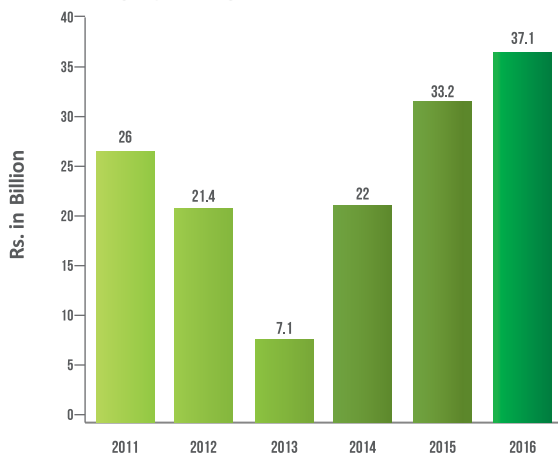




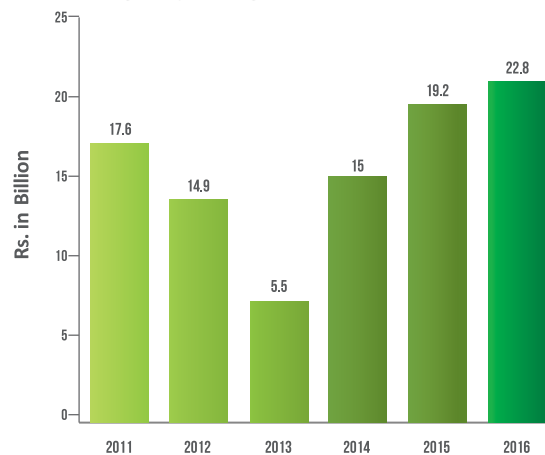
6 YEARS FINANCIAL HIGHLIGHTS

6 YEARS' FINANCIAL HIGHLIGHTS

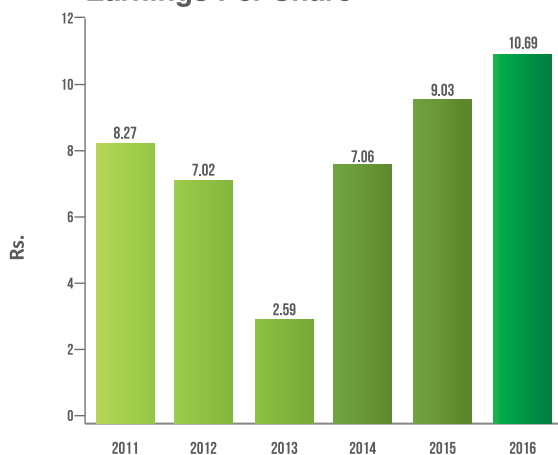
Pre-tax Profit



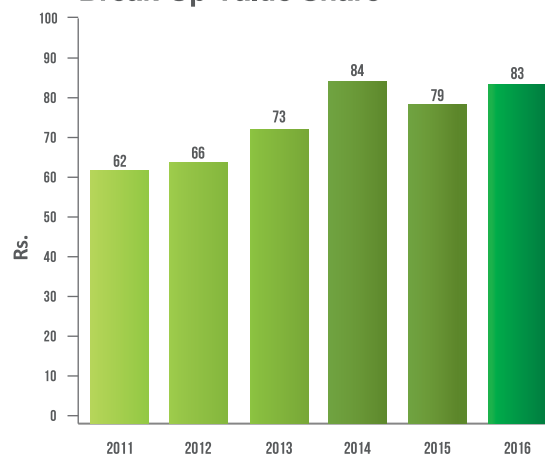
After-Tax Profit



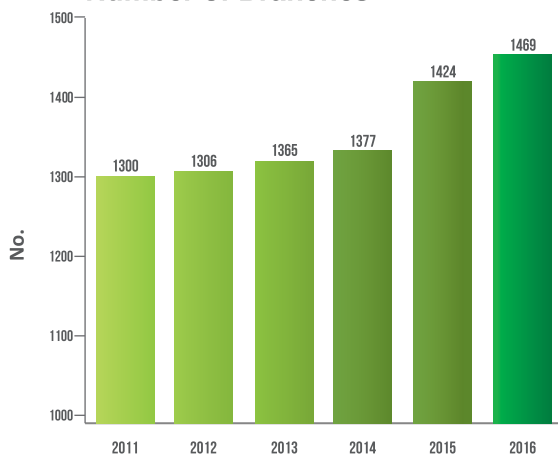
Earnings Per Share



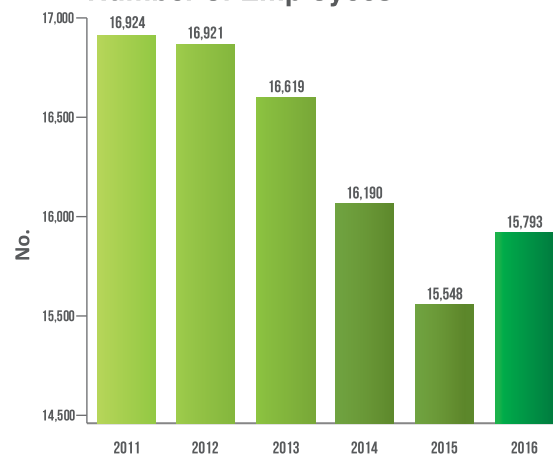
Break-Up Value Share



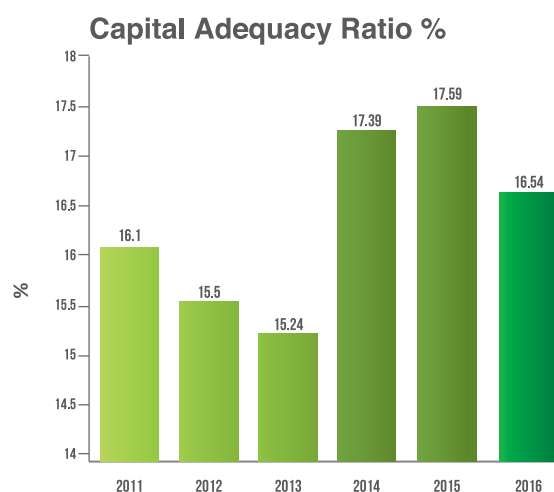
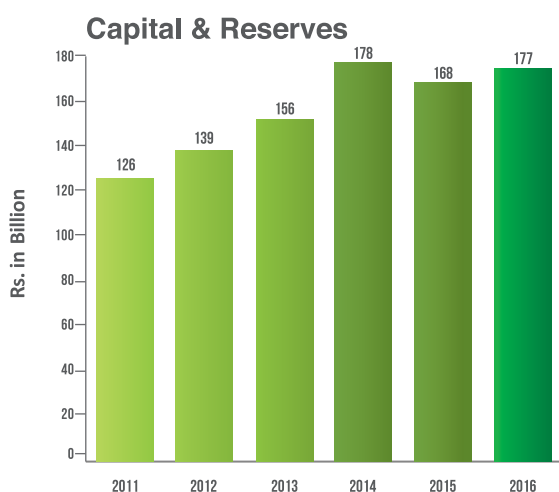
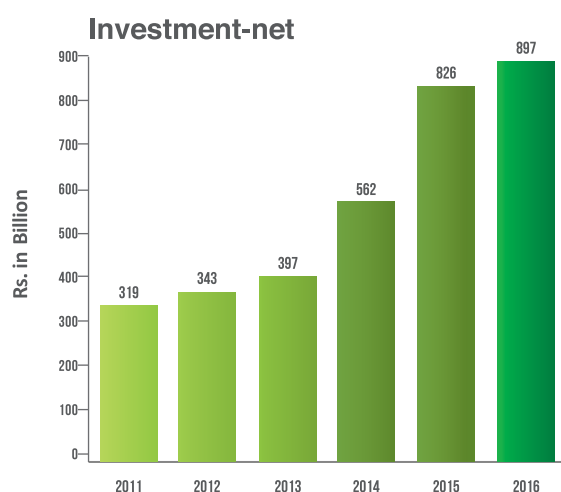
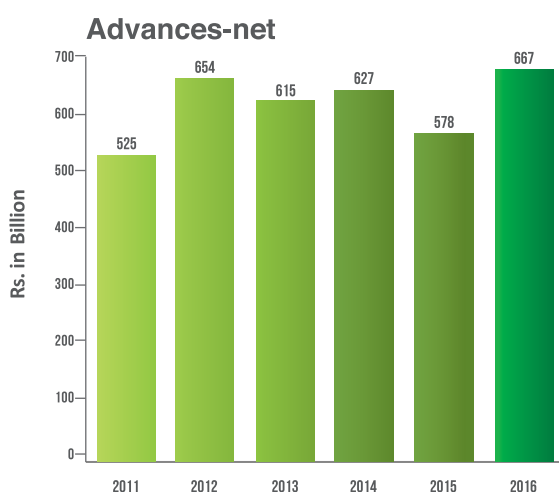
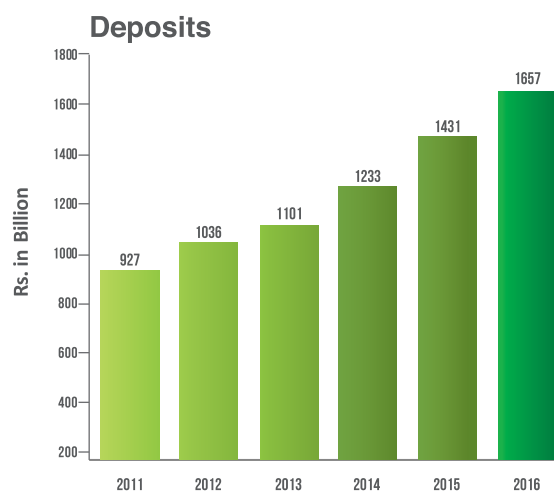
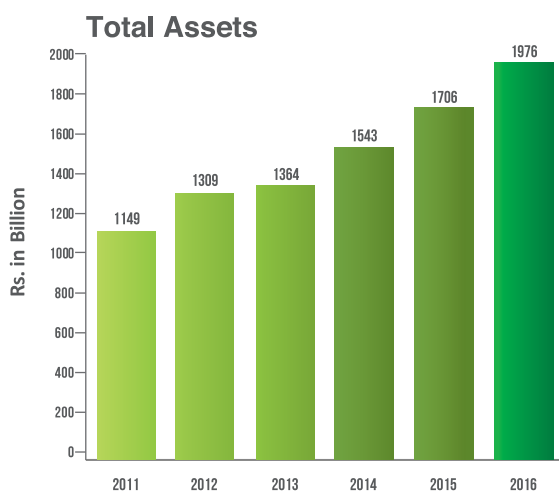
Number of Branches



Number of Employees

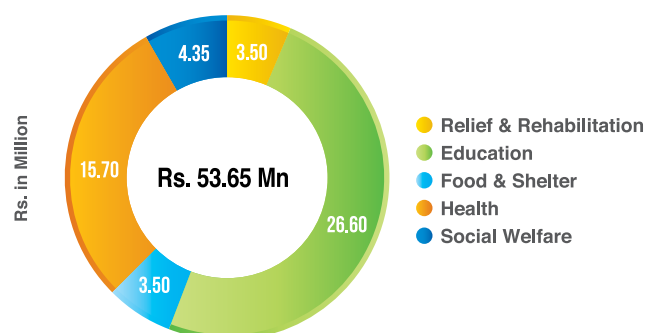


6 YEARS' FINANCIAL HIGHLIGHTS



VALUE ADDITION TO SOCIETY

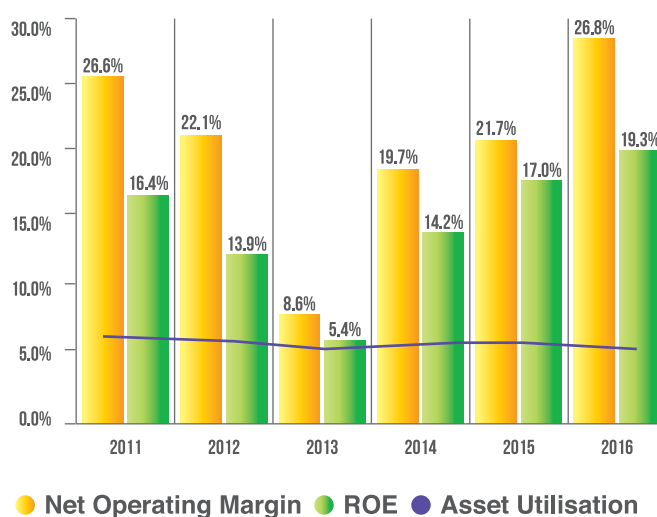
	Rs. in million	
Charity & Donation	2016	2015
Relief & Rehabilitation	3.50	5.96
Education	26.60	35.42
Food & Shelter	3.50	3.67
Health	15.70	13.18
Social Welfare	4.35	0.55
Total	53.65	58.78



DUPONT ANALYSIS

Indicator	2011	2012	2013	2014	2015	2016
Net Operating Margin	26.6%	22.1%	8.6%	19.7%	21.7%	26.8%
Asset Utilisation	6.0%	5.5%	4.8%	5.2%	5.5%	4.6%
Return on Assets	1.61%	1.22%	0.41%	1.03%	1.18%	1.24%
ROE	16.43%	13.88%	5.35%	14.23%	16.98%	19.28%
Leverage Ratio / Equity Multiplier	10.21	11.42	13.01	13.77	14.35	15.46

DuPont Analysis



- Net operating margins of the Bank have improved by 5.2% from 2015 which is highest in last 5 years. Improvement in the net operating margin is mainly attributed to better spreads.
- Asset Use Efficiency has dropped to 4.6% from 5.5% in 2015. This was due to general drop in loan pricing and maturity of high yield investments.
- Improvement in equity multiplier is in line with the 16% growth in deposits achieved by the bank during the year.

6 YEARS' SUMMARY OF FINANCIAL POSITION AND PERFORMANCE

Rs. in Million

	2011	2012	2013	2014	2015	2016
Financial Position						
Cash and balances with treasury and other banks	131,676	158,333	157,930	97,972	150,900	159,836
Balances with other banks	27,582	30,222	17,458	12,108	20,128	13,828
Lending to financial institutions	44,380	8,273	51,939	111,789	7,695	121,709
Investments - net	319,531	343,538	397,959	561,764	829,246	897,131
Advances - net	525,046	654,690	615,420	626,704	578,122	667,389
Operating Fixed assets	27,454	27,950	32,702	31,796	31,706	32,901
Deferred tax assets - net	7,935	9,848	10,955	9,878	9,669	5,136
Other assets	65,973	76,675	80,564	91,045	78,895	77,775
Total Assets	1,149,578	1,309,528	1,364,926	1,543,054	1,706,361	1,975,706
Liabilities						
Bills payable	9,105	14,368	13,895	11,012	9,172	10,187
Borrowings	26,372	51,297	22,239	37,541	21,911	44,864
Deposits and other accounts	927,421	1,036,739	1,101,139	1,233,525	1,431,037	1,657,312
Sub-ordinated loans	-	-	-	-	-	-
Liabilities against assets subject to Finance Lease	76	30	24	13	36	26
Deferred tax liabilities	-	-	-	-	-	-
Other liabilities	53,952	67,115	71,343	82,634	75,855	86,584
Total Liabilities	1,016,926	1,169,548	1,208,639	1,364,725	1,538,010	1,798,973
Net Assets (Represented by)						
Paid-up Share Capital	16,818	18,500	21,275	21,275	21,275	21,275
Reserves	25,343	28,819	31,539	32,074	45,581	46,800
Unappropriated Profit	68,359	57,419	48,046	57,007	49,156	51,939
Equity	110,520	104,737	100,860	110,356	116,011	120,015
Surplus on revaluation of assets	22,131	35,243	55,427	67,973	52,340	56,718
Total	132,651	139,981	156,287	178,329	168,351	176,733
Summary of Financial Performance						
Mark-up / Return / Interest earned	95,325	100,092	99,028	114,174	113,662	114,403
Mark-up / Return / Interest expensed	48,516	56,418	60,823	68,370	59,941	59,578
Net Mark-up / Interest income	46,810	43,674	38,205	45,804	53,721	54,824
Fee, Commission, Brokerage and Exchange income	12,720	14,410	15,394	15,687	17,043	17,013
Capital gain & Dividend income	4,096	6,844	6,908	11,103	15,860	11,405
Other income	2,520	2,595	3,268	3,587	2,081	1,549
Non interest income	19,337	23,849	25,570	30,377	34,983	29,967
Gross income	66,147	67,524	63,774	76,181	88,704	84,791
Operating Expenses (Non Mark-Up/Interest Expense)	30,255	35,085	36,295	41,703	42,193	47,253
Profit before provisions	35,891	32,438	27,480	34,478	46,511	37,539
Provisions	9,880	11,060	20,401	12,478	13,296	397
Profit before taxation	26,011	21,378	7,078	22,001	33,216	37,141
Taxation	8,406	6,437	1,578	6,973	13,997	14,389
Profit after taxation	17,605	14,941	5,500	15,028	19,219	22,752

PERFORMANCE RATIOS

	2011	2012	2013	2014	2015	2016
A . SIZE FACTORS (PKR 'Mn)						
1 . Total Assets	1,149,578	1,309,528	1,364,926	1,543,054	1,706,361	1,975,706
2 . Total Capital	132,651	139,981	156,287	178,329	168,351	176,733
3 . Deposits	927,421	1,036,739	1,101,139	1,233,525	1,431,037	1,657,312
4 . Profit after Tax	17,605	14,941	5,500	15,028	19,219	22,752
5 . Profit before Tax	26,011	21,378	7,078	22,001	33,216	37,141
B . ASSET QUALITY						
6 . Total Assets Growth Rate (YoY%)	10.78	13.91	4.23	13.05	10.58	15.78
7 . NPAs (Including NPLs) To Total Assets (%)	7.67	7.03	8.47	7.83	7.46	6.12
8 . Gross Advances to Deposits Ratio (%)	63.87	70.43	64.30	59.02	48.33	47.15
9 . NPL Coverage - Total provision/ NPLs (%)	76.36	81.98	80.09	83.88	89.35	92.00
10 . NPL Coverage - (specific provision / NPLs (%)	72.00	78.38	77.62	81.23	87.02	90.74
C . CAPITAL ADEQUACY						
11 . Tier-I Capital (PKR in Million)	97,030	104,014	87,112	91,758	91,751	95,540
12 . Total Eligible Capital (PKR in Million)	113,217	131,054	125,514	135,740	129,216	133,167
13 . Risk Weighted Assets -RWA (PKR in Million)	703,383	795,215	823,424	780,719	734,403	805,252
14 . Tier-I to RWA (%)	13.79	13.08	10.58	11.75	12.49	11.86
15 . RWA to total assets (%)	61.19	60.73	60.33	50.60	43.04	40.76
16 . Capital Adequacy Ratio (%)	16.10	16.48	15.24	17.39	17.59	16.54
D . INVESTMENT / MARKET RATIOS						
17 . Earning per Share and Diluted EPS (PKR)	9.52	7.02	2.59	7.06	9.03	10.69
18 . Price Earning Ratio (%)	4.31	7.04	22.42	9.84	5.98	7.00
19 . Market Value per Share (PKR)	41.05	49.39	58.06	69.46	54.04	74.89
20 . Dividend per Share (PKR)	7.5	7	2	5.5	7.5	7.5
E . LIQUIDITY						
21 . Net Loans to Total Assets (%)	45.67	49.99	45.09	40.61	33.87	33.78
22 . Net Loans to Total Customer Deposits (%)	56.61	63.15	55.89	50.81	40.38	40.27
23 . Net Loans to Total Deposits (%)	55.05	60.17	54.78	49.31	39.77	39.21
F . PROFITABILITY						
24 . Return on Average Assets - Pre Tax(%)	2.38	1.74	0.53	1.51	2.04	2.02
25 . Operating Profit to Average Assets (%)	3.28	2.64	2.05	2.37	2.86	2.04
26 . Gross Income to Average Assets (%)	6.05	5.49	4.77	5.24	5.46	4.61
27 . Non-Interest Income to Gross Income (%)	29.23	35.32	40.09	39.87	39.44	35.34
28 . Operating Expenses to Gross Income (%)	45.74	51.96	56.91	54.74	47.57	55.73
29 . Operating Expenses to Average Assets (%)	2.77	2.85	2.71	2.87	2.60	2.57
30 . Loan Loss Provisioning Expense to Operating Profit (%)	27.53	34.10	74.24	36.19	28.59	1.06
31 . Return on Average Equity - Pre Tax (%)	24.28	19.86	6.89	20.83	29.35	31.47
G . DuPont Analysis						
32 . Net Operating Margin (%)	28.86	22.13	8.62	19.73	21.67	26.83
33 . Asset Utilization (%)	6.14	5.49	4.77	5.24	5.46	4.61
34 . Return on Assets (%)	1.77	1.22	0.41	1.03	1.18	1.24
35 . Return on Equity (%)	17.75	13.88	5.35	14.23	16.98	19.28
RATES						
Exchange Rate (Units per USD)	89.95	97.15	105.32	100.48	104.87	104.60

6 YEARS' SUMMARY OF FINANCIAL POSITION AND PERFORMANCE (CONSOLIDATED)

Rs. in million

	2011	2012	2013	2014	2015	2016
Financial Position						
Cash and balances with treasury and other banks	131,843	158,757	158,230	98,247	151,191	160,086
Balances with other banks	28,070	30,895	18,389	12,544	20,639	14,396
Lending to financial institutions	44,361	8,281	51,942	111,794	7695	121,709
Investments - net	319,527	342,965	396,412	561,768	829,191	896,281
Advances - net	527,109	658,654	620,217	630,230	580,324	668,884
Operating Fixed assets	28,127	29,714	34,569	33,354	33,071	34,058
Deferred tax assets - net	7,973	9,834	10,969	9,884	9,672	5,172
Other assets	66,470	77,250	80,991	91,839	80,092	80,830
Total Assets	1,153,480	1,316,350	1,371,719	1,549,660	1,711,874	1,981,417
Bills payable	9,105	14,368	13,895	11,012	9,172	10,187
Borrowings	26,372	52,158	23,014	38,208	22,385	44,864
Deposits and other accounts	927,415	1,037,049	1,101,845	1,234,405	1,431,535	1,657,132
Liabilities against assets subject to Finance Lease	93	38	57	2	91	83
Other liabilities	54,701	67,855	72,243	83,439	77,036	89,011
Total Liabilities	1,017,686	1,171,468	1,211,054	1,367,066	1,540,219	1,801,278
Net Assets (Represented by)						
Paid Up Share Capital	16,818	18,500	21,275	21,275	21,275	21,275
Reserves	26,207	30,305	33,537	32,996	45,202	46,031
Unappropriated Profit	69,706	59,332	49,734	59,752	52,725	55,795
Non-controlling interest	495	791	821	717	722	738
Equity	113,226	108,928	105,367	114,740	119,924	123,840
Surplus on revaluation of assets	22,568	35,952	55,297	67,853	51,731	56,299
Shareholder Equity	135,794	144,880	160,664	182,593	171,655	180,139
Financial Performance						
Mark-up / return / interest earned	95,690	101,126	100,192	115,252	114,386	115,029
Mark-up / return / interest expensed	48,517	56,552	60,894	68,462	59,999	59,594
Net mark-up / Interest income	47,173	44,574	39,298	46,790	54,387	55,434
Fee, Commission, Brokerage and Exchange income	13,145	14,941	16,273	16,572	18,254	18,224
Capital gain & Dividend income	3,985	5,300	6,548	10,737	14,996	11,256
Share of profit from joint venture - net of tax	32	95	438	302	560	319
Share of loss from associates - net of tax	84	1,856	(592)	(1,060)	(923)	(333)
Other income	2,502	2,613	3,284	3,754	2,111	1,567
Non-interest income	19,748	24,805	25,952	30,305	34,998	31,032
Gross income	66,921	69,379	65,250	77,095	89,385	86,467
Operating Expenses (Non Mark-Up/Interest Expense)	30,899	36,082	37,701	43,255	43,794	48,742
Profit before provisions	36,022	33,297	27,549	33,840	45,591	37,725
Provisions	9,913	11,112	20,520	10,703	11,419	130
Pre-tax profit	26,109	22,185	7,029	23,136	34,173	37,595
Taxation	8,407	6,519	1,722	7,065	14,096	14,507
After-tax profit	17,702	15,666	5,307	16,071	20,077	23,087

6 YEARS' VERTICAL ANALYSIS

	2011		2012		2013		2014		2015		2016	
	Mn	%	Mn	%	Mn	%	Mn	%	Mn	%	Mn	%
ASSETS												
Cash and balances with treasury banks	131,676	11%	158,333	12%	157,930	12%	97,972	6%	150,900	9%	159,836	8%
Balances with other banks	27,582	2%	30,222	2%	17,458	1%	12,108	1%	20,128	1%	13,828	1%
Lending to financial institutions	44,380	4%	8,273	1%	51,939	4%	111,789	7%	7695	0%	121,709	6%
Investments - net	319,531	28%	343,538	26%	397,959	29%	561,764	36%	829,246	49%	897,131	45%
Advances - net	525,046	46%	654,690	50%	615,420	45%	626,704	41%	578,122	34%	667,389	34%
Operating Fixed assets	27,454	2%	27,950	2%	32,702	2%	31,796	2%	31,706	2%	32,901	2%
Deferred tax assets - net	7,935	1%	9,848	1%	10,955	1%	9,878	1%	9,669	1%	5,136	0%
Other assets	65,973	6%	76,675	6%	80,564	6%	91,045	6%	78,895	5%	77,775	4%
Total Assets	1,149,578	100%	1,309,528	100%	1,364,926	100%	1,543,054	100%	1,706,361	100%	1,975,706	100%
Liabilities												
Bills payable	9,105	1%	14,368	1%	13,895	1%	11,012	1%	9,172	1%	10,187	1%
Borrowings	26,372	2%	51,297	4%	22,239	2%	37,541	2%	21,911	1%	44,864	2%
Deposits and other accounts	927,421	81%	1,036,739	79%	1,101,139	81%	1,233,525	80%	1,431,037	84%	1,657,312	84%
Sub-ordinated loans	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Liabilities against assets subject to Finance Lease	76	0%	30	0%	24	0%	13	0%	36	0%	26	0%
Deferred tax liabilities	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Other liabilities	53,952	5%	67,115	5%	71,343	5%	82,634	5%	75,855	4%	86,584	4%
Total Liabilities	1,016,926	88%	1,169,548	89%	1,208,639	89%	1,364,725	88%	1,538,010	90%	1,798,973	91%
NET ASSETS												
Share capital	16,818	1%	18,500	1%	21,275	2%	21,275	1%	21,275	1%	21,275	1%
Reserves	25,343	2%	28,819	2%	31,539	2%	32,074	2%	45,581	3%	46,800	2%
Unappropriated profit	68,359	6%	57,419	4%	48,046	4%	57,007	4%	49,156	3%	51,939	3%
Equity	110,520	10%	104,737	8%	100,860	7%	110,356	7%	116,011	7%	120,015	6%
Surplus on revaluation of assets	22,131	2%	35,243	3%	55,427	4%	67,973	4%	52,340	3%	56,718	3%
Total	132,651	12%	139,981	11%	156,287	11%	178,329	12%	168,351	10%	176,733	9%
PROFITABILITY												
Markup / Return / Interest earned	95,325	100%	100,092	100%	99,028	100%	114,174	100%	113,662	100%	114,403	100%
Markup / Return / Interest expensed	48,516	51%	56,418	56%	60,823	61%	68,370	60%	59,941	53%	59,578	52%
Net Markup / Interest income	46,810	49%	43,674	44%	38,205	39%	45,804	40%	53,721	47%	54,824	48%
Fee, commission and exchange income	12,720	13%	14,410	14%	15,394	16%	15,687	14%	17,043	15%	17,013	15%
Capital gains & dividend income	4,096	4%	6,847	7%	6,908	7%	11,103	10%	15,860	14%	11,405	10%
Other income	2,520	3%	2,595	3%	3,268	3%	3,587	3%	2,081	2%	1,549	1%
Non interest income	19,337	20%	23,849	24%	25,570	26%	30,377	27%	34,983	31%	29,967	26%
Gross income	66,147	69%	67,524	67%	63,774	64%	76,181	67%	88,704	78%	84,791	74%
Operating expenses	30,255	32%	35,085	35%	36,295	37%	41,703	37%	42,193	37%	47,253	41%
(Non Mark-Up/Interest Expense)	35,891	38%	32,438	32%	27,480	28%	34,478	30%	46,511	41%	37,539	33%
Profit before provisions	9,880	10%	11,060	11%	20,401	21%	12,478	11%	13,296	12%	397	0%
Provisions	26,011	27%	21,378	21%	7,078	7%	22,001	19%	33,216	29%	37,141	32%
Pre-tax profit	8,406	9%	6,437	6%	1,578	2%	6,973	6%	13,997	12%	14,389	13%
Taxation	17,605	18%	14,941	15%	5,500	6%	15,028	13%	19,219	17%	22,752	20%
After-tax profit												

6 YEARS' HORIZONTAL ANALYSIS

	2011	YoY	2012	YoY	2013	YoY	2014	YoY	2015	YoY	2016	YoY
ASSETS												
Cash and balances with treasury banks	Rs. Mn 131,676	14%	Rs. Mn 158,333	20%	Rs. Mn 157,930	0%	Rs. Mn 97,972	(38%)	Rs. Mn 150,900	54%	Rs. Mn 159,836	6%
Balances with other banks	27,582	(9%)	30,222	10%	17,458	(42%)	12,108	(31%)	20,128	66%	13,828	(31%)
Lending to financial institutions	44,380	93%	8,273	(81%)	51,939	528%	11,789	115%	7695	(93%)	121,709	1044%
Investments - net	319,531	6%	343,538	8%	397,959	16%	561,764	41%	829,246	48%	897,131	9%
Advances - net	525,046	10%	654,690	25%	615,420	(6%)	626,704	2%	578,122	(8%)	667,389	15%
Operating Fixed assets	27,454	2%	27,950	2%	32,702	17%	31,796	(3%)	31,706	0%	32,901	3%
Deferred tax assets - net	7,935	14%	9,848	24%	10,955	11%	9,878	(10%)	9,669	(2%)	5,136	(47%)
Other assets	65,973	17%	76,675	16%	80,564	5%	91,045	13%	78,895	(13%)	77,775	(1%)
Total Assets	1,149,578	11%	1,309,528	14%	1,364,926	4%	1,543,054	13%	1,706,361	11%	1,975,706	16%
Liabilities												
Bills payable	9,105	14%	14,368	58%	13,895	(3%)	11,012	(21%)	9,172	(17%)	10,187	11%
Borrowings	26,372	31%	51,297	95%	22,239	(57%)	37,541	69%	21,911	(42%)	44,864	105%
Deposits and other accounts	927,421	11%	1,036,739	12%	1,101,139	6%	1,233,525	12%	1,431,037	16%	1,657,312	16%
Sub-ordinated loans	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Liabilities against assets subject to Finance Lease	76	(28%)	30	(61%)	24	(19%)	13	(47%)	36	181%	26	(28%)
Deferred tax liabilities	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Other liabilities	53,952	10%	67,115	24%	71,343	6%	82,634	16%	75,855	(8%)	86,584	14%
Total Liabilities	1,016,926	12%	1,169,548	15%	1,208,639	3%	1,364,725	13%	1,538,010	13%	1,798,973	17%
NET ASSETS												
Share capital	16,818	25%	18,500	10%	21,275	15%	21,275	0%	21,275	0%	21,275	0%
Reserves	25,343	4%	28,819	14%	31,539	9%	32,074	2%	45,581	42%	46,800	3%
Unappropriated profit	68,359	4%	57,419	(16%)	48,046	(16%)	57,007	19%	49,156	(14%)	51,939	6%
Equity	110,520	7%	104,737	(5%)	100,860	(4%)	110,356	9%	116,011	5%	120,015	3%
Surplus on revaluation of assets	22,131	(11%)	35,243	59%	55,427	57%	67,973	23%	52,340	(23%)	56,718	8%
Total	132,651	3%	139,981	6%	156,287	12%	178,329	14%	168,351	(6%)	176,733	5%
PROFITABILITY												
Markup / Return / Interest earned	95,325	8%	100,092	5%	99,028	(1%)	114,174	15%	113,662	0%	114,403	1%
Markup / Return / Interest expensed	48,516	7%	56,418	16%	60,823	8%	68,370	12%	59,941	(12%)	59,578	(1%)
Net Markup / Interest income	46,810	8%	43,674	(7%)	38,205	(13%)	45,804	20%	53,721	17%	54,824	2%
Fee, commission and exchange income	12,720	7%	14,410	13%	15,394	7%	15,687	2%	17,043	9%	17,013	0%
Capital gains & dividend income	4,096	13%	6,844	67%	6,908	1%	11,103	59%	15,860	45%	11,405	(28%)
Other income	2,520	16%	2,595	3%	3,268	26%	3,587	14%	2,081	(44%)	1,549	(26%)
Non interest income	19,337	10%	23,849	23%	25,570	7%	30,377	19%	34,983	15%	29,967	(14%)
Gross income	66,147	9%	67,524	2%	63,774	(6%)	76,181	19%	88,704	16%	84,791	(4%)
Operating expenses	30,255	15%	35,085	16%	36,295	3%	41,703	15%	42,193	1%	47,253	12%
(Non Mark-Up/Interest Expense)												
Profit before provisions	35,891	4%	32,438	(10%)	27,480	(15%)	34,478	25%	46,511	35%	37,539	(19%)
Provisions	9,880	(2%)	11,060	12%	20,401	84%	12,478	(39%)	13,296	7%	397	(97%)
Pre-tax profit	26,011	7%	21,378	(18%)	7,078	(67%)	22,001	211%	33,216	51%	37,141	12%
Taxation	8,406	23%	6,437	(23%)	1,578	(75%)	6,973	342%	13,997	101%	14,389	3%
After-tax profit	17,605	0%	14,941	(15%)	5,500	(63%)	15,028	173%	19,219	28%	22,752	18%