

## Who we are and what we do



### Who we are

Ibrahim Group, through its different companies and sponsors owns more than 75% of Allied Bank. The Group, apart from interest in financial sector, is engaged in manufacturing of yarn and polyester staple fibre, trading and power generation.

### About Allied Bank

Allied Bank Limited is engaged in Commercial banking and related services. The bank was incorporated as Australasia Bank Limited in 1942. After the amalgamation of four banks in 1974, name of the bank was changed to Allied Bank Limited. Later in 2005, the bank was listed on all stock exchanges in Pakistan. Extensive experience over the last 66 years of operating in Pakistan, the bank has built strong equity, assets and deposits base.

Following the take over of its management control by the Ibrahim Group in 2004 and subsequent merger of Ibrahim Leasing into Allied Bank in 2005, the Board formulated comprehensive strategic priorities to address the needs to run a world class financial institution. To attain this goal, it was imperative to invest in human resources, systems and

technology, with special emphasis on value addition and service quality.

The Board of Directors of Allied Bank is providing strategic input and guidance to the management through its various committees which include Audit Committee, Strategic Planning and Monitoring Committee, Human Capital Committee and e-Vision Committee. The Board oversight of the management ensures effective implementation of its policy directives in line with its strategic vision to promote a risk culture in the bank.

The management of the bank comprises of seasoned bankers led by CEO and is divided into different groups on functional basis. At the management level, there exist six major committees including Management Committee, Human Resource Committee, Risk Management Committee, Assets and Liabilities Committee, Compliance Committee and IT Steering Committee.

Allied Bank is now one of the largest banks in Pakistan, operating through a network of 766 branches in over 300 cities and towns offering real-time online banking. The bank has in place the largest ATM network in the country with 502 ATMs in more than 145 cities and towns across Pakistan.

Based on its financial performance and significant improvement in areas of risk management and corporate governance, the Pakistan Credit Rating Agency (PA-CRA) maintained the long-term credit rating of Allied Bank to AA (double A) and short-term rating to A1+ (A one plus).

### What we do

Allied Bank offers a full suite of banking products and services with a focus on service delivery through technology.

#### Commercial and Retail Banking

This segment is catering to the needs of individuals, middle sized customers, Small and Medium Enterprises (SMEs) and agriculture sector. It provides to its customers with integrated financing and investment options and offers various deposits solutions including speedy funds transfer through its extensive online network.

This segment is overseen by four geographical groups and is further divided into 27 regions in order to effectively service its customers' needs.



### Corporate and Investment Banking

Corporate book is a major component of our loan portfolio. Corporate and Investment Banking Group offers a wide range of financial services to medium and large sized private and public sector entities. These services include providing and arranging term financing, corporate advisory, underwriting, cash management, trade products, corporate finance products and customer services on all bank related matters through the concept of relationship management.

Now, your bank is one of the leading corporate lending Institutions in the country. The bank played a key role in the economic growth of Pakistan by financing all the major sectors of the economy. Allied Bank is one of the leading investment banks in the country because of its role in the major investment and corporate banking transactions. The Corporate and Investment Banking has been awarded "Corporate Finance House of the Year (Banks)" for the second consecutive year by CFA Association of Pakistan and received international recognition when "The Banker" magazine UK, conferred the "Deal of the Year 2008 – Pakistan".

### Consumer & Personal Banking

In line with the bank's policy to provide complete suite of products and services to its customers, substantial ground work was done to establish our consumer banking business.

In 2008, the Consumer Banking re-branded Visa Debit Card. Other consumer products will be launched in a phased manner. Although, Allied Bank will be faced with increased competition from several other banks offering the same products, we are confident to benefit from leveraging our largest network of online branches, superior technology platform and a huge customer base.

### Treasury

Treasury Group is actively involved in managing funds through interbank market, investments in securities and capital markets with the objective to provide support to other businesses of the bank as well as to the customers. At the same time, the Group also ensures that all regulatory requirements are being complied with. The Group has dynamic and experienced professionals who have specialized expertise in treasury functions. The Group is divided into desks of Money Market, Foreign Exchange, Treasury Marketing and Capital Market.

### ABL Asset Management

To provide a wide array of investment products, Allied Bank launched its asset management company, ABL Asset Management Company Limited, with a paid up capital of Rs. 500 million. The company was incorporated in October 2007 and also received its license for Asset Management and Financial Advisory. The company launched its mutual fund in 2008. By the year end, ABL - Income Fund became the best performing fund among all Income Funds in Pakistan, posting an annualized return of over 15 percent since its inception. The Fund size grew close to Rs. 2,000 million by December 31, 2008 at a time when the Asset Management Industry posted a decline of over 50 percent in Funds Under Management and had the distinction of being the only Income Fund in Pakistan to post increase in Assets during September-December 2008 period.