



Corporate Briefing Session

For the Year Ended December 31, 2021

Tuesday March 8, 2022

Contents:

1. Basic information
2. Vision, Mission & Strategic Focus
3. Performance FY 2021
4. Recap
5. Q&As



Commencement of operations	April 1992
Sponsors	Fauji Foundation Group (71.91%)
Entity Rating	AA+(by PACRA)
Market capitalization - Rupees in billion	28
Market share of deposits	4.8%
Branches	560 (including 101 islamic branches)
Cities / towns covered	162
International presence	Wholesale branch in Bahrain Rep.office in Beijing,China
Customers	1.90 million
ATMs	642
Staff Strength - December 31, 2021	7,478



VISION

To be a responsible customer focused bank providing inclusive and progressive financial services

MISSION

To build long term relationships by delivering transformative customer experience, responsible banking, innovative technology, aiming to be employer of first choice and shaping opportunities that grow shareholders' Value

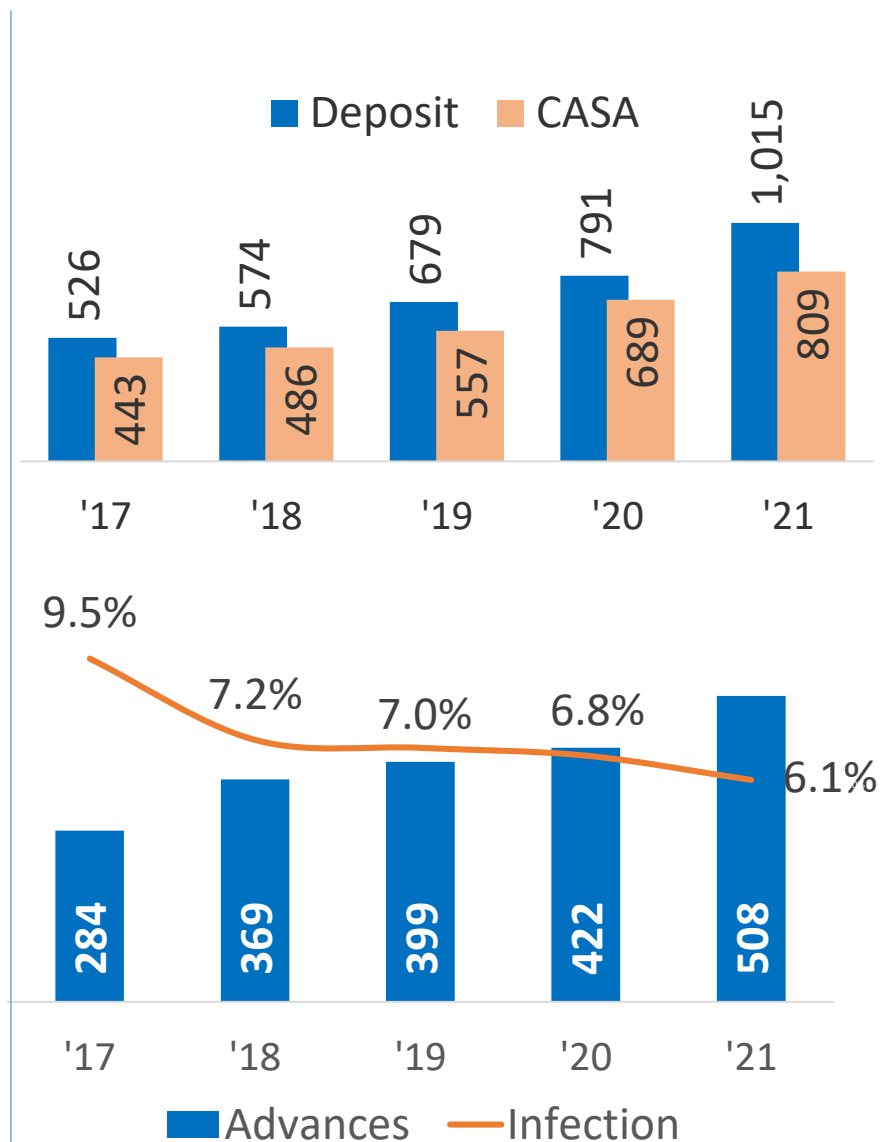
STRATEGIC FOCUS

To grow market share in retail segment, particularly low-cost deposits and consumer products, compliment with network expansion and digitization while driving volumes through large and smaller corporates, maintaining quality asset portfolios

Balance Sheet – as of December 31, 2021 (Rupees in million)



	Dec. '21	Dec. '20	YTD
ASSETS			
Cash, bank bal. & lendings	92,887	81,606	14%
Investments - net	616,361	449,687	37%
Advances - net	477,588	395,374	21%
Fixed & other assets	72,308	65,850	10%
Total Assets	1,259,144	992,517	27%
LIABILITIES			
Borrowings	123,564	84,164	47%
Deposits & other accounts	1,015,430	791,187	28%
Subordinated debts	12,000	12,000	0%
Other liabilities	52,248	50,620	3%
Total Liabilities	1,203,242	937,971	28%
EQUITY			
Share capital	12,603	12,603	0%
Reserves & un-app. profit	41,336	34,306	20%
Surplus on reval. of assets	1,964	7,638	-74%
Total Equity	55,902	54,546	2%



Profit & Loss – Period ended December 31, 2021 (Rupees in million)



	YE'21	YE'20	Change
Mark-up income	77,550	79,105	-2%
Mark-up expense	(45,140)	(48,842)	-8%
Net Int. Income (NII)	32,410	30,263	7%
Fee and Com.	4,609	3,851	20%
Dividends	420	273	54%
FX Income	3,124	2,673	17%
Gain on Securities	815	2,556	-68%
Other income	402	341	18%
Non Fund Income (NFI)	9,370	9,694	-3%
Total income	41,780	39,957	5%
Admin & other exp.	(21,194)	(20,215)	5%
Operating profit	20,586	19,742	4%
Provision -net	(4,940)	(1,975)	150%
Profit before tax	15,646	17,767	-12%
Tax	(5,944)	(6,967)	-15%
Profit after tax	9,701	10,800	-10%
Earnings / Share - Rs	7.70	8.57	-10%

Mainly contributed by volumetric growth: avg earning assets grew by 21% yoy, net spread declined by 27 bps due to changes in market rates

Resumption in economic and trading business volumes, post covid

Higher gains realized last year due to sharp decline in market rates witnessed last year

Inflation, Pak Rupee devaluation and branch expansion

Addition of large corporates to non-performing loans necessitating prudent provisioning, offset by recoveries

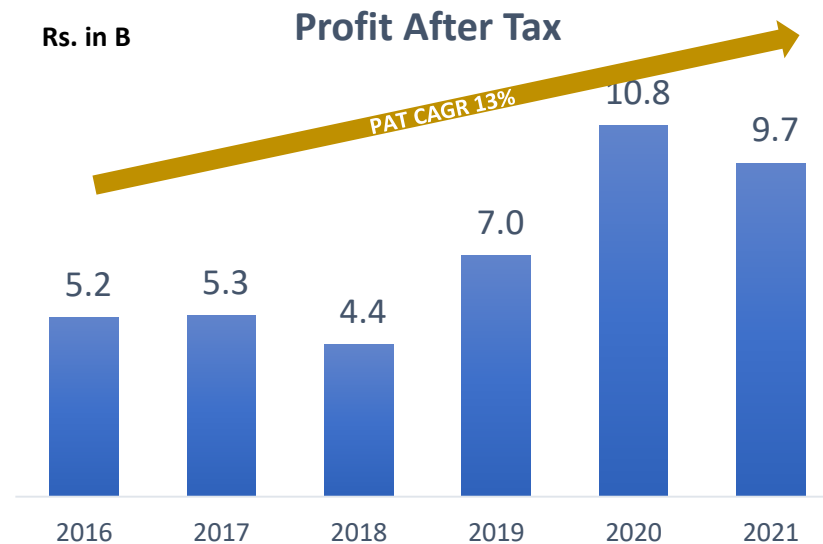
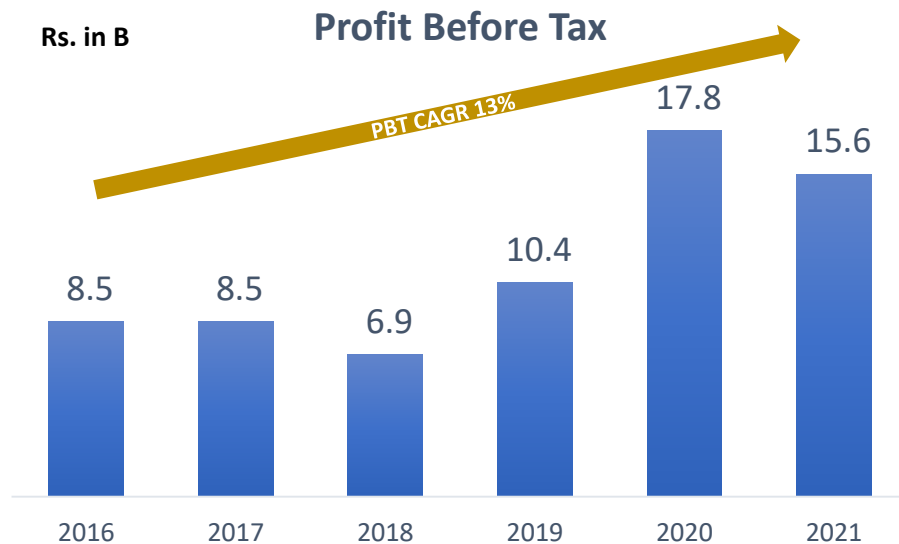
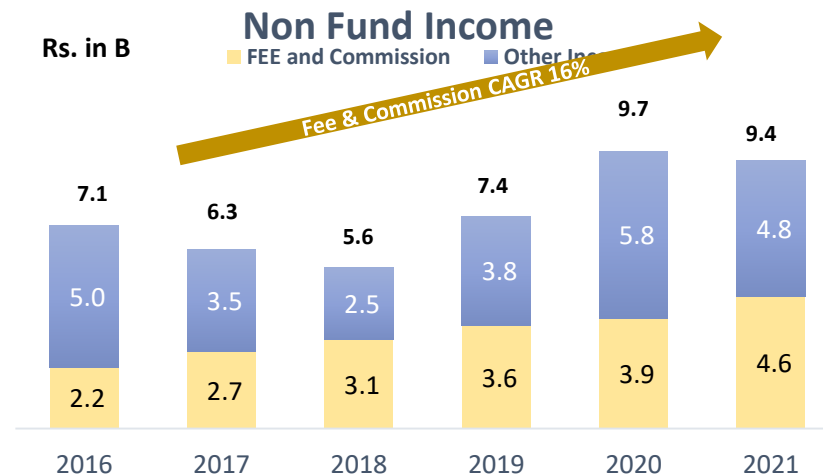
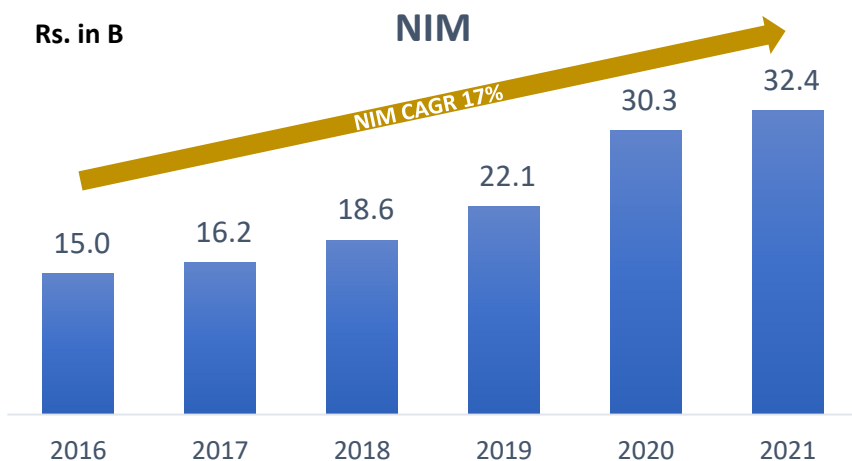
Advances deposit ratio at 50%, declined from 53% last year

Six Years Summary KPIs

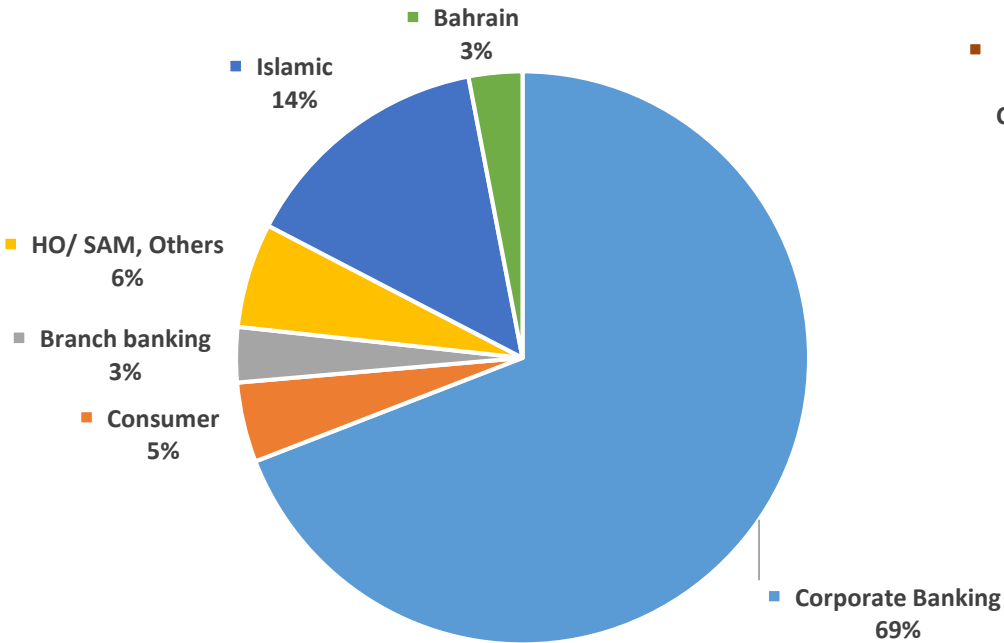


	'16	'17	'18	'19	'20	'21
Deposit - CAGR - %	16.6					
Advances - CAGR - %	14.1					
Return on Equity - %	22.1	20.0	15.0	20.1	25.5	19.2
Return on Asset - %	0.9	0.8	0.7	0.9	1.2	0.9
Cost to income - %	64.7	67.5	65.6	62.2	50.6	50.7
Advance to Deposit - %	55.4	54.1	64.4	58.7	53.3	50.0
Infection - %	10.9	9.4	7.2	7.1	6.8	6.1
Provision Coverage - %	94.5	95.9	98.1	91.1	92.0	97.0
Current Account Ratio - %	27.4	28.4	29.6	28.7	31.8	30.5
Earning Per Share - Rs	4.1	4.2	3.5	5.6	8.6	7.7
Market value - High - Rs	25.6	28.0	26.5	24.5	23.6	25.7
Market value - Low - Rs	17.5	17.8	19.2	15.5	13.0	18.8
Book Value per share - Rs	25.9	25.7	26.6	33.5	43.3	44.4

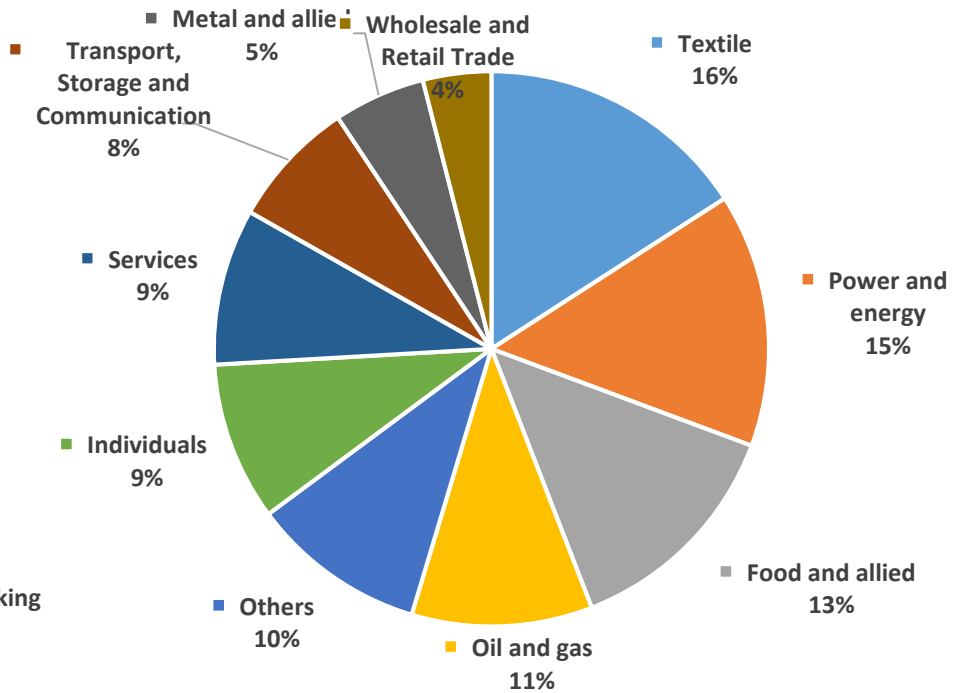
Profitability – FY ended December 31, 2021



Advances Concentration – December 31, 2021



Advances Segment-wise



Advances Industry-wise



Thank You.

Q and As