

# Corporate Briefing Session

September 2020

**Introductory  
Briefing**

**Achievements &  
New Initiatives**

**Key  
Highlights**

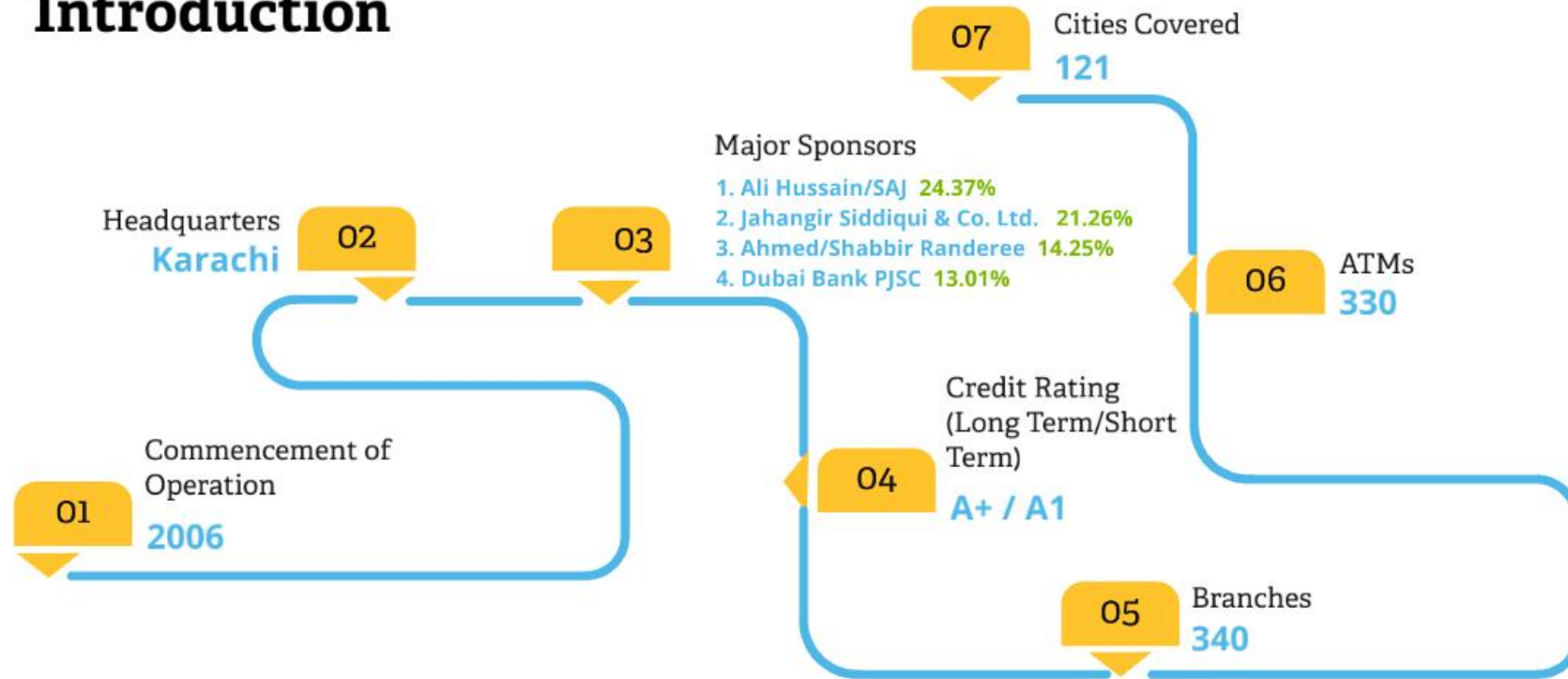
**Financial  
Performance**

**6 Years  
Financial  
Summary  
2015-2020**

## **Introductory Briefing– as of September 2020**

Major Credentials  
As of September 30, 2020

## Introduction





### Assets & Finances

Assets	PKR 307 bn
Deposits	PKR 254 bn
Financings - Net	PKR 135 bn

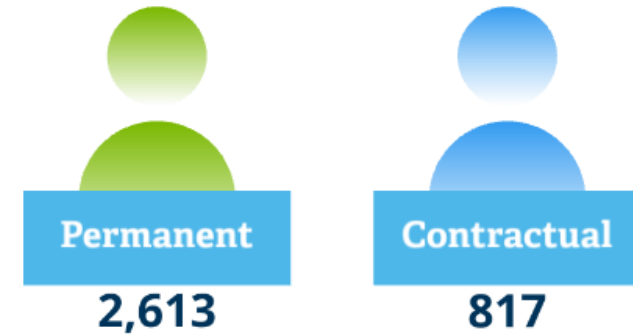
### Capital Adequacy Ratio



**19.37%**



### Staff Strength



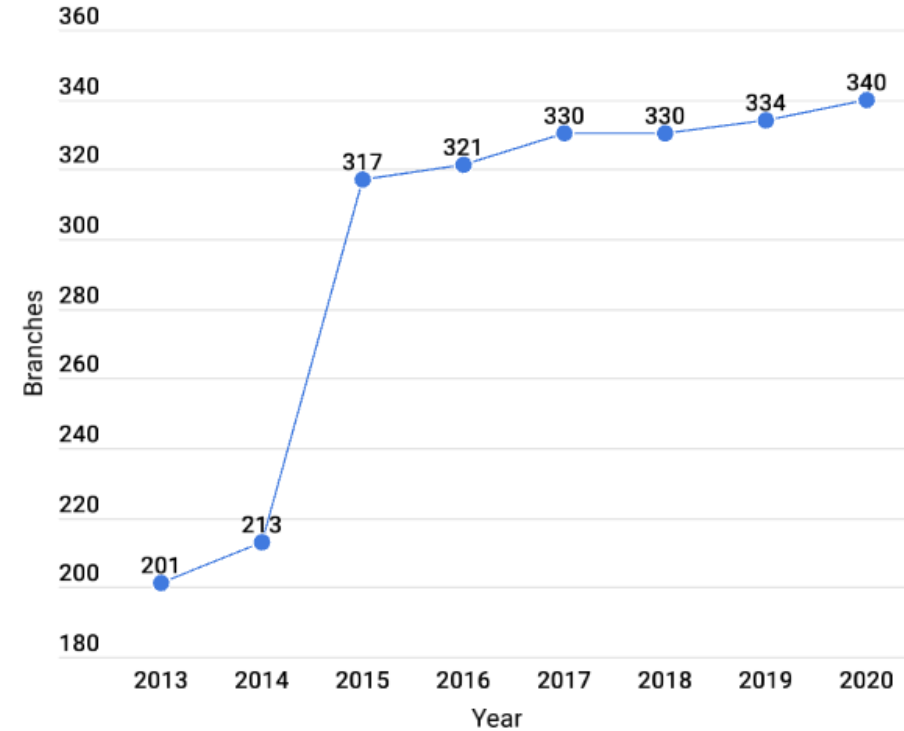
### Client Relationships

**847,480**

# Distribution Network



\* Branch network covering 121 cities



Branch Expansion Trend

# Banking Facilities

## Consumer and Retail Banking

- CASA Deposits
- Term Deposits
- Bancatakaful
- Auto Finance
- Housing Finance
- Mobile/Internet Banking
- Debit Card

## Business Banking

- Corporate Banking
- SME Banking
- Agri Finance
- Investment Banking
- Cash Management
- Trade Finance
- Treasury Products

**Key  
Highlights**

**Highlights  
of Profit &  
Loss**

**Highlights  
of Financial  
Position**



## Financing

### Gross Financing



### Consumer Financing Composition



### Non-Performing Loans

Infection Ratio Sept 2020

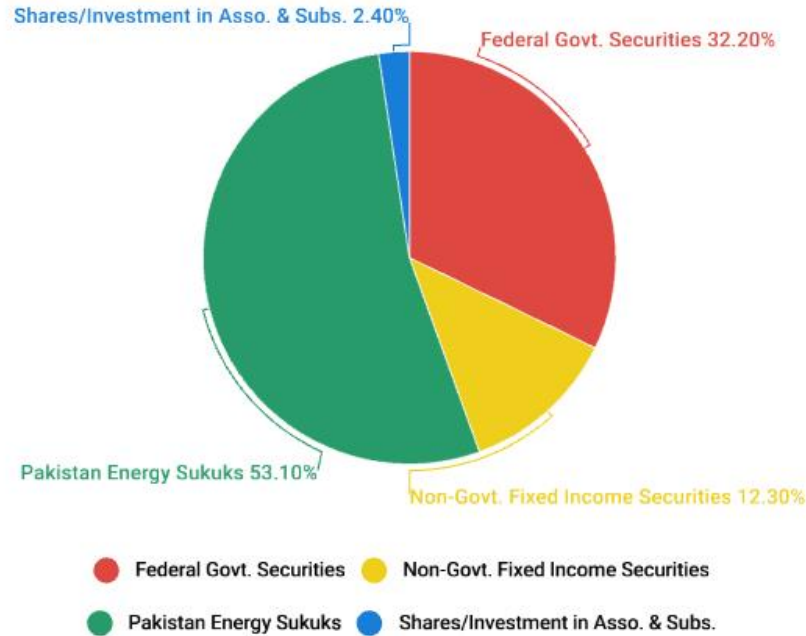
<b>NPL</b>	Total	11.9%
<b>NPL</b>	Islamic Portfolio	7.3%



NPL Coverage Ratio 81.6%

## Financial Position

### Investments



### Deposits



### CASA Mix



BANK



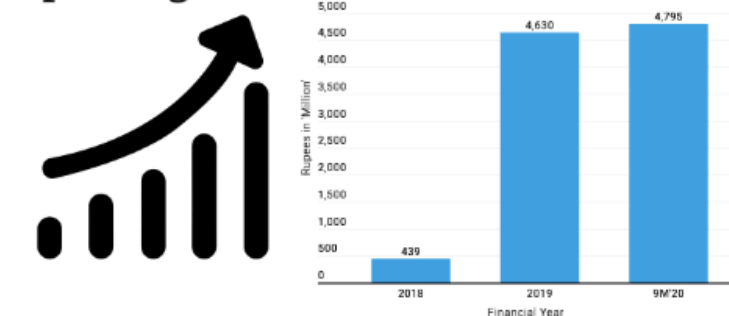
### Deposit Per Branch



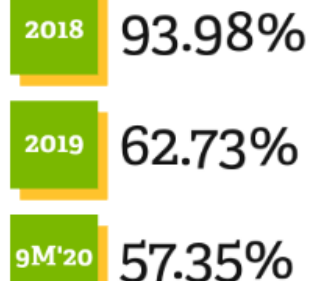


# Profitability & CAR

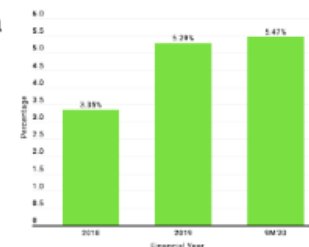
## Operating Profit



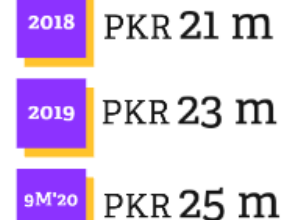
## Cost to Income Ratio



## Net Income Margin



## Annual Admin Expense Per Branch



## Capital Adequacy Ratio



- Rs 1 Bn Rights Issue in 2019
- Rs 2 Bn ADT-1 Listed Sukuk in 2019/2020

**Awards &  
Recognition**

**HR  
Initiatives**

**Achievements &  
New Initiatives**

## Brands Foundation

awarded BankIslami Pakistan  
with the honor of **BRAND OF  
THE YEAR 2019** - in the  
category of **Islamic  
Banking.**



## National Forum For Environment & Health

nominated BankIslami for;

- **Biodiversity**
- **Employee Engagement  
& Volunteering**
- **Education & Scholarship**
- **Green Energy**





## 9th Annual CSR Summit & Awards' Committee

awarded BankIslami in the  
category of;

- Sustainability  
Initiatives,
- Green environment  
ownership and
- Social Impact



**Brand Foundation** with  
Intellectual Property  
Association Of Pakistan  
(**IPAP**) awarded  
BankIslami with  
**PAKISTAN IP  
EXCELLENCE AWARD  
2020.**



# HR Initiatives



Hospitalization Coverage For Parents



In-House Out Patient Service



Pay Continuation Benefit In Addition To Life Takaful



Rain Emergency Relief



Hajj Policy



# Financial Performance for the Bank

Financing  
Analysis

Investment  
Portfolio

NPLs &  
Provision  
Trends

Nine Months  
Operating  
Results

Deposit  
Trends

Quarterly  
Operating  
Results

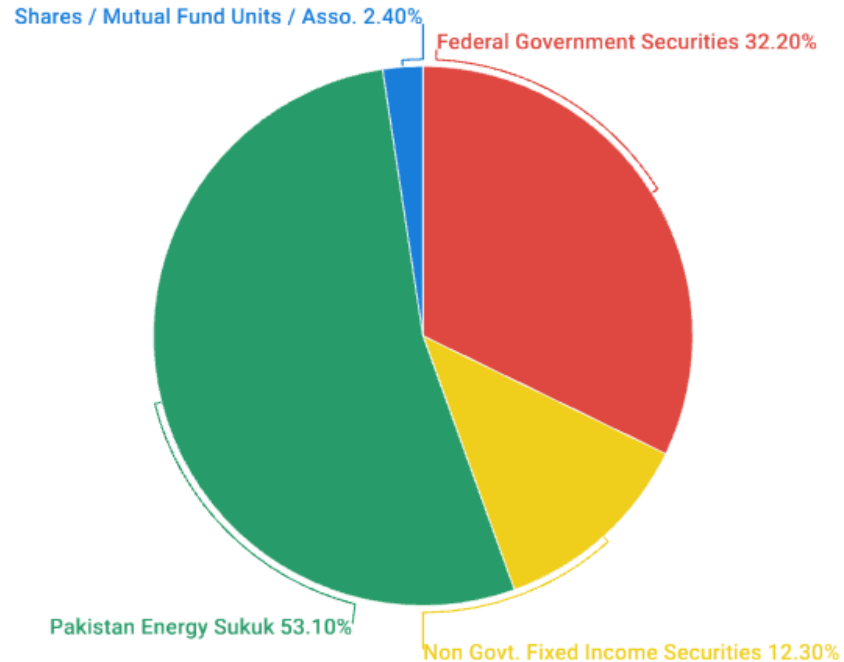
Ratios

# Investment Portfolio

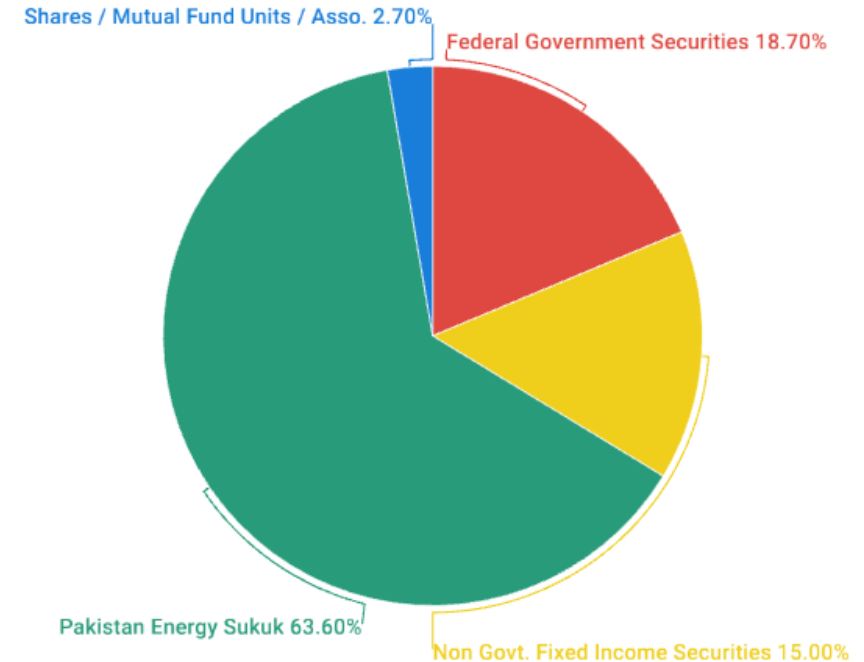
*PKR in millions*

Description	Sep-20	2019	2018
Investments	60,173	55,194	38,832

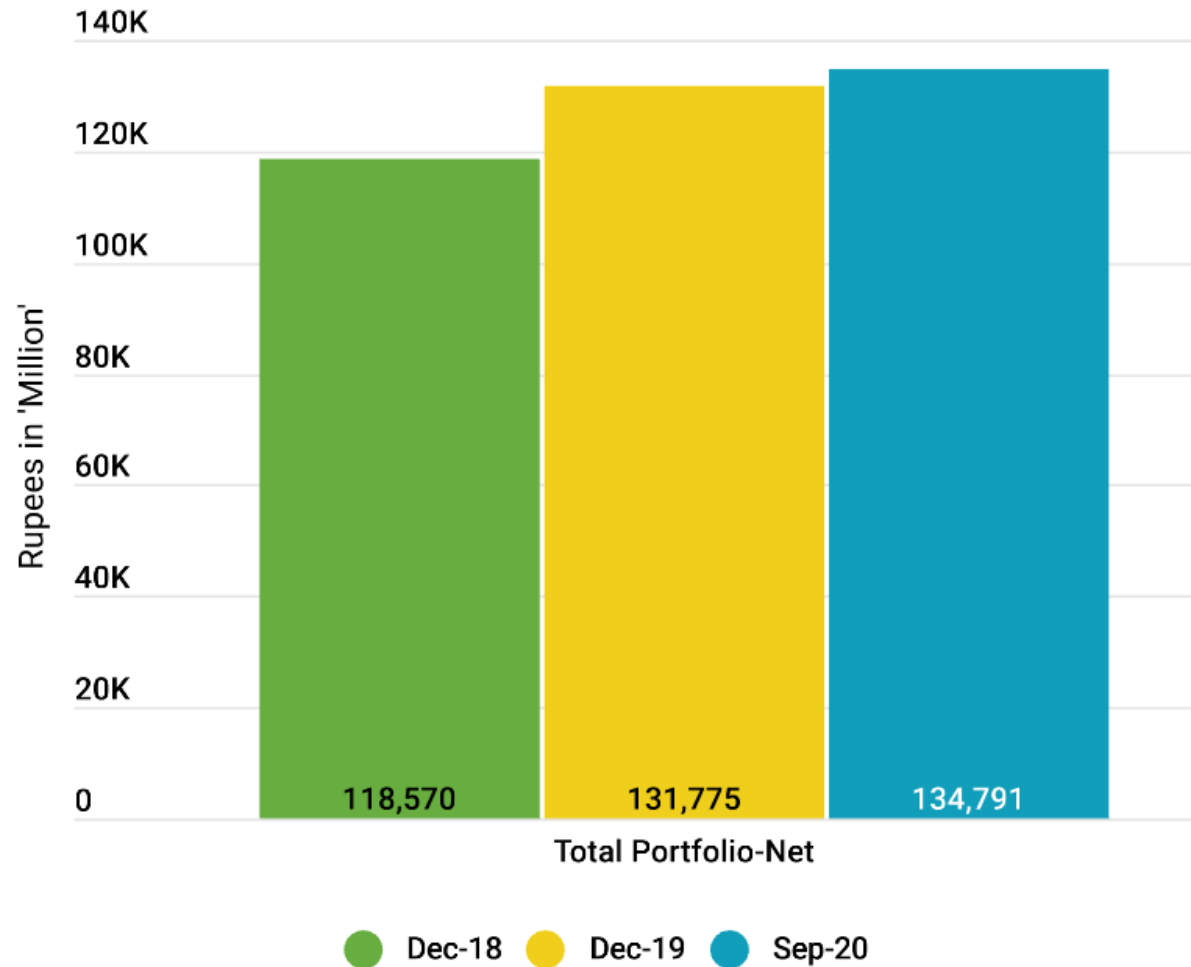
Investment Composition - September 2020



Investment Composition - December 2019

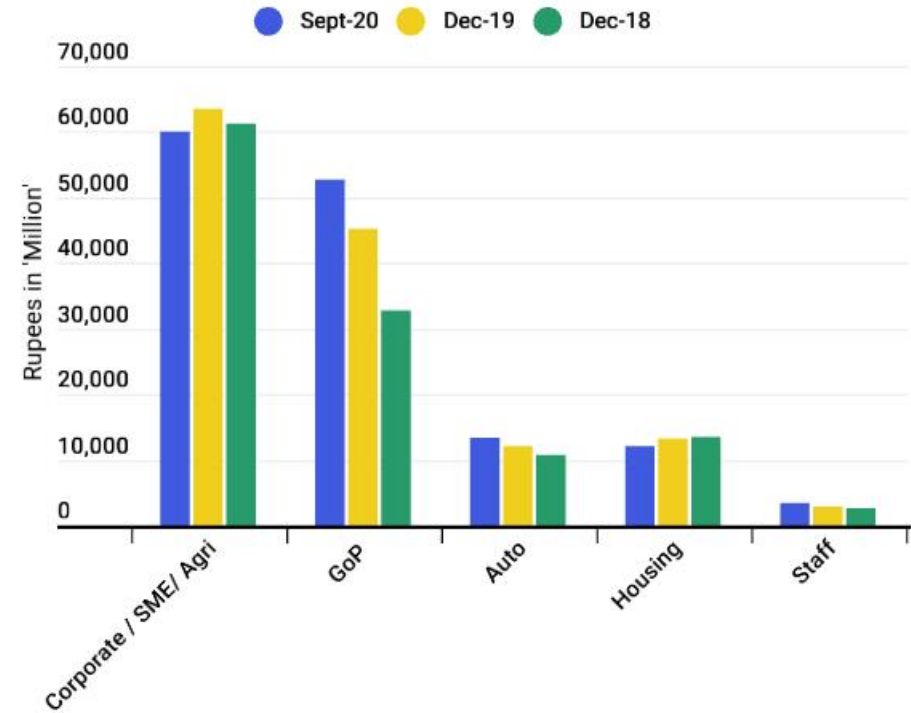


## Total Financing Portfolio - Net



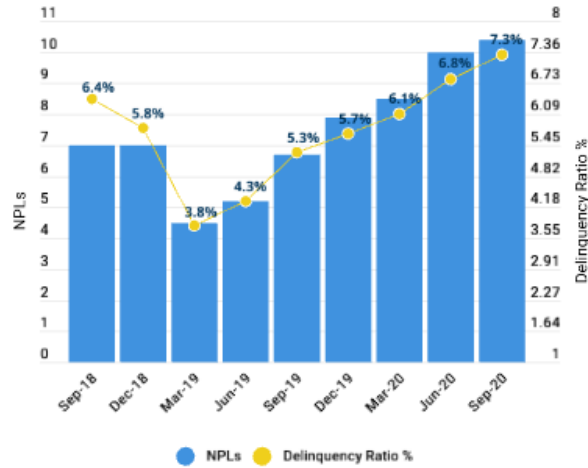
## Financing Portfolio

				Sept'20 vs Dec'19	
Description	Sept-20	Dec-19	Dec-18	Variance	%
----- Rupees in 'Million -----					
Corporate / SME / Agri	60,044	63,529	61,282	(3,485)	-5.5%
GoP	52,767	45,226	32,756	7,541	16.7%
Auto	13,351	12,111	10,722	1,241	10.2%
Housing	12,090	13,264	13,500	(1,174)	-8.9%
Staff	3,428	2,889	2,604	539	18.7%
Islamic Portfolio - Gross	141,681	137,018	120,864	4,663	3.4%
Provisioning - Islamic	(7,164)	(5,547)	(2,777)	(1,617)	29.2%
Islamic Portfolio-Net	134,517	131,472	118,087	3,045	2.3%
Conventional portfolio - Net	274	303	483	(28)	-9.4%
Total Portfolio-Net	134,791	131,775	118,570	3,017	2.3%

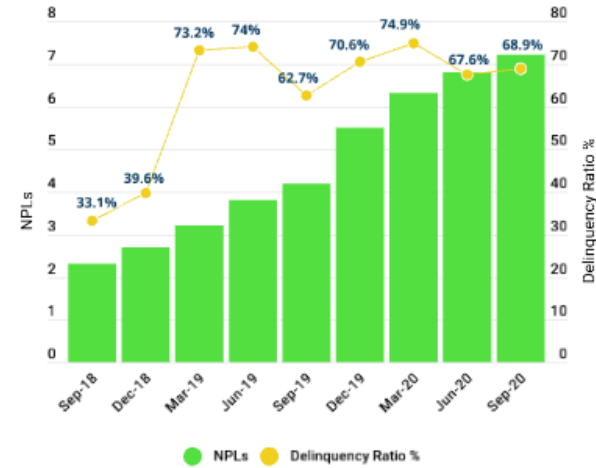


# NPLs and Provision Trends

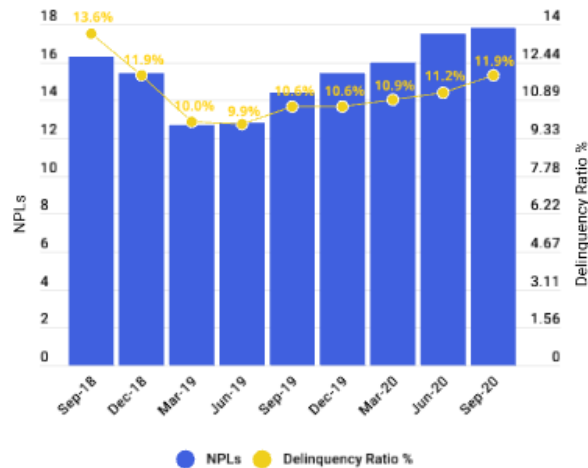
## NPL Trend - Islamic Portfolio



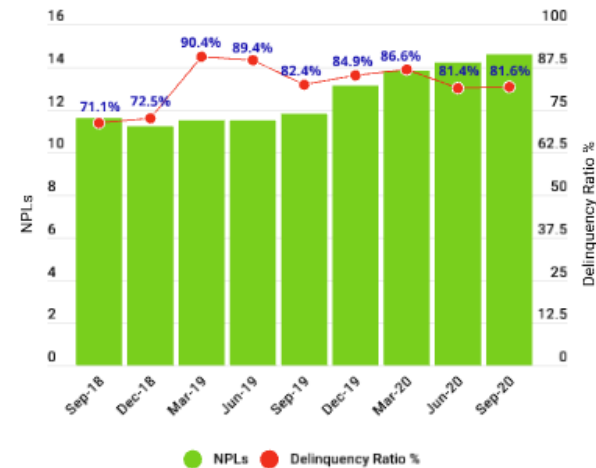
## Provision Coverage -Islamic



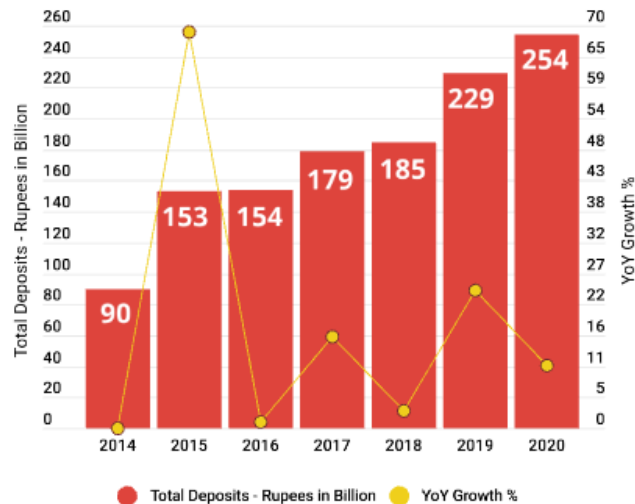
## NPL Trend - Total Portfolio



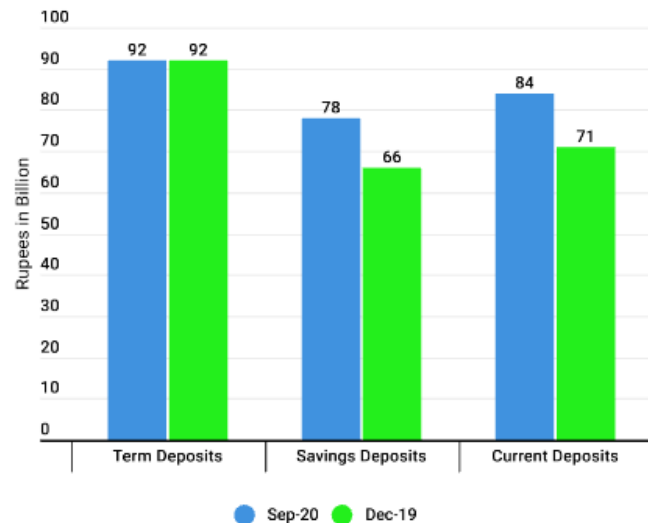
## Provision Coverage -Total



## Deposit Growth

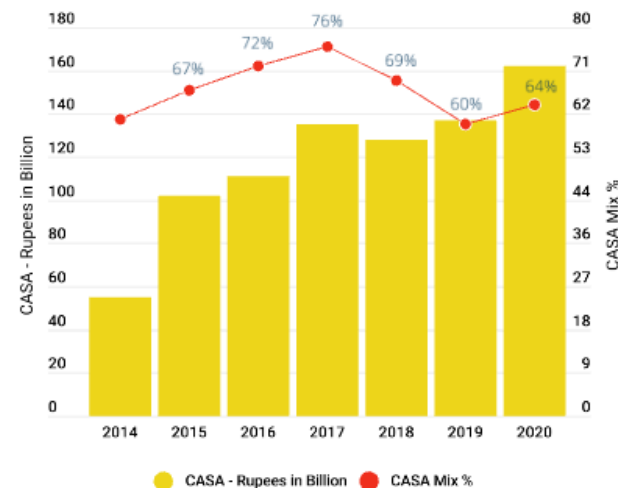


## Deposits - Products

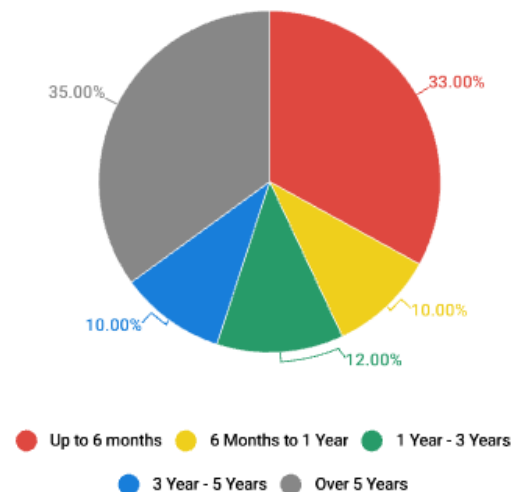


# Deposit Trends

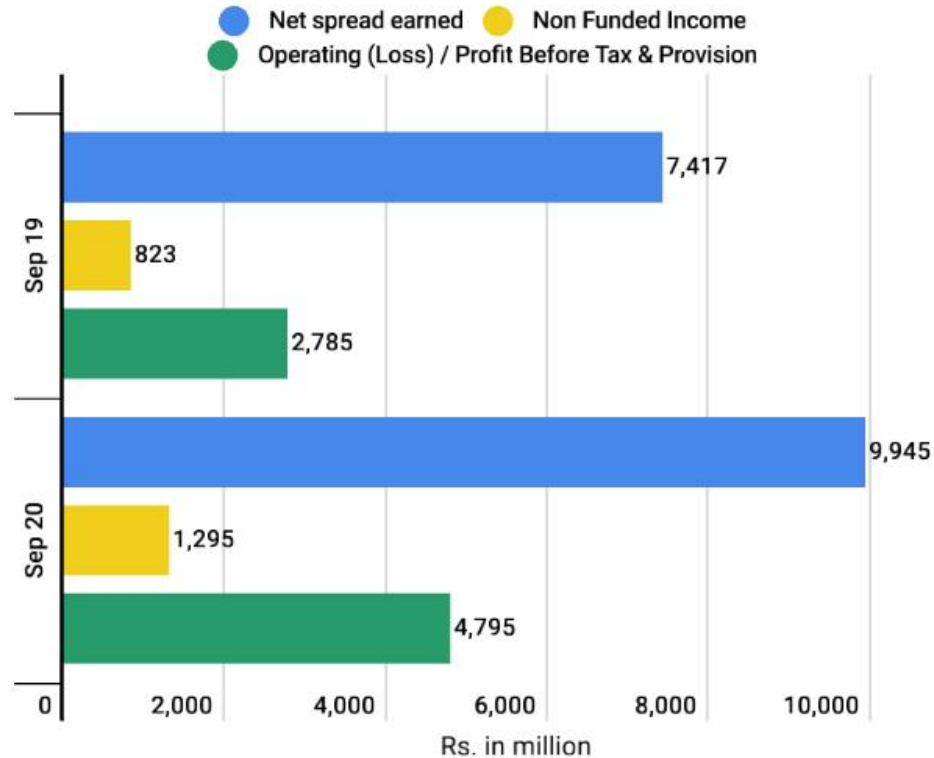
## CASA Mix



## Expected Deposit Maturity - Sept 2020



# Nine Months Profit & Loss Account

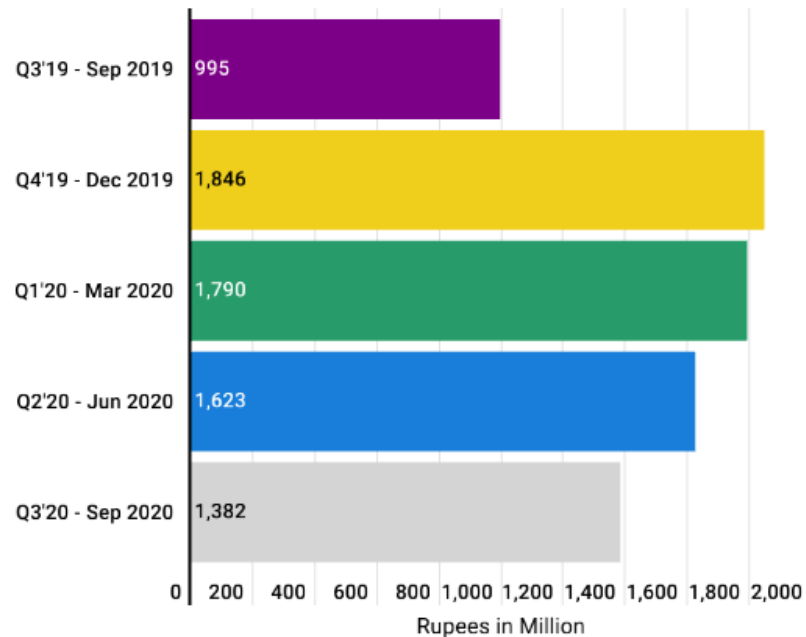


Description	Nine Month Ended	
	Sep-20	Sep-19
Rupees in Million		
Profit Earned	20,523	16,094
Profit Expensed	10,578	8,677
<b>Net spread earned</b>	<b>9,945</b>	<b>7,417</b>
<b>Other Income</b>		
Fee and commission income	657	467
Dividend income	7	9
Foreign exchange income	304	140
Gain / (Loss) on securities	242	28
Other income	86	179
<b>Non Funded Income</b>	<b>1,295</b>	<b>823</b>
<b>Total Income</b>	<b>11,241</b>	<b>8,240</b>
Administrative expenses	6,446	5,455
<b>Operating Profit Before Tax &amp; Provision</b>	<b>4,795</b>	<b>2,785</b>



# Quarterly Operating Results

## Profit Before Tax & Provision



	2020			2019	
	Q3'20	Q2'20	Q1'20	Q4'19	Q3'19
Description	Sep/20	Jun/20	Mar/20	Dec-19	Sep-19
	-----Rupees in Million-----				
Profit Earned	5,754	6,790	7,979	7,557	6,228
Profit Expensed	2,598	3,351	4,629	4,183	3,675
Net spread earned	3,156	3,439	3,350	3,373	2,553
Other Income					
Fee and commission income	217	168	272	151	138
Dividend income	-	5	2	2	-
Foreign exchange income	90	100	114	44	33
Gain / (Loss) on securities	9	128	105	632	11
Other income	47	21	18	(19)	118
Non Funded Income	362	421	512	810	300
				-	-
Total Income	3,518	3,860	3,862	4,184	2,853
Administrative expenses	2,136	2,237	2,072	2,338	1,858
Operating Profit Before Tax & Provision	1,382	1,623	1,790	1,846	995

## Ratios

Heads	Sep-20	Dec-19	Dec-18
Net Spread Ratio	48.46%	45.62%	49.43%
Net Income Margin - NIM	5.47%	5.29%	3.35%
Cost to Income Ratio	57.35%	62.73%	93.98%
Administrative Expenses Per Branch (Rs. in Mn)	24.5 *	23.1	20.6
Return on Average Equity	14.73%	7.84%	1.69%
Return on Average Assets	0.80%	0.44%	0.10%
Capital Adequacy Ratio	19.37%	14.95%	15.10%
Capital Adequacy Ratio - Without Relaxation	13.45%	10.56%	3.87%
Average Deposits per Branch (Rs. in Mn)	748	685	559
Infection Ratio **	7.34%	5.74%	5.80%
Advances to Deposits ratio	52.97%	57.59%	64.20%

**\* Annualized**

**\*\* For Islamic Portfolio**

# Six Years' Financial Position Summary 2015-2020

Statement of  
Financial  
Position

Profit &  
Loss  
Account

## Six Years Profit and Loss Account

	Rupees in Million					
<b>Profit &amp; Loss Account</b>	<b>Sept'2020</b>	<b>2019</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
Profit/return Earned	20,524	23,650	12,204	10,353	10,127	8,834
Profit/return Expensed	10,579	12,860	6,170	5,250	5,791	5,119
<b>Net Spread earned</b>	<b>9,945</b>	<b>10,790</b>	<b>6,034</b>	<b>5,103</b>	<b>4,336</b>	<b>3,715</b>
Fee,commission,brokerage & exchange Income	961	802	1,073	735	404	490
Dividend and capital gains	249	671	109	151	122	15
Other Income	86	160	82	78	111	65
<b>Total Other Income</b>	<b>1,295</b>	<b>1,633</b>	<b>1,264</b>	<b>964</b>	<b>637</b>	<b>570</b>
<b>Total Income</b>	<b>11,240</b>	<b>12,423</b>	<b>7,298</b>	<b>6,067</b>	<b>4,973</b>	<b>4,285</b>
Expenses	6,446	7,794	6,859	6,303	6,160	5,039
<b>Profit before tax and provisions</b>	<b>4,794</b>	<b>4,629</b>	<b>439</b>	<b>(236)</b>	<b>(1,187)</b>	<b>(754)</b>
Provisions	1,891	2,799	37	(392)	(2,030)	(482)
<b>Profit before tax</b>	<b>2,903</b>	<b>1,830</b>	<b>402</b>	<b>156</b>	<b>843</b>	<b>(272)</b>
Taxation	1,141	744	190	(1,406)	392	(76)
<b>Profit after tax</b>	<b>1,762</b>	<b>1,086</b>	<b>212</b>	<b>1,562</b>	<b>451</b>	<b>(196)</b>

# Six Years Statement of Financial Position

## Key Figures

	Rupees in Million					
Statement of Financial Position	Sept'2020	2019	2018	2017	2016	2015
Paid up capital	11,008	11,008	10,000	10,000	10,000	10,000
Reserves	1,186	1,188	969	926	614	523
Unappropriated profit / (loss)	4,642	2,876	1,695	1,474	213	(171)
<b>Shareholders' equity</b>	<b>16,836</b>	<b>15,071</b>	<b>12,664</b>	<b>12,400</b>	<b>10,827</b>	<b>10,352</b>
Surplus on revaluation of assets-net of tax	3,248	4,626	1,851	1,276	1,618	834
Net Assets	20,084	19,696	14,515	13,676	12,445	11,186
<b>Total Assets</b>	<b>307,125</b>	<b>283,096</b>	<b>215,743</b>	<b>217,791</b>	<b>182,474</b>	<b>174,231</b>
Earning Assets	253,256	231,758	176,410	183,421	152,493	146,200
Gross Financings	149,226	144,720	129,734	130,829	89,949	82,361
Financings-net of provisions	134,791	131,775	118,571	119,155	77,817	68,709
Non-performing Loans (NPLs)	17,823	15,388	15,403	15,837	14,534	15,684
Investments - net	60,173	55,194	38,832	42,092	46,317	35,886
<b>Total Liabilities</b>	<b>287,041</b>	<b>263,400</b>	<b>201,228</b>	<b>204,115</b>	<b>170,029</b>	<b>163,045</b>
Deposits & other accounts	254,454	228,827	184,693	178,310	153,736	153,058
Current & Saving Deposits (CASA)	162,058	136,641	127,102	134,741	111,037	102,491
Borrowing	14,290	15,104	7,820	15,570	6,066	3,198
Cost bearing Liabilities	187,060	175,097	132,767	136,010	110,912	110,800
Contingencies and commitments	6,134	26,652	23,135	23,041	25,557	29,022



# Thank you.

Team BankIslami