficient regularity by professionally qualified valuers to ensure that their net carrying value does not differ materially from their fair value. An increase in the market value over the acquisition cost is recorded as a surplus on revaluation. A decline in the market value is adjusted against the surplus of that asset or, if no surplus exists, is charged to the profit and loss account as an impairment. A subsequent increase in the market value of an impaired asset is reversed through the profit and loss account up to the extent of the impairment and thereafter credited to the surplus on revaluation of that asset. All direct costs of acquiring title to the asset are charged immediately to the profit and loss account.

Depreciation on assets acquired in satisfaction of claims is charged to the profit and loss account on the same basis as depreciation charged on the Bank's owned fixed assets.

If the recognition of such assets results in a reduction in non-performing loans, such reductions and the corresponding reductions in provisions held against non-performing loans are disclosed separately.

These assets are revalue generally intended for sale. Gains and losses realized on the sale of such assets are disclosed separately from gains and losses realized on the sale of fixed assets. Surplus on revaluation (net of deferred tax) realized on disposal of these assets is transferred directly to unappropriated profit.

However, if such an asset, subsequent to initial recording, is used by the Bank for its own operations, the asset, along with any related surplus, is transferred to fixed assets.

4.9 Borrowings / deposits

Borrowings / deposits are recorded at the amount of proceeds received. The cost of borrowings / deposits is recognised as an expense on an accrual basis in the period in which it is incurred.

4.10 Subordinated debt

Subordinated debt is recorded at the amount of proceeds received. Mark-up accrued on subordinated debt is charged to the profit and loss account.

4.11 Acceptances

Acceptances comprise undertakings by the Bank to pay bills of exchange drawn on customers. Acceptances are recognised as a financial liability in the statement of financial position with the contractual right of reimbursement from the customer recognised as a financial asset.

4.12 Employee benefits

The Bank operates a number of post-retirement benefit plans, which include both defined contribution plans and defined benefit plans.

For defined contribution plans, the Bank pays contributions to the fund on a periodic basis, and such amounts are charged to the profit and loss account when the payment obligation is established. The Bank has no further payment obligations once the contributions have been paid.

For funded defined benefit plans, the liability recognised in the statement of financial position is the present value of the defined benefit obligations less the fair value of plan assets as at the statement of financial position date. Contributions to the fund are made by the Bank on a periodic basis.

For non-funded defined benefit plans, the liability recognised in the statement of financial position is the present value of the defined benefit obligations as at the statement of financial position date.

The liability in respect of all obligations under defined benefit schemes is calculated annually by an independent actuary using the Projected Unit Credit Method.

Actuarial gains and losses

Actuarial gains and losses that arise out of experience adjustments and changes in actuarial assumptions are recognised in other comprehensive income with no subsequent recycling through the profit and loss account. However actuarial gains and losses on remeasurement of the liability for compensated absences are recognised in the profit and loss account.

Past Service Cost

Past service cost is the change in the present value of the defined benefit obligation resulting from a plan amendment and is recognised through the profit and loss account when the plan is amended.

Current Service Cost

Current service cost is the increase in the present value of the defined benefit obligation resulting from employee service in the current period, and is recognised through the profit and loss account.

4.13 Foreign currency

4.13.1 Foreign currency transactions

Transactions in foreign currencies are translated into rupees at the foreign exchange rates prevailing on the transaction date. Monetary assets and liabilities denominated in foreign currency are translated into rupees at the rates of exchange prevailing on the date of the statement of financial position. Forward transactions in foreign currencies and foreign bills purchased are translated at forward foreign exchange rates applicable to their respective maturities.

4.13.2 Foreign operations

The assets and liabilities of foreign operations are translated to Pakistani rupees at exchange rates prevailing on the date of the statement of financial position. The income and expenses of foreign operations are translated to Pakistani Rupees at average rates of exchange prevailing during the year.

4.13.3 Translation gains and losses

Gains and losses arising from foreign currency translations are taken to the profit and loss account, except those arising from the translation of the net investment in foreign branches, associates and subsidiaries, which are recognized through the statement of other comprehensive income as an Exchange Translation Reserve (ETR). Balances in the ETR are only taken to the profit and loss account on disposal of the investment.

4.13.4 Contingencies and Commitments

Commitments for outstanding forward foreign exchange contracts are disclosed in the financial statements at contracted rates. Contingent liabilities / commitments denominated in foreign currencies are expressed in rupee terms at the rates of exchange prevailing on the date of the statement of financial position.

4.14 Income recognition

Revenue is recognised to the extent that the economic benefits associated with a transaction will flow to the Bank and the revenue can be reliably measured.

4.14.1 Advances and investments

Income on performing advances and debt securities is recognised on a time proportion basis as per the terms of the contract. Where debt securities are purchased at a premium or discount, such premium / discount is amortised through the profit and loss account over the remaining maturity of the debt security using the effective yield method.

Income recoverable on classified advances and investments is recognised on a receipt basis. Income on rescheduled / restructured advances and investments is recognised as permitted by SBP regulations or by the regulatory authorities of the countries in which the Bank operates.

4.14.2 Lease financing

Income from lease financing is accounted for using the financing method. Under this method, the unearned lease income (defined as the sum of total lease rentals and estimated residual value less the cost of the leased assets) is taken to income over the term of the lease so as to produce a constant periodic rate of return on the outstanding net investment in the lease. Gains and losses on termination of lease contracts are recognised through the profit and loss account when these are realised. For classified leases, unrealised lease income and other fees are recognised on a receipt basis.

4.14.3 Fee, Commission and Brokerage Income

Fee, commission and brokerage income is recognised on an accrual basis.

4.14.4 Dividend income

Dividend income is recognised when the right to receive the dividend is established.

4.15 Taxation

Income tax expense comprises of the charge for current and prior years and deferred tax. Income tax expense is recognised in the profit and loss account except to the extent that it relates to items which are recognized, net of tax, directly in equity.

4.15.1 Current

The charge for current taxation is calculated on taxable income earned during the year from local as well as foreign operations using tax rates enacted as at the date of the statement of financial position.

4.15.2 Prior years

The charge for prior years represents adjustments to the tax charge for prior years, arising from assessments, changes in estimates, and retrospectively applied changes to law, made during the current year.

4.15.3 Deferred

Deferred tax is recognised using the balance sheet liability method on all temporary differences between the amounts attributed to assets and liabilities for financial reporting purposes and the amounts used for taxation purposes.

Deductible temporary differences (deferred tax assets) are temporary differences that are deductible from the taxable income of future periods when the carrying amount of the underlying asset or liability is recovered or settled. A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the asset can be utilized.

Taxable temporary differences (deferred tax liabilities) are temporary differences that will result in a tax liability in future periods when the carrying amount of the asset or liability is recovered or settled.

Deferred tax is calculated at the tax rates that are expected to be applicable to the temporary differences when they reverse, based on laws that have been enacted or substantively enacted as at the date of the statement of financial position.

The Bank also records a deferred tax asset / liability on items recognised directly in the statement of comprehensive income such as surplus / deficit on revaluation of assets and actuarial gains / losses. These items are disclosed net of the related deferred tax asset / liability.

Deferred tax assets are reviewed annually for impairment. Where objective evidence exists that the carrying value of a deferred tax asset may not be recoverable, the deferred tax asset is reduced to its recoverable value. The difference between the carrying value and the recoverable value is recognised through the profit and loss account as a deferred tax expense.

4.16 Impairment of non-financial assets

The carrying value of non-financial assets are reviewed at each statement of financial position date to determine whether there is any indication of impairment. If such indication exists, the recoverable value of the asset is estimated. An impairment loss is recognised through the profit and loss account whenever the recoverable value of an asset is lower than its carrying value.

A subsequent increase in the recoverable value of the asset results in a reversal of the impairment loss through the profit and loss account, up to the original carrying value of the asset, if the reversal can be objectively related to an event occurring after the impairment loss was recognised.

A provision is also recognised on other assets where the chances of recovery of those balances are very low.

4.17 Provisions

Provisions are recognised when the Bank has present legal or constructive obligations as a result of past events, it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate of the amount can be made.

A provision for off balance sheet obligations is recognised when the Bank becomes aware of the obligation and reasonable certainty exists that the Bank will settle the obligation. The charge to the profit and loss account is stated net of expected recoveries and the obligation is recognised in other liabilities.

Provisions are reviewed at each statement of financial position date and are adjusted to reflect the current best estimate.

4.18 Contingent Liabilities

Contingent liabilities are not recognised in the statement of financial position as they are possible obligations where it has yet to be confirmed whether a liability, which will ultimately result in an outflow of economic resources to settle the obligation, will arise. In cases where the probability of an outflow of economic resources is considered remote, based on legal / professional opinions or other relevant assessments, it is not disclosed as a contingent liability.

4.19 Off setting

Financial assets and financial liabilities are set-off and the net amount is reported in the unconsolidated financial statements when there is a legally enforceable right to set-off and the Bank intends either to settle on a net basis, or to realise the assets and to settle the liabilities simultaneously.

4.20 Financial Assets and Liabilities

Financial assets and liabilities carried on the statement of financial position include cash and bank balances, lending to financial institutions, investments, advances, certain other receivables, bills payable, borrowings, deposits, subordinated debt, lease liabilities against ROU assets and certain payables. The particular recognition methods adopted for significant financial assets and financial liabilities are disclosed in the relevant policy notes.

4.21 Derivative Financial Instruments

Derivative financial assets and liabilities are initially recognised at fair value on the date on which a derivative contract is entered into and are subsequently measured at their fair values using appropriate valuation techniques. Derivative financial instruments are carried as an asset when the fair value is positive and as a liability when the fair value is negative. Any change in the fair value of derivative financial instruments is taken directly to the profit and loss account.

4.22 Dividends and appropriation to reserves

Dividends and appropriations to reserves, which are approved subsequent to the date of the statement of financial position are except where required by law recognised in the year in which these are approved and disclosed as a non-adjusting event after the balance sheet date.

4.23 Earnings per share

The Bank presents basic and diluted earnings per share (EPS). Basic EPS is calculated by dividing profit after tax for the year attributable to equity holders of the Bank by the weighted average number of ordinary shares outstanding during the year. Diluted earnings per share is not calculated separately, as the Bank does not have any convertible instruments in issue.

4.24 Segment reporting

A segment is a distinguishable component of the Bank that is engaged in providing unique products or services (business segment), or in providing products or services within a particular geographic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments.

4.24.1 Business segments

The Bank is managed along the following business lines for monitoring and reporting purposes:

i) *Branch banking*

This segment pertains to the branch distribution network, its related deposit and other products and general banking services.

ii) *Consumer, SME and agriculture lending*

This segment pertains to loan products offered to the Consumer, SME and Agriculture segments.

iii) *Islamic banking*

This segment pertains to all business lines of the Islamic banking network and includes all Islamic products offered by the bank.

iv) *Corporate, commercial and investment banking*

This segment provides a wide variety of financial products and services to large and medium sized clients, across the entire spectrum of industrial sectors.

v) *International and correspondent banking*

This segment includes all international branches, the financial institutions business and global remittances.

vi) *Treasury*

This segment is responsible for asset/liability management and includes all treasury related products such as fixed income, money market, FX and derivatives.

vii) *Head Office / Others*

This segment includes numbers related to HBL Konnect, Head Office functions.

4.24.2 Geographical segments

The Bank is managed along the following geographic lines for monitoring and reporting purposes:

i) *Pakistan (including KEPZ)*

This includes the domestic operations and HBL's KEPZ branch.

ii) *Middle East and Africa*

This includes United Arab Emirates (UAE), Bahrain, Oman, Lebanon and Mauritius.

iii) *Asia*

This includes Afghanistan, Bangladesh, China, Maldives, Singapore and Sri Lanka.

iv) *Europe*

This includes Belgium and Turkey.

5 CASH AND BALANCES WITH TREASURY BANKS

	Note	2023	2022
		(Rupees in '000)	
In hand			
Local currency		**59,791,328**	71,656,001
Foreign currencies		**11,079,805**	7,193,966
		70,871,133	78,849,967
With State Bank of Pakistan in			
Local currency current accounts	5.1	**173,022,678**	107,551,161
Foreign currency current accounts	5.2	**12,284,194**	292,436
Foreign currency deposit accounts	5.3	**25,275,511**	655,439
		210,582,383	108,499,036
With other central banks in			
Foreign currency current accounts	5.4	**44,773,670**	32,490,538
Foreign currency deposit accounts	5.5	**32,466,191**	35,609,011
		77,239,861	68,099,549
With National Bank of Pakistan in local currency current accounts		**146,169,430**	1,757,957
National Prize Bonds		**318,420**	161,575
		505,181,227	257,368,084

5.1 These represent local currency current accounts maintained under the Cash Reserve Requirement of the SBP.

5.2 These represent foreign currency current accounts maintained under the Cash Reserve Requirement of the SBP.

5.3 This includes:

- a foreign currency deposit account maintained under the Special Cash Reserve Requirement (SCRR) of the SBP which carries mark-up at a rate of 4.34% per annum (2022: 3.14% per annum).
- a foreign currency settlement account which carries mark-up at a rate of 0.00% per annum (2022: 0.00% per annum).

5.4 These represent balances held with the central banks of the countries in which the Bank operates, in accordance with local regulatory requirements. These include balances in remunerative current accounts amounting to Rs 870.786 million (2022: Rs 528.828 million), which carry mark-up at rates ranging from 1.89% to 5.68% per annum (2022: 1.04% to 2.04% per annum).

5.5 These represent balances held with the central banks of the countries in which the Bank operates, in accordance with local regulatory requirements. These carry mark-up at rates ranging from 0.00% to 5.40% per annum (2022: 0.00% to 14.50% per annum).

6 BALANCES WITH OTHER BANKS

	Note	2023	2022
		(Rupees in '000)	
In Pakistan			
In current accounts		**17,161**	81,588
Outside Pakistan			
In current accounts	6.1	**25,493,889**	16,458,763
In deposit accounts	6.2	**17,501,806**	14,778,790
		42,995,695	31,237,553
		43,012,856	31,319,141

6.1 This includes an amount of Rs 5,078.358 million (2022: 5,564.242 million) in remunerative current accounts which carry mark-up at rates ranging from 0.01% to 1.00% per annum (2022: 0.01% to 1.00% per annum).

6.2 These carry mark-up at rates ranging from 0.50% to 43.50% per annum (2022: 0.01% to 30.50% per annum).

7 LENDINGS TO FINANCIAL INSTITUTIONS

	Note	2023	2022
		(Rupees in '000)	
Call money lendings	7.2	**17,000,000**	-
Repurchase agreement lendings (reverse repo)	7.3	**71,598,160**	254,593,287
		88,598,160	254,593,287

7.1 Lendings to financial institutions are all in local currency.

7.2 Call money lendings carry mark-up at rates ranging from 21.75% to 22.05% per annum and are due to mature latest by January 04, 2024.

7.3 Repurchase agreement lendings carry mark-up at rates ranging from 21.00% to 22.95% per annum (2022: 15.95% to 16.60% per annum) and are due to mature latest by January 9, 2024.

7.3.1 **Securities held as collateral against lendings to financial institutions**

	2023			2022		
	Held by Bank	Further given as collateral	Total	Held by Bank	Further given as collateral	Total
	(Rupees in '000)					
Market Treasury Bills	2,887,003	-	2,887,003	92,318,287	-	92,318,287
Pakistan Investment Bonds	66,211,157	-	66,211,157	162,275,000	-	162,275,000
Ijarah Sukuk	2,500,000	-	2,500,000	-	-	-
	71,598,160	-	71,598,160	254,593,287	-	254,593,287

7.3.2 The market value of securities held as collateral against repurchase agreement lendings amounted to Rs 71,606.435 million (2022: Rs 254,221.016 million).

8 **INVESTMENTS**

8.1 **Investments by type**

	Note	2023				2022			
		Cost / amortised cost	Provision for diminution	Surplus / (deficit)	Carrying value	Cost / amortised cost	Provision for diminution	Surplus / (deficit)	Carrying value
		(Rupees in '000)							
Held-for-trading (HFT) securities									
Federal Government securities									
- Market Treasury Bills	8.3	83,148,921	-	(31,591)	83,117,330	5,885,581	-	(7,865)	5,877,716
- Pakistan Investment Bonds	8.3	139,454,335	-	96,035	139,550,370	52,471,296		(85,104)	52,386,192
- Ijarah Sukuk	8.3	7,497,896	-	296,498	7,794,394	-	-	-	-
Shares									
- Listed companies		109,681	-	(1,994)	107,687	132	-	(42)	90
Foreign securities									
- Government debt securities		2,965,340	-	(79,993)	2,885,347	3,278,776	-	8,620	3,287,396
		233,176,173	-	278,955	233,455,128	61,635,785	-	(84,391)	61,551,394
Available-for-sale (AFS) securities									
Federal Government securities									
- Market Treasury Bills	8.3 & 8.5	220,034,947	-	143,767	220,178,714	206,248,292	-	(363,332)	205,884,960
- Pakistan Investment Bonds	8.3	1,129,055,695	-	(28,446,005)	1,100,609,690	925,726,908	-	(29,334,463)	896,392,445
- Ijarah Sukuk		214,469,251	-	(992,900)	213,476,351	125,360,260	-	(2,772,531)	122,587,729
- Government of Pakistan US Dollar Bonds		20,607,015	(3,015,329)	(307,522)	17,284,164	18,895,230	(2,213,447)	(8,221,230)	8,460,553
- Other Federal Government securities		5,543,158	-	-	5,543,158	4,686,060	-	-	4,686,060
Shares									
- Listed companies		18,346,143	(1,355,890)	(573,899)	16,416,354	6,329,024	(2,097,873)	(242,961)	3,988,190
- Unlisted companies		5,372,623	(137,414)	-	5,235,209	5,372,623	(119,718)	-	5,252,905
Non-Government debt securities									
- Listed		52,313,888	(1,288,294)	(1,410,827)	49,614,767	52,253,137	(602,689)	(2,566,098)	49,084,350
- Unlisted		2,654,051	(403,050)	(16,875)	2,234,126	2,664,233	(413,232)	16,321	2,267,322
Foreign securities									
- Government debt securities		142,118,151	(1,920,274)	(241,068)	139,956,809	107,850,716	(1,672,462)	(582,189)	105,596,065
- Non -Government debt securities - Listed		4,243,558	(24,966)	(11,593)	4,206,999	4,541,314	(59,375)	(42,714)	4,439,225
- Equity securities - Unlisted		9,701	(239)	-	9,462	7,762	(197)	-	7,565
National Investment Unit Trust units		11,113	-	39,632	50,745	11,113	-	27,057	38,170
Real Estate Investment Trust units									
- Listed		55,000	-	13,700	68,700	55,000	-	13,200	68,200
- Unlisted		1,575,000	-	-	1,575,000	1,575,000	-	-	1,575,000
Preference shares									
- Listed		744,400	-	133,000	877,400	744,400	-	172,200	916,600
- Unlisted		354,985	(316,505)	-	38,480	354,985	(285,793)	-	69,192
		1,817,508,679	(8,461,961)	(31,670,590)	1,777,376,128	1,462,676,057	(7,464,786)	(43,896,740)	1,411,314,531
Held-to-maturity (HTM) securities	8.7								
Federal Government securities									
- Market Treasury Bills		111,622,170	-	-	111,622,170	108,085,213	-	-	108,085,213
- Pakistan Investment Bonds	8.3, 8.4 & 8.5	297,803,454	-	-	297,803,454	229,410,921	-	-	229,410,921
- Government of Pakistan US Dollar Bonds		5,247,920	(408,218)	-	4,839,702	4,307,651	(379,077)	-	3,928,574
Non-Government debt securities									
- Listed		1,899,450	-	-	1,899,450	1,733,442	-	-	1,733,442
- Unlisted		23,419,101	-	-	23,419,101	17,300,182	-	-	17,300,182
Foreign securities									
- Government debt securities		13,123,544	-	-	13,123,544	14,365,073	-	-	14,365,073
- Non-Government debt securities									
- Listed		-	-	-	-	161,426	(15,712)	-	145,714
- Unlisted		174,040	(14,611)	-	159,429	308,100	-	-	308,100
		453,289,679	(422,829)	-	452,866,850	375,672,008	(394,789)	-	375,277,219
Investment in associates and joint venture	8.7	7,136,609	(77,854)	-	7,058,755	7,422,095	-	-	7,422,095
Investment in subsidiary companies	8.8	29,172,923	-	-	29,172,923	26,510,029	-	-	26,510,029
Total Investments		2,540,284,063	(8,962,644)	(31,391,635)	2,499,929,784	1,933,915,974	(7,859,575)	(43,981,131)	1,882,075,268

8.2 Investments by segment

	Note	2023				2022			
		Cost / amortised cost	Provision for diminution	Surplus / (deficit)	Carrying value	Cost / amortised cost	Provision for diminution	Surplus / (deficit)	Carrying value
		(Rupees in '000)							
Federal Government securities									
Market Treasury Bills		414,806,038	-	112,176	414,918,214	320,219,086	-	(371,197)	319,847,889
Pakistan Investment Bonds		1,566,313,484	-	(28,349,970)	1,537,963,514	1,207,609,125	-	(29,419,567)	1,178,189,558
Ijarah Sukuk		221,967,147	-	(696,402)	221,270,745	125,360,260	-	(2,772,531)	122,587,729
Government of Pakistan US Dollar Bonds		25,854,935	(3,423,547)	(307,522)	22,123,866	23,202,881	(2,592,524)	(8,221,230)	12,389,127
Other Federal Government securities		5,543,158	-	-	5,543,158	4,686,060	-	-	4,686,060
		2,234,484,762	(3,423,547)	(29,241,718)	2,201,819,497	1,681,077,412	(2,592,524)	(40,784,525)	1,637,700,363
Shares									
Listed companies		18,455,824	(1,355,890)	(575,893)	16,524,041	6,329,156	(2,097,873)	(243,003)	3,988,280
Unlisted companies		5,372,623	(137,414)	-	5,235,209	5,372,623	(119,718)	-	5,252,905
		23,828,447	(1,493,304)	(575,893)	21,759,250	11,701,779	(2,217,591)	(243,003)	9,241,185
Non-Government debt securities									
Listed		54,213,338	(1,288,294)	(1,410,827)	51,514,217	53,986,579	(602,689)	(2,566,098)	50,817,792
Unlisted		26,073,152	(403,050)	(16,875)	25,653,227	19,964,415	(413,232)	16,321	19,567,504
		80,286,490	(1,691,344)	(1,427,702)	77,167,444	73,950,994	(1,015,921)	(2,549,777)	70,385,296
Foreign securities									
Government debt securities		158,207,035	(1,920,274)	(321,061)	155,965,700	125,494,565	(1,672,462)	(573,569)	123,248,534
Non-Government debt securities									
- Listed		4,243,558	(24,966)	(11,593)	4,206,999	4,702,740	(75,087)	(42,714)	4,584,939
- Unlisted		174,040	(14,611)	-	159,429	308,100	-	-	308,100
Equity securities-Unlisted		9,701	(239)	-	9,462	7,762	(197)	-	7,565
		162,634,334	(1,960,090)	(332,654)	160,341,590	130,513,167	(1,747,746)	(616,283)	128,149,138
National Investment Unit Trust units		11,113	-	39,632	50,745	11,113	-	27,057	38,170
Real Estate Investment Trust units - Listed									
- Listed		55,000	-	13,700	68,700	55,000	-	13,200	68,200
- Unlisted		1,575,000	-	-	1,575,000	1,575,000	-	-	1,575,000
		1,630,000	-	13,700	1,643,700	1,630,000	-	13,200	1,643,200
Preference shares									
- Listed		744,400	-	133,000	877,400	744,400	-	172,200	916,600
- Unlisted		354,985	(316,505)	-	38,480	354,985	(285,793)	-	69,192
		1,099,385	(316,505)	133,000	915,880	1,099,385	(285,793)	172,200	985,792
Investment in associates and joint venture									
Diamond Trust Bank Kenya, Limited		3,999,244	-	-	3,999,244	3,999,244	-	-	3,999,244
Himalayan Bank Limited, Nepal	8.12.2	-	-	-	-	135,665	-	-	135,665
Kyrgyz Investment and Credit Bank, Kyrgyz Republic		256,231	-	-	256,231	256,231	-	-	256,231
Jubilee General Insurance Company Limited		2,006,142	-	-	2,006,142	2,006,142	-	-	2,006,142
Jubilee Life Insurance Company Limited		677,739	-	-	677,739	677,739	-	-	677,739
HBL Investment Fund Class A		174,669	(77,854)	-	96,815	302,886	-	-	302,886
HBL Total Treasury Exchange Trading Fund		22,584	-	-	22,584	44,188	-	-	44,188
		7,136,609	(77,854)	-	7,058,755	7,422,095	-	-	7,422,095
Investment in subsidiary companies									
Habib Allied Holding Limited	8.8	20,740,423	-	-	20,740,423	19,077,529	-	-	19,077,529
Habib Bank Financial Services (Private) Limited		32,500	-	-	32,500	32,500	-	-	32,500
HBL Currency Exchange (Private) Limited		400,000	-	-	400,000	400,000	-	-	400,000
HBL Asset Management Limited		2,000,000	-	-	2,000,000	2,000,000	-	-	2,000,000
HBL Microfinance Bank Limited		6,000,000	-	-	6,000,000	5,000,000	-	-	5,000,000
		29,172,923	-	-	29,172,923	26,510,029	-	-	26,510,029
Total Investments		2,540,284,063	(8,962,644)	(31,391,635)	2,499,929,784	1,933,915,974	(7,859,575)	(43,981,131)	1,882,075,268

8.2.1 **Investments given as collateral**

	2023	2022
	(Rupees in '000)	
The market value of investments given as collateral against borrowings is as follows:		
Federal Government securities		
- Market Treasury Bills	**30,947,292**	76,758,133
- Pakistan Investment Bonds	**336,459,407**	165,214,633
- Ijarah Sukuk	**-**	25,479,600
Foreign securities		
- Government debt securities	**-**	15,216,156
	367,406,699	282,668,522

8.3 Investments include securities amounting to Rs 517,483.172 million (2022: Rs 437,016.293 million) which are held to comply with the SBP's statutory liquidity requirements as set out under section 29 of the Banking Companies Ordinance, 1962.

8.4 Investments include Rs 227.500 million (2022: Rs 227.500 million) pledged with the SBP against TT/DD discounting facilities and demand loan facilities.

8.5 Investments include Rs 10.000 million (2022: Rs 10.000 million) pledged with the Controller of Military Accounts against Regimental Fund accounts being maintained at various branches of the Bank.

8.6 Investments include Rs 300.000 million (2022:Rs 300.000 million) pledged with National Clearing Company of Pakistan against trading margin.

8.7 The market value of investments classified as held-to-maturity and investment in listed associates and joint venture is as follows:

	2023		2022	
	Book value	Market value	Book value	Market value
	(Rupees in '000)			
- Investments classified as held-to-maturity	**452,866,850**	**419,278,122**	375,277,219	343,498,835
- Investment in listed associates and joint venture	**6,802,524**	**6,788,865**	7,165,864	23,324,728

8.8 This includes investment in the Variable Rate Subordinated Loan Notes issued by HBL Bank UK, a subsidiary company, amounting to Rs 4.792 billion equivalent to US $ 17 million (2022: Rs 3.849 billion equivalent to US $ 17 million). These notes are perpetual and are repayable at the option of the subsidiary after five years have passed from the date of issuance. Interest is payable on a six monthly basis at 6 months SOFR+4% and 0.42826% credit adjustment spread (2022: 6 month LIBOR+4%).

The Bank also has an investment in Additional Tier 1 instrument of the subsidiary amounting to Rs 3.664 billion equivalent to US $ 13 million (2022: Rs 2.294 billion equivalent US $ 13 million). These notes are perpetual and are repayable at option of the subsidiary after five years have passed from the date of issuance. The Prudential Authority (PRA) approval is required prior to repayment. Interest is payable on a six monthly basis at 6 months SOFR+4.75% and 0.42826% credit adjustment spread (2022: 6 months LIBOR+4.75%).

The Additional Tier 1 interest is required to be paid from distributable reserve of the subsidiary, however if on any date when a payment of interest would otherwise be due and the subsidiary has insufficient profits, payment of such interest shall be delayed until such time the subsidiary has sufficient profits.

8.9 **Particulars of provision held against diminution in the value of investments**

	2023	2022
	(Rupees in '000)	
Opening balance	**7,859,575**	3,228,791
Exchange adjustments	**1,209,319**	604,306
Charge / (reversal)		
Charge for the year	**2,424,752**	4,565,152
Reversal for the year	**(1,658,491)**	(24,044)
Reversal on disposal during the year	**(1,094,619)**	(689,400)
Net (reversal) / charge	**(328,358)**	3,851,708
Transferred in	**222,108**	67,880
Other movement	**-**	106,890
Closing balance	**8,962,644**	7,859,575

8.9.1 **Particulars of provision against debt securities**

Category of classification	2023 Non-Performing Investments	2023 Provision	2022 Non-Performing Investments	2022 Provision
	(Rupees in '000)			
Domestic				
Loss	**403,050**	**403,050**	413,232	413,232
Overseas				
Overdue by:				
91 to 180 days	**-**	**-**	452,912	452,912
181 to 365 days	**-**	**-**	679,188	500,742
> 365 days	**1,407,756**	**1,407,756**	-	-
	1,407,756	**1,407,756**	1,132,100	953,654
	1,810,806	**1,810,806**	1,545,332	1,366,886

8.9.1.1 In addition to the above, overseas branches hold a provision of Rs 5,263.936 million (2022: Rs 3,989.107 million) against investments in accordance with the ECL requirements of IFRS 9.

8.10 **Quality of available-for-sale securities**

Details regarding the quality of AFS securities are as follows:

	2023	2022
	Cost / amortised cost (Rupees in '000)	
Federal Government securities - Government guaranteed		
Market Treasury Bills	**220,034,947**	206,248,292
Pakistan Investment Bonds	**1,129,055,695**	925,726,908
Ijarah Sukuk	**214,469,251**	125,360,260
Government of Pakistan US Dollar Bonds	**20,607,015**	18,895,230
Other Federal Government securities - Islamic Naya Pakistan Certificates	**5,543,158**	4,686,060
	1,589,710,066	1,280,916,750

Shares	2023	2022
	Cost (Rupees in '000)	
Listed companies		
Automobile Assembler	**44,191**	93,569
Automobile Parts and Accessories	**-**	85,167
Cement	**1,059,479**	659,875
Chemicals	**224,083**	224,084
Commercial Banks	**11,246,890**	949,350
Engineering	**364,828**	197,207
Fertilizer	**1,036,767**	811,050
Food and Personal Care Products	**79,800**	-
Insurance	**-**	69,484
Investment Banks / Investment Companies / Securities Companies	**1,122,067**	1,122,067
Oil and Gas Exploration Companies	**1,335,469**	513,230
Oil and Gas Marketing Companies	**469,020**	210,443
Pharmaceuticals	**163,721**	196,431
Power Generation and Distribution	**481,109**	551,141
Technology and Communication	**151,616**	48,836
Textile Composite	**498,421**	526,897
Miscellaneous	**68,682**	70,193
	18,346,143	6,329,024

Unlisted companies	2023 Cost	2023 Breakup value	2022 Cost	2022 Breakup value
	(Rupees in '000)			
Central Depository Company of Pakistan Limited	**256,347**	**767,434**	256,347	782,093
Engro Powergen Thar (Private) Limited	**2,086,591**	**8,048,312**	2,086,591	7,326,213
Sindh Engro Coal Mining Company Limited	**2,267,346**	**6,163,513**	2,267,346	5,536,372
Pakistan Mortgage Refinance Company Limited	**500,000**	**1,205,087**	500,000	1,015,616
First Women Bank Limited	**63,300**	**223,020**	63,300	203,928
SME Bank Limited	**13,474**	**(44,567)**	13,474	(43,229)
National Institutional Facilitation Technologies (Private) Limited	**1,527**	**64,687**	1,527	64,687
National Investment Trust Limited	**100**	**700,276**	100	910,231
Pakistan Agriculture Storage and Services Corporation Limited	**5,500**	**3,551,928**	5,500	3,551,928
Society for Worldwide Interbank Financial Telecommunication (SWIFT)	**3,152**	**73,467**	3,152	52,804
Naymat Collateral Management Company Limited	**29,286**	**6,858**	29,286	13,824
1 LINK (Private) Limited	**50,000**	**733,214**	50,000	537,279
Pakistan Credit Restructuring Company Limited	**96,000**	**57,789**	96,000	68,519
	5,372,623	**21,551,018**	5,372,623	20,020,265

8.10.1 The breakup value of unlisted companies is calculated using the latest available financial statements as described in note 4.3.2.

Non-Government debt securities	Note	2023	2022
		Cost / amortised cost (Rupees in '000)	
Listed			
AA+, AA, AA-		**45,200,000**	46,200,000
A+, A, A-		**493,545**	493,545
B+, B, B-		**-**	4,559,592
CCC and below		**5,672,422**	-
Unrated		**947,921**	1,000,000
	8.10.2	**52,313,888**	52,253,137
Unlisted			
AAA		**-**	351,000
AA+, AA, AA-		**1,801,000**	1,900,000
A+, A, A-		**450,000**	-
Unrated		**403,051**	413,233
		2,654,051	2,664,233
		54,967,939	54,917,370

8.10.2 This includes listed Non - Government debt securities amounting to Rs 40 billion (2022: Rs 41 billion) guaranteed by the Government.

Foreign securities

Government debt securities	2023 Cost / amortised cost (Rupees in '000)	2023 Rating	2022 Cost / amortised cost (Rupees in '000)	2022 Rating
Bahrain	**12,319,098**	**BB, B and B2**	11,242,403	B2
Egypt	**1,560,904**	**B3, CCC+ and below**	3,103,659	B and B2
Kenya	**2,844,472**	**B2**	2,326,687	B2
Maldives	**30,528,092**	**CCC+ and below**	26,497,708	CCC+ and below
Mauritius	**5,924,458**	**Baa3**	4,450,149	Baa3
Oman	**1,851,602**	**Ba3 and BB-**	3,207,091	Ba3 and BB-
Singapore	**7,216,850**	**AAA**	11,751,254	AAA
South Africa	**887,079**	**Ba2**	731,411	Ba2
Sri Lanka	**8,546,668**	**CCC+ and below**	3,693,301	CCC+ and below
United Arab Emirates	**64,589,454**	**Aa2 and Baa3**	40,847,053	Aa2 and Baa3
United Kingdom	**1,128,021**	**AAA**	-	-
United States of America	**4,721,453**	**AAA and AA+**	-	-
	142,118,151		107,850,716	

Non-Government debt securities	2023	2022
	Cost / amortised cost (Rupees in '000)	
Listed		
BB+, BB, BB-	**-**	1,090,959
B+, B, B-	**4,243,558**	3,450,355
	4,243,558	4,541,314

Equity securities - Unlisted	2023 Cost	2023 Breakup value	2022 Cost	2022 Breakup value
	(Rupees in '000)			
The Benefit Company, Bahrain	**5,981**	**45,145**	4,804	34,287
Credit Information Bureau, Sri Lanka	**70**	**15,211**	49	10,452
LankaClear (Private) Limited, Sri Lanka	**435**	**12,299**	308	7,182
SME Equity Fund Limited, Mauritius	**3,215**	**2,976**	2,601	2,404
	9,701	**75,631**	7,762	54,325

	2023	2022
	Cost (Rupees in '000)	
National Investment Unit Trust units - Listed	**11,113**	11,113
Real Estate Investment Trust units - Listed	**55,000**	55,000

Real Estate Investment Trust units - Unlisted	2023 Cost	2023 Breakup value	2022 Cost	2022 Breakup value
	(Rupees in '000)			
TPL REIT Management Company Limited	**1,575,000**	**3,049,627**	1,575,000	2,262,423

	2023	2022
	Cost	
	(Rupees in '000)	
Preference shares - Listed		
Chemicals	**700,000**	700,000
Textile Composite	**44,400**	44,400
	744,400	744,400

	2023		2022	
	Cost	Breakup value	Cost	Breakup value
Preference shares - Unlisted	(Rupees in '000)			
Finja Inc Pvt Ltd	**176,985**	**38,230**	176,985	30,712
Healthwire Pvt Ltd	**178,000**	**38,480**	178,000	38,480
	354,985	**76,710**	354,985	69,192

8.11 **Particulars of held-to-maturity securities are as follows:**

	2023	2022
	Cost / amortised cost	
Federal Government securities - Government guaranteed	(Rupees in '000)	
Market Treasury Bills	**111,622,170**	108,085,213
Pakistan Investment Bonds	**297,803,454**	229,410,921
GOP US Dollar Bond	**5,247,920**	4,307,651
	414,673,544	341,803,785
Non-Government debt securities		
Listed		
AA+, AA, AA-	**1,249,750**	1,249,850
A+, A, A-	**649,700**	483,592
	1,899,450	1,733,442
Unlisted		
AAA	**21,557,531**	14,856,052
AA+, AA, AA-	**949,570**	149,730
A+, A, A-	**912,000**	1,050,000
Unrated	**-**	1,244,400
	23,419,101	17,300,182

Foreign securities	2023		2022	
	Cost / amortised cost	Rating	Cost / amortised cost	Rating
Government debt securities	(Rupees in '000)		(Rupees in '000)	
Bahrain	**-**	**-**	1,204,012	B2
Bangladesh	**11,839,387**	**Ba3**	9,659,351	Ba3
Oman	**-**	**-**	1,931,607	BB-
Sri Lanka	**1,284,157**	**CCC+ and belov**	1,570,103	CCC+ and below
	13,123,544		14,365,073	

Non-Government debt securities	2023	2022
	Cost / amortised cost	
	(Rupees in '000)	
Listed		
Unrated	**-**	161,426
Unlisted		
A+, A, A-	**174,040**	308,100

8.12 Summary of financial information of associates, joint venture and subsidiaries

	2023							
	Based on the annual / interim financial statements as on	Country of Incorporation	Percentage of Holding	Assets	Liabilities	Revenue	Profit / (loss) after tax	Total comprehensive income / (loss)
				(Rupees in '000)				
Diamond Trust Bank Kenya, Limited	September 30, 2023	Kenya	16.15%	1,077,012,461	928,456,306	122,385,163	12,657,367	12,990,483
Kyrgyz Investment and Credit Bank	December 31, 2023	Kyrgyzstan	18.00%	176,146,026	142,334,016	19,307,295	6,441,372	6,441,372
Jubilee General Insurance Company Limited	September 30, 2023	Pakistan	19.80%	39,716,129	28,081,448	10,240,700	2,463,554	2,552,439
Jubilee Life Insurance Company Limited	September 30, 2023	Pakistan	18.52%	196,000,537	181,574,396	124,196,637	2,062,461	2,192,023
HBL Investment Fund Class A	December 31, 2023	Pakistan	9.88%	2,245,549	17,604	127,820	84,767	84,767
HBL Total Treasury Exchange Traded Fund	December 31, 2023	Pakistan	4.10%	557,461	1,493	109,898	103,524	103,524
Habib Allied Holding Limited	December 31, 2023	United Kingdom	100.00%	183,092,494	164,341,813	957,579	1,876,352	991,463
Habib Bank Financial Services (Private) Limited	December 31, 2023	Pakistan	100.00%	45,391	201	8,341	(107)	(107)
HBL Currency Exchange (Private) Limited	December 31, 2023	Pakistan	100.00%	3,852,873	343,889	1,539,507	566,976	566,976
HBL Asset Management Limited	December 31, 2023	Pakistan	100.00%	4,209,683	3,643,290	1,580,786	566,393	566,393
HBL Microfinance Bank Limited	December 31, 2023	Pakistan	79.92%	157,478,276	143,261,542	35,491,852	451,249	451,249

	2022							
	Based on the annual / interim financial statements as on	Country of Incorporation	Percentage of Holding	Assets	Liabilities	Revenue	Profit / (loss) after tax	Total comprehensive income / (loss)
				(Rupees in '000)				
Diamond Trust Bank Kenya, Limited	September 30, 2022	Kenya	16.15%	931,967,221	788,726,664	79,991,004	8,367,192	10,931,684
Himalayan Bank Limited	October 17, 2022	Nepal	20.00%	364,889,717	323,548,766	35,126,532	4,266,090	4,234,752
Kyrgyz Investment and Credit Bank	December 31, 2022	Kyrgyzstan	18.00%	125,991,587	104,107,720	11,125,792	2,345,277	2,155,369
Jubilee General Insurance Company Limited	September 30, 2022	Pakistan	19.80%	32,639,326	22,420,262	7,495,243	1,388,016	1,345,936
Jubilee Life Insurance Company Limited	September 30, 2022	Pakistan	18.52%	187,908,746	174,500,925	103,512,855	2,068,559	2,160,966
HBL Investment Fund Class A	December 31, 2022	Pakistan	17.13%	1,837,058	4,588	146,036	96,136	96,136
HBL Total Treasury Exchange Traded Fund	December 31, 2022	Pakistan	8.58%	523,730	1,271	24,213	22,459	22,459
Habib Allied Holding Limited	December 31, 2022	United Kingdom	100.00%	146,585,103	133,226,332	5,751,656	828,024	(31,754)
Habib Bank Financial Services (Private) Limited	December 31, 2022	Pakistan	100.00%	45,748	451	5,205	(2,249)	(2,249)
HBL Currency Exchange (Private) Limited	December 31, 2022	Pakistan	100.00%	3,179,239	244,000	1,770,627	844,596	844,596
HBL Asset Management Limited	December 31, 2022	Pakistan	100.00%	3,385,983	3,224,849	759,226	161,133	161,133
HBL Microfinance Bank Limited	December 31, 2022	Pakistan	76.42%	141,764,423	128,538,065	25,980,291	1,225,009	1,225,009

8.12.1 The Bank has significant influence in Diamond Trust Bank Kenya Limited, Kyrgyz Investment and Credit Bank, Jubilee General Insurance Company Limited and Jubilee Life Insurance Company Limited because of its Parent's holding in these entities.

8.12.2 Himalayan Bank Limited, Nepal (HBLN), which was previously recognized as a Joint Venture, has acquired Civil Bank Limited, Nepal with effect from February 24, 2023, by issuing new shares as consideration. As a result, the shareholding of the Bank in HBLN has been diluted from 20.00% to 12.93%. Accordingly, HBLN is now classified as an available for sale investment.

9 ADVANCES	Note	Performing 2023	Performing 2022	Non - performing 2023	Non - performing 2022	Total 2023	Total 2022
		(Rupees in '000)					
Loans, cash credits, running finances, etc.	9.1	**1,313,235,990**	1,314,811,542	**73,208,971**	72,548,664	**1,386,444,961**	1,387,360,206
Islamic financing and related assets	9.2	**208,404,435**	222,982,477	**11,309,850**	3,465,365	**219,714,285**	226,447,842
Bills discounted and purchased		**144,388,017**	86,852,316	**9,753,378**	8,760,951	**154,141,395**	95,613,267
Advances - gross		**1,666,028,442**	1,624,646,335	**94,272,199**	84,774,980	**1,760,300,641**	1,709,421,315
Provision against advances							
- Specific	9.6	**-**	-	**(80,251,974)**	(74,638,423)	**(80,251,974)**	(74,638,423)
- General		**(16,032,464)**	(12,175,445)	**-**	-	**(16,032,464)**	(12,175,445)
		(16,032,464)	(12,175,445)	**(80,251,974)**	(74,638,423)	**(96,284,438)**	(86,813,868)
Advances - net of provision		**1,649,995,978**	1,612,470,890	**14,020,225**	10,136,557	**1,664,016,203**	1,622,607,447

9.1 This includes net investment in finance lease as disclosed below:

	2023 Not later than one year	2023 Later than one and upto five years	2023 More than five years	2023 Total	2022 Not later than one year	2022 Later than one and upto five years	2022 More than five years	2022 Total
	(Rupees in '000)							
Total minimum lease payments	**2,574,288**	**39,131,882**	**1,008,458**	**42,714,628**	2,384,911	33,158,972	17,424,154	52,968,037
Financial charges for future periods	**(282,698)**	**(8,642,192)**	**(314,698)**	**(9,239,588)**	(242,212)	(5,941,536)	(4,891,260)	(11,075,008)
Net investment in finance lease	**2,291,590**	**30,489,690**	**693,760**	**33,475,040**	2,142,699	27,217,436	12,532,894	41,893,029

9.2 Information related to Islamic financing and related assets is given in note 3 of Annexure I to the consolidated financial statements and is an integral part of these unconsolidated financial statements.

9.3 Particulars of advances (gross)	2023	2022
	(Rupees in '000)	
In local currency	**1,350,385,836**	1,402,884,074
In foreign currencies	**409,914,805**	306,537,241
	1,760,300,641	1,709,421,315

9.4 Advances include Rs 94,272.199 million (2022: Rs 84,774.980 million) which have been placed under non-performing status as detailed below:

Category of Classification	2023 Non - performing advances	2023 Provision	2022 Non - performing advances	2022 Provision
	(Rupees in '000)			
Domestic				
Other assets especially mentioned	**700,185**	**-**	470,336	-
Substandard	**6,608,336**	**1,519,520**	6,753,937	1,713,269
Doubtful	**10,695,635**	**5,347,817**	2,487,879	1,172,491
Loss	**42,990,993**	**42,309,472**	41,681,202	40,992,247
	60,995,149	**49,176,809**	51,393,354	43,878,007
Overseas				
Not past due but impaired	**-**	**-**	114,816	65,731
Overdue by:				
Up to 90 days	**59,705**	**22,164**	46,595	12,056
91 to 180 days	**15,334**	**6,910**	1,180,167	295,610
181 to 365 days	**1,425,679**	**778,890**	30,805	13,555
> 365 days	**31,776,332**	**30,267,201**	32,009,243	30,373,464
	33,277,050	**31,075,165**	33,381,626	30,760,416
Total	**94,272,199**	**80,251,974**	84,774,980	74,638,423

9.5 Exposure amounting to Rs 27,611.111 million relating to Pakistan International Airlines Corporation Limited, has not been classified as non-performing, pursuant to a relaxation given by the SBP.

9.6 Particulars of provision against advances

	Note	2023			2022		
		Specific	General	Total	Specific	General	Total
		(Rupees in '000)					
Opening balance		74,638,423	12,175,445	86,813,868	69,086,372	9,569,507	78,655,879
Exchange adjustment		7,357,277	774,217	8,131,494	6,837,158	669,003	7,506,161
Charge for the year		12,972,930	3,692,583	16,665,513	6,803,855	2,844,306	9,648,161
Reversal for the year		(5,385,938)	(609,781)	(5,995,719)	(4,767,741)	(907,371)	(5,675,112)
Net charge against advances		7,586,992	3,082,802	10,669,794	2,036,114	1,936,935	3,973,049
Charged off during the year - agriculture financing	9.8	(503,799)	-	(503,799)	(582,438)	-	(582,438)
Written off during the year	9.9	(8,826,919)	-	(8,826,919)	(2,670,903)	-	(2,670,903)
Transfer out		-	-	-	(67,880)	-	(67,880)
Closing balance		80,251,974	16,032,464	96,284,438	74,638,423	12,175,445	86,813,868

9.6.1 Particulars of provision against advances

In local currency	49,176,810	11,134,521	60,311,331	42,167,914	8,635,508	50,803,422
In foreign currencies	31,075,164	4,897,943	35,973,107	32,470,509	3,539,937	36,010,446
	80,251,974	16,032,464	96,284,438	74,638,423	12,175,445	86,813,868

9.7 General provision includes provision amounting to Rs 3,751.247 million (2022: Rs 3,307.203 million) against consumer finance portfolio. General provision also includes Rs 4,897.943 million (2022: Rs 3,539.937 million) pertaining to overseas advances to meet the requirements of the regulatory authorities of the respective countries in which the Bank operates. General provision also includes Rs 7,383.274 million (2022: Rs 5,328.305 million) carried as a matter of prudence, on account of borrowers impacted by the currently stressed economic conditions.

9.8 These represent non-performing advances for agriculture finance which have been classified as loss, are fully provided and are in default for more than 3 years. These non-performing advances have been charged off by extinguishing them against the provision held, in accordance with the SBP's Prudential Regulations for Agriculture Financing. This charge off does not, in any way, prejudice the Bank's right of recovery from these customers.

9.9 Particulars of write offs

	Note	2023	2022
		(Rupees in '000)	
9.9.1 Against provisions	9.6	8,826,919	2,670,903
Directly charged to the profit and loss account		-	-
	9.9.2	8,826,919	2,670,903

9.9.2 Analysis of write offs

Write offs of amounts of Rs 500,000 and above			
- Domestic including KEPZ	9.10.1	1,779,700	1,346,223
- Overseas	9.10.2	6,585,833	940,779
		8,365,533	2,287,002
Write offs of amounts below Rs 500,000		461,386	383,901
		8,826,919	2,670,903

9.10 Details of written off advances of Rs 500,000 and above

9.10.1 The statement required under sub-section (3) of Section 33A of the Banking Companies Ordinance, 1962 in respect of written off advances or any other financial relief of five hundred thousand rupees or above allowed to a person(s) during the year ended December 31, 2023 is given in Annexure II to the consolidated financial statements and is an integral part of these unconsolidated financial statements.

9.10.2 These include write offs or financial relief allowed to borrowers in those countries where there are disclosure restrictions.

10 FIXED ASSETS

	Note	2023	2022
		(Rupees in '000)	
Capital work-in-progress	10.1	6,900,469	7,264,167
Property and equipment	10.2	128,771,289	102,062,120
		135,671,758	109,326,287

10.1 Capital work-in-progress

Civil works	919,737	2,478,945
Equipment	930,756	1,211,929
Advances to suppliers and contractors	5,049,976	3,573,293
	6,900,469	7,264,167

10.2 Property and equipment

2023	Freehold land	Leasehold land	Building on Freehold land	Building on Leasehold land	Machinery	Leasehold Improve-ments	Furniture and fixtures	Electrical, office and computer equipment	Vehicles	Right -of -use assets - Building	Total
	(Rupees in '000)										
At January 1, 2023											
Cost / revalued amount	1,018,561	37,252,830	377,332	20,410,662	3,938,142	15,004,218	6,633,296	33,235,616	1,169,712	30,360,152	149,400,521
Accumulated depreciation	-	-	(21,080)	(775,855)	(1,682,600)	(7,850,084)	(3,780,143)	(22,510,954)	(796,213)	(9,921,472)	(47,338,401)
Net book value	1,018,561	37,252,830	356,252	19,634,807	2,255,542	7,154,134	2,853,153	10,724,662	373,499	20,438,680	102,062,120
Exchange rate adjustments	299,927	-	(156)	4,904	-	57,829	28,671	92,946	20,620	382,848	887,589
Revaluation during the year	242,698	13,962,874	58,320	3,249,268	-	-	-	-	-	-	17,513,160
Additions	-	1,845,908	-	910,284	94,850	3,458,054	1,300,563	8,772,885	267,885	4,663,585	21,314,014
Disposals	-	-	(107,278)	-	-	(881)	(4,254)	(29,930)	(1,434)	(128,537)	(272,314)
Write off	-	-	-	(22,991)	-	-	-	(1,747)	(41)	-	(24,779)
Depreciation charge	-	-	(10,689)	(470,664)	(370,399)	(2,109,417)	(991,249)	(4,907,473)	(169,007)	(3,683,074)	(12,711,972)
Other adjustments	39,213	-	427	(4,403)	(3,149)	(1,163)	31,501	(33,489)	-	(25,466)	3,471
Transfers	-	-	(5,076)	1,374,608	(6,282)	(1,370,523)	-	7,273	-	-	-
Closing net book value	1,600,399	53,061,612	291,800	24,675,813	1,970,562	7,188,033	3,218,385	14,625,127	491,522	21,648,036	128,771,289
At December 31, 2023											
Cost / revalued amount	1,600,399	53,061,612	308,637	24,965,557	4,026,673	17,172,405	8,000,140	41,633,671	1,476,569	34,827,088	187,072,751
Accumulated depreciation	-	-	(16,837)	(289,744)	(2,056,111)	(9,984,372)	(4,781,755)	(27,008,544)	(985,047)	(13,179,052)	(58,301,462)
Net book value	1,600,399	53,061,612	291,800	24,675,813	1,970,562	7,188,033	3,218,385	14,625,127	491,522	21,648,036	128,771,289
Rate of depreciation (%)	-	-	3 - 5	1.67 - 4	10	10-20	10-20	10-33	10-20	2.5-100	

2022	Freehold land	Leasehold land	Building on Freehold land	Building on Leasehold land	Machinery	Leasehold Improve-ments	Furniture and fixtures	Electrical, office and computer equipment	Vehicles	Right-of-use assets - Building	Total
	(Rupees in '000)										
At January 1, 2022											
Cost / revalued amount	864,856	34,252,266	363,195	17,854,067	3,701,947	9,499,890	5,184,747	26,556,978	1,077,462	24,527,488	123,882,896
Accumulated depreciation	-	-	(21,821)	(386,899)	(1,278,697)	(6,304,757)	(2,939,300)	(18,406,801)	(645,656)	(7,227,819)	(37,211,750)
Net book value	864,856	34,252,266	341,374	17,467,168	2,423,250	3,195,133	2,245,447	8,150,177	431,806	17,299,669	86,671,146
Exchange rate adjustments	153,705	-	22,649	4,582	-	51,792	26,210	79,184	18,971	266,644	623,737
Additions	-	2,920,775	683	2,548,894	175,367	5,273,311	1,334,884	6,535,187	76,664	6,184,054	25,049,819
Surplus transferred from non - banking assets	-	79,789	-	-	-	-	-	-	-	-	79,789
Disposals	-	-	-	-	(4)	(4,987)	(2,572)	(8,017)	(1,497)	(4,486)	(21,563)
Depreciation charge	-	-	(7,282)	(385,837)	(375,194)	(1,362,779)	(749,554)	(4,113,193)	(152,580)	(3,306,791)	(10,453,210)
Other adjustments	-	-	(1,172)	-	(1,669)	1,440	(1,262)	(5,830)	135	(410)	(8,768)
Transfers	-	-	-	-	33,792	224	-	87,154	-	-	121,170
Closing net book value	1,018,561	37,252,830	356,252	19,634,807	2,255,542	7,154,134	2,853,153	10,724,662	373,499	20,438,680	102,062,120
At December 31, 2022											
Cost / revalued amount	1,018,561	37,252,830	377,332	20,410,662	3,938,142	15,004,218	6,633,296	33,235,616	1,169,712	30,360,152	149,400,521
Accumulated depreciation	-	-	(21,080)	(775,855)	(1,682,600)	(7,850,084)	(3,780,143)	(22,510,954)	(796,213)	(9,921,472)	(47,338,401)
Net book value	1,018,561	37,252,830	356,252	19,634,807	2,255,542	7,154,134	2,853,153	10,724,662	373,499	20,438,680	102,062,120
Rate of depreciation (%)	-	-	3 - 5	1.67 - 4	10	10-20	10-20	10-33	10-20	2.5-100	

10.2.1 During the year, the Bank has revised its estimate of the useful life of vehicles used in the UAE business from 10 years to 5 years. This revision has been accounted for as a change in accounting estimate in accordance with the requirements of IAS 8 and accordingly, has been recognised prospectively in the unconsolidated profit and loss account. The effect of this change on depreciation expense in the current year and the next year is as follows:

	2024	2023
	(Rupees in '000)	
Increase in other operating expenses - depreciation	**9,215**	9,215

10.3 Revaluation of properties

The properties of the Bank were revalued by independent professional valuers as at June 30, 2023. The revaluation in Pakistan was carried out by M/s Tristar International Consultant Pvt Ltd, M/s Joseph Lobo Pvt Ltd, M/s Luckyhiya Associates Pvt Ltd and M/s J&M Associates Pvt Limited, in Singapore by M/s United Valuers (Pte) Limited and in Sri Lanka by M/s Sunil Fernando & Associates (Pvt) Limited on the basis of an assessment of their present market values. The revaluation resulted in an increase of Rs 17,513.160 million in the surplus. The total surplus arising on revaluation of fixed assets as at December 31, 2023 amounts to Rs 46,019.383 million.

10.4 Had there been no periodic revaluation, the carrying amounts of revalued assets would have been as follows:

	2023	2022
	(Rupees in '000)	
Freehold land	**967,439**	628,299
Leasehold land	**15,184,350**	13,338,443
Building on freehold land	**103,995**	118,911
Building on leasehold land	**17,354,457**	15,440,320
	33,610,241	29,525,973

10.5 **Details of disposal of fixed assets**

Information relating to disposal of fixed assets to related parties is given in Annexure III of the consolidated financial statements and is an integral part of these unconsolidated financial statements.

10.6 The carrying amount of fixed assets held for disposal amounted to Rs 10.933 million (2022: Rs 4.490 million).

10.7 The cost of fully depreciated fixed assets that are still in the Bank's use is as follows:

	Note	2023	2022
		(Rupees in '000)	
Building on freehold land		**-**	3,663
Leasehold improvements		**5,039,012**	4,267,202
Furniture and fixtures		**2,446,044**	1,073,204
Electrical, office and computer equipment		**16,046,584**	11,705,980
Vehicles		**561,197**	283,176
Machinery		**303,834**	282,831
		24,396,671	17,616,056

11 INTANGIBLE ASSETS

Capital work-in-progress - computer software		**6,570,613**	5,183,359
Intangible assets	11.1	**8,418,203**	6,656,846
		14,988,816	11,840,205

11.1 Intangible assets

Computer software		
At January 1,		
Cost	**13,584,242**	9,703,329
Accumulated amortisation	**(6,927,396)**	(5,123,979)
Net book value	**6,656,846**	4,579,350
Purchased during the year	**3,772,370**	3,873,823
Amortisation charge	**(2,104,309)**	(1,740,448)
Exchange rate adjustments	**93,296**	64,660
Transfers	**-**	(121,170)
Other adjustments	**-**	631
Closing net book value	**8,418,203**	6,656,846
At December 31,		
Cost	**17,501,676**	13,584,242
Accumulated amortisation	**(9,083,473)**	(6,927,396)
Net book value	**8,418,203**	6,656,846
Rate of amortisation (%)	**10-33.33**	10-33.33
Useful life (years)	**3-10**	3-10

11.2 The cost of fully amortised computer software that are still in the Bank's use amounted to Rs 3,631.946 million (2022: Rs 3,013.967 million).

12 DEFERRED TAX ASSETS / (LIABILITIES)

	Note	2023	2022
		(Rupees in '000)	
Deductible temporary differences on			
- Provision against investments		**638,780**	879,614
- Provision against doubtful debts and off-balance sheet obligations		**5,526,165**	3,164,090
- Liabilities written back under section 34(5) of the Income Tax Ordinance (ITO) 2001		**2,847,597**	2,717,261
- Deficit on revaluation of investments	20	**15,518,589**	18,875,598
- Provision against other assets		**-**	5,855
- Ijarah financing		**332,429**	187,389
		24,863,560	25,829,807
Taxable temporary differences on			
- Accelerated tax depreciation		**(3,209,476)**	(2,354,489)
- Surplus on revaluation of fixed assets	20	**(3,679,435)**	(1,905,686)
- Exchange translation reserve		**(6,568,810)**	(4,629,874)
		(13,457,721)	(8,890,049)
Net deferred tax assets		**11,405,839**	16,939,758

12.1 Movement in temporary differences during the year

	Balance as at January 1, 2022	Recognised in profit and loss	Recognised in equity	Balance as at December 31, 2022	Recognised in profit and loss	Recognised in equity	Balance as at December 31, 2023
	(Rupees in '000)						
Deductible temporary differences on							
- Provision against investments	744,857	134,757	-	879,614	(240,834)	-	**638,780**
- Provision against doubtful debts and off-balance sheet obligations	3,033,816	130,274	-	3,164,090	2,362,075	-	**5,526,165**
- Liabilities written back under section 34(5) of the Income Tax Ordinance (ITO) 2001	2,583,250	134,011	-	2,717,261	130,336	-	**2,847,597**
- Deficit on revaluation of investments	1,307,690	-	17,567,908	18,875,598	-	(3,357,009)	**15,518,589**
- Provision against other assets	15,342	(9,487)	-	5,855	(5,855)	-	**-**
- Ijarah financing	156,250	31,139	-	187,389	145,040	-	**332,429**
Taxable temporary differences on							
- Accelerated tax depreciation	(1,675,533)	(678,956)	-	(2,354,489)	(854,987)	-	**(3,209,476)**
- Surplus on revaluation of fixed assets	(1,748,389)	43,965	(201,262)	(1,905,686)	64,582	(1,838,331)	**(3,679,435)**
- Exchange translation reserve	(672,350)	-	(3,957,524)	(4,629,874)	-	(1,938,936)	**(6,568,810)**
Net deferred tax (liabilities) / assets	3,744,933	(214,297)	13,409,122	16,939,758	1,600,357	(7,134,276)	**11,405,839**

13 OTHER ASSETS	Note	2023	2022
		(Rupees in '000)	
Mark-up / return / profit / interest accrued in local currency - net of provision		**119,691,426**	78,399,836
Mark-up / return / profit / interest accrued in foreign currency - net of provision		**8,499,414**	6,236,421
Advances, deposits, advance rent and other prepayments		**3,928,788**	4,447,288
Advance taxation		**5,107,654**	11,990,565
Advances against subscription of securities		**903,514**	1,228,514
Stationery and stamps on hand		**215,745**	133,214
Accrued fees and commissions		**430,308**	459,300
Due from Government of Pakistan / SBP		**6,622,630**	3,654,276
Mark to market gain on forward foreign exchange contracts		**2,263,654**	2,848,919
Mark to market gain on derivative instruments	22.2	**73,396**	219,508
Non-banking assets acquired in satisfaction of claims		**242,317**	232,109
Receivable from defined benefit plan	36.4.5	**845,404**	-
Acceptances		**53,823,454**	54,403,050
Clearing and settlement accounts		**37,268,393**	4,352,389
Dividend receivable		**9,093**	3,883
Claims receivable against fraud and forgeries		**634,106**	694,460
Others		**693,274**	1,340,474
		241,252,570	170,644,206
Provision held against other assets	13.2	**(2,577,641)**	(1,791,891)
Other assets - net of provision		**238,674,929**	168,852,315
Surplus on revaluation of non-banking assets acquired in satisfaction of claims	20.2	**191,591**	175,125
Other assets - total		**238,866,520**	169,027,440

13.1 Details of revaluation of non-banking assets acquired in satisfaction of claims

Market value of non-banking assets acquired in satisfaction of claims	**433,908**	407,234

13.1.1 Non-banking assets acquired in satisfaction of claims have been revalued by independent professional valuers as at December 31, 2023. The revaluation was carried out by M/s Tristar International Consultant (Pvt) Ltd and in Mauritius by M/s Elevante Property Services Ltd (Mauritius) on the basis of an assessment of present market values and resulted in an increase in the surplus by Rs 16.466 million. The total surplus arising against revaluation of non-banking assets acquired in satisfaction of claims as at December 31, 2023 amounts to Rs 191.591 million (2022: Rs 175.125 million).

13.1.2 Non-banking assets acquired in satisfaction of claims	Note	2023	2022
		(Rupees in '000)	
Opening balance		**407,234**	680,986
Exchange adjustment		**10,208**	8,898
Revaluation during the year	20.2	**16,466**	30,850
Transferred to fixed assets		**-**	(313,500)
Depreciation		**-**	(35)
Reversal of impairment		**-**	35
Closing balance		**433,908**	407,234

13.2 Provision held against other assets

Claims receivable against fraud and forgeries	**634,106**	694,460
Suit filed cases	**4,979**	4,979
Others	**1,938,556**	1,092,452
	2,577,641	1,791,891

13.2.1 Movement in provision against other assets

Opening balance	**1,791,891**	1,243,645
Exchange adjustment	**10,045**	(7,806)
Charge for the year	**1,240,885**	661,462
Reversal for the year	**-**	(37,218)
Net charge	**1,240,885**	624,244
Written off during the period year	**(243,072)**	(67,820)
Transferred out	**(222,108)**	-
Other movement	**-**	(372)
Closing balance	**2,577,641**	1,791,891

		Note	2023	2022
			(Rupees in '000)	
14	**BILLS PAYABLE**			
	In Pakistan		**49,433,022**	50,109,748
	Outside Pakistan		**1,795,648**	1,566,772
			51,228,670	51,676,520
15	**BORROWINGS**			
	Secured			
	Borrowings from the SBP under			
	- Export refinance scheme	15.2	**64,648,652**	69,820,144
	- Export refinance scheme for bill discounting	15.3	**22,637,751**	8,867,548
	- Long term financing facility	15.4	**37,066,139**	42,068,296
	- Financing facility for renewable energy power plants	15.5	**7,216,949**	7,168,301
	- Refinance facility for modernization of Small and Medium Enterprises (SMEs)	15.6	**607,954**	312,545
	- Refinance and credit guarantee scheme for women entrepreneurs	15.7	**38,046**	69,658
	- Financing facility for storage of agricultural produce	15.8	**597,743**	601,918
	- Refinance scheme for payment of wages and salaries		**-**	1,227,812
	- Refinance facility for combating COVID-19	15.9	**1,567,557**	1,793,800
	- Temporary economic refinance facility	15.10	**32,214,444**	34,998,333
	- Refinance facility for SME Asaan Finance (SAAF)	15.11	**3,884,689**	2,272,423
			170,479,924	169,200,778
	Repurchase agreement borrowings	15.13	**379,043,704**	284,971,485
			549,523,628	454,172,263
	Unsecured			
	- Call money borrowings	15.14	**320,000**	19,000,000
	- Overdrawn nostro accounts		**470,727**	348,674
	- Borrowings of overseas branches	15.15	**41,743,891**	39,653,052
	- Other long-term borrowings	15.16	**67,284,575**	65,830,949
			109,819,193	124,832,675
			659,342,821	579,004,938

15.1 **Particulars of borrowings with respect to currencies**

In local currency	**551,843,628**	458,123,126
In foreign currencies	**107,499,193**	120,881,812
	659,342,821	579,004,938

15.2 These borrowings have been obtained from the SBP for extending export finance to customers. These carry mark-up at rates ranging from 17.00% to 18.00% per annum (2022: 11.00% to 12.00% per annum) and are due to mature latest by November 03, 2024.

15.3 These borrowings have been obtained from the SBP for providing export bill discounting facilities to customers. These carry mark-up rates ranging from 1.00% to 2.00% (2022: 0.00% to 2.00% per annum) and are due to mature latest by November 01, 2024.

15.4 These borrowings have been obtained from the SBP for providing financing facilities to exporters for adoption of new technologies and modernization of their plant and machinery. These carry mark-up at rates ranging from 11.00 % to 12.00% per annum (2022: 11.00 % to 12.00% per annum) and are due to mature latest by July 29, 2032.

15.5 These borrowings have been obtained from the SBP for providing financing for renewable energy power plants to promote renewable energy projects in the country. These carry mark-up at a rate of 2.00% per annum (2022: 2.00% to 3.00% per annum) and are due to mature latest by December 31, 2035.

15.6 These borrowings have been obtained from the SBP to provide financing for modernization of Small and Medium Enterprises. These carry mark-up at a rate of 2.00% per annum (2022: 2.00% per annum) and are due to mature latest by December 31, 2030.

15.7 These borrowings have been obtained from the SBP to provide financing to women entrepreneurs for setting up of new business enterprises or for expansion of existing ones. These carry mark-up at a rate of 0.00% per annum (2022: 0.00% per annum) and are due to mature latest by December 31, 2028.

15.8 These borrowings have been obtained from the SBP to provide financing for the storage of agricultural produce to encourage the private sector to establish silos, warehouses and cold storages. These carry mark-up at a rate of 2.00% per annum (2022: 2.00% to 3.25% per annum) and are due to mature latest by December 31, 2029.

15.9 These borrowings were obtained from the SBP to provide emergency financing to hospitals and medical centres to develop capacity for the treatment of COVID-19 patients. The maximum financing limit under the facility was Rs 500 million per hospital / medical centre with a tenor of 5 years, including a grace period of up to 6 months. These carry mark-up at a rate of 0.00% per annum (2022: 0.00% per annum) and are due to mature latest by December 31, 2026.

15.10 These borrowings were obtained from the SBP to provide concessionary finance for setting up new industrial units in the backdrop of challenges faced by industries during the pandemic. The maximum limit granted under this facility was Rs 5 billion per project with a tenor of 10 years, including a grace period of 2 years. These carry mark-up at a rate of 1.00% per annum (2022: 1.00% per annum) and are due to mature latest by April 14, 2033.

15.11 These borrowings have been obtained from the SBP under a scheme to simplify and enhance lending to SMEs and to fulfil their financing requirements. These carry mark-up at a rate of 1.00% per annum (2022: 1.00% per annum) and are due to mature latest by December 31, 2034.

15.12 For all SBP borrowings, the SBP has the right to recover the outstanding amounts from the Bank at the date of maturity of the finances by directly debiting the Bank's current account maintained with the SBP.

15.13 Repurchase agreement borrowings carry mark-up at rates ranging from 21.60% to 22.10% per annum (2022: 7.60% to 16.15% per annum) and are due to mature latest by January 26, 2024. The market value of securities given as collateral against these borrowings is given in note 8.2.1.

15.14 Call money borrowings carry mark-up at a rate of 21.60% per annum (2022: 13.50% to 16.10% per annum) and are due to mature latest by January 2, 2024.

15.15 Borrowings of overseas branches and subsidiaries carry mark-up at rates ranging from 3.20% to 9.30% per annum (2022: 0.90% to 11.53% per annum) and are due to mature latest by January 24, 2029.

15.16 This includes the following:

15.16.1 A loan from the International Finance Corporation amounting to US$ 49.980 million (2022: US$ 99.990 million). The principal amount is payable in six equal semi-annual installments from June 2022 to December 2024. Interest at LIBOR + 5.00% per annum (2022: LIBOR + 5.00% per annum) is payable semi-annually.

15.16.2 A long-term financing facility arrangement from China Development Bank, utilized for on-lending to projects of the Bank's customers. The current amount outstanding is US$ 181.640 million (2022: US$ 190 million). Drawn amounts are payable in semi-annual installments from January 2023 to January 2033. Interest at a fixed spread over LIBOR is payable semi-annually.

15.16.3 A mortgage refinancing facility on Musharakah basis from Pakistan Mortgage Refinance Company Limited (PMRC) amounting to Rs 2,000.000 million (2022: Rs 168.252 million) for on-lending to customers. The principal amount is payable in semi-annual installments from April 2025 to October 2026. Profit at 16.61% per annum (2022: 11.21% per annum) is payable semi-annually.

16 DEPOSITS AND OTHER ACCOUNTS

	Note	2023			2022		
		In local currency	In foreign currencies	Total	In local currency	In foreign currencies	Total
		(Rupees in '000)					
Customers							
Current deposits		**1,080,853,309**	**195,260,092**	**1,276,113,401**	1,133,774,070	162,565,484	1,296,339,554
Savings deposits		**1,561,063,491**	**150,303,167**	**1,711,366,658**	1,160,962,009	139,379,848	1,300,341,857
Term deposits		**414,510,599**	**321,198,865**	**735,709,464**	347,383,594	209,952,695	557,336,289
		3,056,427,399	**666,762,124**	**3,723,189,523**	2,642,119,673	511,898,027	3,154,017,700
Financial institutions							
Current deposits		**9,785,450**	**2,312,605**	**12,098,055**	8,499,505	3,163,648	11,663,153
Savings deposits		**120,168,627**	**711,626**	**120,880,253**	57,909,192	2,181,262	60,090,454
Term deposits		**4,482,843**	**9,529,238**	**14,012,081**	3,328,171	5,076,940	8,405,111
		134,436,920	**12,553,469**	**146,990,389**	69,736,868	10,421,850	80,158,718
	16.2	**3,190,864,319**	**679,315,593**	**3,870,179,912**	2,711,856,541	522,319,877	3,234,176,418

16.1 Composition of deposits	2023	2022
	(Rupees in '000)	
- Individuals	**2,314,932,422**	2,068,688,488
- Government (Federal and Provincial)	**305,297,984**	187,796,209
- Banking Companies	**13,375,758**	23,623,395
- Non-Banking Financial Institutions	**133,614,631**	56,535,323
- Other public sector entities	**219,885,190**	212,938,838
- Other private sector entities	**883,073,927**	684,594,165
	3,870,179,912	3,234,176,418

16.2 This includes deposits amounting to Rs 2,273,453.191 million (2022: Rs 1,943,375.180 million) which are eligible for coverage under insurance arrangements.

17 SUBORDINATED DEBT	Note	2023	2022
		(Rupees in '000)	
Additional Tier I Term Finance Certificates	17.1	**12,374,000**	12,374,000
Additional Tier I Term Finance Certificates	17.2	**6,500,000**	6,500,000
		18,874,000	18,874,000

17.1 The Bank has issued listed, fully paid up, rated, privately placed, perpetual, unsecured, subordinated, non-cumulative and contingent convertible debt instruments in the nature of Term Finance Certificates (TFCs) issued as instruments of redeemable capital under Section 66 of the Companies Act, 2017 which qualify as Additional Tier 1 Capital (AT 1) as outlined by the State Bank of Pakistan (SBP) under BPRD Circular No. 6 dated August 15, 2013.

The key features of the issue are as follows:

Issue date	September 26, 2019
Issue amount	Rs 12.374 billion
Rating	AA+ (Double A plus) [2022: AA+ (Double A plus)]
Original Tenor	Perpetual
Security	Unsecured and subordinated to all other indebtedness of the Bank including depositors and general creditors, but superior to the claims of ordinary shareholders.
Profit payment frequency	Quarterly in arrears
Redemption	Perpetual, hence not applicable.
Mark-up	Floating rate of return at Base Rate + 1.60%. The Base Rate is defined as the average “Ask Side” rate of the three months Karachi Interbank Offered Rate (KIBOR).
Call option	The Bank may, at its sole discretion, call the TFCs any time after five years from the Issue Date subject to the following: (a) Prior approval of the SBP having been obtained; and (b) The Bank replacing the TFCs with capital of the same or better quality and the capital position of the Bank being above the minimum capital requirement after the Call Option is exercised. If the Bank decides to exercise the Call Option, the Bank shall notify the Trustee and the Investors not less than 30 calendar days prior to the date of exercise of such Call Option, which notice shall specify the date fixed for the exercise of the Call Option (the “Call Option Exercise Date”).
Lock-in clause	Mark-up will only be paid from the current year’s earnings and only if the Bank is in compliance with regulatory capital and liquidity requirements.
Loss absorbency clause	The TFCs will be subject to a loss absorbency clause as stipulated under the SBP's "Instructions for Basel III Implementation in Pakistan".

17.2 The Bank has issued fully paid up, rated, privately placed, perpetual, unsecured, subordinated, non-cumulative and contingent convertible debt instruments in the nature of TFCs issued as instruments of redeemable capital under Section 66 of the Companies Act, 2017 which qualify as Additional Tier 1 Capital (AT 1) as outlined by the SBP under BPRD Circular No. 6 dated August 15, 2013.

The key features of the issue are as follows:

Issue date	December 28, 2022
Issue amount	Rs 6.500 billion
Rating	AA+ (Double A plus) [2022: AA+ (Double A plus)]
Original Tenor	Perpetual
Security	Unsecured and subordinated to all other indebtedness of the Bank including depositors and general creditors, but superior to the claims of ordinary shareholders.
Profit payment frequency	Quarterly in arrears
Redemption	Perpetual, hence not applicable.
Mark-up	Floating rate of return at Base Rate + 2.00%. The Base Rate is defined as the average “Ask Side” rate of the three months Karachi Interbank Offered Rate (KIBOR).
Call option	The Bank may, at its sole discretion, call the TFCs any time after five years from the Issue Date subject to the following: (a) Prior approval of the SBP having been obtained; and (b) The Bank replacing the TFCs with capital of the same or better quality and the capital position of the Bank being above the minimum capital requirement after the Call Option is exercised. If the Bank decides to exercise the Call Option, the Bank shall notify the Trustee and the Investors not less than 30 calendar days prior to the date of exercise of such Call Option, which notice shall specify the date fixed for the exercise of the Call Option (the “Call Option Exercise Date”).
Lock-in clause	Mark-up will only be paid from the current year’s earnings and only if the Bank is in compliance with regulatory capital and liquidity requirements.
Loss absorbency clause	The TFCs will be subject to a loss absorbency clause as stipulated under the SBP's "Instructions for Basel III Implementation in Pakistan".

		Note	2023	2022
18	**OTHER LIABILITIES**		(Rupees in '000)	
	Mark-up / return / profit / interest payable in local currency		**39,885,124**	16,143,221
	Mark-up / return / profit / interest payable in foreign currency		**9,462,487**	5,733,644
	Security deposits		**1,597,855**	1,567,333
	Accrued expenses		**31,647,978**	22,174,107
	Mark to market loss on forward foreign exchange contracts		**4,229,670**	1,999,427
	Mark to market loss on derivative instruments	22.2	**10,321,082**	7,101,400
	Unclaimed dividends		**764,376**	751,907
	Dividends payable		**2,075,679**	3,811,676
	Provision for post retirement medical benefits	36.4.5	**3,966,429**	3,522,518
	Provision for employees' compensated absences	36.4.5	**746,630**	762,192
	Provision for staff retirement benefits		**1,646,076**	1,563,256
	Payable to defined benefit plans	36.1.6	**851,133**	607,424
	Provision against off-balance sheet obligations	18.1	**1,927,866**	1,633,326
	Acceptances		**53,823,454**	54,403,050
	Branch adjustment account		**2,766,198**	1,662,185
	Provision for Workers' Welfare Fund	29	**11,168,661**	8,934,881
	Unearned income		**5,680,169**	4,780,489
	Qarz-e-Hasna Fund		**338,409**	338,409
	Levies and taxes payable		**14,349,438**	13,191,257
	Insurance payable		**669,442**	1,030,409
	Provision for rewards program expenses		**2,699,951**	2,384,689
	Liability against trading of securities		**15,963,126**	22,768,986
	Clearing and settlement accounts		**18,094,169**	12,068,102
	Payable to HBL Foundation		**866,494**	515,961
	Contingent consideration payable		**500,000**	500,000
	Charity fund		**10,578**	25,121
	Lease liability against right-of-use assets		**26,864,447**	24,293,255
	Unclaimed deposits		**2,030,722**	528,656
	Others		**3,318,709**	2,792,644
			268,266,352	217,589,525

18.1 Provision against off-balance sheet obligations

Opening balance	**1,633,326**	2,687,054
Exchange adjustment	**388,430**	277,857
Charge for the year	**191,387**	150,910
Reversal for the year	**(285,277)**	(1,482,495)
Net reversal	**(93,890)**	(1,331,585)
Closing balance	**1,927,866**	1,633,326

19 SHARE CAPITAL

19.1 Authorised capital

2023	2022			
Number of shares in '000				
2,900,000	2,900,000	Ordinary shares of Rs 10 each	**29,000,000**	29,000,000

19.2 Issued, subscribed and paid-up capital

2023	2022			
Number of shares in '000				
		Ordinary shares of Rs 10 each		
690,000	690,000	Fully paid in cash	**6,900,000**	6,900,000
776,852	776,852	Issued as bonus shares	**7,768,525**	7,768,525
1,466,852	1,466,852		**14,668,525**	14,668,525

19.3 **Major shareholders**
(holding more than 5% of total paid-up capital)

Name of shareholder	2023 Number of shares held	2023 Percentage of shareholding	2022 Number of shares held	2022 Percentage of shareholding
Aga Khan Fund for Economic Development	**829,967,872**	**56.58%**	748,094,778	51.00%

19.4 **Shares of the Bank held by associated companies**

	2023 (Number of shares)	2022 (Number of shares)
Jubilee General Insurance Company Limited	**4,270,000**	4,270,000
Jubilee Life Insurance Company Limited	**33,246,975**	33,246,975

19.5 **Statutory reserve**

Every banking company incorporated in Pakistan is required to transfer 20% of its profit after tax to a statutory reserve until the amount of the reserve equals the paid-up share capital. Thereafter, 10% of the profit after tax of the Bank is required to be transferred to this reserve. Accordingly, the Bank transfers 10% of its profit after tax every year to the statutory reserve.

19.6 **Exchange translation reserve**

This comprises of all foreign currency differences arising from the translation of the net investment in foreign branches.

20 **SURPLUS ON REVALUATION OF ASSETS - NET OF TAX**

	Note	2023 (Rupees in '000)	2022 (Rupees in '000)
Surplus / (deficit) arising on revaluation of:			
- Fixed assets	20.1	**46,019,383**	28,736,477
- Available-for-sale securities	8.1	**(31,670,590)**	(43,896,740)
- Non-banking assets acquired in satisfaction of claims	20.2	**191,591**	175,125
		14,540,384	(14,985,138)
Deferred tax liability / (asset) on surplus / (deficit) on revaluation of:			
- Fixed assets	20.1	**3,679,435**	1,905,686
- Available-for-sale securities	12.1	**(15,518,589)**	(18,875,598)
- Non-banking assets acquired in satisfaction of claims		**-**	-
		(11,839,154)	(16,969,912)
Surplus on revaluation of assets - net of tax		**26,379,538**	1,984,774

20.1 **Surplus on revaluation of fixed assets**

	2023	2022
Surplus on revaluation of fixed assets as at January 1	**28,736,477**	28,758,932
Transferred from non-banking assets during the year	**-**	79,789
Recognised during the period / year	**17,513,160**	-
Transferred to unappropriated profit in respect of incremental depreciation charged during the year - net of deferred tax	**(67,217)**	(58,279)
Related deferred tax liability on incremental depreciation charged during the year	**(64,582)**	(43,965)
Surplus realised on disposal of revalued properties during the period	**(50,212)**	-
Related deferred tax liability on surplus realised on disposal of revalued properties	**(48,243)**	-
Surplus on revaluation of fixed assets as at December 31	**46,019,383**	28,736,477
Less: related deferred tax liability on		
- Revaluation as at January 1	**1,905,686**	1,748,389
- Effect of change in tax rate	**259,949**	201,262
- revaluation recognised during the year	**1,626,625**	-
- Incremental depreciation charged during the year	**(64,582)**	(43,965)
- surplus realised on disposal of revalued properties during the year	**(48,243)**	-
	3,679,435	1,905,686
	42,339,948	26,830,791

		Note	2023	2022
			(Rupees in '000)	
20.2	**Surplus on revaluation of non-banking assets acquired in satisfaction of claims**			
	Surplus on revaluation as at January 1		**175,125**	224,064
	Recognised during the year		**16,466**	30,850
	Transferred to fixed asset during the year		**-**	(79,789)
	Surplus on revaluation as at December 31		**191,591**	175,125
	Less: related deferred tax liability on			
	- Revaluation as at January 01		**-**	-
	- Revaluation recognised during the year		**-**	-
	- Incremental depreciation charged during the year		**-**	-
			-	-
			191,591	175,125
21	**CONTINGENCIES AND COMMITMENTS**			
	- Guarantees	21.1	**287,242,149**	262,131,266
	- Commitments	21.2	**910,401,292**	910,126,139
	- Other contingent liabilities	21.3	**22,969,646**	22,813,357
			1,220,613,087	1,195,070,762
21.1	**Guarantees :**			
	Financial guarantees		**48,697,946**	53,825,190
	Performance guarantees		**227,128,552**	201,579,599
	Other guarantees		**11,415,651**	6,726,477
			287,242,149	262,131,266
21.2	**Commitments :**			
	Trade-related contingent liabilities		**330,830,539**	279,449,231
	Commitments in respect of :			
	- forward foreign exchange contracts	21.2.1	**474,521,265**	403,789,013
	- forward Government securities transactions	21.2.2	**24,383,498**	132,295,940
	- derivatives	21.2.3	**53,095,033**	65,409,610
	- forward lending	21.2.4	**15,480,187**	21,379,153
			567,479,983	622,873,716
	Commitments for acquisition of :			
	- fixed assets		**4,675,879**	10,436,315
	- intangible assets		**7,414,891**	5,471,469
			12,090,770	15,907,784
			910,401,292	918,230,731
21.2.1	**Commitments in respect of forward foreign exchange contracts**			
	Purchase		**290,314,260**	268,910,504
	Sale		**184,207,005**	134,878,509
			474,521,265	403,789,013
21.2.2	**Commitments in respect of forward Government Securities transactions**			
	Purchase		**21,450,842**	117,020,407
	Sale		**2,932,656**	15,275,533
			24,383,498	132,295,940

	2023	2022
21.2.3 **Commitments in respect of derivatives**	(Rupees in '000)	
Foreign currency options		
Purchase	**2,289,956**	4,052,296
Sale	**2,289,956**	4,052,296
	4,579,912	8,104,592
Cross currency swaps		
Purchase	**18,112,623**	23,863,687
Sale	**28,827,498**	30,407,998
	46,940,121	54,271,685
Interest rate swaps		
Purchase	**-**	-
Sale	**1,575,000**	3,033,333
	1,575,000	3,033,333
21.2.4 **Commitments in respect of forward lending**		
Undrawn formal standby facilities, credit lines and other commitments to extend credit	**15,480,187**	21,379,153

These represent commitments that are irrevocable because they cannot be withdrawn at the discretion of the Bank without the risk of incurring significant penalty or expense.

	2023	2022
21.3 **Other contingent liabilities**	(Rupees in '000)	
21.3.1 Claims against the Bank not acknowledged as debts	**22,969,646**	22,813,357

These mainly represent counter claims by borrowers for damages, claims filed by former employees of the Bank and other claims relating to banking transactions. Based on legal advice and / or internal assessments, management is confident that the matters will be decided in the Bank's favour and the possibility of any adverse outcome is remote. Accordingly, no provision has been made in these unconsolidated financial statements.

21.3.2 Tax related contingencies are disclosed in note 32.2.

22 DERIVATIVE INSTRUMENTS

A derivative is a financial instrument whose value changes in response to changes in a specified interest rate, security price, commodity price, foreign exchange rate, index of prices or rates, a credit rating or credit index or a similar variable, sometimes called the underlying. Derivatives include forwards, futures, swaps, options and structured financial products that have one or more of the characteristics of forwards, futures, swaps and options.

The Bank, as an Authorized Derivative Dealer (ADD), is an active participant in the Pakistan derivatives market. The ADD license covers only transactions permitted under the Financial Derivatives Business Regulations issued by the SBP, which are:

(a) Foreign Currency Options
(b) Forward Rate Agreements
(c) Interest Rate Swaps
(d) Cross Currency Swaps

The Bank also offers other derivative products to satisfy customer requirements, for which specific approval is sought from the SBP on a transaction by transaction basis.

These transactions cover the aspects of both market making and hedging. The risk management processes and policies related to derivatives are disclosed in note 44.5 to these unconsolidated financial statements.

22.1 **Product Analysis**

Counterparties	2023					
	Foreign Currency Options		Cross currency swaps		Interest rate swaps	
	Notional principal	Mark to market loss	Notional principal	Mark to market loss	Notional principal	Mark to market loss
	(Rupees in '000)					
With Banks for						
Hedging	2,289,956	(73,396)	-	-	-	-
Market Making	-	-	-	-	-	-
With FIs other than banks for						
Hedging	-	-	-	-	-	-
Market Making	-	-	2,428,835	(452,492)	375,000	(35,105)
With other entities for						
Hedging	-	-	-	-	-	-
Market Making	2,289,956	73,396	44,511,286	(9,656,796)	1,200,000	(103,293)
Total						
Hedging	2,289,956	(73,396)	-	-	-	-
Market Making	2,289,956	73,396	46,940,121	(10,109,288)	1,575,000	(138,398)

Counterparties	2022					
	Foreign Currency Options		Cross currency swaps		Interest rate swaps	
	Notional principal	Mark to market loss	Notional principal	Mark to market loss	Notional principal	Mark to market gain / (loss)
	(Rupees in '000)					
With Banks for						
Hedging	4,052,296	(218,962)	-	-	-	-
Market Making	-	-	573,571	(106,423)	-	-
With FIs other than banks for						
Hedging	-	-	-	-	-	-
Market Making	-	-	4,161,383	(458,056)	625,000	(58,909)
With other entities for						
Hedging	-	-	-	-	-	-
Market Making	4,052,296	218,962	49,536,731	(6,070,726)	2,408,333	(187,778)
Total						
Hedging	4,052,296	(218,962)	-	-	-	-
Market Making	4,052,296	218,962	54,271,685	(6,635,205)	3,033,333	(246,687)

22.2 **Maturity Analysis**

Remaining Maturity	2023				
	No. of contracts	Notional principal	Mark to market		
			Loss	Gain	Net
		(Rupees in '000)			
Up to 1 Month	**33**	**2,710,436**	**(447,567)**	**14,571**	**(432,996)**
1 to 3 Months	**101**	**3,991,215**	**(182,208)**	**58,825**	**(123,383)**
3 Months to 6 Months	**-**	**-**	**-**	**-**	**-**
6 Months to 1 Year	**3**	**2,206,898**	**(389,514)**	**-**	**(389,514)**
1 to 2 Years	**7**	**6,960,178**	**(2,027,385)**	**-**	**(2,027,385)**
2 to 3 Years	**5**	**5,790,995**	**(2,002,723)**	**-**	**(2,002,723)**
3 to 5 Years	**-**	**-**	**-**	**-**	**-**
5 to 10 Years	**3**	**23,179,656**	**(3,499,258)**	**-**	**(3,499,258)**
Over 10 years	**2**	**8,255,655**	**(1,772,427)**	**-**	**(1,772,427)**
	154	**53,095,033**	**(10,321,082)**	**73,396**	**(10,247,686)**

Remaining Maturity	2022				
	No. of contracts	Notional principal	Mark to market		
			Loss	Gain	Net
		(Rupees in '000)			
Up to 1 Month	55	2,899,683	(120,810)	14,386	(106,424)
1 to 3 Months	38	3,207,880	(213,268)	67,937	(145,331)
3 Months to 6 Months	54	3,540,494	(136,639)	136,639	-
6 Months to 1 Year	16	2,388,718	(277,304)	-	(277,304)
1 to 2 Years	5	6,660,462	(1,047,552)	-	(1,047,552)
2 to 3 Years	7	9,351,486	(1,794,142)	546	(1,793,596)
3 to 5 Years	5	6,675,780	(1,668,031)	-	(1,668,031)
5 to 10 Years	3	22,578,089	(953,010)	-	(953,010)
Over 10 years	2	8,107,018	(890,644)	-	(890,644)
	185	65,409,610	(7,101,400)	219,508	(6,881,892)

23 MARK-UP / RETURN / PROFIT / INTEREST EARNED

	Note	2023	2022
		(Rupees in '000)	
On:			
Loans and advances		**265,392,464**	170,680,803
Investments		**366,012,140**	223,260,844
Lendings to financial institutions		**29,734,737**	13,739,200
Balances with banks		**8,994,693**	1,292,389
		670,134,034	408,973,236

24 MARK-UP / RETURN / PROFIT / INTEREST EXPENSED

On:			
Deposits		**331,662,813**	183,552,414
Securities sold under repurchase agreement borrowings		**72,975,688**	50,773,021
Borrowings		**28,248,651**	11,251,699
Subordinated debt		**4,281,784**	1,891,880
Cost of foreign currency swaps against foreign currency deposits / borrowings		**6,494,349**	6,429,094
Lease liability against right-of-use assets		**3,075,788**	2,938,166
		446,739,073	256,836,274

25 FEE AND COMMISSION INCOME

Branch banking customer fees		**5,070,955**	3,670,745
Branchless banking customer fees		**489,227**	925,975
Consumer finance related fees		**2,523,833**	2,267,096
Card related fees (debit and credit cards)		**12,678,928**	8,686,409
Credit related fees		**1,067,447**	979,900
Investment banking fees		**1,349,991**	1,168,462
Commission on trade related products and guarantees		**7,226,287**	4,974,222
Commission on cash management		**1,655,071**	1,136,932
Commission on remittances (including home remittances)		**853,434**	698,203
Commission on bancassurance		**825,535**	767,109
Commission on Government to Person (G2P) Payments		**1,294,581**	770,803
Merchant discount and interchange fees		**6,925,807**	5,453,015
Wealth Management Fee		**34,266**	22,891
Others		**580,034**	173,758
		42,575,396	31,695,520
Less: Sales tax / Federal Excise Duty on fee and commission income		**(5,265,637)**	(4,042,607)
		37,309,759	27,652,913

26 GAIN / (LOSS) ON SECURITIES - NET

Realised	26.1	**568,031**	1,113,915
Unrealised - held-for-trading	8.1	**278,955**	(84,391)
		846,986	1,029,524

26.1 Gain / (Loss) on securities - realised

On:		
Federal Government securities		
- Market Treasury Bills	**568,373**	(287,479)
- Pakistan Investment Bonds	**748,108**	1,483,441
- Ijarah Sukuk	**371,143**	81,974
- Government of Pakistan US Dollar Bonds	**(532,408)**	-
Shares	**(327,033)**	(377,550)
Non-Government debt securities	**(166,686)**	75,927
Foreign securities	**-**	(27,668)
Associates	**(93,466)**	165,270
	568,031	1,113,915

		Note	2023	2022
			(Rupees in '000)	
27	**OTHER INCOME**			
	Incidental charges		**536,587**	407,425
	Gain on derecognition of joint venture		**9,333,221**	-
	Gain on sale of fixed assets - net		**68,613**	37,541
	Rent on properties		**76,845**	66,266
			10,015,266	511,232
28	**OPERATING EXPENSES**			
	Total compensation expense	28.1	**50,734,676**	41,532,374
	Property expense			
	Rent and taxes		**1,313,026**	1,221,058
	Insurance		**238,365**	135,289
	Utilities cost		**5,153,618**	3,872,904
	Security (including guards)		**2,822,588**	2,222,257
	Repairs and maintenance (including janitorial charges)		**4,443,907**	3,676,041
	Depreciation on owned fixed assets	10.2	**5,209,009**	3,888,398
	Depreciation on right-of-use assets	10.2	**3,683,074**	3,306,791
			22,863,587	18,322,738
	Information technology expenses			
	Software maintenance		**8,814,649**	5,828,860
	Hardware maintenance		**2,390,021**	1,293,105
	Depreciation	10.2	**3,123,418**	2,518,379
	Amortisation	11.1	**2,104,309**	1,740,448
	Network charges		**1,752,307**	1,431,681
	Consultancy charges		**931,042**	694,169
			19,115,746	13,506,642
	Other operating expenses			
	Legal and professional charges		**10,566,962**	1,512,004
	Outsourced services costs		**2,933,631**	2,478,270
	Travelling and conveyance		**2,000,806**	1,389,771
	Insurance		**878,304**	714,199
	Remittance charges		**597,414**	516,310
	Security charges		**3,316,695**	2,515,749
	Repairs and maintenance		**2,435,188**	1,706,565
	Depreciation	10.2	**696,471**	739,642
	Training and development		**576,623**	432,927
	Postage and courier charges		**839,614**	760,737
	Communication		**2,986,688**	1,434,377
	Stationery and printing		**3,057,826**	2,403,149
	Marketing, advertisement and publicity		**3,943,357**	3,335,666
	Donations	28.3	**1,010,051**	648,761
	Auditors' remuneration	28.4	**396,391**	241,502
	Brokerage and commission		**885,398**	867,970
	Subscription		**377,191**	274,223
	Documentation and processing charges		**9,195,042**	5,555,728
	Entertainment		**781,561**	531,229
	Consultancy charges		**2,881,386**	1,264,042
	Deposits insurance premium expense		**3,109,400**	2,702,417
	Product feature cost		**4,787,954**	4,012,368
	Others		**1,371,374**	1,075,900
			59,625,327	37,113,506
			152,339,336	110,475,260

		2023	2022
		(Rupees in '000)	
28.1 Total compensation expense			
Non-Executive Directors' fees	38.2	**98,850**	94,800
Shariah Board's fees and allowances	38.3	**34,136**	34,079
Managerial Remuneration			
i) Fixed		**26,027,464**	20,137,281
ii) Variable		**6,789,669**	4,575,419
Charge for defined benefit plan		**1,605,232**	473,361
Contribution to defined contribution plan		**1,637,417**	1,375,306
Rent and house maintenance		**6,027,674**	5,324,780
Utilities		**1,405,607**	1,223,232
Medical		**2,760,615**	2,401,852
Conveyance		**3,811,514**	3,067,246
General group staff Insurance		**17,863**	19,737
Hajj Allowance		**12,148**	-
Sub-total		**50,228,189**	38,727,093
Sign-on bonus		**24,818**	69,637
Severance payments		**481,669**	2,735,644
Grand Total		**50,734,676**	41,532,374
		No of persons	
Sign on bonus		37	57
Severance payments		74	923

28.2 The total cost for the year included in other operating expenses relating to outsourced activities is as follows:

	2023	2022
	(Rupees in '000)	
- In Pakistan	**3,261,406**	2,671,201
- Outside Pakistan	**334,904**	312,905
	3,596,310	2,984,106

The material outsourcing arrangements along with the nature of services provided by them are as follows:

Nan	Nature of service		
A.S.C. First Solutions (Pvt) Limited	Document archival and storage	**175,491**	142,472
First Solutions - UAE	Document archival and storage	**17,970**	16,447
Iron Mountain Information Management LLC	Document archival and storage	**716**	615
Recall Bangladesh Limited	Document archival and storage	**2,345**	2,119
Infofort Private Limited Bahrain	Document archival and storage	**3,385**	3,954
Euronet Pakistan (Private) Limited	Host environment configuration, POS terminal and card outsourcing services	**164,389**	96,220
Interactive Printer Solutions W.L.L	Printing of chequebooks and banker's cheques	**1,582**	1,362
Virtual World (Private) Limited	Call centre and customer support services	**22,967**	5,513
Spectrum Engineering Consortium Limited	Software Maintenance	**2,752**	2,746
		391,597	271,448

28.3 Details of donations

	2023	2022
	(Rupees in '000)	
Donations individually exceeding Rs 100,000		
HBL Foundation	**866,494**	515,961
EPS Solutions Pakistan (Pvt) Ltd - Prefabricated houses for flood affectees	**136,000**	128,000
National Institute of Child Health Trust	**500**	300
Taskeen Health Initiative	**250**	-
Pakistan Special Olympics	**2,700**	-
Progressive Education Network	**1,000**	-
DEİK – Diş Ekonomik İlişkiler Kurulu – construction of a container house for earthquake victims in Turkey	**1,743**	-
AFAD – Afad ve Acil Durum Yönetimi Başkanılıgı – for earthquake victims in Turkey	**1,209**	-
Türkiye Bankalar Birliği – participation in project for construction of Children's Earthquake Rehabilitation Center in Turkey	**155**	-
Al-Shifa Trust	**-**	1,200
Peoples University of Medical and Health Sciences For Women	**-**	1,000
Pakistan Agricultural Coalition	**-**	700
Developments in Literacy Foundation	**-**	600
Hope Uplift Foundation	**-**	500
Depilex Smileagain Foundation	**-**	500
	1,010,051	648,761

Mr. Muhammad Aurangzeb, President and Chief Executive Officer, Mr. Sagheer Mufti, Chief Operating Officer up to December 31, 2023, Mr. Rayomond Kotwal, Chief Financial Officer and Mr. Jamal Nasir, Chief Human Resources Officer are Trustees of the HBL Foundation.

28.4 Auditors' remuneration

	2023			2022		
	Domestic	Overseas	Total	Domestic	Overseas	Total
	(Rupees in '000)					
Audit and audit related fees						
Audit fee of the Bank	**39,899**	**259,399**	**299,298**	34,086	132,546	166,632
Fees for other statutory and related certifications	**31,045**	**6,899**	**37,944**	25,075	12,655	37,730
Out of pocket expenses on audit fees	**12,826**	**5,993**	**18,819**	9,033	1,976	11,009
Sales tax on audit fees	**4,218**	**20,847**	**25,065**	3,450	10,234	13,684
	87,988	**293,138**	**381,126**	71,644	157,411	229,055
Other services						
Special certifications and sundry advisory services	**10,614**	**3,098**	**13,712**	9,480	935	10,415
Tax services	**-**	**348**	**348**	-	533	533
Out of pocket expenses	**439**	**19**	**458**	497	45	542
Sales tax on other services	**282**	**465**	**747**	799	158	957
	11,335	**3,930**	**15,265**	10,776	1,671	12,447
	99,323	**297,068**	**396,391**	82,420	159,082	241,502

29 WORKERS' WELFARE FUND

The Bank has made a provision for Workers' Welfare Fund (WWF) based on profit for the respective years.

30 OTHER CHARGES

	Note	2023	2022
		(Rupees in '000)	
Penalties imposed by the State Bank of Pakistan		**303,251**	454,259
Penalties imposed by other regulatory bodies		**49,199**	22,328
		352,450	476,587

31 PROVISIONS / (REVERSALS) AND WRITE OFFS - NET

(Reversal of) / provision for diminution in the value of investments	8.9	**(328,358)**	3,851,708
Provision against loans and advances	9.6	**10,669,794**	3,973,049
Provision against other assets	13.2.1	**1,240,885**	624,244
Reversal of provision against off-balance sheet obligations	18.1	**(93,890)**	(1,331,585)
Recoveries against written off / charged off bad debts		**(930,977)**	(717,447)
Recoveries against other assets written off		**(15,022)**	(1,809)
Other write offs and operating losses		**92,148**	57,707
Bad debt written off directly		**-**	-
		10,634,580	6,455,867

		Note	2023	2022
32	**TAXATION**		(Rupees in '000)	
	- Current			
	- For the year		**56,044,099**	34,877,374
	- Prior years		**437,331**	5,595,916
			56,481,430	40,473,290
	- Deferred			
	- For the year		**(537,398)**	556,424
	- Prior years		**(1,062,959)**	(342,127)
		12.1	**(1,600,357)**	214,297
			54,881,073	40,687,587

32.1 **Relationship between tax expense and accounting profit**

Accounting profit for the current year	**111,737,068**	71,554,590
Tax on income @ 49% (2022: 49%)	**54,751,163**	35,061,749
Permanent differences		
Impact of:		
- Disallowance of penalties imposed by the SBP and other regulatory bodies	**172,700**	233,528
- Disallowance of 50% of contribution to gratuity and pension funds	**137,215**	297,596
- Deferred tax booked at tax rates applicable to future years	**-**	(62,229)
- Others	**445,623**	(96,846)
	755,538	372,049
Prior years - charge	**(625,628)**	5,253,789
Tax charge for the current year	**54,881,073**	40,687,587

32.2 The income tax returns of the Bank have been submitted up to and including for the accounting year 2022. The tax returns submitted are deemed assessments under section 120 of the Income Tax Ordinance, 2001.

The Income Tax Department has amended the assessments of the Bank for prior years, up to and including for the tax year 2022. The amendments mainly relate to gain on translation of net investment in foreign branches, taxable income subject to enhanced rate, retirement benefits, and provisions against loans and advances, investments and other assets. These matters are at various stages of appeal with the appellate authorities. The management of the Bank, in consultation with its tax advisors, is confident that the decisions in respect of these appeals would be in the Bank's favor.

The income tax returns of the Bank's Azad Kashmir, Gilgit-Baltistan and overseas branches have been submitted up to and including the accounting year 2022. The tax returns submitted in Azad Kashmir and Gilgit Baltistan are considered as deemed assessments under section 120 of the Income Tax Ordinance, 2001.

During the year, a windfall tax was imposed on the foreign exchange income of the Bank for the years 2021 and 2022. The aggregate tax liability for both years, if calculated in the manner specified, amounts to Rs. 4,865 million against which a recovery notice has also been issued by the tax department.

The Bank has filed a Constitutional Petition before the Honourable High Court of Sindh, challenging the operation of the S.R.O 1588 (I)/2023 dated November 21, 2023 imposing the windfall tax. The Court has suspended the operation of the said S.R.O till the next hearing date. Similar orders have also been passed by the High Courts of Lahore, Islamabad and Peshawar for other banks. The management, based on legal advice, is confident that the banks' view is likely to prevail and as such, no provision is required in these financial statements.

		2023	2022
33	**BASIC AND DILUTED EARNINGS PER SHARE**	(Rupees in '000)	
	Profit for the year	**56,855,995**	30,867,003
		(Number)	
	Weighted average number of ordinary shares	**1,466,852,508**	1,466,852,508
		(Rupees)	
	Basic and diluted earnings per share	**38.76**	21.04

33.1 Diluted earnings per share has not been presented separately as the Bank does not have any convertible instruments in issue.

34 CASH AND CASH EQUIVALENTS	Note	2023	2022
		(Rupees in '000)	
Cash and balances with treasury banks	5	**505,181,227**	257,368,084
Balances with other banks	6	**43,012,856**	31,319,141
		548,194,083	288,687,225

34.1 **Reconciliation of movement in liabilities to cash flows arising from financing activities**

	2023			
	Liabilities		Equity	
	Subordinated debt	Other liabilities	Reserves	Unappropriated profit
	(Rupees in '000)			
Balance as at January 1, 2023	**18,874,000**	**217,589,525**	**71,735,697**	**165,386,520**
Changes from financing cash flows				
Proceeds from subordinated debt	-	-	-	-
Payment of lease liability against right-of-use assets	-	(4,981,733)	-	-
Payment of mark-up on subordinated debt	-	(4,287,065)	-	-
Dividend paid	-	-	-	(12,358,209)
	-	(9,268,798)	-	(12,358,209)
Other changes:				
Liability-related				
Changes in other liabilities				
- Cash based	-	49,669,682	-	-
- Dividend payable	-	(1,723,528)	-	1,723,528
- Non-cash based	-	11,999,471	-	-
Transfer of profit to statutory reserve	-	-	5,685,600	(5,685,600)
Total liability related other changes	-	59,945,625	5,685,600	(3,962,072)
Equity related	-	-	8,818,403	57,425,406
Balance as at December 31, 2023	**18,874,000**	**268,266,352**	**86,239,700**	**206,491,645**

	2022			
	Liabilities		Equity	
	Subordinated debt	Other liabilities	Reserves	Unappropriated profit
	(Rupees in '000)			
Balance as at January 1, 2022	12,374,000	143,908,895	69,678,669	148,392,471
Changes from financing cash flows				
Repayment of subordinated debt	6,500,000	-	-	-
Payment of lease liability against right-of-use assets	-	(4,138,266)	-	-
Payment of mark-up on subordinated debt	-	(1,847,577)	-	-
Dividend paid	-	-	-	(8,517,481)
	6,500,000	(5,985,843)	-	(8,517,481)
Other changes:				
Liability-related				
Changes in other liabilities				
- Cash based	-	73,412,610	-	-
- Dividend payable	-	2,483,913	-	(2,483,913)
- Non-cash based	-	3,769,950	-	-
Transfer of profit to statutory reserve	-	.	3,086,700	(3,086,700)
Total liability related other changes	-	79,666,473	3,086,700	(5,570,613)
Equity related	-	-	(1,029,672)	31,082,143
Balance as at December 31, 2022	18,874,000	217,589,525	71,735,697	165,386,520

35 STAFF STRENGTH

	2023	2022
	(Number)	
Permanent	**16,116**	17,501
On contract	**237**	101
Total staff strength	**16,353**	17,602

35.1 In addition to the above, 3,866 employees (2022: 3,974 employees) of outsourcing services companies were assigned to the Bank as at the end of the year to perform services other than janitorial services and as guards.

35.2 Staff strength bifurcation

	2023	2022
	(Number)	
Domestic	**15,855**	17,047
Overseas	**498**	555
	16,353	17,602

36 DEFINED BENEFIT PLANS AND OTHER BENEFITS

36.1 General Information

The Bank operates the following schemes:

36.1.1 Pension Fund (defined benefit scheme)

The Bank operates an approved funded pension scheme which is applicable to:

- All clerical employees who opted for this scheme when it was introduced in 1974 and those who joined after this date.
- Executives and officers who joined the Bank during the period from May 01, 1977, till December 31, 2001, and those who joined the Bank prior to introduction of the scheme and opted for this scheme when it was introduced.

For clerical employees, the benefit is based on their actual years of service as of the statement of financial position date and their current basic salary.

For executives and officers, the benefit is based on their years of service up to March 31, 2005, and their basic salary as on March 31, 2014. For service subsequent to this date (i.e., from April 01, 2005), they are entitled to the Bank's contributory provident fund (refer note 37.1) and contributory gratuity fund (refer note 37.2).

All eligible employees are entitled to a certain minimum pension as per applicable rules.

36.1.2 Benevolent Fund (defined benefit scheme)

The Bank operates an approved funded benevolent fund scheme for all employees who joined on or before December 31, 2018 and who retire from or expire during service. Under this scheme, a fixed monthly subscription is made by employees by way of a salary deduction and a matching monthly contribution is made by the Bank. All eligible employees are entitled to receive a fixed monthly amount or a one-time lump sum payment in lieu of a fixed monthly amount, as per the rules of the Fund. Clerical employees are additionally entitled to marriage and funeral grants during the period of their service as specified in the rules of the Fund.

36.1.3 Post-Retirement Medical Benefits (defined benefit scheme)

The Bank operates a non-funded scheme for post-retirement medical benefits for all employees.

Executives and officers who retire on or after January 01, 2006, receive a lump sum payment as a full and final settlement in lieu of post-retirement medical benefits. Executives and officers who retired prior to this date, and all clerical employees, receive these benefits as reimbursements when incurred.

36.1.4 Compensated Absences (defined benefit scheme)

The Bank maintains a non-funded scheme for compensated absences. This is applicable to those employees who were in the service of the Bank as of December 31, 2008, and who had accumulated leave balances up to a maximum of 365 days as at that date. Employees are entitled to proceed on Leave Prior to Retirement (LPR) up to the amount of their accrued leaves or up to 365 days, whichever is less, while continuing to receive gross salary. This benefit vests on retirement or, in the case of premature retirement, on the completion of 30 years of service. In the case of death-in-service, up to 50% of accrued leave or 180 days, whichever is less, may be encashed.

Employees may be required by the Bank to continue working during the whole or part of their LPR period. Such employees are additionally entitled to leave encashment amounting to 50% of this period up to a maximum of 180 days.

Clerical employees have the option of not proceeding on LPR and instead encashing 50% of their accumulated leave balance up to a maximum of 180 days.

36.1.5 Other Post-Retirement Benefits (defined benefit scheme)

The Bank offers an additional benefit to all executives on retirement. Under this scheme, a lump sum amount equal to six months of house rent allowance, utilities allowance, car benefit allowance and conveyance allowance is paid to the executive on retirement. In the case of death-in-service of an executive, an additional six months of house rent allowance will be payable to the family along with the above-mentioned benefits.

36.1.6 Pension and Life Assurance Scheme (defined benefit scheme)

The Bank operates a pension and life assurance scheme for those employees who joined its UK operations prior to December 26, 2001. The scheme was established with effect from May 01, 1978, under a Trust Deed of that date and is governed by that Trust Deed together with various supplemental and amending deeds executed over the lifetime of the scheme.

The triennial actuarial valuation as at May 01, 2022, revealed a deficit of £2.373 million under the Statement of Funding Principles (SFP). In order to address this deficit, the Bank is required to pay £50,500 per month starting from September 01 ,2020 till July 2024.

36.2 Principal actuarial assumptions

The latest actuarial valuation was carried out as at December 31, 2023 using the Projected Unit Credit Method. The following significant assumptions were used for the valuation:

	2023	2022
	(Per annum)	
Valuation discount rate	**16.00%**	14.50%
Expected rate of increase in salary	**15.00%**	13.50%
Expected rate of increase in minimum pension	**5.00%**	5.00%
Expected rate of increase in medical benefit	**14.00%**	12.50%
Expected rate of return on funds invested	**16.00%**	14.50%

36.3 Number of beneficiaries under the scheme

	2023	2022
	(Number)	
Pension fund	**5,243**	5,344
Benevolent fund	**10,063**	11,440
Post-retirement medical benefit scheme	**18,626**	19,793
Compensated absences	**1,851**	2,118
Other Post-Retirement Benefits	**2,780**	2,757

36.4 Pension, gratuity, benevolent fund schemes and other benefits

36.4.1 The fair value of plan assets and the present value of defined benefit obligations of funded schemes are as follows:

	2023		2022	
	Pension Fund	Benevolent Fund	Pension Fund	Benevolent Fund
	(Rupees in '000)			
Fair value of plan assets	**4,117,822**	**3,011,099**	3,414,936	2,648,950
Present value of defined benefit obligations	**(3,272,418)**	**(695,535)**	(3,525,906)	(804,430)
Receivable / (payable)	**845,404**	**2,315,564**	(110,970)	1,844,520

36.4.2 The present value of defined benefit obligations of non-funded schemes as at December 31, 2023 are as follows:

	2023			2022		
	Post-retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits	Post-retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
Present value of defined benefit obligations	**(3,966,429)**	**(746,630)**	**(888,416)**	(3,522,518)	(762,192)	(824,150)

36.4.3 Movement in the present value of defined benefit obligations

	2023				
	Pension Fund	Benevolent Fund	Post-retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)				
Obligations at the beginning of the year	**3,525,906**	**804,430**	**3,522,518**	**762,192**	**824,150**
Current service cost	**11,955**	**14,698**	**113,916**	**21,088**	**149,976**
Interest cost	**502,888**	**114,384**	**501,573**	**103,278**	**124,280**
Benefits paid by the Bank	**(454,255)**	**(144,450)**	**(297,990)**	**(148,455)**	**(70,248)**
Remeasurement (gains) / losses	**(314,076)**	**(93,527)**	**126,412**	**8,527**	**(139,742)**
Obligations at the end of the year	**3,272,418**	**695,535**	**3,966,429**	**746,630**	**888,416**

	2022				
	Pension Fund	Benevolent Fund	Post-retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)				
Obligations at the beginning of the year	6,157,971	1,103,573	4,557,833	2,177,565	667,894
Current service cost	67,090	26,529	179,927	57,563	124,802
Interest cost	709,267	122,940	535,401	242,452	82,080
Benefits paid by the Bank	(3,680,262)	(451,894)	(649,055)	(676,702)	(45,603)
Past service cost	1,061,568	211,858	(972,974)	(742,441)	-
Remeasurement gains	(789,728)	(208,576)	(128,614)	(296,245)	(5,023)
Obligations at the end of the year	3,525,906	804,430	3,522,518	762,192	824,150

36.4.4 Movement in fair value of plan assets

	2023		2022	
	Pension Fund	Benevolent Fund	Pension Fund	Benevolent Fund
	(Rupees in '000)			
Fair value at the beginning of the year	**3,414,936**	**2,648,950**	6,917,325	2,754,021
Expected return on plan assets	**487,338**	**364,331**	793,667	278,438
Contribution by the Bank	**110,970**	**20,596**	-	25,507
Contributions by employees	**-**	**20,596**	-	25,507
Benefits paid by the Bank	**(454,255)**	**(144,450)**	(3,680,262)	(451,894)
Remeasurement gains / (losses)	**558,833**	**101,075**	(615,794)	17,371
Fair value at the end of the year	**4,117,822**	**3,011,098**	3,414,936	2,648,950

36.4.5 Movement in amounts payable / (receivable)

	2023				
	Pension Fund	Benevolent Fund	Post-retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)				
Opening balance	110,970	(1,844,520)	3,522,518	762,192	824,150
Charge / (reversal) for the year	27,505	(255,845)	615,489	132,893	274,256
Contribution by the Bank - net	(110,970)	(20,596)	-	-	-
Remeasurement (gains) / losses recognised in OCI during the year	(872,909)	(194,602)	126,412	-	(139,742)
Benefits paid by the Bank	-	-	(297,990)	(148,455)	(70,248)
Closing balance	(845,404)	(2,315,563)	3,966,429	746,630	888,416

	2022				
	Pension Fund	Benevolent Fund	Post-retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)				
Opening balance	(759,354)	(1,650,448)	4,557,833	2,177,565	667,894
Charge / (reversal) for the year	1,044,258	57,382	(257,646)	(738,671)	206,882
Contribution by the Bank - net	-	(25,507)	-	-	-
Remeasurement gains recognised in OCI during the year	(173,934)	(225,947)	(128,614)	-	(5,023)
Benefits paid by the Bank	-	-	(649,055)	(676,702)	(45,603)
Closing balance	110,970	(1,844,520)	3,522,518	762,192	824,150

36.4.6 Charge for defined benefit plans

36.4.6.1 Cost recognised in profit and loss

	2023				
	Pension Fund	Benevolent Fund	Post-retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)				
Current service cost	11,955	14,698	113,916	21,088	149,976
Net interest payable / (receivable) on defined benefit asset / liability	15,550	(249,947)	501,573	103,278	124,280
Actuarial gains recognised	-	-	-	8,527	-
Contributions by the employees	-	(20,596)	-	-	-
	27,505	(255,845)	615,489	132,893	274,256

	2022				
	Pension Fund	Benevolent Fund	Post-retirement medical benefits	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)				
Current service cost	67,090	26,529	179,927	57,563	124,802
Net interest (receivable) / payable on defined benefit asset / liability	(84,400)	(155,498)	535,401	242,452	82,080
Past service cost	1,061,568	211,858	(972,974)	(742,441)	-
Actuarial losses recognised	-	-	-	(296,245)	-
Contributions by the employees	-	(25,507)	-	-	-
	1,044,258	57,382	(257,646)	(738,671)	206,882

36.4.6.2 Remeasurements (gains) / losses recognised in OCI during the year

	2023			
	Pension Fund	Benevolent Fund	Post-retirement medical benefits	Other Post-Retirement Benefits
	(Rupees in '000)			
(Gains) / losses on obligation				
- Financial assumptions	(252,232)	(26,483)	14,188	6,601
- Experience adjustment	(61,844)	(67,044)	112,224	(146,343)
	(314,076)	(93,527)	126,412	(139,742)
Gains on plan assets	(558,833)	(101,075)	-	-
Total remeasurement (gains) / losses recognised in OCI	(872,909)	(194,602)	126,412	(139,742)

	2022			
	Pension Fund	Benevolent Fund	Post-retirement medical benefits	Other Post-Retirement Benefits
	(Rupees in '000)			
(Gains) / losses on obligation				
- Financial assumptions	(604,453)	(37,522)	27,560	11,577
- Experience adjustment	(185,275)	(171,054)	(156,174)	(16,600)
	(789,728)	(208,576)	(128,614)	(5,023)
Losses / (gains) on plan assets	615,794	(17,371)	-	-
Total remeasurement losses / (gains) recognised in OCI	(173,934)	(225,947)	(128,614)	(5,023)

36.4.7 Components of fair value of plan assets

	2023		2022	
	Pension Fund	Benevolent Fund	Pension Fund	Benevolent Fund
	(Rupees in '000)			
Cash and cash equivalents - net	**119,000**	**60,280**	153,842	128,216
Government securities	**3,044,557**	**2,850,889**	2,725,011	2,451,235
Shares	**954,265**	**-**	536,083	-
Non-Government debt securities	**-**	**99,931**	-	69,500
	4,117,822	**3,011,100**	3,414,936	2,648,951

The funds invest primarily in Government securities (Market Treasury Bills, Pakistan Investment Bonds and Special Savings Certificates) which do not carry any credit risk but are subject to interest rate risk based on market movements. Equity securities are subject to price risk whereas non-Government debt securities are subject to both credit risk and interest rate risk. These risks are regularly monitored by the Trustees of the employee funds.

36.4.8 Sensitivity analysis of defined benefit obligations

A sensitivity analysis has been performed by varying one assumption while keeping all other assumptions constant and calculating the impact on the present value of defined benefit obligations under the various employee benefit schemes. The increase / (decrease) in the present value of defined benefit obligations as a result of changes in each assumption is summarized below:

	2023				
	Pension Fund	Benevolent Fund	Post retirement medical benefit	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)				
1% increase in discount rate	**(162,196)**	**(16,103)**	**(350,024)**	**(22,686)**	**(56,720)**
1% decrease in discount rate	**180,405**	**17,320**	**414,121**	**24,178**	**63,667**
1% increase in expected rate of salary increase	**18,801**	**-**	**-**	**27,522**	**67,797**
1% decrease in expected rate of salary increase	**(17,998)**	**-**	**-**	**(26,224)**	**(61,278)**
1% increase in expected rate of increase in minimum pension	**190,990**	**-**	**-**	**-**	**-**
1% decrease in expected rate of increase in minimum pension	**(160,425)**	**-**	**-**	**-**	**-**
1% increase in expected rate of increase in medical benefit	**-**	**-**	**91,012**	**-**	**-**
1% decrease in expected rate of increase in medical benefit	**-**	**-**	**(78,050)**	**-**	**-**

36.4.9 Expected contributions to the schemes in the next financial year

The Bank contributes to the pension fund according to the actuary's advice. Contribution to the benevolent fund is made by the Bank as per the rates set out in the benevolent fund scheme.

	2024				
	Pension Fund	Benevolent Fund	Post retirement medical benefit	Employee compensated absences	Other Post-Retirement Benefits
	(Rupees in '000)				
Expected (reversal) /charge for the year	(114,401)	(372,288)	715,830	129,314	288,526

36.4.10 **Maturity profile**

	2023				
	Pension Fund	Benevolent Fund	Post retirement medical benefit	Employee compensated absences	Other Post-Retirement Benefits
The weighted average duration of the obligation (in years)	4.96	2.12	8.98	3.13	6.75

36.4.11 **Funding Policy**

The Bank endeavors to ensure that liabilities under the various funded employee benefit schemes are covered by the assets of the Fund on any valuation date, based on actuarial assumptions.

36.4.12 The significant risks associated with the defined benefit schemes are as follows:

Mortality risks

The risk that the actual mortality experience is different. The impact depends on the beneficiaries' service / age distribution and the benefit.

Investment risks

The risk that the investments of the Funds will underperform and not be sufficient to meet the liabilities.

Final salary risks

The risk that the final salary at the time of cessation of service is higher than what was assumed. Since the benefit is calculated based on the final salary, the benefit amount increases similarly.

Withdrawal risks

The risk that withdrawals from the plan will be higher or lower than assumed. The impact depends on the beneficiaries' service / age distribution and the benefit.

37 DEFINED CONTRIBUTION PLANS

37.1 Provident Fund

For executives and officers hired on or after January 01, 2002, the Bank operates an approved provident fund under which both the Bank and the employees make monthly contributions of 7% of basic salary to the fund. Executives and officers hired up to December 31, 2001, who are covered by the Bank's pension scheme (refer note 36.1.1 above) also became eligible for the Bank's contributory provident fund benefits effective April 01, 2005.

In the case of clerical staff, only employees make monthly contributions of 12% of basic salary to the fund.

This scheme covers 14,838 employees (2022: 14,634 employees)

Payments are made to employees on retirement, death, resignation and discharge as specified in the rules of the Fund.

37.2 Contributory Gratuity Fund

For employees hired on or after January 1, 2002, the Bank operates an approved funded Bank contributory gratuity scheme. Executives and officers hired up to December 31, 2001, who are covered by the Bank's pension scheme (refer note 36.1.1 above) also became eligible for gratuity fund benefits effective April 1, 2005.

The Bank contributes an amount equal to half of the employees' monthly basic salary for each completed year of service and, on a pro-rata basis, for partially completed years of service. This benefit vests on retirement, death, resignation after completion of at least 10 years of continuous service, and discharge as specified in the rules of the Fund.

This scheme covers 15,518 employees (2022: 16,859 employees).

37.3 Other schemes

Employee benefit schemes offered by the Bank's overseas branches are governed by the laws of the respective countries in which the branches operate.

38 COMPENSATION OF DIRECTORS AND KEY MANAGEMENT PERSONNEL

38.1 Total Compensation Expense

Items	2023					
	Chairman	Non-Executive Directors	Members Shariah Board	President / CEO	Key Management Personnel	Other Material Risk Takers/ Controllers
	(Rupees in '000)					
Fees and Allowances etc.	12,000	86,850	34,136	-	-	-
Managerial Remuneration						
i) Fixed	-	-	-	164,428	1,128,670	1,655,535
ii) Total Variable						
- Bonus paid in cash	-	-	-	119,000	553,568	461,309
- Bonus paid in shares	-	-	-	24,646	100,689	84,411
- Guaranteed Bonus	-	-	-	-	-	14,960
Charge for defined benefit plan	-	-	-	-	-	8,519
Contribution to defined contribution plan	-	-	-	-	43,982	92,902
Rent & house maintenance	-	-	-	19,853	285,359	448,631
Utilities	-	-	-	3,054	56,937	93,938
Medical	-	-	-	11,425	79,153	85,439
Conveyance	-	-	-	9,975	92,325	320,940
Sub-Total	12,000	86,850	34,136	352,381	2,340,683	3,266,584
Sign-on bonus	-	-	-	-	-	-
Grand Total	12,000	86,850	34,136	352,381	2,340,683	3,266,584
Total Number of persons	1	5	3	1	26	145
Sign-on bonus - Number of Persons	-	-	-	-	-	-
Guaranteed bonus - Number of Persons	-	-	-	-	-	3

Items	2022					
	Chairman	Non-Executive Directors	Members Shariah Board	President / CEO	Key Management Personnel	Other Material Risk Takers/ Controllers
	(Rupees in '000)					
Fees and Allowances etc.	10,200	84,600	34,079	-	-	-
Managerial Remuneration						
i) Fixed	-	-	-	151,107	776,940	1,422,639
ii) Total Variable						
- Bonus paid in cash	-	-	-	98,000	472,626	369,572
- Bonus paid in shares	-	-	-	23,819	104,063	60,237
- Guaranteed Bonus	-	-	-	-	-	6,759
Charge for defined benefit plan	-	-	-	-	-	5,638
Contribution to defined contribution plan	-	-	-	-	42,071	87,479
Rent & house maintenance	-	-	-	17,023	227,922	395,351
Utilities	-	-	-	1,987	49,369	83,778
Medical	-	-	-	8,400	62,873	78,856
Conveyance	-	-	-	6,903	89,857	314,788
Sub-Total	10,200	84,600	34,079	307,239	1,825,721	2,825,097
Sign-on bonus	-	-	-	-	14,000	4,950
Grand Total	10,200	84,600	34,079	307,239	1,839,721	2,830,047
Total Number of Persons	1	5	3	1	28	154
Sign-on bonus - Number of Persons	-	-	-	-	2	3
Guaranteed bonus - Number of Persons	-	-	-	-	-	3

38.1.1 The total movement of deferred bonus during the year for the President / Chief Executive Officer (CEO), Key Management Personnel and Other Material Risk Takers (MRTs) / Material Risk Controllers (MRCs) is as follows:

	2023	2022
	(Rupees in '000)	
Opening balance	**714,607**	479,598
Add: deferred during the year	**478,261**	428,449
Less: paid / vested during the year	**(316,372)**	(177,296)
Less: reversed during the year	**(19,183)**	(16,144)
Closing balance	**857,313**	714,607

The CEO and certain Executives are provided with free club memberships. The CEO and the Chief Operating Officer (COO) are also provided with free use of Bank maintained cars in accordance with their entitlements.

38.2 Remuneration paid to Directors for participation in Board and Committee Meetings

2023											
Sr. No.	Name of Director	Meeting Fees and Allowances Paid									
		For Board Meetings	For Board Committees								
			Board Audit Committee (BAC)	Board Risk Management Committee (BRMC)	Board Compliance and Conduct Committee (BCNC)	Board Human Resource & Remuneration Committee (BHRRC)	Board IT Committee (BITC)	Board Development Finance Committee (BDFC)	Board Nomination & Remuneration Committee (BNRC)**	Board Strategy Input & Monitoring Committee (BSIMC)	Total Amount Paid
		(Rupees in '000)									
1	Mr. Sultan Ali Allana	6,000	-	-	-	2,700	-	-	-	3,300	12,000
2	Mr. Moez Ahamed Jamal	5,400	4,050	-	4,050	-	2,700	-	1,350	3,300	20,850
3	Mr. Salim Raza	5,400	-	4,050	-	-	2,700	2,700	1,350	-	16,200
4	Dr. Najeeb Samie	5,400	4,050	-	-	2,700	-	-	1,350	3,300	16,800
5	Mr. Khaleel Ahmed	5,400	4,050	-	4,050	2,700	-	2,700	-	-	18,900
6	Ms. Saba Kamal	5,400	-	-	-	-	2,700	2,700	-	3,300	14,100
7	Mr. Shaffiq Dharamshi*	-	-	-	-	-	-	-	-	-	-
	Total Amount Paid	33,000	12,150	4,050	8,100	8,100	8,100	8,100	4,050	13,200	98,850

*Mr. Shaffiq Dharamshi is an employee of AKFED (the sponsor shareholder) and is not paid meeting fees or any other allowances by HBL.

In addition to the above, where applicable as per the Bank's policy, Rs 3 million was also paid to the Directors on account of daily allowance for attending Board and Committee meetings during the year.

2022											
Sr. No.	Name of Director	Meeting Fees and Allowances Paid									
		For Board Meetings	For Board Committees								
			Board Audit Committee (BAC)	Board Risk Management Committee (BRMC)	Board Compliance and Conduct Committee (BCNC)	Board Human Resource & Remuneration Committee (BHRRC)	Board IT Committee (BITC)	Board Development Finance Committee (BDFC)	Board Nomination & Remuneration Committee (BNRC)	Board Oversight Committee - International Governance (BOC IG)	Total Amount Paid
		(Rupees in '000)									
1	Mr. Sultan Ali Allana	5,400	-	-	-	3,600	-	-	-	1,200	10,200
2	Mr. Moez Ahamed Jamal	5,400	4,800	-	4,800	-	2,400	-	2,400	-	19,800
3	Mr. Salim Raza	5,400	-	3,600	-	-	2,400	2,400	2,400	-	16,200
4	Dr. Najeeb Samie	5,400	4,800	-	-	3,600	-	-	2,400	1,200	17,400
5	Mr. Khaleel Ahmed	5,400	4,800	-	4,800	3,600	-	2,400	-	-	21,000
6	Ms. Saba Kamal	5,400	-	-	-	-	2,400	2,400	-	-	10,200
7	Mr. Shaffiq Dharamshi*	-	-	-	-	-	-	-	-	-	-
	Total Amount Paid	32,400	14,400	3,600	9,600	10,800	7,200	7,200	7,200	2,400	94,800

* Mr. Shaffiq Dharamshi is an employee of AKFED (the sponsor Shareholder) and is not paid meeting fees or any other allowances by HBL.

In addition to the above, as per the Bank's policy, Rs 3.375 million was also paid to the Directors on account of daily allowance for attending Board and Committee meetings during the year.

38.3 Remuneration paid to Shariah Board Members

Items	2023				2022			
	Chairman	Resident Member	Non-Resident Member	Total	Chairman	Resident Member	Non-Resident Member	Total
	(Rupees in '000)							
Fixed Remuneration	**11,400**	**10,440**	**10,800**	**32,640**	11,400	10,440	10,800	32,640
Allowances	**567**	**729**	**200**	**1,496**	613	680	146	1,439
Total Amount	**11,967**	**11,169**	**11,000**	**34,136**	12,013	11,120	10,946	34,079
Total Number of Persons	**1**	**1**	**1**	**3**	1	1	1	3

39 FAIR VALUE MEASUREMENTS

The fair values of traded investments are based on quoted market prices.

The fair values of unquoted equity investments are estimated using the break-up value of the investee company.

The fair value of unquoted debt securities, fixed term advances, fixed term deposits and borrowings, other assets and other liabilities, cannot be calculated with sufficient reliability due to the absence of a current and active market for such assets and liabilities and reliable data regarding market rates for similar instruments and therefore, are not reported as part of this disclosure.

In the opinion of the management, the fair value of the remaining financial assets and liabilities are not significantly different from their carrying values since they are either short-term in nature or, in the case of customer advances, deposits and certain long term borrowings, are frequently repriced.

All assets and liabilities for which fair value is measured or disclosed in these unconsolidated financial statements are categorised within the following fair value hierarchy based on the lowest level input that is significant to the fair value measurement.

Level 1 - Fair value measurements using quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2 - Fair value measurements using inputs, other than quoted prices included within Level 1, that are observable for the asset or liabilities, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3 - Fair value measurements using inputs that are not based on observable market data.

Valuation techniques used in determination of fair values within level 2 and level 3

Federal Government securities	The fair values of Federal Government securities are determined on the basis of rates / prices taken from Reuters.
Non-Government debt securities	Non-Government debt securities denominated in Rupees are valued on the basis of rates announced by the Mutual Funds Association of Pakistan (MUFAP). Non-Government debt securities denominated in other currencies are valued on the basis of rates taken from Bloomberg / Reuters.
Foreign Government debt securities	The fair values of Foreign Government debt securities are determined on the basis of rates taken from Bloomberg / Reuters.
Units of mutual funds	The fair values of units of mutual funds are determined based on their net asset values as published at the close of each business day.
Derivatives	The Bank enters into derivatives contracts with various counterparties. Derivatives that are valued using valuation techniques based on market observable inputs are mainly interest rate swaps and cross currency swaps. The most frequently applied valuation techniques include forward pricing and swap models using present value calculations.
Forward foreign exchange contracts and Forward Government securities transactions	The fair values of forward foreign exchange contracts and forward Government securities transactions are determined using forward pricing calculations.
Fixed assets and non-banking assets acquired in satisfaction of claims	Land, buildings and non-banking assets acquired in satisfaction of claims are revalued on a periodic basis using professional valuers. The valuation is based on their assessment of the market value of the assets. The effect of changes in the unobservable inputs used in the valuations cannot be determined with certainty. Accordingly, a qualitative disclosure of sensitivity, required for Level 3 assets, has not been presented in these unconsolidated financial statements.

39.1 Fair value of financial assets

The following table provides the fair values of those of the Bank's financial assets that are recognised or disclosed at fair value in these unconsolidated financial statements:

On balance sheet financial instruments	As at December 31, 2023				
	Carrying value	Level 1	Level 2	Level 3	Total
	(Rupees in '000)				
Financial assets - measured at fair value					
Investments					
- Federal Government securities	1,782,011,013	-	1,782,011,013	-	1,782,011,013
- Shares - listed companies	16,524,041	9,057,018	7,467,023	-	16,524,041
- Non-Government debt securities - Listed	49,614,767	40,000,000	9,614,767	-	49,614,767
- Foreign securities					
Government debt securities	142,842,156	-	142,842,156	-	142,842,156
Non-Government debt securities- Listed	4,206,999	-	4,206,999	-	4,206,999
- National Investment Unit Trust units	50,745	-	50,745	-	50,745
- Real Estate Investment Trust units	68,700	68,700	-	-	68,700
- Preference Shares - Listed	877,400	877,400	-	-	877,400
	1,996,195,821	50,003,118	1,946,192,703	-	1,996,195,821
Financial assets - disclosed but not measured at fair value					
Investments					
- Federal Government securities	414,265,326	-	380,620,887	-	380,620,887
- Non-Government debt securities - Listed	1,899,450	-	1,898,829	-	1,898,829
- Foreign securities					
Government debt securities	13,123,544	-	13,179,876	-	13,179,876
- Associates and Joint venture	6,802,524	6,788,865	-	-	6,788,865
	436,090,844	6,788,865	395,699,592	-	402,488,457
	2,432,286,665	56,791,983	2,341,892,295	-	2,398,684,278

Off-balance sheet financial instruments - measured at fair value	As at December 31, 2023				
	Notional Value	Level 1	Level 2	Level 3	Total
	(Rupees in '000)				
Commitments					
- Forward foreign exchange contracts	474,521,265	-	(1,966,016)	-	(1,966,016)
- Forward Government securities transactions	24,383,498	-	(46,908)	-	(46,908)
- Derivative instruments	48,515,121	-	(10,247,686)	-	(10,247,686)

On balance sheet financial instruments	As at December 31, 2022				
	Carrying value	Level 1	Level 2	Level 3	Total
	(Rupees in '000)				
Financial assets - measured at fair value					
Investments					
- Federal Government securities	1,291,589,595	-	1,291,589,595	-	1,291,589,595
- Shares - listed companies	3,988,280	3,988,280	-	-	3,988,280
- Non-Government debt securities - Listed	49,084,350	40,000,000	9,084,350	-	49,084,350
- Foreign securities					
Government debt securities	108,883,461	-	108,883,461	-	108,883,461
Non-Government debt securities-Llisted	4,439,225	-	4,439,225	-	4,439,225
- National Investment Unit Trust units	38,170	-	38,170	-	38,170
- Real Estate Investment Trust units	68,200	68,200	-	-	68,200
- Preference shares - Listed	872,200	872,200	-	-	872,200
	1,458,963,481	44,928,680	1,414,034,801	-	1,458,963,481
Financial assets - disclosed but not measured at fair value					
Investments					
- Federal Government securities	341,424,708	-	309,895,574	-	309,895,574
- Non-Government debt securities - Listed	1,733,442	-	1,739,778	-	1,739,778
- Foreign securities					
Government debt securities	14,365,073	-	14,109,487	-	14,109,487
Non-Government debt securities - Listed	145,714	-	145,714	-	145,714
- Associates and Joint venture	7,165,864	23,324,728	-	-	23,324,728
	364,834,801	23,324,728	325,890,553	-	349,215,281
	1,823,798,282	68,253,408	1,739,925,354	-	1,808,178,762

Off-balance sheet financial instruments - measured at fair value	As at December 31, 2022				
	Notional Value	Level 1	Level 2	Level 3	Total
	(Rupees in '000)				
Commitments					
- Forward foreign exchange contracts	403,789,013	-	849,492	-	849,492
- Forward Government securities transactions	132,295,940	-	(38,938)	-	(38,938)
- Derivative instruments	57,305,018	-	(6,881,892)	-	(6,881,892)

39.2 Fair value of non-financial assets

	As at December 31, 2023				
	Carrying value	Level 1	Level 2	Level 3	Total
	(Rupees in '000)				
Land and Building	79,629,624	-	-	79,629,624	79,629,624
Non-banking assets acquired in satisfaction of claims	433,908	-	-	433,908	433,908
	80,063,532	-	-	80,063,532	80,063,532

	As at December 31, 2022				
	Carrying value	Level 1	Level 2	Level 3	Total
	(Rupees in '000)				
Land and Building	58,262,450	-	-	58,262,450	58,262,450
Non-banking assets acquired in satisfaction of claims	407,234	-	-	407,234	407,234
	58,669,684	-	-	58,669,684	58,669,684

40 SEGMENT INFORMATION

40.1 Segment details with respect to business activities

	For the year ended December 31, 2023							
	Branch Banking	Consumer, SME & Agriculture Lending	Islamic	Corporate, Commercial and Investment Banking	Treasury	International and correspon-dent banking	Head office / others	Total
	(Rupees in million)							
Profit and loss account								
Net mark-up / return / profit / interest income	(231,003)	51,804	32,192	87,441	268,525	21,917	(7,481)	223,395
Inter segment revenue / (expense) - net	359,460	(35,514)	-	(43,671)	(282,573)	(2,801)	5,099	-
Non mark-up / interest income	4,873	18,367	2,604	5,779	9,335	6,095	6,849	53,902
Total income / (loss)	133,330	34,657	34,796	49,549	(4,713)	25,211	4,467	277,297
Segment direct expenses	34,154	20,095	8,300	4,238	986	19,123	68,030	154,926
Inter segment expense allocation	32,766	10,867	1,190	13,736	1,506	1,820	(61,885)	-
Total expenses	66,920	30,962	9,490	17,974	2,492	20,943	6,145	154,926
Provisions - charge / (reversal)	832	2,323	4,180	(748)	(727)	2,068	2,706	10,634
Profit / (loss) before tax	65,578	1,372	21,126	32,323	(6,478)	2,200	(4,384)	111,737

	As at December 31, 2023							
	Branch Banking	Consumer, SME & Agriculture Lending	Islamic	Corporate, Commercial and Investment Banking	Treasury	International and correspon-dent banking	Head office / others	Total
	(Rupees in million)							
Statement of financial position								
Cash and bank balances	195,852	-	40,896	590	190,638	120,218	-	548,194
Lendings to financial institutions	-	-	19,500	-	69,098	-	-	88,598
Inter segment lending	2,081,029	-	-	-	-	75,037	215,727	2,371,793
Investments	-	-	226,552	4,417	2,016,021	216,242	36,698	2,499,930
Advances - performing	-	256,677	206,739	844,497	-	304,049	38,034	1,649,996
Advances - non-performing	-	2,072	6,316	3,272	-	2,202	158	14,020
Others	35,158	7,642	39,132	81,020	92,166	23,415	122,400	400,933
Total assets	2,312,039	266,391	539,135	933,796	2,367,923	741,163	413,017	7,573,464
Borrowings	-	6,313	32,119	134,047	379,835	107,029	-	659,343
Subordinated debt	-	-	-	-	-	-	18,874	18,874
Deposits and other accounts	2,258,343	1,465	422,710	604,853	-	553,103	29,706	3,870,180
Inter segment borrowing	-	234,859	7,414	143,314	1,968,233	17,973	-	2,371,793
Others	53,696	23,754	32,967	51,582	32,810	6,785	117,901	319,495
Total liabilities	2,312,039	266,391	495,210	933,796	2,380,878	684,890	166,481	7,239,685
Equity	-	-	43,925	-	(12,955)	56,273	246,536	333,779
Total equity and liabilities	2,312,039	266,391	539,135	933,796	2,367,923	741,163	413,017	7,573,464
Contingencies and commitments	-	-	57,017	538,382	388,637	202,072	34,505	1,220,613

	For the year ended December 31, 2022							
	Branch Banking	Consumer, SME & Agriculture Lending	Islamic	Corporate, Commercial and Investment Banking	Treasury	International and correspon-dent banking	Head office / others	Total
	(Rupees in million)							
Profit and loss account								
Net mark-up / return / profit / interest income	(123,407)	38,987	18,351	62,295	152,735	6,391	(3,215)	152,137
Inter segment revenue / (expense) - net	201,010	(22,101)	-	(34,259)	(149,605)	3,591	1,364	-
Non mark-up / interest income	3,604	12,418	1,508	4,739	14,482	5,976	(4,471)	38,256
Total income	81,207	29,304	19,859	32,775	17,612	15,958	(6,322)	190,393
Segment direct expenses	27,046	14,629	5,984	3,625	1,190	14,164	45,745	112,383
Inter segment expense allocation	19,790	7,713	1,205	10,539	1,446	1,459	(42,152)	-
Total expenses	46,836	22,342	7,189	14,164	2,636	15,623	3,593	112,383
Provisions - charge / (reversal)	-	1,705	1,434	(1,480)	263	3,479	1,055	6,456
Profit / (loss) before tax	34,371	5,257	11,236	20,091	14,713	(3,144)	(10,970)	71,554

	As at December 31, 2022							
	Branch Banking	Consumer, SME & Agriculture Lending	Islamic	Corporate, Commercial and Investment Banking	Treasury	International and correspon-dent banking	Head office / others	Total
	(Rupees in million)							
Statement of financial position								
Cash and bank balances	72,736	-	17,948	1,678	99,301	97,024	-	288,687
Lendings to financial institutions	-	-	-	-	254,593	-	-	254,593
Inter segment lending	1,950,230	-	257	-	-	3,587	201,897	2,155,971
Investments	-	-	183,655	9,460	1,496,496	162,025	30,439	1,882,075
Advances - performing	-	231,909	221,885	875,294	-	252,225	31,158	1,612,471
Advances - non-performing	-	1,993	2,089	3,433	-	2,621	-	10,136
Others	4,725	7,948	16,341	70,783	59,889	21,696	125,753	307,135
Total assets	2,027,691	241,850	442,175	960,648	1,910,279	539,178	389,247	6,511,068
Borrowings	-	5,841	74,694	132,506	245,413	120,550	-	579,004
Subordinated debt	-	-	-	-	-	-	18,874	18,874
Deposits and other accounts	1,999,352	691	319,884	508,589	-	344,969	60,691	3,234,176
Inter segment borrowing	-	218,253	-	264,154	1,648,566	24,998	-	2,155,971
Others	28,339	17,065	15,714	55,399	34,606	20,358	97,786	269,267
Total liabilities	2,027,691	241,850	410,292	960,648	1,928,585	510,875	177,351	6,257,292
Equity	-	-	31,883	-	(18,306)	28,303	211,896	253,776
Total equity and liabilities	2,027,691	241,850	442,175	960,648	1,910,279	539,178	389,247	6,511,068
Contingencies and commitments	-	-	107,658	404,198	449,835	195,265	38,115	1,195,071

40.2 Segment details with respect to geographical locations

	For the year ended December 31, 2023				
	Pakistan (including KEPZ)	Middle East and Africa	Asia	Europe	Total
	(Rupees in million)				
Profit and loss account					
Net mark-up / return / profit / interest income	**205,381**	**9,917**	**6,995**	**1,102**	**223,395**
Non mark-up / interest income	**49,527**	**1,971**	**1,987**	**417**	**53,902**
Total income	**254,908**	**11,888**	**8,982**	**1,519**	**277,297**
Segment direct expenses	**136,718**	**9,772**	**7,283**	**1,152**	**154,925**
Provisions	**8,709**	**1,258**	**676**	**(8)**	**10,635**
Profit before tax	**109,481**	**858**	**1,023**	**375**	**111,737**

	As at December 31, 2023				
	Pakistan (including KEPZ)	Middle East and Africa	Asia	Europe	Total
	(Rupees in million)				
Statement of financial position					
Cash and bank balances	428,656	79,761	35,494	4,283	548,194
Lendings to financial institutions	88,598	-	-	-	88,598
Investments	2,306,021	126,835	67,074	-	2,499,930
Advances - performing	1,402,842	161,181	84,076	1,897	1,649,996
Advances - non-performing	12,852	659	509	-	14,020
Others	380,750	9,219	10,565	399	400,933
Total assets	4,619,719	377,655	197,718	6,579	5,201,671
Borrowings	552,315	96,627	3,822	6,579	659,343
Subordinated debt	18,874	-	-	-	18,874
Deposits and other accounts	3,463,095	278,722	123,161	5,202	3,870,180
Others	293,891	13,878	11,385	342	319,496
Total liabilities	4,328,175	389,227	138,368	12,123	4,867,893
Equity	291,544	(11,572)	59,350	(5,544)	333,778
Total equity and liabilities	4,619,719	377,655	197,718	6,579	5,201,671
Contingencies and commitments	1,019,726	132,178	65,380	3,329	1,220,613

	For the year ended December 31, 2022				
	Pakistan (including KEPZ)	Middle East and Africa	Asia	Europe	Total
	(Rupees in million)				
Profit and loss account					
Net mark-up / return / profit / interest income	141,079	6,309	4,233	516	152,137
Non mark-up / interest income	33,515	1,674	2,768	299	38,256
Total income	174,594	7,983	7,001	815	190,393
Segment direct expenses	98,850	7,682	5,141	710	112,383
Provisions	3,015	2,409	1,017	15	6,456
Profit / (loss) before tax	72,729	(2,108)	843	90	71,554

	As at December 31, 2022				
	Pakistan (including KEPZ)	Middle East and Africa	Asia	Europe	Total
	(Rupees in million)				
Statement of financial position					
Cash and bank balances	192,342	62,374	27,886	6,086	288,688
Lendings to financial institutions	254,593	-	-	-	254,593
Investments	1,733,386	90,909	57,780	-	1,882,075
Advances - performing	1,413,195	126,831	65,112	7,333	1,612,471
Advances - non-performing	7,516	2,032	567	22	10,137
Others	288,613	8,289	8,587	1,645	307,134
Total assets	3,889,645	290,435	159,932	15,086	4,355,098
Borrowings	458,472	107,859	5,299	7,375	579,005
Subordinated debt	18,874	-	-	-	18,874
Deposits and other accounts	2,928,070	199,329	101,826	4,951	3,234,176
Others	243,559	15,161	9,065	1,482	269,267
Total liabilities	3,648,975	322,349	116,190	13,808	4,101,322
Equity	240,670	(31,914)	43,742	1,278	253,776
Total equity and liabilities	3,889,645	290,435	159,932	15,086	4,355,098
Contingencies and commitments	1,000,757	126,159	50,960	17,195	1,195,071

41 TRUST ACTIVITIES

The Bank undertakes Trustee and other fiduciary activities that result in the holding or placing of assets on behalf of individuals and other organisations. These are not assets of the Bank and therefore, are not included as such in the unconsolidated financial statements. Assets held under trust are shown in the table below:

As at December 31, 2023

Category	No. of IPS Accounts	Securities Held (Face Value)				Total
		Market Treasury Bills	Pakistan Investment Bonds	Government Ijarah Sukuk	Naya Pakistan Certificates	
		(Rupees in '000)				
Asset management companies	**10**	**35,325,000**	**6,050,500**	**772,000**	**-**	**42,147,500**
Charitable institutions	**4**	**316,260**	**359,300**	**-**	**-**	**675,560**
Companies	**79**	**80,342,760**	**89,966,900**	**-**	**-**	**170,309,660**
Employee funds	**66**	**35,084,630**	**93,390,235**	**1,513,500**	**-**	**129,988,365**
Individuals	**7,222**	**17,421,220**	**1,205,085**	**322,210**	**39,852,466**	**58,800,981**
Insurance companies	**4**	**76,026,155**	**437,285,300**	**45,142,250**	**-**	**558,453,705**
Others	**11**	**13,720,610**	**107,600**	**-**	**-**	**13,828,210**
Total	**7,396**	**258,236,635**	**628,364,920**	**47,749,960**	**39,852,466**	**974,203,981**

As at December 31, 2022

Category	No. of IPS Accounts	Securities Held (Face Value)				Total
		Market Treasury Bills	Pakistan Investment Bonds	Government Ijarah Sukuk	Naya Pakistan Certificates	
		(Rupees in '000)				
Asset management companies	1	-	-	21,000	-	21,000
Charitable institutions	2	128,545	-	-	-	128,545
Companies	91	101,822,645	96,018,500	-	-	197,841,145
Employee funds	65	29,770,140	63,581,235	797,500	-	94,148,875
Individuals	4,781	13,188,413	2,923,193	95,861	36,159,009	52,366,476
Insurance companies	4	152,292,140	406,140,300	15,147,050	-	573,579,490
Others	10	9,110,495	631,500	-	-	9,741,995
Total	4,954	306,312,378	569,294,728	16,061,411	36,159,009	927,827,526

42 RELATED PARTY TRANSACTIONS

The Bank has related party relationships with various parties including its Directors, Key Management Personnel, Group entities, subsidiaries, associated companies, joint venture and employee benefit schemes of the Bank.

Transactions with related parties, other than those under terms of employment, are executed on an arm's length basis i.e. do not involve more than normal risk and are substantially on the same terms, including mark-up rates and collateral, as those prevailing at the time for comparable transactions with unrelated parties.

Contributions to and accruals in respect of staff retirement and other benefit schemes are made in accordance with the actuarial valuations / terms of the schemes.

Details of transactions and balances with related parties as at the year end are as follows:

	As at December 31, 2023						
	Directors	Key Management Personnel	Group Entities	Subsidiary companies	Associates	Joint venture	Other related parties
Statement of financial position	(Rupees in '000)						
Balances with other banks							
In current accounts	-	-	24,874	866,164	-	-	-
Investments							
Opening balance	-	-	-	26,510,029	7,286,430	135,665	9,755,368
Investment made during the year	-	-	-	1,000,000	-	-	-
Investment redeemed / disposed off during the year	-	-	-	-	(149,821)	-	-
Transfer (out) / in - net	-	-	-	-	-	(135,665)	9,564,089
Revaluation of investment during the year	-	-	-	-	-	-	(2,686,132)
Exchange Adjustment	-	-	-	1,662,894	-	-	589,066
Provision for diminution in the value of investments	-	-	-	-	(77,854)	-	(17,696)
Closing balance	-	-	-	29,172,923	7,058,755	-	17,204,695
Provision for diminution in the value of investments	-	-	-	-	77,854	-	60,639
Advances							
Opening balance	1,412	520,240	4,547,709	3,357,440	625,000	-	11,714,938
Addition during the year	9,645	513,599	30,558,900	524,666	-	-	16,335,757
Repaid during the year	(9,088)	(383,976)	(30,662,682)	(2,141,858)	(250,000)	-	(17,849,815)
Exchange adjustment	-	-	908,792	345,755	-	-	-
Closing balance	1,969	649,863	5,352,719	2,086,003	375,000	-	10,200,880
Other Assets							
Interest / mark-up accrued	-	689	68,692	240,265	17,214	-	298,518
Receivable from defined benefit plan	-	-	-	-	-	-	845,404
Other receivables / prepayments	-	2,673	9,779	1,000	477,119	-	13,307
	-	3,362	78,471	241,265	494,333	-	1,157,229
Borrowings							
Opening balance	-	-	3,982,280	2,264,309	12,950,894	2,717,171	168,252
Borrowings during the year	-	-	20,166,148	9,812,754	83,310,506	2,348,700	19,662,958
Settled during the year	-	-	(20,138,269)	(11,214,576)	(82,799,183)	(3,131,600)	(18,672,303)
Transfer (out) / in - net	-	-	-	-	-	(2,554,127)	2,554,127
Exchange adjustment	-	-	1,159,109	546,817	3,224,127	619,856	823,712
Closing balance	-	-	5,169,268	1,409,304	16,686,344	-	4,536,746
Deposits and other accounts							
Opening balance	135,270	504,305	16,086,603	2,461,812	2,817,791	4,204	1,754,471
Received during the year	780,596	5,692,787	364,791,560	1,079,990,251	1,418,318,927	3,996	187,434,725
Withdrawn during the year	(915,056)	(5,668,415)	(357,247,971)	(1,078,868,722)	(1,387,958,486)	(7,583)	(187,844,746)
Transfer (out) / in - net	-	-	-	-	-	(1,412)	1,412
Exchange adjustment	22,601	43,837	192,882	115,020	37,425	795	17,474
Closing balance	23,411	572,514	23,823,074	3,698,361	33,215,657	-	1,363,336
Other liabilities							
Interest / mark-up payable	1	1,508	242,441	13,972	237,842	-	39,339
Payable to defined benefit plan	-	-	-	-	-	-	851,133
Other payables	-	-	7,876	27,730	9,594	-	869,064
	1	1,508	250,317	41,702	247,436	-	1,759,536
Contingencies and Commitments							
Letters of credit	-	-	380,194	-	-	-	924,060
Guarantees	-	-	174,650	1,535	5	-	3,535,727
Forward purchase of Government securities	-	7,116	90,212	-	-	-	334,534
Forward purchase of foreign exchange contracts	-	-	-	1,240,184	-	-	-
Interest rate swaps	-	-	-	-	375,000	-	-
	-	7,116	645,056	1,241,719	375,005	-	4,794,321
Others							
Securities held as custodian	-	152,360	22,460,475	-	214,735,000	-	29,021,560

	For the year ended December 31, 2023						
	Directors	Key Management Personnel	Group Entities	Subsidiary companies	Associates	Joint venture	Other related parties
	(Rupees in '000)						
Profit and loss account							
Income							
Mark-up / return / profit / interest earned	71	29,502	477,594	1,317,194	111,975	-	2,502,739
Fee and commission income	627	6,411	326,541	79,860	764,189	-	56,214
Dividend income	-	-	-	-	841,098	-	1,609,075
Foreign exchange gain	-	-	-	704,379	-	-	-
Unrealised loss on derivatives	-	-	-	-	(42,027)	-	-
Gain / (Loss) on sale of securities - net	-	-	-	-	(93,467)	-	-
Rent on properties	-	-	-	72,057	-	-	-
Other income	-	-	-	20,306	-	-	-
Expense							
Mark-up / return / profit / interest expensed	6,571	40,537	1,156,749	296,199	1,783,215	12,526	637,746
Operating expenses							
Total compensation expense	-	2,693,065	-	-	-	-	1,553,163
Non-Executive Directors' fees	98,850	-	-	-	-	-	-
Insurance premium expense	-	-	-	-	2,177,244	-	-
Product feature cost	-	-	247,863	-	-	-	-
Travelling	-	-	7,985	-	-	-	-
Subscription	-	-	-	-	-	-	16,249
Donation	-	-	-	-	-	-	866,494
Brokerage and commission	-	-	-	-	-	-	298,049
Other expenses	-	-	63,514	24,533	68,562	-	48,859
Provision for diminution in the value of investments	-	-	-	-	77,854	-	17,696
Others							
Purchase of Government securities	260,867	352,127	121,785,445	329,855,127	214,711,363	-	61,701,982
Sale of Government securities	248,577	520,671	162,984,369	333,627,236	226,999,718	-	107,296,193
Purchase of foreign currencies	-	-	5,520,438	31,673,287	1,712,088	-	14,054,844
Sale of foreign currencies	42,615	-	7,711,091	40,287,839	6,472	-	36,317
Insurance claims settled	-	-	-	-	233,146	-	-

	As at December 31, 2022						
	Directors	Key Management Personnel	Group Entities	Subsidiary companies	Associates	Joint venture	Other related parties
	(Rupees in '000)						
Statement of financial position							
Balances with other banks							
In current accounts	-	-	1,592	1,602,967	-	-	-
Investments							
Opening balance	-	-	-	20,091,764	9,465,766	135,665	7,763,055
Investment made during the year	-	-	-	4,920,743	44,188	-	2,000,000
Investment redeemed / disposed off during the year	-	-	-	-	(2,223,524)	-	-
Transfer in - net	-	-	-	-	-	-	29,287
Revaluation of investment during the year	-	-	-	1,497,522	-	-	-
Provision for diminution in the value of investments	-	-	-	-	-	-	(36,974)
Closing balance	-	-	-	26,510,029	7,286,430	135,665	9,755,368
Provision for diminution in the value of investments	-	-	-	-	-	-	42,943
Advances							
Opening balance	527	447,007	4,001,392	2,092,521	1,845,811	-	11,132,886
Addition during the year	30,557	421,195	23,281,985	1,716,370	-	-	14,020,793
Repaid during the year	(29,672)	(378,950)	(23,534,128)	(613,375)	(1,375,527)	-	(13,438,741)
Transfer in - net	-	30,988	-	-	-	-	-
Exchange adjustment	-	-	798,460	161,924	154,716	-	-
Closing balance	1,412	520,240	4,547,709	3,357,440	625,000	-	11,714,938
Other Assets							
Interest / mark-up accrued	-	778	44,798	491,130	19,286	-	266,034
Other receivables / prepayments	-	2,475	-	-	319,317	-	14,391
Advance to suppliers	-	-	13,708	-	-	-	-
Advance subscription of shares	-	-	-	1,000,000	-	-	-
	-	3,253	58,506	1,491,130	338,603	-	280,425
Borrowings							
Opening balance	-	-	3,177,871	475,527	3,969,060	-	181,985
Borrowings during the year	-	-	7,519,611	2,116,002	22,569,599	11,050,690	-
Settled during the year	-	-	(6,953,154)	(620,884)	(16,014,977)	(8,594,981)	(13,733)
Exchange adjustment	-	-	237,952	293,664	2,427,212	261,462	-
Closing balance	-	-	3,982,280	2,264,309	12,950,894	2,717,171	168,252

	As at December 31, 2022						
	Directors	Key Management Personnel	Group Entities	Subsidiary companies	Associates	Joint venture	Other related parties
	(Rupees in '000)						
Deposits and other accounts							
Opening balance	42,382	545,067	10,820,031	6,314,465	50,605,027	-	2,960,354
Received during the year	585,700	4,083,660	349,416,139	734,132,907	938,266,443	13,607	70,836,494
Withdrawn during the year	(500,475)	(4,162,730)	(344,428,637)	(738,191,795)	(986,066,571)	(15,287)	(72,088,268)
Transfer out - net	-	(30,270)	-	-	-	-	-
Exchange adjustment	7,663	68,578	279,070	206,235	12,892	5,884	45,891
Closing balance	135,270	504,305	16,086,603	2,461,812	2,817,791	4,204	1,754,471
Other liabilities							
Interest / mark-up payable	434	1,340	116,735	7,570	42,367	28,530	4,022
Payable to defined benefit plan	-	-	-	-	-	-	607,424
Other payables	-	-	33,884	22,716	85,978	-	516,282
	434	1,340	150,619	30,286	128,345	28,530	1,127,728
Contingencies and Commitments							
Letters of credit	-	-	693,802	-	-	-	440,141
Guarantees	-	-	159,480	64,435	-	-	3,535,727
Forward purchase of Government securities	-	-	-	-	-	-	2,452,570
Forward purchase of foreign exchange contracts	-	-	-	183,409	1,500	-	-
Interest rate swaps	-	-	-	-	625,000	-	-
	-	-	853,282	247,844	626,500	-	6,428,438
Others							
Securities held as custodian	2,500	94,830	24,812,555	-	134,281,000	-	18,455,830

	For the year ended December 31, 2022						
	Directors	Key Management Personnel	Group Entities	Subsidiary companies	Associates	Joint venture	Other related parties
	(Rupees in '000)						
Profit and loss account							
Income							
Mark-up / return / profit / interest earned	84	25,701	260,043	988,407	112,004	-	1,798,616
Fee and commission income	1,032	5,577	255,255	63,063	774,913	-	8,171
Dividend income	-	-	-	-	714,419	-	795,007
Foreign exchange gain	-	-	-	1,221,099	-	-	-
Unrealised loss on derivatives	-	-	-	-	(58,909)	-	-
Loss on disposal	-	-	-	-	-	-	(313)
Gain on sale of securities - net	-	-	-	-	137,600	-	-
Rent on properties	-	-	-	46,808	-	-	-
Other income	-	-	-	38,909	-	-	-
Expense							
Mark-up / return / profit / interest expensed	5,544	23,795	469,165	161,806	1,502,501	33,170	291,030
Operating expenses							
Total compensation expense	-	2,132,960	-	-	-	-	2,091,697
Non-Executive Directors' fees	94,800	-	-	-	-	-	-
Insurance premium expense	-	-	-	-	1,779,128	-	-
Product feature cost	-	-	156,473	-	-	-	-
Travelling	-	-	8,286	-	-	-	-
Subscription	-	-	-	-	-	-	10,555
Donation	-	-	-	-	-	-	515,961
Brokerage and commission	-	-	-	-	-	-	233,146
Other expenses	-	-	44,243	104,994	60,066	-	88,132
Provision for diminution in the value of investments	-	-	-	-	-	-	28,709
Others							
Purchase of Government securities	-	15,411	192,562,933	130,501,818	68,269,517	-	28,286,144
Sale of Government securities	-	90,168	225,852,074	143,975,753	119,912,273	-	32,414,714
Purchase of foreign currencies	-	-	2,786,947	7,594,649	116,676	-	209,945
Sale of foreign currencies	-	-	2,179,139	9,009,588	-	-	9,192,949
Insurance claims settled	-	-	-	-	279,936	-	-

42.1 Balances and transactions with group entities include deposits of Rs 0.695 million (2022: Rs 0.590 million) from the parent and Rs 6.00 thousand (2022: Rs 2.00 thousand) as mark-up expense thereon.

43 CAPITAL ADEQUACY, LEVERAGE RATIO & LIQUIDITY REQUIREMENTS

	2023	2022
	(Rupees in '000)	
Minimum Capital Requirement (MCR):		
Paid-up capital (net of losses)	**14,668,525**	14,668,525
Capital Adequacy Ratio (CAR):		
Eligible Common Equity Tier 1 (CET 1) Capital	**244,543,194**	203,364,899
Eligible Additional Tier 1 (AT 1) Capital	**15,209,811**	15,901,419
Total Eligible Tier 1 Capital	**259,753,005**	219,266,318
Eligible Tier 2 Capital	**74,258,880**	37,987,540
Total Eligible Capital (Tier 1 + Tier 2)	**334,011,885**	257,253,858
Risk Weighted Assets (RWAs):		
Credit Risk	**1,484,105,134**	1,387,509,228
Market Risk	**162,338,638**	75,860,638
Operational Risk	**286,469,768**	252,065,484
Total	**1,932,913,540**	1,715,435,350
CET 1 CAR	**12.65%**	11.86%
Tier 1 CAR	**13.44%**	12.78%
Total CAR	**17.28%**	15.00%
Bank specific buffer requirement (minimum CET1 requirement plus capital conservation buffer plus any other buffer requirement)		
of which: capital conservation buffer requirement	**9.00%**	9.00%
of which: countercyclical buffer requirement	**1.50%**	1.50%
of which: D-SIB buffer requirement	**1.50%**	1.50%
CET1 available to meet buffers (as a percentage of risk weighted assets)	**6.65%**	5.86%
Other information:		
Minimum capital requirements prescribed by the SBP		
CET1 ratio (%)	**9.00%**	9.00%
Tier 1 ratio (%)	**10.50%**	10.50%
Total capital ratio (%)	**13.00%**	13.00%

	2023	2022
	(Rupees in '000)	
Leverage Ratio (LR)		
Eligible Tier-1 Capital	**259,753,005**	219,266,318
Total Exposure	**5,834,019,080**	5,014,549,104
Leverage Ratio (%)	**4.45%**	4.37%
Minimum Requirement (%)	**3.00%**	3.00%

	2023	2022
Liquidity Coverage Ratio (LCR)	(Rupees in '000)	
Average High Quality Liquid Assets	**1,879,073,951**	1,609,446,790
Average Net Cash Outflow	**693,860,676**	632,560,916
Liquidity Coverage Ratio (%)	**270.81%**	254.43%
Minimum Requirement (%)	**100.00%**	100.00%

	2023	2022
Net Stable Funding Ratio (NSFR)	(Rupees in '000)	
Available Stable Funding	**3,812,112,933**	3,225,111,950
Required Stable Funding	**2,384,738,674**	2,171,559,048
Net Stable Funding Ratio (%)	**159.85%**	148.52%
Minimum Requirement (%)	**100.00%**	100.00%

43.1 Capital management

The Bank's policy is to maintain a strong capital base so as to maintain investor, depositor, creditor and market confidence and to sustain future development of the business, while providing adequate returns to shareholders.

The Bank's lead regulator, the SBP, sets and monitors capital requirements for the Bank. The Bank's branches outside Pakistan are required to follow capital requirements applicable in their respective jurisdictions.

The SBP, through BSD Circular No. 07 dated April 15, 2009, has required that Banks should maintain a minimum paid-up capital of Rs. 10 billion (net of accumulated losses). The paid-up capital of the Bank as at December 31, 2023 stood at Rs 14.669 billion (2022: Rs. 14.669 billion) and is in compliance with SBP requirements.

The Bank and its individually regulated operations have complied with all capital requirements.

The Bank's regulatory capital is classified as follows:

- Tier 1 capital comprises of CET 1 and AT 1 capital.
- CET1 capital includes fully paid-up capital, balance in share premium account, reserves (excluding exchange translation reserves) and unappropriated profit meeting the eligibility criteria.
- AT 1 capital includes perpetual TFCs meeting the prescribed SBP criteria.
- Tier 2 capital includes general provisions for loan losses, surplus / (deficit) on revaluation of fixed assets and investments and exchange translation reserves.

Banking operations are categorised as either Trading or Banking Book.

- On and off-balance sheet exposures in the banking book are segregated into various asset classes for the calculation of credit riskweighted assets. Ratings reflecting the credit worthiness of counterparties are applied using various External Credit Assessment Institutions (ECAIs) and are mapped to appropriate risk buckets. Collateral, if any, is used as an outflow adjustment. Eligible collateral includes Government of Pakistan (GoP) guarantees, GoP securities, bank guarantees, lien on deposits and margin accounts. Risk weights notified by the SBP are applied to net exposures to arrive at risk weighted assets.
- The Bank calculates capital requirements for market risk in its trading book based on the methodology provided by the SBP, which takes into account interest rate risk using the maturity method, equity position risk and foreign exchange risk.

43.2 The full disclosures on the Capital Adequacy Ratio, Leverage Ratio & Liquidity Requirements calculated as per SBP instructions issued from time to time have been placed on the Bank's website. The link to the full disclosure is available at https://www.hbl.com/capitalandliquidity.

44 RISK MANAGEMENT FRAMEWORK

HBL has a well-developed and robust risk management framework, appropriate for its size, regional and target market diversification and complexity of operations. The Bank's risk management framework includes a clearly documented risk appetite, well-articulated policies and procedures and multi-tier management supervision, supported by strong Board oversight.

The Board of Directors provides the strategic direction for effective risk management and ensures that the risk management framework, covers all aspects of the Bank's operations, including human resources, policies, procedures, and systems, and is updated regularly to safeguard the Bank against emerging risks. It is supported in this task by the Board Risk Management Committee (BRMC) as well as by various management committees.

For effective implementation of the risk management framework, the Risk Management function, headed by the Chief Risk Officer (CRO), operates independently of the business units within the Bank. Risk Management is responsible for the development and implementation of risk policies and for monitoring the risks associated with various activities of the Bank. The CRO reports to the President, with a functional reporting line to the BRMC.

The Risk Management function comprises of the following areas:

- Credit Approvals
- Credit Administration
- Market Risk & Financial Risk Modeling
- Operational Risk
- Enterprise Risk Management
- Risk Corporate Governance

44.1 Credit risk management

Credit risk is defined as the risk of financial loss stemming from a borrower's failure to repay a loan or otherwise meet a contractual obligation. While loans are the largest and most obvious source, credit risk also stems from both on and off-balance sheet activities. The Bank's credit risk appetite is defined through a Global Risk Appetite Statement that is approved by the Board. It also covers the concentration risks the Bank is willing to take with reference to risk ratings, sectors and large exposures. The credit process at the Bank is governed by well-defined and documented credit policies and procedures including dedicated policies for consumer loans, agriculture banking and SME financing. Certain types of exposures/ facilities are managed under product programs that contain their own detailed credit criteria, compliance and documentation requirements.

The core pillars of credit risk management at the Bank are:

- Approval rules based on a three-initial system and joint Business / Risk sign-offs.
- An independent Internal Audit function which includes a Business Risk Review (BRR) unit.

Credit approval authorities are delegated to individuals based on their qualifications and experience. Disbursement authorization, collateral and security management, documentation and monitoring are managed by the Credit Administration Department. Proactive monitoring is ensured for assets under stress. This enables the Bank to put in place viable solutions to prevent further deterioration in credit quality. An independent Structured Credits and Remedial Assets function handles stressed assets and ensures a focused remedial strategy.

Credit risk management software to automate loan origination has been implemented domestically for Corporate, Commercial and Retail (non-program based) lending and is being rolled out to overseas locations. The software is designed to improve approval efficiency; enable capture, storage and retrieval of approval data; and generate MIS for decision making.

Stress testing on the credit portfolio is performed in line with SBP guidelines. In addition to the mandatory stress tests defined by the regulator, the Bank has also developed advanced stress tests for credit risk including macroeconomic stress tests and reverse stress tests to test the adequacy of the Bank's capital under various stress conditions. The Bank also regularly conducts rapid portfolio reviews in line with emerging risks.

The Bank has undertaken several initiatives to strengthen its credit risk management framework including the establishment of a Financial Risk Modelling & Stress Testing unit which carries out back testing, validation of credit risk scorecards, internal risk ratings (obligor risk rating and facility risk rating) and probability of default models for the portfolio. The performance of the risk rating models over the years is continuously monitored.

BRR performs an independent review of the credit portfolio. It provides an assessment of portfolio quality by reviewing the efficacy of the relevant processes, ensuring regulatory / policy compliance, and assessing the appropriateness of risk ratings, classification and provisioning.

44.1.1 Credit risk - general disclosures

The Bank follows the Standardized Approach for its credit risk exposures, which sets out fixed risk weights corresponding to external credit ratings or type of exposure, whichever is applicable.

Under the Standardized Approach, the capital requirement is based on the credit rating assigned to counterparties by External Credit Assessment Institutions (ECAIs) duly recognized by the SBP. The Bank selects different ECAIs for each type of exposure. The Bank utilizes credit ratings assigned by Pakistan Credit Rating Agency (PACRA), Vital Information Services (VIS), Fitch, Moody's and Standard & Poor's (S&P). The Bank also utilizes rating scores of Export Credit Agencies (ECAs).

Types of exposure and ECAIs used

	Fitch	Moody's	S&P	PACRA	VIS	ECA scores
Corporates	✓	✓	✓	✓	✓	-
Banks	✓	✓	✓	✓	✓	-
Sovereigns	-	✓	-	-	-	✓
Public sector enterprises	✓	-	-	✓	✓	-

Mapping to SBP rating grades

For all exposures, the selected ratings are mapped to the standard rating grades given by the SBP, using the mapping tables given below:

Long - Term rating grades mapping

SBP rating grade	Fitch	Moody's	S&P	PACRA	VIS	ECA Scores
1	AAA AA+ AA AA-	Aaa Aa1 Aa2 Aa3	AAA AA+ AA AA-	AAA AA+ AA AA-	AAA AA+ AA AA-	0 1
2	A+ A A-	A1 A2 A3	A+ A A-	A+ A A-	A+ A A-	2
3	BBB+ BBB BBB-	Baa1 Baa2 Baa3	BBB+ BBB BBB-	BBB+ BBB BBB-	BBB+ BBB BBB-	3
4	BB+ BB BB-	Ba1 Ba2 Ba3	BB+ BB BB-	BB+ BB BB-	BB+ BB BB-	4
5	B+ B B-	B1 B2 B3	B+ B B-	B+ B B-	B+ B B-	5 6
6	CCC+ and below	Caa1 and below	CCC+ and below	CCC+ and below	CCC+ and below	7

Short -Term Rating Grades mapping

SBP rating grade	Fitch	Moody's	S&P	PACRA	VIS
S1	F1	P-1	A-1+	A-1+	A-1+
S1	F1	P-1	A-1	A-1	A-1
S2	F2	P-2	A-2	A-2	A-2
S3	F3	P-3	A-3	A-3	A-3
S4	Others	Others	Others	Others	Others

44.1.2 Credit Risk Mitigation for under the Standardized Approach

The Bank has adopted the Simple Approach for Credit Risk Mitigation in the banking book. Under this approach, cash, deposits under lien, Government securities and eligible guarantees etc. are considered as eligible collateral. The Bank has detailed guidelines regarding the valuation and management of each of these types of collateral. Where the Bank's exposure on an obligor is wholly or partially guaranteed by an eligible guarantee, the risk weight / credit rating of the guarantor is substituted for the risk weight of the obligor.

No credit risk mitigation benefit is taken in the trading book.

For each asset class, the risk weights as specified by the SBP or corresponding to the SBP rating grades are applied to the net exposure for the calculation of Risk Weighted Assets.

44.1.3 Country Risk

The Bank has in place a comprehensive Country Risk Policy applicable to domestic and international branches. Country risk is generated through trade, guarantees, lending and investing transactions in foreign currency and / or accepting a sovereign guarantee as collateral for a loan in foreign currency. Country risk limits are approved after detailed due diligence and risk assessment of the country by considering political risk, economic and environmental factors, and contagion risk. Ratings assigned by international rating agencies, where available, are also considered while extending country limits.

All transactions that generate cross-border risk are carried-out with countries that have approved limits. These limits are approved at Head Office and allocation to international branches is extended from the approved limits. Country risk exposures are reported to the BRMC on a quarterly basis.

44.1.4 Lendings to financial institutions

Credit risk by public / private sector

	Gross lendings	Non-performing lendings	Provision held	Gross lendings	Non-performing lendings	Provision held
	2023			2022		
	(Rupees in '000)					
Public / Government	**12,224,850**	**-**	**-**	176,265,131	-	-
Private	**76,373,310**	**-**	**-**	78,328,156	-	-
	88,598,160	**-**	**-**	254,593,287	-	-

44.1.5 Investment in debt securities

Credit risk by industry sector

	Gross investments	Non-performing investments	Provision held	Gross investments	Non-performing investments	Provision held
	2023			2022		
	(Rupees in '000)					
Textile	**251,136**	**251,136**	**251,136**	261,318	261,318	261,318
Aviation	**930,380**	**-**	**-**	980,000	-	-
Financial	**2,383,284,599**	**1,407,756**	**1,407,756**	1,782,209,797	1,132,100	953,654
Oil and gas	**-**	**-**	**-**	161,426	-	-
Power and energy	**60,863,782**	**-**	**-**	57,143,771	-	-
Telecommunication	**151,914**	**151,914**	**151,914**	151,914	151,914	151,914
Metal and allied	**612,000**	**-**	**-**	675,000	-	-
Real Estate Investment Trust (REIT)	**300,000**	**-**	**-**	-	-	-
	2,446,393,811	**1,810,806**	**1,810,806**	1,841,583,226	1,545,332	1,366,886

Credit risk by public / private sector

	Gross investments	Non-performing investments	Provision held	Gross investments	Non-performing investments	Provision held
	2023			2022		
	(Rupees in '000)					
Public / Government	**2,426,455,253**	**1,407,756**	**1,407,756**	1,823,043,384	1,132,100	953,654
Private	**19,938,558**	**403,050**	**403,050**	18,539,842	413,232	413,232
	2,446,393,811	**1,810,806**	**1,810,806**	1,841,583,226	1,545,332	1,366,886

44.1.6 **Advances**

Credit risk by industry sector

	Gross advances	Non-performing advances	Provision held	Gross advances	Non-performing advances	Provision held
	2023			2022		
	(Rupees in '000)					
Chemical and pharmaceuticals	**49,027,542**	**2,196,546**	**2,182,314**	60,357,354	2,815,684	2,809,796
Agribusiness	**167,842,661**	**3,657,434**	**1,654,458**	177,234,761	3,050,534	1,701,714
Aviation	**27,961,111**	**-**	**-**	28,055,556	-	-
Textile	**221,310,242**	**20,885,538**	**16,960,881**	220,903,763	13,509,135	13,359,927
Cement	**33,323,527**	**2,077,319**	**1,433,638**	37,904,091	1,967,010	1,083,273
Sugar	**15,792,328**	**1,220,342**	**1,285,262**	13,489,105	1,230,342	1,230,342
Shoes and leather garments	**7,403,085**	**1,143,985**	**1,140,025**	6,927,199	1,075,523	1,061,566
Automobile and transportation equipment	**30,228,176**	**5,454,661**	**5,136,881**	35,997,366	4,304,713	4,148,166
Financial	**128,102,102**	**170,522**	**170,522**	113,911,900	42,632	42,632
Hotel and tourism	**4,549,858**	**825,029**	**679,974**	4,542,602	741,813	622,677
Insurance	**1,068,132**	**-**	**-**	1,810,043	-	-
Electronics and electrical appliances	**19,479,297**	**389,871**	**389,871**	12,206,287	1,806,788	1,806,788
Oil and gas	**107,049,099**	**7,491,832**	**7,547,431**	88,838,490	7,044,242	7,044,242
Power and energy	**5,992,549**	**343,637**	**340,887**	208,489,782	2,670,231	697,041
Education and medical	**7,896,307**	**161,773**	**158,468**	7,987,021	182,896	180,538
Telecommunication	**42,228,368**	**660,530**	**660,530**	41,499,857	972,759	972,759
Printing and publishing	**208,198,542**	**2,525,674**	**641,420**	7,774,152	350,887	350,887
Construction	**35,407,809**	**334,605**	**316,094**	44,550,867	249,091	224,388
Mining and quarrying	**7,100,843**	**110,077**	**56,098**	7,610,041	116,398	59,258
Food, tobacco and beverages	**91,535,400**	**3,991,486**	**3,271,806**	92,785,003	4,104,209	3,111,242
Wholesale and retail trade	**83,880,425**	**15,333,967**	**13,781,272**	75,150,524	14,497,129	12,885,451
Metal and allied	**25,455,295**	**2,285,092**	**1,061,077**	29,711,375	3,881,615	2,389,675
Individuals	**178,246,931**	**4,064,259**	**3,258,395**	169,305,228	3,252,693	2,483,864
Farming, cattle and dairy	**818,562**	**246,239**	**245,464**	1,000,232	257,254	270,019
Trust funds and non profit organisations	**4,237,145**	**2,991**	**2,991**	2,863,815	2,991	2,991
Others	**256,165,305**	**18,698,790**	**17,876,215**	218,514,901	16,648,411	16,099,187
	1,760,300,641	**94,272,199**	**80,251,974**	1,709,421,315	84,774,980	74,638,423

Credit risk by public / private sector

	Gross advances	Non-performing advances	Provision held	Gross advances	Non-performing advances	Provision held
	2023			2022		
	(Rupees in '000)					
Public / Government	**363,563,529**	**1,581,593**	**-**	333,507,255	942,162	1,350
Private	**1,396,737,112**	**92,690,606**	**80,251,974**	1,375,914,060	83,832,818	74,637,073
	1,760,300,641	**94,272,199**	**80,251,974**	1,709,421,315	84,774,980	74,638,423

44.1.7 **Contingencies and Commitments**

Credit risk by industry sector	2023	2022
	(Rupees in '000)	
Chemical and pharmaceuticals	**36,167,390**	27,718,235
Agribusiness	**4,178,806**	4,139,021
Textile	**80,634,652**	72,035,592
Cement	**14,765,985**	21,590,809
Defence	**290,546**	429,676
Sugar	**3,109,657**	3,431,617
Shoes and leather garments	**4,320,346**	3,023,150
Automobile and transportation equipment	**39,641,511**	41,234,364
Financial	**543,896,288**	541,926,838
Hotel and tourism	**845,330**	1,597,392
Insurance	**993,400**	992,398
Electronics and electrical appliances	**19,355,327**	18,449,164
Oil and gas	**60,339,941**	54,104,406
Power and energy	**131,803,825**	134,893,365
Education and medical	**2,670,328**	1,220,519
Telecommunication	**13,422,268**	20,429,418
Printing and publishing	**3,414,375**	1,861,738
Construction	**28,793,627**	31,520,324
Mining and quarrying	**849,292**	725,931
Research and development	**8,598,176**	2,247,002
Food, tobacco and beverages	**54,607,091**	46,742,487
Wholesale and retail trade	**30,688,521**	21,658,312
Metal and allied	**20,889,158**	12,799,000
Individuals	**18,930,486**	17,938,405
Farming, cattle and dairy	**1,264,486**	2,270,796
Ports and shipping	**407,567**	5,473,533
Trust funds and non profit organisations	**17,086,309**	35,550,221
Others	**78,648,399**	69,067,049
	1,220,613,087	1,195,070,762

Credit risk by public / private sector		
Public / Government	**217,765,027**	246,037,765
Private	**1,002,848,060**	949,032,997
	1,220,613,087	1,195,070,762

44.1.8 **Concentration of Advances**

The Bank's top 10 exposures on the basis of total (funded and non-funded) exposures aggregated to Rs 574,511.968 million (2022: Rs 484,034.142 million).

	2023	2022
	(Rupees in '000)	
Funded	**360,158,898**	349,449,339
Non-funded	**214,353,070**	134,584,803
Total exposure	**574,511,968**	484,034,142

The sanctioned limits against these top 10 exposures aggregated to Rs 682,802.632 million (2022: Rs 705,733.152 million).

44.1.9 Advances - Province / Region-wise disbursement and utilization

Province / Region	2023						
	Disbursements	Utilization					
		Punjab	Sindh	KPK including FATA	Balochistan	Islamabad	AJK including Gilgit-Baltistan
	(Rupees in '000)						
Punjab	4,767,707,084	4,602,739,374	68,893,587	8,152,174	-	87,921,949	-
Sindh	9,118,175,013	436,257,482	8,101,141,315	18,604,761	308,720,828	253,023,052	427,575
KPK including FATA	92,136,084	-	2,156,808	89,979,276	-	-	-
Balochistan	17,539,730	-	-	-	17,539,730	-	-
Islamabad	2,082,793,028	1,005,844,380	16,410,904	-	-	1,060,537,744	-
AJK including Gilgit-Baltistan	35,214,596	-	-	-	-	-	35,214,596
Total	16,113,565,535	6,044,841,236	8,188,602,614	116,736,211	326,260,558	1,401,482,745	35,642,171

Province / Region	2022						
	Disbursements	Utilization					
		Punjab	Sindh	KPK including FATA	Balochistan	Islamabad	AJK including Gilgit-Baltistan
	(Rupees in '000)						
Punjab	4,176,030,538	4,016,648,693	154,449,300	4,932,545	-	-	-
Sindh	10,307,147,036	670,728,239	9,396,985,017	12,814,439	114,338,086	110,048,348	2,232,907
KPK including FATA	76,987,178	151,364	3,020,300	73,815,514	-	-	-
Balochistan	11,988,271	-	-	-	11,988,271	-	-
Islamabad	1,318,398,211	210,256,356	19,305,283	-	-	1,088,836,572	-
AJK including Gilgit-Baltistan	22,876,294	-	-	-	-	-	22,876,294
Total	15,913,427,528	4,897,784,652	9,573,759,900	91,562,498	126,326,357	1,198,884,920	25,109,201

44.2 Market Risk Management

Market risk is the risk that the fair value of a financial instrument will fluctuate due to movements in market prices. It results from changes in interest rates, exchange rates and equity prices as well as from changes in the correlations between them. Each of these components of market risk consists of a general market risk and a specific market risk that is driven by the nature and composition of the portfolio.

The Bank is exposed to market risk in several ways. The largest component is Interest Rate Risk on the Banking Book, which refers to the interest rate risk that the Bank is exposed to due to mismatches in the repricing of its on-balance sheet assets and liabilities. The Bank also has a Trading Book in which the assets are marked-to-market through the profit and loss account.

The objective of the Bank's market risk management strategy is to assess an acceptable level of risk for each market variable (as stated in the Bank's Risk Appetite Statement), and to manage the risk arising from fluctuations in these variables to optimize the Bank's income streams.

Treasury and Global Markets is tasked with proactively managing exposures. The Bank's ALCO provides governance with respect to market risk exposures and limits, while monitoring and measurement is carried out by Market Risk Management (MRM). MRM provides a dynamic and proactive approach to market risk monitoring, including the use of tools such as portfolio sensitivity, scenario analysis, stress testing and the use of Management Action Triggers (MAT) and limits.

44.2.1 Statement of financial position split by trading and banking books

	2023			2022		
	Banking book	Trading book	Total	Banking book	Trading book	Total
	(Rupees in '000)					
Cash and balances with treasury banks	505,181,227	-	505,181,227	257,368,084	-	257,368,084
Balances with other banks	43,012,856	-	43,012,856	31,319,141	-	31,319,141
Lendings to financial institutions	88,598,160	-	88,598,160	254,593,287	-	254,593,287
Investments	1,267,595,929	1,232,333,855	2,499,929,784	1,112,775,561	769,299,707	1,882,075,268
Advances	1,664,016,203	-	1,664,016,203	1,622,607,447	-	1,622,607,447
Fixed assets	135,671,758	-	135,671,758	109,326,287	-	109,326,287
Intangible assets	14,988,816	-	14,988,816	11,840,205	-	11,840,205
Deferred tax assets	11,405,839	-	11,405,839	16,939,758	-	16,939,758
Other assets	236,529,470	2,337,050	238,866,520	165,959,013	3,068,427	169,027,440
	3,967,000,258	1,234,670,905	5,201,671,163	3,582,728,783	772,368,134	4,355,096,917

44.2.2 Foreign Exchange Risk

Foreign exchange risk is the risk that the fair value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Bank manages this risk by setting and monitoring currency-wise exposure limits. The Bank's assets in a particular currency are typically funded in the same currency to minimize foreign currency exposure. However, the Bank maintains a net open position in various currencies resulting from its transactions. Foreign exchange risk is controlled and monitored through limits approved by ALCO, within the overall limit advised by the SBP.

	2023				2022			
	Assets	Liabilities	Off-balance sheet items	Net currency exposure	Assets	Liabilities	Off-balance sheet items	Net currency exposure
	(Rupees in '000)							
United States Dollars	486,489,078	552,400,101	41,651,847	(24,259,176)	334,550,507	477,170,537	103,751,065	(38,868,965)
Great Britain Pounds	4,231,082	19,887,038	16,514,033	858,077	2,109,503	15,874,884	13,868,416	103,035
UAE Dirhams	108,124,048	101,576,057	15,318,789	21,866,780	89,553,909	70,879,577	(21,492)	18,652,840
Japanese Yen	111,494	-	(103,526)	7,968	83,825	-	(65,974)	17,851
Euros	26,604,242	21,613,165	(3,831,568)	1,159,509	19,194,954	18,310,142	1,813,255	2,698,067
Chinese Yuan	12,535,498	11,543,559	1,778,261	2,770,200	14,742,427	10,887,629	331,995	4,186,793
Other Currencies	179,311,228	119,160,959	(11,555,664)	48,594,605	136,550,941	102,282,618	(15,857,646)	18,410,677
	817,406,670	826,180,879	59,772,172	50,997,963	596,786,066	695,405,387	103,819,619	5,200,298

	2023		2022	
	Banking book	Trading book	Banking book	Trading book
	(Rupees in '000)			
Impact of 1% increase in foreign exchange rates on				
- Profit and loss account	-	509,980	-	95,914
- Other comprehensive income	813,419	-	573,201	-

44.2.3 Equity Position Risk

Equity position risk is the risk that the fair value of a financial instrument will fluctuate as a result of changes in the prices of individual stocks or the levels of equity indices.

The Bank has exposure to a range of equity instruments, and thus exposed to losses arising from movements in equity prices. The Bank holds equity investments in both the AFS and HFT portfolios. The realization of short-term capital gains is the principal objective of the HFT portfolio while the AFS portfolio takes a medium-term market view with the objective of earning both capital gains and dividend income. The portfolios are managed by the Bank within the structure encapsulated in the Equity Investment Policy approved by the Board, which defines position limits, portfolio limits and loss triggers for the equity desk. The Bank also applies stress tests on the equity portfolio which is part of the Bank's overall market risk exposure limit on the trading book.

	2023		2022	
	Banking book	Trading book	Banking book	Trading book
	(Rupees in '000)			
Impact of 5% change in equity prices on				
- Profit and loss account	-	5,384	-	5
- Other comprehensive income	376,786	447,467	3,410	199,409

44.2.4 Interest Rate Risk

Interest rate risk arises due to changes in interest rates, including changes in the shape of the yield curve. The Bank is exposed to interest rate risk in both the Trading and Banking Books. Interest rate sensitivity analysis is conducted at both Banking Book and Trading Book levels, at least on a monthly basis or more frequently, if required. The analysis helps in estimating and managing the impact of interest rate volatility on the Bank's earnings and on the economic value of equity within defined tolerance limits. Limits are also in place for fixed income investments of the treasury portfolio at dealer, transaction, portfolio and Trading / Banking Book levels. Regulatory stress testing is conducted on a quarterly basis. Metrics to assess Interest Rate Risk include Interest Rate Gap Reports, Earnings at Risk (EAR) and Economic Value of Equity (EVE). These metrics are assessed based on different stress scenarios.

To further strengthen interest rate risk management, the Bank has developed a standardized framework to for computing the Interest Rate Risk in the Banking Book (IRRBB) under the updated guidelines issued by the Basel Committee on Banking Supervision Standards.

	2023		2022	
	Banking book	Trading book	Banking book	Trading book
	(Rupees in '000)			
Impact of 1% change in interest rates on				
- Profit and loss account	(3,210,391)	(3,996,524)	5,165,824	(1,221,300)
- Other comprehensive income	(425,167)	-	7,348,444	-

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44.2.4.1 Mismatch of interest rate sensitive assets and liabilities

Interest rate sensitivity gaps for assets and liabilities which have contractual maturities have been reported based on the earlier of the re-pricing date or maturity date. Assets and liabilities which do not have any contractual maturities have been bucketed on the basis of a behavioural study conducted by Market Risk Management and approved by ALCO.

	2023											
	Effective yield / interest rate	Exposed to yield / interest risk										Not exposed to yield / interest risk
		Total	Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Over 10 years	
On-balance sheet assets		(Rupees in '000)										
Financial Assets												
Cash and balances with treasury banks	0.51%	505,181,227	58,565,727	71,448	-	-	-	-	-	-	-	446,544,052
Balances with other banks	1.38%	43,012,856	9,398,347	3,500,361	-	3,500,361	-	-	-	-	-	26,613,787
Lendings to financial institutions	20.49%	88,598,160	88,598,160	-	-	-	-	-	-	-	-	-
Investments	17.01%	2,499,929,784	272,543,076	221,308,504	855,301,536	487,032,900	128,172,270	127,734,875	91,624,725	196,954,620	46,924,917	72,332,361
Advances	16.84%	1,664,016,203	538,410,210	666,026,369	189,899,842	27,262,305	23,933,369	17,427,815	34,667,373	12,463,029	6,696,292	147,229,599
Other assets		229,180,425	-	-	-	-	-	-	-	-	-	229,180,425
		5,029,918,655	967,515,520	890,906,682	1,045,201,378	517,795,566	152,105,639	145,162,690	126,292,098	209,417,649	53,621,209	921,900,224
Financial Liabilities												
Bills payable		51,228,670	-	-	-	-	-	-	-	-	-	51,228,670
Borrowings	6.26%	659,342,821	431,298,460	112,986,080	63,434,552	3,474,043	1,803,812	87,313	16,803,118	16,467,134	12,517,582	470,727
Deposits and other accounts	9.77%	3,870,179,912	266,281,454	1,812,055,446	158,295,203	211,071,854	40,530,672	26,669,284	20,235,602	31,070,627	15,758,314	1,288,211,456
Subordinated debt	22.69%	18,874,000	-	18,874,000	-	-	-	-	-	-	-	-
Other liabilities												
Lease liability against right-of-use asset	8.07%	26,864,447	134,640	262,086	398,591	791,583	1,582,938	1,567,386	3,004,072	6,748,668	12,374,483	-
Others		215,883,806	-	-	-	-	-	-	-	-	-	215,883,806
		4,842,373,656	697,714,554	1,944,177,612	222,128,346	215,337,480	43,917,422	28,323,983	40,042,792	54,286,429	40,650,379	1,555,794,659
On-balance sheet gap		187,544,999	269,800,966	(1,053,270,930)	823,073,032	302,458,086	108,188,217	116,838,707	86,249,306	155,131,220	12,970,830	(633,894,435)
Net non - financial assets		146,234,409										
Total net assets		333,779,408										
Off-balance sheet financial instruments												
Foreign exchange contracts - forward purchases		290,314,260	103,417,249	120,538,901	64,385,495	1,972,615	-	-	-	-	-	-
Foreign exchange contracts - forward sales		(184,207,005)	(98,148,051)	(73,109,756)	(12,359,294)	(589,904)	-	-	-	-	-	-
Government Securities transactions - forward purchases		21,450,842	21,450,842	-	-	-	-	-	-	-	-	-
Government Securities transactions - forward sales		(2,932,656)	(2,932,656)	-	-	-	-	-	-	-	-	-
Foreign currency options purchases		2,289,956	514,729	1,775,227	-	-	-	-	-	-	-	-
Foreign currency options sales		(2,289,956)	(514,729)	(1,775,227)	-	-	-	-	-	-	-	-
Cross Currency Swaps - purchases		18,112,623	624,000	158,900	-	454,894	2,291,298	1,857,701	-	9,520,179	3,205,651	-
Cross Currency Swaps - sales		(28,827,498)	(1,056,977)	(281,861)	-	(752,005)	(4,293,880)	(3,733,294)	-	(13,659,476)	(5,050,005)	-
Interest rate swaps - sales		(1,575,000)	-	-	-	(1,000,000)	(375,000)	(200,000)	-	-	-	-
Off-balance sheet gap		112,335,566	23,354,407	47,306,184	52,026,201	85,600	(2,377,582)	(2,075,593)	-	(4,139,297)	(1,844,354)	-
Total yield / interest risk sensitivity gap			293,155,373	(1,005,964,746)	875,099,233	302,543,686	105,810,635	114,763,114	86,249,306	150,991,923	11,126,476	(633,894,435)
Cumulative yield / Interest rate risk sensitivity gap			293,155,373	(712,809,373)	162,289,860	464,833,546	570,644,181	685,407,295	771,656,601	922,648,524	933,775,000	299,880,565

	2022											
	Effective yield / interest rate	Exposed to yield / interest risk										Not exposed to yield / interest risk
		Total	Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Over 10 years	
On-balance sheet assets		(Rupees in '000)										
Financial Assets												
Cash and balances with treasury banks	0.13%	257,368,084	36,714,920	78,365	-	-	-	-	-	-	-	220,574,799
Balances with other banks	1.28%	31,319,141	17,691,989	2,083,508	-	567,535	-	-	-	-	-	10,976,109
Lendings to financial institutions	12.70%	254,593,287	254,593,287	-	-	-	-	-	-	-	-	-
Investments	11.64%	1,882,075,268	477,987,527	325,239,200	493,984,963	75,582,050	136,623,274	113,777,941	39,540,011	125,268,160	48,224,107	45,848,035
Advances	11.49%	1,622,607,447	506,220,285	759,970,517	188,156,432	37,948,511	20,890,595	26,388,535	45,256,618	28,990,315	256,804	8,528,835
Other assets		152,049,139	-	-	-	-	-	-	-	-	-	152,049,139
		4,200,012,366	1,293,208,008	1,087,371,590	682,141,395	114,098,096	157,513,869	140,166,476	84,796,629	154,258,475	48,480,911	437,976,917
Financial Liabilities												
Bills payable		51,676,520	-	-	-	-	-	-	-	-	-	51,676,520
Borrowings	8.73%	579,004,938	55,070,996	317,583,438	16,682,827	34,998,781	23,588,587	3,869,837	13,269,544	68,249,120	45,691,808	-
Deposits and other accounts	6.25%	3,234,176,418	271,297,675	1,483,559,841	80,627,556	94,566,914	10,639,144	5,081,682	18,167,433	7,987,650	1,006,254	1,261,242,269
Subordinated debt	15.20%	18,874,000	-	18,874,000	-	-	-	-	-	-	-	-
Other liabilities												
Lease liability against right-of-use asset	12.09%	24,293,254	121,753	237,002	360,441	715,821	1,431,435	1,417,372	2,716,553	6,102,754	11,190,123	-
Others		171,170,133	-	-	-	-	-	-	-	-	-	171,170,133
		4,079,195,263	326,490,424	1,820,254,281	97,670,824	130,281,516	35,659,166	10,368,891	34,153,530	82,339,524	57,888,185	1,484,088,922
On-balance sheet gap		120,817,103	966,717,584	(732,882,691)	584,470,571	(16,183,420)	121,854,703	129,797,585	50,643,099	71,918,951	(9,407,274)	(1,046,112,005)
Net non - financial assets		132,958,413										
Total net assets		253,775,516										
Off-balance sheet financial instruments												
Foreign exchange contracts - forward purchases		268,910,504	113,872,568	75,506,005	73,975,086	5,556,844	-	-	-	-	-	-
Foreign exchange contracts - forward sales		(134,878,509)	(82,486,646)	(27,960,540)	(19,245,422)	(5,016,085)	-	(169,816)	-	-	-	-
Government Securities transactions - forward purchases		117,020,407	115,303,606	1,331,036	385,765	-	-	-	-	-	-	-
Government Securities transactions - forward sales		(15,275,533)	(15,275,533)	-	-	-	-	-	-	-	-	-
Foreign currency options purchases		4,052,296	1,163,056	1,118,993	1,770,247	-	-	-	-	-	-	-
Foreign currency options sales		(4,052,296)	(1,163,056)	(1,118,993)	(1,770,247)	-	-	-	-	-	-	-
Cross Currency Swaps - purchases		23,863,687	2,746,513	308,700	-	709,425	2,394,210	166,808	5,947,340	8,012,291	3,578,400	-
Cross Currency Swaps - sales		(30,407,998)	(3,319,106)	(452,862)	-	(679,293)	(3,266,252)	(169,816)	(8,918,301)	(9,073,750)	(4,528,618)	-
Interest rate swaps - sales		(3,033,333)	-	(208,333)	-	-	(1,000,000)	(1,625,000)	(200,000)	-	-	-
Off-balance sheet gap		226,199,225	130,841,402	48,524,006	55,115,429	570,891	(1,872,042)	(1,797,824)	(3,170,961)	(1,061,459)	(950,218)	-
Total yield / interest risk sensitivity gap			1,097,558,986	(684,358,685)	639,586,000	(15,612,529)	119,982,661	127,999,761	47,472,138	70,857,492	(10,357,492)	(1,046,112,005)
Cumulative yield / Interest rate risk sensitivity gap			1,097,558,986	413,200,301	1,052,786,301	1,037,173,772	1,157,156,433	1,285,156,194	1,332,628,332	1,403,485,824	1,393,128,332	347,016,327

44.3 Enterprise Risk Management (ERM)

The Bank's ERM framework, approved by the Board, outlines the essential ERM components, principles and concepts, and the use of a common ERM language, while providing a clear direction and guidance for integrated risk management within the Bank. Day-to-day responsibility for risk management is distributed through the delegation of accountability to individuals, with reporting and escalation facilitated through a governance structure. Standards, policies, and limits are well defined to ensure tasks and processes are consistently controlled.

A Bank-wide Integrated Risk and Control Repository (IRCR) is fully embedded in the organization with the objective of identifying and assessing all risks and issues in a holistic manner and ensuring that they are adequately monitored and mitigated.

44.3.1 Operational Risk Management (ORM)

Operational risk is the risk of loss resulting from inadequate or failed internal processes, people and systems or from external events.

A comprehensive ORM framework is in place which addresses all significant aspects of ORM. The Bank uses loss data management, Risk and Control Self Assessments (as part of IRCR self-testing) and tracking of Key Risk Indicators to gauge the likelihood and severity of operational risk. Operational Risk coordinators are present in all departments and are responsible for implementation of the framework in coordination with the ORM department. A specialized SAS software is used for tracking operational risk issues, leading to identification of prevalent themes to better mitigate operational risks issues faced by the Bank. An Operational Risk Management Committee (ORMC) monitors and oversees operational risk issues.

The Bank uses stress testing to proactively assess impacts to the Bank. Operational risk reports are regularly submitted to the senior risk forums and to the BRMC.

44.3.2 Business Continuity Management (BCM)

The Bank maintains a well-defined business continuity plan with clearly defined roles, responsibilities and ownership for crisis management, to ensure business continuity and IT disaster recovery. The Bank's Business Continuity Steering Committee includes representation from the senior management of the Bank and is the governing body for BCM. It meets on a periodic basis to review key initiatives, testing results and action plans for strengthening the Bank's ability to manage crisis situations. The Bank's business continuity program complies with the regulatory framework and with the leading BCM standard, ISO 22301. The business continuity program is subject to regular internal, external and regulatory reviews and audits.

44.3.3 IT related controls

The Bank's governance structures have been reviewed and updated to ensure alignment with contemporary industry standards and technological innovations. This approach has established robust and adaptable governance mechanisms, capable of navigating the complexities of the modern digital landscape.

The Bank's compliance measures have been rigorously aligned with regulatory standards, ensuring adherence to the highest levels of compliance. Enhancements in cloud computing arrangements has enabled the Bank to utilize cloud technology more effectively, offering scalable and secure solutions.

Additionally, substantial improvements in IT service management have led to redefining the enterprise change management and incident management processes. The integration of best practices and innovative solutions has uplifted the Bank's overall operational efficiency. Change management frameworks have been further reinforced to ensure that IT changes are integrated smoothly and efficiently, minimizing disruptions and enhancing system stability.

Overall, the collective efforts in developing and updating IT governance frameworks, coupled with IT service management have enhanced the Bank's operational resilience.

44.3.4 Information Security Risk

It is the Bank's priority to protect its customers and their data from cyberattacks and data breaches. The Bank's Information Security Group is responsible for protecting the Bank's data assets from both internal and external threats through effective cybersecurity risk management, supported by preventive and detective controls capable of responding to emerging threats. The Bank's 24x7 Security Operations Centre continues to contribute to a robust security posture through continuous monitoring, detection, and preventive mechanisms.

The Bank runs regular information security awareness campaigns to provide internal training and guidance on information security related matters. These are supplemented by targeted awareness enhancement campaigns for customers, using multiple delivery channels, to better equip them to counter ever-increasing security challenges. The Bank also completes an annual certification of compliance to the SWIFT Customer Security Program as well as to ISO 27001.

The Bank continues to strengthen its cyber-defenses through the use of advanced automation and modern technologies, in particular, AI and machine learning, while proactively mitigating against advanced security threats.

44.4 Liquidity Risk Management

Liquidity risk is the risk that the Bank may be unable to meet its cash obligations as they become due, or to fund assets at a reasonable cost, because of the inability to liquidate assets, or to obtain adequate funding.

The Bank follows a comprehensive liquidity risk management policy duly approved by the Board. The policy provides guidelines for establishing a robust liquidity risk management framework which helps in identifying the key liquidity and funding risks to which the bank is exposed, describes how these risks are identified, measured, monitored and reported, and prescribes the techniques and resources used to manage and mitigate these risks. The policy stipulates maintenance of various ratios, funding preferences, and evaluation of the Bank's liquidity under normal and crisis situations (stress testing). The Bank also has a Contingency Funding Plan in place to address liquidity issues in times of crisis. This plan identifies early warning indicators to preempt unforeseen liquidity crises. Triggers are used to ascertain potential stress scenarios.

The Bank's ALCO is responsible for the formulation of overall strategy and oversight of asset and liability management. Liquidity Risk is monitored using a range of metrics, including Liquidity Coverage Ratio (LCR) and Net Stable Funding Ratio (NSFR); liquidity gaps and various liquidity ratios are regularly monitored by Market Risk Management. Liquidity risk is reviewed by ALCO on a monthly basis and an update is provided to the BRMC on a quarterly basis.

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44.4.1 Maturities of Assets and Liabilities - based on contractual maturity of the assets and liabilities of the Bank

	2023													
	Total	Upto 1 day	Over 1 to 7 days	Over 7 to 14 days	Over 14 days to 1 month	Over 1 to 2 months	Over 2 to 3 months	Over 3 to 6 months	Over 6 to 9 months	Over 9 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 years
	(Rupees in '000)													
Assets														
Cash and balances with treasury banks	505,181,227	504,198,060	911,719	-	71,448	-	-	-	-	-	-	-	-	-
Balances with other banks	43,012,856	25,511,050	-	-	14,362,304	-	2,467,397	-	-	672,105	-	-	-	-
Lendings to financial institutions	88,598,160	-	17,000,000	71,598,160	-	-	-	-	-	-	-	-	-	-
Investments	2,499,929,784	69,146,291	3,811,243	8,014,948	6,359,269	-	-	-	-	741,610,371	410,748,588	227,568,290	296,017,761	736,653,023
Advances	1,664,016,203	307,700,892	111,560,309	20,916,615	20,902,778	37,821,879	26,443,013	57,325,690	78,426,643	98,459,539	199,740,607	182,334,998	197,512,123	324,871,117
Fixed assets	135,671,758	96,700	580,200	676,901	1,574,387	826,862	826,862	2,480,587	2,480,587	2,480,587	14,737,348	9,922,343	10,141,640	88,846,754
Intangible assets	14,988,816	52,161	312,963	365,124	839,966	164,189	164,189	492,566	492,566	492,566	7,138,001	1,970,264	2,504,261	-
Deferred tax assets	11,405,839	3,707	22,244	25,952	63,026	736,390	736,390	971,208	511,548	511,548	(656,782)	1,749,852	3,696,663	3,034,093
Other assets	238,866,520	2,335,581	14,012,844	16,348,318	36,627,066	30,522,255	28,976,701	77,221,366	13,661,962	13,661,962	5,066,507	191,591	-	240,367
	5,201,671,163	909,044,442	148,211,522	117,946,018	80,800,244	70,071,575	59,614,552	138,491,417	95,573,306	857,888,678	636,774,269	423,737,338	509,872,448	1,153,645,354
Liabilities														
Bills payable	51,228,670	51,228,670	-	-	-	-	-	-	-	-	-	-	-	-
Borrowings	659,342,821	470,727	5,141,029	30,938,662	67,290,959	166,663,463	46,140,712	217,744,975	21,390,720	20,639,205	900,347	654,617	14,770,726	66,596,679
Deposits and other accounts	3,870,179,912	3,174,640,089	49,343,043	33,380,803	55,300,859	51,867,013	89,136,584	194,195,634	59,409,293	111,109,922	23,308,252	11,169,045	8,619,260	8,700,115
Subordinated debt	18,874,000	-	-	-	-	-	-	-	-	-	-	-	-	18,874,000
Other liabilities													-	
Lease liability against right-of-use asset	26,864,447	-	-	-	134,640	129,391	132,696	398,591	395,538	396,045	1,582,938	1,567,386	3,004,072	19,123,150
Others	241,401,905	7,561,705	45,370,230	52,931,935	125,789,033	-	-	9,749,002	-	-	-	-	-	-
	4,867,891,755	3,233,901,191	99,854,302	117,251,400	248,515,491	218,659,867	135,409,992	422,088,202	81,195,551	132,145,172	25,791,537	13,391,048	26,394,058	113,293,944
Net assets	333,779,408	(2,324,856,749)	48,357,220	694,618	(167,715,247)	(148,588,292)	(75,795,440)	(283,596,785)	14,377,755	725,743,506	610,982,732	410,346,290	483,478,390	1,040,351,410
Share capital	14,668,525													
Reserves	86,239,700													
Surplus on revaluation of assets														
- net of tax	26,379,538													
Unappropriated profit	206,491,645													
	333,779,408													

	2022													
	Total	Upto 1 day	Over 1 to 7 days	Over 7 to 14 days	Over 14 days to 1 month	Over 1 to 2 months	Over 2 to 3 months	Over 3 to 6 months	Over 6 to 9 months	Over 9 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 years
	(Rupees in '000)													
Assets														
Cash and balances with treasury banks	257,368,084	256,289,743	999,976	-	78,365	-	-	-	-	-	-	-	-	-
Balances with other banks	31,319,141	16,540,351	-	-	12,127,747	-	2,083,508	-	-	567,535	-	-	-	-
Lendings to financial institutions	254,593,287	-	254,593,287	-	-	-	-	-	-	-	-	-	-	-
Investments	1,882,075,268	-	-	-	125,747,706	-	235,284,800	84,050,205	249,569,755	207,872,101	324,793,532	111,986,622	434,675,047	108,095,500
Advances	1,622,607,447	257,479,213	99,585,149	18,549,526	18,915,499	35,756,783	26,788,771	59,302,036	78,559,746	96,478,225	207,272,291	182,647,435	220,030,191	321,242,582
Fixed assets	109,326,287	188,976	1,133,854	1,322,829	3,046,888	708,021	708,021	2,124,062	2,124,062	2,124,062	10,789,464	8,496,244	9,123,881	67,435,923
Intangible assets	11,840,205	63,635	381,811	445,447	1,022,433	129,835	129,835	389,505	389,505	389,505	4,960,379	1,558,024	1,980,291	-
Deferred tax assets	16,939,758	5,498	32,991	38,489	93,474	1,059,329	1,059,329	1,407,100	749,562	749,562	53,607	1,897,521	4,057,179	5,736,117
Other assets	169,027,440	957,390	5,736,525	6,692,612	15,312,835	23,683,363	21,650,798	54,958,141	13,858,291	13,858,291	11,913,452	175,125	-	230,617
	4,355,096,917	531,524,806	362,463,593	27,048,903	176,344,947	61,337,331	287,705,062	202,231,049	345,250,921	322,039,281	559,782,725	306,760,971	669,866,589	502,740,739
Liabilities														
Bills payable	51,676,520	51,676,520	-	-	-	-	-	-	-	-	-	-	-	-
Borrowings	579,004,938	348,674	22,624,531	36,114,622	172,380	131,873,741	44,024,208	185,372,153	19,846,991	51,895,548	949,508	690,690	15,771,055	69,320,837
Deposits and other accounts	3,234,176,418	2,684,008,937	38,605,900	25,892,005	43,348,314	41,124,471	70,093,657	153,988,139	47,318,912	88,168,502	18,653,854	9,018,016	6,931,134	7,024,577
Subordinated debt	18,874,000	-	-	-	-	-	-	-	-	-	-	-	-	18,874,000
Other liabilities													-	
Lease liability against right-of-use asset	24,293,255	-	-	-	121,753	117,007	119,996	360,441	357,681	358,140	1,431,435	1,417,372	2,716,555	17,292,875
Others	193,296,270	6,139,848	36,839,089	42,978,937	101,270,833	-	6,067,563	-	-	-	-	-	-	-
	4,101,321,401	2,742,173,979	98,069,520	104,985,564	144,913,280	173,115,219	120,305,424	339,720,733	67,523,584	140,422,190	21,034,797	11,126,078	25,418,744	112,512,289
Net assets	253,775,516	(2,210,649,173)	264,394,073	(77,936,661)	31,431,667	(111,777,888)	167,399,638	(137,489,684)	277,727,337	181,617,091	538,747,928	295,634,893	644,447,845	390,228,450
Share capital	14,668,525													
Reserves	71,735,697													
Surplus on revaluation of assets														
- net of tax	1,984,774													
Unappropriated profit	165,386,520													
	253,775,516													

NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2023

44.4.2 Maturities of assets and liabilities - based on expected maturities of the assets and liabilities of the Bank

Assets and liabilities which have contractual maturities have been reported as per their remaining maturities. Assets and liabilities which do not have any contractual maturities have been reported as per their expected maturities calculated on the basis of a behavioral study approved by ALCO.

	2023									
	Total	Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Over 10 years
	(Rupees in '000)									
Assets										
Cash and balances with treasury banks	505,181,227	341,096,518	11,812,539	17,679,066	26,724,791	18,753,315	12,504,404	17,283,996	30,709,400	28,617,198
Balances with other banks	43,012,856	43,012,856	-	-	-	-	-	-	-	-
Lendings to financial institutions	88,598,160	88,598,160	-	-	-	-	-	-	-	-
Investments	2,499,929,784	33,914,665	290,642,224	117,838,266	442,883,425	382,861,053	219,867,072	268,551,710	622,880,954	120,490,415
Advances	1,664,016,203	197,022,648	119,020,570	98,414,589	153,532,048	256,570,775	197,447,225	251,789,469	307,220,826	82,998,053
Fixed assets	135,671,758	3,026,432	1,881,927	2,822,891	5,645,782	16,106,565	11,291,564	14,751,700	5,433,062	74,711,835
Intangible assets	14,988,816	1,557,736	309,720	464,581	929,161	7,026,060	1,858,323	2,843,235	-	-
Deferred tax assets	11,405,839	211,508	434,869	829,814	3,233,753	(334,149)	2,230,161	3,381,282	8,778,213	(7,359,612)
Other assets	238,866,520	66,901,656	61,143,692	78,435,747	26,979,591	5,236,174	-	169,660	-	-
	5,201,671,163	775,342,179	485,245,541	316,484,954	659,928,551	686,219,793	445,198,749	558,771,052	975,022,455	299,457,889
Liabilities										
Bills payable	51,228,670	20,085,865	-	31,142,805	-	-	-	-	-	-
Borrowings	659,342,821	397,742,608	107,295,231	51,417,292	3,602,927	7,827,500	4,411,945	18,192,621	68,672,175	180,522
Deposits and other accounts	3,870,179,912	958,972,159	281,251,518	353,728,901	499,263,455	310,325,517	205,539,836	285,175,952	506,661,542	469,261,032
Subordinated debt	18,874,000	-	-	-	-	-	-	-	-	18,874,000
Other liabilities										
Lease liability against right-of-use asset	26,864,447	134,640	262,086	398,591	791,583	1,582,938	1,567,386	3,004,070	6,748,668	12,374,485
Others	241,401,905	86,176,198	65,961,326	39,390,599	27,321,265	2,746,942	819,076	1,638,153	17,209,101	139,245
	4,867,891,755	1,463,111,470	454,770,161	476,078,188	530,979,230	322,482,897	212,338,243	308,010,796	599,291,486	500,829,284
Net assets	333,779,408	(687,769,291)	30,475,380	(159,593,234)	128,949,321	363,736,896	232,860,506	250,760,256	375,730,969	(201,371,395)
Share capital	14,668,525									
Reserves	86,239,700									
Surplus on revaluation of assets - net of tax	26,379,538									
Unappropriated profit	206,491,645									
	333,779,408									

	2022									
	Total	Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Over 10 years
	(Rupees in '000)									
Assets										
Cash and balances with treasury banks	257,368,084	171,749,079	4,828,207	9,287,517	12,764,975	10,032,402	6,963,382	9,341,767	16,665,452	15,735,303
Balances with other banks	31,319,141	30,751,606	-	-	567,535	-	-	-	-	-
Lendings to financial institutions	254,593,287	254,593,287	-	-	-	-	-	-	-	-
Investments	1,882,075,268	125,747,707	235,284,801	84,050,205	249,569,755	207,872,101	324,793,532	111,986,621	434,675,046	108,095,500
Advances	1,622,607,447	230,632,596	108,932,586	61,126,791	167,078,826	256,692,413	200,534,646	251,000,941	273,966,637	72,642,011
Fixed assets	109,326,287	5,678,969	1,416,041	2,124,062	4,248,123	10,789,464	8,496,246	9,133,139	13,180,737	54,259,506
Intangible assets	11,840,205	2,174,415	259,670	389,505	779,011	4,696,801	1,558,022	1,982,781	-	-
Deferred tax assets	16,939,758	1,307,177	2,444,201	843,969	2,543,210	(1,030,533)	3,910,531	2,265,361	7,463,704	(2,807,862)
Other assets	169,027,440	26,559,040	46,946,801	55,922,276	27,201,525	12,321,999	-	75,799	-	-
	4,355,096,917	849,193,876	400,112,307	213,744,325	464,752,960	501,374,647	546,256,359	385,786,409	745,951,576	247,924,458
Liabilities										
Bills payable	51,676,520	20,107,377	-	31,569,143	-	-	-	-	-	-
Borrowings	579,004,938	325,962,752	57,362,510	52,353,543	8,561,852	16,495,756	6,892,747	20,084,490	91,101,987	189,301
Deposits and other accounts	3,234,176,418	775,306,145	190,508,075	302,434,603	390,326,221	275,530,836	190,033,031	250,688,768	444,835,869	414,512,870
Subordinated debt	18,874,000	-	-	-	-	-	-	-	-	18,874,000
Other liabilities										
Lease liability against right-of-use asset	24,293,255	121,753	237,002	360,441	715,821	1,431,435	1,417,372	2,716,553	6,102,754	11,190,124
Others	193,296,270	71,154,869	37,932,790	14,062,252	4,153,895	9,263,623	7,700,367	15,400,734	33,491,579	136,161
	4,101,321,401	1,192,652,896	286,040,377	400,779,982	403,757,789	302,721,650	206,043,517	288,890,545	575,532,189	444,902,456
Net assets	253,775,516	(343,459,020)	114,071,930	(187,035,657)	60,995,171	198,652,997	340,212,842	96,895,864	170,419,387	(196,977,998)
Share capital	14,668,525									
Reserves	71,735,697									
Surplus on revaluation of assets - net of tax	1,984,774									
Unappropriated profit	165,386,520									
	253,775,516									

44.5 Derivatives Risk

The policy guidelines for derivatives exposures are approved by the Board.

The responsibility for derivatives activity lies with the Treasury and Global Markets business. Measurement and monitoring of market and credit risk limits and exposure, and their reporting to senior management and the Board is done by the Market Risk Management (MRM) unit within Risk Management. MRM, in coordination with the business, also presents limits for review and approval to ALCO and the BRMC. Treasury Operations records derivatives activity in the Bank's books, executes settlements of trades and carries out regulatory reporting to the SBP.

44.5.1 Credit Risk

Credit risk is the risk of non-performance by a counterparty which could result in an adverse impact on the Bank's profitability. The credit risk associated with derivative transactions is categorized into settlement risk and pre-settlement risk. Pre-settlement and settlement risk limits for derivative transactions are determined and monitored daily using an approved framework.

44.5.2 Market Risk

The Bank, as a policy, hedges all Options transactions back-to-back. The Bank minimizes the exchange rate risk on its Cross Currency Swaps portfolio by hedging the exposure in the interbank market on a rolling basis. The Bank also manages the interest rate risk of Interest Rate Derivatives and Cross Currency Swaps through Price Value of a Basis Point (PVBP) limits which are monitored and reported by MRM to senior management on a daily basis. These limits are approved by ALCO annually and then approved by the Board on the recommendation of the BRMC.

44.5.3 Operational Risk

The Bank has put in place a robust control framework for derivatives transactions. Front office staff dealing in derivatives have the requisite training and experience to conduct this business; responsibilities have been divided amongst the Structuring Desk (tasked with the overall ownership of derivatives and structured products), Treasury Sales (who are involved in marketing and executing transactions with the Bank's client base) and Trading (which proactively manages the risk from a business perspective).

A detailed product program, approved by the Board, governs the entire value chain for derivatives, including credit and market risk management, booking, sales and settlement. There is a clear segregation of duties whereby operational aspects are handled by Treasury Operations, whereas all risk issues are the responsibility of the Risk department. MRM carries out daily monitoring of exposures, while, Compliance monitors any deviation from approved policies and procedures. Internal Audit also regularly reviews systems, transactional processes, accounting practices and end-user roles and responsibilities as part of their reviews of this function.

44.5.4 Liquidity Risk

The types of derivative transactions entered into by HBL are typically straightforward, or 'vanilla' transactions, whereby the Bank is exposed to a negligible amount of liquidity risk.

45 NON-ADJUSTING EVENTS AFTER THE BALANCE SHEET DATE

45.1 The Board of Directors, in its meeting held on February 23, 2024, has proposed a final cash dividend of Rs 4.00 per share for the year 2023. This is in addition to the Rs 5.75 already paid during the year bringing the total dividend for the year to Rs 9.75 per share (2022: Rs 6.75 per share). This appropriation is expected to be approved by the shareholders in the forthcoming Annual General Meeting. The unconsolidated financial statements for the year ended December 31, 2023 do not include the effect of this appropriation which will be accounted for in the unconsolidated financial statements for the year ending December 31, 2024.

46 DATE OF AUTHORISATION FOR ISSUE

These unconsolidated financial statements were authorised for issue in the Board of Directors meeting held on February 23, 2024.

47 GENERAL

47.1 Comparative figures have been re-arranged and reclassified for comparison purposes.

Muhammad Aurangzeb	Rayomond Kotwal	Dr. Najeeb Samie	Salim Raza	Moez Ahamed Jamal
President and Chief Executive Officer	Chief Financial Officer	Director	Director	Director

Islamic banking business - Unconsolidated Financial Statements **ANNEXURE-I**
FOR THE YEAR ENDED DECEMBER 31, 2023

Details of the Islamic banking business for the year ended December 31, 2023 is disclosed in Annexure I of the consolidated financial statements.

Details of advances written-off - Unconsolidated Financial Statements **ANNEXURE-II**
FOR THE YEAR ENDED DECEMBER 31, 2023

Details of advances written-off for the year ended December 31, 2023 are disclosed in Annexure II of the consolidated financial statements.

Details of disposal of fixed assets to related parties- Unconsolidated Financial Statements **ANNEXURE-III**
FOR THE YEAR ENDED DECEMBER 31, 2023

Details of disposal of fixed assets to related parties for the year ended December 31, 2023 are disclosed in Annexure III of the consolidated financial statements.

Pattern of Shareholding

AS AT DECEMBER 31, 2023

No. of Shareholders	Shareholding's Slab		Total Shares Held
	From	To	
23,514	1	100	643,192
60,897	101	500	13,240,869
2,358	501	1000	1,783,087
2,332	1001	5000	4,978,700
422	5001	10000	3,224,349
216	10001	15000	2,750,876
139	15001	20000	2,499,019
83	20001	25000	1,915,914
63	25001	30000	1,775,915
47	30001	35000	1,538,403
42	35001	40000	1,617,086
21	40001	45000	887,317
43	45001	50000	2,103,673
18	50001	55000	947,363
20	55001	60000	1,176,403
17	60001	65000	1,069,872
14	65001	70000	952,619
12	70001	75000	887,793
11	75001	80000	859,935
9	80001	85000	741,691
15	85001	90000	1,328,609
8	90001	95000	745,223
31	95001	100000	3,093,500
6	100001	105000	622,527
5	105001	110000	541,593
8	110001	115000	903,401
7	115001	120000	824,947
7	120001	125000	860,970
5	125001	130000	631,279
3	130001	135000	399,159
2	135001	140000	275,588
5	140001	145000	711,474
8	145001	150000	1,200,000
5	150001	155000	759,619
3	155001	160000	471,051
4	165001	170000	667,456
3	170001	175000	520,974
3	175001	180000	532,104
1	180001	185000	181,000
3	185001	190000	560,156
2	190001	195000	384,084
11	195001	200000	2,194,567
3	205001	210000	627,200
1	210001	215000	215,000
4	215001	220000	874,500
1	220001	225000	225,000
1	225001	230000	227,948
3	235001	240000	715,600
3	240001	245000	730,904
6	245001	250000	1,500,000
2	250001	255000	501,534
2	255001	260000	515,806
3	265001	270000	799,718
3	270001	275000	822,599
4	275001	280000	1,110,707
3	285001	290000	862,168
1	290001	295000	294,500
3	295001	300000	900,000
1	300001	305000	302,000

Pattern of Shareholding

AS AT DECEMBER 31, 2023

No. of Shareholders	Shareholding's Slab		Total Shares Held
	From	To	
3	305001	310000	929,240
3	310001	315000	941,196
1	320001	325000	325,000
5	330001	335000	1,661,146
2	335001	340000	677,040
4	345001	350000	1,387,197
1	355001	360000	357,000
2	360001	365000	723,401
1	365001	370000	365,114
1	375001	380000	377,500
2	380001	385000	766,017
1	385001	390000	385,001
1	390001	395000	393,673
6	395001	400000	2,391,300
1	405001	410000	408,500
2	410001	415000	825,600
1	415001	420000	416,496
1	420001	425000	421,213
1	425001	430000	425,032
2	430001	435000	867,736
1	445001	450000	445,435
1	460001	465000	460,795
1	465001	470000	469,547
1	475001	480000	478,000
1	480001	485000	480,500
1	490001	495000	491,500
2	495001	500000	1,000,000
1	505001	510000	506,288
2	540001	545000	1,085,651
1	545001	550000	545,084
1	565001	570000	570,000
1	570001	575000	572,431
1	575001	580000	580,000
1	585001	590000	586,000
1	590001	595000	595,000
2	595001	600000	1,200,000
1	610001	615000	611,400
2	615001	620000	1,235,391
2	620001	625000	1,245,184
1	625001	630000	625,508
1	665001	670000	667,821
1	670001	675000	674,464
1	680001	685000	680,859
1	685001	690000	686,713
2	695001	700000	1,400,000
1	705001	710000	709,700
1	775001	780000	780,000
1	780001	785000	781,384
1	785001	790000	786,750
1	805001	810000	809,830
1	810001	815000	811,349
1	845001	850000	845,983
1	860001	865000	862,511
1	865001	870000	869,303
1	920001	925000	924,879
3	995001	1000000	3,000,000
1	1055001	1060000	1,055,226
1	1085001	1090000	1,089,311
1	1110001	1115000	1,111,101
1	1135001	1140000	1,136,475
1	1155001	1160000	1,158,707

Pattern of Shareholding

AS AT DECEMBER 31, 2023

No. of Shareholders	Shareholding's Slab		Total Shares Held
	From	To	
1	1160001	1165000	1,164,226
1	1170001	1175000	1,172,373
1	1185001	1190000	1,185,496
1	1225001	1230000	1,227,734
1	1245001	1250000	1,250,000
1	1300001	1305000	1,300,478
1	1345001	1350000	1,347,000
1	1390001	1395000	1,391,151
1	1455001	1460000	1,458,176
1	1695001	1700000	1,700,000
1	1715001	1720000	1,719,388
1	1920001	1925000	1,920,595
1	1940001	1945000	1,945,000
2	1995001	2000000	4,000,000
1	2240001	2245000	2,242,766
1	2425001	2430000	2,429,917
1	2440001	2445000	2,441,600
1	2535001	2540000	2,535,333
2	2595001	2600000	5,197,197
1	2635001	2640000	2,639,039
1	2740001	2745000	2,742,900
1	2750001	2755000	2,750,910
1	2780001	2785000	2,781,554
1	2995001	3000000	3,000,000
1	3275001	3280000	3,278,612
1	3955001	3960000	3,956,400
1	4265001	4270000	4,270,000
1	4355001	4360000	4,359,843
1	4360001	4365000	4,362,706
1	4595001	4600000	4,598,766
1	4600001	4605000	4,601,617
1	4730001	4735000	4,731,982
1	4880001	4885000	4,882,922
1	4955001	4960000	4,958,200
1	5210001	5215000	5,211,583
1	5470001	5475000	5,474,321
1	5795001	5800000	5,798,495
1	6065001	6070000	6,066,636
1	6150001	6155000	6,152,390
1	7855001	7860000	7,856,871
1	8470001	8475000	8,472,177
1	8625001	8630000	8,626,303
1	8995001	9000000	9,000,000
1	9025001	9030000	9,028,327
1	9530001	9535000	9,533,663
1	13945001	13950000	13,949,982
1	14360001	14365000	14,360,900
1	15880001	15885000	15,883,214
1	16440001	16445000	16,442,118
1	17820001	17825000	17,823,404
1	30535001	30540000	30,537,658
1	31295001	31300000	31,300,000
1	33245001	33250000	33,246,975
1	38395001	38400000	38,397,752
1	49935001	49940000	49,936,963
1	73340001	73345000	73,342,000
1	829965001	829970000	829,967,872
90,616			**1,466,852,508**

Trading by Substantial Shareholder and Executives of the Bank

Shares Trading (Sale/Purchase)

Substantial Shareholder

Sr. No.	Name	Purchased	Sold
1	Aga Khan Fund for Economic Development	81,873,094	-

HBL – Executives and their dependents (Spouse and Minor Children)

Sr. No.	Name	Purchased	Sold
1	Mr. Abdul Aleem Khan	-	11,331
2	Mr. Ahmed Naazer Minhaj	-	7,246
3	Mr. Ahsan Aziz	-	72,918
4	Mr. Arshad Iqbal	500	5,895
5	Mr. Asim Anwar Siddiqui	-	5,000
6	Mr. Faisal Mujeeb	-	5,500
7	Mr. Fareed Vardag	-	27,680
8	Mr. Farhan Talib	-	12,000
9	Ms. Fouzia Jabeen Janjua	-	19,000
10	Mr. Gulrays Khan	-	18,163
11	Mr. Hasan Nassar Ashfaq	-	3,664
12	Mr. Irtiza Haider	-	3,801
13	Mr. Masood Ahmed Awan	-	2,400
14	Mr. Moazam Rafiq	-	14,580
15	Mr. Mudassir Gulzar Kazi	-	10,604
16	Mrs. Maham Nouman (Spouse of HBL Executive)	-	700
17	Mr. Nouman Sadiq Qureshi	-	13,800
18	Mr. Salman Ali Jafri	-	14,772
19	Mr. Sami Aziz	-	36,703
20	Mr. Sardar Mohammad Aly Osman	-	17,361
21	Mr. Saulat Ali Khan	-	15,000
22	Mr. Shahzad Babar	-	14,785
23	Mr. Sohail Siraj Raja	-	21,000
24	Ms. Shar Bano	-	13,376
25	Syed Arsalan Qutb	-	13,731
26	Syed Aun Ali Raza	-	9,476
27	Syed Ijaz Ul Hassan	5,000	5,000
28	Syed Kamran Mehdi Jaffery	-	17,650
29	Syed Mohsin Ali Shah	-	9,413
30	Syed Muddassir Niazi	-	15,193
31	Syed Waki Uddin	-	5,000
32	Mr. Umer Anwar	-	8,000
33	Mr. Usman Ahmed	-	4,957
34	Mr. Zeeshan A. Malik	-	4,000

For the purpose of Clause 5.6.1 and 5.6.4 of the Rule Book of the Pakistan Stock Exchange (PSX), the Chief Executive Officer, Chief Operating Officer, Chief Financial Officer, Chief Internal Auditor, Company Secretary and **"General Managers and Above"** are considered as the "Executive" of the Bank for the purpose of PSX reporting.

Categories of Shareholders

AS AT DECEMBER 31, 2023

Particulars	Shareholders	Shares Held	Percentage
Shareholders holding five percent or more voting rights			
AGA KHAN FUND FOR ECONOMIC DEVELOPMENT	1	829,967,872	56.58
BRITISH INTERNATIONAL INVESTMENT PLC: *(formerly CDC GROUP PLC)*	1	73,342,000	4.99
Directors, Chief Executive officer, and their spouse and minor children			
MR. MUHAMMAD AURANGZEB	1	621,683	0.04
DR. NAJEEB SAMIE	1	50,500	0.00
MS. SABA KAMAL	2	12,410	0.00
SYED SALIM RAZA	1	600	0.00
MR. KHALEEL AHMED	1	10	0.00
Associated Companies, Undertakings and Related Parties			
JUBILEE LIFE INSURANCE COMPANY LIMITED	1	33,246,975	2.27
TRUSTEES OF HABIB BANK LTD EMPLOYEES PROVIDENT FUND	1	13,949,982	0.95
TRUSTEES OF HBL DEFERRED REMUNERATION TRUST FUND	1	9,533,663	0.65
TRUSTEE- HBL EMPLOYEES PENSION FUND TRUST	1	5,474,321	0.37
CDC - TRUSTEE HBL FINANCIAL SECTOR INCOME FUND PLAN I - MT	1	4,882,922	0.33
JUBILEE GENERAL INSURANCE COMPANY LIMITED	1	4,270,000	0.29
TRUSTEE HBL EMPLOYEES GRATUITY FUND TRUST	1	2,639,039	0.18
THE AGA KHAN UNIVERSITY FOUNDATION	1	1,185,496	0.08
CDC - TRUSTEE HBL INCOME FUND - MT	1	781,384	0.05
CDC - TRUSTEE HBL GROWTH FUND	1	491,500	0.03
CDC - TRUSTEE HBL EQUITY FUND	1	168,000	0.01
CDC - TRUSTEE HBL INVESTMENT FUND	1	52,172	0.00
HBL DEFERRED REMUNERATION TRUST FUND	1	19,337	0.00
CDC - TRUSTEE HBL - STOCK FUND	1	13,695	0.00
Executives	114	3,301,198	0.23
NIT and ICP	1	1,458,176	0.10
Banks, Development Financial Institutions and Non-Banking Financial Institutions	12	28,332,131	1.93
Insurance Companies	15	46,527,871	3.17
Modarabas and Mutual Funds			
CDC - TRUSTEE ABL PENSION FUND - EQUITY SUB FUND	1	18,695	0.00
CDC - TRUSTEE ABL STOCK FUND	1	780,000	0.05
CDC - TRUSTEE AKD INDEX TRACKER FUND	1	176,104	0.01
CDC - TRUSTEE AL HABIB ASSET ALLOCATION FUND	1	33,000	0.00
CDC - TRUSTEE AL HABIB STOCK FUND	1	67,000	0.00
CDC - TRUSTEE ALFALAH GHP ALPHA FUND	1	338,507	0.02
CDC - TRUSTEE ALFALAH GHP DEDICATED EQUITY FUND	1	26,024	0.00
CDC - TRUSTEE ALFALAH GHP STOCK FUND	1	543,550	0.04
CDC - TRUSTEE ALFALAH GHP VALUE FUND	1	77,300	0.01
CDC - TRUSTEE ALLIED FINERGY FUND	1	105,956	0.01
CDC - TRUSTEE APF-EQUITY SUB FUND	1	217,500	0.01
CDC - TRUSTEE ATLAS INCOME FUND - MT	1	345,492	0.02
CDC - TRUSTEE ATLAS STOCK MARKET FUND	1	2,781,554	0.19
CDC - TRUSTEE AWT STOCK FUND	1	30,400	0.00
CDC - TRUSTEE FAYSAL ASSET ALLOCATION FUND	1	19,785	0.00
CDC - TRUSTEE FAYSAL MTS FUND - MT	1	1,300,478	0.09
CDC - TRUSTEE FIRST CAPITAL MUTUAL FUND	1	40,300	0.00

Categories of Shareholders

AS AT DECEMBER 31, 2023

Particulars	Shareholders	Shares Held	Percentage
CDC - TRUSTEE GOLDEN ARROW STOCK FUND	1	400,000	0.03
CDC - TRUSTEE JS GLOBAL BANKING SECTOR EXCHANGE TRADED FUND	1	77,952	0.01
CDC - TRUSTEE JS LARGE CAP. FUND	1	119,889	0.01
CDC - TRUSTEE JS PENSION SAVINGS FUND - EQUITY ACCOUNT	1	48,100	0.00
CDC - TRUSTEE LAKSON EQUITY FUND	1	625,508	0.04
CDC - TRUSTEE MCB PAKISTAN ASSET ALLOCATION FUND	1	217,000	0.01
CDC - TRUSTEE MCB PAKISTAN STOCK MARKET FUND	1	1,945,000	0.13
CDC - TRUSTEE NBP BALANCED FUND	1	144,980	0.01
CDC - TRUSTEE NBP FINANCIAL SECTOR FUND	1	192,084	0.01
CDC - TRUSTEE NBP PAKISTAN GROWTH EXCHANGE TRADED FUND	1	39,096	0.00
CDC - TRUSTEE NBP SARMAYA IZAFA FUND	1	187,067	0.01
CDC - TRUSTEE NBP STOCK FUND	1	6,066,636	0.41
CDC - TRUSTEE NIT ASSET ALLOCATION FUND	1	92,823	0.01
CDC - TRUSTEE NIT PAKISTAN GATEWAY EXCHANGE TRADED FUND	1	29,600	0.00
CDC - TRUSTEE NIT-EQUITY MARKET OPPORTUNITY FUND	1	2,535,333	0.17
CDC - TRUSTEE PAKISTAN CAPITAL MARKET FUND	1	80,000	0.01
CDC - TRUSTEE UBL ASSET ALLOCATION FUND	1	23,400	0.00
CDC - TRUSTEE UBL FINANCIAL SECTOR FUND	1	227,948	0.02
CDC - TRUSTEE UBL PAKISTAN ENTERPRISE EXCHANGE TRADED FUND	1	28,527	0.00
CDC - TRUSTEE UBL RETIREMENT SAVINGS FUND - EQUITY SUB FUND	1	133,069	0.01
CDC - TRUSTEE UBL STOCK ADVANTAGE FUND	1	686,713	0.05
CDC - TRUSTEE UNIT TRUST OF PAKISTAN	1	278,000	0.02
CDC-TRUSTEE NITPF EQUITY SUB-FUND	1	39,500	0.00
MC FSL - TRUSTEE JS GROWTH FUND	1	786,750	0.05
General Public			
a. Local	89,953	94,936,449	6.47
b. Foreign	148	371,296	0.03
Foreign Companies	47	144,213,851	9.83
Others (includes Trusts, Trading Companies / Corporations, Provident Funds, Gratuity Funds, Brokerage Houses etc.)	263	145,101,355	9.89
Total	**90,616**	**1,466,852,508**	**100.00**

Notice Of Annual General Meeting

Notice is hereby given that the 82nd Annual General Meeting ("AGM") of Habib Bank Limited (the **"Bank"**) will be held on Wednesday, March 27, 2024, at 10:00 a.m. at HBL Tower, Islamabad, to transact the following business:

Ordinary Business:

1. To receive, consider and adopt the Audited Accounts (consolidated and unconsolidated) of the Bank for the year ended December 31, 2023, together with the Reports of the Directors and Auditors thereon.

2. To approve payment of a Final Cash Dividend of Rs. 4.00 per share, i.e., 40% for the year ended December 31, 2023, as recommended by the Board of Directors. This is in addition to the Interim Cash Dividend of Rs. 5.75 per share (i.e., 57.5%) already paid.

3. To appoint Auditors of the Bank for the year ending December 31, 2024 at a fee of Rs. 46.680 million. In addition, any Federal or Provincial taxes and reimbursement of out of pocket expenses will be paid at actuals. The retiring Auditors, M/s. KPMG Taseer Hadi & Co. Chartered Accountants, being eligible, have offered themselves for reappointment.

4. To elect 7 Directors of the Bank as fixed by the Board of Directors, under the provisions of section 159 of the Companies Act, 2017, for a period of 3 years, commencing from March 27, 2024. The names of the retiring Directors are:

   (i) Mr. Sultan Ali Allana
   (ii) Mr. Shaffiq Dharamshi
   (iii) Mr. Moez Ahamed Jamal
   (iv) Mr. Salim Raza
   (v) Dr. Najeeb Samie
   (vi) Mr. Khaleel Ahmed
   (vii) Ms. Saba Kamal

Special Business:

5. To approve the circulation of the Bank's annual balance sheet, profit and loss account, auditor's report and directors' report, etc. ("Annual Report"), to the members of the Bank through QR code and weblink, in terms of the S.R.O. 389(I)/2023 dated March 21, 2023 issued by Securities Exchange Commission of Pakistan (SECP), and if deemed fit, pass the following resolutions as Ordinary Resolutions with or without modification(s):

   "RESOLVED THAT the transmission/circulation of the Annual Report to the members of the Bank through QR code and weblink, in terms of the Notification S.R.O. 389(I)/2023 dated March 21, 2023, issued by the Securities Exchange Commission of Pakistan, be and is hereby approved."

   "RESOLVED FURTHER THAT the Company Secretary and/or Chief Financial Officer of the Bank be and are hereby authorized to do all acts, deeds and things in connection and ancillary thereto as may be required or expedient to give effect to the above resolution."

6. To approve the revisions in the Board Remuneration Policy of the Bank, as recommended by the Board of Directors, in terms of the Corporate Governance Regulatory Framework of the State Bank of Pakistan, and if deemed fit, pass the following resolution as Ordinary Resolution with or without modification(s):

   "RESOLVED THAT as recommended by the Board of Directors, the revised Board Remuneration Policy of the Bank, be and is hereby approved, on post facto basis."

For agendas 4, 5 & 6, the information as required under Section 134(3) of the Companies Act, 2017 is annexed.

The Directors of the Bank have no direct or indirect interest in the above-mentioned resolutions except in their capacity as directors of the Bank.

Any Other Business:

7. To consider any other business with the permission of the Chair.

By Order of the Board

March 6, 2024
Karachi

Uzman Naveed Chaudhary
Company Secretary

Notes:

1. The Register of Members and the Share Transfer Books will remain closed from March 20, 2024 to March 27, 2024 (both days inclusive) for the purpose of the AGM.

2. Only those persons whose names appear in the Register of Members of the Bank as at March 19, 2024, will be entitled to attend and vote at the AGM.

3. A Member/shareholder entitled to attend and vote at the AGM may appoint another Member as his/her proxy to attend and vote for him/her provided that a corporation may appoint as its proxy a person who is not a Member but is duly authorised by the corporation. Proxies must be received at the Registered Office of the Bank not less than 48 hours before the time of the holding of the AGM.

4. Members are requested to notify immediately any changes in their registered address to Banks' Share Registrar, CDC Share Registrar Services Limited, CDC House 99-B, Block 'B', Sindhi Muslim Cooperative Housing Society (S.M.C.H.S), Main Shahra-e-Faisal, Karachi - 74400.

5. CDC Account Holders will further have to follow the guidelines as laid down in Circular 1 dated January 26, 2000, issued by the SECP.

6. Pursuant to Section 150 of the Income Tax Ordinance, 2001, withholding tax on dividend paid will be deducted for 'Filer' and 'Non-Filer' shareholders at 15% and 30% respectively. All Members/shareholders whose names are not entered into the Active Tax-payers List (ATL) provided on the website of the Federal Board of Revenue (FBR), despite the fact that they are filers, are advised to make sure that their names along with their valid CNICs/ NTNs are entered into ATL, before March 27, 2024; enabling the Bank to make required tax deduction on the amount of cash dividend.

   According to the FBR, withholding tax in case of joint shareholders accounts will be determined separately based on the 'Filer/ Non-Filer' status of the principal shareholder as well as the status of the joint holder(s) as per their shareholding proportions. Members that hold shares with joint shareholders are requested to provide, in writing, the shareholding proportions of the principal shareholder and the joint holder(s) in respect of shares held by them to Banks' Share Registrar, CDC Share Registrar Services Limited. In case the required information is not provided to the Bank's registrar it will be assumed that the shares are held in equal proportion by the principal shareholder and the joint holder(s).

A. Requirements for attending the Annual General Meeting:

i. In the case of individuals, the account holder or sub-account holder whose registration details are uploaded as per the Central Depository Company of Pakistan Limited Regulations, shall authenticate his/her identity by showing his/her valid original Computerized National Identity Card (CNIC) or original Passport at the time of attending the AGM.

ii. In case of a corporate entity, unless provided earlier, the Board of Directors' resolution/power of attorney, with specimen signature of the nominee, shall be produced at the time of the AGM.

B. Requirements for appointing Proxies:

iii. In case of individuals, the account holder or sub-account holder whose registration details are uploaded as per the Central Depository Company of Pakistan Limited Regulations, shall submit the proxy form as per the above requirement.

iv. The proxy form shall be witnessed by two persons whose names, addresses and CNIC numbers shall be mentioned on the said form.

v. Attested copies of the valid CNICs or the Passports of the beneficial owner(s) and the proxy shall be furnished with the proxy form.

vi. The proxy shall produce his/her valid original CNIC or original Passport at the time of the AGM.

vii. In case of a corporate entity, the Board of Directors' resolution/power of attorney, with specimen signature of the nominee, shall be submitted to the Bank along with the proxy form unless the same has been provided earlier.

C. Electronic dividend mandate:

Under the Section 242 of the Companies Act, 2017, it is mandatory for all listed companies to pay cash dividend to its shareholders through electronic mode directly into the bank account designated by the entitled shareholders.

In order to receive dividend directly into their bank account, Members/shareholders are requested (if not already provided) to fill in the Shareholder Information Form for Electronic Credit of Cash Dividend available on the Bank's

website and send it duly signed along with a copy of valid CNIC to the Share Registrar, CDC Share Registrar Services Limited, CDC House 99-B, Block 'B', Sindhi Muslim Cooperative Housing Society (S.M.C.H.S), Main Shahra-e-Faisal, Karachi - 74400, in case of physical shares.

In case of shares held in CDC, the Electronic Dividend Mandate Form must be directly submitted to shareholder's brokers/participant/CDC account services.

In case of non-receipt of above information, the Bank will be constrained to withhold payment of dividend to shareholder(s).

D. Submission of valid CNIC (Mandatory):

As per SECP directives the dividend of shareholder(s) whose valid CNICs, are not available with the Share Registrar could be withheld. All shareholders having physical shareholding are therefore advised to submit a photocopy of their valid CNICs immediately, if already not provided, to the Share Registrar, CDC Share Registrar Services Limited, CDC House, 99-B, Block 'B', Sindhi Muslim Cooperative Housing Society (S.M.C.H.S), Main Shahra-e-Faisal, Karachi - 74400 without any further delay.

E. Unclaimed Dividend:

As per the provision of Section 244 of the Companies Act, 2017, any shares issued or dividend declared by the Bank which have remained unclaimed / unpaid for a period of three years from the date on which it was due and payable are required to be deposited with SECP for the credit of Federal Government after issuance of notices to the shareholders to file their claim. The details of the shares issued, and dividend declared by the Bank which have remained due for more than three years were sent to shareholders. Shareholders are requested to ensure that their claims for unclaimed dividend and shares are lodged promptly. In case, no claim is lodged with the Bank in the given time, the Bank shall, after giving notice in the newspaper, proceed to deposit the unclaimed / unpaid amount and shares with the Federal Government pursuant to the provision of Section 244(2) of the Companies Act, 2017.

F. Circulation/Transmission of Annual Audited Financial Statements and Notice of AGM to Members in Electronic Form:

The Bank's Annual Report, under Section 223(6) of the Companies Act, 2017, is being circulated to the members in Electronic Form as per Electronic Transaction Ordinance, 2002. The same is also placed on the Bank's website: https://www.hbl.com/investor-relations/annual-accounts. The web-link to access Bank's Annual Report is e-mailed to the members whose registered e-mail addresses are available in the members' register.

Members are requested to intimate change (if any) in their registered e-mail addresses to our Share Registrar for the above-mentioned purpose through consent form available on the Bank's website.

G. Conversion of Physical Shares into CDC Account:

The Members/shareholders having physical shareholding are encouraged to place their physical shares into scripless form as defined in Section 72(2) of the Companies Act, 2017, i.e.; "Every existing company shall be required to replace its physical shares with book-entry form in a manner as may be specified and from the date notified by SECP, within a period not exceeding four years from the commencement of the Act."

H. Participation in AGM through Electronic Means:

SECP vide its Circulars, issued from time to time, has directed the listed companies to hold general meetings through video link, webinar, zooming etc. in addition to the requirements of holding physical meeting.

Accordingly, the AGM would be held at the venue and via webinar to comply with the SECP instructions. Members/shareholders interested in attending the Bank's AGM through webinar are requested to get themselves registered by sending their particulars to the Company Secretary of the Bank, at the designated email address (**general.meetings@hbl.com**), mentioning their names, folio number and email address by the close of business hours on March 19, 2024. The webinar link would be provided to the registered shareholders. The shareholders are also encouraged to send their comments/suggestions, related to the agenda items of the AGM on the above-mentioned email address by March 22, 2024.

I. Postal Ballot / E-voting:

Pursuant to Companies (Postal Ballot) Regulations 2018, read with Sections 143 and 144 of the Companies Act, 2017, in case of a Poll, Members will also be allowed to exercise their right of vote through postal ballot, that is voting by post or through any electronic mode, in accordance with the requirements and procedure contained in the aforesaid Regulations.

STATEMENT OF MATERIAL FACTS UNDER SECTION 134(3) OF THE COMPANIES ACT, 2017:

This Statement sets out the material facts pertaining to the Ordinary Business and Special Business to be transacted at the Annual General Meeting of the Members of Habib Bank Limited (the **"Bank"**) to be held on March 27, 2024.

Ordinary Business:

Agenda Item 4 – Election of Directors

The term of office of the present Directors of the Bank will expire on March 26, 2024. In terms of Section 159(1) of the Companies Act, 2017, the Directors have fixed the number of elected directors at seven (7) to be elected in the AGM for a period of three years.

The present Directors are eligible for re-election.

Any person who seeks to contest election to the office of director shall, whether he is a retiring director or otherwise, shall file with the Bank at its Registered Office, 9th Floor, Habib Bank Tower, Jinnah Avenue, Blue Area, Islamabad, not later than fourteen days before the date of the meeting, the following documents:

i. Notice of his/her intention to offer himself/herself for election of Directors in terms of Section 159(3) of the Companies Act, 2017, together with the consent to act as a Director, as prescribed under the Companies Act, 2017;

ii. A detailed profile along with office address as required under SECP's SRO 1196 (I)/2019 dated October 3, 2019;

iii. A Director must be a Member of the Bank at the time of filing of his/her consent for contesting election of Directors except a person representing a Member, which is not a natural person;

iv. A declaration confirming that:

   1) He/she is aware of his/her duties and powers under the relevant laws, Memorandum & Articles of Association of the Bank and Listing of Companies & Securities Regulations of the Pakistan Stock Exchange; and

   2) He/she is not ineligible to become a Director of a listed company under any provision of the Companies Act, 2017, the Listed Companies (Code of Corporate Governance) Regulations, 2019, and any other applicable law, rules and regulations.

Independent Directors will be elected through the process of election of Directors in terms of Section 159 of the Companies Act, 2017, and would be required to meet the criteria laid down under Section 166(2) of the Companies Act, 2017.

Special Business:

Agenda Item 5 – Approval of Circulation/Transmission of Annual Audited Accounts through QR code and Weblink

The SECP vide its notification SRO 389(I)/2023 dated March 21, 2023, has allowed listed companies to circulate the annual balance sheet, profit and loss account, auditor's report and Directors' report, etc. ("Annual Report") to its shareholders/ members through QR code and weblink, subject to the fulfilment of the specific requirements laid in the said notification, which includes seeking the approval of the shareholders in the general meeting to circulate the Annual Report to them through QR code and weblink.

In this connection, the Members/shareholders' approval is being sought for circulation/transmission of Annual Report to the Members through QR code and weblink while ensuring compliance with the specific requirements of the SECP including but not limited to dissemination of notice of general meetings in terms of requirements of the Companies Act, 2017; provision of the Annual Report through e-mail in case of availability of the e-mail addresses of the members' and supply of a hard copy of the annual report to the members, at their registered addresses, free of cost within a week of receipt of the request, as per the standard format available on the Bank's website.

Agenda Item 6 – Approval of Board Remuneration Policy of the Bank

The shareholders' approval is being sought for the revised Board Remuneration Policy (the "Policy") of the Bank, as recommended by the Board of Directors, under the State Bank of Pakistan's Corporate Governance Regulatory Framework. The Policy has been placed on the Bank's website www.hbl.com/boardremunerationpolicy for the members' information.

In the AGM held on March 30, 2020, the shareholders of the Bank had approved the Policy in compliance with the applicable regulatory requirements. During the year 2023, the Board of Directors approved certain amendments in the Policy to

align it with the instructions advised in the State Bank of Pakistan's Corporate Governance Regulatory Framework and recommended it for the shareholders' approval in this AGM. The following are the key amendments to the Policy:

	Revisions
Travel and Expense Policy for Non-Executive Directors and the Chairman	
Domestic Travel:	
• Full fare Business class air travel; first class rail travel and full reimbursement for car/rental/fuel/driver in relation to any road travel	At Actuals
• Daily allowance of Rs. 50,000 per day	Deleted
International Travel:	
For Board and/or Board Committee meeting:	
• Full fare Business class air travel; first class rail travel and full reimbursement for car/rental/fuel/driver in relation to any road travel	At Actuals
For other business related meetings /engagements:	
• Full fare first class air travel, first class rail travel and full cost coverage for car/rental/fuel/driver involving any road travel	At Actuals
• A daily allowance of USD 500	Deleted
• Spouse travel, where required to be accompanied, costs to be borne by the Bank	Deleted
For attending training programs outside Pakistan:	
• Business class air travel, first class rail travel and full cost coverage for car/rental/fuel/driver involving any road travel	At Actuals
• A daily allowance of USD 500	Deleted
• Directors' remuneration for attending Board and/or Board Committee meetings is Rs. 600,000 per meeting	Directors' remuneration for attending Board and/or Board Committee meetings is Rs. 750,000 per meeting 20% additional remuneration for the Chairman of the Board for attending each Board meeting

The same is being recommended by the Board of Directors for the approval of the shareholders on a post-facto basis, at this AGM of the Bank.

Admission Slip

The 82nd Annual General Meeting of Habib Bank Limited will be held on Wednesday, March 27, 2024 at 10:00 a.m. at the HBL Tower, Islamabad.

For attending the Annual General Meeting, kindly bring this slip duly signed by you.

Company Secretary

Name _____

Folio/CDC Account No._____ Signature _____

Note:

i. The signature of a shareholder holding shares in physical form shall agree with the specimen signature as per the Bank's record.

ii. A CDC account holder/proxy shall authenticate his/her identity by showing his/her original Computerized National Identity Card (CNIC) or original passport at the time of attending the Annual General Meeting.

iii. In case of a corporate entity, the Board of Directors' resolution/power of attorney, including the specimen signature of the nominee, shall be presented at the time of the Annual General Meeting, unless it has been provided earlier.

iv. Shareholders are requested to hand over duly completed admission slips at the counter before entering the meeting premises.

This Admission Slip is not Transferable

Form of Proxy

I/We_____

of_____

being member(s) of Habib Bank Limited holding_____

Ordinary shares hereby appoint _____

of _____ vide Folio/CDC Account No. _____ or failing

him/her_____of_____ who is also member of

Habib Bank Limited vide Folio/CDC Account No. _____ as my/our proxy in my/our absence

to attend, speak and vote for me/us and on my/our behalf at the 82nd Annual General Meeting of the Bank to be held on

Wednesday, March 27, 2024 at HBL Tower, Islamabad and at any adjournment thereof.

As witness my/our hand/seal this _____ day of _____2024.

Signed by the said _____

In the presence of 1. _____

2. _____

Signature on
Five Rupees
Revenue Stamp

Folio/CDC Account No.

This signature should agree with the specimen registered with the Bank.

Important:

1. This Proxy Form, duly completed and signed, must be received at the Registered Office of the Bank at 9th Floor, Habib Bank Tower, Jinnah Avenue, Blue Area, Islamabad, not less than 48 hours before the time of holding the Annual General Meeting.
2. No person shall act as proxy unless he/she himself/herself is a member of the Bank except that a corporation may appoint a person who is not a member.
3. If a member appoints more than one proxy and more than one instruments of proxy are deposited by a member with the Bank, all such instruments of proxy shall be rendered invalid.

For CDC Account Holders/Corporate Entities:

In addition to the above, the following requirements have to be met:

a. The Proxy Form shall be witnessed by two persons whose names, addresses and CNIC numbers shall be mentioned on the form.
b. Attested copies of the CNICs or the passports of the beneficial owner(s) and the proxy shall be furnished with the Proxy Form.
c. The proxy shall present his/her original CNIC or original passport at the time of the Annual General Meeting.
d. In case of a corporate entity, the Board of Directors' resolution/power of attorney, including the specimen signature of the nominee, shall be submitted to the Bank along with the Proxy Form unless the same has been provided earlier.

AFFIX
CORRECT
POSTAGE

Habib Bank Limited
Registered Office,
9th Floor, HBL Tower,
Jinnah Avenue, Blue Area,
Islamabad, Pakistan.

پراکسی فارم

میں / ہم _____

برائے _____

حبیب بینک لمیٹڈ کے رکن / اراکین [ممبر(ز)] ہونے کے ناطے حامل _____

عمومی حصص (شیئرز) بذریعہ ہٰذا کی تقرری _____

برائے _____ وائیڈ فولیو / CDC اکاؤنٹ نمبر _____ یا ان کی ناکامی

_____ برائے _____ جو کہ

فولیو / CDC اکاؤنٹ نمبر _____ کے تحت حبیب بینک لمیٹڈ کے رکن (ممبر) بھی ہیں، کو بدھ، 27 مارچ 2024ء کو اس کے بعد (بعد ازاں) HBL ٹاور، اسلام آباد میں منعقد ہونے والے بینک کے 82ویں سالانہ اجلاس عام میں میری / اپنی جانب سے میری / ہماری عدم موجودگی میں بطور پراکسی شرکت کرنے، بولنے اور ووٹ دینے کے لیے مقرر کرتا / کرتی ہوں۔

بطور گواہ / بدست میرے / ہمارے دستخط و مہر ثبت، بتاریخ _____، 2024ء

دستخط شدہ بدست مذکورہ

مقابل حاضرین: 1 _____

2 _____

فولیو / CDC اکاؤنٹ نمبر

پانچ روپے والے
ریونیو اسٹیمپ پر
دستخط کریں

یہ دستخط بینک کے پاس رجسٹرڈ شدہ نمونہ دستخط
سے مماثل ہونے چاہیئے

اہم نکات:

1۔ باضابطہ طور پر پُر شدہ اور دستخط شدہ یہ پراکسی فارم بینک کے رجسٹرڈ دفتر واقع 9th فلور، حبیب بینک ٹاور، جناح ایونیو، بلیو ایریا، اسلام آباد کے رجسٹرڈ دفتر میں سالانہ اجلاسِ عام کے انعقاد کے وقت سے 48 گھنٹے قبل لازمی طور پر موصول ہو جائے۔

2۔ کوئی بھی ایسا شخص بطور پراکسی شریک نہیں ہوگا جو بذات خود بینک کا رکن نہ ہو، ماسوائے کارپوریشن کے جو کسی بھی غیر رکن کو اپنا پراکسی مقرر کر سکتی ہے۔

3۔ اگر کوئی رکن (ممبر) ایک سے زائد پراکسی کا تقرر کرتا ہے اور بینک کے پاس ایک رکن (ممبر) کی جانب سے ایک سے زائد پراکسی کے انسٹرومنٹس جمع کرائے جاتے ہیں تو ایسی صورت میں اس قسم کے پراکسی کے تمام انسٹرومنٹس کو غیر مؤثر قرار دے دیا جائے گا۔

برائے CDC اکاؤنٹ ہولڈرز / کارپوریٹ ادارے:

مندرجہ بالا کے علاوہ ذیل میں دیئے گئے معیارات پر پورا اترنا بھی ضروری ہے:

a۔ پراکسی فارم پر دو اشخاص کی گواہی ہوگی، جن کے نام، پتے اور CNIC نمبرز فارم پر درج ہوں گے۔

b۔ پراکسی فارم کے ساتھ فائدہ حاصل کرنے والے مالکان کے CNIC یا پاسپورٹ کی مصدقہ نقول جمع کرائی جائیں گی۔

c۔ پراکسی، سالانہ اجلاسِ عام کے وقت اپنا اصل CNIC یا اصل پاسپورٹ فراہم کرے گا / گی۔

d۔ کارپوریٹ ادارے کی صورت میں، ادارہ بینک کو پراکسی فارم کے ساتھ بورڈ آف ڈائیریکٹرز کی قرارداد / مختار نامہ مع نامزد شخص کے نمونہ دستخط فراہم کرنا ہوں گے (تاوقتیکہ وہ پہلے فراہم نہ کر دیئے ہوں)۔

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Habib Bank Limited
Registered Office,
9th Floor, HBL Tower,
Jinnah Avenue, Blue Area,
Islamabad, Pakistan.