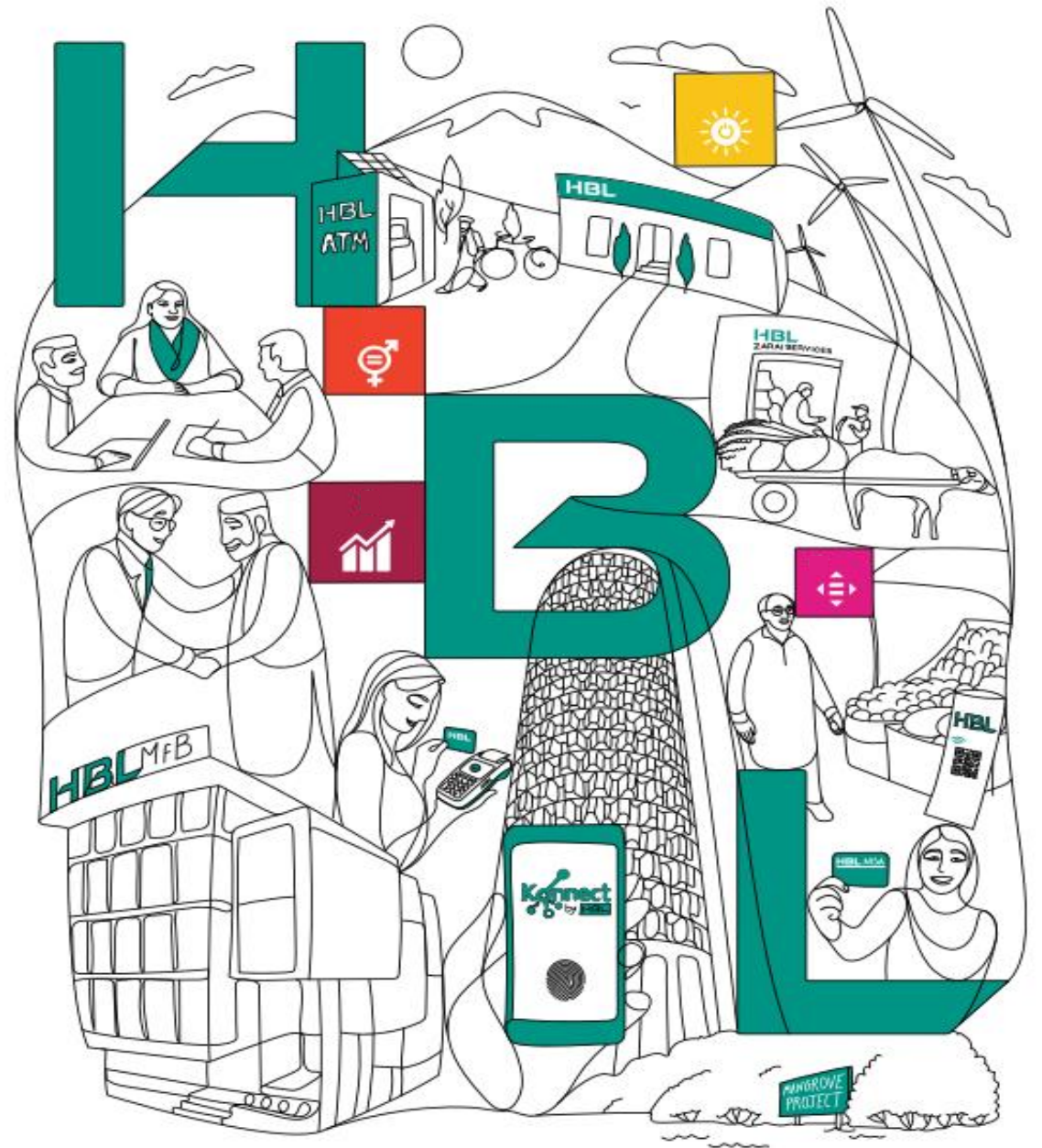


HBL

Investor Presentation 2024



Leading the pack across most metrics



131,577
Touchpoints

1,705 Branches	2,303 ATMs	48,506 Konnect Agents
40,020 POS terminals	38,295 QR Codes	748 IPG Merchants

	Trade & Remittances
	Imports \$ 5,335m Market Share – 10%
	Exports \$ 4,286m Market Share – 13%
	Overseas Trade Volumes \$ 4.7b
	Remittances \$ 2.7b

Agri Finance

HMFB
Rs 44b

Rs 103b

HBL
Rs 60b

HBL Market Share: 32%

SME Finance

Rs 115b

Market Share: 18%

Transaction Banking

8,500+ Mandates

Consumer Lending - Rs 142b

	Rs 50b ▲ Rs 4.4b	1st
	Rs 41b ▲ Rs 8.6b	1st
	Rs 33b ▼ Rs 2.4b	1st
	Rs 18b ▲ Rs 3.9b	2nd



Best Board of the Year



Best Conventional Bank of the Year



Best Bank



Best Bank for ESG Best Corporate Bank



Best Islamic Finance Local Currency – Asia



Best Sukuk – Pakistan



Best Trade Partner Bank – Middle East



Best Investment Bank

Independent Recognition

A testament to HBL's continued endeavors to raise the bar



Project Finance House of the Year



Social Infrastructure – Education Deal of the Year



Best Corporate Bank – Large Corp & MNCs



Best Bond/Loan Advisor Best Acquisition Financing/Syndicated Loan



Best Social Media Campaign - TikTok



HBL ranked #1 HBLMFB ranked #2



Best Investment Bank Domestic Best DCM/ECM House



Corporate & Investment Bank of the Year



Domestic Project Finance Bank of the Year



Equity/Debt Deal of the Year Pakistan



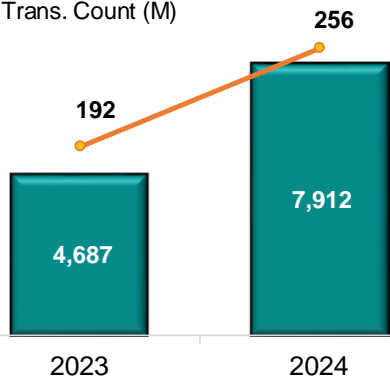
Silver Effie in Finance Category



Won best practice in 14 out of 15 categories in 2024

Mobile / Internet Banking – 4.5M users, 3.6M+ monthly active

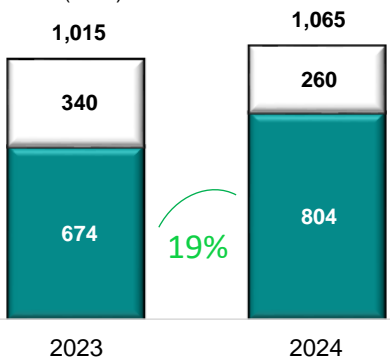
■ Trans. Vol (Rs B)
 ○ Trans. Count (M)



Growing user base and ticket sizes (up 27%) uplift volumes

Konnect – Core business drives growth

■ Konnect Vol (Rs B)
 ■ G2P Vol (Rs B)

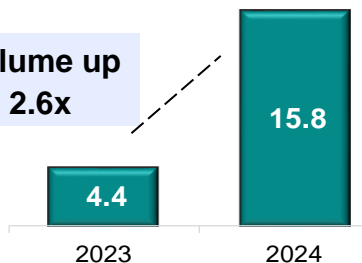


Growth driven by core business as G2P partner pool becomes more diversified

QR Codes

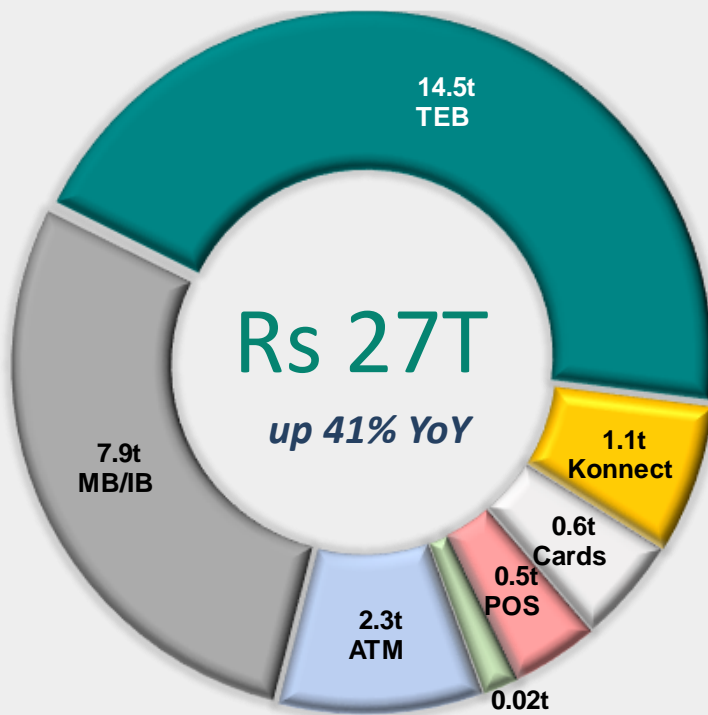
Rs in B

Volume up 2.6x



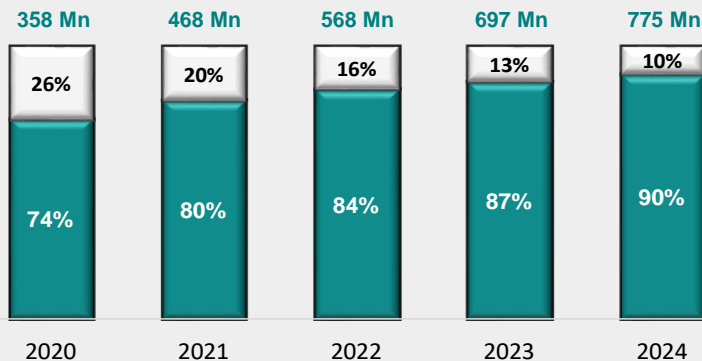
Ticket sizes increase ~2x as usage goes mainstream, to uplift volumes

Digital Throughput



..Continuing to digitize more and more customer-initiated transactions

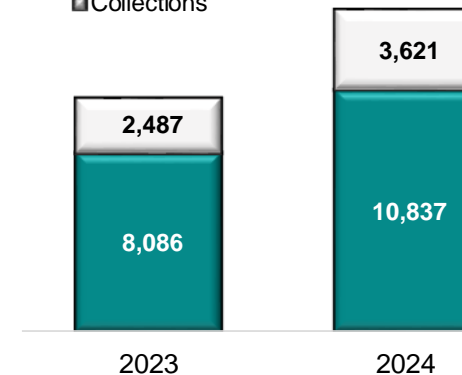
■ Digital ■ OTC



Cash Management – Digital throughput up 37%

■ Payments
 ■ Collections

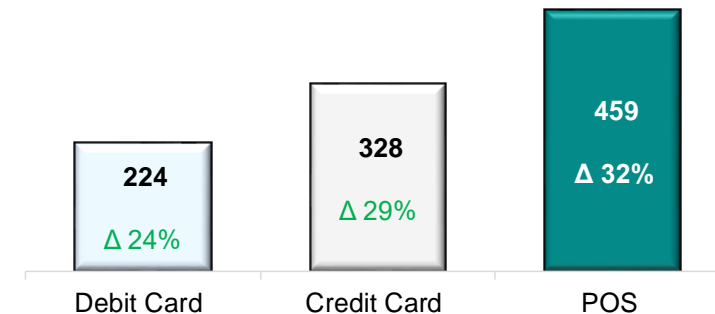
Rs in B



75% of transactions now processed digitally vs 71% in 2023

Cards base – 6.7M+

Spend (Rs B)



Industry Share



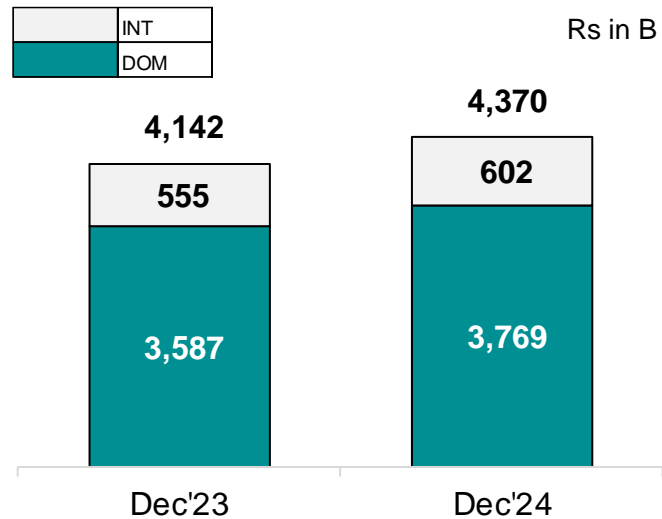
1/5th of spend is on HBL cards

1/3rd of spend is on HBL cards

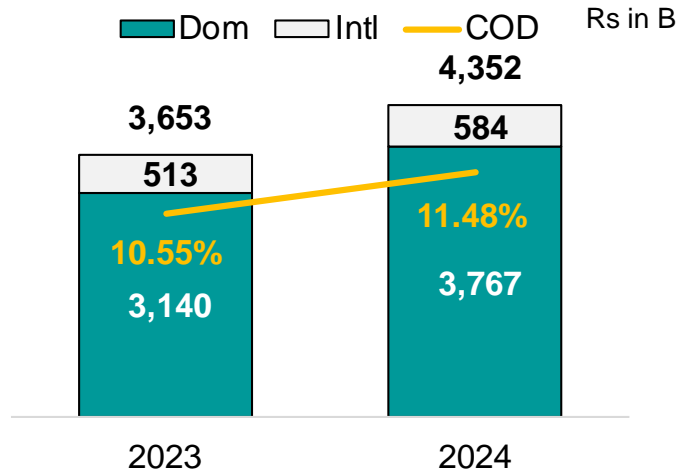
1/4th of spend is on HBL machines

Balance Sheet trajectory mimics 2022...

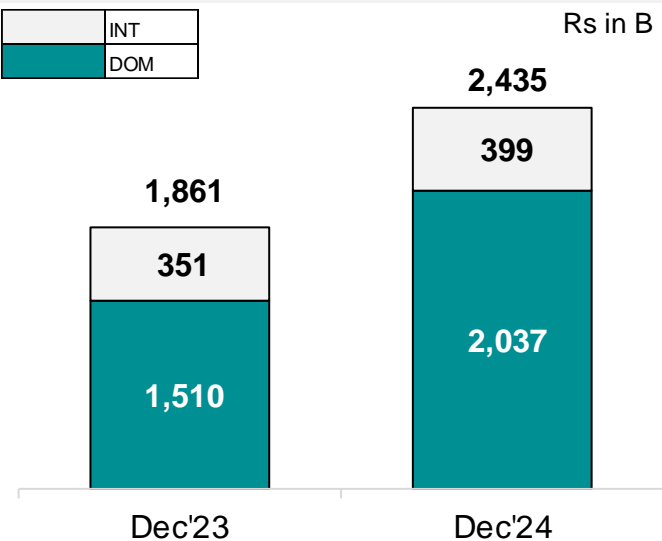
Deposits grew by 5.5%



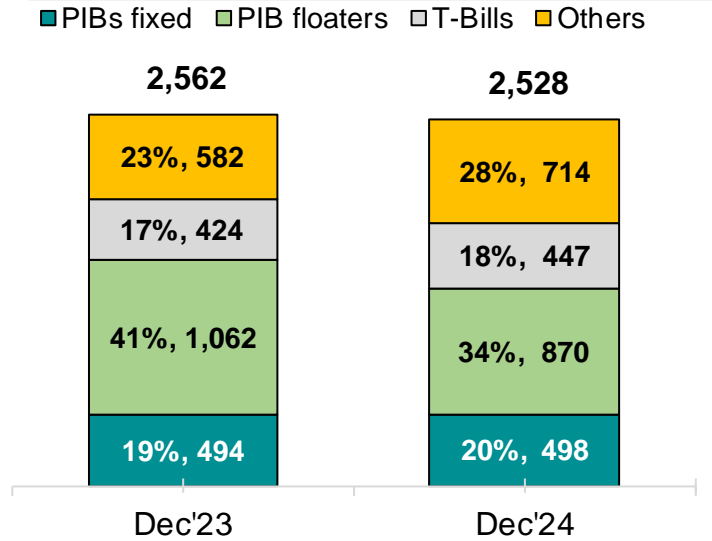
Average domestic deposits up 20%



Advances – up 31% as industry lending spikes...



...Investments make way for advances – portfolio flat to Dec'23



Deposits

- Total deposits increased 5.5% from Dec'23 to ~Rs 4.4T.
- Domestic deposits grew by over Rs180b (5%) purely driven by current accounts (Rs 176b).
- Average domestic deposits are up Rs 627b YoY; mostly driven from low-cost deposits (Rs 405b).
- International deposits at \$ 2.2b, grew by \$ 192m over Dec'23.

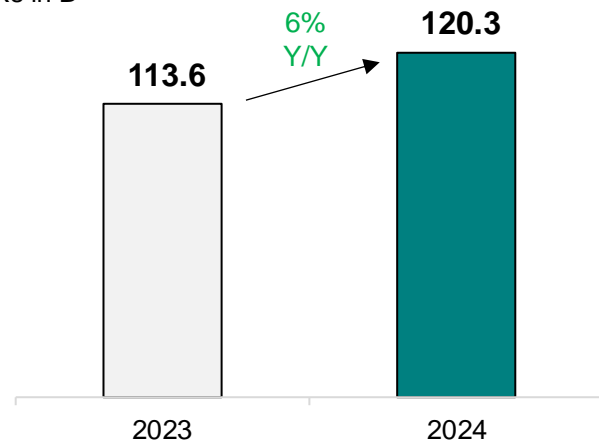
Advances & Investments

- Domestic net advances crossed the Rs 2T mark (up 35%) as banks sought to increase lending in Q4'24.
- Growth has been driven by commodity lending, the corporate book and FI loans.
- Overseas advances continue to grow, up \$133m over Sep'24.
- Total investments stable at Rs 2.5T.
- During the last quarter investments declined in order to fund advances growth.

2024 - PBT up 6% to Rs 120.3B

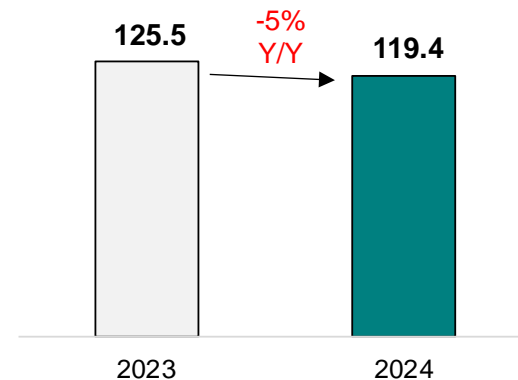
Group

Rs in B



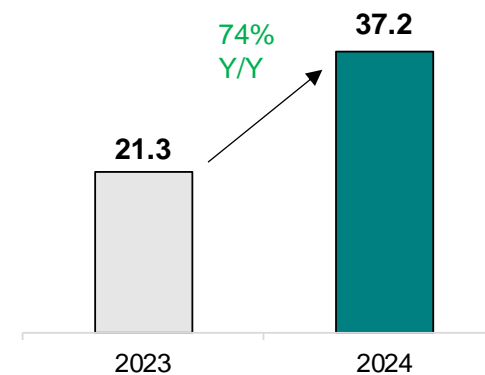
Core domestic business

Rs in B



Core International

\$ in M



PBT up by 6% to Rs 120.3b

- Core domestic PBT of Rs 119.4b is 5% lower than in 2023, mainly due to provisioning in 2024.
- Strong profitability from International franchise – Core PBT of \$37.2m is up 74% YoY.

NII of Rs 208b; flat YoY

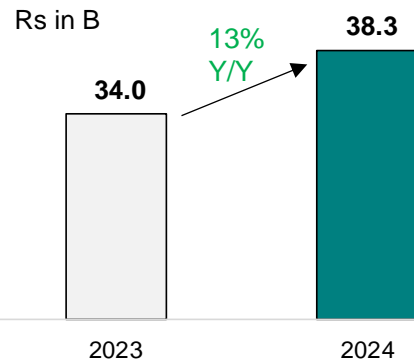
Rs in B



Spreads soften by 73bps as rate cycle turns.

Fee up 13% to Rs 38.3b; Cards, Banking, & Banca drive growth

Rs in B

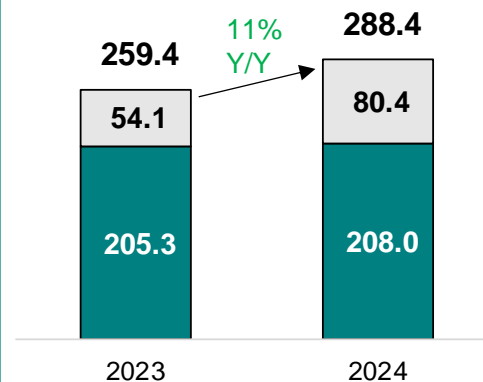


- Cards fee up 16%, contributing 58% of total fee growth.
- 20% growth in Banking fee; strong performance from Banca (up 68%)

Revenue grew 11% to Rs 288b

Rs in B

■ NII □ NFI

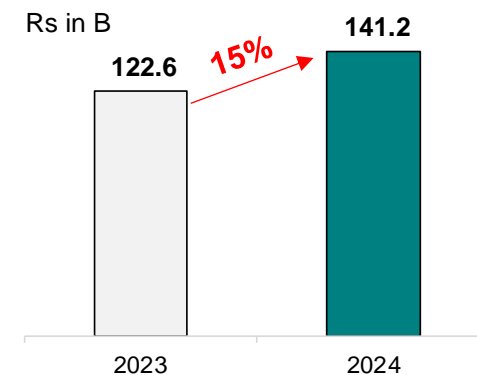


Strong NFI growth compensates for a flattish NII

Admin. Expenses* – up 15%, amidst inflationary pressures

Rs in B

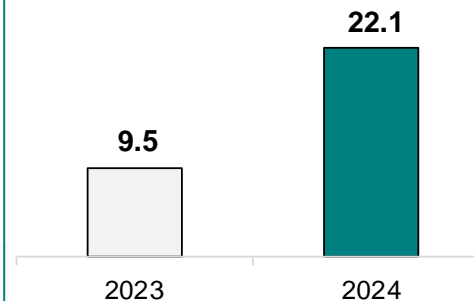
*Excluding IFRS-9



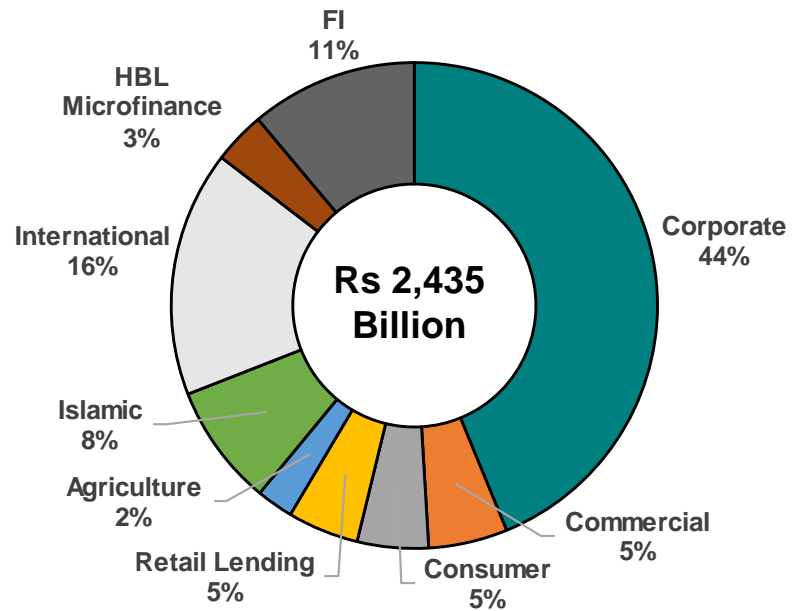
Expenses increased by 15% to Rs 141.2b mainly due to higher transaction-driven variable costs

Provisions up Rs 12.6b YoY; subjective provisioning and industry-wide problem credits

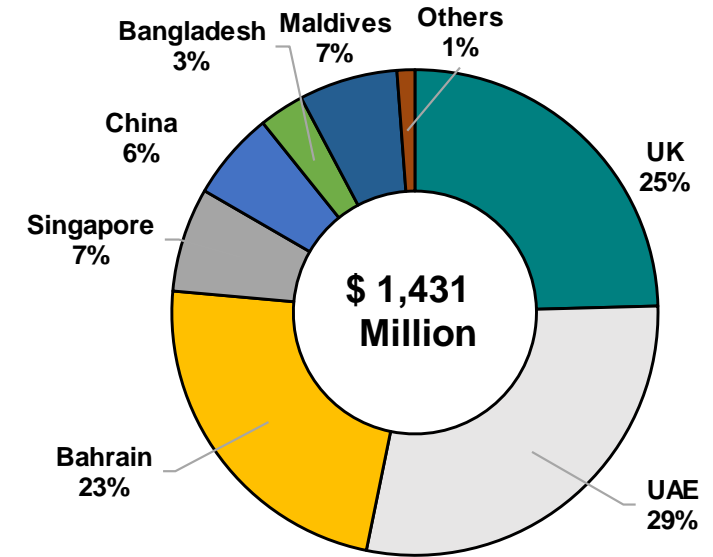
Rs in B



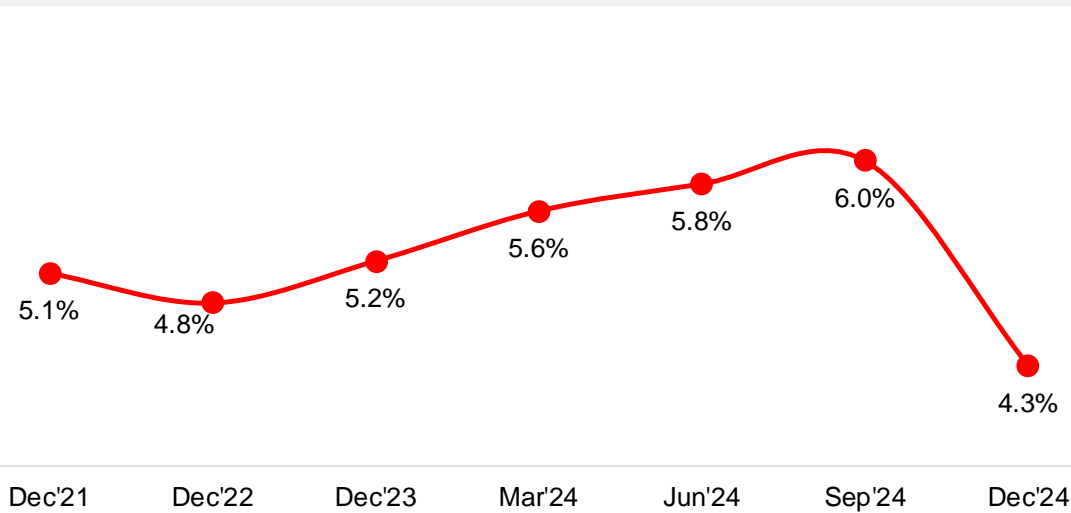
Loan Portfolio composition by line of business



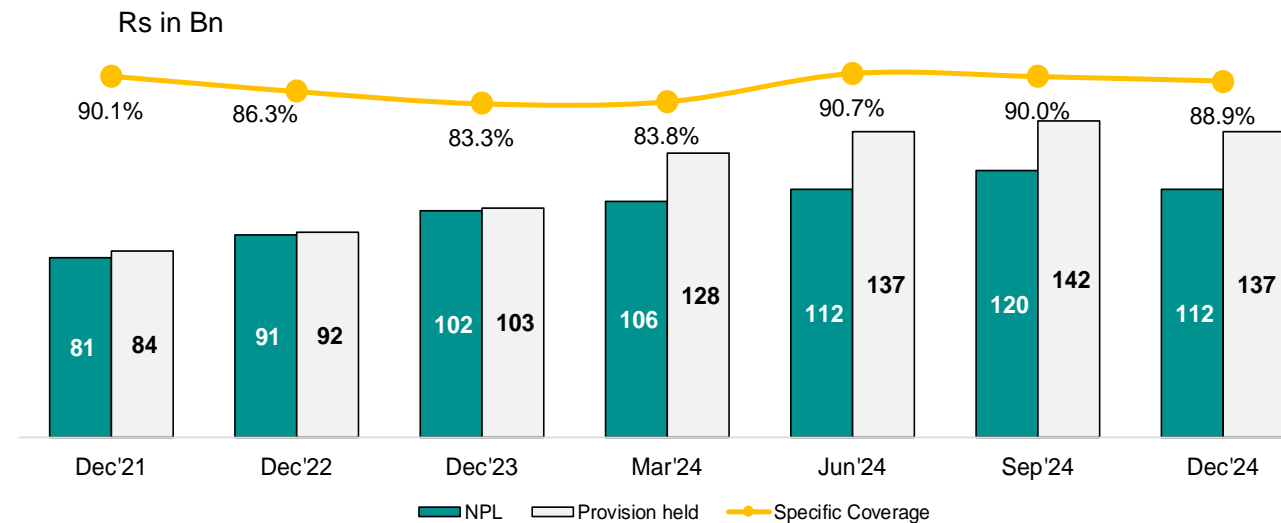
International Loan Portfolio – Location wise



Infection ratio – shows a sharp improvement as advances spike

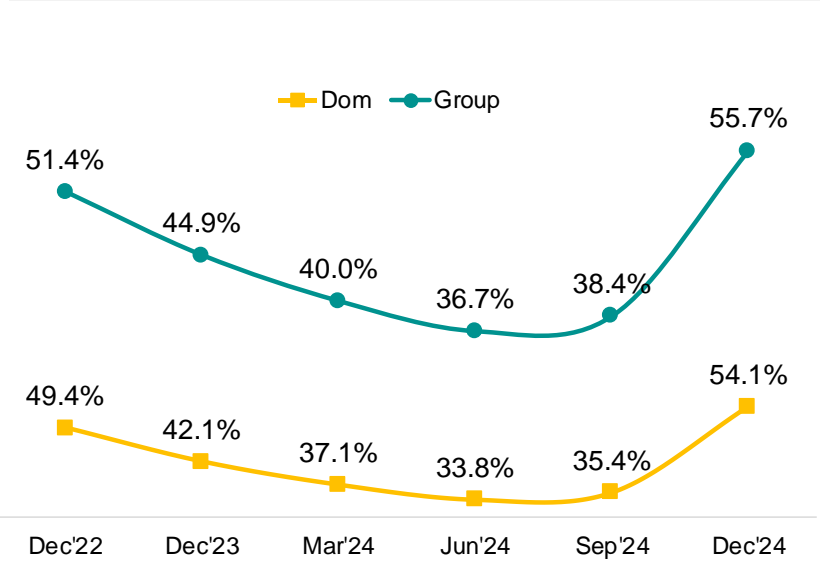


Specific coverage at nearly 90%

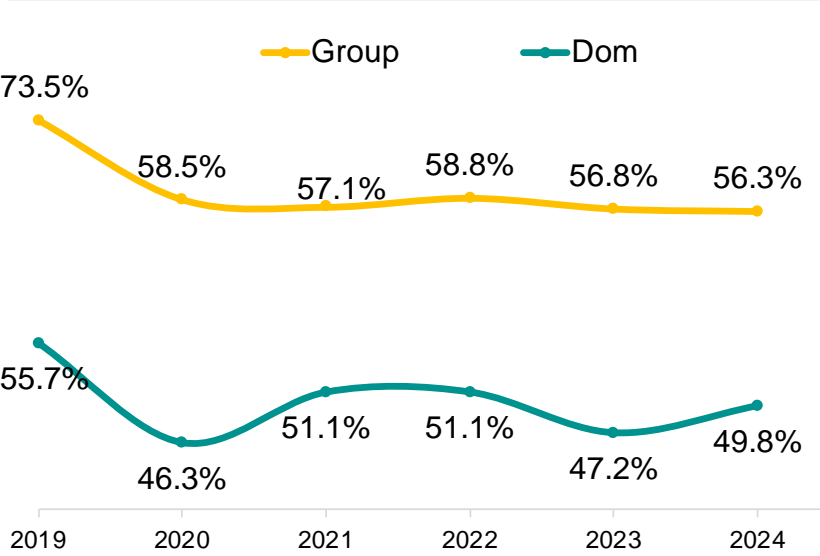


Key Performance Metrics

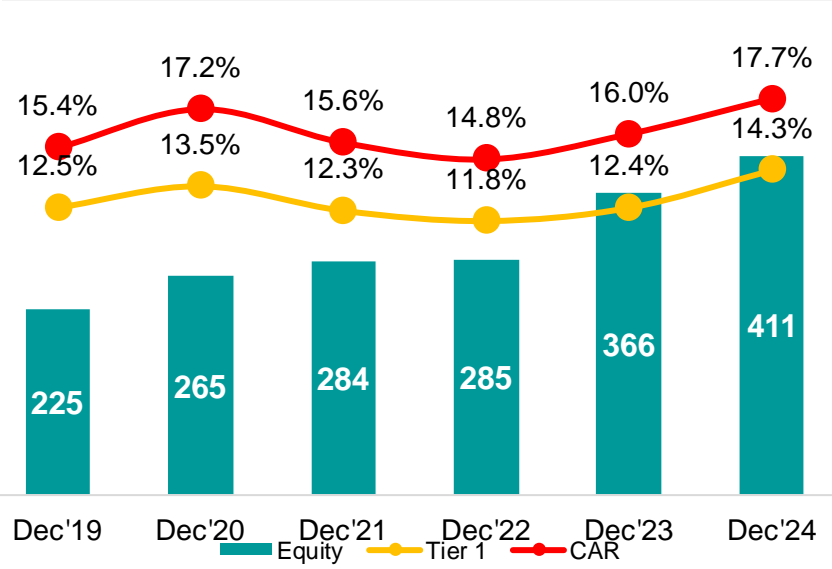
ADR rises strongly as lending escalates



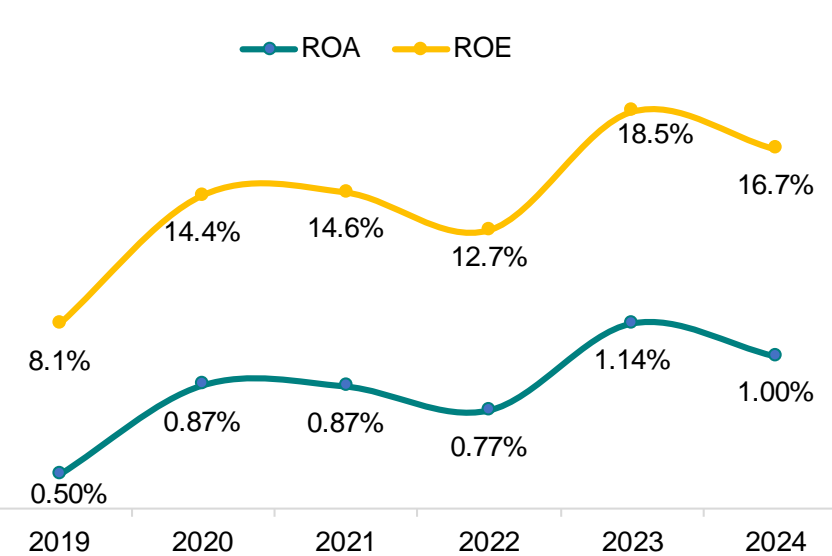
Cost to income ratio – impacted as inflation remains sticky during 2024 amidst flattening revenues



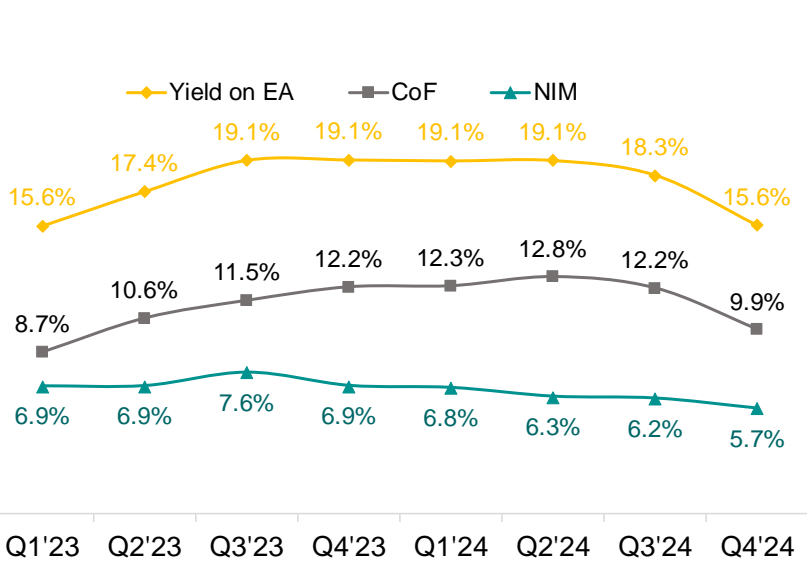
CAR – strengthens on profitability to robust levels



ROA & ROE – returns impacted by falling margins but still in acceptable range



NIM – margins impacted by steep monetary easing



BVPS & EPS - flattens as NIMs decline

