



# UBL Results Q1 2021

## Performance Highlights

### Investor Relations Conference Call

April 26, 2021



Speakers:

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**Mr. Arif Saifie, CFA** - *Financial Controller & Head of Investor Relations*

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# Overview of Performance for Q1 2021

# The Big Picture so far on Macros – UBL Delivers consistent ROE

## Economy signals signs of stability...

- **Market deposits** in line with Dec'20 at Rs. 17.9 tln
- **Currency in Circulation** up 4.3% in Q1'21 ... 37% of Market Deposits
- **Market Advances** increase by 1% at Rs. 8.6 tln
- **Inflation** at 9.1% in Mar'21, up 113 bps from Dec'20
- **Yields** - 6M Tbills around 7.5%, 3Y PIB at 8.89% and 5Y PIB at 9.43%

## OUR PERFORMANCE IN Q1'21 vs Q1'20

**PBT** Rs. 12.2 bln

**PAT** Rs. 7.4 bln

**ROE** 19.6%

**CAR** 23.8%

**INT PBT** USD 10.6 mln

↑ 44%

↑ 46%

↑ 548 bps

↑ 430 bps

↑ 171%

# Balance Sheet Review - Deposit led build up supports core earnings

Balance Sheet	Rs in bln		Var % Mar'21 vs Dec'20
	Mar'21	Dec'20	
Advances	541	530	2.0%
Investments	1,323	1,129	17.2%
FI Lendings	9	20	-53.2%
Others	302	371	-18.5%
<b>Total Assets</b>	<b>2,175</b>	<b>2,050</b>	<b>6.1%</b>
Deposits	1,637	1,640	-0.2%
Borrowings	253	129	96.0%
Subordinated Debts	10	10	0.0%
Others	99	86	14.6%
<b>Total Liabilities</b>	<b>1,998</b>	<b>1,866</b>	<b>7.1%</b>
<b>Net Assets</b>	<b>176</b>	<b>184</b>	<b>-4.1%</b>
Share Capital	12	12	0.0%
Reserves	61	62	-1.7%
Unappropriated Profit	77	82	-6.0%
Surplus on revaluation of Assets	26	28	-5.8%
<b>Total Equity including Surplus</b>	<b>176</b>	<b>184</b>	<b>-4.1%</b>

## Deposits Performance - Led by Branch Banking Group

- Avg Dom deposits at Rs 1.4 tln, up 19% YoY - inc vols of Rs 219 bln
- Avg Domestic current accounts up 25% YoY, savings up 15% YoY
- Avg current to total ratio of 43.8% (Q1'20: 41.5%)
- Avg CASA ratio of 85.6% (Q1'20: 84.6%)
- Domestic CoD of 3.4% vs 6.4% in Q1'20 (Q4'20: 3.5%)

## Advances - Dom maintained and FI lending in international

- Period End Dom advances at Rs. 436 bln (Dec'20: Rs 430 bln)
- Period End Int advances of USD 662 mln, up 10% over Dec'20
- Avgs in Dom at Rs 438 bln, Int reduced by 21%

## Investments portfolio position and mix as at Mar 31, 2021

- Fixed Income PIBs at Rs 273 bln yielding 9.6% (Dec'20: Rs 237 bln)
- Floater PIBs at Rs 341 bln yielding 7.8% (Dec'20: Rs 341 bln)
- T-Bills Portfolio at Rs 510 bln yielding 7.4% (Dec'20: 345 bln)

# Q1'21 Results - Overall revenues remain stable with cost control and lower provisions

Income Statement	Rs in bln		Var %	Rs in bln	Var %
	Q1'21	Q1'20		Q4'20	
Interest Earned	31.8	43.4	-26.6%	31.1	2.4%
Interest Expensed	(15.0)	(26.0)	42.5%	(14.3)	-4.4%
<b>Net Interest Income</b>	<b>16.9</b>	<b>17.3</b>	<b>-2.8%</b>	<b>16.7</b>	<b>0.7%</b>
<b>Non Interest Income</b>	<b>5.8</b>	<b>4.7</b>	<b>24.0%</b>	<b>4.1</b>	<b>42.3%</b>
<b>Total Revenue</b>	<b>22.6</b>	<b>22.0</b>	<b>2.9%</b>	<b>20.8</b>	<b>8.8%</b>
Operating expenses	(9.9)	(9.5)	-4.0%	(11.0)	10.5%
<b>Total Expenses</b>	<b>(10.1)</b>	<b>(9.9)</b>	<b>-2.5%</b>	<b>(11.2)</b>	<b>9.5%</b>
<b>Pre Prov. Operating Profit</b>	<b>12.5</b>	<b>12.1</b>	<b>3.2%</b>	<b>9.6</b>	<b>30.0%</b>
Provision Exp./Other writeoffs	(0.4)	(3.7)	90.4%	(1.9)	81.2%
<b>Profit Before Tax</b>	<b>12.2</b>	<b>8.4</b>	<b>44.2%</b>	<b>7.7</b>	<b>57.1%</b>
<b>Profit After Tax</b>	<b>7.4</b>	<b>5.1</b>	<b>46.3%</b>	<b>4.8</b>	<b>53.3%</b>
<b>Earnings Per Share (EPS)</b>	<b>6.05</b>	<b>4.13</b>	<b>46.3%</b>	<b>3.95</b>	<b>53.3%</b>

## Revenue Performance – stable margins building up momentum

- Dom NII (over 65% of Bank's revenue) down 2% YoY due to lower rates
- Bank NIMs at 4.0% in Q1'21 (Q1'20: 4.6%)
- Banca comm. up 22%, ATM fee up 32%, Home Remitt. fee up 15% YoY
- FX income of Rs. 484 mln earned for Q1'21 (Q1'20: Rs. 732 mln)
- Capital gains of Rs 1.9 bln in Q1'21 mainly on foreign bonds
- Dividend income of Rs 252 mln, down 36% YoY

## Admin Expenses – building operational efficiencies

- Admin. expenses of Rs. 9.9 bln for Q1'21, up 4% YoY
- Cost to income ratio of 43.5% in Q1'21 vs 43.0% in Q1'20

## Provisions – asset quality maintained with enhanced coverage

- Int charge of USD 4.6 mln in Q1'21 (Q1'20: USD 24 mln)
- International Coverage of 87.3% (Dec'20: 85.9%)
- Dom net reversal of Rs. 37 mln in Q1'21 vs Rs 6 mln in Q1'20
- Dom asset quality 6.1% at Mar'21 (Dec'20: 6.3%)

# Key Conclusions and strategic priorities

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## Digital

**Improve Branch profitability with cost synergies**

**Deepening and entering new markets, segments, quality credits**

**Building Digital strategy aiming at creating a wider Payments system**

**Create a more sustainable business model for International**

**Stronger compliance, conduct and control environment**

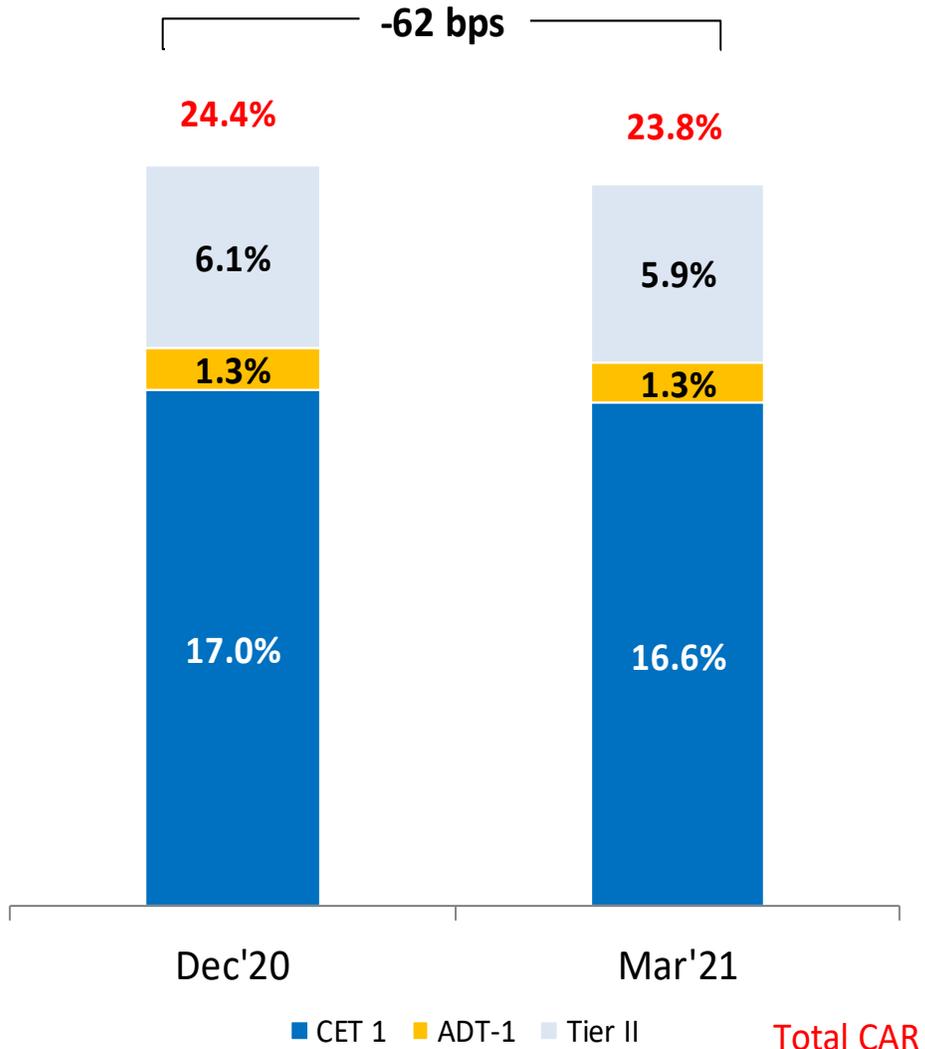
**Transform into a more Data driven organisation**

**Upskill and retain quality talent**

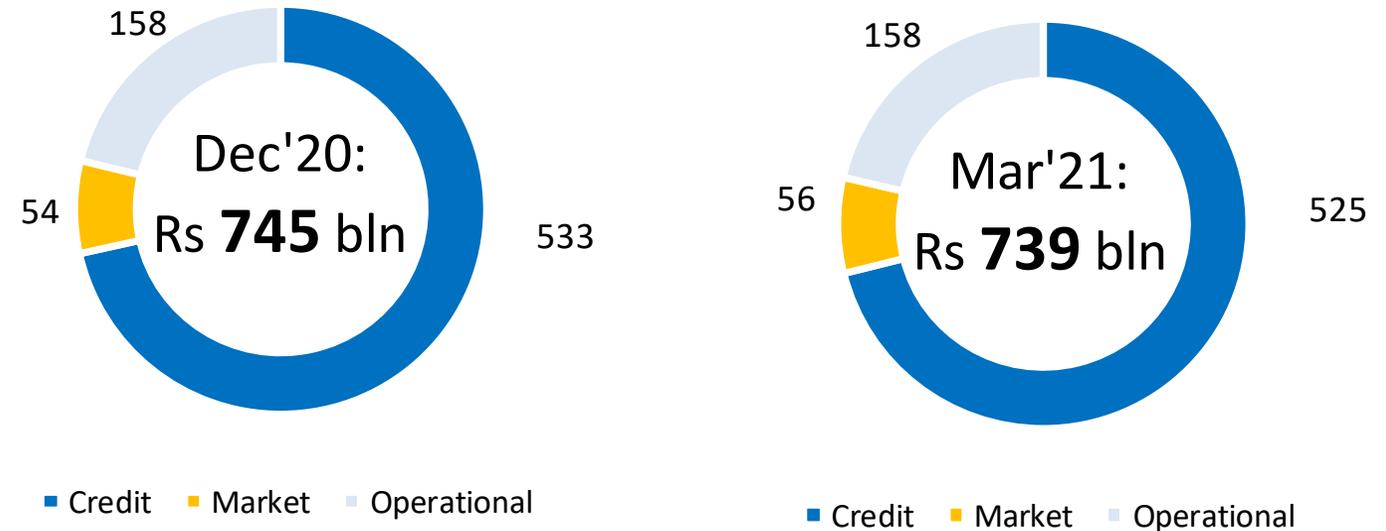
## Customer Centricity

# Key Highlights | Capital Base strengthens with conservation and de-risking

## Capital Adequacy Ratio



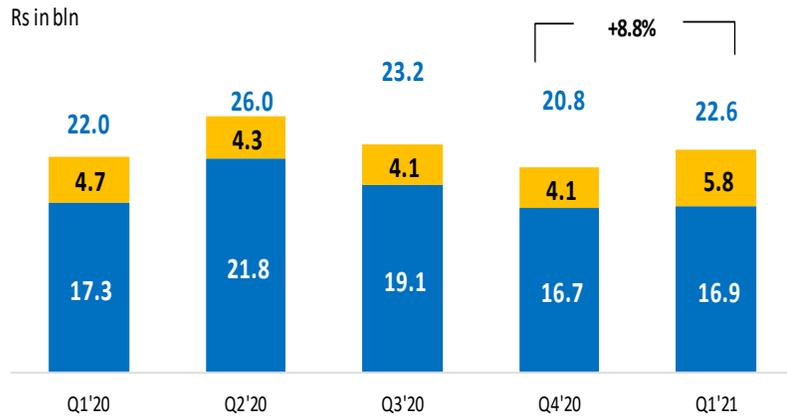
## Risk Weighted Assets



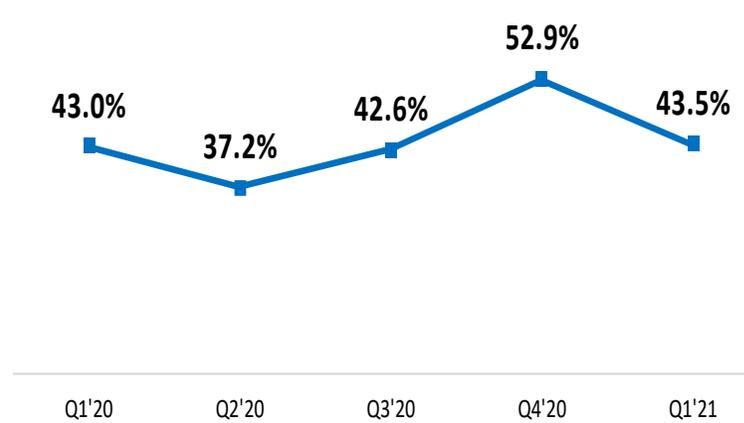
- UBL seeks to maintain a strong capital base that provides a solid foundation for future growth initiatives
- CAR at 23.8% with buffer of 11.3% over the minimum regulatory requirement of 12.5%

# Key Ratios for the quarter – NIM compression but with controlled expense base

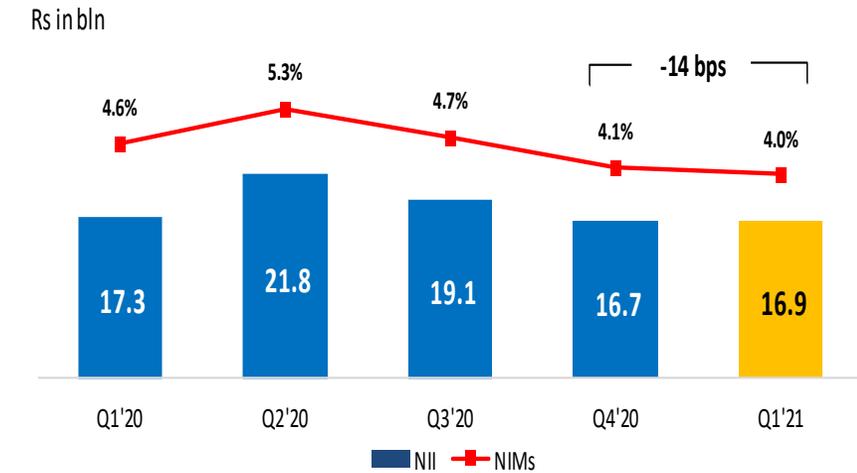
## Gross Revenues



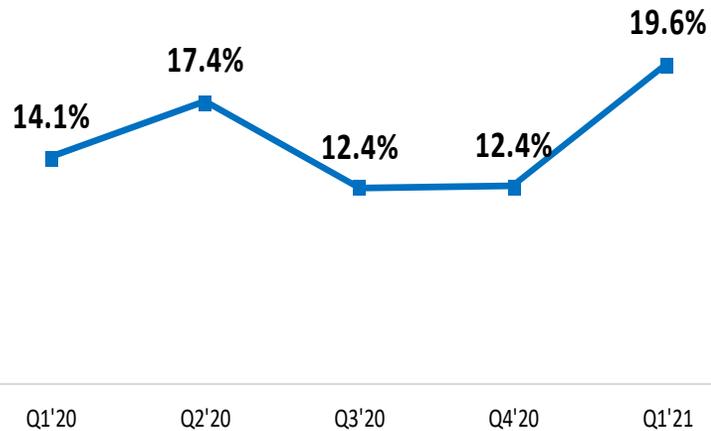
## Cost to Income Ratio



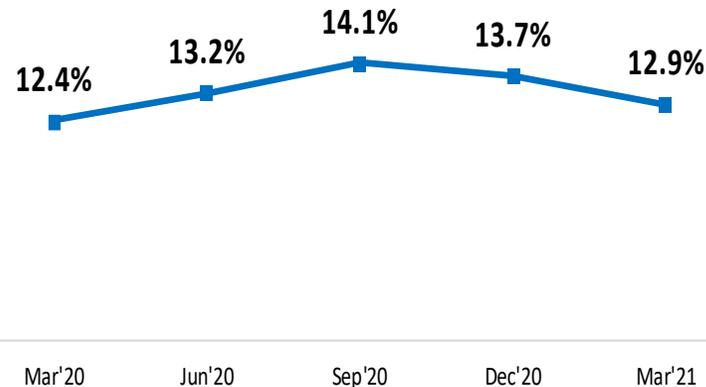
## Net Interest Margins



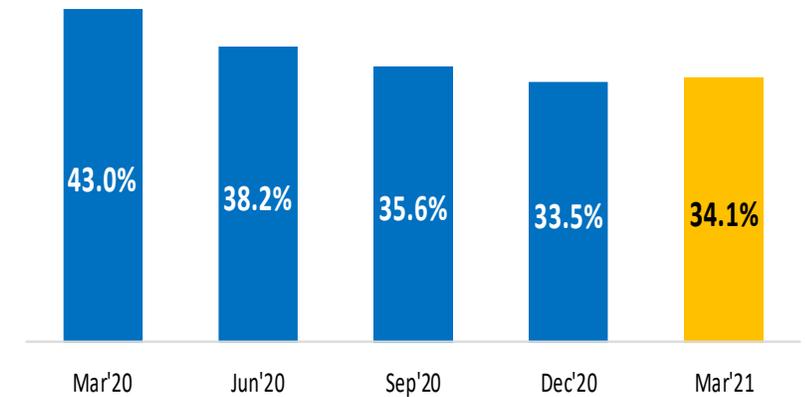
## Return on Equity



## Asset Quality



## Advances to Deposit Ratio



## Drivers for earnings – core KPIs review for Q1'21 vs Q1'20

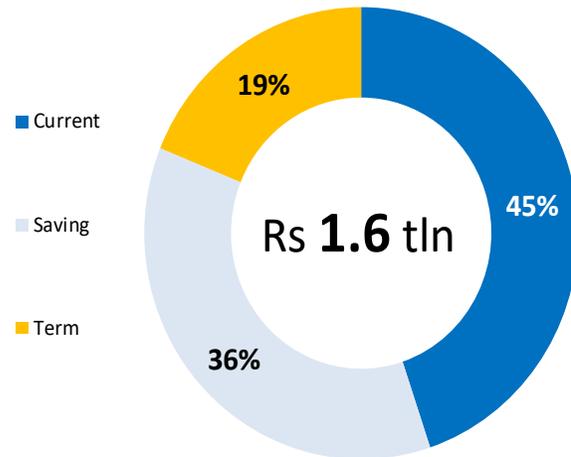
	Key Metric	Q1'21	Q1'20	YoY Delta
	<b>BUSINESS VOLUMES AND REVENUE DRIVERS</b>			
1	Average Current Account Growth – YoY	25.1%	4.1%	21.1%
2	NTB run rate - C/A per branch per day	2.0	1.6	0.4
3	Aggregate number of NTB C/As in '000s	159	127	32
4	Domestic Cost of Deposits - YTD	3.4%	6.4%	-304 bps
5	Deposits Market Share - Period end	8.0%	8.2%	-0.2%
6	CASA as % of Market Deposits at period end	6.8%	7.1%	-0.3%
7	Average advances growth (Domestic)	-9.0%	-2.1%	-6.9%
8	Cost to Income Ratio	43.5%	43.0%	+0.5%

## Summary of Results for the quarter ended March 2021

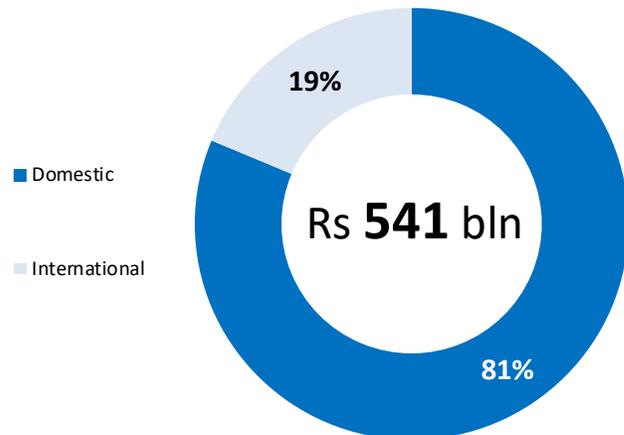
	Key Metric	Q1'21	Q1'20	YoY Delta
	<b>RETURN ON EQUITY</b>			
1	Profit Before Tax - Rs in bln	12.2	8.4	44%
2	PAT - Rs in bln	7.4	5.1	46%
3	RoE	19.6%	14.1%	548 bps
4	EPS – Rs	6.05	4.13	46%
5	Capital Adequacy Ratio	23.8%	19.5%	430 bps
6	Risk Weighted Assets - Rs in bln	739	837	-12%
7	RWA Density (RWA / Total Assets)	34.0%	43.1%	-9.1%

# Key Highlights | March 2021 Balance Sheet core positions

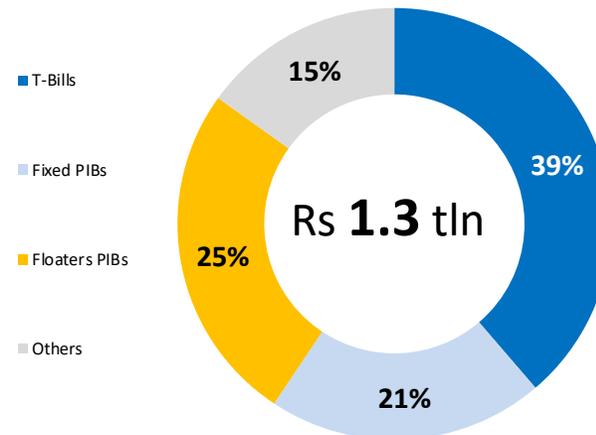
## Bank Level Deposits



## Net Advances



## Investments



PBT **Rs. 12.2 bln**

RoE **19.6%**

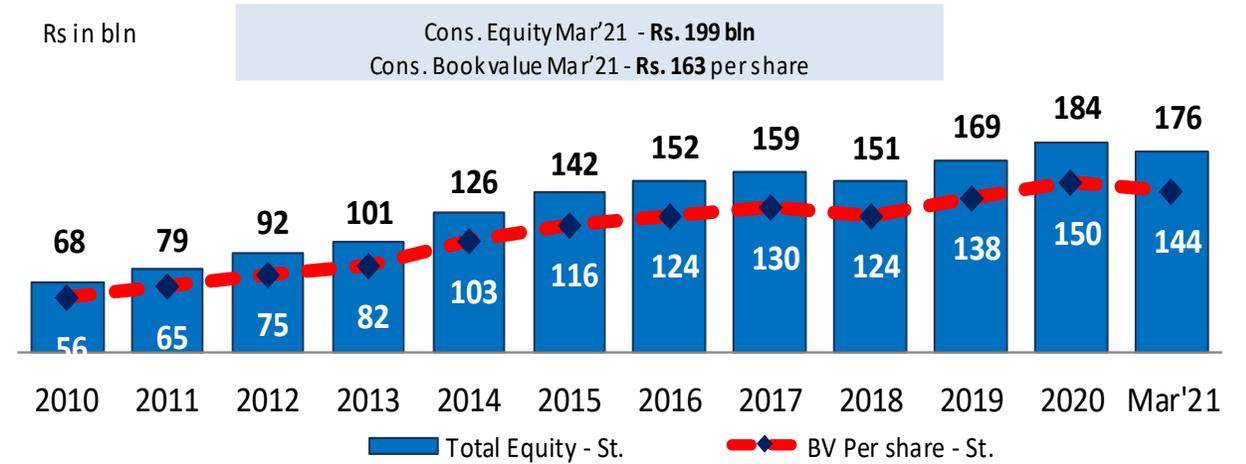
CAR **23.8%**

# Market Information – Build up in Book Value

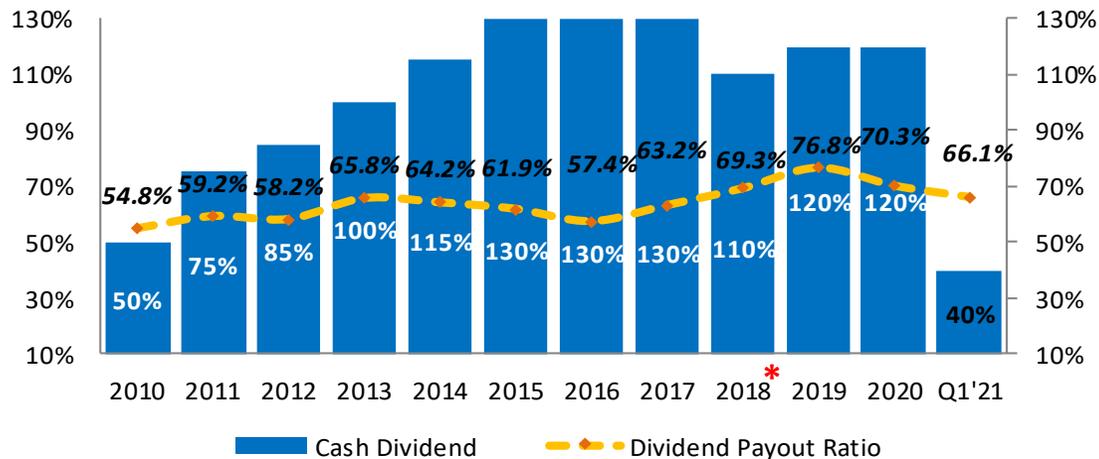
## Trends - KSE 100 Index and UBL's share price



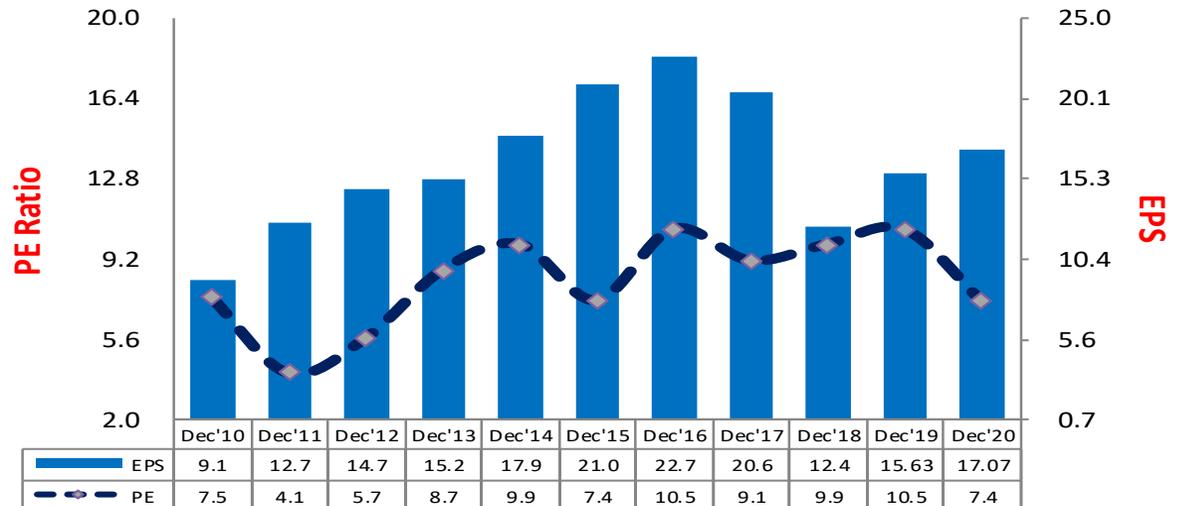
## Equity and Book Values



## Dividend Payout



## EPS & Price Earnings Ratio



\* Payout for 2018 is computed on normalized PAT excluding the effect of one-off pension cost

# Recognition and Awards

## UBL “Firsts” – Initiatives to stay ahead of the market

- First Commercial Bank in Pakistan to launch **Branchless Banking** (UBL OMNI)
- First Bank to launch **QR code based payments** in Pakistan
- First Pakistani Bank to launch **digital customer onboarding**
- First Bank to provide **Instantaneous ATM/Debit cards to branchless banking customers** at the time of account opening (UBL Omni)
- First Bank in Pakistan where customer’s inward **remittances are deposited automatically on an ATM and VISA enabled debit card** (UBL Tezraftaar Pardes Card)
- First Bank in Pakistan to offer **Prepaid VISA Debit Card**
- First Bank in Pakistan to offer **Verified by Visa Service**
- First Bank in the world to issue **VISA Debit Cards for G2P assistance to flood affectees**
- First Pakistani Bank to be granted status of **Authorized Derivative Dealer (ADD)** in Pakistan
- First institution from Pakistan and third in South Asia to be accredited with **Primary Membership of International Swaps and Derivatives Association**

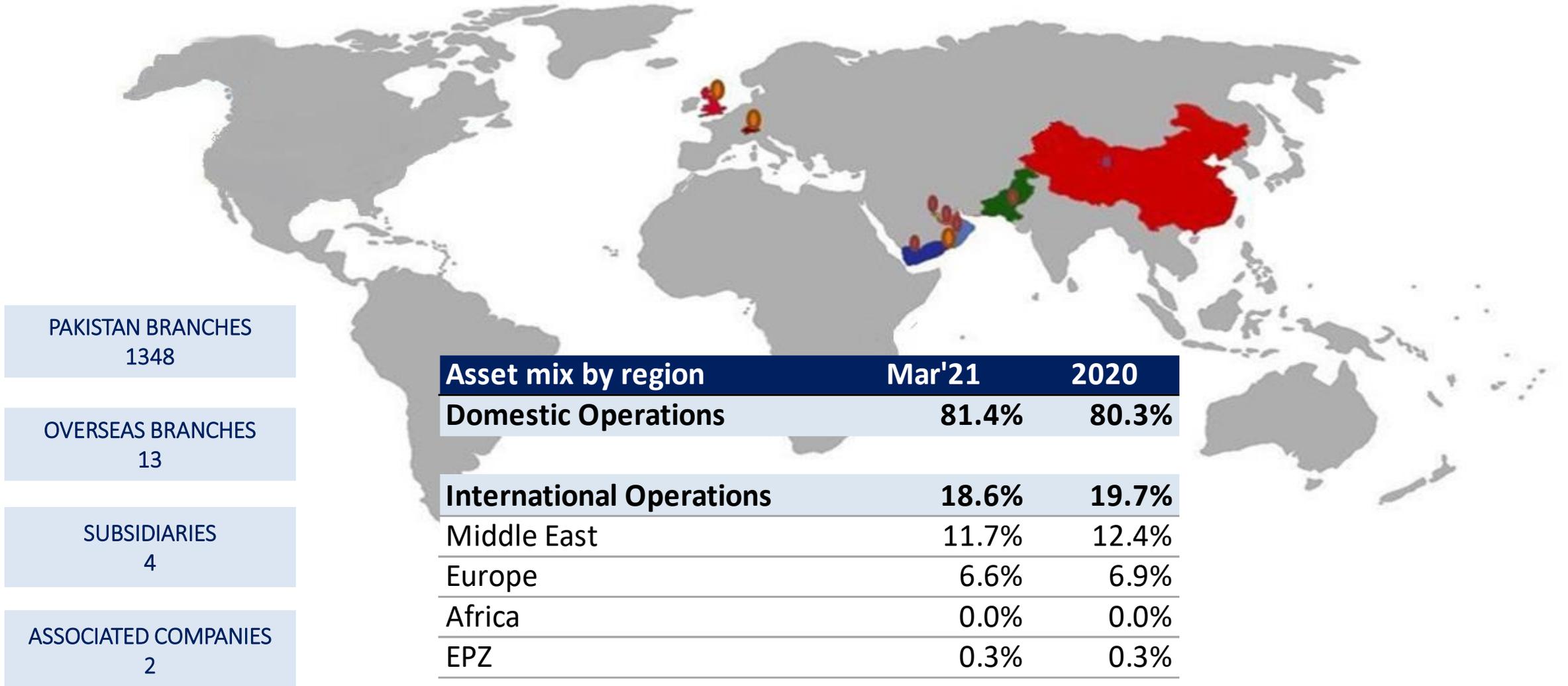
## Market recognition and awards

- Declared **‘Best Digital Bank in Pakistan for the 2<sup>nd</sup> year in a row** by Asiamoney (2021 & 2020)
- Recognized for the **highest number of Roshan Digital Accounts** opened
- Declared **‘Best Digital Bank in Pakistan for 2020’** by Pakistan Banking Awards 2020.
- Declared **‘Bank of the Year 2020 – Pakistan’** by The Banker, an affiliate of the Financial Times UK. 4<sup>th</sup> time in last decade
- **“Best Bank”** in the first ever **Pakistan Banking Awards 2016**
- **“Best Bank for Corporate Finance and Capital Market Development”** in the Pakistan Banking Awards 2017
- **VIS reaffirmed UBL’s entity ratings at AAA/A-1+ (Triple A / A-One Plus)**
- **“Innovation Award”** at the Mastercard Innovation Forum for ‘Launch of UBL MasterPass QR’
- **“National Medal of Innovation Award”** 2016 for Pioneering G2P Payments – Pakistan Innovation Foundation
- **Top 25 Companies** Award by the Pakistan Stock Exchange for 2010-2012 and 2015 -2019
- **“Best Bank for SMEs”** by the Asia Money Pakistan Banking Awards in 2017
- **2012 & 2013 Bank of the Year** in Pakistan Award by The Banker Magazine, an affiliate of the Financial Times, UK
- Recognized globally in 2013 as one of the 14 **“Sprinters”** by the GSMA’s **Mobile Money for the Unbanked (MMU)** program, being the only bank in the category



# Our Global Presence - Pakistan business dominates performance

Globally around 19% of the asset base is overseas



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Our Segments are poised to grow as economy opens up



1

## **Strong Deposits Growth**

Domestic Average Deposits growth of 19% lead by build up in CASA - one of the lowest Cost of Deposits

2

## **Prudent Asset Lending**

Maintaining all large relationships – with focus on NFI and with efficient capital allocation

3

## **Digital - The Future of Banking**

Over 1.7 million Digital Customers – fast growing subscriber base

4

## **Treasury - Remains well positioned to ride the curve**

Portfolio mix well diversified across the investment horizon

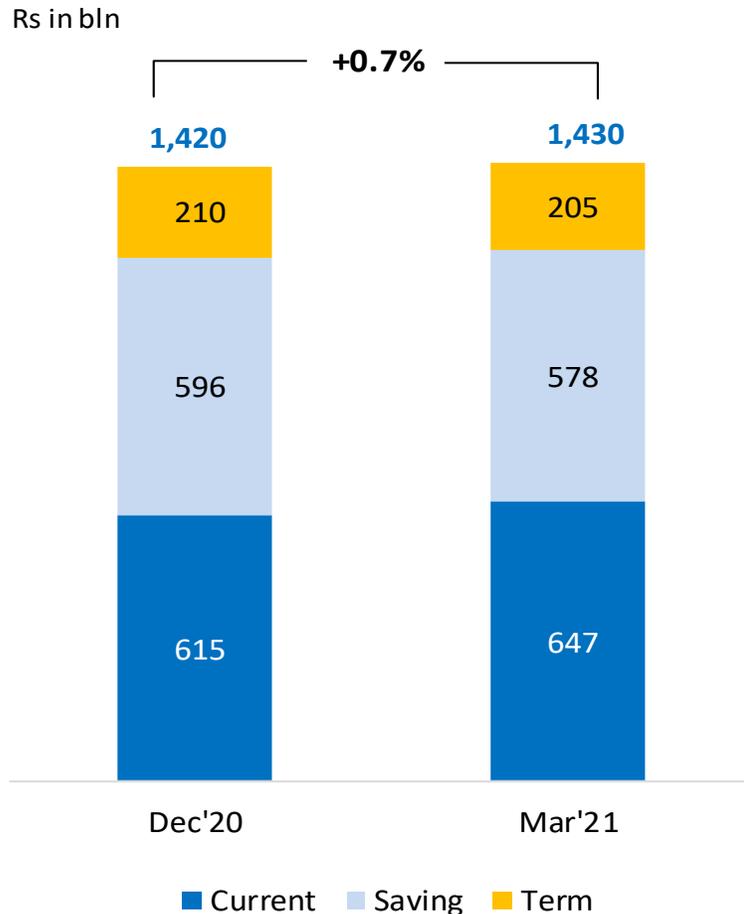
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## **International - De-Risking continues**

BS compression while we re-evaluate business model

**Deposit Market Share**  
8.0% at Mar'21 (Dec'20: 7.9%)

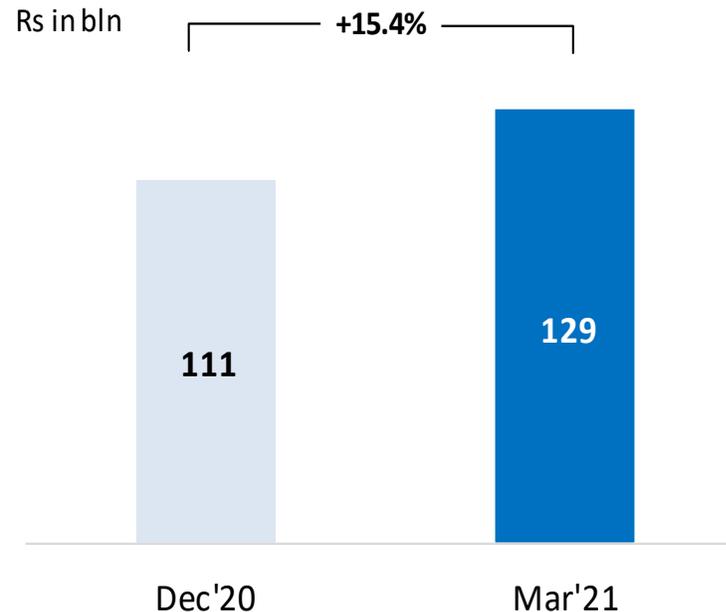
## Domestic Deposits - PE



**Total Customers 10 mln +**

Branch Banking - 5.5 mln +  
Omni Accounts – 2.5 mln +

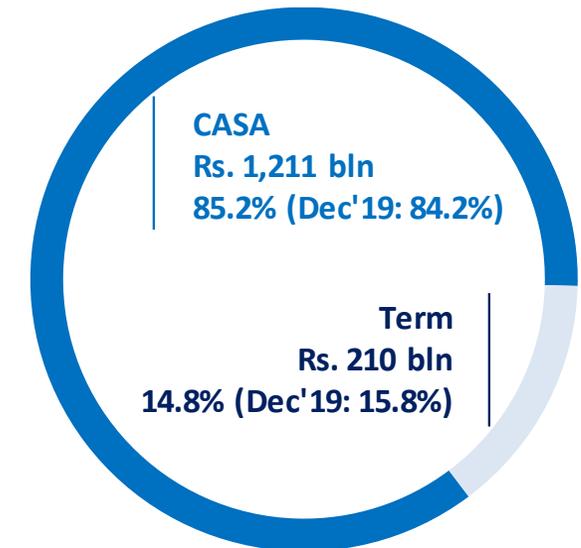
## Islamic Banking Deposits - PE



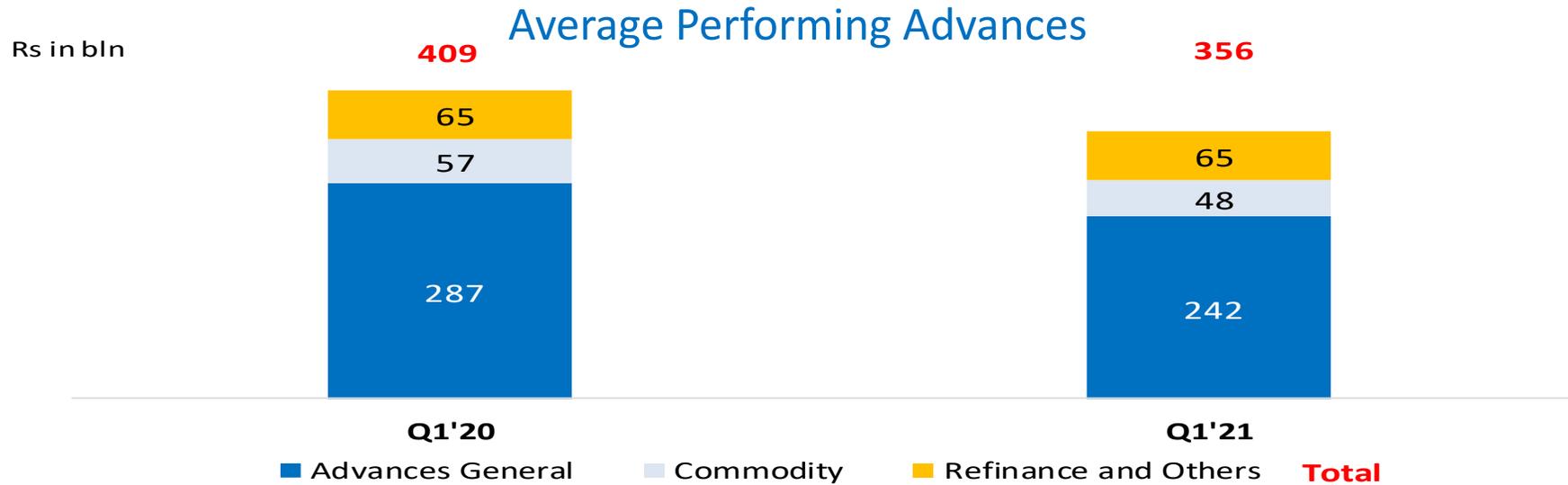
**159 K new C/A opened**

**Current Account NTB Run Rate**  
Per Branch Per Day – 2.0 in Q1'21  
(Q1'20: 1.6)

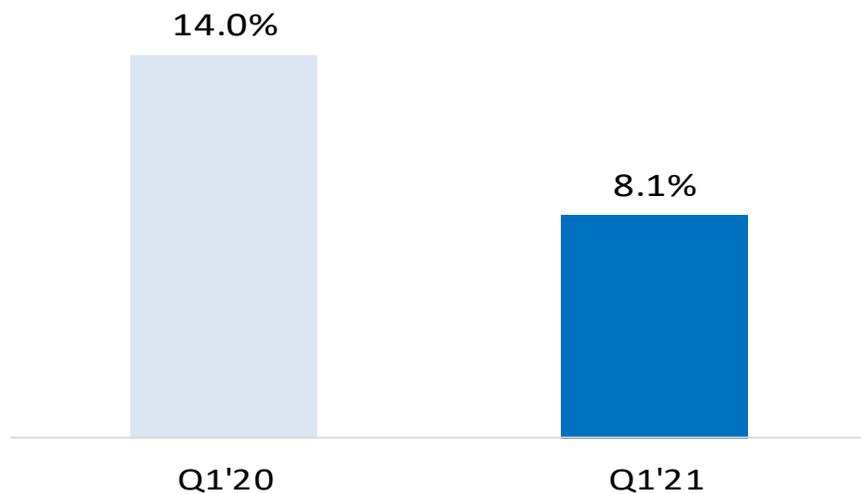
## Domestic Deposits Mix - Mar'21



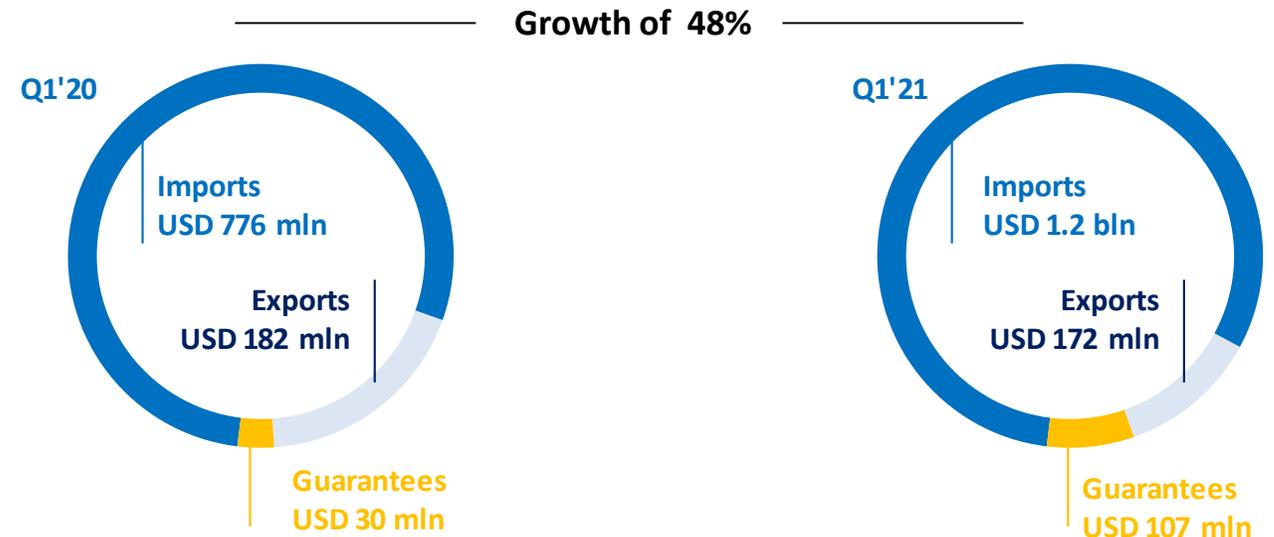
# Core Business Segments | Corporate Banking Group



## Yield on Advances (General + Commodity)

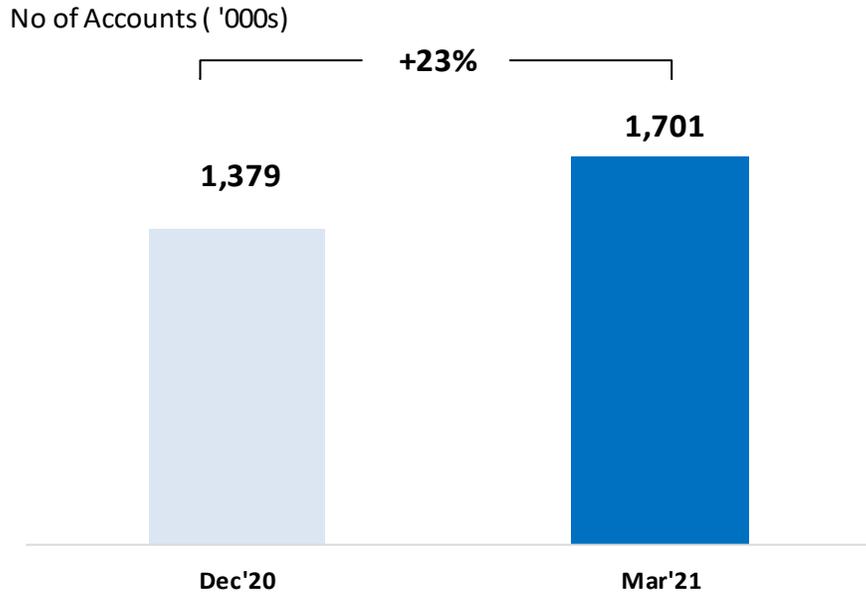


## Trade Volumes



# Core Business Segments | Digital Banking Group

## Digital App Registrations



## App Rating



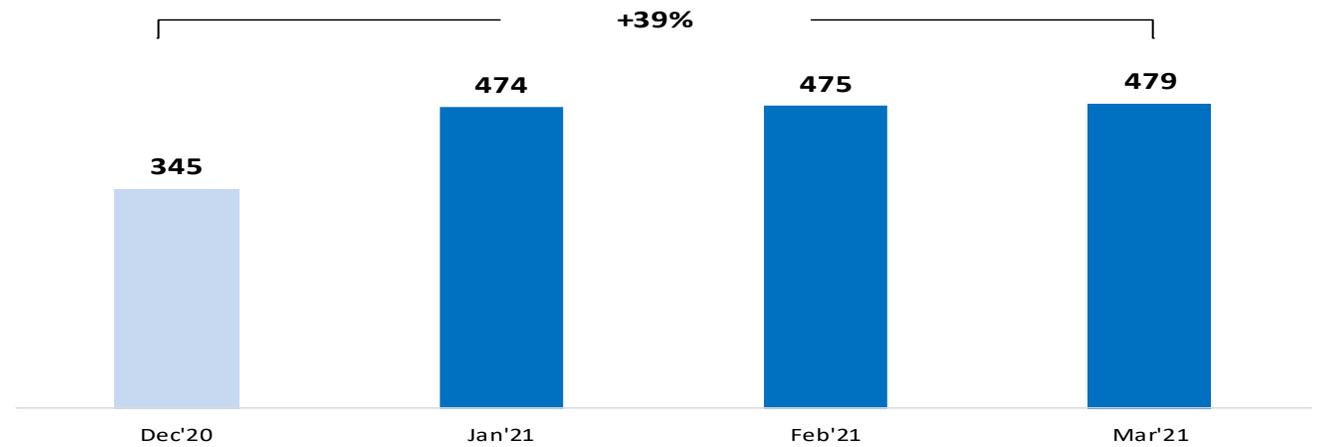
4.5



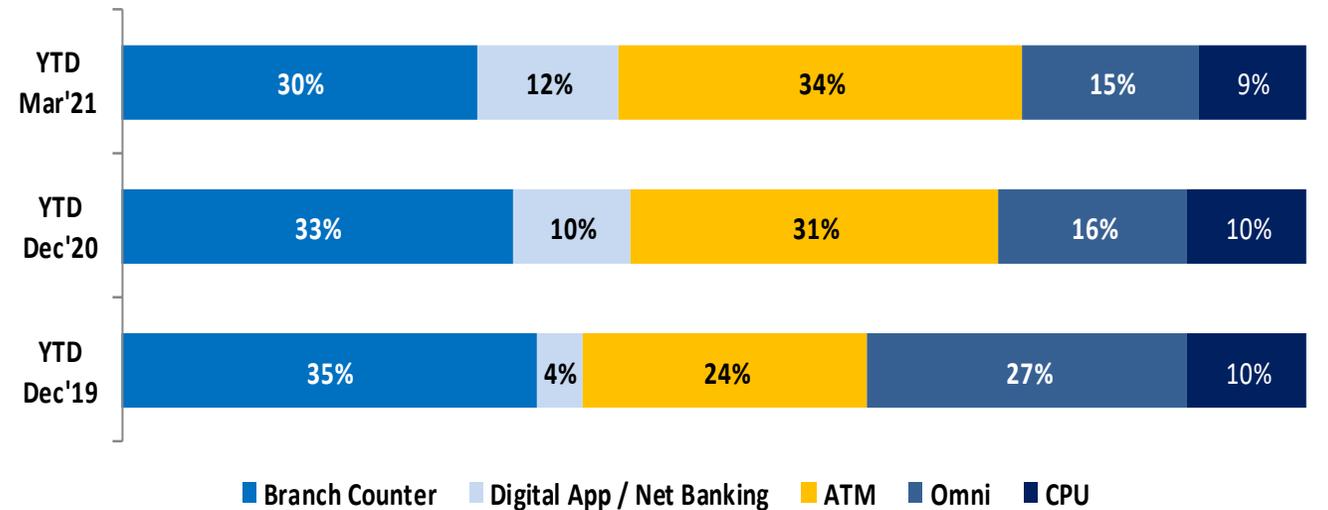
4.7



## Transacting Customers Trend ('000s)

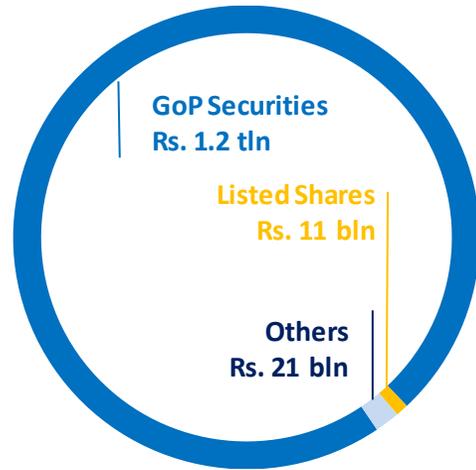


## Channel wise Transactional Mix

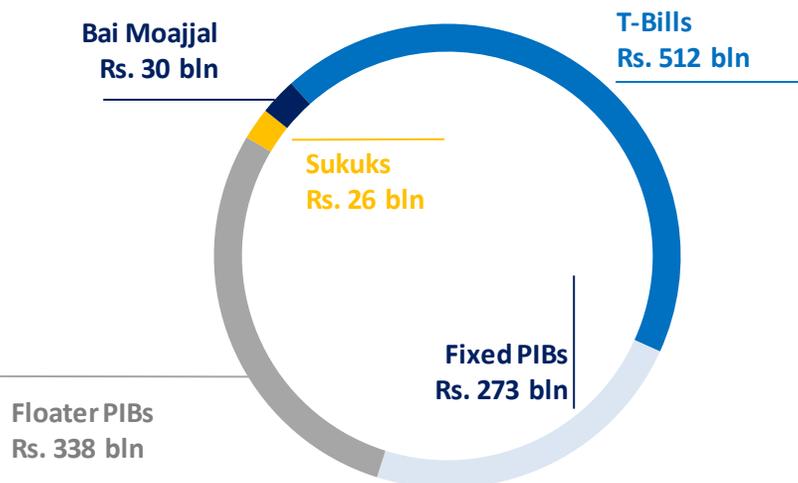


# Core Business Segments | Treasury and Capital Markets

## Domestic Portfolio Concentration Mar'21



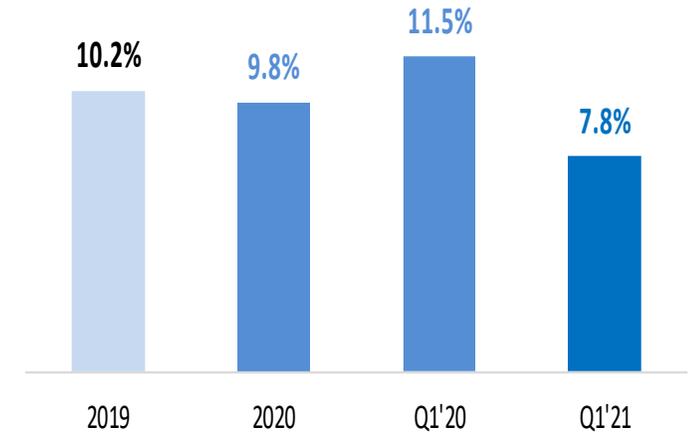
## GoP Securities Mix Mar'21



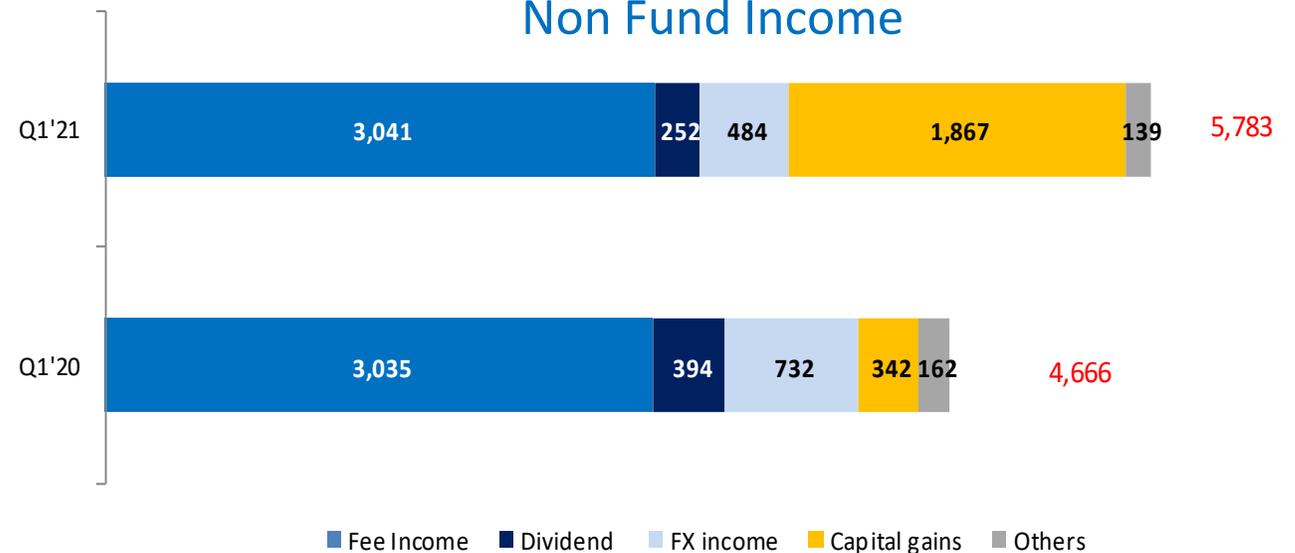
## MTM Surplus / Deficit

MTM Surplus / (Deficit) - Rs in mln	Dec'20	Mar'21
PIBs - Fixed	334	(124)
PIBs - Floaters	(2,569)	(2,568)
T-Bills	238	(48)
Listed Shares	2,521	3,176
Others	(124)	(102)
<b>Total</b>	<b>400</b>	<b>334</b>

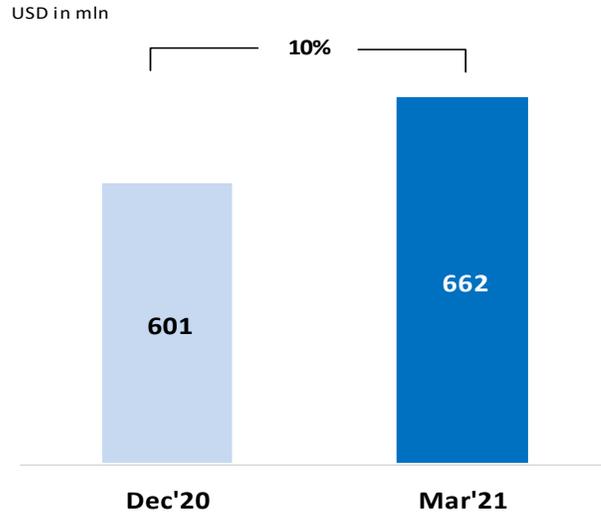
## Yield on Investments



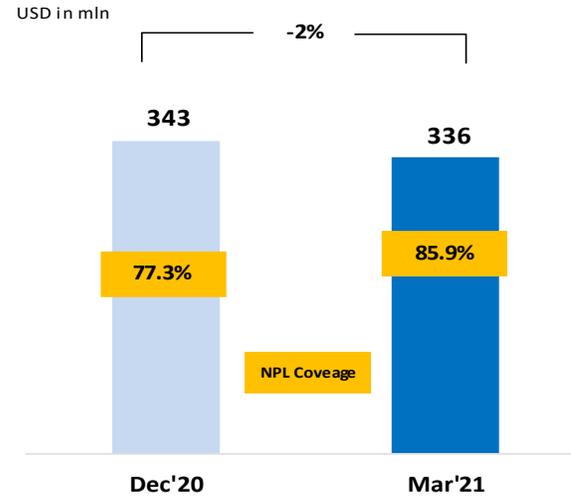
## Non Fund Income



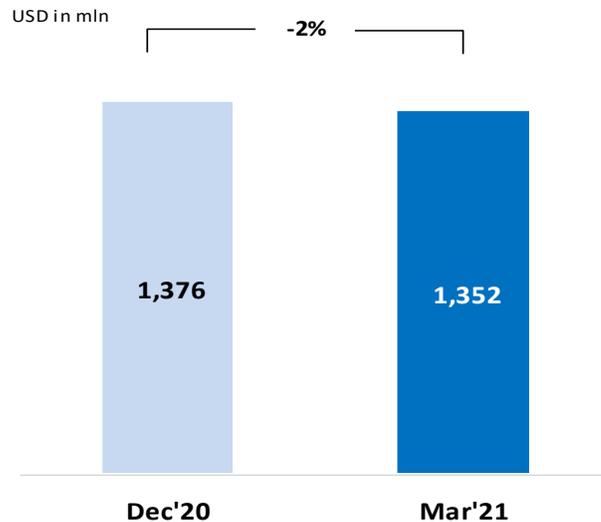
## Performing Advances - PE



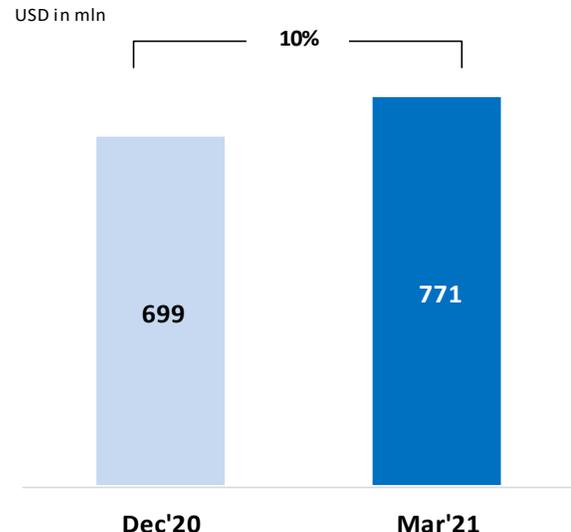
## Non Performing Loans



## Deposits - PE



## Net Investments



- Deposits averaged USD 1.3 bln for Q1'21 (Q1'20: USD 1.5 bln)
- Cost of deposits reduced from 1.9% in Q1'20 to 1.2% in Q1'21
- De-risking within International - BS actively compressed
- Avg Performing loans of USD 629 mln for Q1'21, down 21% YoY
- Advances portfolio yielded 3.6% in Q1'21 (Q1'20: 5.1%)
- Economic slowdown compounded by COVID-19
- Provision charge of USD 4.6 mln, (Q1'20: USD 24.1 mln)
- Coverage with FSV of 96.2% at Mar'21 (Dec'20: 95.5%)
- Foreign bonds averaged USD 726 mln (Q1'20: USD 662 mln)
- Yield on bonds of 5.5% in Q1'21, (Q1'20: 5.8%)
- Capital gains on foreign bonds of USD 9.2 mln (Q1'20: USD 2.6 mln)

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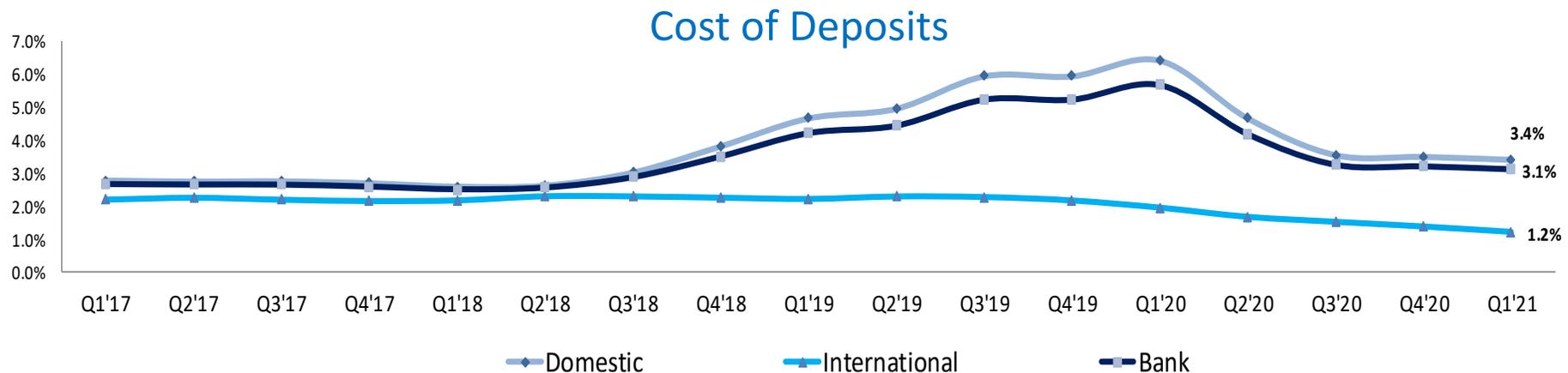
# Financial Summaries



## Income Statement Domestic

Description	Rs in bln		Var %	Rs in bln	
	Q1'21	Q1'20		Q4'20	Var %
Interest Earned	29.2	40.1	-27%	28.3	3%
Interest Expensed	(14.2)	(24.8)	43%	(13.5)	-6%
<b>Net Interest Income</b>	<b>15.0</b>	<b>15.2</b>	<b>-2%</b>	<b>14.9</b>	<b>1%</b>
<b>Non Interest Income</b>	<b>3.9</b>	<b>3.8</b>	<b>3%</b>	<b>3.7</b>	<b>8%</b>
<b>Total Revenue</b>	<b>18.9</b>	<b>19.1</b>	<b>-1%</b>	<b>18.5</b>	<b>2%</b>
Admin. Expenses	(8.5)	(7.9)	-7%	(9.5)	10%
<b>Total Expenses</b>	<b>(8.8)</b>	<b>(8.4)</b>	<b>-5%</b>	<b>(9.7)</b>	<b>9%</b>
<b>Pre Prov. Operating Profit</b>	<b>10.1</b>	<b>10.7</b>	<b>-5%</b>	<b>8.8</b>	<b>14%</b>
Provision Exp./Other writeoffs	0.4	0.1	505%	(0.3)	249%
<b>Profit Before Tax</b>	<b>10.5</b>	<b>10.8</b>	<b>-3%</b>	<b>8.6</b>	<b>22%</b>
<b>Effective Tax Rate</b>	<b>41.1%</b>	<b>38.2%</b>	<b>-2.9%</b>	<b>39.7%</b>	<b>3.6%</b>

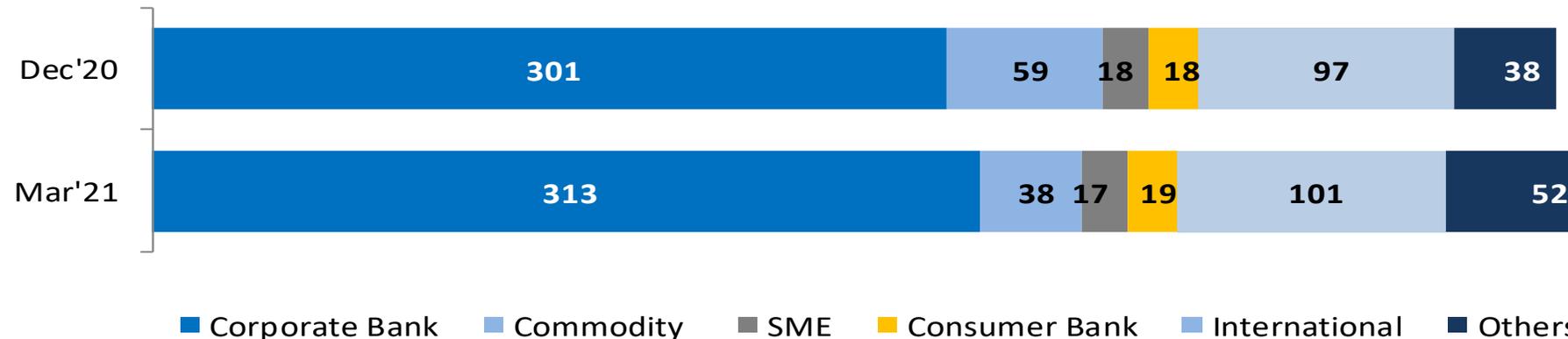
Rs in bln	Period End		Average			Cost of Deposits	
	Mar'21	Dec'20	Q1'21	Q1'20	Var %	Q1'21	Q1'20
Current deposits	647	615	609	487	25.1%	0.0%	0.0%
Saving deposits	578	596	583	505	15.3%	5.4%	10.9%
CASA	1,225	1,211	1,192	992	20.1%	2.6%	5.5%
Tem deposits	205	210	200	180	10.8%	7.8%	11.3%
Domestic deposits	1,430	1,420	1,392	1,172	18.7%	3.4%	6.4%
International deposits	206	220	211	238	-11.6%	1.2%	1.9%
<b>Total Bank</b>	<b>1,637</b>	<b>1,640</b>	<b>1,602</b>	<b>1,411</b>	<b>13.6%</b>	<b>3.1%</b>	<b>5.7%</b>
International - USD in mln	1,352	1,376	1,330	1,529	-13.0%	1.2%	1.9%
Domestic CASA	85.7%	85.2%	85.6%	84.6%			
Domestic Current to Total Deposits	45.2%	43.3%	43.8%	41.5%			



# Financial Summaries | Net Advances

DOM advances yield at 7.6% in Q1'21 (Q1'20: 12.8%) – repricing in line with benchmark rate

Description	Rs in bln		Var %
	Mar'21	Dec'20	
Corporate Bank	313	301	4%
Commodity	38	59	-35%
SME	17	18	0%
Consumer	19	18	4%
Others	52	38	36%
<b>Total Domestic</b>	<b>440</b>	<b>433</b>	<b>1%</b>
<b>International</b>	<b>101</b>	<b>97</b>	<b>4%</b>
<b>Bank</b>	<b>541</b>	<b>530</b>	<b>2%</b>
<b>International USD mln</b>	<b>662</b>	<b>606</b>	<b>9%</b>



## Financial Summaries | Non Fund Income

Description	Rs in mln		Var %	Q4'20	Var %
	Q1'21	Q1'20			
Fee, commission and brokerage income	2,698	2,487	8%	2,808	-4%
Dividend income	252	387	-35%	364	-31%
Income from dealing in foreign currencies	461	863	-47%	674	-32%
Gain / (loss) on sale of securities	415	(62)	768%	(377)	210%
Other income	123	172	-29%	185	-34%
<b>Domestic Total</b>	<b>3,949</b>	<b>3,847</b>	<b>3%</b>	<b>3,653</b>	<b>8%</b>
<b>International Total</b>	<b>1,834</b>	<b>818</b>	<b>124%</b>	<b>410</b>	<b>348%</b>
<b>Bank Total</b>	<b>5,783</b>	<b>4,666</b>	<b>24%</b>	<b>4,063</b>	<b>42%</b>
<b>International Total - USD in '000</b>	<b>11,569</b>	<b>5,251</b>	<b>120%</b>	<b>2,564</b>	<b>351%</b>

## Financial Summaries | Fee, Commission and Brokerage

Description	Rs in mln		Var %
	Q1'21	Q1'20	
Branch banking customer fees	341	387	-12%
Consumer finance related fees	239	212	13%
Card related fees (debit and credit cards)	553	409	35%
Investment banking fees	10	11	-5%
Financial Institution rebate / commission	43	58	-27%
Corporate service charges / facility fee	80	37	113%
Commission on trade	116	88	32%
Commission on guarantees	89	135	-35%
Commission on cash management	215	182	18%
Commission on remittances including home remittances - net	547	553	-1%
Commission on bancassurance	381	314	22%
Rent on lockers	46	48	-3%
Others	37	53	-30%
<b>Domestic Total</b>	<b>2,698</b>	<b>2,487</b>	<b>8%</b>
<b>International Total</b>	<b>343</b>	<b>548</b>	<b>-37%</b>
<b>Bank Total</b>	<b>3,041</b>	<b>3,035</b>	<b>0%</b>
<b>International Total - USD in '000</b>	<b>2,162</b>	<b>3,509</b>	<b>-38%</b>

## Financial Summaries | Administrative Expenses

Description	Rs in mln		Var %
	Q1'21	Q1'20	
<b>Total compensation expenses</b>	<b>3,510</b>	<b>3,316</b>	<b>-6%</b>
Rent and taxes	191	94	-104%
Utilities cost	282	312	10%
Security	238	242	2%
Depreciation	194	188	-3%
Depreciation - Right of Use Assets	426	443	4%
Others	105	87	-20%
<b>Property expenses</b>	<b>1,437</b>	<b>1,367</b>	<b>-5%</b>
Hardware & Software Maintenance	405	326	-24%
Depreciation & Amortisation	346	337	-3%
Network charges	153	143	-7%
<b>Information technology expenses</b>	<b>903</b>	<b>806</b>	<b>-12%</b>

# Financial Summaries | Administrative Expenses

Description	Rs in mln		Var %
	Q1'21	Q1'20	
Legal and professional charges	61	45	-34%
Outsourced service costs including sales commission	671	634	-6%
Banking service charges	420	346	-21%
Cash transportation and sorting charges	193	197	2%
Depreciation	325	345	6%
Stationery and printing	179	133	-35%
Marketing, advertisement and publicity	52	98	47%
Insurance	11	47	77%
Deposit protection premium	397	326	-22%
Donations	40	35	-14%
Others	340	247	-38%
<b>Other operating expenses</b>	<b>2,688</b>	<b>2,453</b>	<b>-10%</b>
<b>Domestic Total</b>	<b>8,538</b>	<b>7,942</b>	<b>-7%</b>
<b>International Total</b>	<b>1,315</b>	<b>1,531</b>	<b>14%</b>
<b>Bank Total</b>	<b>9,853</b>	<b>9,473</b>	<b>-4%</b>
<b>International Total - USD in '000</b>	<b>8,362</b>	<b>9,508</b>	<b>12%</b>
<b>Cost to Income Ratio</b>	<b>43.5%</b>	<b>43.0%</b>	<b>0.5%</b>

Description	Rs in bln		Var %	Rs in bln	Var %
	Q1'21	Q1'20		Q4'20	
Interest Earned	32.9	44.4	-25.8%	32.1	2.4%
Interest Expensed	(15.4)	(26.6)	42.0%	(14.8)	4.2%
<b>Net Interest Income</b>	<b>17.5</b>	<b>17.8</b>	<b>-1.6%</b>	<b>17.3</b>	<b>0.9%</b>
<b>Non Interest Income</b>	<b>6.4</b>	<b>4.9</b>	<b>29.9%</b>	<b>5.0</b>	<b>29.3%</b>
<b>Total Revenue</b>	<b>23.9</b>	<b>22.7</b>	<b>5.2%</b>	<b>22.3</b>	<b>7.2%</b>
Operating expenses	(10.8)	(10.3)	-4.6%	(12.0)	-10.0%
<b>Total Expenses</b>	<b>(11.1)</b>	<b>(10.7)</b>	<b>-3.2%</b>	<b>(12.2)</b>	<b>-9.0%</b>
<b>Pre Prov. Operating Profit</b>	<b>12.9</b>	<b>12.0</b>	<b>7.1%</b>	<b>10.1</b>	<b>26.7%</b>
Provision Exp./Other writeoffs	(0.4)	(3.7)	89.8%	(1.8)	-79.1%
<b>Profit Before Tax</b>	<b>12.5</b>	<b>8.3</b>	<b>50.2%</b>	<b>8.3</b>	<b>49.6%</b>
<b>Profit After Tax - Continued operations</b>	<b>7.6</b>	<b>4.9</b>	<b>54.7%</b>	<b>5.4</b>	<b>40.2%</b>
Loss from discontinued operations - net of tax	(0.0)	0.0	-100.5%	(0.0)	-99.4%
<b>Profit After Tax</b>	<b>7.6</b>	<b>4.9</b>	<b>54.4%</b>	<b>5.4</b>	<b>40.3%</b>

# Financial Summaries | Consolidated Balance Sheet

Description	Rs in bln		Var %
	Mar'21	Dec'20	
Advances	627	612	2.4%
Investments	1,357	1,168	16.2%
Lendings to Financial Institutions	12	22	-46.5%
Others	330	400	-17.4%
<b>Total Assets</b>	<b>2,326</b>	<b>2,202</b>	<b>5.6%</b>
Deposits	1,756	1,764	-0.5%
Borrowings	260	132	97.3%
Subordinated Debts	10	10	0.0%
Liabilities associated with assets held for sale	0	0	-17.7%
Others	101	88	14.5%
<b>Total Liabilities</b>	<b>2,127</b>	<b>1,994</b>	<b>6.7%</b>
<b>Net Assets</b>	<b>199</b>	<b>208</b>	<b>-4.2%</b>
Share Capital	12	12	0.0%
Reserves	69	71	-2.8%
Unappropriated Profit	83	88	-5.4%
Surplus on revaluation of Assets	28	29	-5.5%
<b>Total Equity attributable to equity holders of Bank</b>	<b>192</b>	<b>200</b>	<b>-4.2%</b>
<b>Non-controlling Interest (NCI)</b>	<b>7</b>	<b>8</b>	<b>-3.0%</b>
<b>Total Equity + NCI</b>	<b>199</b>	<b>208</b>	<b>-4.2%</b>

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# 6 year Performance Review



## 6 Year Financial Summary

Rs. in mlns	2020	2019	2018	2017	2016	2015
<b>Assets</b>						
Cash and balances with treasury and other banks	264,727	256,591	206,813	177,099	146,428	128,870
Lending to financial institutions	19,959	20,183	33,942	10,868	25,711	24,095
Investments- gross	1,138,018	849,441	792,857	1,095,555	808,959	721,651
Advances - gross	609,307	702,951	776,272	670,056	559,093	497,032
Operating fixed assets	53,037	54,348	47,556	46,205	35,582	31,630
Other assets	52,906	85,497	98,977	79,617	67,812	41,124
<b>Total assets - gross</b>	<b>2,137,954</b>	<b>1,969,011</b>	<b>1,956,417</b>	<b>2,079,400</b>	<b>1,643,585</b>	<b>1,444,402</b>
Provisions against non-performing advances	(79,028)	(67,117)	(60,336)	(42,697)	(40,525)	(41,618)
Provisions against diminution in value of investment	(9,344)	(9,118)	(6,482)	(3,769)	(2,428)	(2,133)
<b>Total assets - net of provision</b>	<b>2,049,583</b>	<b>1,892,775</b>	<b>1,889,599</b>	<b>2,032,934</b>	<b>1,600,632</b>	<b>1,400,651</b>
<b>Liabilities &amp; Equity</b>						
Deposits & other Accounts	1,640,212	1,467,063	1,366,060	1,272,788	1,167,124	1,051,235
Borrowing from financial institutions	128,987	154,484	268,124	512,650	201,550	163,132
Sub-ordinated loans	10,000	10,000	9,000	-	-	-
Bills payable	29,734	22,927	27,249	29,848	24,520	13,392
Other liabilities	56,577	69,232	67,896	58,341	55,651	30,757
<b>Total Liabilities</b>	<b>1,865,510</b>	<b>1,723,706</b>	<b>1,738,329</b>	<b>1,873,627</b>	<b>1,448,845</b>	<b>1,258,516</b>
<b>Net Assets / Liabilities</b>	<b>184,073</b>	<b>169,069</b>	<b>151,270</b>	<b>159,307</b>	<b>151,787</b>	<b>142,135</b>
Share capital	12,242	12,242	12,242	12,242	12,242	12,242
Reserves	62,274	59,320	54,439	43,847	40,455	38,402
Un - appropriated profit / (loss)	81,916	71,670	68,002	70,912	64,246	55,223
<b>Equity - Tier I</b>	<b>156,432</b>	<b>143,232</b>	<b>134,683</b>	<b>127,001</b>	<b>116,943</b>	<b>105,867</b>
Surplus on revaluation of assets	27,641	25,837	16,587	32,306	34,844	36,268
<b>Equity</b>	<b>184,073</b>	<b>169,069</b>	<b>151,270</b>	<b>159,307</b>	<b>151,787</b>	<b>142,135</b>
<b>Total liabilities &amp; equity</b>	<b>2,049,583</b>	<b>1,892,775</b>	<b>1,889,599</b>	<b>2,032,934</b>	<b>1,600,632</b>	<b>1,400,651</b>

## 6 Year Financial Summary

Rs. in mlns	2020	2019	2018	2017	2016	2015
Markup / return / interest earned	152,003	153,676	113,198	107,206	98,219	94,353
Markup / return / interest expensed	(77,044)	(91,902)	(56,964)	(50,781)	(41,177)	(38,511)
<b>Net Markup / Interest income</b>	<b>74,959</b>	<b>61,774</b>	<b>56,234</b>	<b>56,425</b>	<b>57,042</b>	<b>55,842</b>
Fee, commission, brokerage and exchange income	14,782	18,219	17,396	14,496	14,020	14,474
Capital gain & dividend income	1,681	1,541	6,709	6,762	8,629	6,442
Other income	631	1,916	967	904	960	1,070
<b>Non interest income</b>	<b>17,094</b>	<b>21,676</b>	<b>25,072</b>	<b>22,162</b>	<b>23,609</b>	<b>21,986</b>
<b>Gross income</b>	<b>92,054</b>	<b>83,451</b>	<b>81,306</b>	<b>78,587</b>	<b>80,651</b>	<b>77,828</b>
Administrative expenses and other charges	(40,751)	(40,860)	(43,222)	(36,109)	(32,809)	(31,776)
<b>Profit before provisions</b>	<b>51,303</b>	<b>42,590</b>	<b>38,084</b>	<b>42,478</b>	<b>47,842</b>	<b>46,052</b>
Donations	(342)	(129)	(203)	(110)	(87)	(167)
Provisions	(16,768)	(8,220)	(12,914)	(2,450)	(1,740)	(3,710)
<b>Profit before taxation</b>	<b>34,192</b>	<b>34,242</b>	<b>24,967</b>	<b>39,918</b>	<b>46,015</b>	<b>42,175</b>
Taxation	(13,294)	(15,108)	(9,741)	(14,739)	(18,285)	(16,448)
<b>Profit after taxation</b>	<b>20,899</b>	<b>19,134</b>	<b>15,226</b>	<b>25,179</b>	<b>27,730</b>	<b>25,727</b>

## 6 Year Financial Summary

Description	2020	2019	2018	2017	2016	2015
<b><u>Key Financial Ratios</u></b>						
Return on equity (RoE)	13.9%	13.8%	11.6%	20.6%	24.9%	25.7%
Return on assets (RoA)	1.1%	1.0%	0.8%	1.4%	1.8%	2.0%
Profit before tax ratio	37.1%	41.0%	30.7%	50.8%	57.1%	54.2%
Advances to deposits ratio (ADR) - gross	37.1%	44.3%	53.2%	49.8%	45.6%	45.2%
Cost to revenue ratio	43.5%	48.2%	47.8%	45.0%	39.6%	39.7%
Growth in gross income	10.3%	2.7%	3.5%	-2.6%	3.6%	21.1%
Intermediation cost ratio	2.6%	2.9%	3.3%	3.0%	3.0%	3.3%
Asset Quality (NPL ratio)	13.7%	11.0%	8.8%	7.8%	8.0%	9.4%
Net infection ratio	0.9%	1.6%	1.1%	1.5%	0.8%	1.1%
Capital adequacy ratio (CAR)	24.4%	18.9%	17.7%	15.4%	15.1%	14.6%
<b><u>Share Information - Rs</u></b>						
Cash dividend per share	12.00	12.00	11.00	13.00	13.00	13.00
Dividend yield (based on cash dividend)	7.3%	9.8%	5.9%	5.4%	8.4%	7.4%
Dividend payout ratio (total payout)	70.3%	76.8%	88.4%	63.2%	57.4%	61.9%
Earning per share (EPS)	17.07	15.63	12.44	20.57	22.65	21.02
Price earnings ratio (PE)	7.37	10.52	9.86	9.14	10.55	7.37
Market value per share - at the end of the year	125.86	164.50	122.64	187.97	238.90	154.95
Market value per share - highest during the year	181.96	173.53	219.70	283.00	243.72	186.75

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# Quarterly Trends



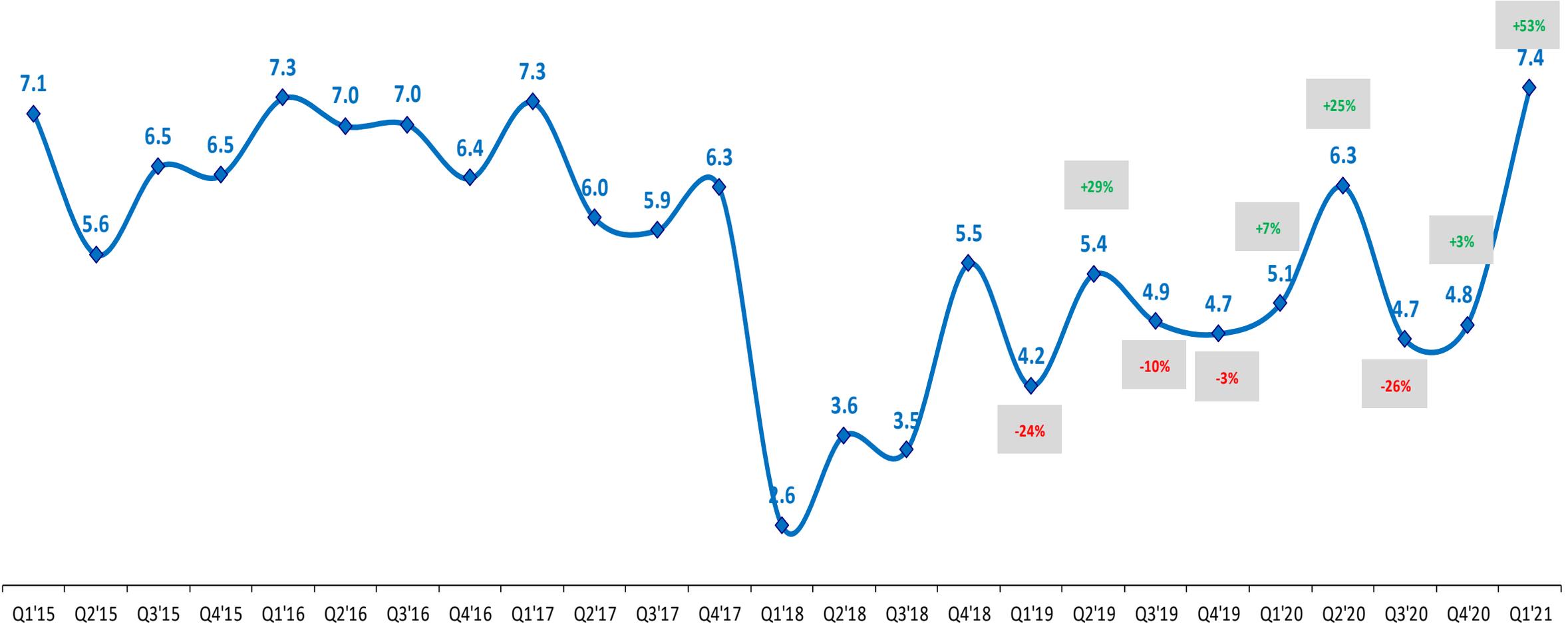
# Quarterly Trends | Profit before Tax

Rs in bln



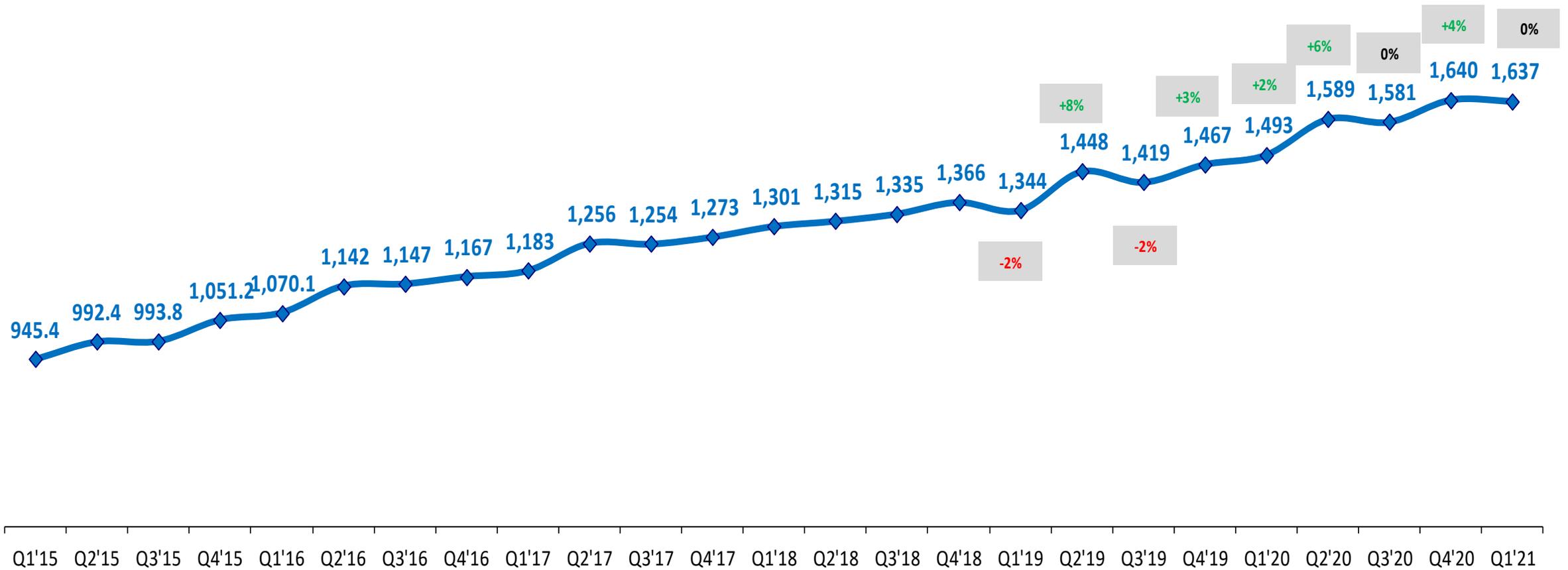
# Quarterly Trends | Profit after Tax

Rs in bln



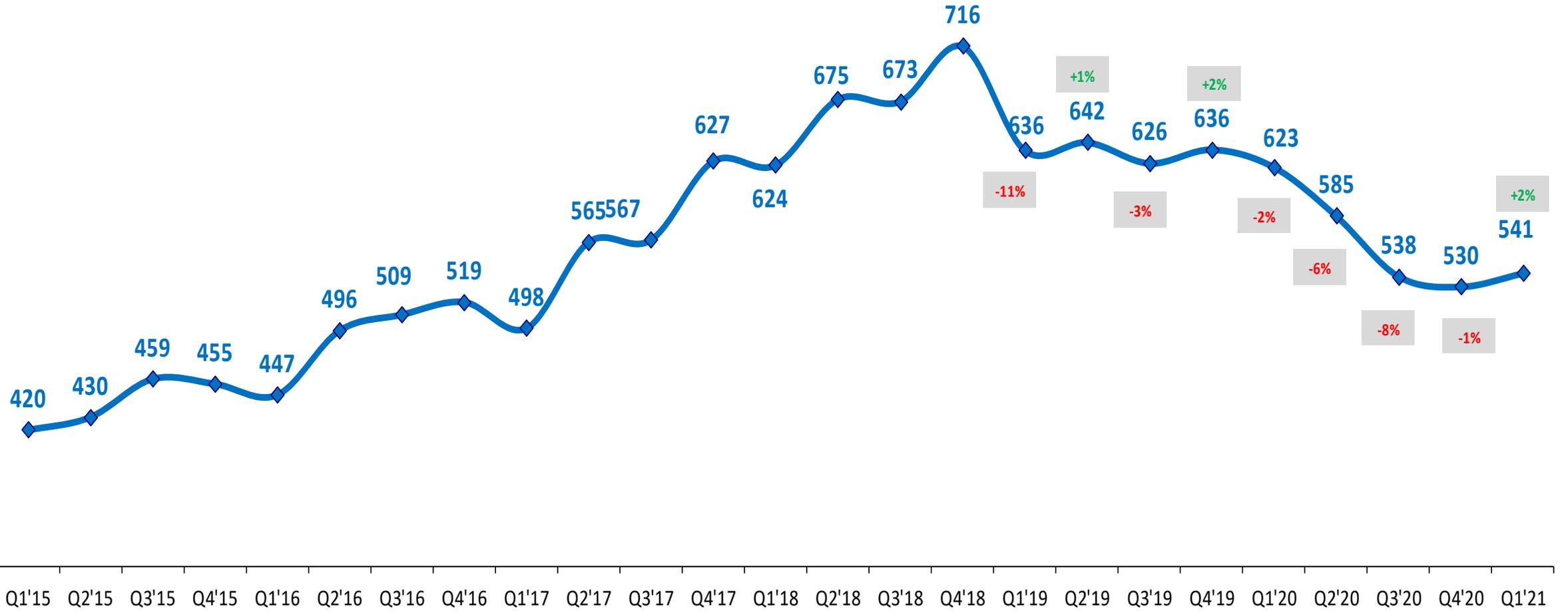
# Quarterly Trends | Deposits

Rs in bln



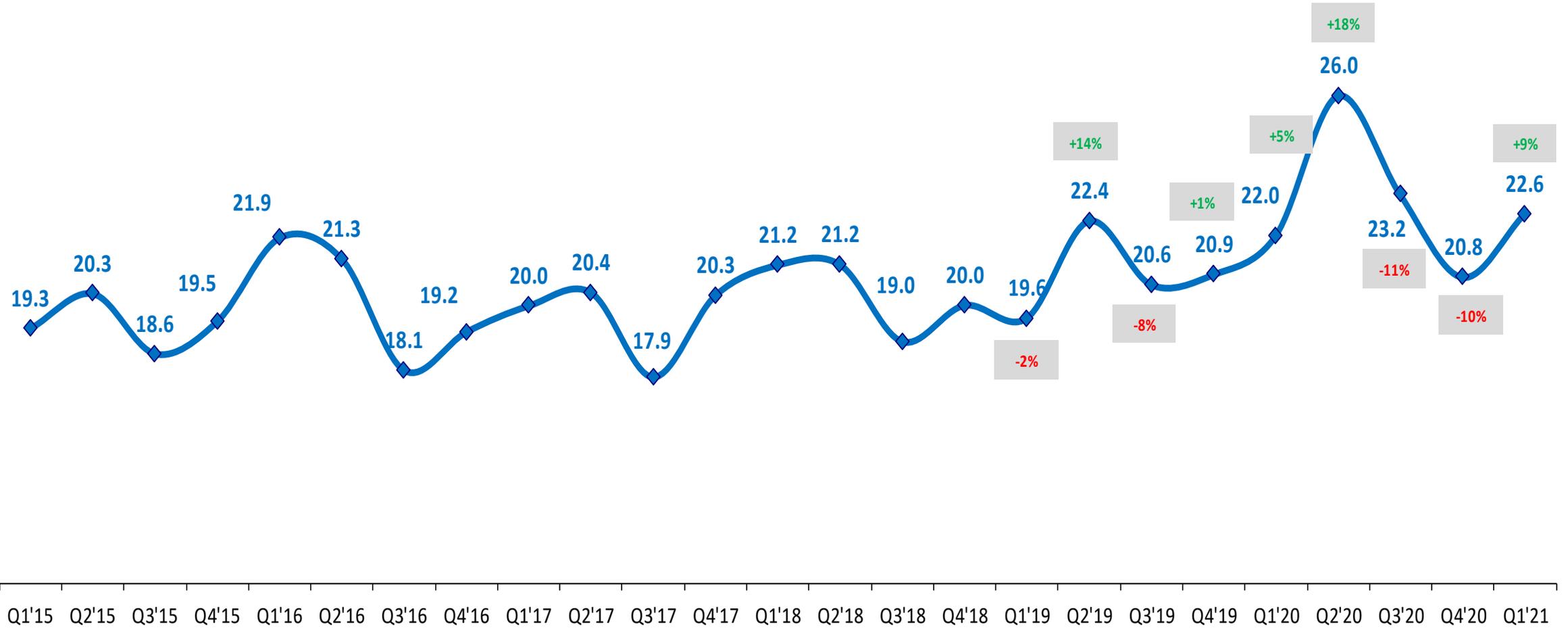
# Quarterly Trends | Net Advances

Rs in bln



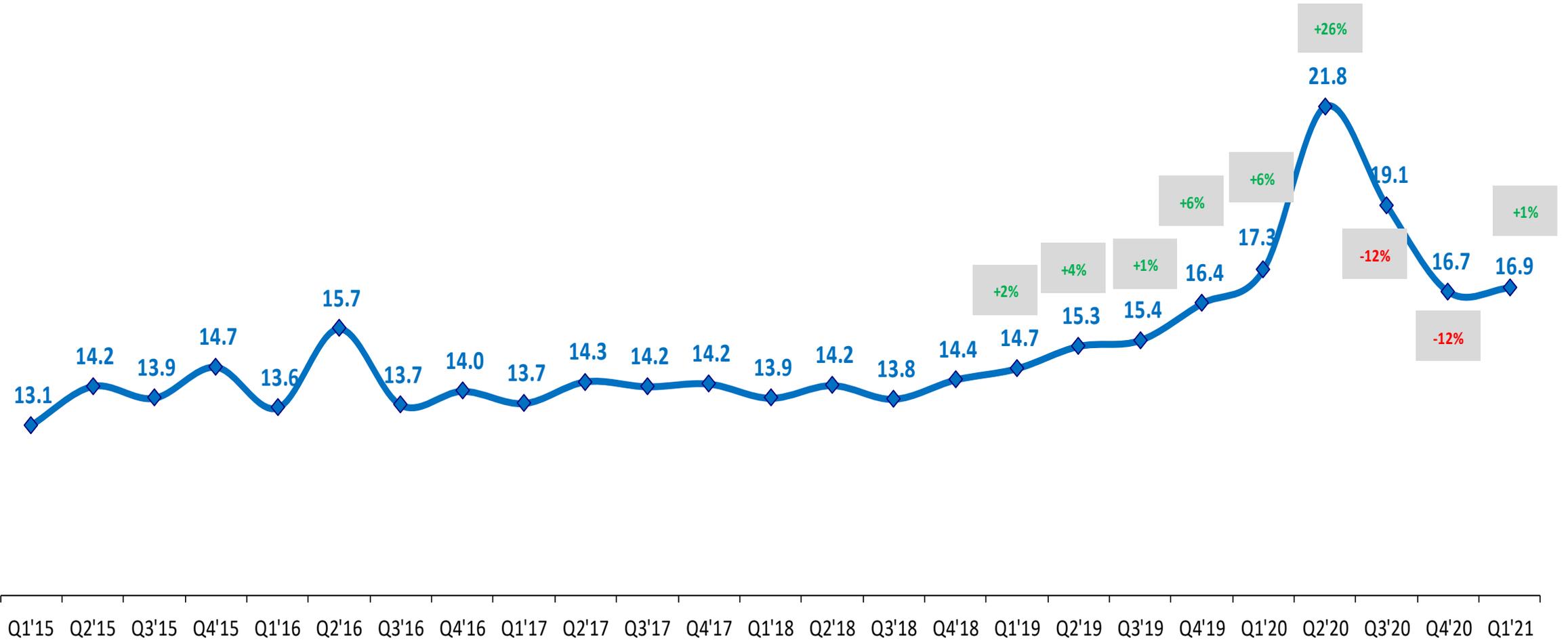
# Quarterly Trends | Revenue

Rs in bln



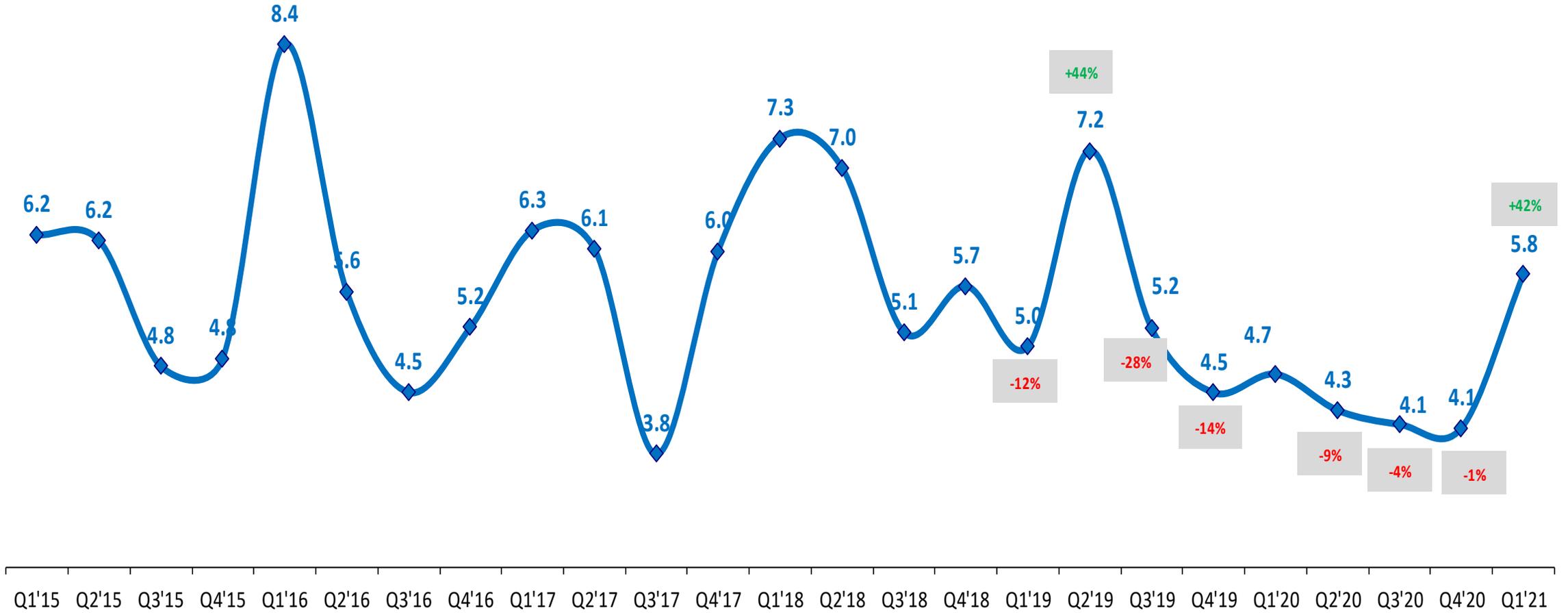
# Quarterly Trends | Net Interest Income

Rs in bln



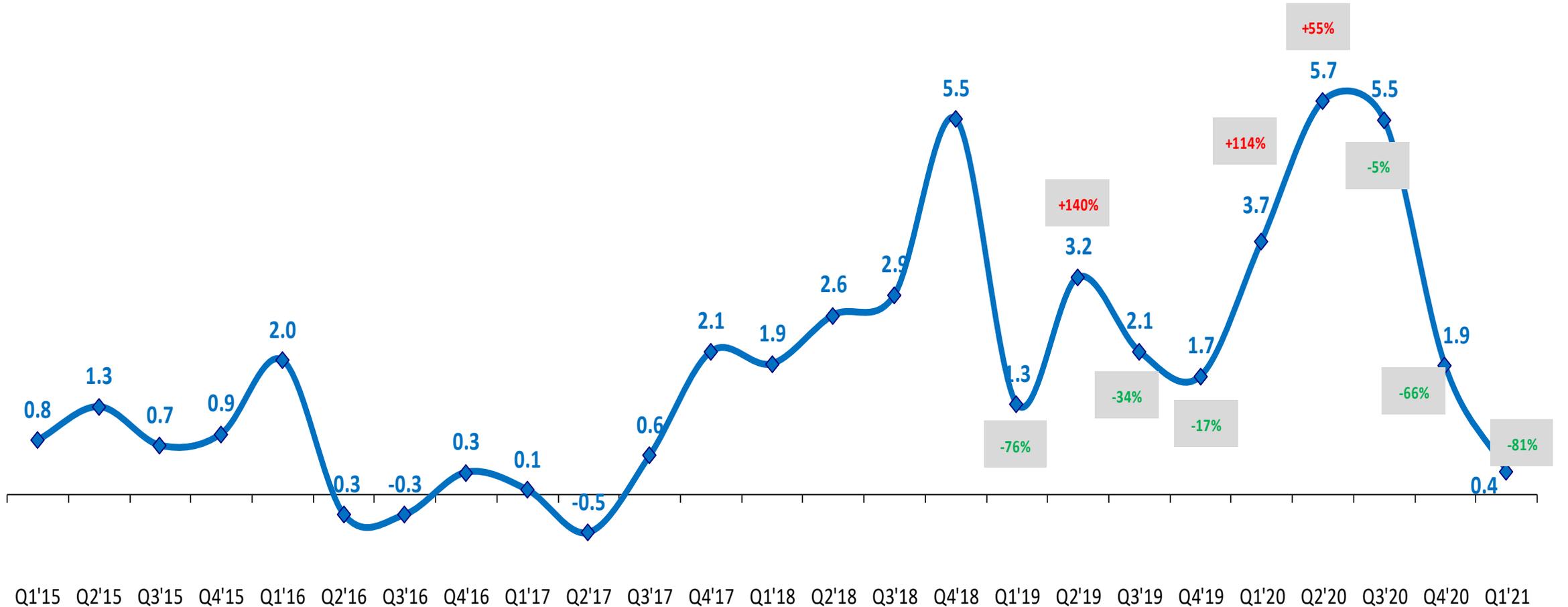
# Quarterly Trends | Non Fund Income

Rs in bln



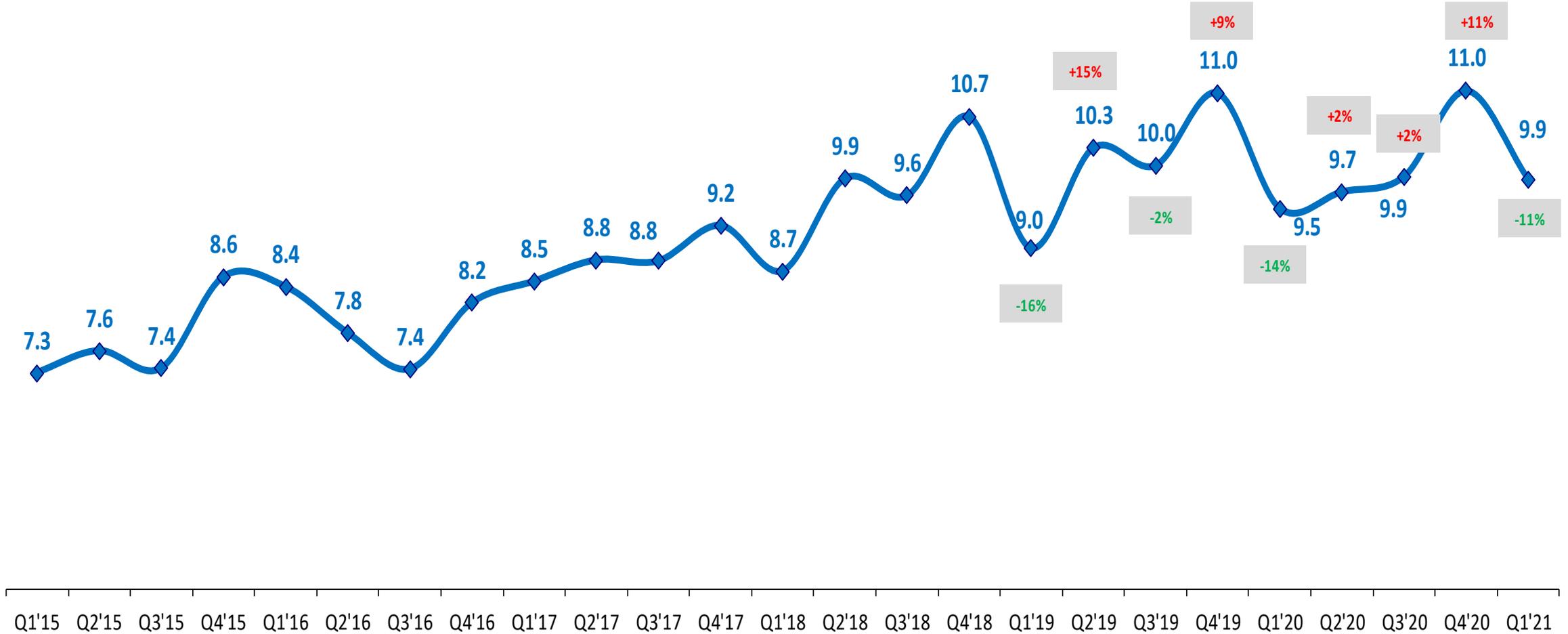
# Quarterly Trends | Provision Charge

Rs in bln



# Quarterly Trends | Administrative Expenses

Rs in bln



## Important Information

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The information contained herein reflects our latest business statement as at March 31, 2021. Except the historical information contained herein, statements in this Release which contain words or phrases such as ‘will’, ‘would’, ‘indicating’ expected to’ etc., and similar expressions or variations of such expressions may constitute ‘forward-looking statements’. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, future levels of non-performing loans, our growth and expansion in business, the impact of any acquisitions, the adequacy of our allowance for credit losses, technological, implementation and changes, the actual growth in demand for banking products and services, investment income, cash flow projections, our exposure to market risks as well as other risks detailed in the reports filed by us with various regulatory authorities as per applicable laws and regulations. UBL undertakes no obligations to update forward-looking statements to reflect event or circumstances after the date thereof.

**Thank You**