



**Corporate Briefing Session – 2022**  
**September – 2022**

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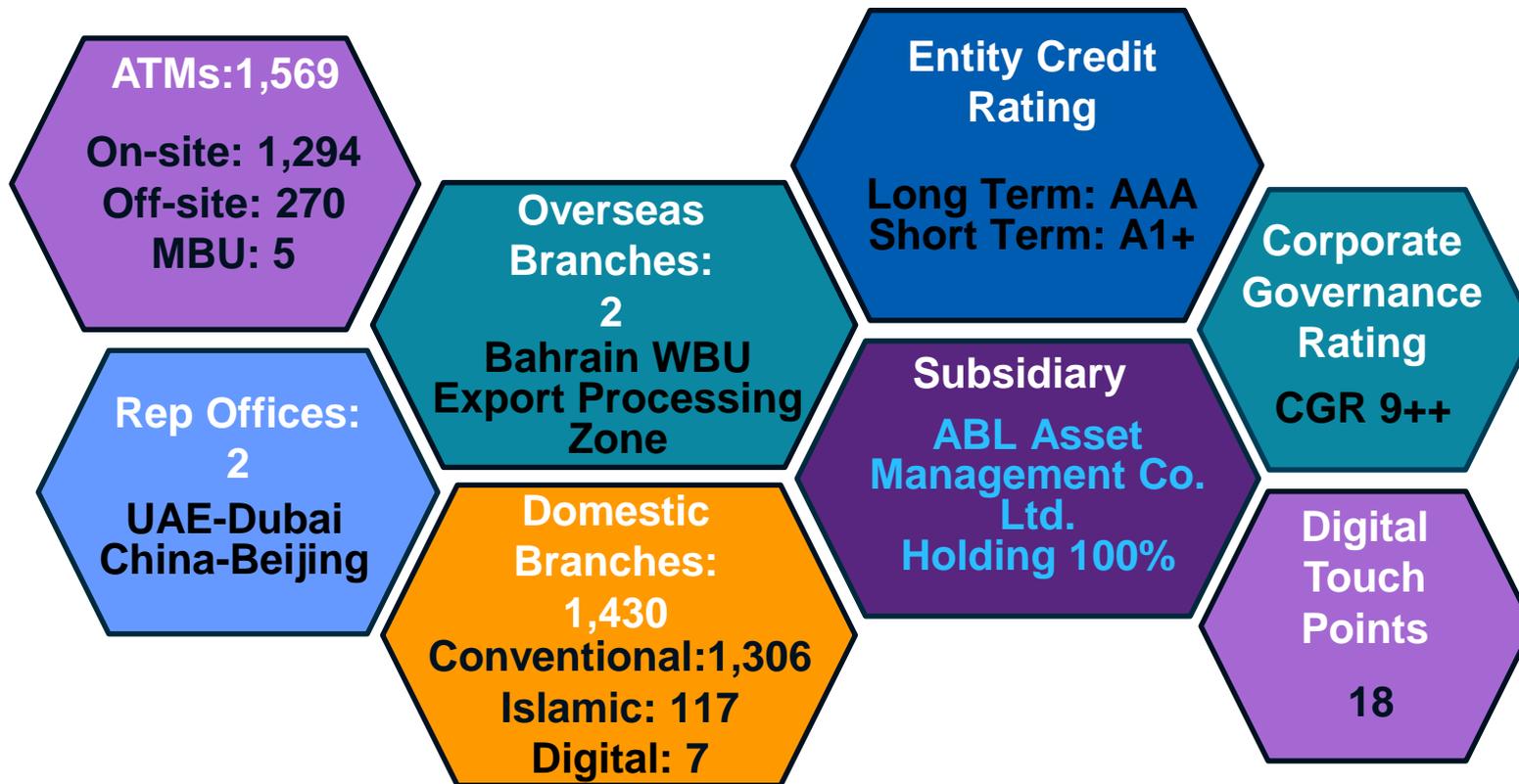
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# ABL at Glance





# ABL Core Values & Strategic Objectives

## Innovation and Growth

Augmenting financial inclusion of unbanked population through innovative & diversified technologies, building customers' confidence through convenient delivery channels and product design.

## Excellence in Service

Continuous re-engineering of policies, procedure, Standard Operating Procedures, Service Level Agreements & Turn Around Times ensuring operational efficiencies through effective management

## High Performance

Enhancing Brand Image and creating shareholders' value through sustainable performance, while optimizing return against acceptable risk appetite.

## Integrity

Instilling a culture of ethics & responsibility among Human Resource & becoming employer of choice for top professionals



# Insight on ABL Business Groups

## Corporate & Investment Banking

- Developing long term relationships to maintain corporate loan book
- Offering a wide range of investment banking solutions
- Maintaining Banks Capital market portfolio

## Commercial & Retail Banking

- Undertaking all facets of liability business to expand Bank's deposit base
- Promote financing to SME and Agri based obligors in line with Banks risk appetite

## Digital Banking

- Focused to shifting Bank's orientation towards the 'Digital Banking Age'.
- Striving to augment the digitized product suite to align with evolving virtual environment.

## Treasury

- Providing optimal solutions to the customers including a wide array of FX spot, forward & discounting products.

## Islamic Banking

- Offering diverse Shariah compliant services to better serve the niche Islamic Banking Market.

## Special Asset Management

- Engaged in recovery against non-performing assets while being a focal point for remedial measures related to fraud.

# Awards and Accolades

1

Bank of the Year 2022 (Pakistan) The Banker



2

FinanceAsia "Best Domestic Bank in Pakistan 2022"



3

Asia Money "Best Bank for SME 2022"



4

Pakistan Digital Awards 2022 "Best Banking Tech of the Year"



5

National Forum and Environment and Health (NFEH)

- Corporate Governance
- Women Welfare, Empowerment & Development
- Green Energy Initiatives



6

Global Diversity & Inclusion Benchmarks Award 2021 – Best Progressive Bank in Leadership & Recruitment & Development



7

Best Corporate Report Award for the year 2021 – "2<sup>nd</sup> Position for Best Corporate Report"





# Key Operational Milestones

## Augmenting Financial Inclusion

- ✓ Enhanced Pakistan's First myABL WhatsApp Banking service by adding new features, including IBAN Generator, Apply for new Credit Card, Open myABL Wallet Account and Schedule of Charges.
- ✓ "Asaan Mobile Account" was launched to financially include the market segment which does not possess a smartphone.
- ✓ Revamped Khanum account with enhanced features for women financial inclusion.
- ✓ Opened 3 Conventional Branches and 25 Islamic Banking Windows (Total Branches 1432 and Islamic Banking Windows 135).
- ✓ "11" new Automated Teller Machines (ATMs) added (Total: 1,569)
- ✓ Biometric Verification of pensioner through new API launched for Federal/ Accountant General Pakistan Revenues (AGPR) pensioners.
- ✓ Expanded e-commerce payments on leading online merchants including Careem, Netflix, Uber, Google, Apple, food panda etc.

## Operating Effectiveness

- ✓ Implemented Phase-1 and Phase-2 of Micro Payment Gateway "Raast"
- ✓ Completed installation of additional '250" Digital signage Machines (Total DSMs) 1,274)
- ✓ "Direct Debit" of Banker Instruments deployed, for processing in INCHEQ system after manual scrutiny.
- ✓ Export Refinance centralized to reduce branches visits by the Banking Services Corporation (BSC) verification teams.
- ✓ Customer Relationship Management (CRM) implemented for Home Remittance Operations.
- ✓ Highest acquirer Automated Teller Machines business; ATM uptime 96%



# Key Operational Milestones

## Enhanced Focus on Digitization

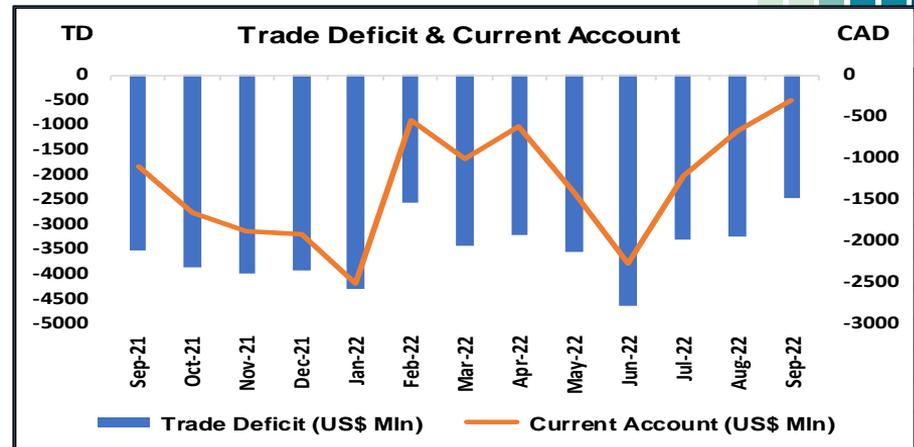
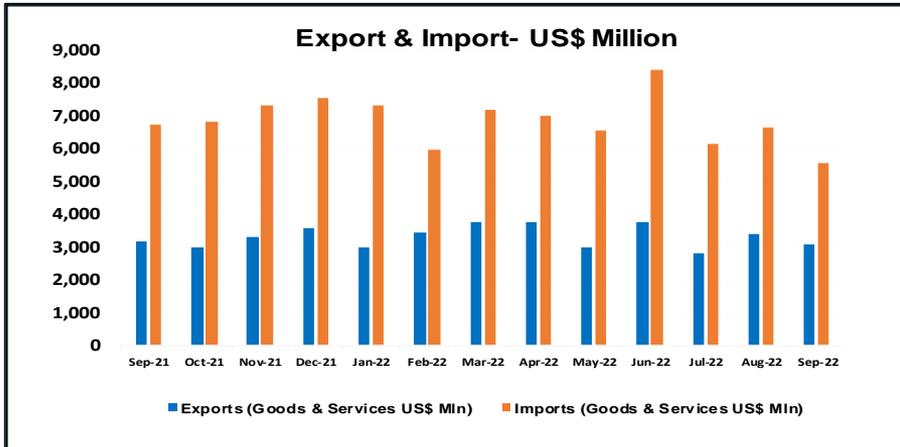
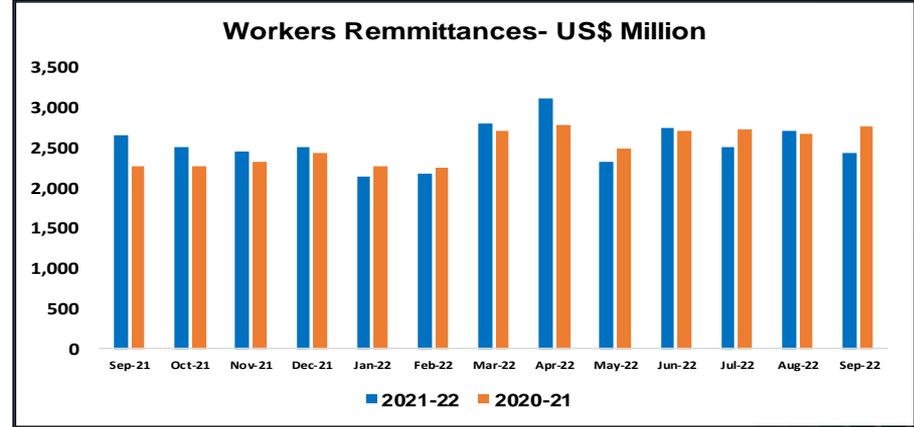
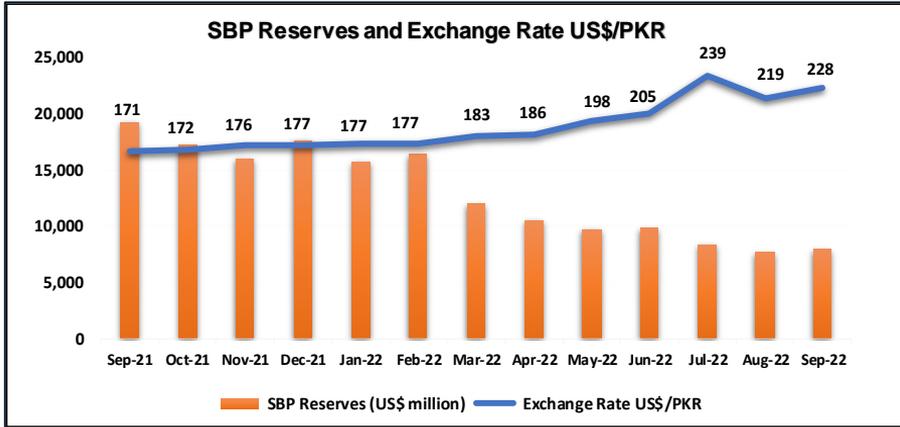
- ✓ Launched Digital Lobby (Self Service Area) in UMT Lahore
- ✓ Updated version of “myABL Business App” with enhanced features.
- ✓ Biometric Automated Teller Machine service on its complete network of 1560+ Automated Teller Machines.
- ✓ Launched Premium & Platinum debit cards on foreign currency (FCY) accounts.
- ✓ Launched myPDA (Pakistan Digital Account)
- ✓ Launched Pakistan’s First “Cash Recycler Machines”.
- ✓ Allied Bank in collaboration with NIC launched Hackathon this year, visited multiple universities in Lahore, Islamabad and Karachi to promote the Hackathon among students and startups.

## Employer of Choice for top Professionals

- ✓ Introduced Allied Leadership Talent Pipeline to ensure effective succession at the mid-level management
- ✓ RISE program for the Middle management (MG 9 to MG 7) Assessment completed and training plan submitted.
- ✓ Conducted training of the employees based on Training Need Analysis for the year 2022, Training Coverage of employees is 76% and 8,509 trainees
- ✓ “Women Leadership’ Program for high potential female employees.
- ✓ Awareness Campaigns on Digital Frauds conducted for customers.
- ✓ 2 Management Development Centers (MDCs) are currently operational.



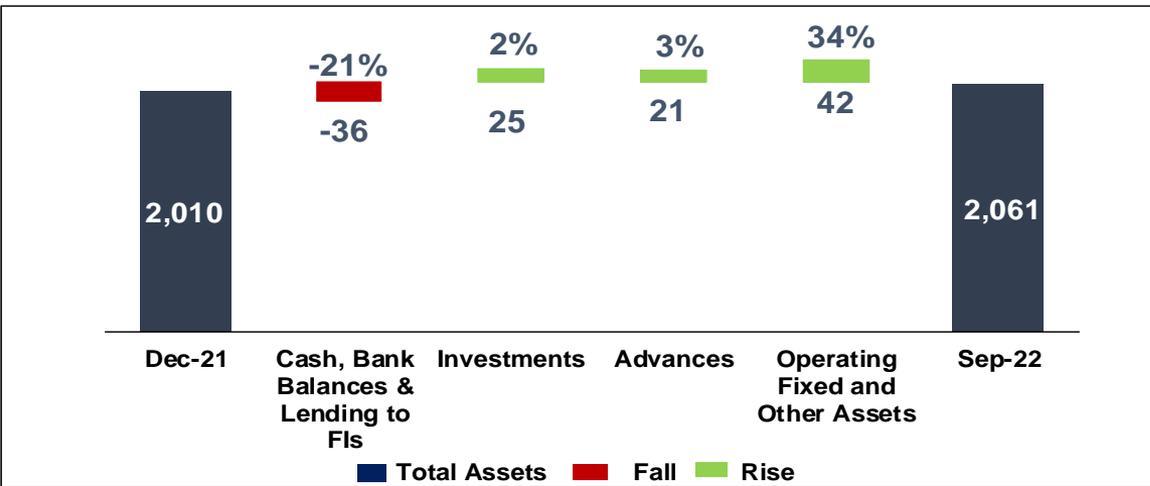
# Economic Highlights





# Highlights Financial Position (Assets)

(Rs. in Billion)



- Total Assets reached at Rs. 2,061 billion (increased by 3%).

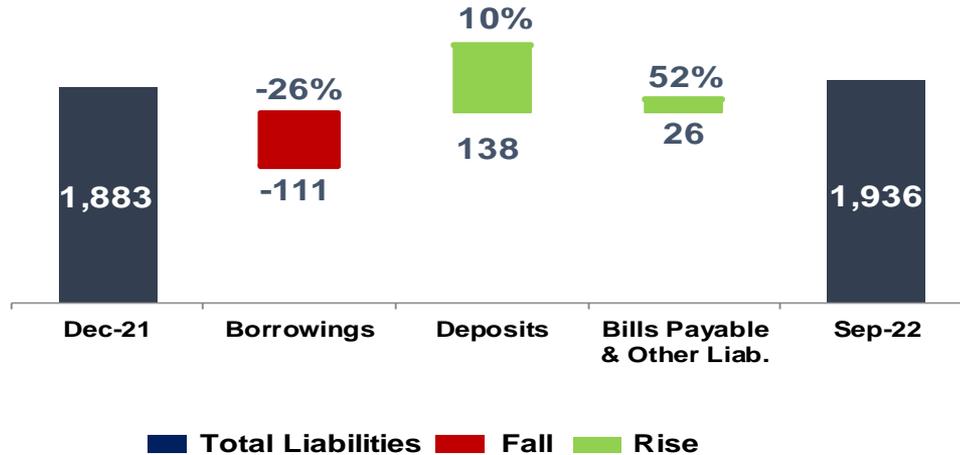
- Net Advances reached at Rs. 674 billion as on Sep 30, 2022; Increased by 3% as against Rs. 653 billion as on Dec 31, 2021.

- Net Investments reached at Rs. 1,089 billion (Increased by 2%).

Particulars	Sep' 22	Dec'21	ABL Growth	Industry Growth
Cash, Bank Balance & Lending to FI's	135	171	-21%	-18%
Investments - Net	1,089	1,064	2%	24%
Advances - Net	674	653	3%	10%
Operating fixed and other assets	164	122	34%	37%
<b>Total Assets</b>	<b>2,061</b>	<b>2,010</b>	<b>3%</b>	<b>15%</b>

# (Liabilities)

(Rs. in Billion)

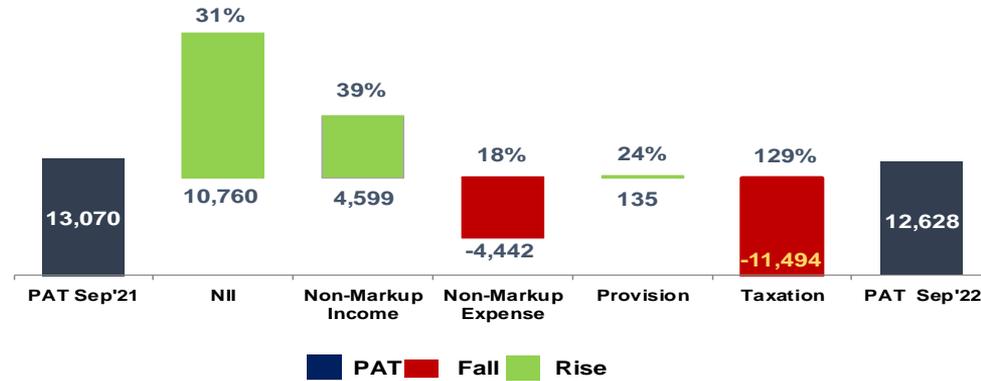


Particulars	Sep' 22	Dec'21	ABL Growth	Industry Growth
Borrowings	309	420	-26%	42%
Deposits and Other Accounts	1,551	1,413	10%	9%
Bills Payable & Other Liabilities	76	50	52%	24%
<b>Total Liabilities</b>	<b>1,936</b>	<b>1,883</b>	<b>3%</b>	<b>15%</b>

- Total Liabilities stood at Rs. 1,936 billion (increased by 3%)
- CASA Sep'22 Stood at: 80%
- Deposits aggregated to reach at Rs. 1,551 billion; increased by 10% as compared to Industry growth of 9%.
- Total Equity stood at Rs. 125 billion; decreased by 2% (Dec 21: Rs. 127 billion)
- CAR: 20.40%; as at Sep 2022 (Dec 21: 22.32%); Industry CAR Jun 22 :16.1%

# A Highlights Income Statement

(Rs. in Million)



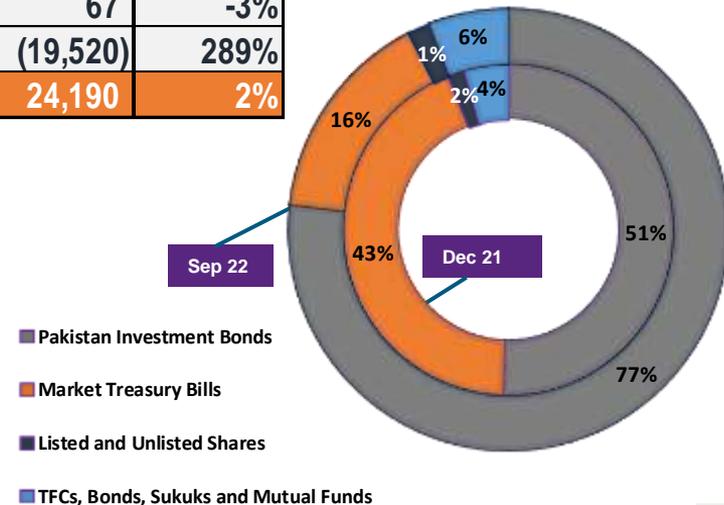
- Net Interest Income (NII) stood at Rs. 45,442 million during period under review; increased by 31%.
- Fee & Commission and Dividend Income increased by 20% and 9% respectively.
- Non-Markup Income reached at Rs. 16,328 million; increased by 39%.
- Foreign Exchange income reached at Rs. 7,142 million in Sep 2022 (Sep 2021; Rs. 1,112 million), showing increase of 542%.
- Profit before Tax reached at Rs. 33,024 million; increased by 50%
- Profit after Tax recorded at Rs. 12,628 million; EPS stood at Rs. 11.03 per share (Sep 2021; Rs. 11.41)

Particulars	Sep' 22	Sep' 21	Growth
Interest Income	147,552	84,696	74%
Interest Expense	102,110	50,014	104%
Net Interest Income (NII)	45,442	34,682	31%
Non Markup Income	16,328	11,729	39%
Gross Income	61,770	46,411	33%
Non Markup Expense	29,442	25,000	18%
Profit Before Provisions	32,328	21,411	51%
Provision Reversal	(697)	(561)	24%
Profit Before Taxation	33,024	21,973	50%
Taxation	20,396	8,903	129%
Profit After Taxation (PAT)	12,628	13,070	-3%
Earnings Per Share (EPS)	11.03	11.41	-3%

(Rs. in Million)

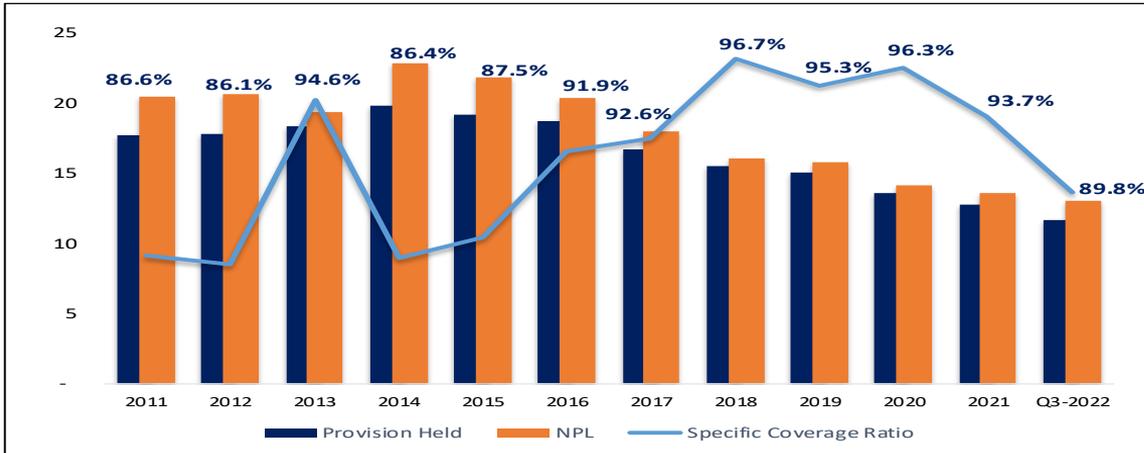
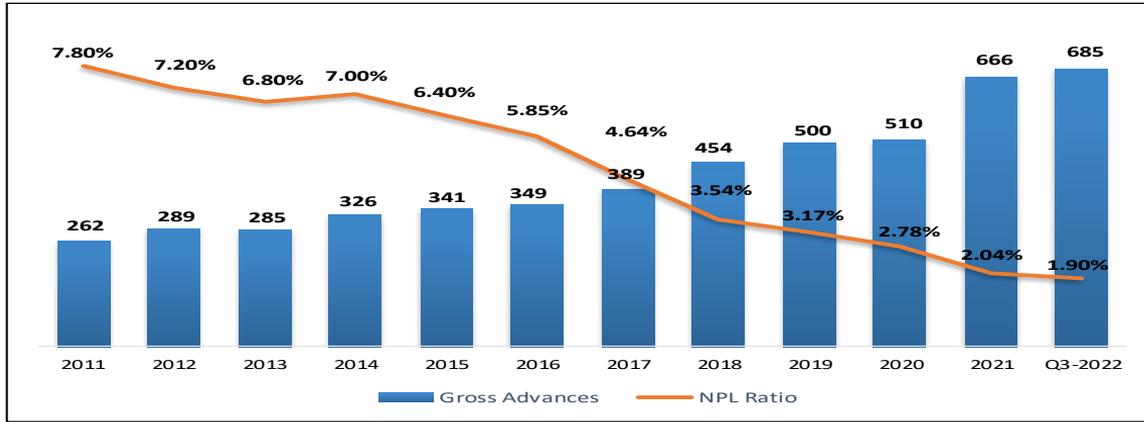
Investments	Sep' 22	Dec'21	Var.	Growth
Pakistan Investment Bonds	858,154	553,428	304,726	55%
Market Treasury Bills	174,901	455,866	(280,965)	-62%
Listed and Unlisted Shares	18,339	17,636	703	4%
TFCs, Bonds, Sukuks and Mutual Funds	65,095	45,915	19,180	42%
Subsidiary	500	500	-	0%
<b>Investments at Cost</b>	<b>1,116,987</b>	<b>1,073,345</b>	<b>43,644</b>	<b>4%</b>
Provision for diminution in value of investments	(2,027)	(2,093)	67	-3%
*Surplus / (Defiict) on Revaluation of Securities	(26,277)	(6,757)	(19,520)	289%
<b>Investments at Carrying Value</b>	<b>1,088,683</b>	<b>1,064,495</b>	<b>24,190</b>	<b>2%</b>

*Surplus / (Deficit) on revaluation of securities	Sep'22	Dec'21
Pakistan Investment Bonds	(14,172)	(8,801)
Market Treasury Bills	(1,081)	(1,045)
Listed and Unlisted Shares	1,280	2,496
TFCs, Bonds, Sukuks and Mutual Funds	(12,304)	593
<b>Surplus / (Deficit) on revaluation of securities</b>	<b>(26,277)</b>	<b>(6,757)</b>



# Advances & Asset Quality

(Rs. in Billion)



- Gross advances stood at Rs. 685 billion (3%↑) (Industry advances; 9%↑)

- Gross ADR ratio reached 44.2% (Industry Sep'22 Gross ADR: 48.6%)

- NPLs at 13.0 billion (4%↓)

- NPL Ratio 1.90% (0.14%↓); Industry Jun'22: 7.5%

- Specific NPL Coverage 89.8% (3.9%↓) & Overall NPL Coverage at 90.4%; Overall Industry Jun'22: 91.6%

## Key Lending sectors:

- Non-Financial Public Sector Enterprises (NFPSE)
- Government (Including Govt. Trusts & Corporate Bodies)
- Textiles
- Non-Banking Financial Institution (NBFIs)
- Utilities

# A Deposits

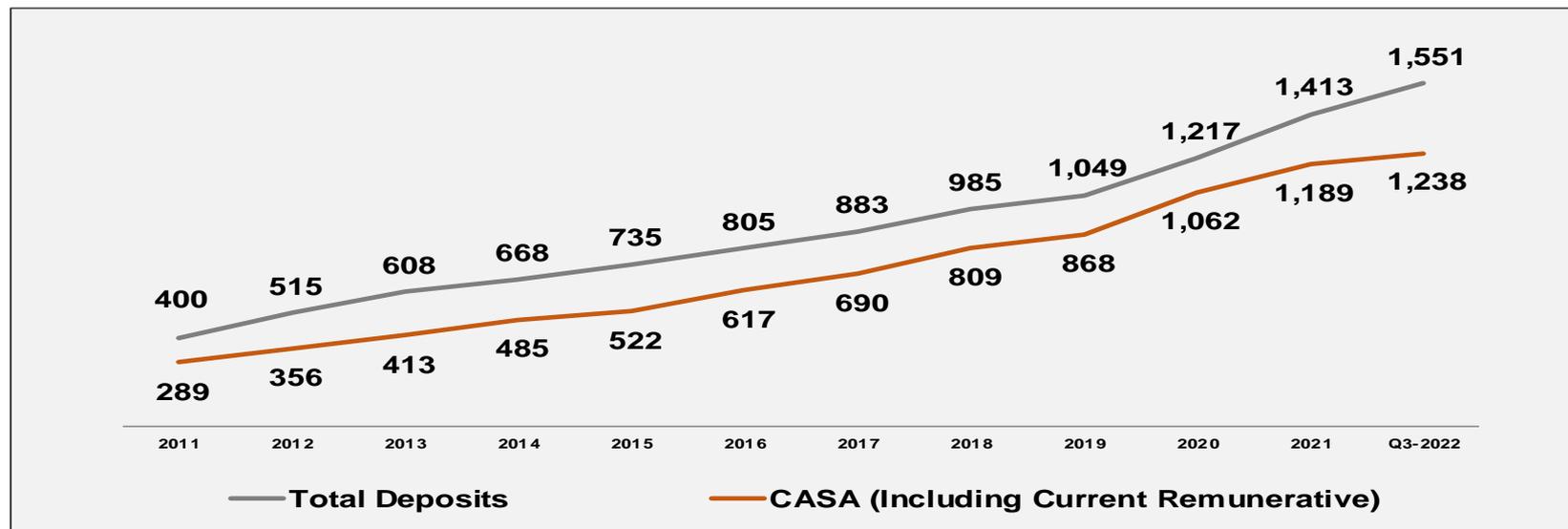
(Rs. in Billion)

Particulars	Sep' 22	Dec' 21	Var (%)
Current	658	607	8%
Saving	580	582	-0.4%
Term	313	224	40%
<b>Total Deposits</b>	<b>1,551</b>	<b>1,413</b>	<b>10%</b>

Market Share: 6.8%

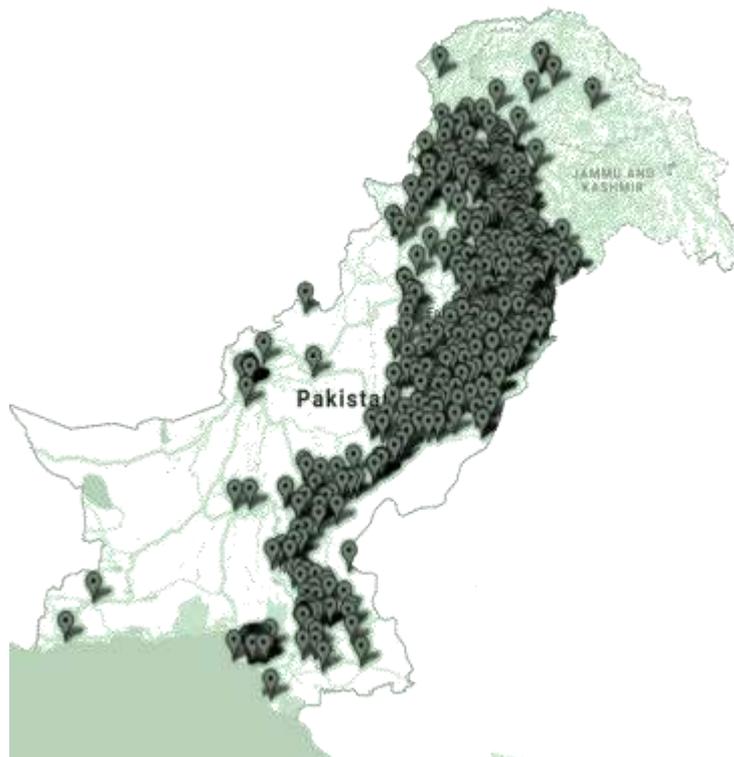
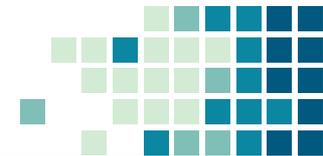
Industry Growth: 8.8%

ABL CASA Mix: 80%





# Key Ratios & Channels



Key Ratios			
Particulars	Sep'22	Dec'21	Variance
Return on Assets (%)	0.8%	1.0%	-0.2%
Return on Equity (Tier I) (%)	15.1%	16.5%	-1.4%
Capital Adequacy Ratio (%)	20.4%	22.3%	-1.9%
Channels			
	Sep' 22	Dec' 21	Growth
Total Branches	1,432	1,429	3
Conventional	1,315	1,312	3
Islamic	117	117	-
Total Automated Teller Machines (ATMs)	1,569	1,558	11
On-site	1,294	1,269	25
Off-site	270	284	(14)
Mobile Banking Units	5	5	-
ATM Network Uptime (%)	96.41%	96.65%	-0.24%
Digital Touchpoints	18	18	-
Digital vs Counter Transactions	72:28	65:35	7%
Islamic Windows	135	110	25

# Stock Market Data

Pakistan Stock Exchange Code: ABL

Bloomberg Code: ABL PA

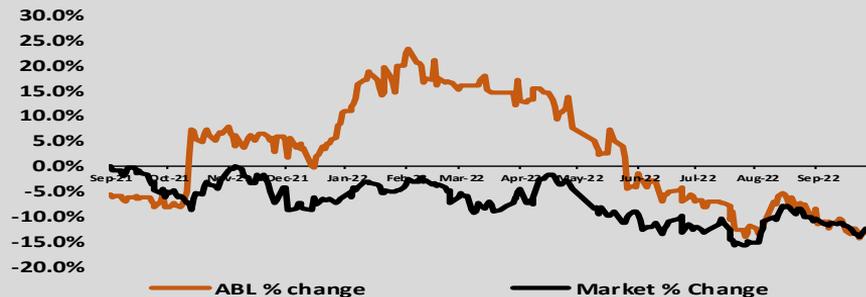
Shares Outstanding (mln): 1,145.07

Market Capitalization (Rs. bln): 74.315

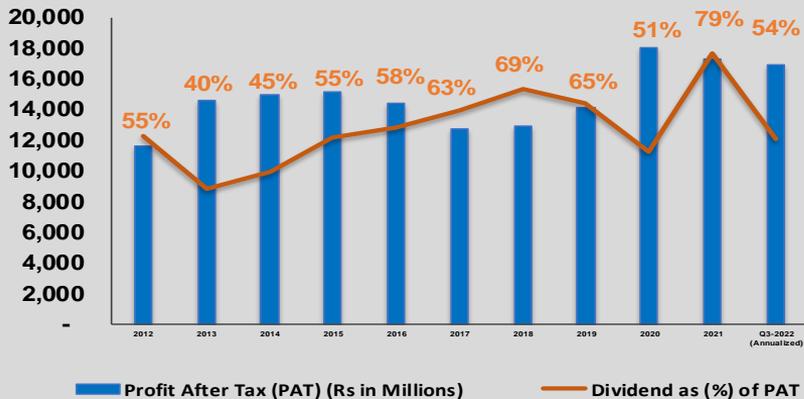
Stock Price as at Sep 30, 22: Rs.64.90

Period High/Low: 91.43/63.50

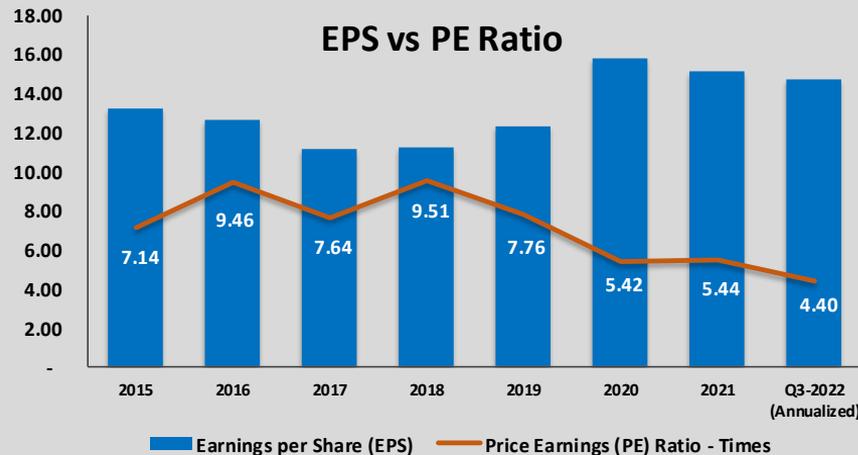
Allied Bank Limited (ABL) Stock Price vs Market - Trend



Dividend Payout



EPS vs PE Ratio



# A Ratings

## Entity Rating

### PACRA

- AAA (Long Term)
- A1+ (Short Term)
- A very low expectation of credit risk emanating from a very strong capacity for timely payment of financial commitments and not being significantly vulnerable to foreseeable events

### CGR

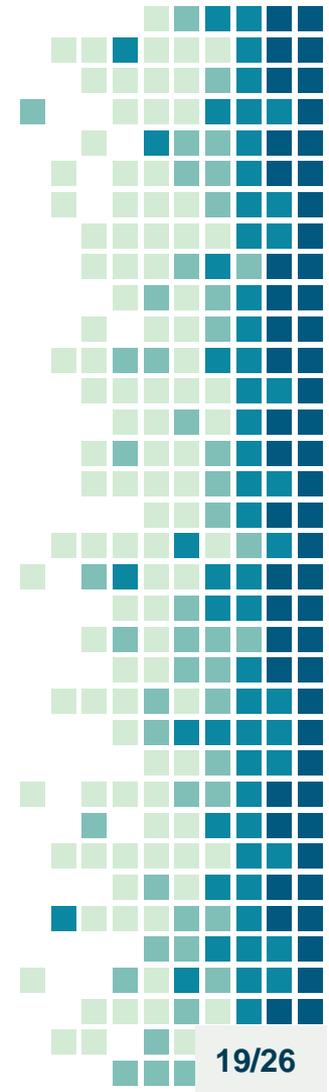
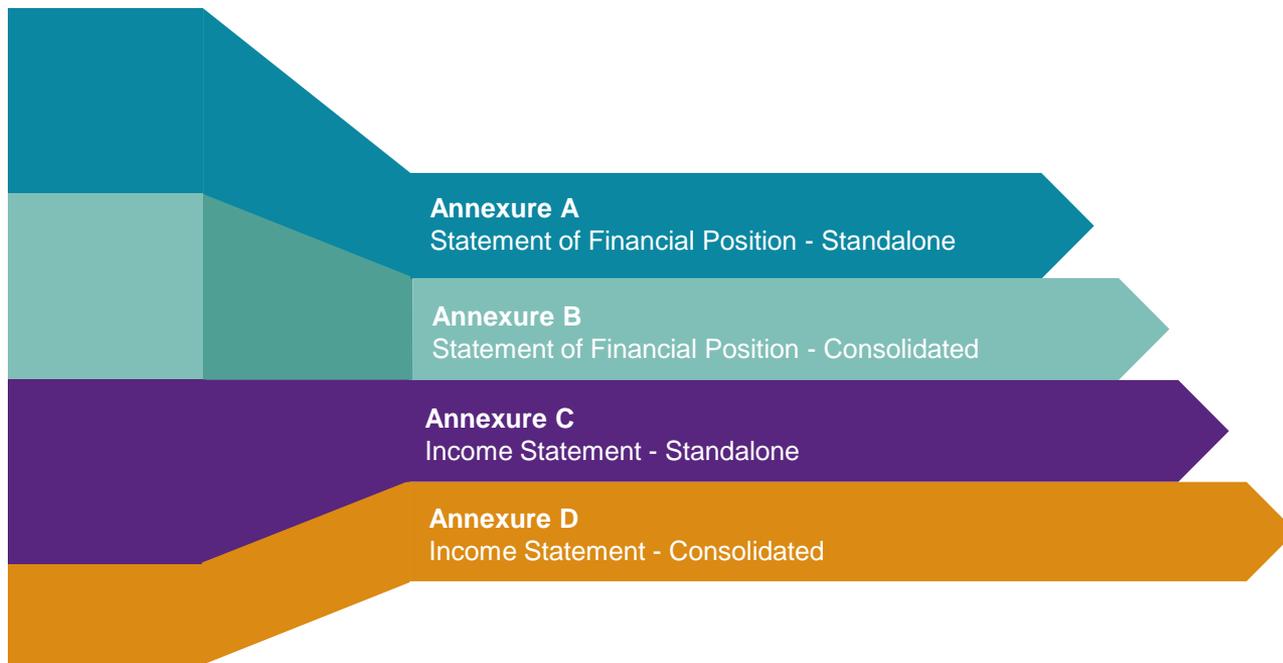
### VIS Credit Rating Company

- CGR-9++ (Corporate Governance Rating)
- Very high level of corporate governance; the rating action takes into consideration the continued commitment of the board and management of the Bank to maintain a sound governance framework.

### Deposits

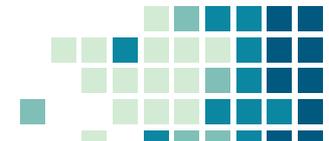
### Moody's

- Caa1/NP
- Rating reflects bank's stable deposits-based funding profile, high liquidity buffer and good earnings generating capacity.
- Outlook Negative, constrained by the Negative outlook on the sovereign rating.





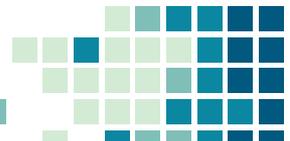
# Statement of Financial Position : Standalone



ASSETS	Rs. in Million			US\$ in Million			Growth
	Sep'22	Dec'21	Variance	Sep'22	Dec'21	Variance	
Cash and Balances with Banks	120,511	125,310	(4,799)	528	549	(21)	-4%
Lending to FIs	14,032	45,453	(31,421)	61	199	(138)	-69%
Investments - net	1,088,683	1,064,495	24,188	4,765	4,660	106	2%
Advances - net	673,687	652,890	20,797	2,949	2,858	91	3%
Operating fixed assets	83,538	80,871	2,667	366	354	12	3%
Other Assets	80,373	41,138	39,235	352	180	172	95%
<b>TOTAL ASSETS</b>	<b>2,060,824</b>	<b>2,010,156</b>	<b>50,667</b>	<b>9,021</b>	<b>8,799</b>	<b>222</b>	<b>3%</b>
LIABILITIES							
Deposits	1,551,230	1,413,295	137,935	6,790	6,186	604	9.8%
Borrowings	309,351	420,006	(110,655)	1,354	1,838	(484)	-26%
Bills Payable	9,308	10,060	(752)	41	44	(3)	-7%
Other Liabilities	66,291	39,551	26,740	290	173	117	68%
<b>TOTAL LIABILITIES</b>	<b>1,936,180</b>	<b>1,882,912</b>	<b>53,268</b>	<b>8,475</b>	<b>8,242</b>	<b>233</b>	<b>3%</b>
<b>NET ASSETS</b>	<b>124,644</b>	<b>127,245</b>	<b>(2,601)</b>	<b>546</b>	<b>557</b>	<b>(11)</b>	<b>-2%</b>
EQUITY AND RESERVES							
Share Capital	11,451	11,451	-	50	50	-	0%
Reserves & Unapprop. Profit	104,807	96,255	8,552	459	421	37	9%
Equity-Tier I	116,258	107,705	8,552	509	471	37	8%
<b>Total Equity</b>	<b>124,645</b>	<b>127,245</b>	<b>(2,601)</b>	<b>546</b>	<b>557</b>	<b>(11)</b>	<b>-2%</b>



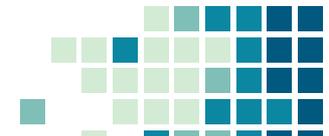
# Statement of Financial Position : Consolidated



ASSETS	Rs. in Million			US\$ in Million			Growth
	Sep'22	Dec'21	Variance	Sep'22	Dec'21	Variance	
Cash and Balances with Banks	120,512	125,304	(4,792)	528	548	(21)	-4%
Lending to FIs	14,032	45,453	(31,421)	61	199	(138)	-69%
Investments - net	1,090,556	1,066,390	24,166	4,774	4,668	105	2%
Advances - net	673,921	653,080	20,841	2,950	2,859	91	3%
Operating fixed assets	83,881	81,227	2,654	367	356	12	3%
Other Assets	80,749	41,526	39,223	353	182	171	94%
<b>TOTAL ASSETS</b>	<b>2,063,651</b>	<b>2,012,979</b>	<b>50,671</b>	<b>9,033</b>	<b>8,811</b>	<b>222</b>	<b>3%</b>
LIABILITIES							
Deposits	1,551,174	1,413,278	137,896	6,790	6,186	604	10%
Borrowings	309,351	420,006	(110,655)	1,354	1,838	(484)	-26%
Bills Payable	9,308	10,060	(752)	41	44	(3)	-7%
Other Liabilities	66,760	39,992	26,768	292	175	117	67%
<b>TOTAL LIABILITIES</b>	<b>1,936,594</b>	<b>1,883,336</b>	<b>53,257</b>	<b>8,477</b>	<b>8,244</b>	<b>233</b>	<b>3%</b>
<b>NET ASSETS</b>	<b>127,058</b>	<b>129,643</b>	<b>(2,585)</b>	<b>556</b>	<b>567</b>	<b>(12)</b>	<b>-2%</b>
EQUITY AND RESERVES							
Share Capital	11,451	11,451	-	50	50	-	0%
Reserves & Unapprop. Profit	107,174	98,606	8,568	469	432	38	9%
Equity-Tier I	118,625	110,057	8,568	519	482	38	8%
<b>Total Equity</b>	<b>127,058</b>	<b>129,643</b>	<b>(2,585)</b>	<b>556</b>	<b>567</b>	<b>(12)</b>	<b>-2%</b>



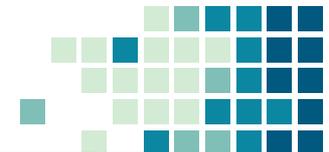
# Income Statement : Standalone



Particulars	Rs. in Million			US\$ in Million			Growth
	Sep'22	Sep'21	Variance	Sep'22	Jun'21	Variance	
Mark-up and Interest Income	147,552	84,696	62,856	646	371	275	74%
Mark-up and Interest Expensed	102,110	50,014	52,095	447	219	228	104%
<b>Net Mark-up and interest Income</b>	<b>45,442</b>	<b>34,682</b>	<b>10,760</b>	<b>199</b>	<b>152</b>	<b>47</b>	<b>31%</b>
Capital Gain and Dividend	3,145	5,334	(2,189)	14	23	(10)	-41%
Fee based Income and Others	13,183	6,395	6,788	58	28	30	106%
<b>Non Mark-up and Interest Income</b>	<b>16,328</b>	<b>11,729</b>	<b>4,599</b>	<b>71</b>	<b>51</b>	<b>20</b>	<b>39%</b>
<b>Gross Income</b>	<b>61,770</b>	<b>46,411</b>	<b>15,359</b>	<b>270</b>	<b>203</b>	<b>67</b>	<b>33%</b>
Human Resource Cost	12,470	11,184	1,286	55	49	6	11%
Other Operating Cost	16,972	13,815	3,156	73	60	14	23%
<b>Total Operating Cost</b>	<b>29,442</b>	<b>25,000</b>	<b>4,442</b>	<b>129</b>	<b>109</b>	<b>19</b>	<b>18%</b>
<b>Operating Profit</b>	<b>32,328</b>	<b>21,411</b>	<b>10,917</b>	<b>142</b>	<b>94</b>	<b>48</b>	<b>51%</b>
Provision Reversal	(697)	(561)	(135)	(3)	(2)	0	-24%
<b>Profit Before Tax</b>	<b>33,024</b>	<b>21,973</b>	<b>11,051</b>	<b>145</b>	<b>96</b>	<b>48</b>	<b>50%</b>
Taxation	20,396	8,903	11,493	89	39	50	129%
<b>Profit After Tax</b>	<b>12,628</b>	<b>13,070</b>	<b>(442)</b>	<b>55</b>	<b>57</b>	<b>(2)</b>	<b>-3%</b>



# Income Statement : Consolidated



Particulars	Rs. in Million			US\$ in Million			Growth
	Sep'22	Sep'21	Variance	Jun'22	Jun'21	Variance	
Mark-up and Interest Income	147,560	84,700	62,860	646	371	275	74%
Mark-up and Interest Expensed	102,121	50,035	52,086	447	219	228	104%
<b>Net Mark-up and interest Income</b>	<b>45,438</b>	<b>34,664</b>	<b>10,774</b>	<b>199</b>	<b>152</b>	<b>47</b>	<b>31%</b>
Capital Gain and Dividend	3,108	5,434	(2,326)	14	24	(10)	-43%
Fee based Income and Others	13,722	6,913	6,809	60	30	30	98%
<b>Non Mark-up and Interest Income</b>	<b>16,830</b>	<b>12,347</b>	<b>4,483</b>	<b>74</b>	<b>54</b>	<b>20</b>	<b>36%</b>
<b>Gross Income</b>	<b>62,268</b>	<b>47,011</b>	<b>15,257</b>	<b>273</b>	<b>206</b>	<b>67</b>	<b>32%</b>
Human Resource Cost	12,789	11,452	1,338	56	50	6	12%
Other Operating Cost	17,073	13,928	3,145	75	61	14	23%
<b>Total Operating Cost</b>	<b>29,862</b>	<b>25,380</b>	<b>4,482</b>	<b>131</b>	<b>111</b>	<b>20</b>	<b>18%</b>
<b>Operating Profit</b>	<b>32,406</b>	<b>21,631</b>	<b>10,774</b>	<b>142</b>	<b>94</b>	<b>47</b>	<b>50%</b>
Provision Reversal	(697)	(561)	(135)	(3)	(2)	(2)	24%
<b>Profit Before Tax</b>	<b>33,102</b>	<b>22,193</b>	<b>10,909</b>	<b>145</b>	<b>96</b>	<b>49</b>	<b>49%</b>
Taxation	20,460	8,991	11,470	90	39	49	128%
<b>Profit After Tax</b>	<b>12,643</b>	<b>13,201</b>	<b>(560)</b>	<b>55</b>	<b>58</b>	<b>(1)</b>	<b>-4%</b>



# Disclaimer

The information being presented herein is solely for your information.

Except for the historical information, statements that describe the Bank's objectives, plans or goals discussed in Investor Conference Call are forward-looking statements. These forward looking statements involve a number of risks, uncertainties and other factors which are based on management's current expectations or beliefs as well as assumptions made based on information currently available to management.

The information presented is subject to change without notice.



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**THANK YOU**

