



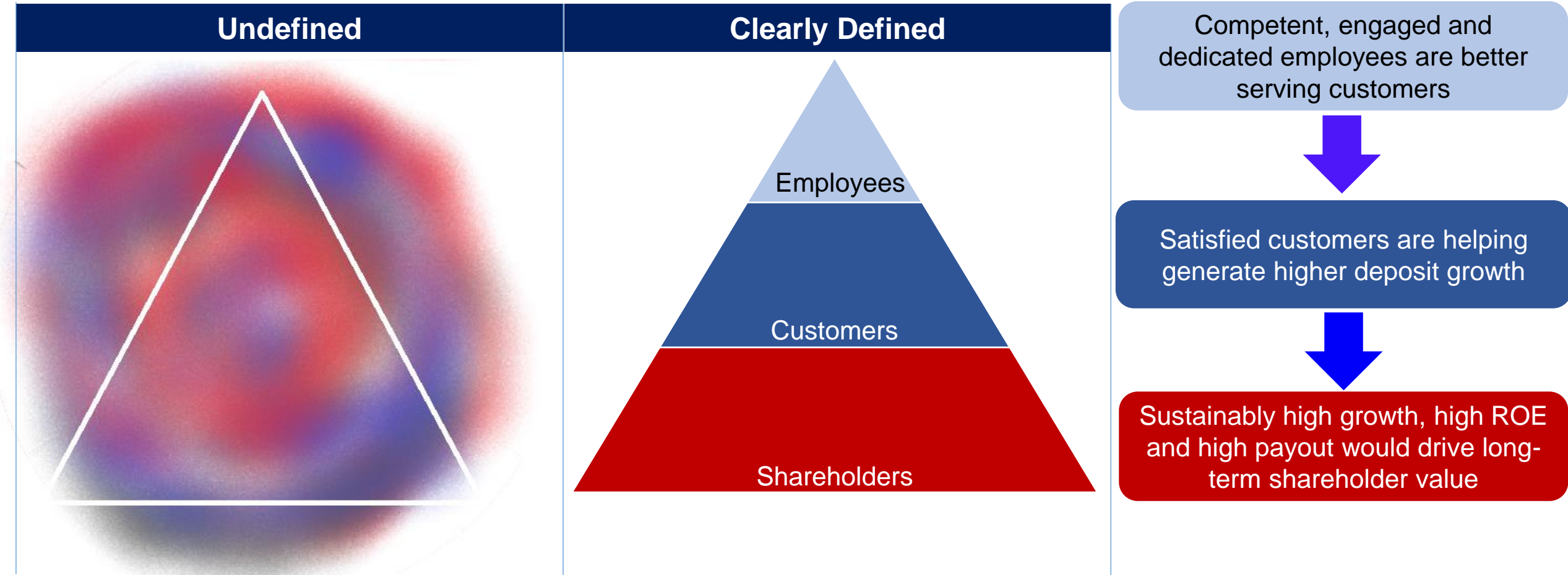
Investor Presentation

Corporate Briefing
Session

October 30, 2024



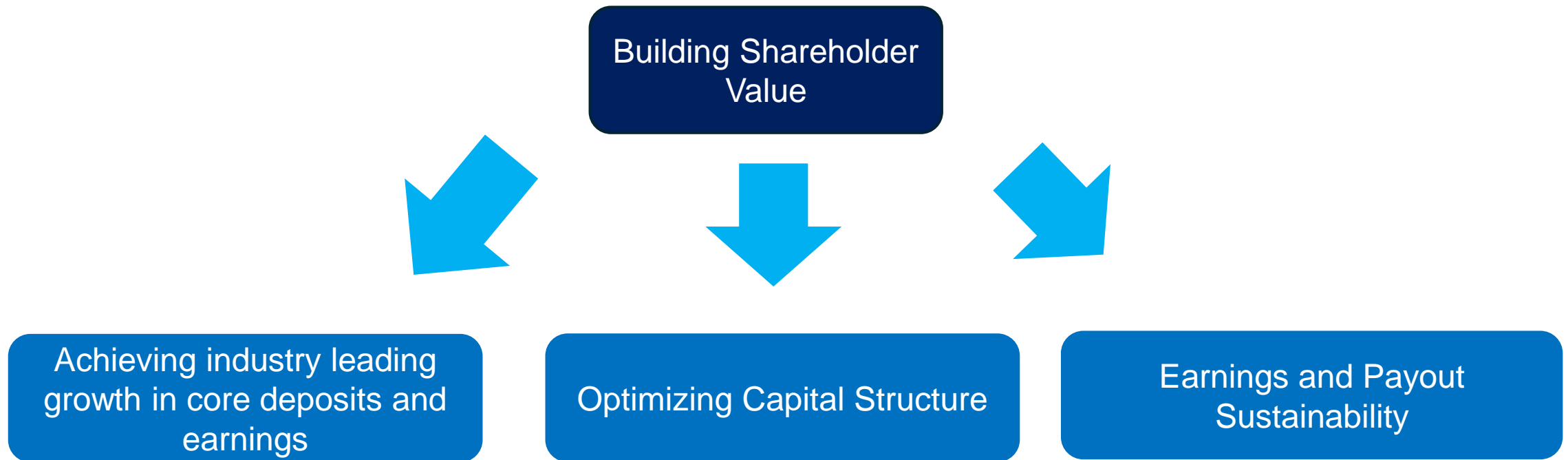
Fairness across all the stakeholders – Employees, Customers and Shareholders



- **59** new staff has been added to **Middle and Senior Management** in 2023 and 2024
- **Compensation** has been made **Fair** and **Market Based**
- First Bank in the country to introduce **Inflation Allowance** for over **75%** of its employees

Employee Turnover has reduced from 23% in 2022 to 9% in 2024 to date

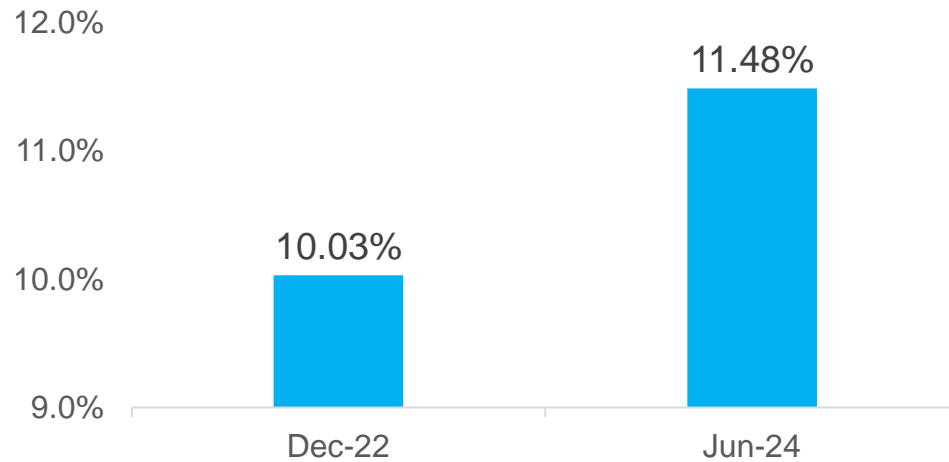
UBL's strategy in the last 18 months has been to build shareholder value through a combination of high growth in business and maximizing dividend payouts



UBL does not see growth and high payouts as mutually exclusive in Pakistani Banking Industry

Total Non-Remunerative Current Account

Between December 2022 and June 2024 UBL has grown by **58%** compared to industry growth of **38%** for same period

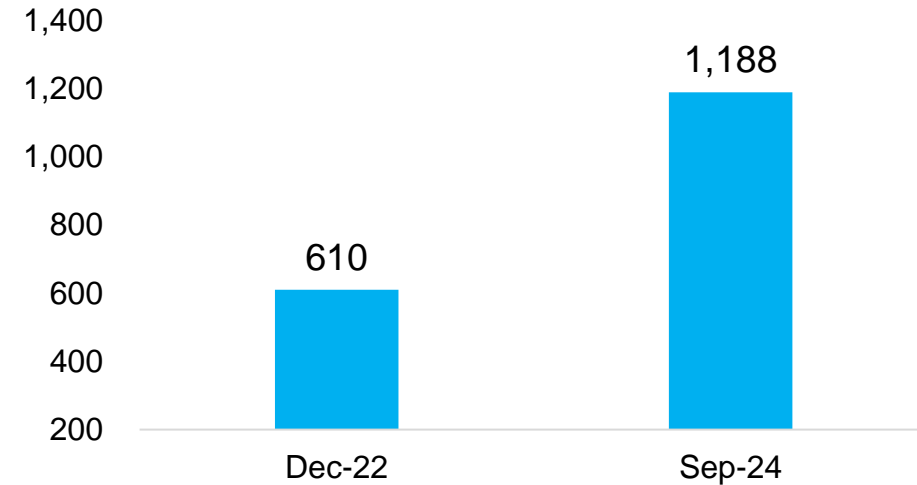


Billion Rupees	Dec-22	Jun-24	Growth %
Industry	8,739	12,080	38%
UBL	876	1,387	58%
Market Share	10.03%	11.48%	

UBL is one of the market leaders in Current Accounts

UBL GCC Current Account Growth

Highest ever CA growth in UBL GCC



Million US\$	Dec-22	Sep-24	Growth %
Current Account	610	1,188	95%

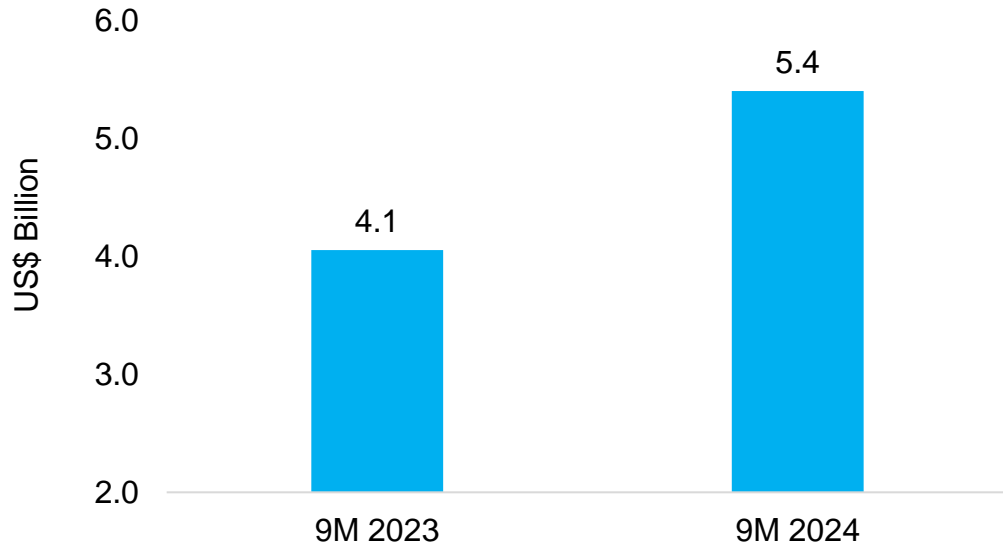
Focus on low-cost deposit growth

Industry data is not yet available for September 30, 2024

Strong Growth Across Trade and Remittance Business

Remittance Volume

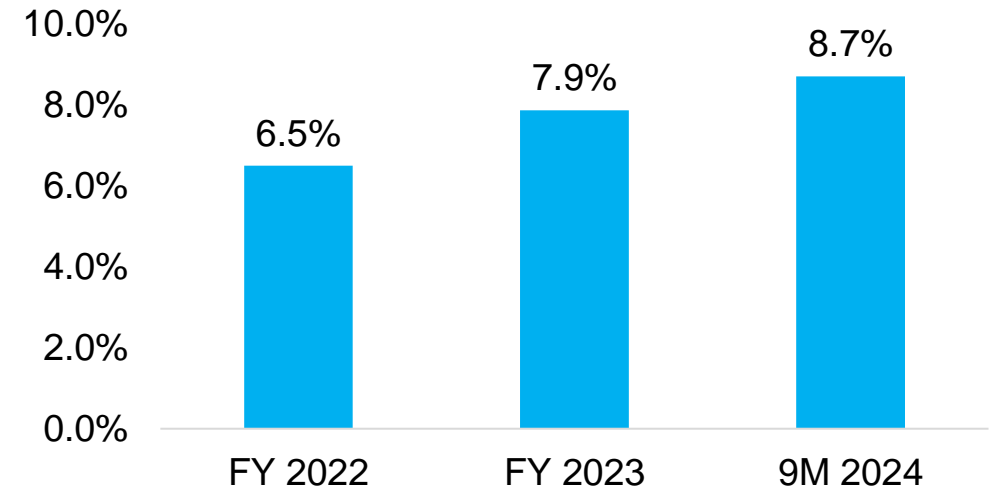
33% Growth in Remittance Volumes



US\$ Billion	9M 2023	9M 2024
Industry	19.2	25.6
UBL	4.1	5.4
Market Share	21.1%	21.1%

UBL continues to maintain its position as the **Market Leader in Home Remittance**

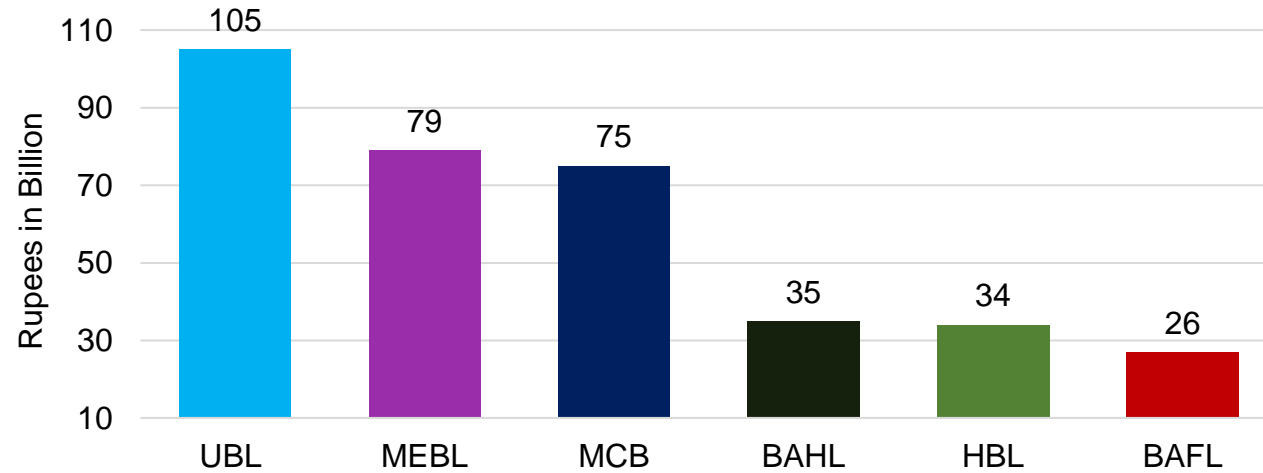
Trade Market Share



US\$ Billion	FY 2022	FY 2023	9M 2024
Industry	97.4	77.1	65.2
UBL	6.3	6.1	5.7
Market Share	6.5%	7.9%	8.7%

UBL has **Very Low** market share and we are striving to increase it

Last 8 Quarter Dividends



Consolidated	2022	2023	9M-2024
EPS	25.76	45.05	40.12
DPS	22.00	44.00	33.00
CAR	17.4%	14.6%	19.2%

- UBL dividend payout of Rs 105 Billion in the last two years - highest in the industry
- Management does not view growth and high payouts as mutually exclusive in Pakistani banking. Both can be achieved by optimizing the capital structure
- CAR has been optimized mainly through sale of UBL UK that improved CAR by 278 bps

Portfolio Composition	Amount	Yield
T-Bill	3,268	20.51%
Fixed	1,159	15.92%
Floating	1,558	20.91%
Total	5,986	19.73%

- **Aggressive T-Bill and Fixed Bond positions have been key to hedge the risk of lower interest rates**
- Today the risk of a sharp decline in interest rates is materializing. UBL's bill and bond portfolio has given it an 18–24 months cushion

Investment Portfolio	
Unrealized Gain on Investments	103
Unrealized Gain on Investments (net of tax)	52

Impact of Unrealized Gain on Investment (net of tax) is Rs 43 on Earning Per Share

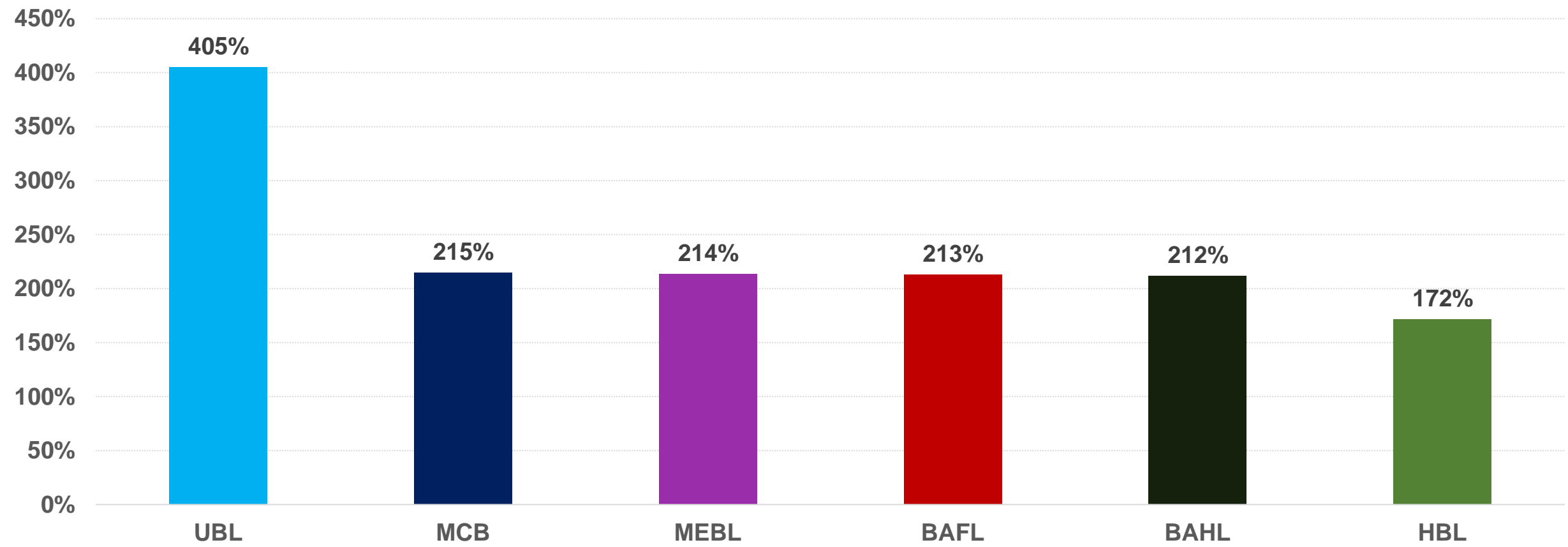
Fixed Income Portfolio	
Fixed Income Portfolio (carrying value)	1,159
Average Duration	2.03 years
Yield to Maturity	15.92%

Borrowing Position	
OMO Borrowing	4,160
Total T-Bills Portfolio	3,268
Yield on T-Bills Portfolio	20.51%
T-Bill Maturities till December 31, 2024	2,628
T-Bill Maturities till April 30, 2025	525
Total Maturities till April 30, 2025	3,153

	Dec-22	Dec-23	Sep-24
Non-Investment Grade	508	291	89
Investment Grade	185	512	980
Share of Investment Grade Portfolio %	27%	64%	92%

International Bond Portfolio has been substantially de-risked with 92% composition in Investment Grade Instruments

UBL Relative Share Performance (Total Return – dividend and capital gain) since January 2023



	UBL	MCB	MEBL	BAFL	BAHL	HBL
Dividend	188%	89%	72%	91%	108%	53%
Capital Gain	217%	126%	142%	122%	104%	119%
Total Return	405%	215%	214%	213%	212%	172%

Dividends have been assumed to be re-invested in respective shares for the total return calculation. Total Return has been calculated from January 1, 2023 to October 29, 2024

Thank You

P&L Review - Standalone

Rs in bln	FY'22	FY'23	Var %	9M'23	9M'24	Var %
Interest Earned	250.7	521.4	108%	337.2	825.9	145%
Interest Expensed	(147.5)	(378.5)	-157%	(230.6)	(720.7)	-213%
Net Interest Income	103.2	142.9	38%	106.6	105.2	-1%
Non Interest Income	34.4	22.9	-34%	22.9	61.3	167%
Total Revenue	137.7	165.8	20%	129.6	166.5	29%
Operating expenses	(52.3)	(64.3)	-23%	(47.0)	(58.0)	-23%
Total Expenses	(53.7)	(66.7)	-24%	(48.5)	(60.2)	-24%
Pre Prov. Operating Profit	84.0	99.1	18%	81.0	106.3	31%
Provision Exp./Other writeoffs	(15.7)	9.0	158%	(2.0)	1.5	175%
Profit Before Tax	68.3	108.1	58%	79.1	107.8	36%
Profit After Tax	32.1	53.2	66%	40.9	55.0	35%
Earnings Per Share (EPS)	26.2	43.4	66%	33.4	44.9	35%

BS Review - Standalone

Balance Sheet	Rs in bln	
	Dec'23	Sep'24
Advances	614	619
Investments	4,385	6,425
FI Lendings	34	1
Others	542	665
Total Assets	5,575	7,711
Deposits	2,341	2,828
Borrowings	2,815	4,304
Subordinated Debts	10	10
Others	156	255
Total Liabilities	5,322	7,398
Net Assets	253	313
Share Capital	12	12
Reserves	108	112
Unappropriated Profit	90	98
Surplus on reval. of Assets	42	90
Total Equity including Surplus	253	313