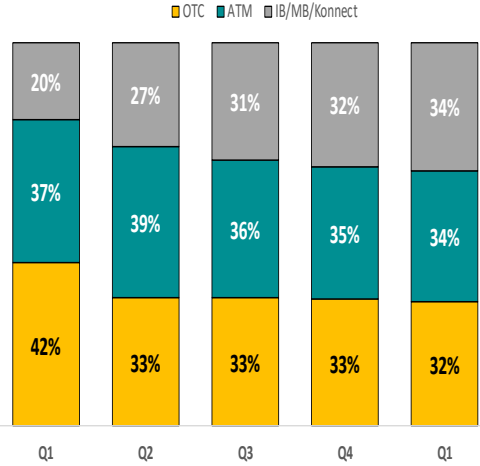


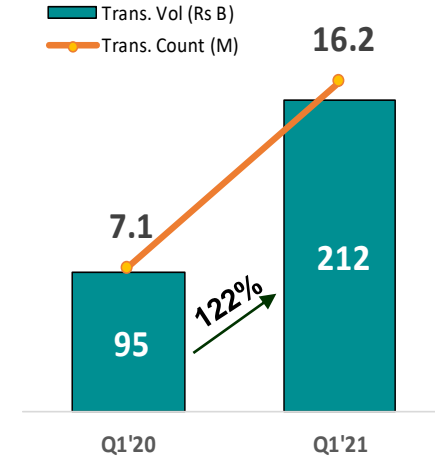


Investor Presentation – March 2021

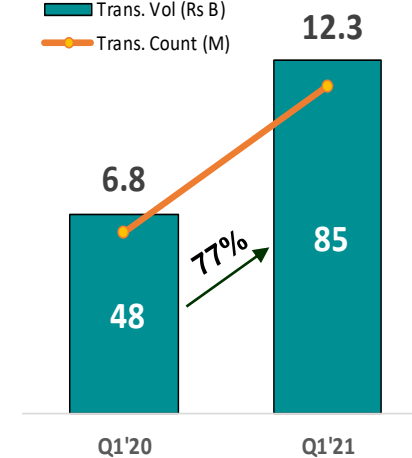
Channel migration – OTC mix approaching target level of 30%



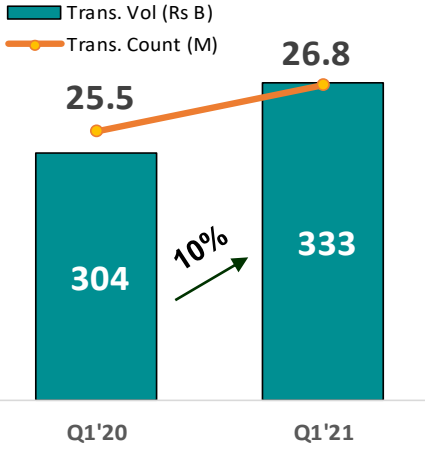
MB/IB volumes more than double – 2m users, App rating reaches high of 4.6



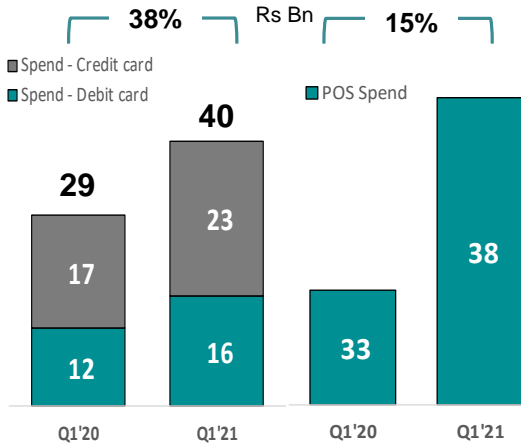
HBL Konnect – 54k agents 1.8m App Users



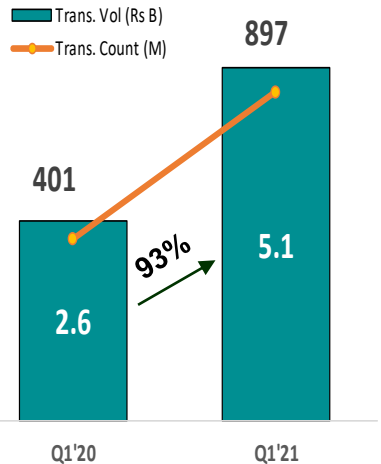
2,155 ATMs countrywide – transaction value up 10%, count up 5%



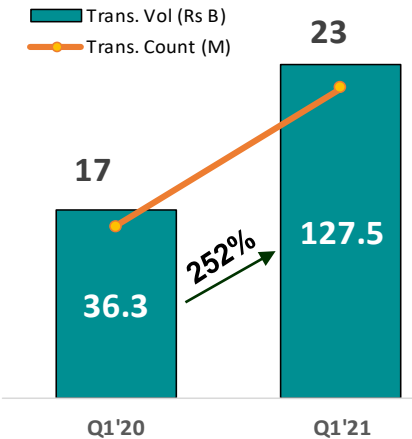
Cards base 5.8m to 6.2m (Credit cards 179k to 206k) POS terminals 26k to 31k



E-commerce volumes nearly doubled



QR Code locations at 41k, volumes up 3.5x



Roshan Digital Account – awarded for “Highest amount of investment in NPCs”

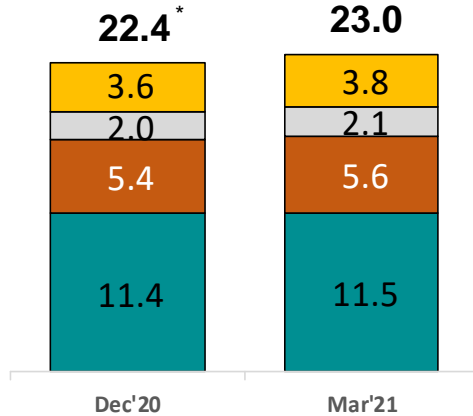
Total Inflows **\$129m**
Market Share: 16%

Naya Pak. Certificate **\$78m**
Market Share: 15%

Accounts opened **21,392**
Market Share: 20%

Customer base grew by 3% to 23m

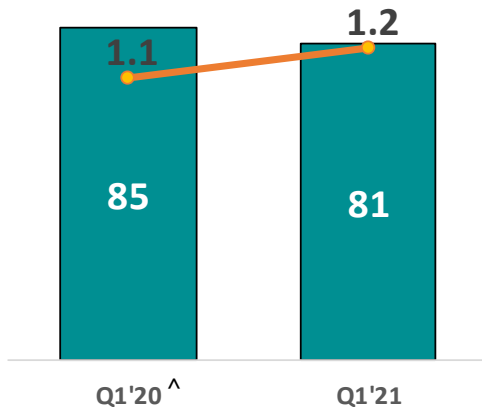
■ Branch ■ Konnect ■ FMFB ■ EKP



* Excludes 1-time disbursement to 8.7m beneficiaries under Emergency Cash Program

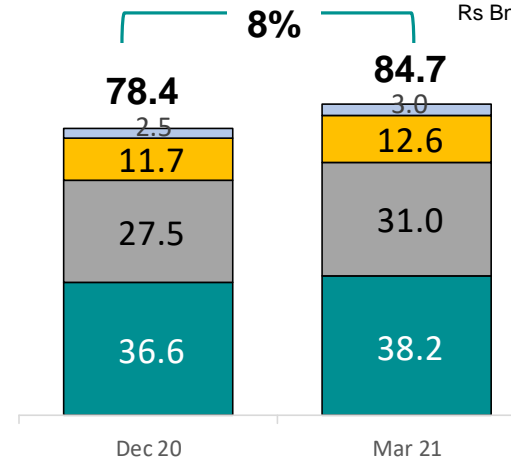
Employee Banking's dominance continues, with 1.2m accounts

■ Salary Processed (Rs Bn)
● No. of accounts (in Mn)



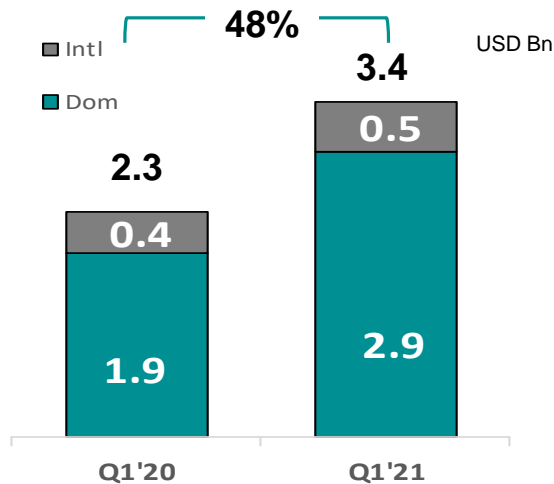
Consumer Lending continues momentum, up 8% to Rs 85b

■ PL ■ Autos ■ Cards ■ Mortgage



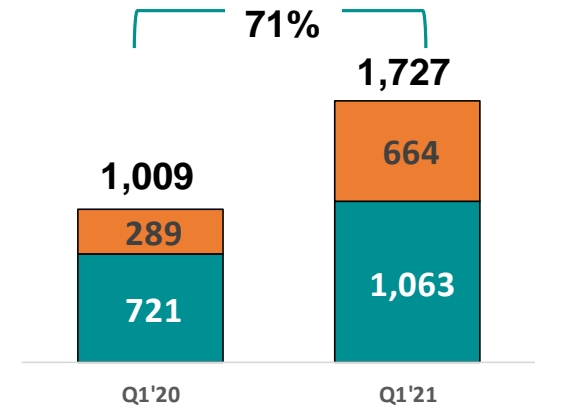
Trade Volumes – Market share increased from 10.1% to 12.2% in 2M'21

■ Intl ■ Dom



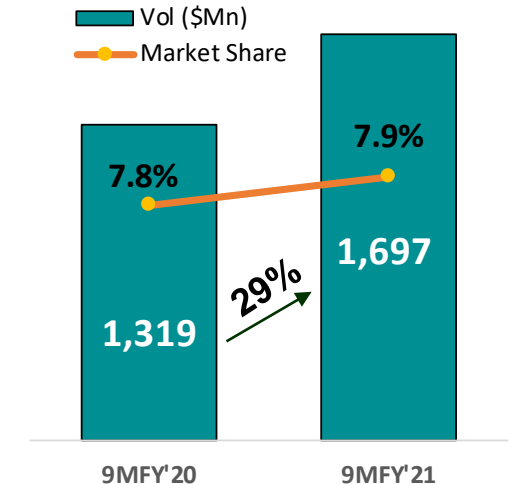
Cash Management, throughput up – Collections 47%, Payments 130%

■ Collection Volumes ■ Payment Volumes



Home Remittances – volumes increased by 29% in 9MFY'21

■ Vol (\$Mn)
● Market Share



[^] In Mar'20, various entities paid salaries in advance with the onset of COVID and the start of lockdowns

Profitability

- Profit before tax for Q1'21 is Rs 14.5b, more than double the profit of Rs 7.1b in Q1'20
- Profit after tax also more than doubled to Rs 8.6b in Q1'21

Revenue increased by 20% over Q1'20 to Rs 40.7b

- Net interest income grew by 16% to Rs 32.5b
 - NIM compression limited to 18bps as a result of strong Treasury positioning and growth of Rs120 billion+ in average current accounts
 - Domestic NII up 18% to Rs 30.3b as a result of nearly Rs 500b growth in average balance sheet volumes
- Total non-fund income increased by 42% over Q1'20 to Rs 8.2b.
 - Fees continued their upward momentum, increasing by 25% YoY and 9% QoQ to Rs 5.9b in Q1'21. The growth was primarily led by the cards, trade and consumer finance businesses.
 - Revaluation gain of Rs 0.8b due to rupee appreciation Vs a loss of 2.8b in Q1'20 more than offset the absence of capital gains (Rs 2.3 b in Q1'20)
 - Excluding revaluation and capital gains, NFI is up 22% YoY

Administrative expense reduced by 7% to Rs 23.9b as Q1'20 included Rs 4.4b New York related costs

- The cost to income ratio (excluding capital gains) reduced from 81.4% in Q1'20 to 58.4% in Q1'21
- The domestic cost to income ratio (excluding capital Gains) reduced from 57.7% in Q1'20 to 54.9% in Q1'21

NPLs & Provisions

- Total NPLs reduced by Rs 0.7b over Dec'20; the infection ratio remained at a record low of 6.3%.
- Provisions of Rs 1.9b in Q1'21 are Rs 1.3b higher than in Q1'20
 - Despite strong recovery performance, credit provisions of Rs 2.7b are Rs 2.3b higher as the Bank recorded subjective provisioning of Rs 2.4 b on certain stressed accounts.
 - Impairment reversal of Rs 734m in Q1'21 due to sales of previously impaired equities at higher than carrying value. In Q1'20, there was a net charge of Rs 0.1b.
- Specific coverage reduced marginally from 86.3% in Dec'20 to 86.0% in Mar'21 as new NPLs are at relatively lower coverage.

Balance Sheet down 8% to Rs 3.5 t on the back of lower repo borrowings

- The bank adopted a defensive approach in the face of rising inflation and uncertainty around the timing of the IMF tranche, in the run up to the March-end MPC. Consequently, the repo book was run down.

Total deposits, at Rs 2.8 trillion, showing seasonal decline of 1.7% over Dec'20

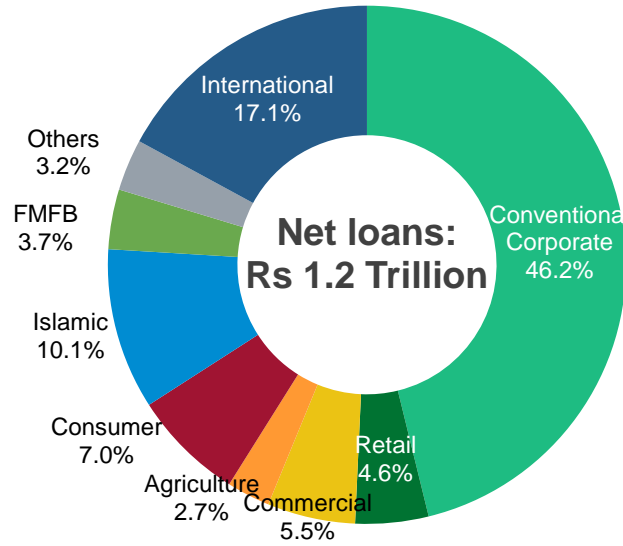
- Total domestic deposits declined by 1.3% over Dec'20 to Rs 2.5t, with market share at 13.8%
- Domestic current accounts declined from their Dec'20 peak to Rs 871b. However, the current account ratio remained essentially flat at 34.3%.
- Average domestic deposits increased by 19.2% (Rs 375b) – a multi-year high. Average current accounts grew by Rs 120b, an increase of 17%
- International deposits have declined by 1.7% over Dec'20 to \$ 1.6b.

Advances reduced marginally over Dec'20 to Rs 1.2 trillion due to reduction in commodity lending.

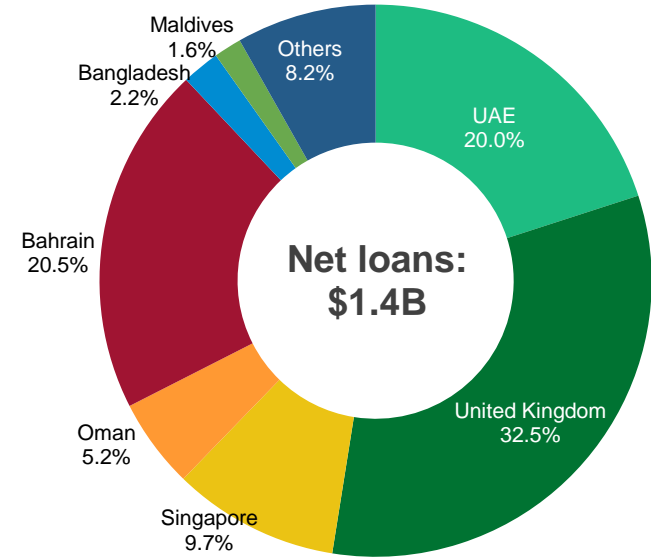
- Non-commodity advances have increased by 3%, driven by higher corporate lending and continued growth in Consumer (up 7.5%).
- International advances have increased by 8.3% (\$ 102m) to \$ 1.4b. The growth is driven from Corporate disbursements (mainly China, Singapore) and FI lending in Singapore and Bahrain.

PKR Bln	Mar'21	Dec '20	Var%
Cash & Bank Balances	334.7	431.8	-22%
Lending to Financial Institutions	58.5	30.2	94%
Investments	1,717.4	1,948.6	-12%
Net Advances	1,212.5	1,223.5	-1%
Others	216.1	215.0	1%
Total Assets	3,539.1	3,849.1	-8%
Deposits - Domestic	2,538.8	2,572.0	-1%
Deposits - International	242.8	258.3	-6%
Total Deposits	2,781.6	2,830.4	-2%
Borrowings	284.1	544.1	-48%
Subordinated loan	12.4	22.4	-45%
Others	199.5	186.7	7%
Total Liabilities	3,277.5	3,583.6	-9%
Shareholders' equity	229.4	229.5	0%
Surplus on revaluation (Net)	32.2	36.0	-11%
Total Liabilities & Equity	3,539.1	3,849.1	-8%

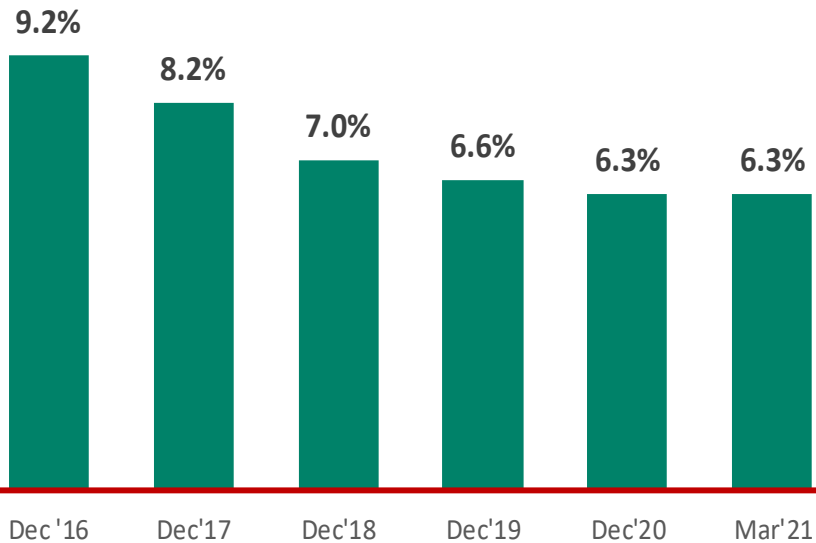
Loan portfolio composition by line of business



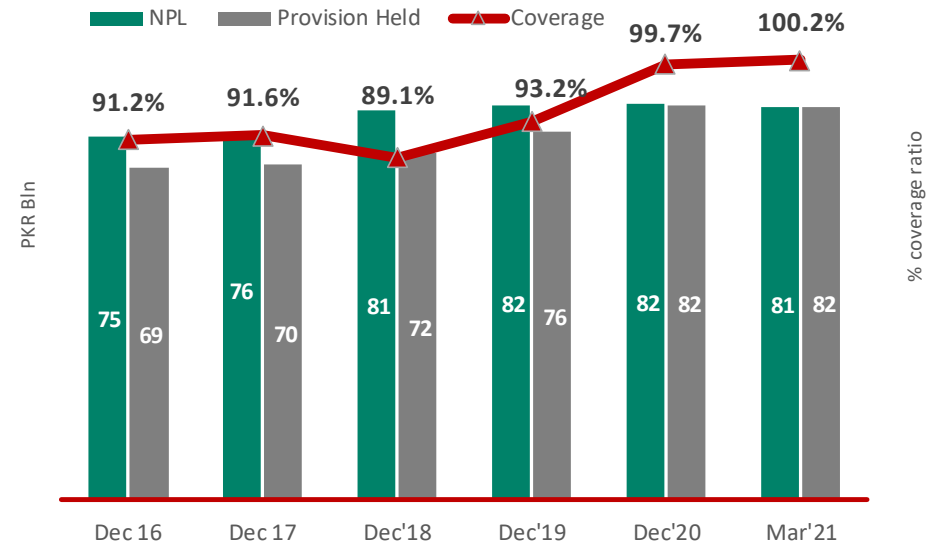
International Advances – Location wise



Infection ratio



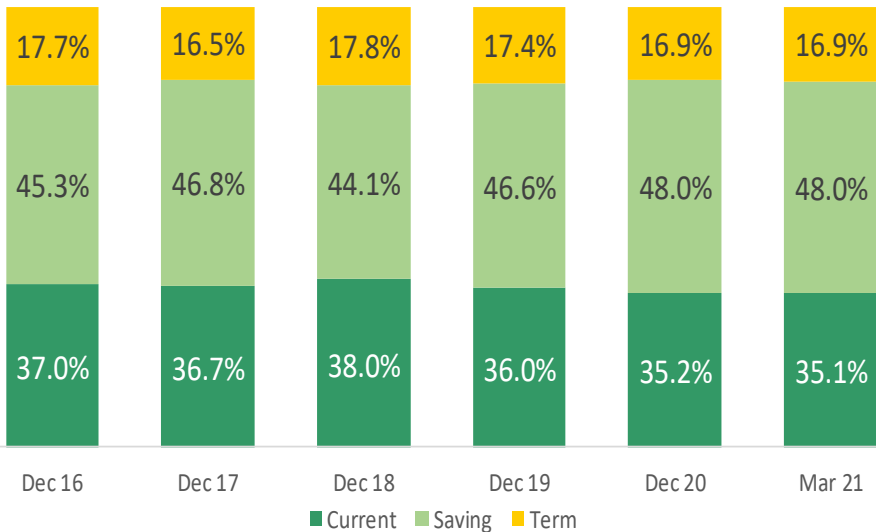
Coverage ratio



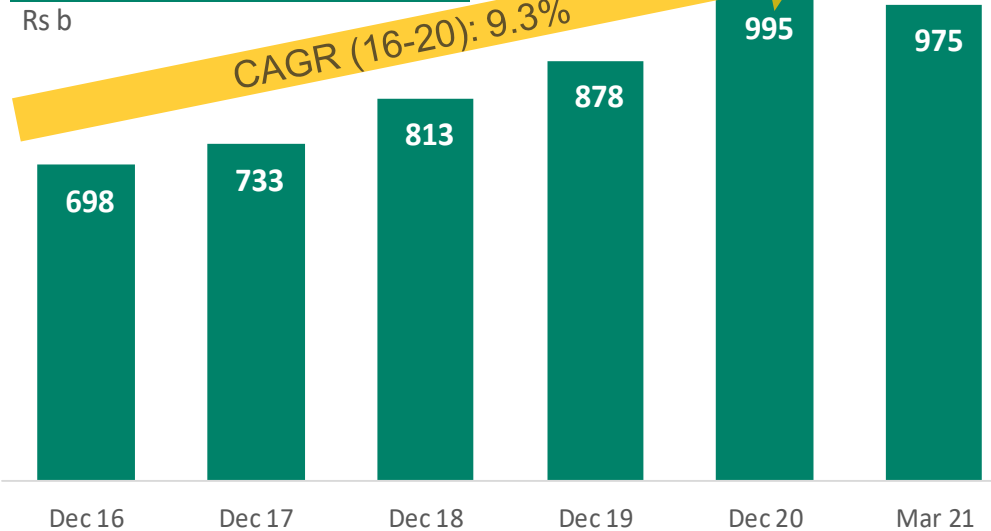
Period End Deposits			
PKR Bln	Mar'21	Dec'20	Var%
Current	870.7	884.2	-2%
Saving	1,303.5	1,321.4	-1%
Term	364.7	366.5	0%
Domestic	2,538.9	2,572.0	-1%
International	242.8	258.3	-6%
Group	2,781.7	2,830.4	-2%
CASA - Domestic	85.6%	85.8%	-0.1%
CASA - Group	83.1%	83.1%	-0.1%

Average Deposits			
PKR Bln	Q1 21	Q1 20	Var%
Current	817.0	698.3	17%
Saving	1,203.0	986.4	22%
Term	328.3	285.3	15%
Domestic	2,348.3	1,970.1	19%
International	251.3	252.6	0%
Group	2,599.6	2,222.6	17%
CoD - Dom	3.60%	6.81%	- 321 bps
CoD - Group	3.48%	6.30%	- 282 bps

Deposits Composition

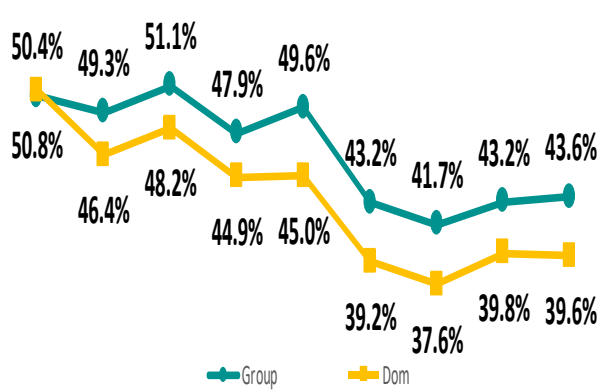


Growth in current deposits



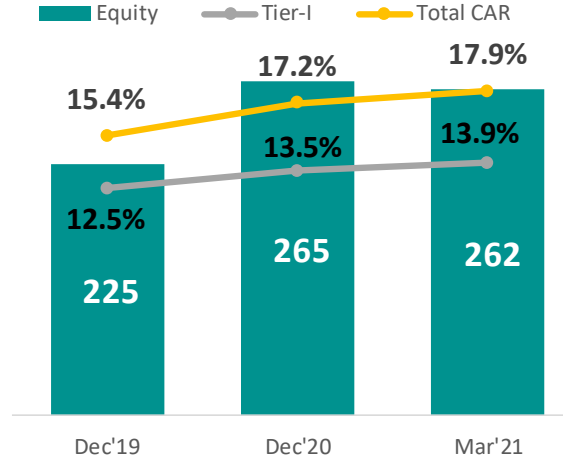
PKR Mn	Q1'21 (Actual)	Q1'20 (Actual)	Var%
Net Interest Income	32,469	28,013	16%
NFI ex. Capital gains	7,680	6,270	22%
Capital gains	(206)	2,280	-109%
Reval. loss on open position	748	(2,772)	127%
Total Non Fund Income	8,222	5,778	42%
Gross Revenue	40,691	33,791	20%
Operating Expenses	(24,263)	(26,033)	7%
Pre Provision Operating Profit	16,428	7,758	112%
Provisions	(1,920)	(625)	-207%
Profit Before Tax	14,508	7,133	103%
Tax	(5,948)	(3,025)	-97%
Profit After Tax	8,560	4,108	108%

ADR improved due to growth in Int'l loans and lower deposits

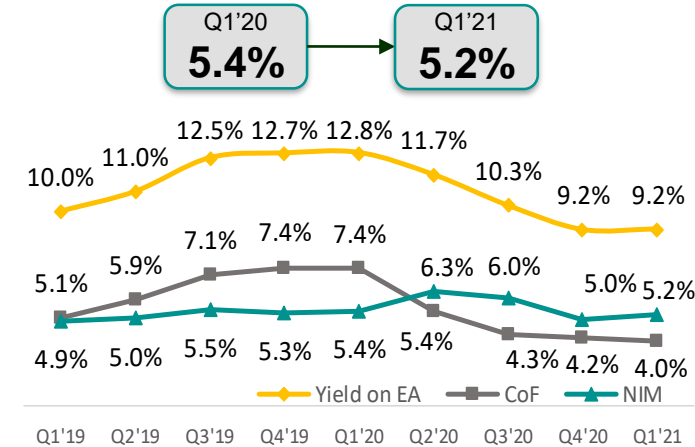


Mar'19 Jun'19 Sep'19 Dec'19 Mar'20 Jun'20 Sep'20 Dec'20 Mar'21

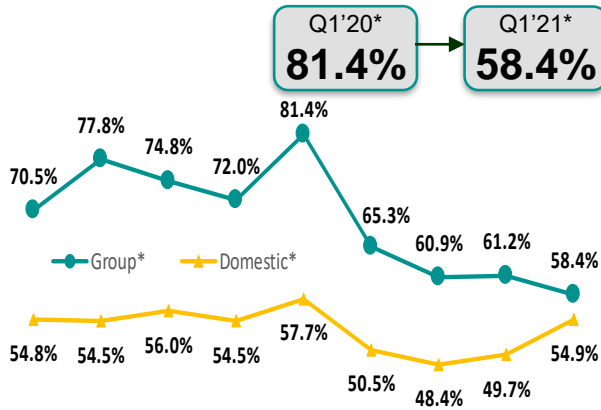
CAR improved across all tiers on the back of strong profitability, PKR appreciation



Domestic NIMs improved QoQ due to lower cost of deposits

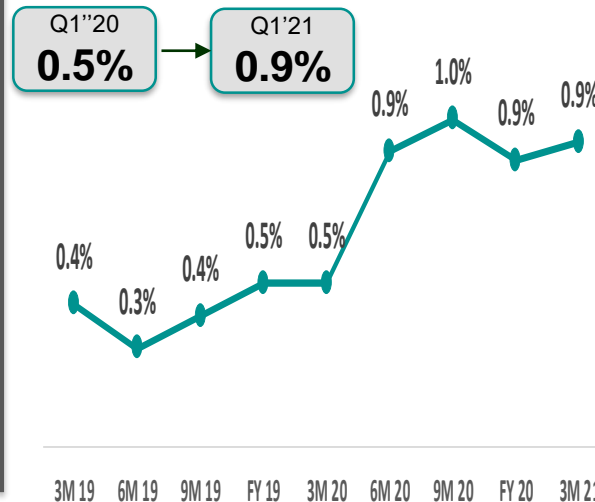


Cost to income ratio improving gradually to more sustainable level

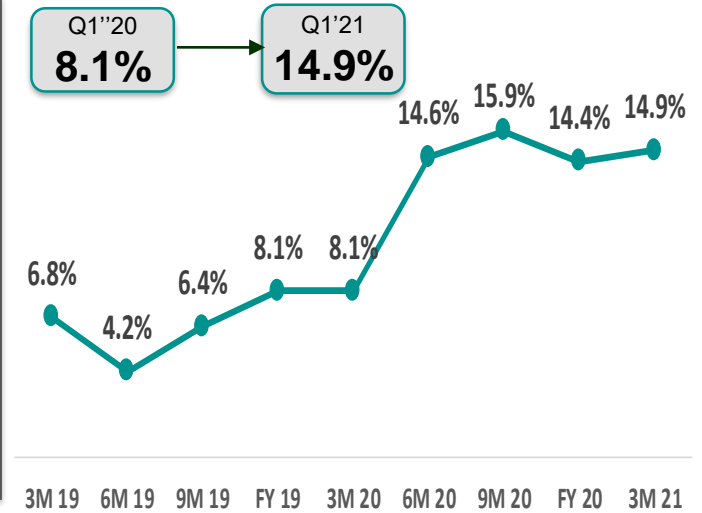


3M 19 6M 19 9M 19 FY 19 3M 20 6M 20 9M 20 FY 20 3M 21

Strong profits have improved ROA



Leading to higher ROE



* Excluding capital gains