

Allied Bank Limited



**Investor Presentation
For The Period Ended
March 31, 2018**

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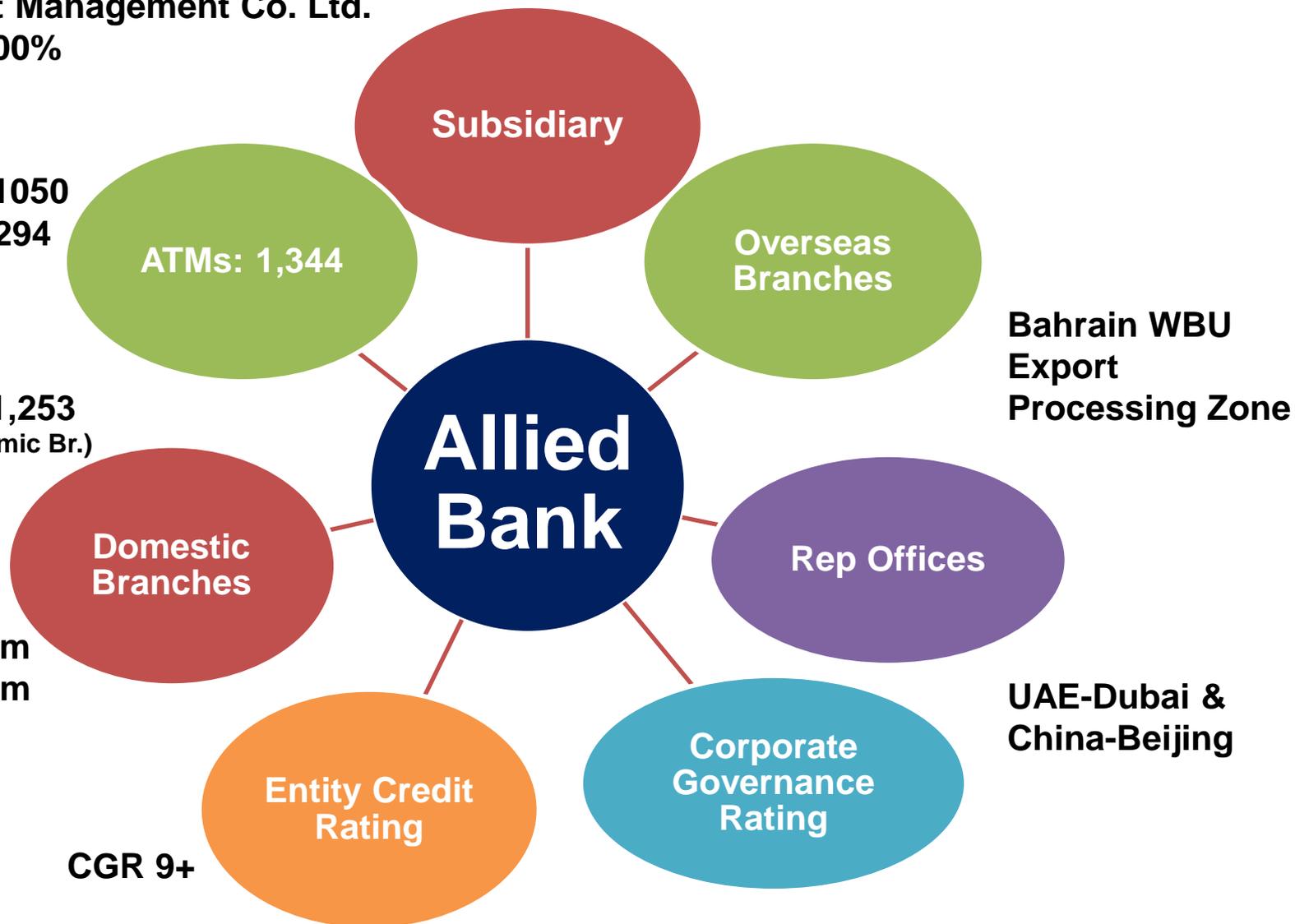
ABL Asset Management Co. Ltd.
Holding:100%

On-site;1050
Off-site;294

Domestic
Branches;1,253
(Incl. 117 Islamic Br.)

AA+ Long Term
A1+ Short Term

CGR 9+



MAJOR HIGHLIGHTS – INCOME STATEMENT
Rs. In Million

	Mar-18	Mar-17	Inc/(Dec)	
			Rs.	%
Profit Before Tax	6,075	5,551	524	9%
Profit After Tax	3,771	3,602	169	5%
EPS - in Rs	3.29	3.15	0.14	4%

- NIM reached Rs.8,012 million;  0.3%YoY – optimum earning assets mix
- Prov. reversal of Rs.505 million;  28% - strong risk management platform
- NIM after provisions at Rs.8,518 million ( 2% YoY)
- Fee income and other income Rs.1,156 million ( 2%)
- Dividend income ( 30% YoY) to Rs. 550 million;
- Cap. Gains at Rs.1,343 million ( 3.5 times YoY) Re-profiling of investments
- OPEX ( 10% YoY) on account of continuous investment towards :
 - Expansion in footprint – 103 new Branches
 - Alternate Delivery Channels – 171 new ATMs
 - Staff Strength – 10,907
 - Ongoing investment in Technology, Digital Banking, infrastructure and Risk Management initiatives

Detailed Standalone and Consolidated Income Statement disclosed in Annexure A

MAJOR HIGHLIGHTS – BALANCE SHEET
Rs. In Billion

	Mar-18	Dec-17	Inc/(Dec)	
			Rs.	%
Investments	450	698	(248)	-36%
Advances	386	372	14	4%
Total Assets	1,122	1,246	(124)	-10%
Total Deposits	906	884	22	3%
Total Equity	111	107	4	4%

- Balance sheet stood at Rs.1,122 Bln (US\$9.7 Bln); (↓10% vs Dec'17)
- Gross advances at Rs.403 billion (↑4% vs Dec'17)
- NPLs (↓8% vs Dec'17) to Rs.16.7 billion; improving NPL / Coverage Ratio
- Investments at market value at Rs.450 billion (↓36% vs Dec'17) Sale/maturity of PIB
- Deposits base increased to Rs.906 Billion (↑3% vs Dec'17)
 - Robust current deposits at Rs.320 Billion
 - CASA % of total deposits increased to 81% (Dec'17: 79%); (↑5% vs Dec'17)
 - Market share: 7.2%
- Equity of the Bank stood at Rs.111 billion (US\$ 959 Million)
- CAR stood at 22.7% as at March 2018; Industry CAR Dec'17: 15.8%
- Mar;18: NSFR: 198.65% LCR:154.95%; Requirement NSFR: 100% LCR:90%

Detailed Standalone and Consolidated Balance Sheet disclosed in Annexure B

INVESTMENTS

Pakistan Investment Bonds

Market Treasury Bills

Listed and Unlisted Shares

TFCs, Bonds, Sukuks and Mutual Funds

Subsidiary

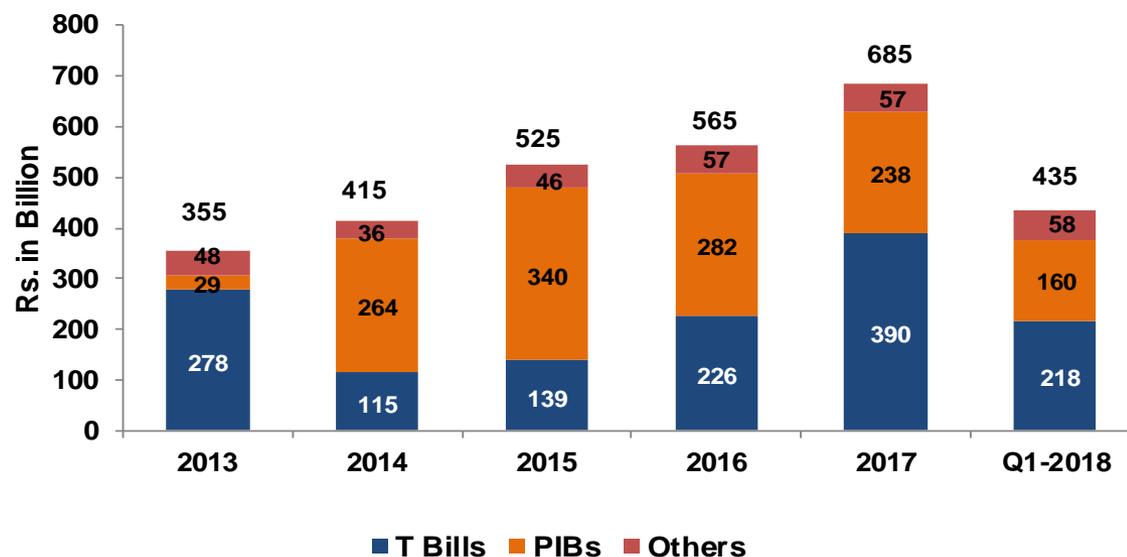
Investments at Cost

Prov. for dimin. in value of investments

Surplus on revaluation of securities

Total Investments at market value

	Mar-18	Dec-17	Var.	Growth	Mar-18	Dec-17
Pakistan Investment Bonds	159,701	237,631	(77,929)	-33%	37%	35%
Market Treasury Bills	218,058	390,385	(172,327)	-44%	50%	57%
Listed and Unlisted Shares	26,739	26,551	188	0.7%	6%	4%
TFCs, Bonds, Sukuks and Mutual Funds	30,412	29,575	837	3%	7%	4%
Subsidiary	500	500	-	0%	0%	0%
Investments at Cost	435,411	684,642	(249,231)	-36%	100%	100%
Prov. for dimin. in value of investments	(2,705)	(2,705)	0	0%		
Surplus on revaluation of securities	17,005	16,145	859	5%		
Total Investments at market value	449,710	698,082	(248,372)	-36%		

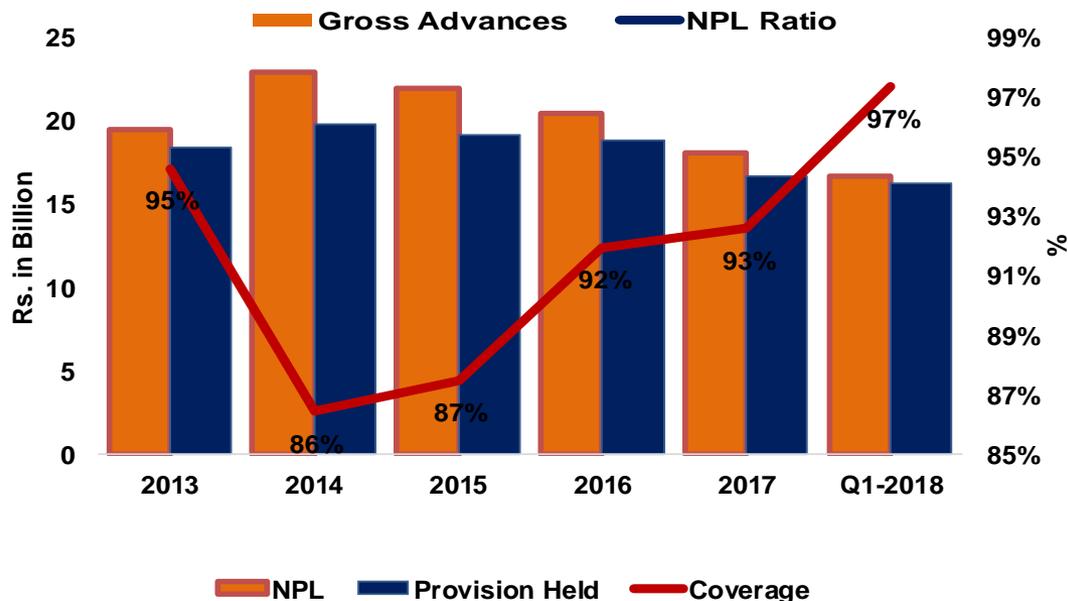
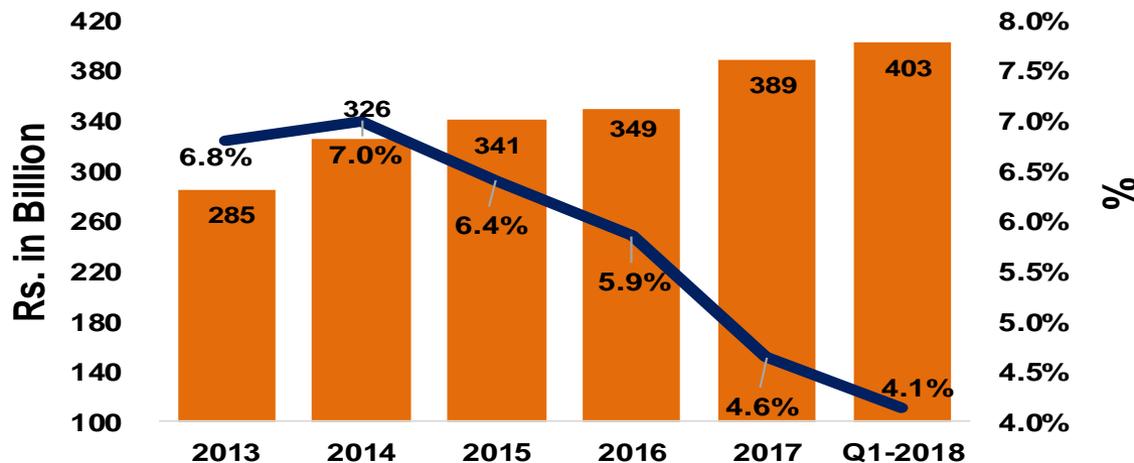


Well positioned to deploy funds in a rising interest rate scenario

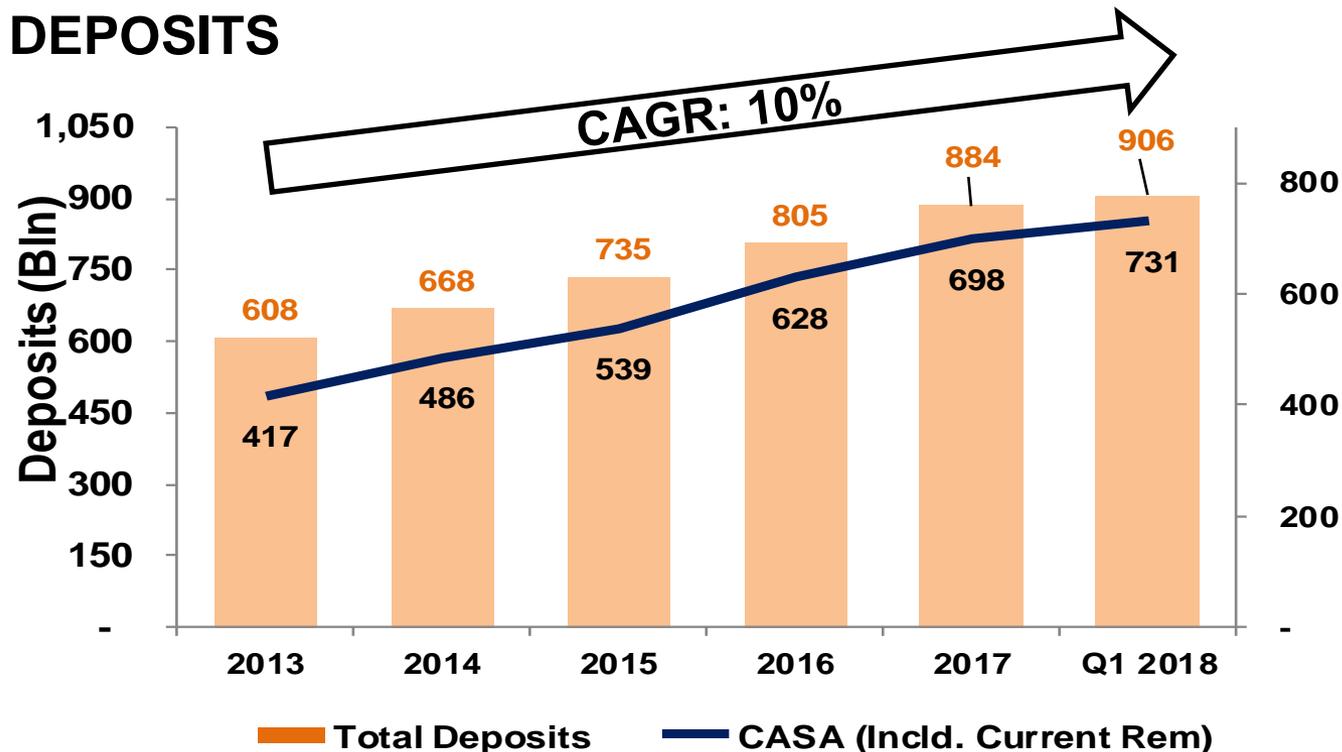
ADVANCES & ASSET QUALITY

Market Share: 6%

- Gross Advances reached Rs. 403 billion (↑ 4%)
- Industry growth 4%
- NPLs at Rs.16.7 billion (↓ 8%)
- NPL ratio 4.1% (↓ 0.5%) (Industry Dec'17: 8.4%)
- NPL coverage 97.3% (↑ 0.7%) (Industry Dec'17 : 87.2%)
- Power, Cement and Fertilizer remained key sectors.



DEPOSITS



Market Share 7.2%

Industry Growth 1.7%

<i>Rs. In Billion</i>	Mar-18	Dec-17	Growth
Current	320	316	1%
Saving	411	382	8%
Term	175	186	-6%
Total Deposits	906	884	3%

Key Ratios

	2018	2017			
	Q1	Q4	Q3	Q2	Q1
ROA (%)	1.3	1.1	1.2	1.2	1.3
ROE (Tier I) (%)	18.7	17.0	17.0	17.1	19.1
Capital Adequacy Ratio (%)	22.65	22.4	22.3	22.1	22.3

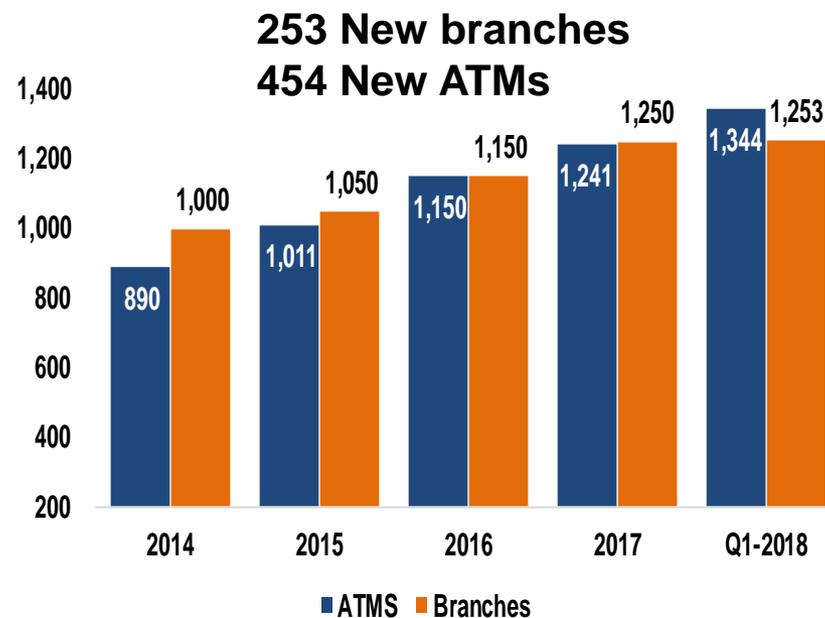
Banking Sector Ratios

December 2017:

ROA: 0.9%
 ROE: 11.5%
 CAR: 15.8%

Channels

	Mar-18	Mar-17	Growth
Total Branches	1,253	1,150	103
Conventional	1,136	1,073	63
Islamic	117	77	40
Total ATMs	1,344	1,173	171
On-site	1,050	956	94
Off-Site	294	217	77



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.
Deposits	B3	Moody's	Positive outlook, driven by assessment of the bank's standalone credit strength.

Stock Market Data

Pakistan Stock Exchange Code	ABL
Bloomberg Code	ABL PA
Shares Outstanding (mln)	1,145.07
Market Capitalization (Rs. bln)	112.75
Market Capitalization (US\$ mln)	970
Current Stock Price*	98.47
12M High/Low	103.44/ 76.72

***Stock Price as of March 31, 2018**

AWARDS & ACHIEVEMENTS



Ranked amongst Top 25 Companies in Pakistan



Top Issuer of PayPak Debit Cards



Best Corporate and Investment Bank - Pakistan



Best Bank for CSR – Pakistan



Corporate Excellence Award 2017 by Management Association of Pakistan

Annexures

INCOME STATEMENT – Standalone
Annexure A

	<i>Rs. in Million</i>			<i>US\$ in Million</i>			Growth
	Mar-18	Mar-17	Var.	Mar-18	Mar-17	Var.	
Mark-up/ interest Income	15,674	15,739	(65)	135	136	(1)	0%
Mark-up/ interest Expensed	7,662	7,747	(85)	66	67	(1)	-1%
Net Mark-up/ interest Income	8,012	7,992	20	69	69	0	0%
Capital Gain & Dividend	1,893	720	1,173	16	6	10	163%
Fee based Income & Others	1,467	1,350	117	13	12	1	9%
Non Mark-up/ Interest Income	3,360	2,070	1,290	29	18	11	62%
Gross Income	11,372	10,062	1,310	98	87	11	13%
Human Resource Cost	3,227	2,685	542	28	23	5	20%
Other Operating Cost	2,493	2,210	283	21	19	2	13%
Total Operating Cost	5,720	4,895	825	49	42	7	17%
Operating Profit/(Loss)	5,652	5,167	485	49	45	4	9%
Total Provisions	(424)	(384)	(40)	(4)	(3)	(0)	10%
Profit Before Tax	6,076	5,551	525	52	48	5	9%
Taxation	2,305	1,949	356	20	17	3	18%
Profit After Tax	3,771	3,602	169	33	31	1	5%

INCOME STATEMENT – Consolidated
Annexure A

	<i>Rs. in Million</i>			<i>US\$ in Million</i>			Growth
	Mar-18	Mar-17	Var.	Mar-18	Mar-17	Var.	
Mark-up/ interest Income	15,675	15,747	(72)	135	136	(1)	0%
Mark-up/ interest Expensed	7,662	7,747	(85)	66	67	(1)	-1%
Net Mark-up/ interest Income	8,013	8,001	12	69	69	0	0%
Capital Gain & Dividend	1,950	751	1,199	17	6	10	160%
Fee based Income & Others	1,615	1,497	118	14	13	1	8%
Non Mark-up/ Interest Income	3,565	2,248	1,317	31	19	11	59%
Gross Income	11,578	10,249	1,329	100	88	11	13%
Human Resource Cost	3,269	2,712	557	28	23	5	21%
Other Operating Cost	2,558	2,275	283	22	20	2	12%
Total Operating Cost	5,827	4,987	840	50	43	7	17%
Operating Profit/(Loss)	5,751	5,262	489	50	45	4	9%
Total Provisions	(424)	(384)	(40)	(4)	(3)	(0)	10%
Profit Before Tax	6,175	5,646	529	53	49	5	9%
Taxation	2,330	1,974	356	20	17	3	18%
Profit After Tax	3,845	3,673	172	33	32	1	5%

Statement of Financial Position – Standalone
Annexure B

ASSETS	Rs. in Million			US\$ in Million			Growth
	Mar-18	Dec-17	Var.	Mar-18	Dec-17	Var.	
Cash and Balances with Banks & Lending to FIs	209,738	94,711	115,028	1,808	816	992	121%
Investments	449,710	698,082	(248,372)	3,877	6,018	(2,141)	-36%
Advances - net	386,415	372,038	14,377	3,331	3,207	124	4%
Operating fixed assets	48,826	48,327	499	421	417	4	1%
Other Assets	26,872	32,555	(5,683)	232	281	(49)	-17%
TOTAL ASSETS	1,121,561	1,245,712	(124,151)	9,669	10,739	(1,070)	-10%
LIABILITIES							
Deposits	905,813	883,741	22,072	7,809	7,618	190	3%
Borrowings	58,473	223,556	(165,083)	504	1,927	(1,423)	-74%
Bills Payable	20,558	7,835	12,723	177	68	110	162%
Other Liabilities	25,517	23,863	1,654	220	206	14	7%
TOTAL LIABILITIES	1,010,361	1,138,995	(128,634)	8,710	9,819	(1,109)	-11%
NET ASSETS	111,200	106,717	4,483	959	920	39	4%
EQUITY and RESERVES							
Share Capital	11,451	11,451	-	99	99	-	0%
Reserves	71,166	67,193	3,973	614	579	34	6%
Equity Tier I	82,617	78,643	3,973	712	678	34	5%
Equity Tier II	111,200	106,716	4,483	959	920	39	4%

Statement of Financial Position – Consolidated
Annexure B

ASSETS	Rs. in Million			US\$ in Million			Growth
	Mar-18	Dec-17	Var.	Mar-18	Dec-17	Var.	
Cash and Balances with Banks & Lending to FIs	209,729	94,699	115,030	1,808	816	992	121%
Investments	451,063	699,324	(248,261)	3,888	6,029	(2,140)	-36%
Advances - net	386,456	372,081	14,375	3,332	3,208	124	4%
Operating fixed assets	48,854	48,356	498	421	417	4	1%
Other Assets	27,189	32,863	(5,674)	234	283	(49)	-17%
TOTAL ASSETS	1,123,291	1,247,323	(124,032)	9,684	10,753	(1,069)	-10%
LIABILITIES							
Deposits	905,787	883,702	22,085	7,809	7,618	190	3%
Borrowings	58,473	223,556	(165,083)	504	1,927	(1,423)	-74%
Bills Payable	20,558	7,835	12,723	177	68	110	162%
Other Liabilities	25,866	24,179	1,687	223	208	15	7%
TOTAL LIABILITIES	1,010,684	1,139,272	(128,588)	8,713	9,821	(1,109)	-11%
NET ASSETS	112,607	108,051	4,557	971	931	39	4%
EQUITY and RESERVES							
Share Capital	11,451	11,451	-	99	99	-	0%
Reserves	72,573	68,526	4,047	626	591	35	6%
Equity Tier I	84,024	79,977	4,047	724	689	35	5%
Equity Tier II	112,607	108,050	4,557	971	931	39	4%

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 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