

Allied Bank Limited



**Investor Presentation
For The Year Ended
December 31, 2014**

MAJOR HIGHLIGHTS

- **Profit after tax improved by 3% (excluding impact of one-off reversal of tax provision in 2013, PAT & EPS improved by 42%)**
 - **NII up by 30% - on account of volumetric growth in earning assets – PIBs increased to Rs. 264 Billion**
 - **Despite limited credit growth opportunities 15% growth in Advances – Rs.306 Billion**
 - **Higher Capital Gains/Dividend Income by Rs.3,205 million**
 - **10% growth in deposits and improvement in CASA to 73%**
 - **Ongoing process automation and re-engineering restricted operating expenditure growth to 8% – Despite inflation & investment in technology/expansion in outreach**
 - **Landmark of 1,000th branch achieved during the year; one of the largest ATM networks in country with 890 ATMs**
 - **Launch of Islamic Banking Operations during the year**
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Statement of Financial Position
Rs. in Million

	Unconsolidated				Consolidated			
	2014	2013	Diff.	% growth	2014	2013	Diff.	% growth
ASSETS								
Cash and Balances with Banks	44,159	58,237	(14,078)	-24%	44,156	58,237	(14,081)	-24%
Investments	428,791	363,379	65,412	18%	429,397	363,811	65,587	18%
Advances - net	306,014	267,001	39,013	15%	306,058	267,036	39,022	15%
Operating fixed assets	27,250	22,084	5,167	23%	27,271	22,097	5,174	23%
Other Assets	36,055	23,496	12,559	53%	36,216	23,582	12,634	54%
TOTAL ASSETS	842,269	734,196	108,073	15%	843,098	734,762	108,336	15%
LIABILITIES								
Deposits	667,878	608,412	59,466	10%	667,864	608,407	59,457	10%
Borrowings	66,096	32,952	33,144	101%	66,096	32,952	33,144	101%
Bills Payable	4,832	4,879	(47)	-1%	4,832	4,879	(47)	-1%
Sub-ordinated Loans	2,994	4,242	(1,248)	-29%	2,994	4,242	(1,248)	-29%
Other Liabilities	19,579	17,513	2,066	12%	19,747	17,596	2,150	12%
TOTAL LIABILITIES	761,379	667,998	93,381	14%	761,533	668,076	93,457	14%
NET ASSETS	80,890	66,198	14,692	22%	81,565	66,686	14,879	22%
EQUITY and RESERVES								
Share Capital	11,451	10,410	1,041	10%	11,451	10,410	1,041	10%
Reserves	50,603	43,294	7,309	17%	51,278	43,781	7,496	17%
Equity Tier I	62,054	53,703	8,350	16%	62,728	54,191	8,537	16%
Equity Tier II	80,890	66,198	14,692	22%	81,565	66,686	14,879	22%

Rs. in Million
INVESTMENTS

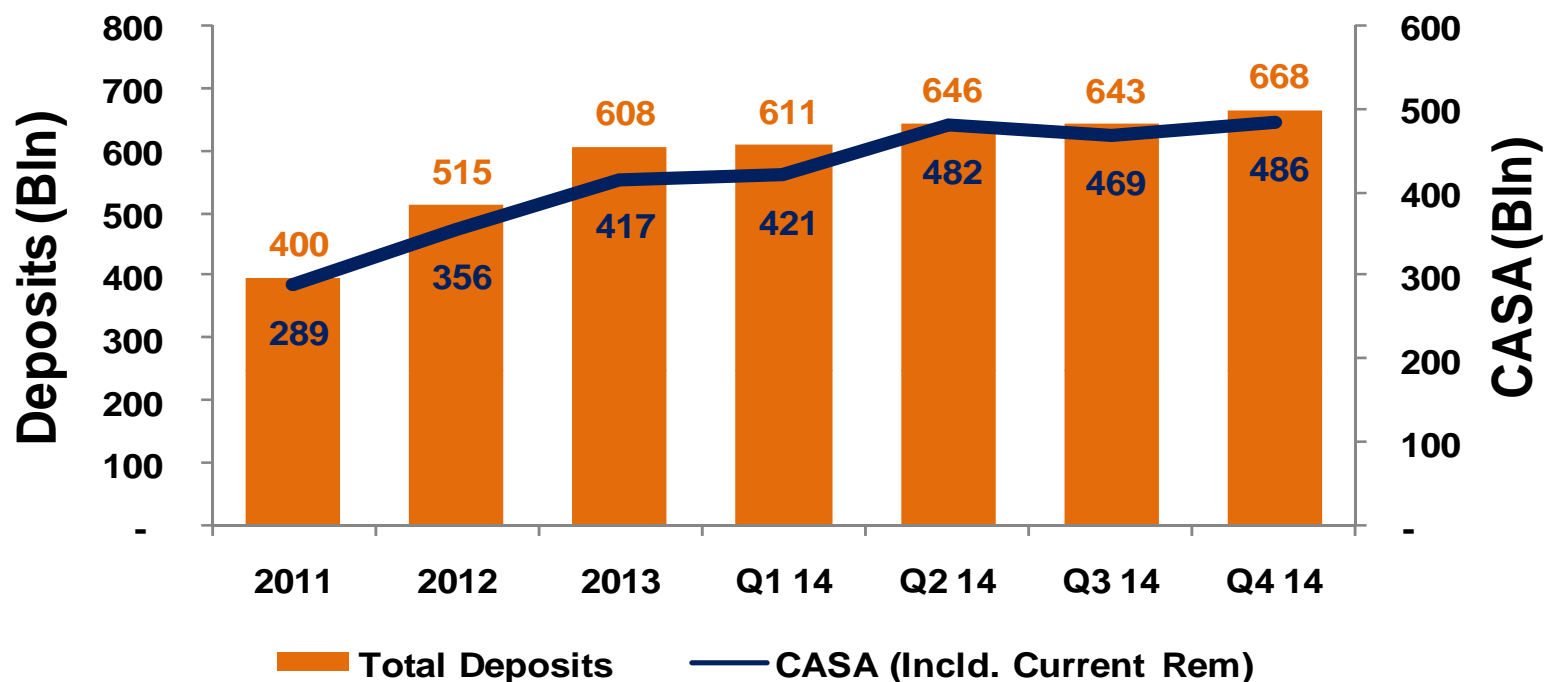
	2014	2013	Diff.	% growth
Pakistan Investment Bonds	263,957	28,762	235,194	818%
Market Treasury Bills	115,321	278,161	(162,840)	-59%
Listed and Unlisted Shares	22,769	24,130	(1,361)	-6%
TFCs, Bonds, Sukuks and Mutual Funds	12,732	23,501	(10,769)	-46%
Subsidiary	500	500	-	0%
Investments at Cost	415,279	355,054	60,225	17%
Prov. for diminution in value of investments	(977)	(1,585)	608	-38%
Surplus on revaluation of securities	14,489	9,910	4,579	46%
Total Investments at market value	428,791	363,379	65,412	18%

Investments Composition

	2014	2013
Pakistan Investment Bonds	64%	8%
Market Treasury Bills	28%	78%
Listed and Unlisted Shares	5%	7%
TFCs, Bonds, Sukuks and Mutual Funds	3%	7%
Subsidiary	0%	0%

DEPOSITS

Market Share 8.0%



	2014	2013	2012
ABL Growth	10%	18%	29%
Industry Growth	11%	13%	14%
M2 Growth*	13%	17%	13%

*Financial year

Rs. in Billion	2014	2013	Growth
Current	206	183	12%
Saving	280	234	20%
Term	182	191	-5%
Total Deposits	668	608	10%

Rs. in Million
INCOME STATEMENT

	Unconsolidated				Consolidated			
	2014	2013	Inc./ (Dec.)	Growth	2014	2013	Inc./ (Dec.)	Growth
Mark-up/ interest Income	67,001	54,222	12,779	24%	67,003	54,223	12,780	24%
Mark-up/ interest Expensed	38,815	32,552	6,263	19%	38,830	32,562	6,268	19%
Net Mark-up/ interest Income	28,186	21,670	6,516	30%	28,173	21,661	6,512	30%
Capital Gain & Dividend	7,850	4,645	3,205	69%	7,970	4,730	3,240	69%
Fee based Income & Others	4,886	4,958	(72)	-1%	5,215	5,221	(6)	0%
Non Mark-up/ Interest Income	12,736	9,603	3,133	33%	13,185	9,951	3,234	33%
Gross Income	40,922	31,273	9,649	31%	41,358	31,612	9,746	31%
Human Resource Cost	9,563	8,582	981	11%	9,718	8,354	1,364	16%
Other Operating Cost	7,902	7,300	603	8%	7,953	7,699	254	3%
Total Operating Cost	17,466	15,882	1,584	10%	17,671	16,053	1,618	10%
Operating Profit/(Loss)	23,456	15,391	8,065	52%	23,687	15,559	8,128	52%
Total Provisions	1,254	628	626	100%	1,254	628	627	100%
Profit Before Tax	22,202	14,762	7,440	50%	22,433	14,931	7,501	50%
Taxation	7,187	118	7,068	5965%	7,231	148	7,082	4782%
Profit After Tax	15,015	14,643	372	3%	15,202	14,783	419	3%

KEY RATIOS

	2014				2013			
	Dec	Sep	Jun	Mar	Dec	Sep	Jun	Mar
ROA (%)	1.90	2.02	1.84	1.75	2.14	1.69	1.68	1.79
ROE (Tier I) (%)	25.94	26.97	25.49	23.78	29.96	24.02	24.28	25.23
EPS (Restated) Annualized (Rs.)	13.11	13.46	12.41	11.32	*12.79	9.71	9.65	9.87
Infection Ratio (%)**	7.03	7.67	6.44	6.95	6.81	7.52	7.09	7.02
Coverage (%)**	86.43	79.51	93.76	92.92	94.60	91.46	89.45	87.69
Capital Adequacy Ratio (%)	19.75	19.68	19.08	17.58	17.85	17.78	17.09	16.57

NOTE:

* EPS for 2013 without impact of tax reversal Rs. 9.22

**If the impact of BYCO Petroleum is excluded, the infection and Loan Loss coverage ratios improve to 6.2% and 91.4% respectively - No FSV Benefit has been taken in to account

Corporate Governance & Ratings

RATING TYPE	RATING	RATING AGENCY	RATING INDICATION
Corporate Governance Rating	CGR-9	JCR-VIS	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.
Entity Rating	AA+ (Long Term) A1+ (Short Term)	PACRA	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.
TFC Rating	AA	PACRA	High credit quality and strong capacity for timely payment of financial institution
Deposits	B3/Not Prime	Moody's	Stable outlook, driven by assessment of the bank's standalone credit strength.

AWARDS & ACHIEVEMENTS



Best Investment Bank 2014

Best Domestic Investment Bank 2014

DISCLAIMER

The information being presented herein is solely for your information.

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

The information presented is subject to change without notice.

THANK YOU
