

# Annual Results 2025

## Investor Presentation

March 12<sup>th</sup>, 2026

# Market Leadership maintained with largest customer base, PBT up 23% in 2025



## Key Facts 2025

Consolidated numbers FY'2025

<p><b>#1</b></p> <p><b>Net Advances</b></p> <p><b>PKR 2.1 Tn</b></p> <p>Largest lender in the financial sector</p>	<p><b>#1</b></p> <p><b>Total Deposits</b></p> <p><b>PKR 5.5 Tn</b></p> <p>↑ 1,176 Bn vs Dec'24</p>	<p><b>CA Deposits</b></p> <p><b>PKR 2.0 Tn</b></p> <p>↑ 427 Bn vs Dec'24 (2<sup>nd</sup> largest)</p>	<p><b>#1</b></p> <p><b>Total Customers</b></p> <p><b>40Mn+</b></p>	<p><b>#1</b></p> <p><b>International Branches</b></p> <p><b>25</b></p>	<p><b>Total Branches in Pakistan</b></p> <p><b>1,944*</b></p> <p>Islamic – 608 (2<sup>nd</sup> largest)</p>
<p><b>NII</b></p> <p><b>PKR 276 Bn</b></p> <p>↑12% YoY</p>	<p><b>#1</b></p> <p><b>NFI</b></p> <p><b>PKR 86 Bn</b></p> <p>↓11% YoY</p>	<p><b>Total Revenue</b></p> <p><b>PKR 361 Bn</b></p> <p>↑6% YoY</p>	<p><b>PBT</b></p> <p><b>PKR 148 Bn</b></p> <p>↑23% YoY</p>	<p><b>PAT</b></p> <p><b>PKR 67 Bn</b></p> <p>↑16% YoY</p>	<p><b>Balance Sheet Size</b></p> <p><b>PKR 7.7 Tn</b></p> <p>(2<sup>nd</sup> largest)</p>
<p><b>Investment Portfolio</b></p> <p><b>PKR 4.2 Tn</b></p> <p>(3<sup>rd</sup> largest)</p>	<p><b>Total Capital</b></p> <p><b>PKR 489 Bn</b></p> <p>(3<sup>rd</sup> highest)</p>	<p><b>Share Price</b> (31<sup>st</sup> Dec 2025)</p> <p><b>PKR 323.4</b></p> <p>↑85% vs Dec'24</p>	<p><b>Number of Shares</b></p> <p><b>1.47 Bn</b></p>	<p><b>Market Cap</b> (31<sup>st</sup> Dec 2025)</p> <p><b>USD 1.7 Bn</b></p> <p>(one of the largest amongst banking sector)</p>	<p><b>Total CAR</b></p> <p><b>18.32%</b></p> <p>↑ 62bps vs Dec'24</p>



### Fueling Pakistan's Economic Growth



- Agricultural Financing
- SME Financing
- Infrastructure Financing
- Remittances
- Sustainability / ESG
- Financial Inclusion



### Shaping the Financial Industry



- Retail Banking
- Consumer Banking
- Corporate Banking
- HBL Microfinance Bank
- HBL Zarai Services
- Development Finance
- Konnect by HBL
- Digital



### Achieving Regional Relevance



- China
- Bahrain
- UAE
- Sri Lanka
- Bangladesh
- Singapore
- United Kingdom
- Turkey
- Maldives

We continue to driving our core segments with scale and profitability, diversification benefits deliver consistent returns

# Market recognition of our contribution as the leading bank in Pakistan



Best Investment Bank  
Best Bank for Large Corporates  
Best Cash Management Bank



Sukuk Advisor of the Year  
Best Islamic Project Finance Deal



Project Finance House  
Utilities Deal of the Year



Best Board of the Year



Best Conventional Bank of the Year



Best Bond Advisor  
Best Syndicated Loan



Corporate & Investment Bank of the Year



Best Investment Bank  
Best DCM House



## Best Bank



Best Bank  
Best Bank for ESG  
Best Corporate Bank



Best Islamic Finance  
Local Currency – Asia



Trade Finance / Project Finance Bank of the Year



Best Bank for ESG



Social Infrastructure – Education Deal of the Year



HBL ranked #1  
HBLMFB ranked #2



Women Leadership Champion



Best Mobile App  
Best Digital Innovation  
Best Digital API



Best Investment Bank Pakistan



Best Trade Partner Bank – Middle East

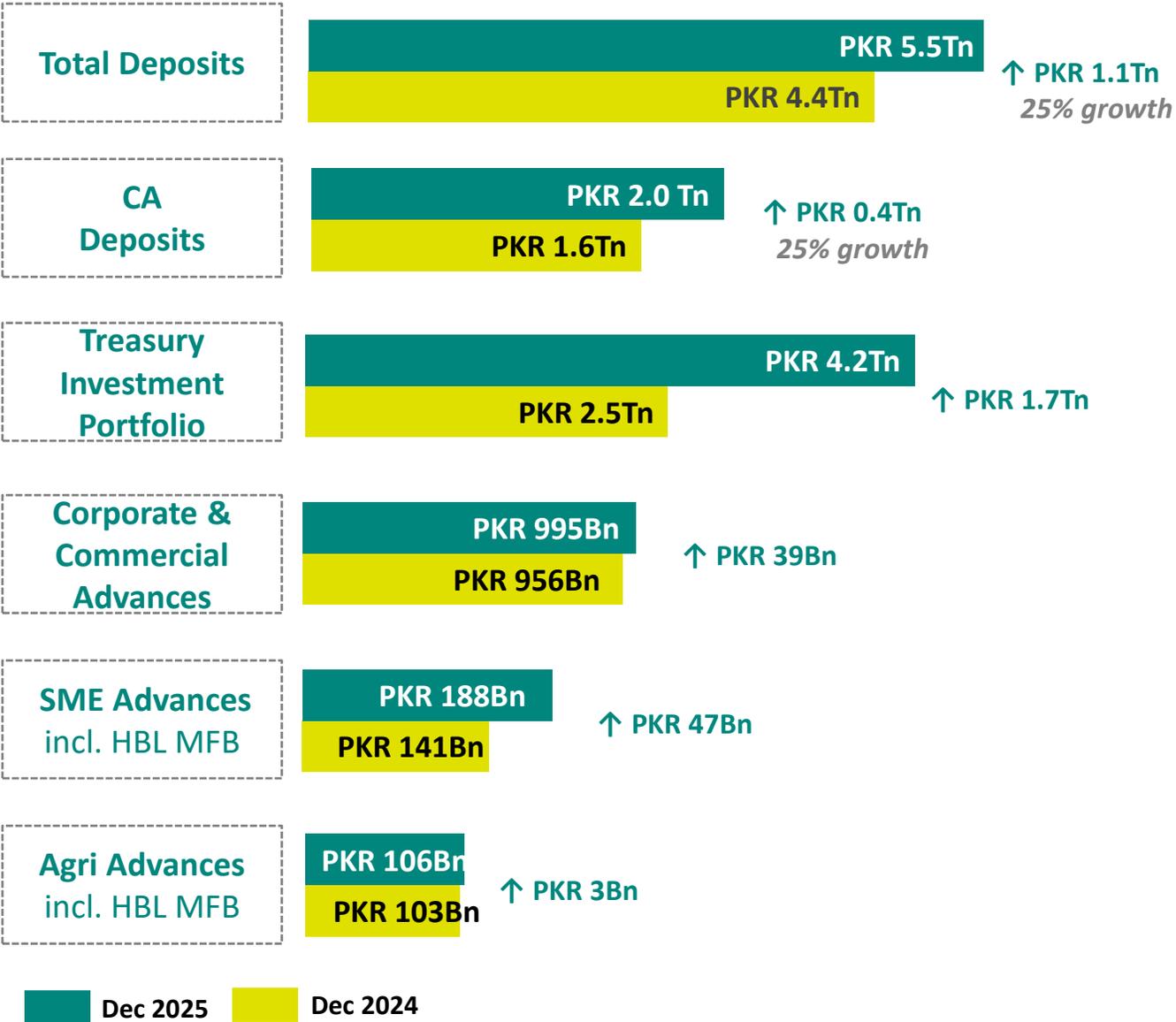


Best Social Media Campaign - TikTok



Won best practice in 15/15 categories in 2025

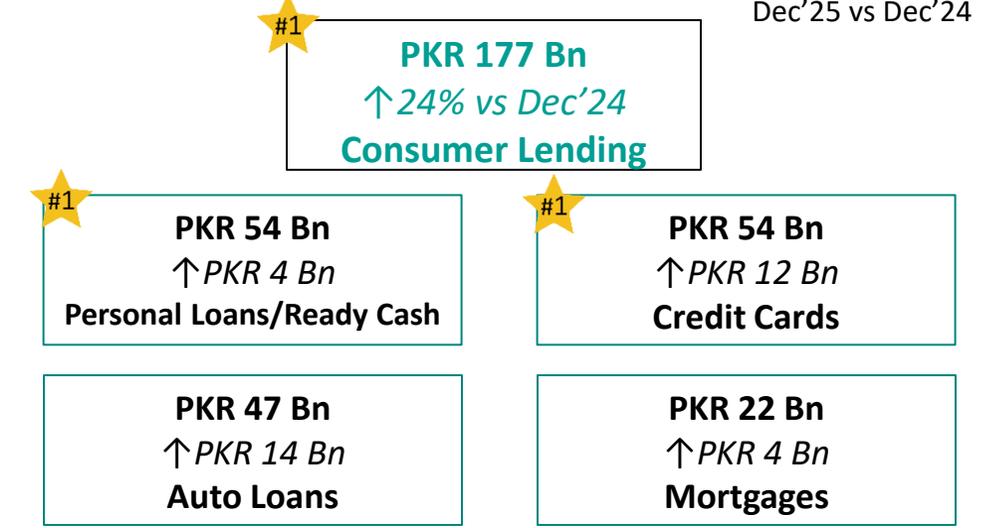
# Our Business segments are well positioned and delivering consistent earnings growth



**#1** Highest Number of touchpoints in Pakistan  
**141,676** As at Dec'25

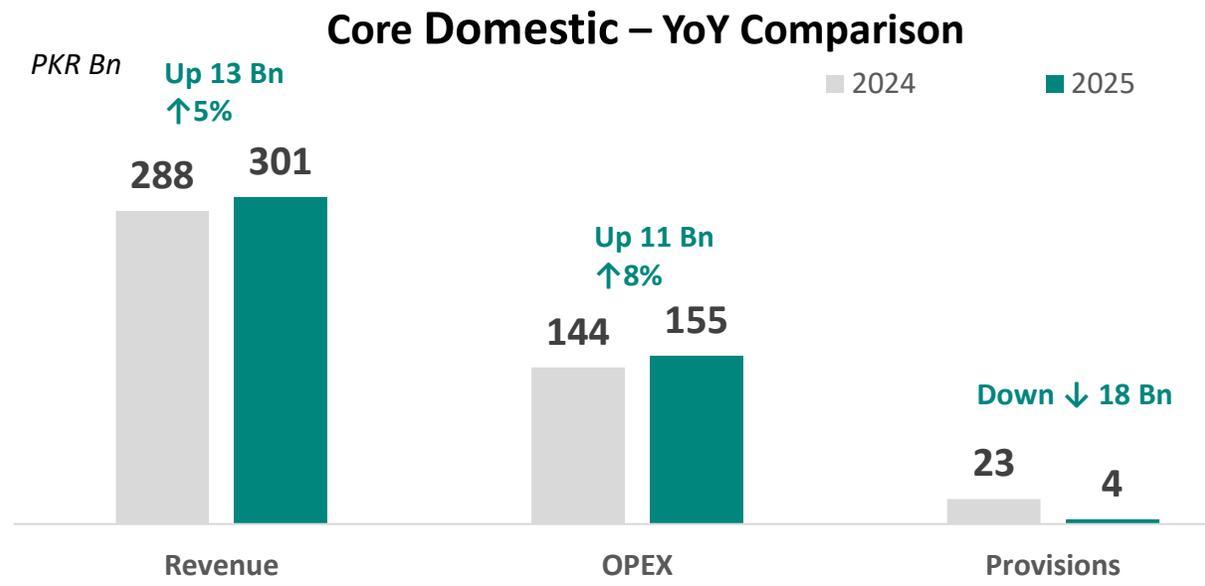
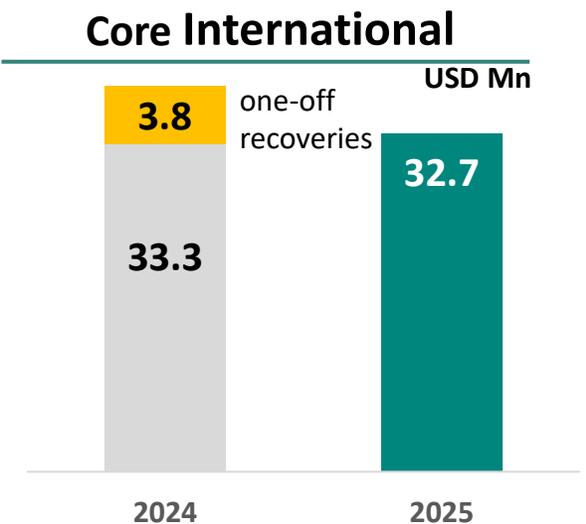
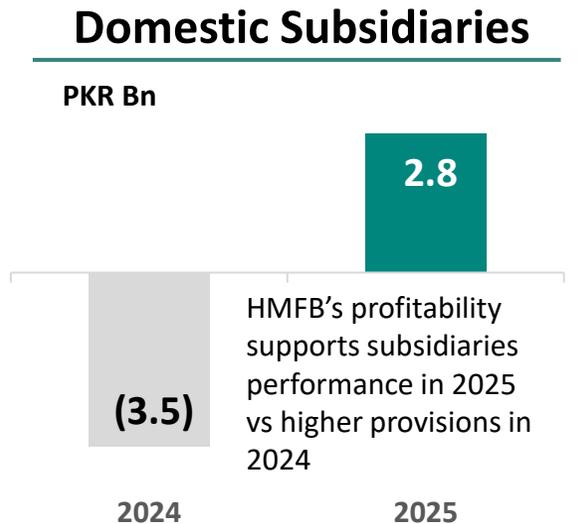
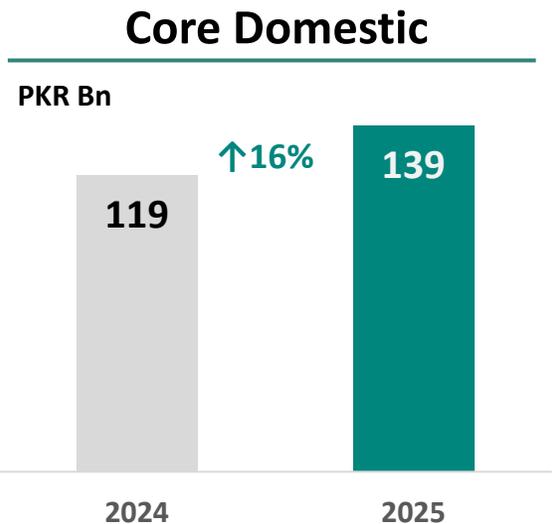
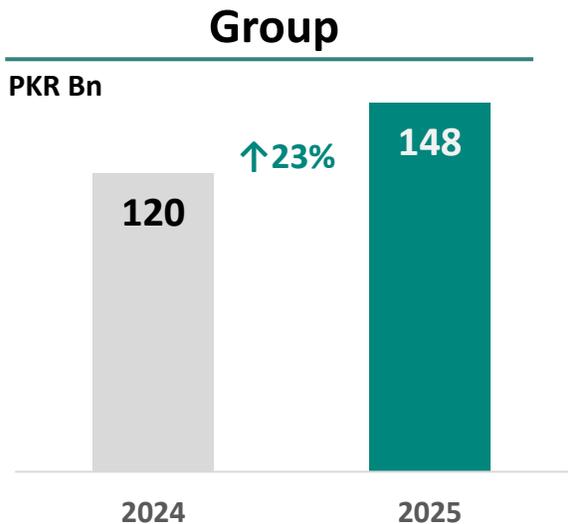
<b>1,944</b> Branches*	<b>40,009</b> POS Terminals	<b>54,364</b> Konnect Agents
<b>2,451</b> ATMs*	<b>42,113</b> QR Codes	<b>795</b> IPG Merchants

**Largest Consumer book across all banks**  
 Dec'25 vs Dec'24



\*includes HBL Bank and HBL Microfinance

# Revenue build up led by 23% growth in Avg Current Account, cost optimization delivering results



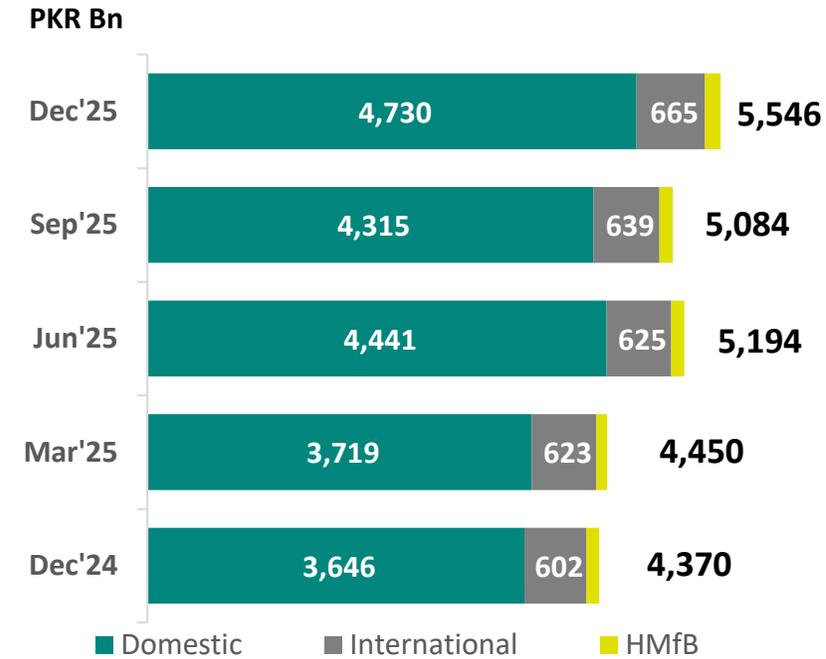
### Key drivers of growth and profitability in 2025:

- NII up 12% YoY driven by proactive ALM strategy**
  - 23% YoY growth in Average Domestic CA of Rs. 268Bn
  - Treasury delivers strong returns with optimal fixed and floater mix
  - Reduction in cost of deposits – as funding base grows efficiently
- Fee base maintained at Rs. 47Bn led by market leading card portfolio**
- Timely realization of capital gains of Rs. 14.8 Bn in 2025 (2024: Rs. 9.1Bn)**
- Opex growth contained to 4% in 2025 with sharp focus on optimization**
- Higher loan loss reversals in 2025 vs IFRS related provisioning in 2024**

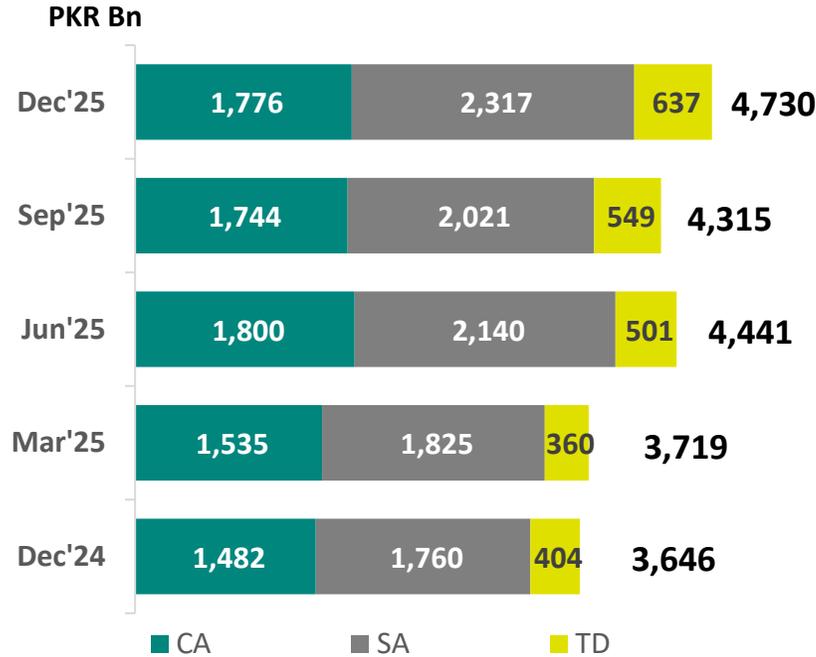
# Aggressive Total Deposit growth of 27% over the year drives balance sheet expansion

We continue to build our sales and distribution teams, with a dedicated proposition for each segment

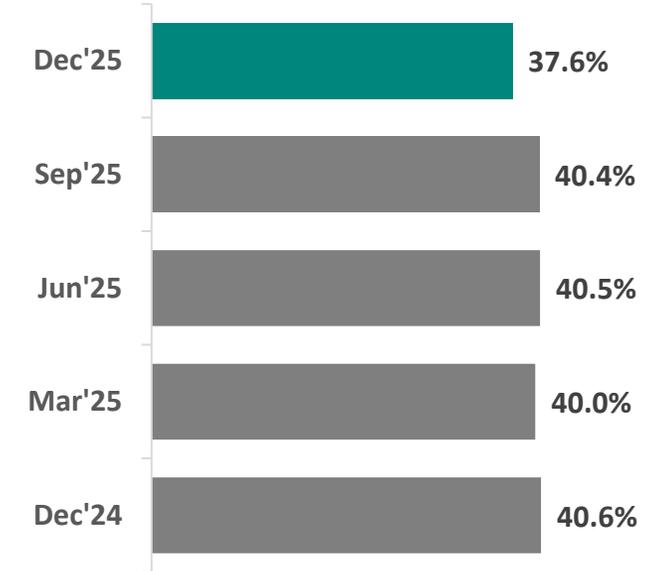
## #1 Deposits at Rs 5.5T with 27% Growth v Dec'24



## Domestic Deposits by Category



## Domestic CA level remains strong in 2025

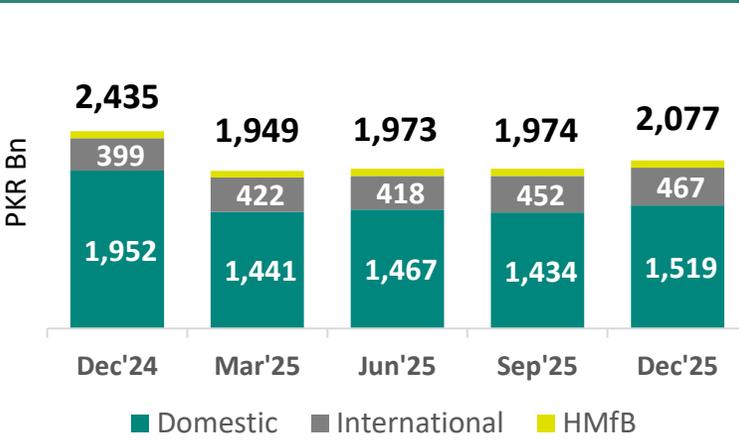


### Our focus remains on investing in the Retail Franchise as we scale up in target segments

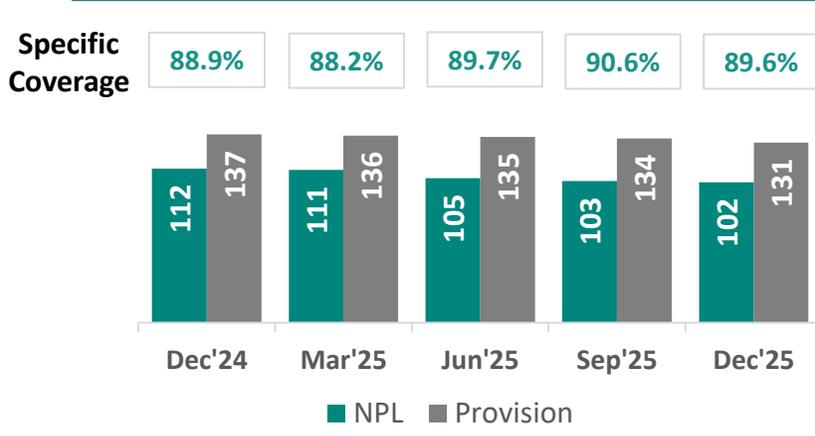
- At Group level, CA deposits have increased from Rs. 1.57 Tn in Dec'24 to Rs. 2.0 Tn as at Dec'25 (up 27%, Rs. 427 Bn)
- Driven by a strong momentum across all regions, Avg Domestic CA recorded YoY increase of 23% (incremental deposit of Rs. 268 Bn)
- Overall Total domestic Deposits increased by 30%, i.e Rs 1.1 Tn supporting balance sheet expansion and investment strategy
- International deposits have increased from USD 2.2 Bn in Dec'24 to USD 2.4 Bn in Dec'25 (increase of USD 214 Mn)

# Strong build up in loan portfolio in H2'25 – with diversified book across major sectors

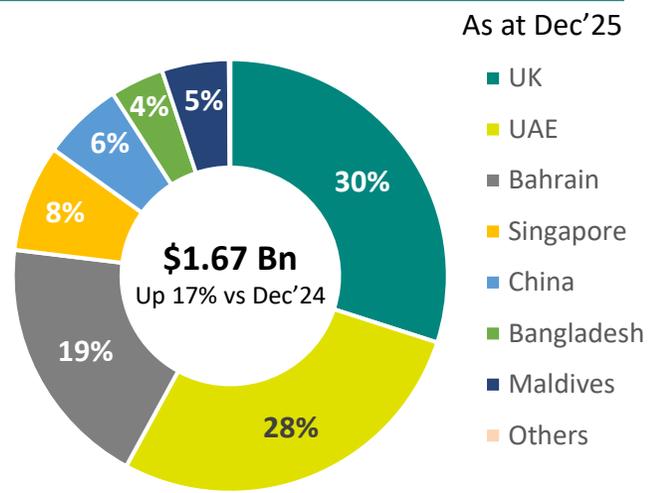
## Loan Portfolio continues to grow



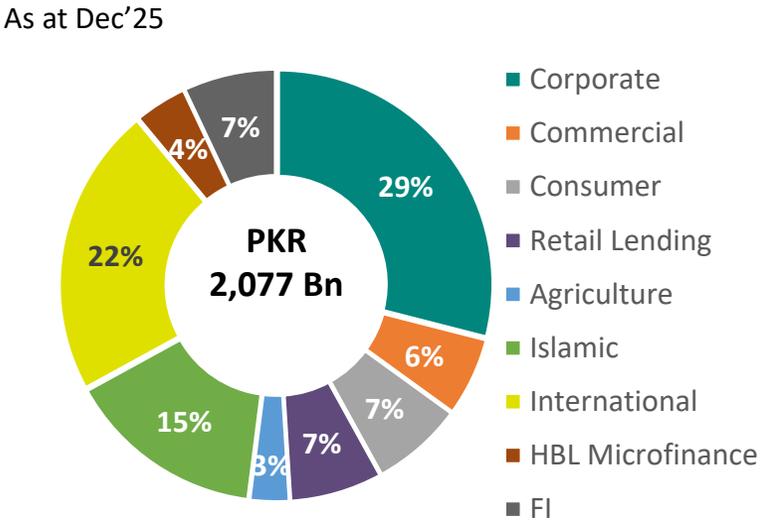
## NPLs decline over the year, strong coverage



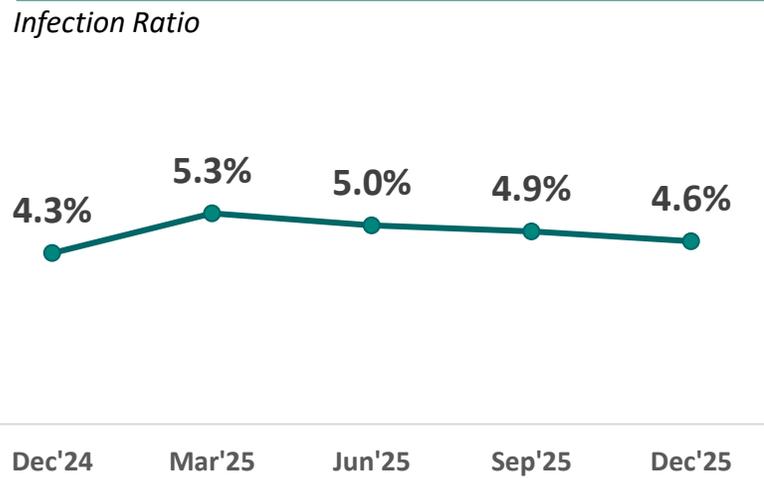
## International Loan Portfolio



## Segment-wise portfolio breakup



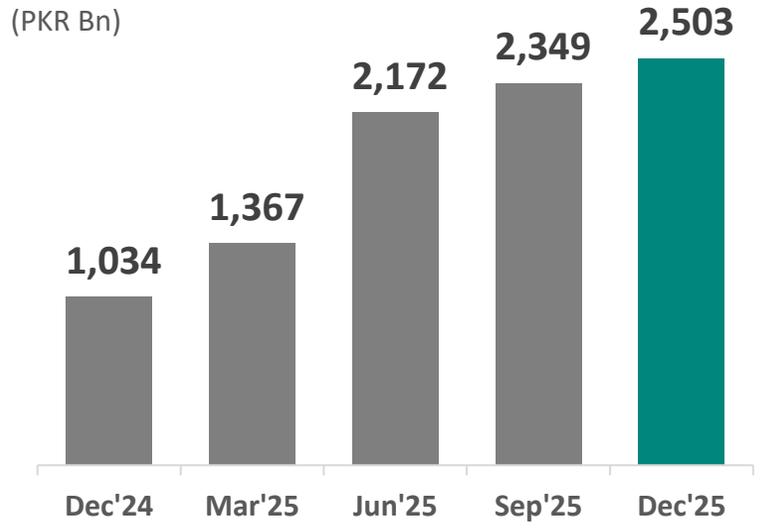
## Asset quality continues to improve



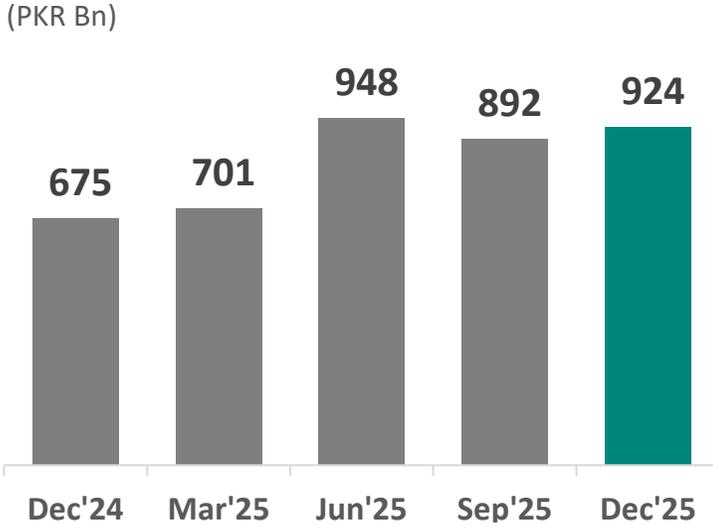
## Key Highlights:

- Overall corporate & commercial portfolio stood at PKR 995 Bn as at Dec'25 (growth of ~PKR 39 Bn during 2025) – with diversification across sectors
- Consumer portfolio has increased from PKR 143 Bn to PKR 177 Bn during the year, with strong momentum across credit cards & autos
- International loan portfolio increased by USD 237 Mn during the year
- Overall lending portfolio continues to support NFI levels across fees and FX

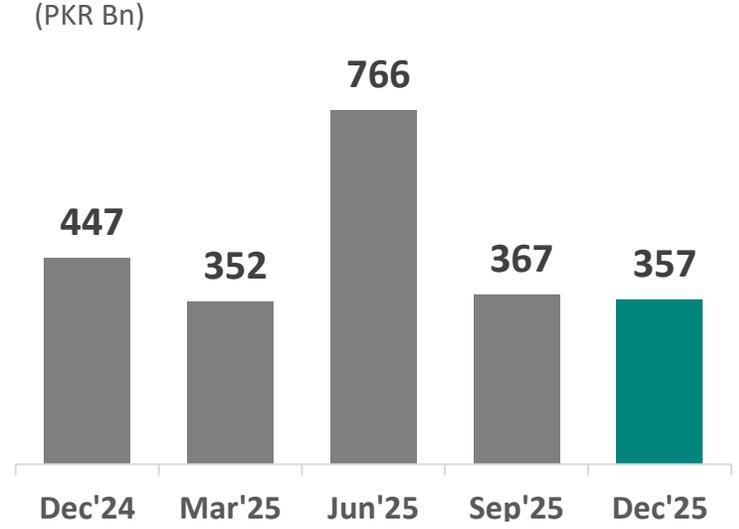
**Build up in Floaters**



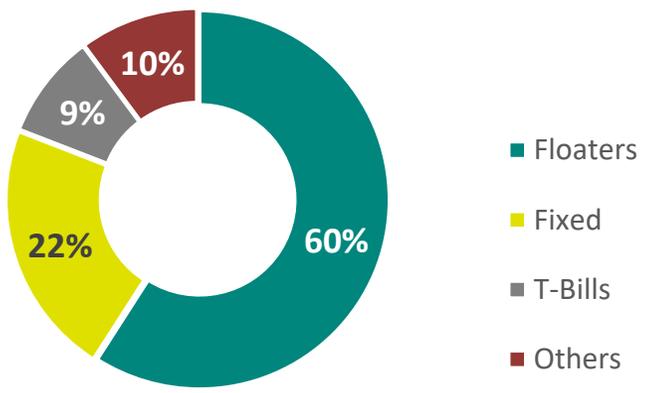
**Active fixed income participation**



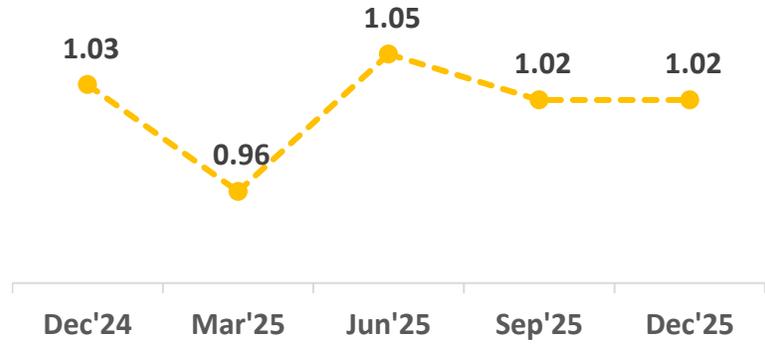
**T-Bills – supporting NIMs and trading**



**Portfolio Mix as at Dec'25**



**Overall portfolio duration**



**ALM Strategy in 2025**

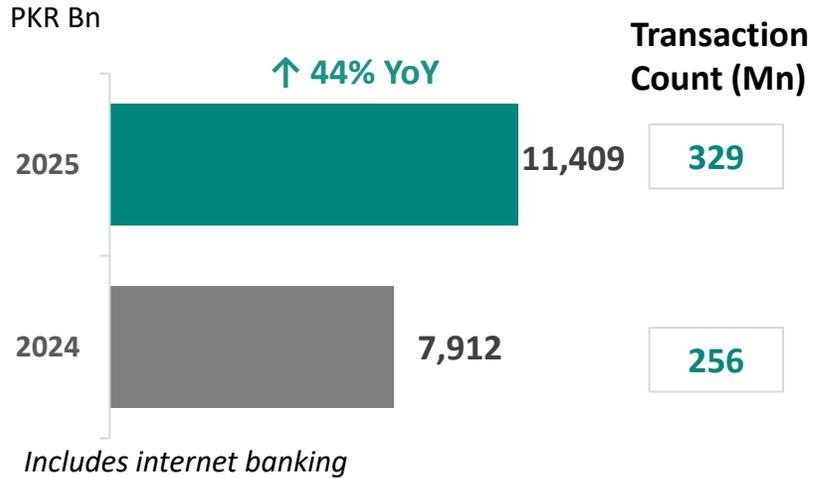
- Strong build up in floaters at healthy spreads
- Increase in fixed income portfolio to drive steady returns over the medium term
- Larger investment portfolio maintained during the year, with active money market participation
- MTM surplus significantly improves from PKR 32.0 Bn in Dec'24 to PKR 97.8 Bn in Dec'25
- Timely realization of capital gains of PKR 14.8 Bn on T-Bills, PIBs and Sukuks during the year

# Our leadership in Digital Payments is growing our customer base, with cost efficiency

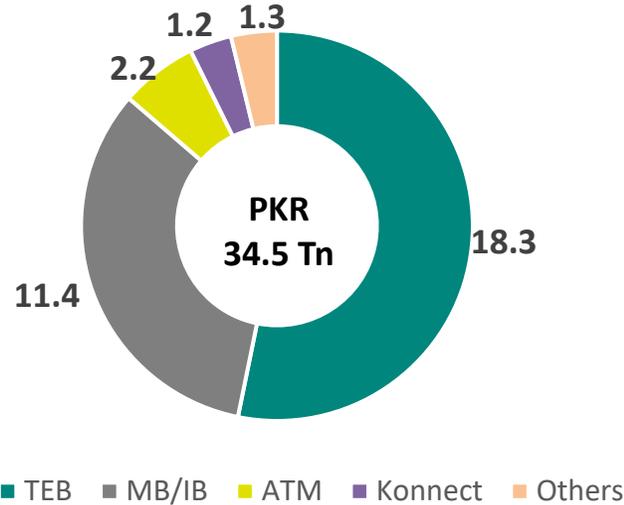


## Technology led investments are key to building future business models

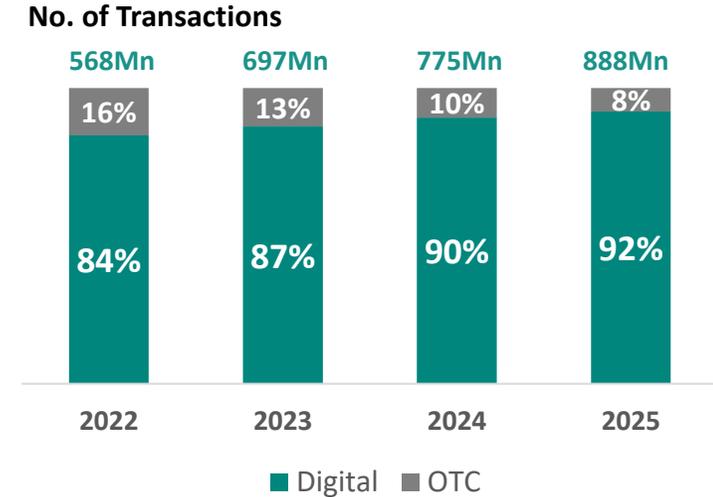
### #1 Mobile banking payments cross Rs 11Tn



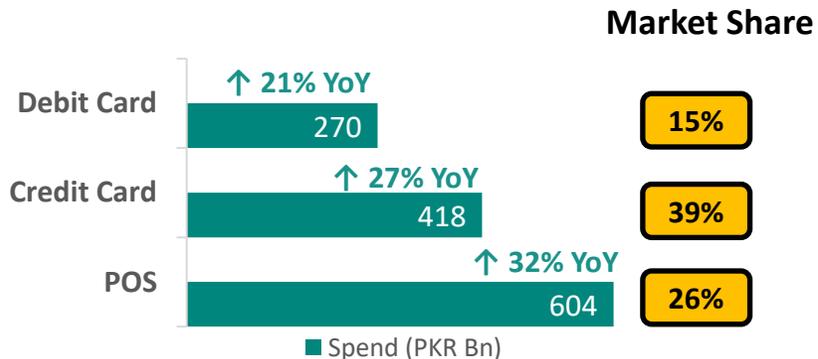
### Overall digital payments up 28%



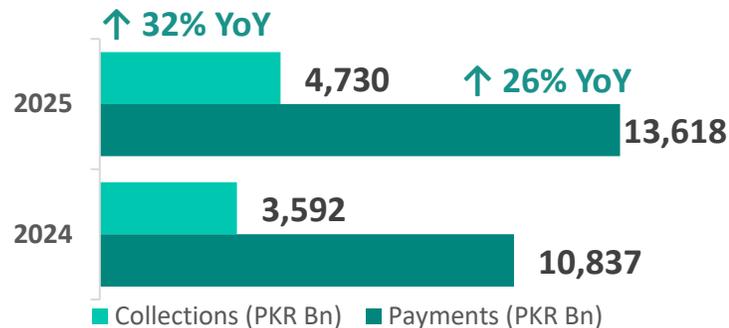
### Digital vs OTC ratio 92:8



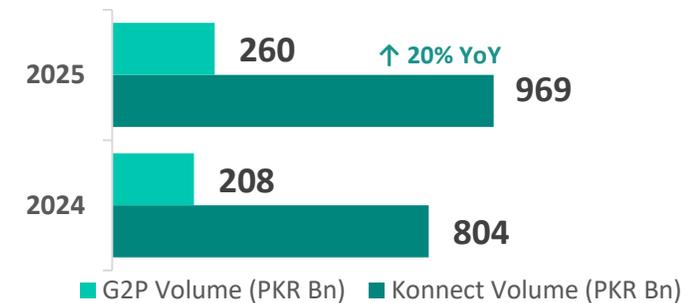
### #1 Leadership in cards – 6.7M+ card base



### #1 Leadership in Transaction Banking



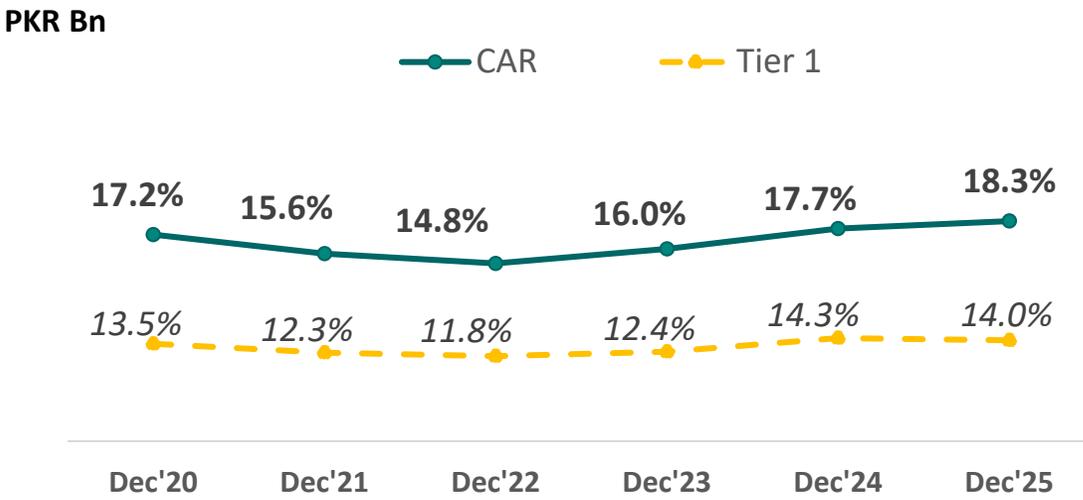
### #1 Leadership in Branchless Banking



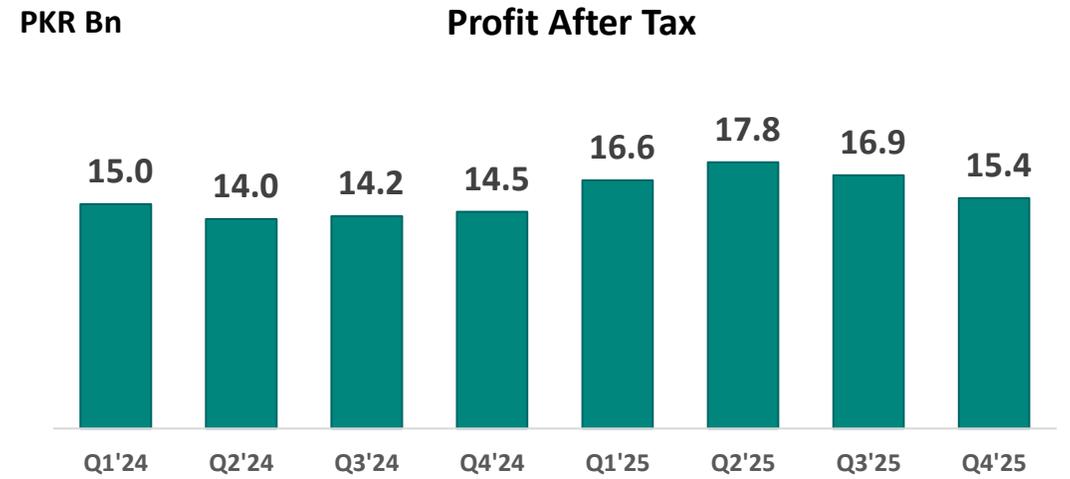
# ROE levels remain strong, with a sound capital base supporting growth



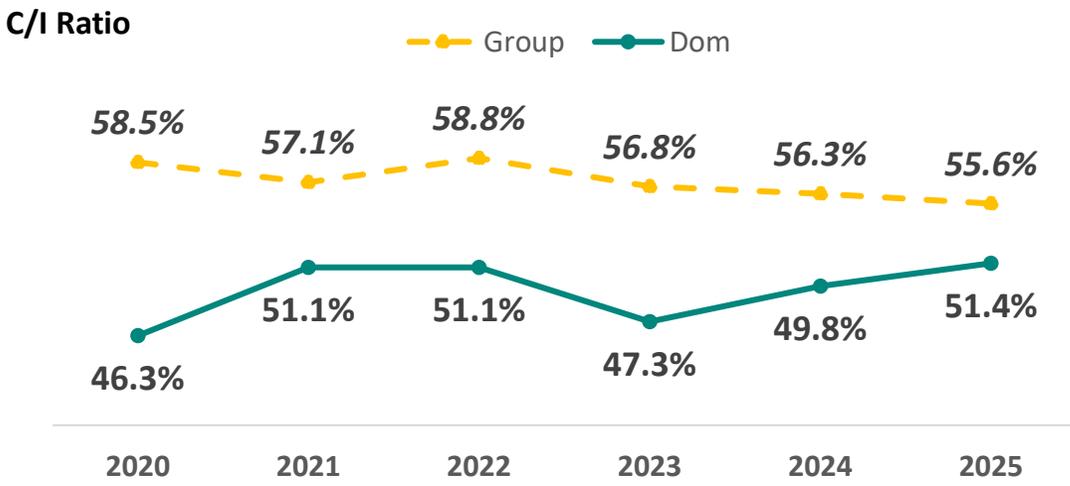
## Overall CAR strengthens to 18.3% as at Dec'25



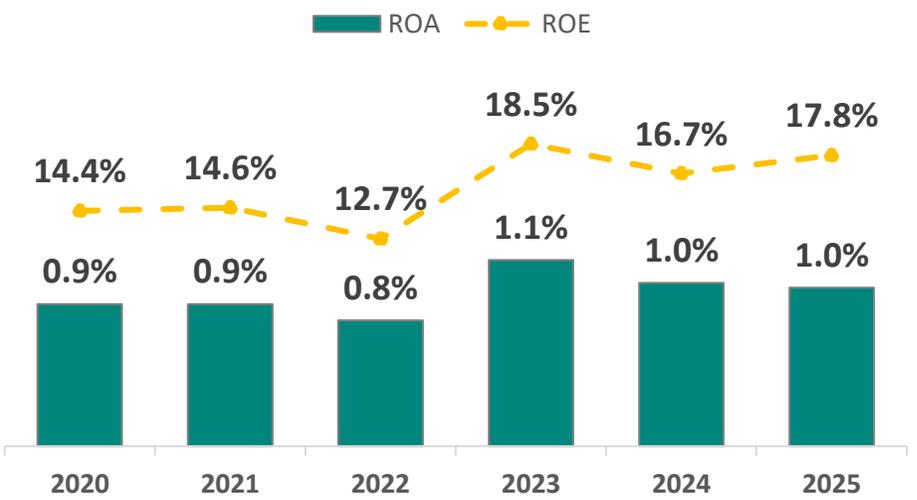
## Consistent earnings maintained despite NIM compression



## Cost discipline showing results

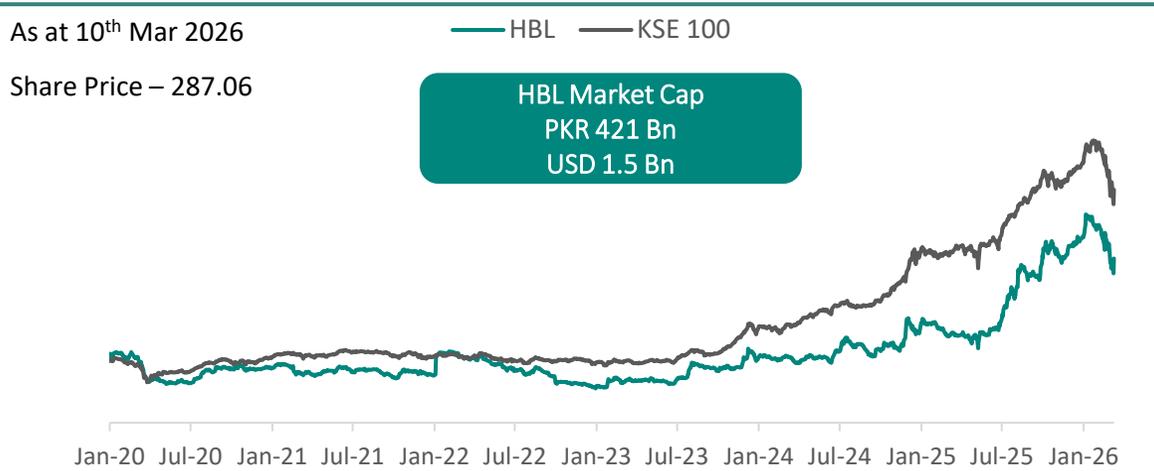


## ROE focus visible and growing to potential

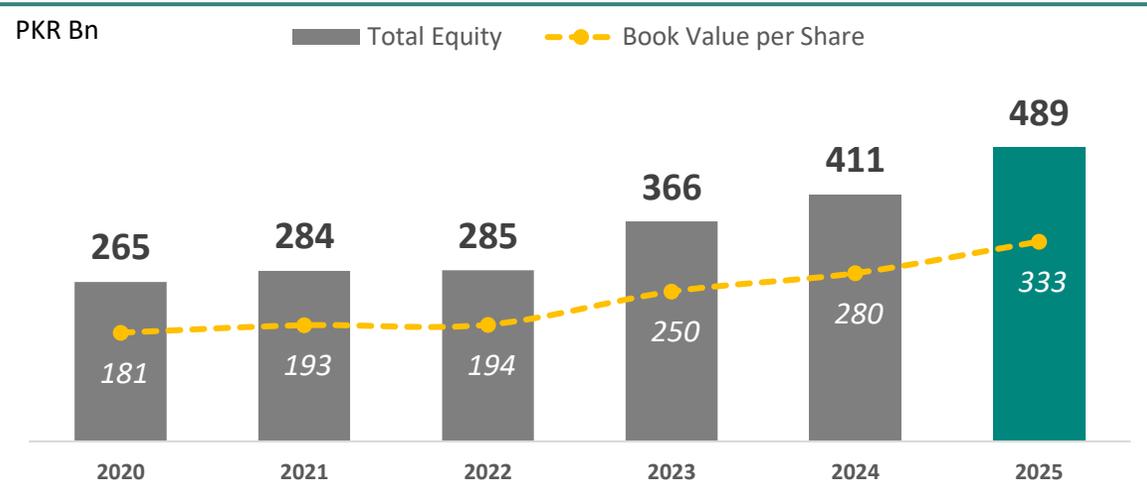


# Equity grows to Rs 489 Billion as at Dec'25, dividend payouts increase with improving valuations

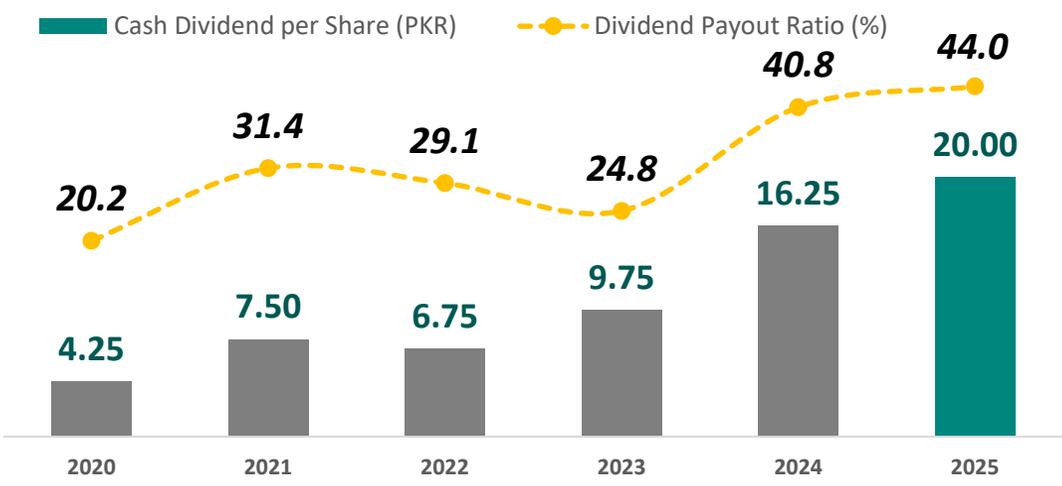
## HBL's share price vs KSE-100 over last 5 years



## Equity and Book Value per share



## Dividend payouts levels



Dividend Payout Ratio= DPS / EPS

**DPS in 2025**  
Q1: 4.5, Q2: 4.5, Q3: 5, Q4: 6

## EPS and P/E Ratio

