

HBL

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PSL

Pakistan Super League



Investor Presentation

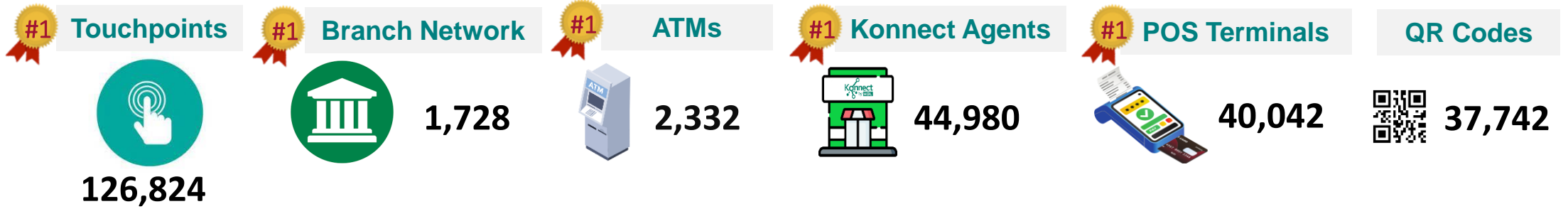
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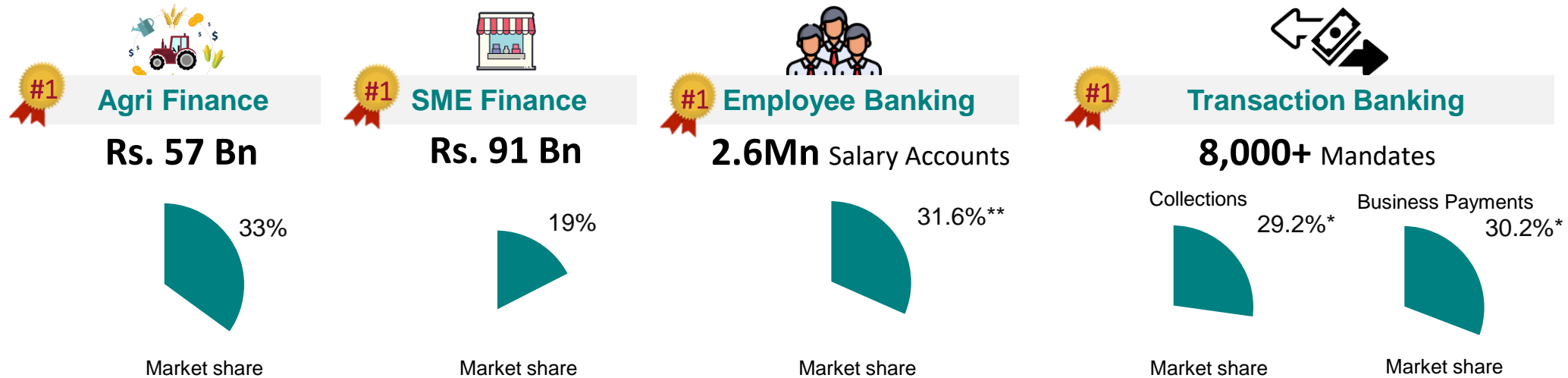
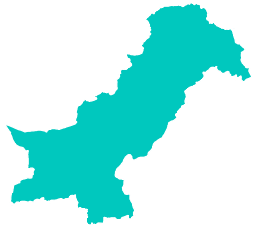
H1'24

HBL continues to lead the pack across most metrics

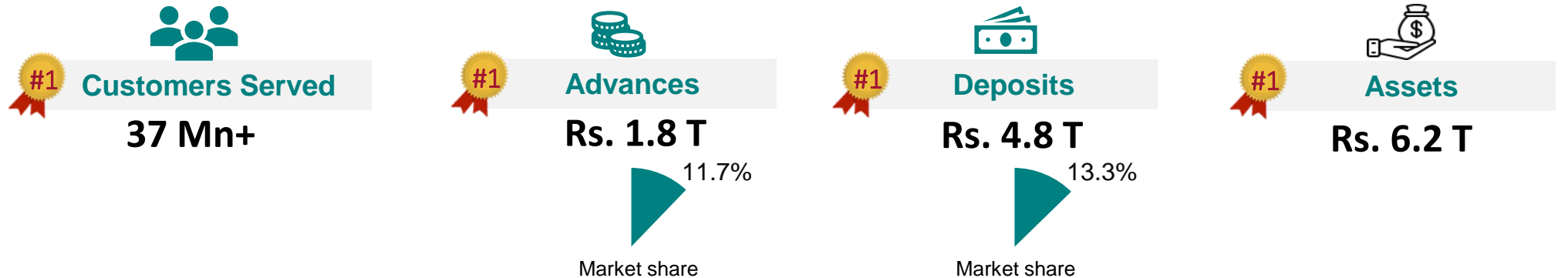
Expanding Reach



Contributing to development

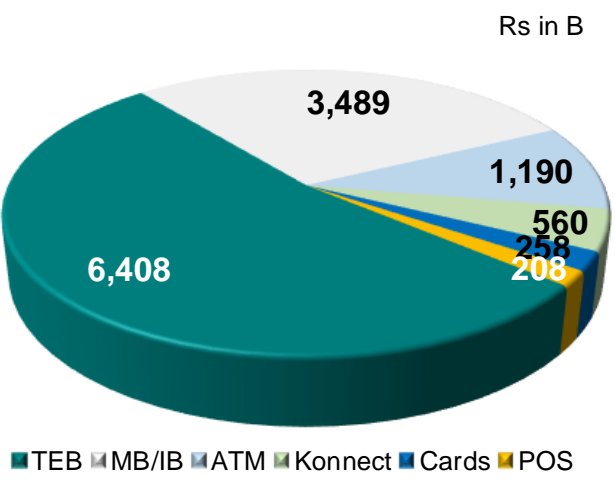


Financial Stability



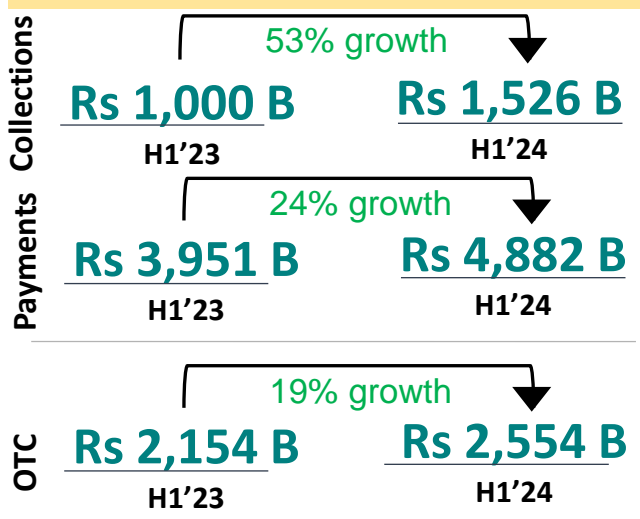
HBL Digital – Throughput up 38% YoY to Rs 12.2T

Digital throughput composition

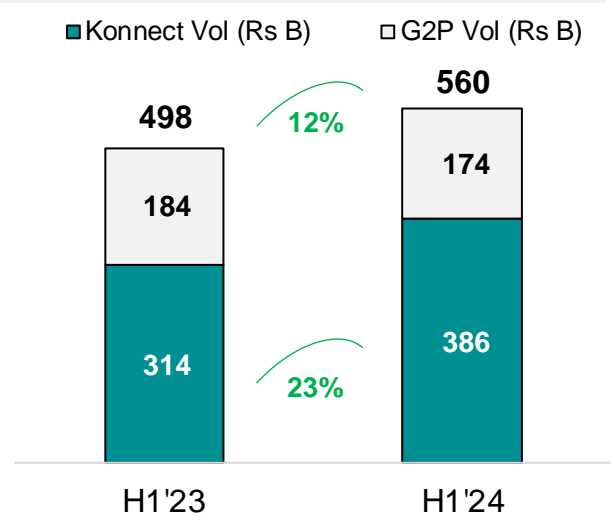


Cash management – Throughput up 26% to Rs 9T, **digital transactions** up 29%, to reach 6.4T

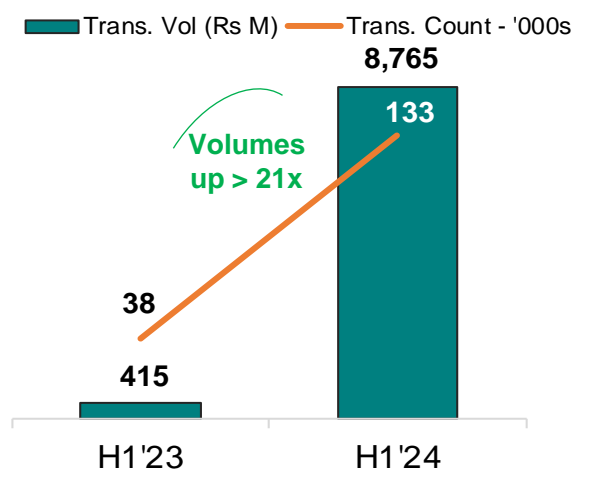
Digital



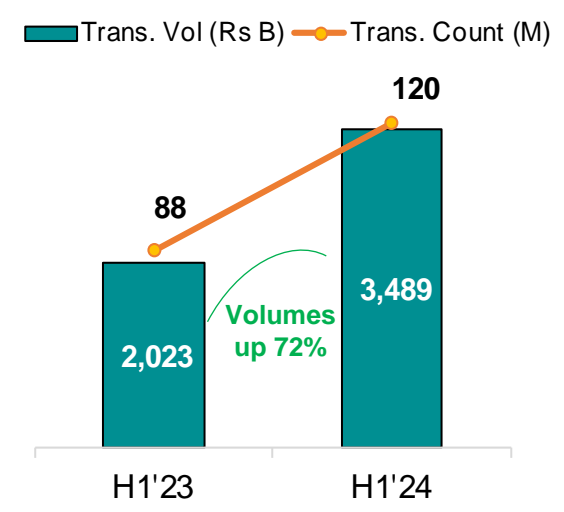
Konnect – Core business continues to drive growth; volume crosses 0.5T



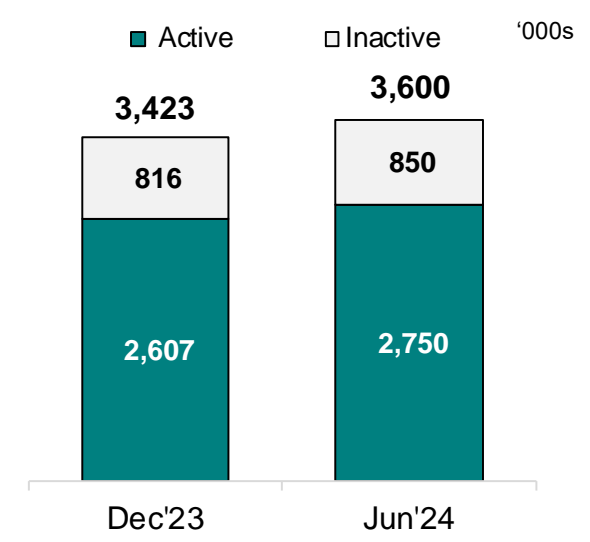
QR gaining traction as ticket sizes increase 6x to uplift volumes



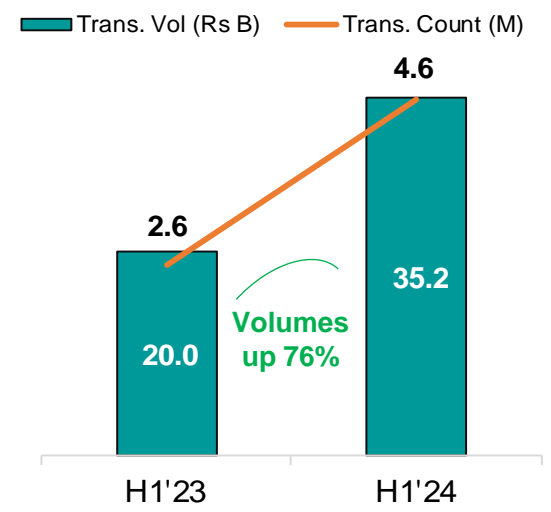
MB/IB – Growing user base (>4.2m) and ticket size, drive throughput to 3.5T



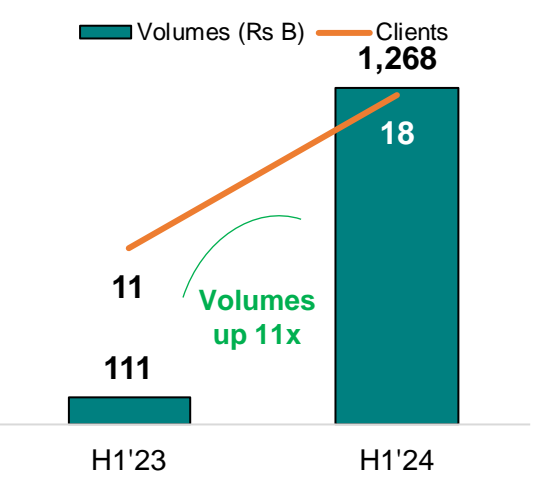
Monthly Active Users* Mobile : stable at 76%



HBL Pay Checkout – transaction count up 77%, raising volumes 1.8x



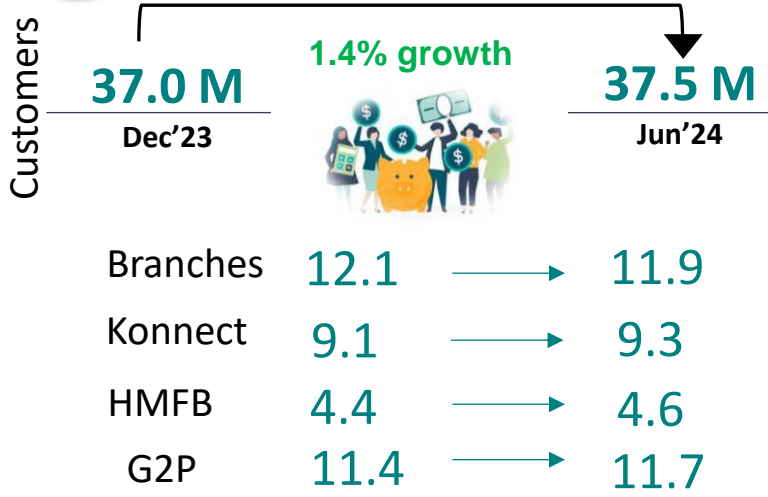
HBL Symphony® - Growth driven by enhanced functionality enabling automated Client buy/sell orders



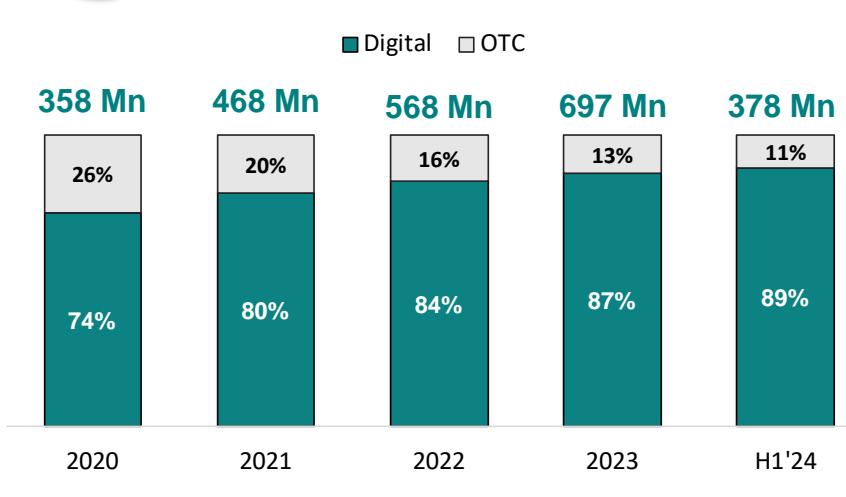
*1 Login in past 90 days

HBL continues its momentum in areas of strategic focus

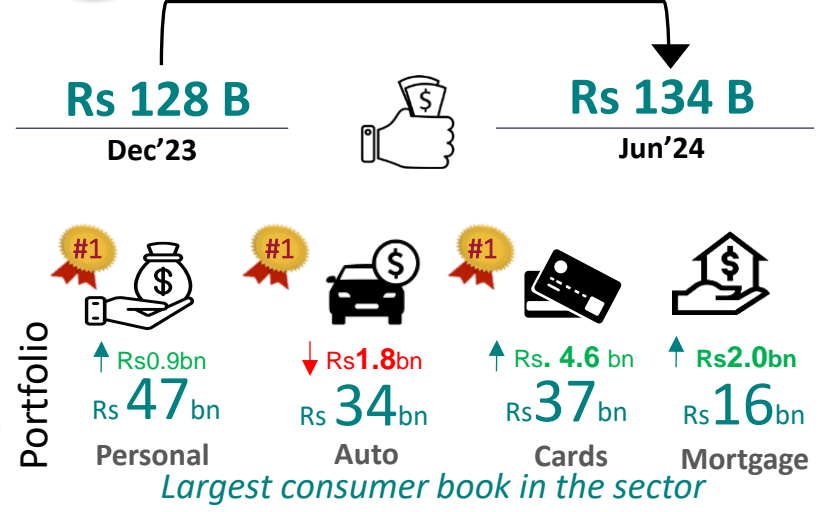
1 Non-branch channels continue to drive customer growth – **0.5 million customers** added....



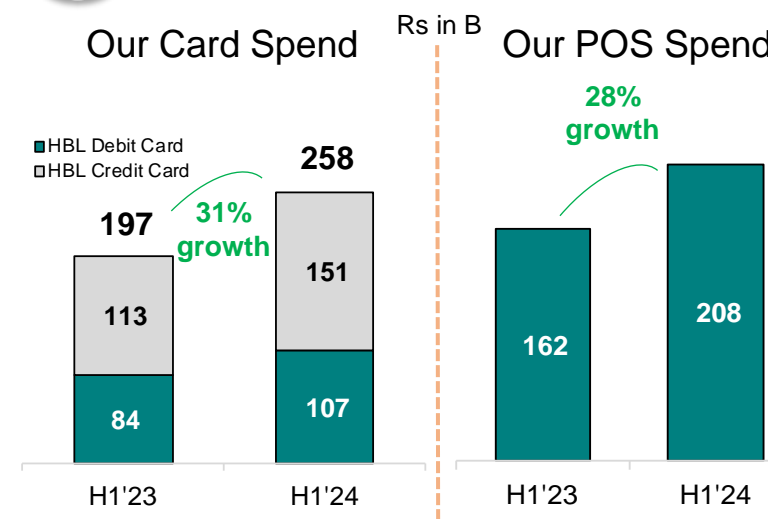
2 ...and we continue to digitize more and more customer transactions



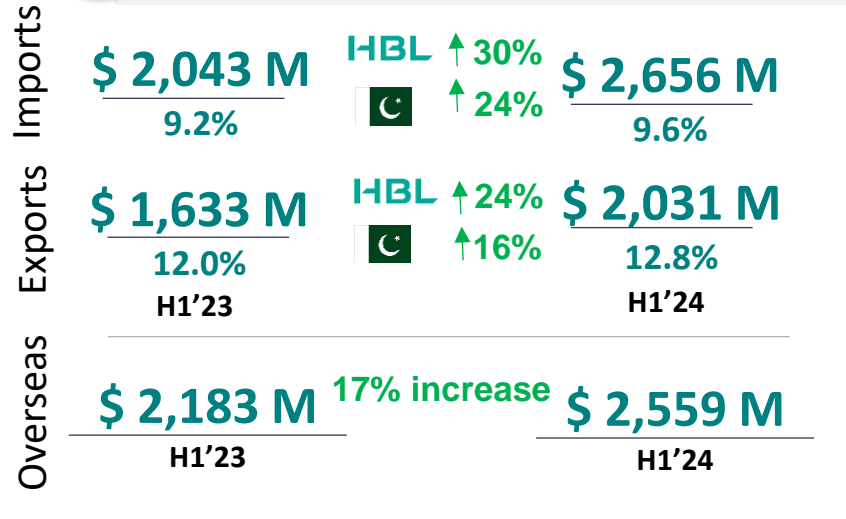
3 **Consumer Lending** continues to grow led by increasing Cards spend and Mortgages



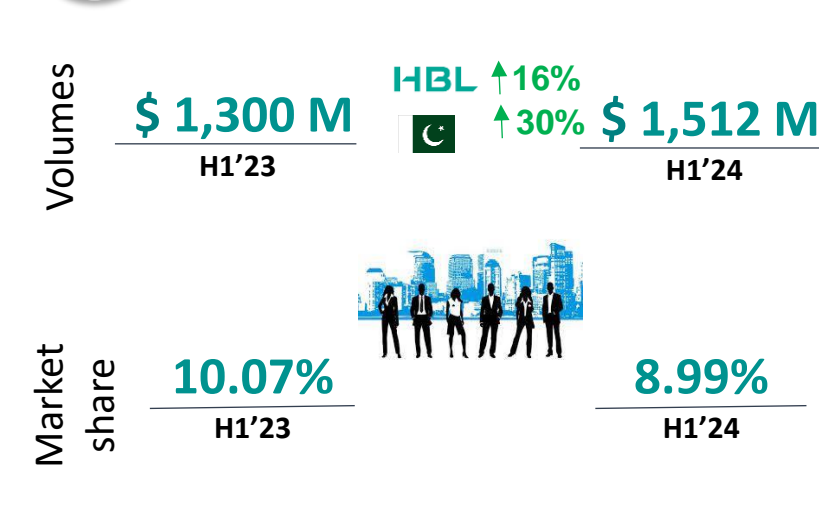
4 **Cards base > 7.5 Mn.** 1/3 of country's credit card volume / spend are on HBL



5 **Trade Volumes** – Export share grows, import share rebounds. Overall share up to 10.8%



6 **Remittances** grow, albeit slower than country, as we transit to a more efficient platform



2023-24 Banking Awards



Best Bank

Best Bank for ESG



Best Domestic Bank

Best Bank for Digital Solutions



Best Microfinance Bank

Best Digital Banking Services



Best Consumer Bank in Pakistan



Best Microfinance Bank



Best Bank for Agriculture Financing



Digital Leadership Award

Investment Banking Awards 2023 & 2024



- Best Corporate Bank
- Best Islamic Finance Local Currency – Asia
- Best Corporate Bank – Large Corp & MNCs
- Best DCM/ECM House
- Best Syndicated Loan 2024
- Best Bond Advisor 2024
- Best Loan Advisor 2024
- Best Acquisition Financing 2024
- Project Finance House of the Year
- Telecom Deal of the Year
- Private Public Partnership (PPP) Deal of the Year
- Best Structured Finance Deal
- Best Infrastructure Project Finance Deal
- Largest Power Project Deal of Pakistan
- Best Telecom Deal of Pakistan
- Domestic Project Finance Bank of the Year
- Corporate & Investment Bank of the Year
- Equity/Debt Deal of the Year Pakistan.
- Mergers & Acquisition Deal of the year

Best Investment Bank



Business Awards 2023



- Analytics Initiative of the Year
- Digital Business Banking Initiative of the Year in Pakistan
- Digital Consumer Banking Initiative of the Year in Pakistan
- Domestic Cash Management Bank of the Year in Pakistan

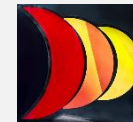
Other Awards



Excellence in Digital Transformation



Best Trade Partner Bank – Middle East



Market Leader Digital Adoption



Best Digital Payment Processor



Most Innovative Bank in Asia



Most Innovative Bank in Asia

Diversity & Inclusion Awards



Access to Finance Champion 2023



HBL ranked #1
HBLMFB ranked #2



HBL – The Most Inclusive Organization in 2023

HBLMfB also won an award in all 15 categories

Best Social Media Campaign – TikTok
Pakistan Digital Awards 2024

#JahanFansWahanStadium

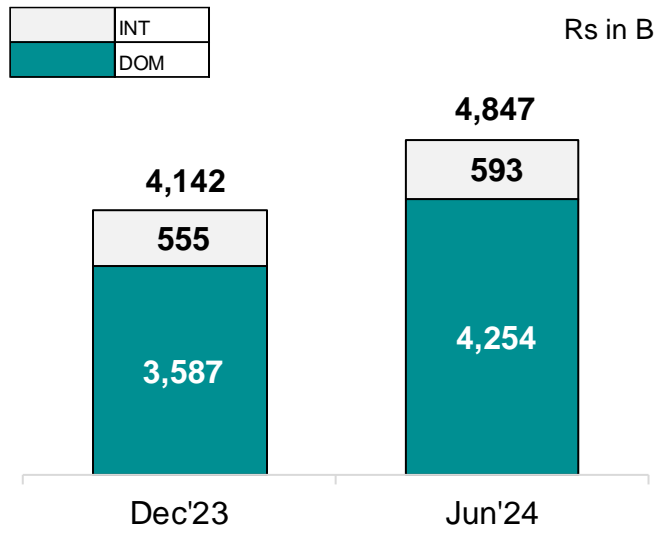
First Branded Hashtag Challenge by a Bank in Pakistan



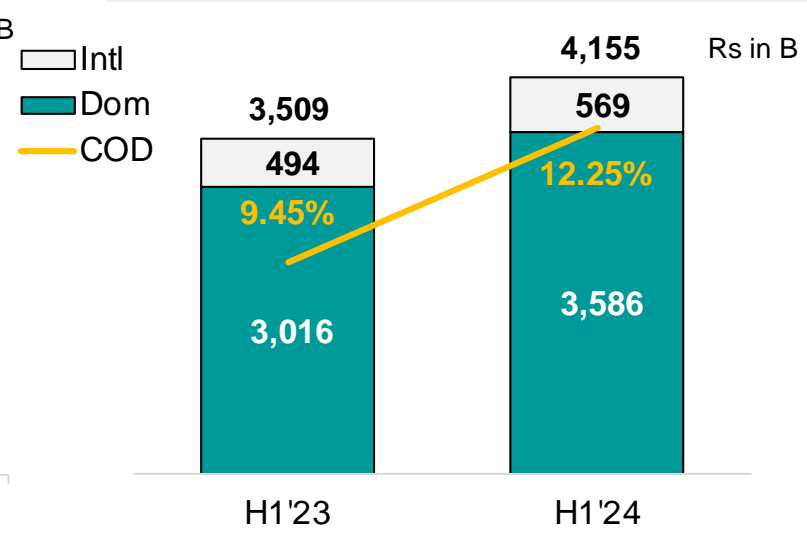
TikTok published a global case study on HBL PSL.

Domestic deposits cross Rs 4T mark...

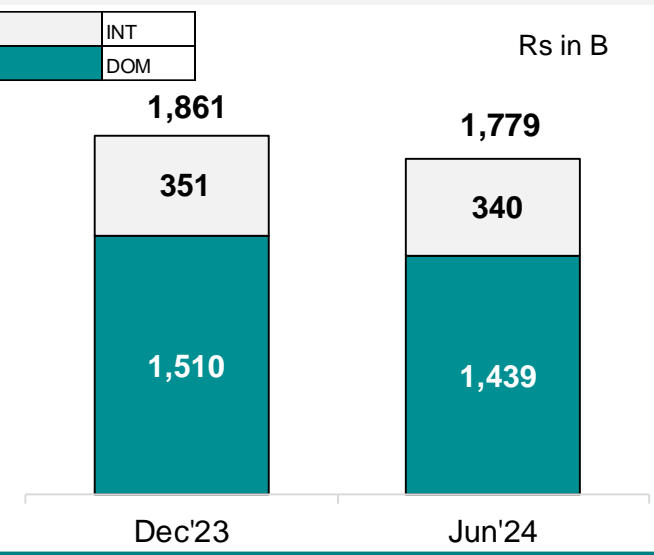
Deposits grew by 17.0%



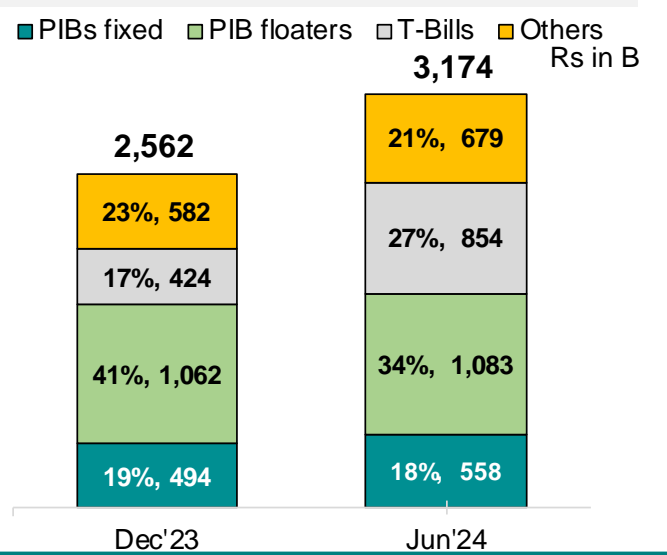
Average deposits up 18.4%; growth mainly from low-cost deposits



Advances – recover from Mar'24 trough, but lower than Dec'23



Investment portfolio – additional liquidity deployed mainly in T-bills



Deposits

- Total deposits grew by 17.0% over Dec'23 to ~Rs 4.8T.
- Current account growth momentum continues, increasing by Rs 186b from Dec'23.
- Average domestic deposits are up Rs 570b, with growth mostly from low-cost deposits.
- Total international deposits grew by 8.2% (\$161 million) over Dec'23 to reach \$2.1 billion.

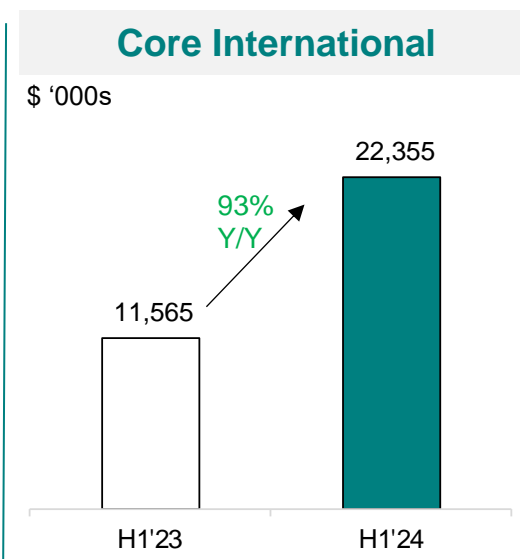
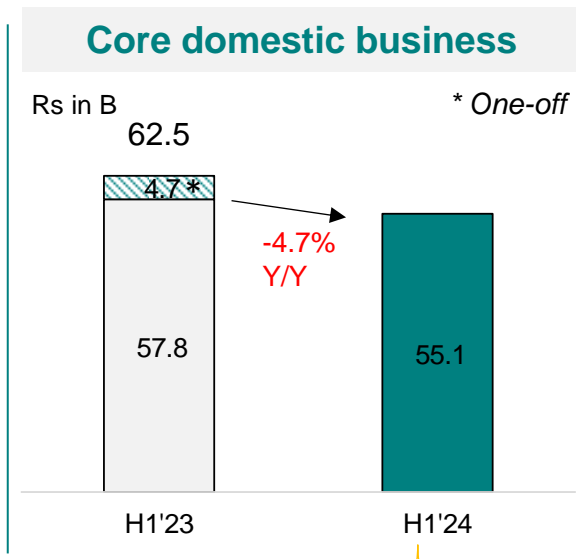
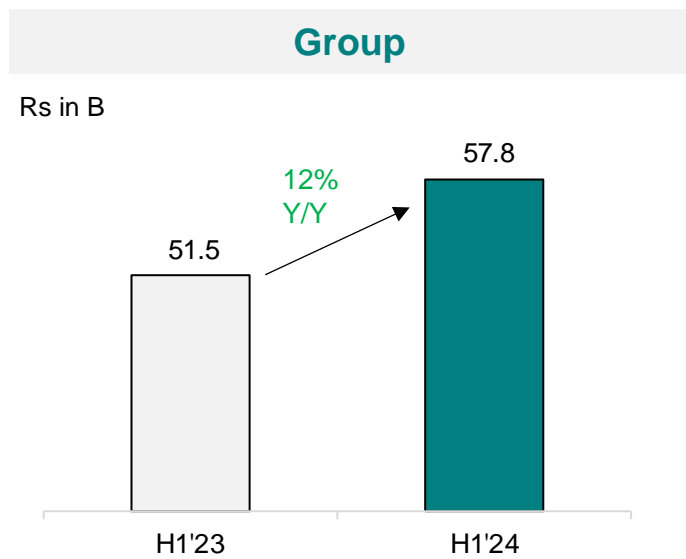
Advances

- Domestic advances have declined by Rs 71b over Dec'23, albeit recovering by Rs 26b over Mar'24, to reach Rs 1.4T as at Jun'24.
- The decline is mainly in large-ticket Corporate lending. Consumer lending continues to show solid growth (Rs 6b).
- Overseas advances increased by \$10m over Mar'24 to reach \$1.22b.

Investments

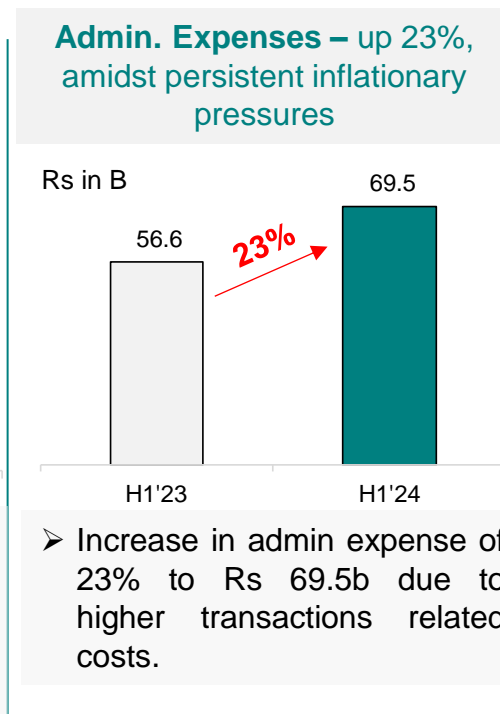
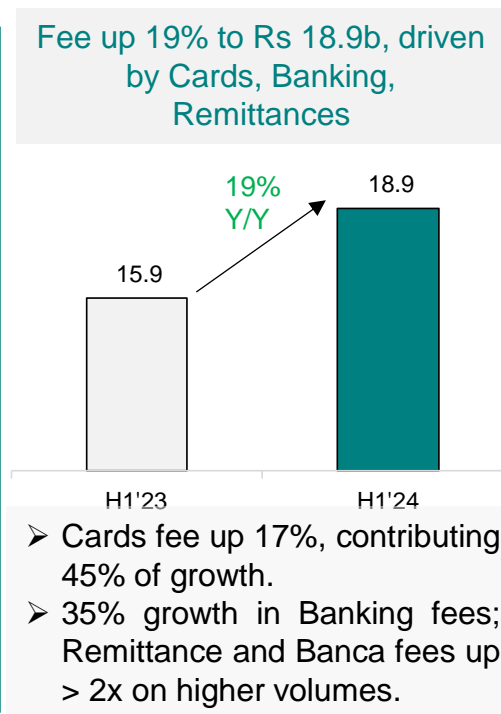
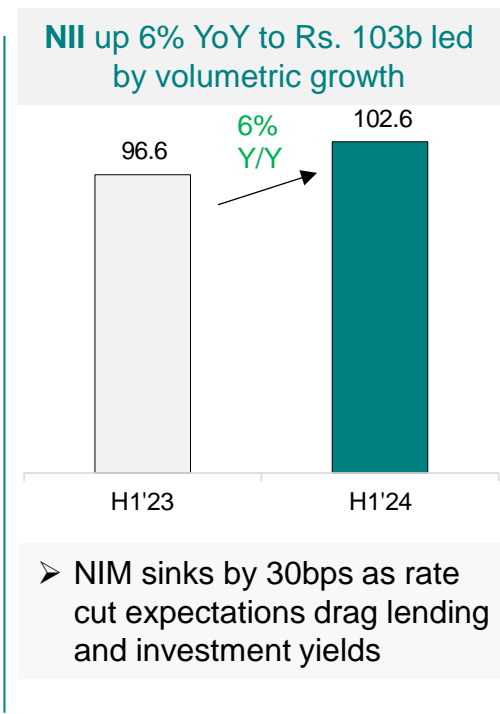
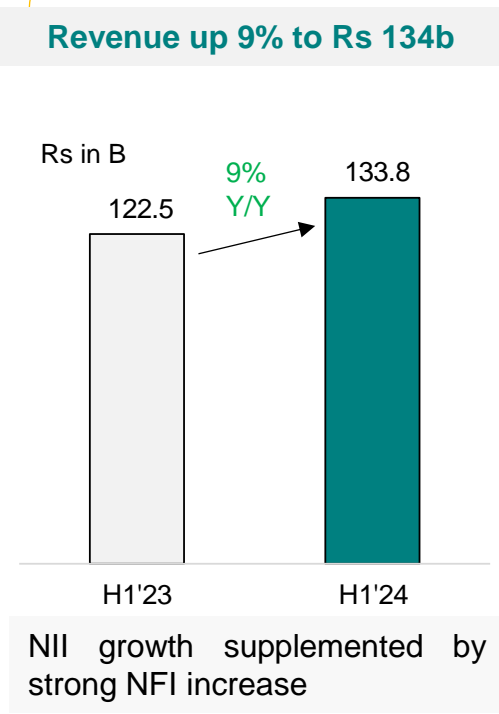
- Total investments crossed Rs. 3.1T.
- Additional liquidity resulted in a 24% growth in investments, mainly deployed in 12-month T-bills.

H1'24 - PBT up 12% to Rs 57.8B...



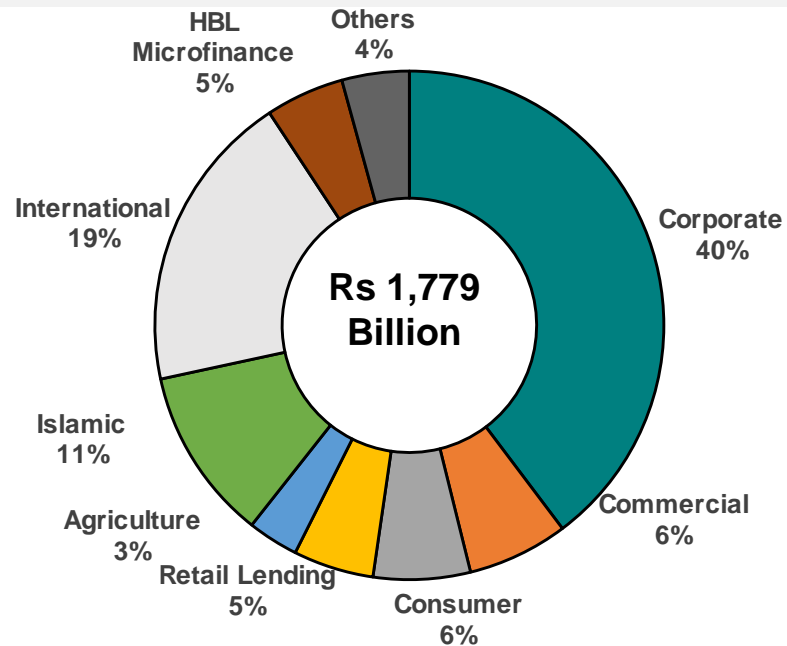
PBT up by 12% to Rs 57.8b

- Ex-1 offs in H1'23, Core domestic PBT of Rs 55.1b for H1'24 is down 4.7% due to higher provisions, mostly IFRS9 related.
- International business momentum continues – Core PBT of \$22.4m vs \$11.6m in H1'23.

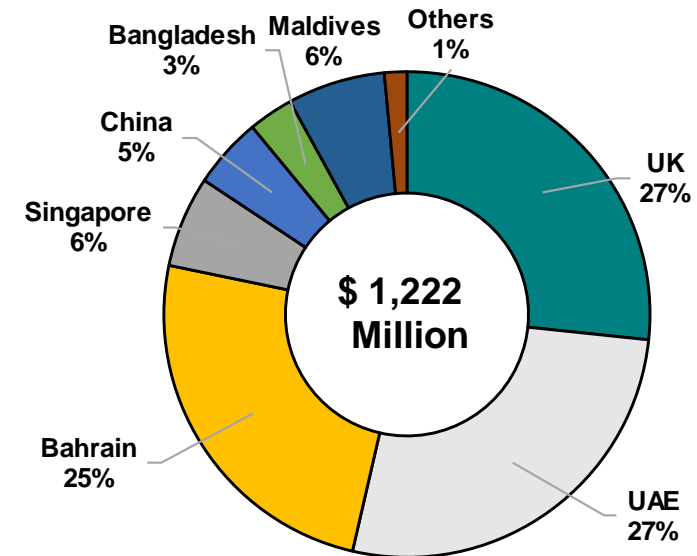


Lending Portfolio picks up slightly as stabilization returns...

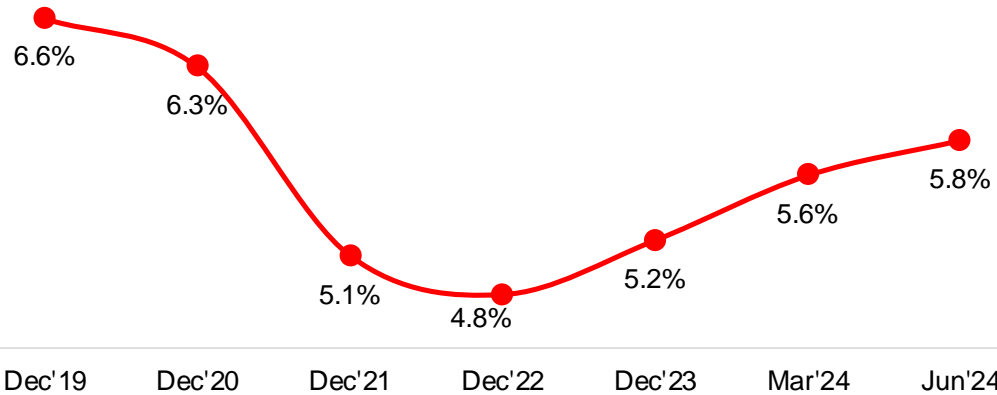
Loan Portfolio composition by line of business



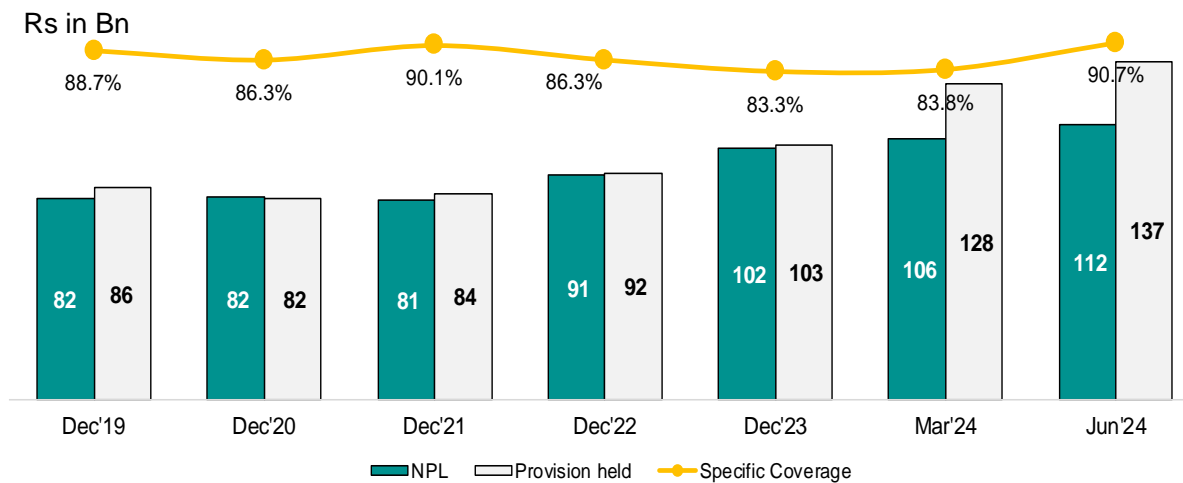
International Loan Portfolio – Location wise



Infection ratio – slight uptick in infection ratio...

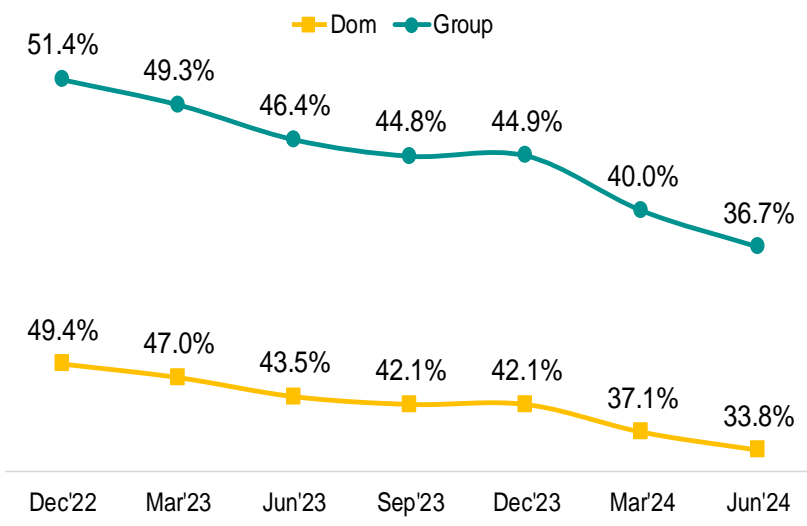


... Specific coverage increased to over 90%

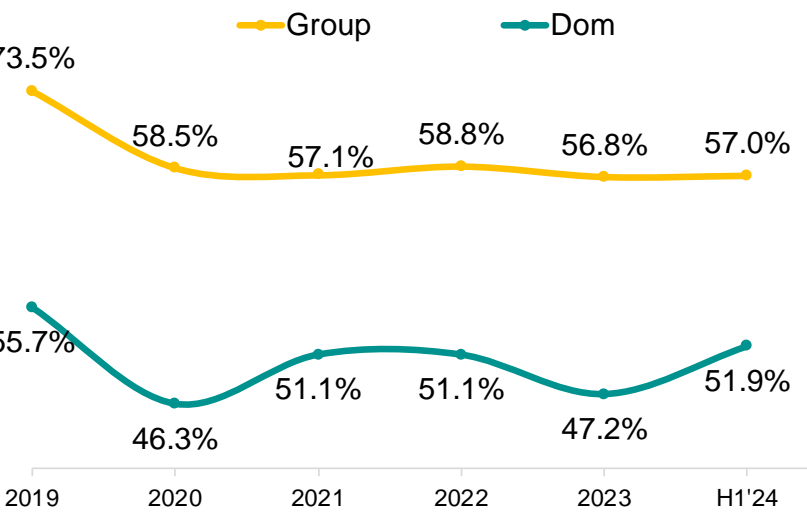


Key Performance Metrics

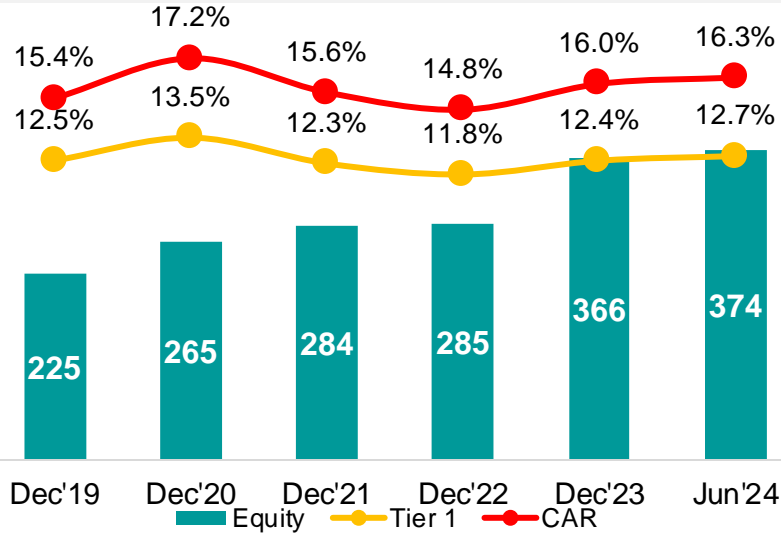
Slowdown in demand reduces **ADR** to <math><40.0\%</math>



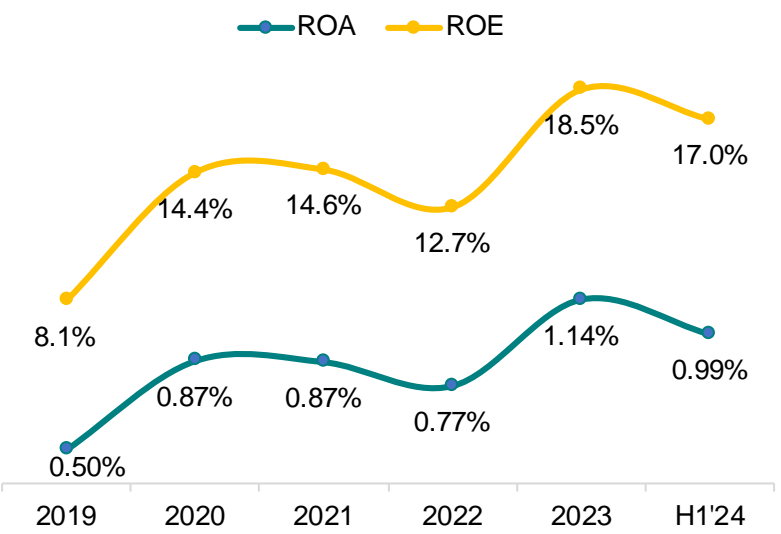
Cost to income ratio – impacted by persistent inflation and flattish revenue



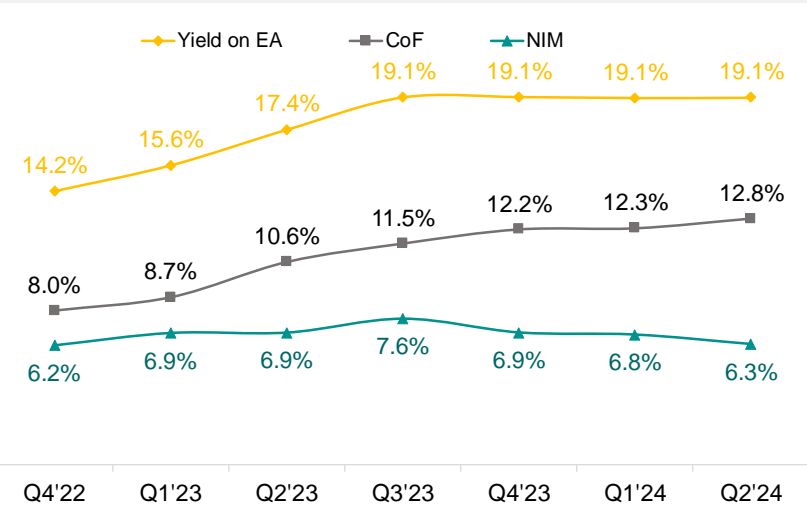
CAR – increases further, supported by strong profitability



ROA & ROE – returns down from 2023 peak, but still robust and in high-teens target range



NIM – now declining after Q3'23 peak as market rates soften on expectations of rate cut



EPS and BVPS – flattening in 2024 due to IFRS9 initial impact

