

# Corporate Briefing Session

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ



**Financial results**  
**Year ended December 31, 2024**



Schedule of the Event		
I. Tilawat e Quran		
II. Opening Remarks by Mr. Yousuf Hussain – President & CEO		5 Mins
III. Overview by Syed Majid Ali – CFO		25 Mins
IV. Q & A Session		20 Mins

# Second Largest Islamic Banking in the Country



## Ownership

Ithmaar Holdings B.S.C  
(66.78%)

Dar Al-Maal Al-Isami Trust –  
ultimate parent

## Shariah Complaint

International Shariah  
Compliance and  
fiduciary Rating of  
“**SCFR (PK)1**”

## Diversified Offerings

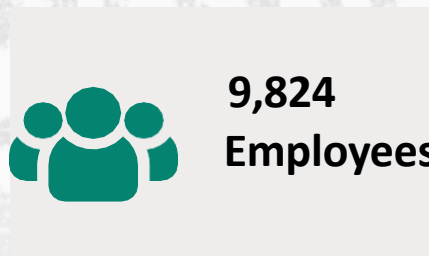
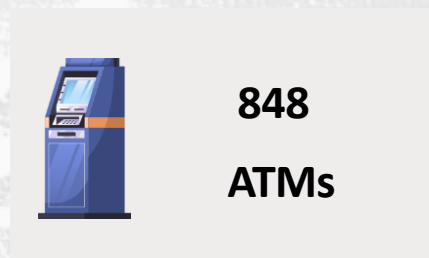
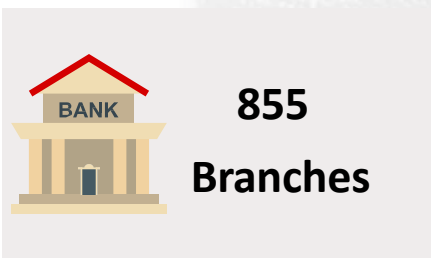
Full-fledge, Sharia-  
compliant financial  
services offerings across  
all segments.



**Long term AA**  
**Short Term A1+**



**AM2++**



## Subsidiary

**Faysal Asset Management Limited**  
**Holding 99.99%**

**AUMs Rs 246 Billion**

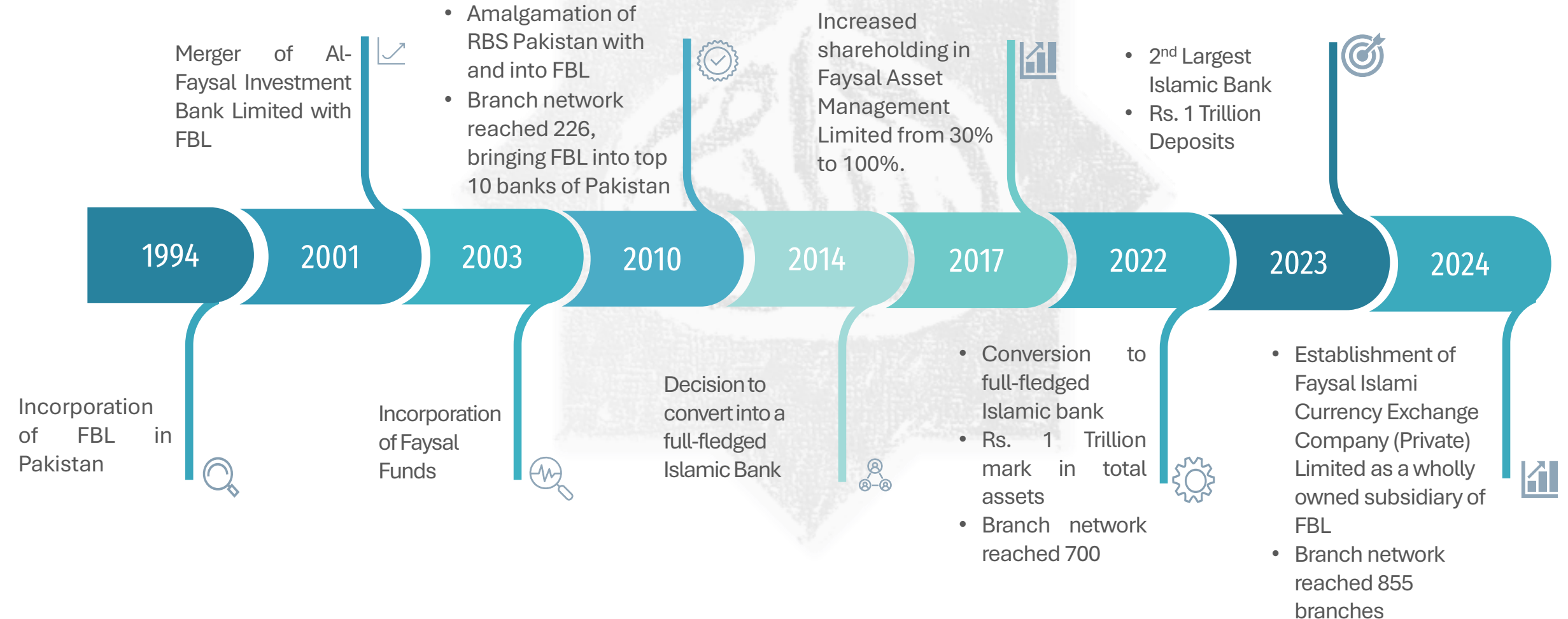


## Subsidiary

**Faysal Islami Currency  
Exchange Company (Pvt)  
Limited**

**Holding 100.00%**

## Journey of FBL highlighting the key events from 1994 to 2024





## Vision

To be the best **customer centric** Islamic bank, driven by passion and belief.

## Mission

Achieve leadership in providing Shariah compliant financial services with **customer care and employee focus**, at the heart of our business ethos together with **innovation and technology** being the pillars of our growth.

## FBL's Core values

Integrity

Care

Teamwork

Faith and Believe

Innovation

# Corporate Strategic Goals



# Corporate Strategic Goals

Positioning	Strategic Actions	Strategic Targets
Strong Retail Franchise	<ul style="list-style-type: none"><li>➤ Grow low-cost CASA deposits by focusing on mass-affluent customer segment</li><li>➤ Offer complete and innovative Shariah compliant product suite</li></ul>	<ul style="list-style-type: none"><li>➤ <b>CASA Ratio:</b> Improve</li><li>➤ <b>Branch Network :</b> Increase network</li></ul>
High Quality Lender	<ul style="list-style-type: none"><li>➤ Drive volume from large corporates</li><li>➤ Drive new business growth from smaller corporates and SME segment</li><li>➤ Consumer financing - Branch-focus and cross-sell propositions</li></ul>	<ul style="list-style-type: none"><li>➤ <b>Lending:</b> Grow.</li><li>➤ (underwrite cautiously – maintain low NPL levels).</li></ul>

Amounts Rs in Mn					
	2020	2021	2022	2023	2024
Branches	576	606	700	722	855
Deposits	540,636	644,089	781,571	1,018,276	1,044,279
CASA	71.75%	75.42%	80.00%	75.05%	85.52%

Amounts Rs in Mn					
	2020	2021	2022	2023	2024
Financing	339,745	416,785	473,590	580,771	633,910
NPLs	26,225	23,407	21,698	23,060	24,335
Infection Ratio	7.72%	5.62%	4.58%	3.84%	3.61%

# Corporate Strategic Goals





Positioning	Strategic Actions
To be the Leading Islamic Bank	<ul style="list-style-type: none"><li>➤ Offer innovative, Shariah compliant solutions for Retail, Corporate and Commercial banking</li><li>➤ Develop the best-in-class human resource capital</li><li>➤ Re-align service standards &amp; improve service levels</li></ul>
Increased shareholder value with capital stability	<ul style="list-style-type: none"><li>➤ Improve top-line/ core income &amp; NFI in all segments</li><li>➤ Improve efficiencies in procurement, expenditure and optimize costs</li><li>➤ Maintain healthy CAR levels to support business growth</li></ul>



# Major Business Developments

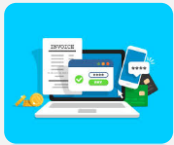


# Major Business Developments

Business	Performance
<div data-bbox="38 285 140 378">1</div> <div data-bbox="147 307 547 421"><b>Retail Banking &amp; CBSME</b></div> <div data-bbox="338 361 466 432"></div>	<ul style="list-style-type: none"><li>➤ Added 133 branches to reach 855 branches with increase in deposits in Dec'24.</li><li>➤ This year Faysal Bank also launched Business Debit Card (catering to business segments) and Debit Card for FCY accounts (catering to Freelancers and IT Exporters maintaining USD based accounts) , an unprecedented offering tailored for clients.</li><li>➤ CBSME surpassed the PKR 110 billion milestone with a remarkable 43% increase.</li></ul>
<div data-bbox="38 614 140 706">2</div> <div data-bbox="147 635 407 692"><b>Consumer</b></div> <div data-bbox="422 632 537 704"></div>	<ul style="list-style-type: none"><li>➤ Noor Card is the most desirable card in the market, with over 66K new customers during the year and spends also grew by 45% to Rs. 116 billion</li></ul>
<div data-bbox="38 892 140 985">3</div> <div data-bbox="147 878 496 1063"><b>Corporate and Investment Banking</b></div> <div data-bbox="359 1001 481 1072"></div>	<ul style="list-style-type: none"><li>➤ The Bank successfully negotiated and led transactions worth more than Rs. 50 billion, comprising deals in infrastructure, power, telecommunications, etc.</li><li>➤ Trade volumes increased by 42%</li><li>➤ FBL remittance market share experienced a significant increase from 4.5% to 5.9%, while the remittance volume (USD) increased by 71%.</li></ul>
<div data-bbox="38 1263 140 1356">4</div> <div data-bbox="147 1278 369 1335"><b>Treasury</b></div> <div data-bbox="359 1272 481 1343"></div>	<ul style="list-style-type: none"><li>➤ Treasury has robustly performed and have increased the FX volumes by offering competitive pricing.</li></ul>

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## Digital Banking



### Business

### Performance

- A strong shift in customer transaction behavior towards digital modes persuaded the Digital Banking Group to continue innovating to ensure that the customers have a seamless banking experience, on digital channels.
- WhatsApp Banking has seen sizeable growth in 2024, with over 1 million retail customers.
- Below are the details of traffic migration to digital channels:

Description	Value
Traffic Migration to Digital Channels	82%
YoY Increase in Digi bank Registered Customers	34%
YoY Increase in Digi bank Penetration (% of active clients)	10%
App. Login attempts - Mn	102M
Super Customers (3 Trnx/Month) - 30 Days '000	300
App Active Customers - 30 Days '000	510

## **Awards & Recognitions**



# Awards & Recognitions



**Best Digital Bank by ICAP**



**HR Pinnacle Award Best Innovation in HR**



**EFP**



**GDEIB Awards**



**Dragon Award**



**CSR Summit**



**FBL Recognitions for Advancing diversity & equity globally**



**-- Independent Recognition --**  
**A Testament to Excellence as Pakistan's trusted Islamic Bank**



**Choice Gender Diversity Awards**



**PICG ESG Stewardship Award**



**Best Islamic Retail Bank for Consumer Financing**



**Best Islamic Digital Banker in Pakistan**



**Best Digital API Award**



**Pakistan Remittance Award**





## Key Financial Highlights



# Key Financial Highlights



**Growing  
Profitability**

**PBT crossed  
Rs 50 Bn+**

PBT of **Rs. 50.4**  
bn. YoY growth of  
Rs.9.0 Bn  
(21.7%)



**Strong  
Balance  
Sheet**

**Total Assets  
Rs 1.5 Tn+**

Total Assets of  
**Rs.1.5 Tn.** YoY  
growth of **Rs.195**  
**Bn (14.2%).**



**Unprecedented  
CASA  
growth**

**CASA growth  
Rs 129 Bn+**

CASA **+Rs 129 bn**  
CA **+Rs 82 bn**  
CASA mix: **85.5%**  
(Dec'23: 75.0%)  
CA mix: **39.1%**  
(Dec'23: 32%)



**Decent  
Growth in  
Financing**

**Net Financing  
+9.2%**

Net financing of  
**Rs 634 Bn.**  
YoY growth of  
**Rs. 53 Bn (9.2%).**



**Comfortable  
Advances to  
Deposits  
ratio**

**ADR  
60%+**

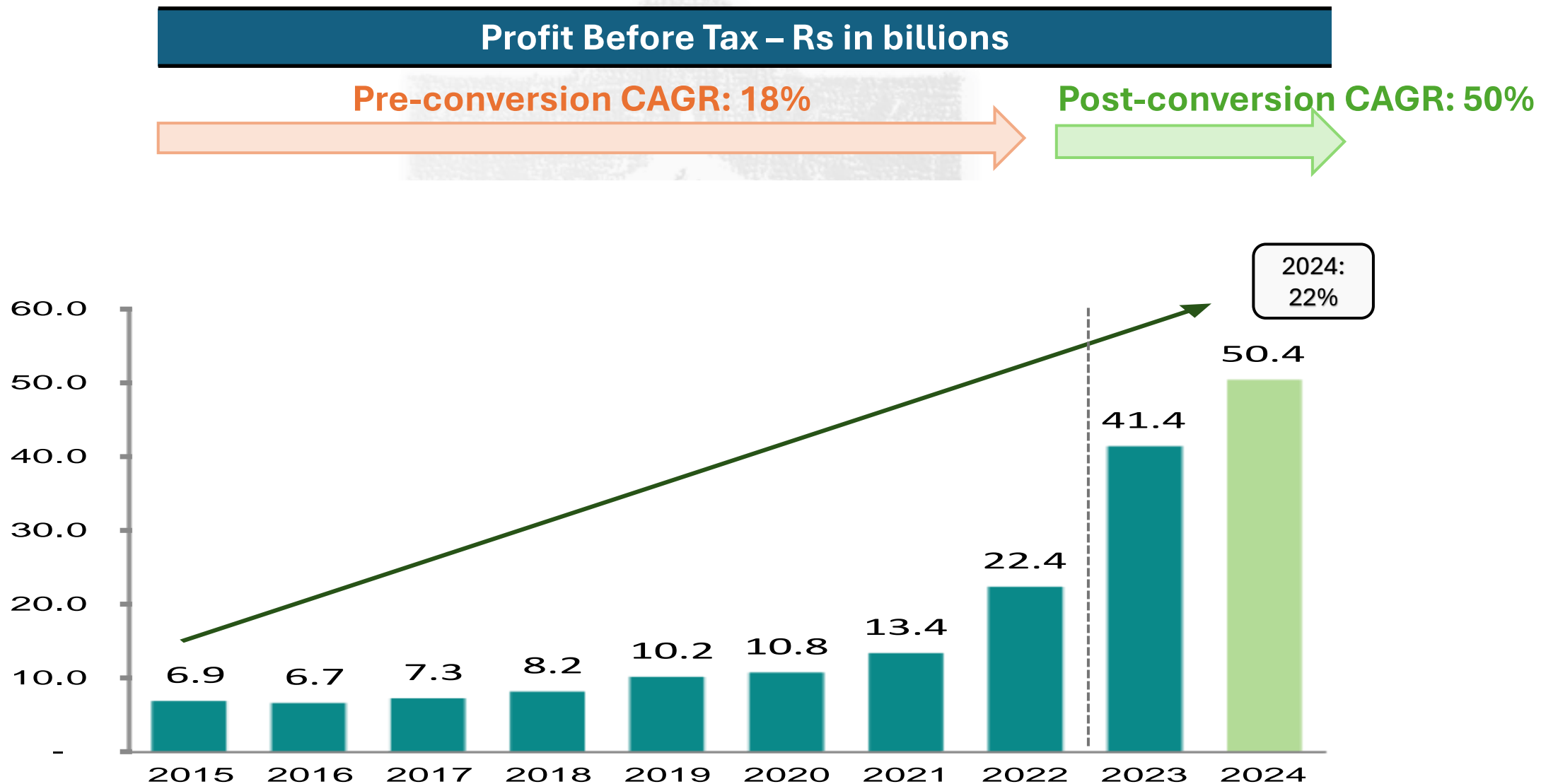
ADR of **64.6%**  
(Dec'23: 59.0%).  
Infection ratio  
improved to **3.6%**  
(Dec'23: 3.8%).

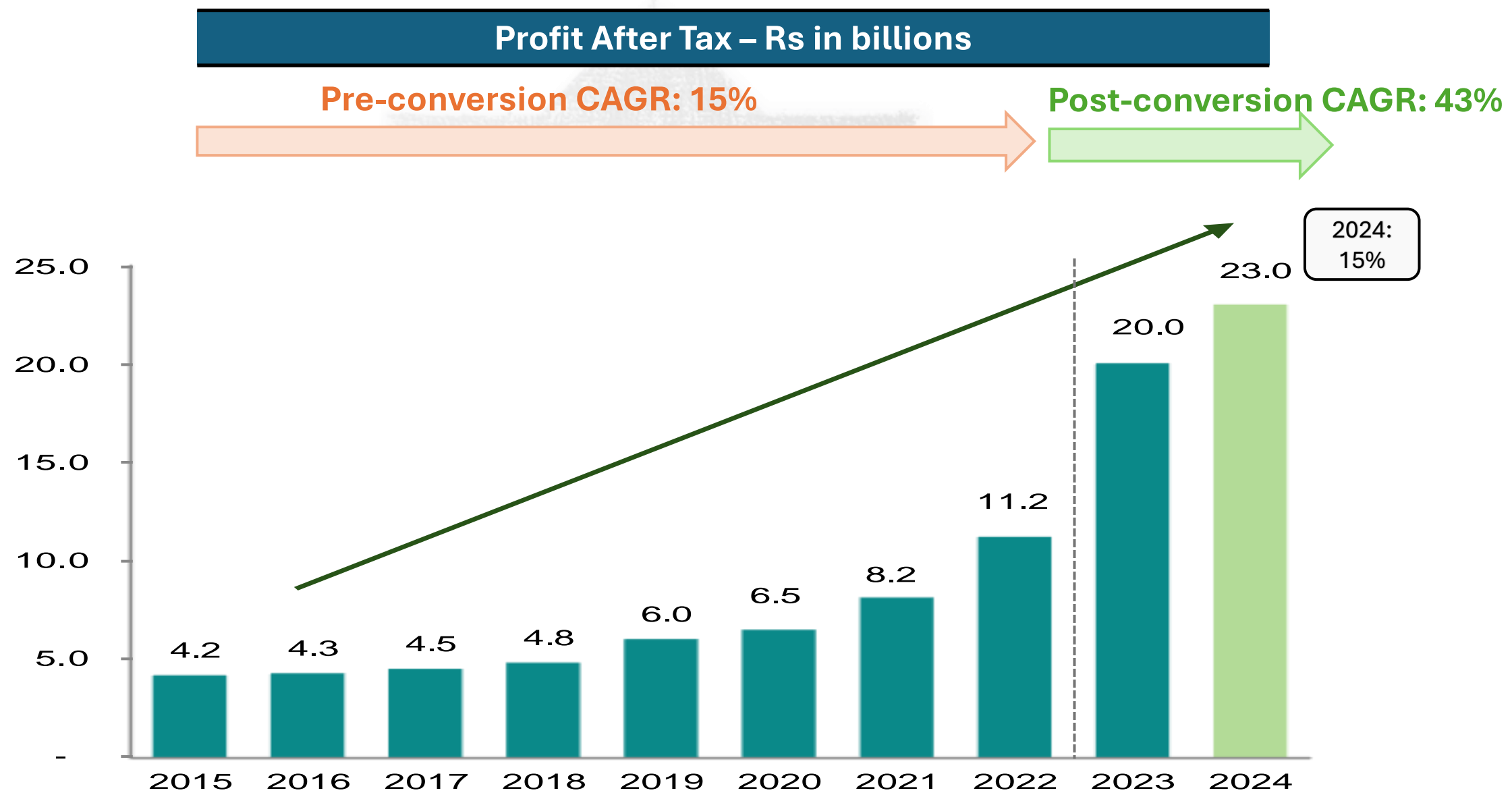


**Continued  
focus on  
cost  
efficiency**

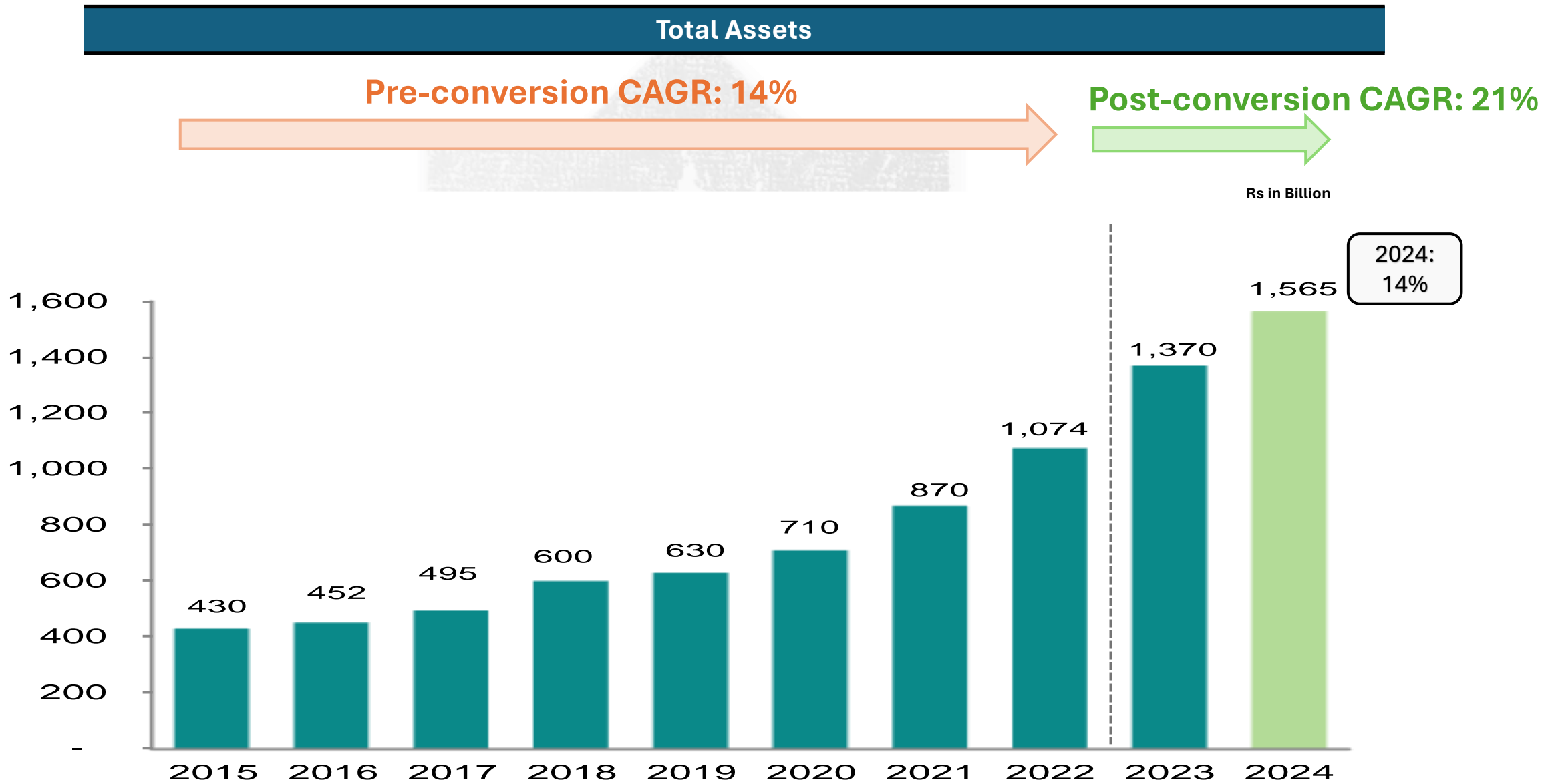
**CIR  
51%**

CIR restricted at  
**51.0%** (LY: 49%),  
despite  
significant  
branch  
expansion &  
inflation.





# Financial Highlights – Balance Sheet





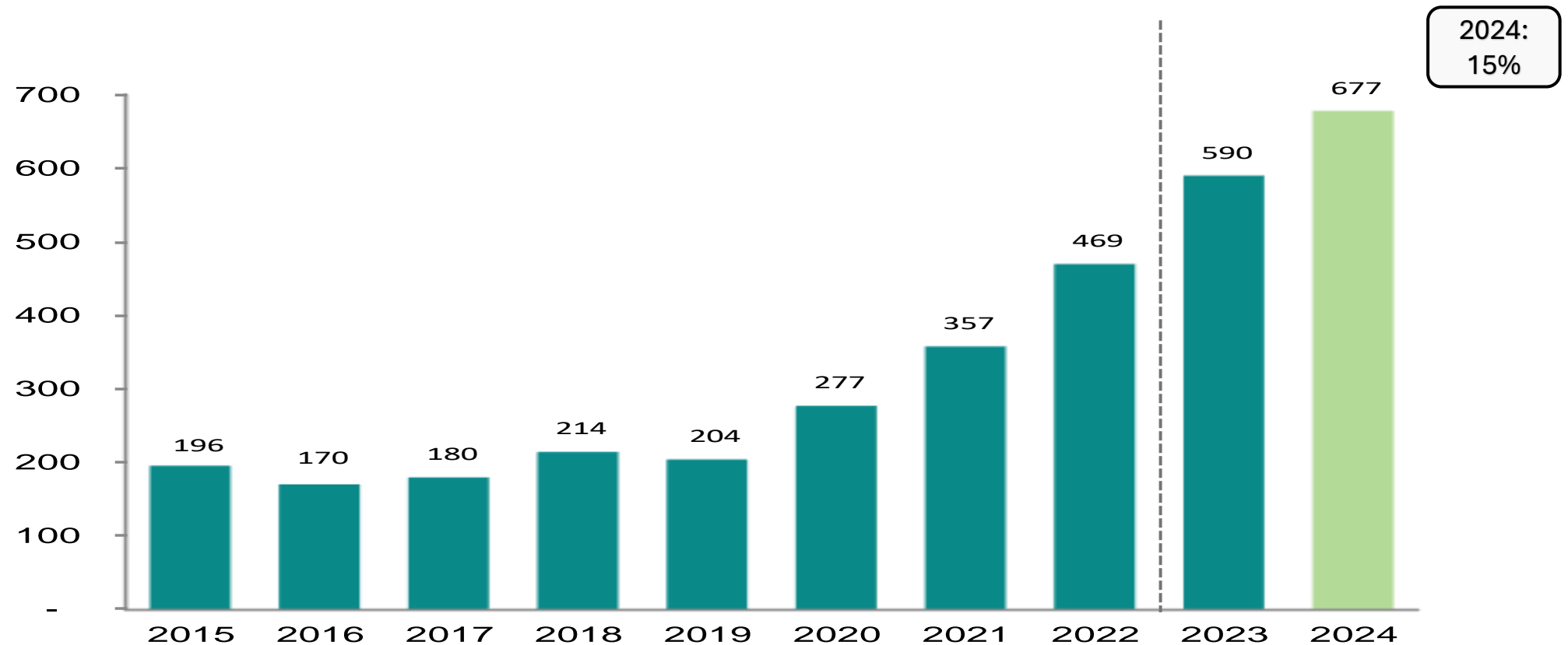
# Financial Highlights – Balance Sheet

## Investments

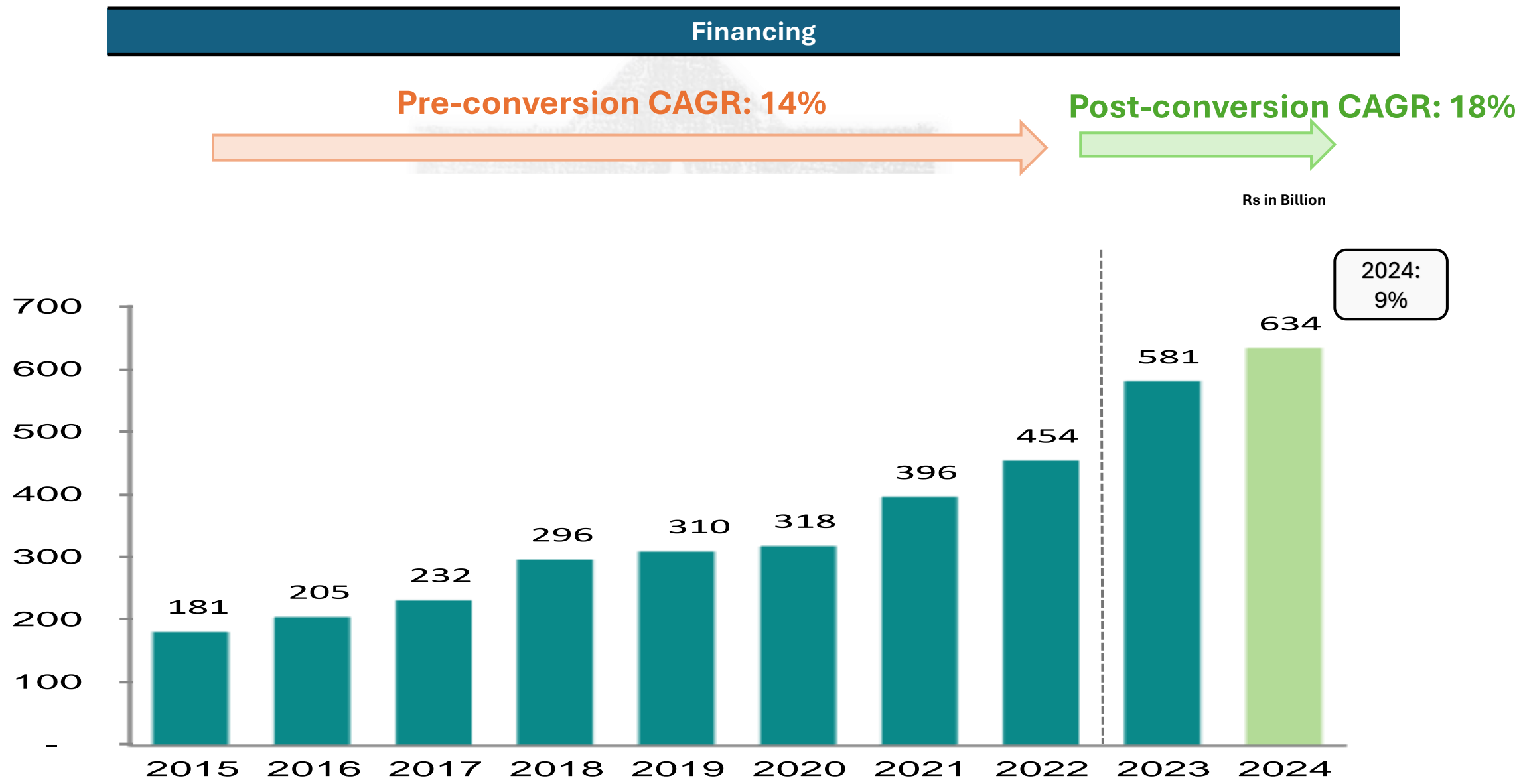
Pre-conversion CAGR: 13%

Post-conversion CAGR: 20%

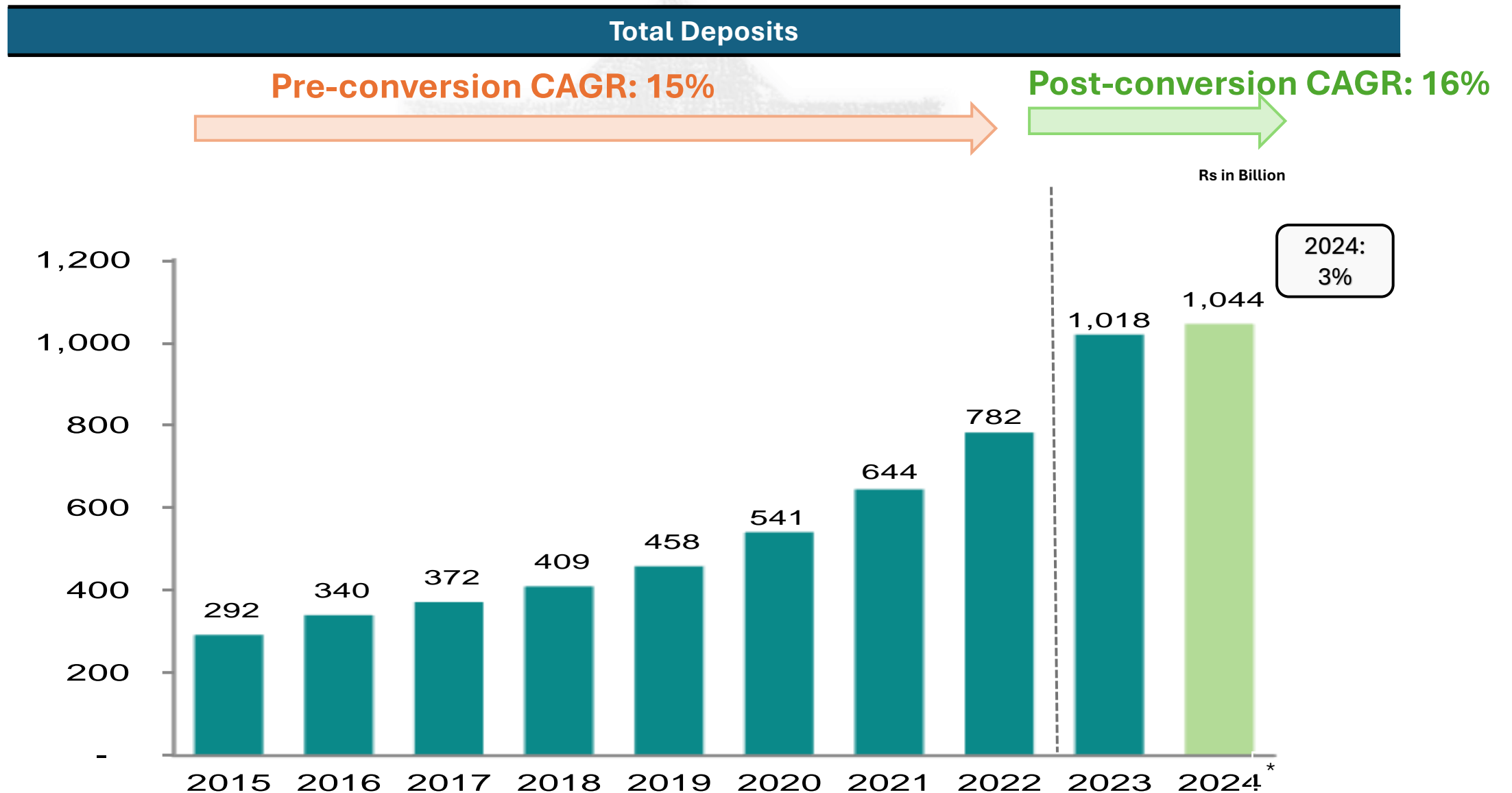
Rs in Billion



# Financial Highlights – Balance Sheet



# Financial Highlights – Balance Sheet



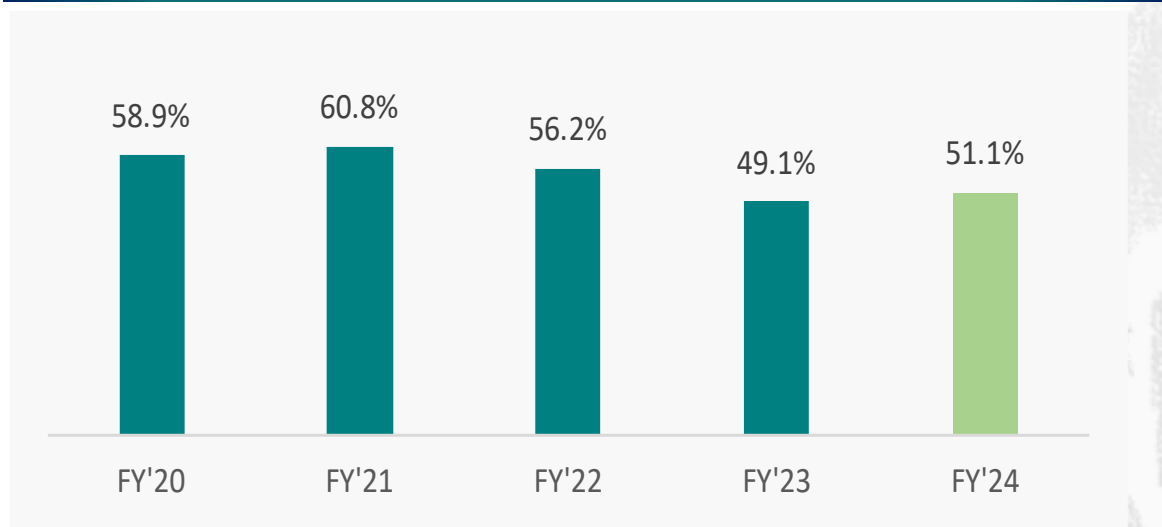
\* Deposit growth restricted in Dec'24 due to ADR related tax implications

# Key Financial Ratios

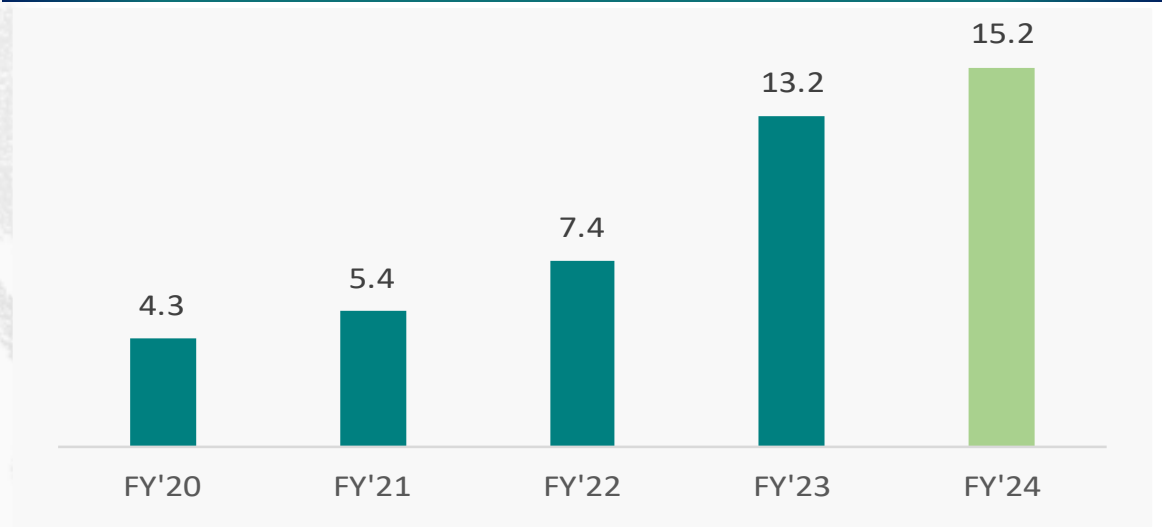


# Profitability Ratios – Improving on all key metrics

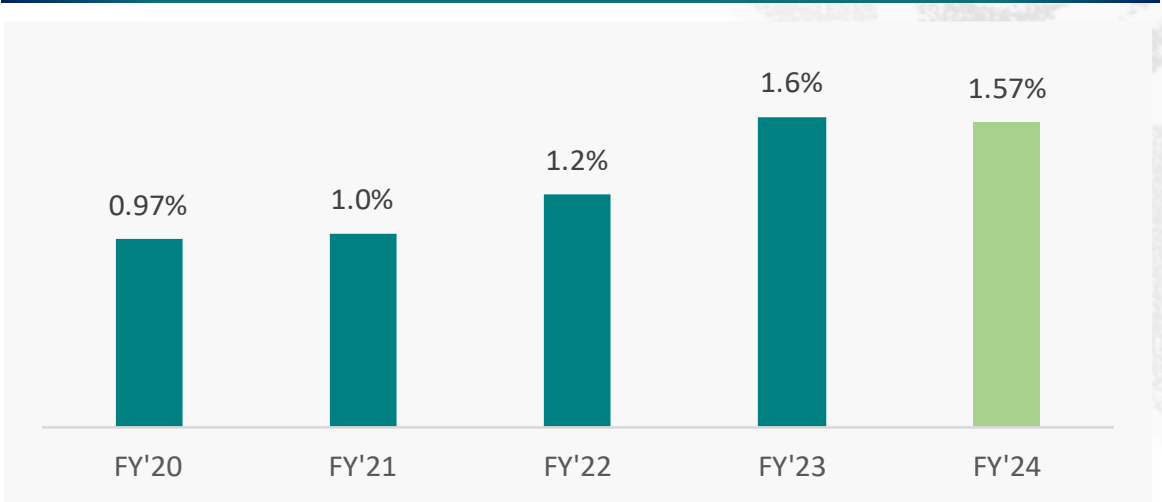
## Cost to Income ratio – Increased to 51%



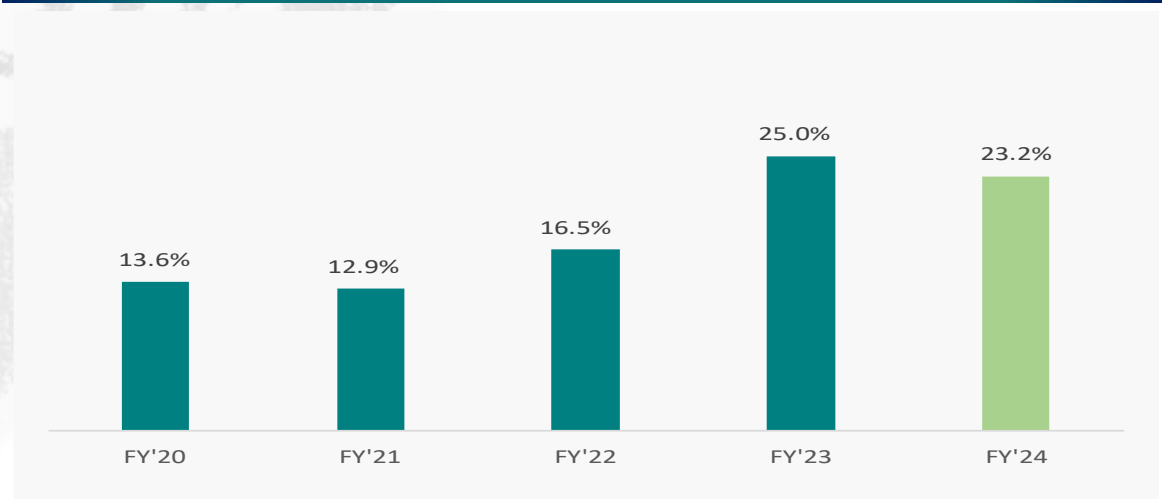
## Earning Per Share – Consistent growth in profitability



## Stable return on assets



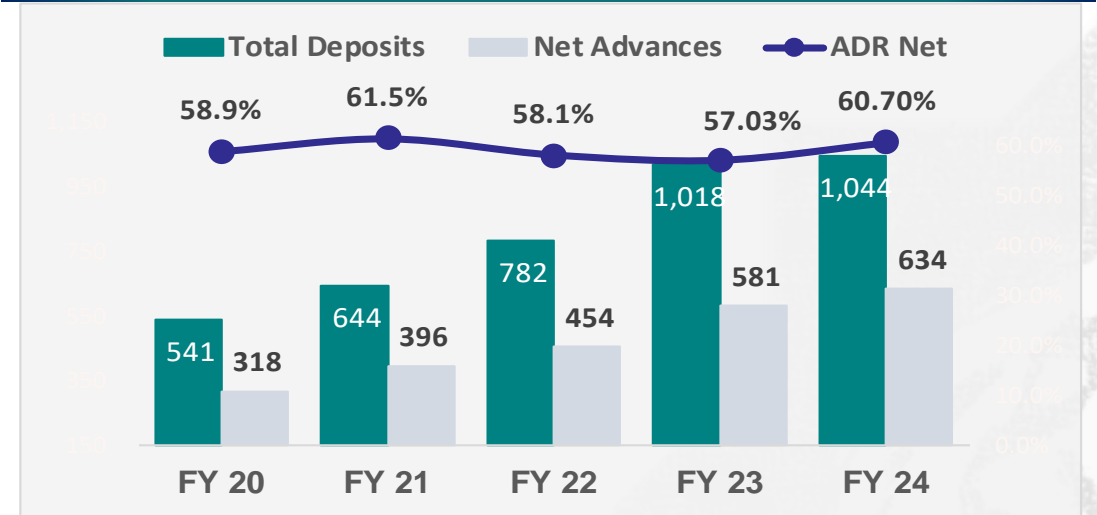
## Strong return on equity



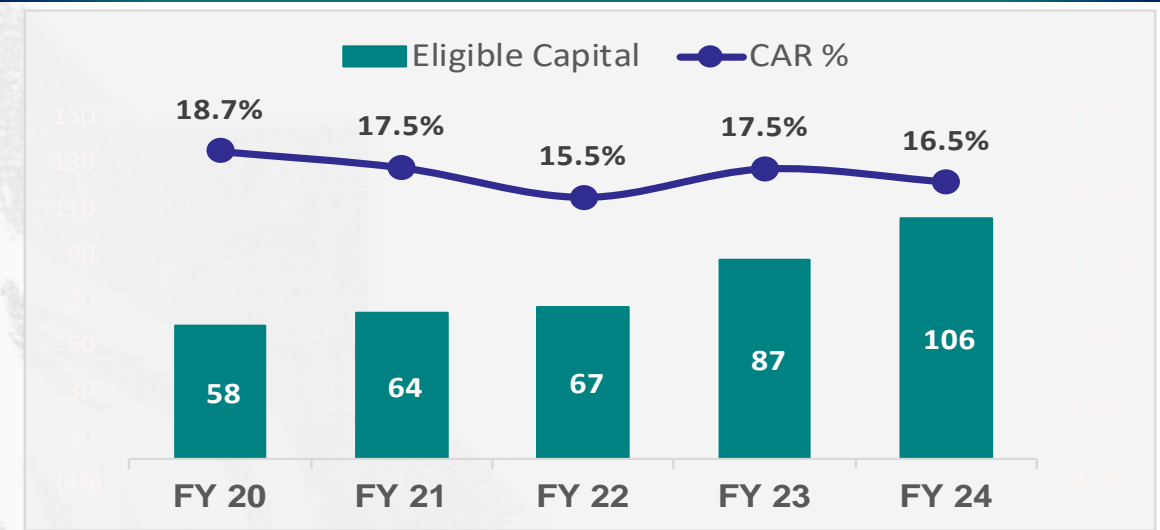


# Balance Sheet Ratios – Improving on all key metrics

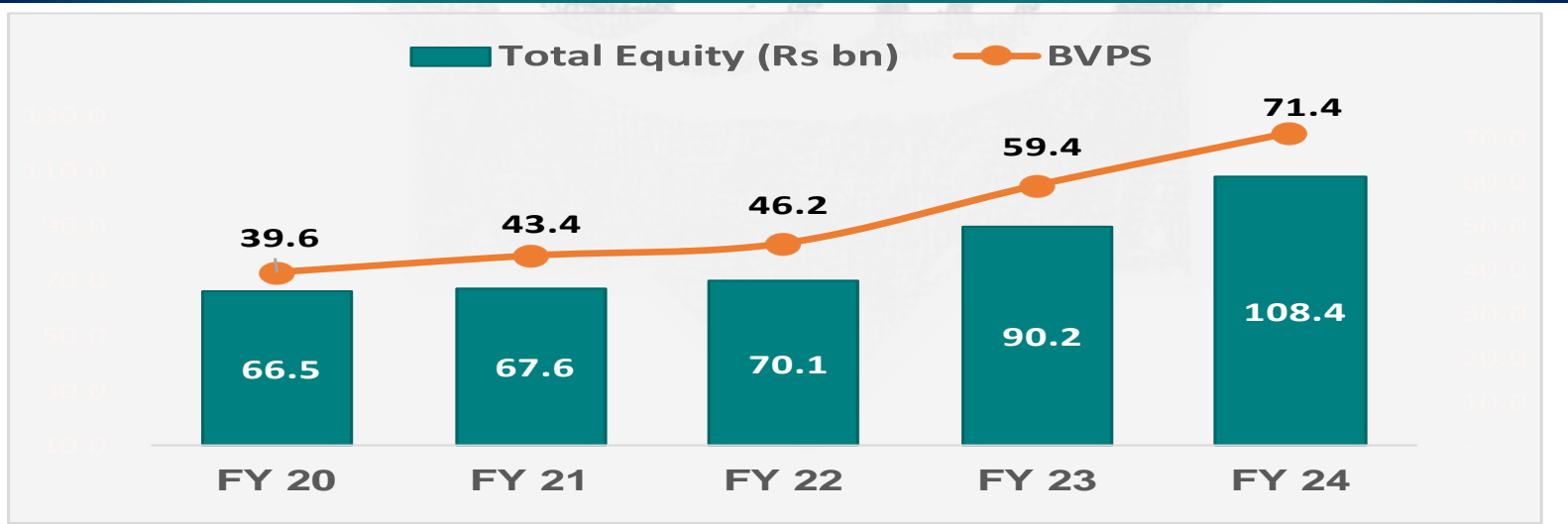
## Advances to Deposits Ratio - Among the highest



## Strong Capital Position



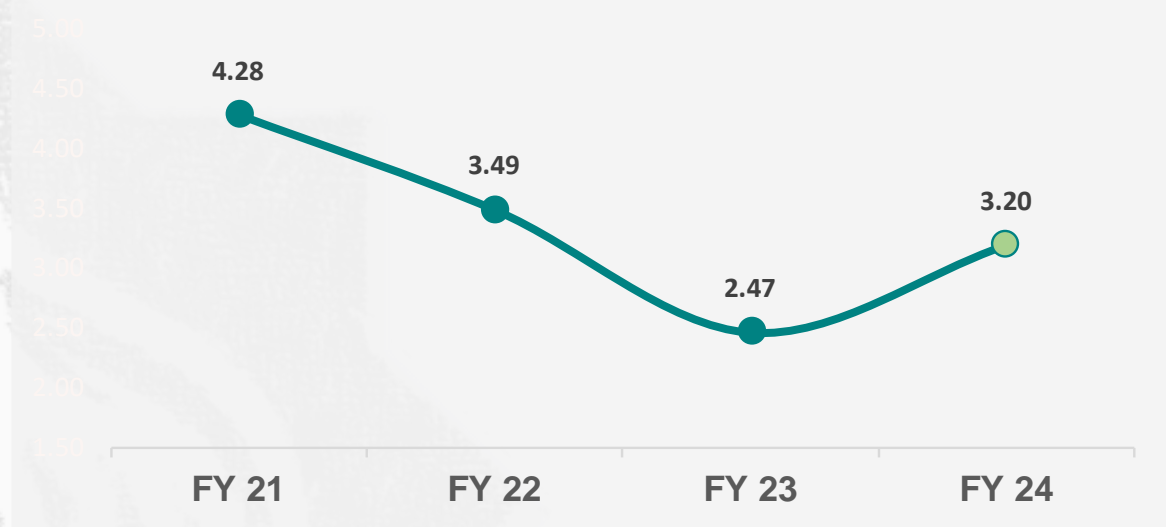
## Equity & Book Value Per Share (BVPS) on increasing trajectory



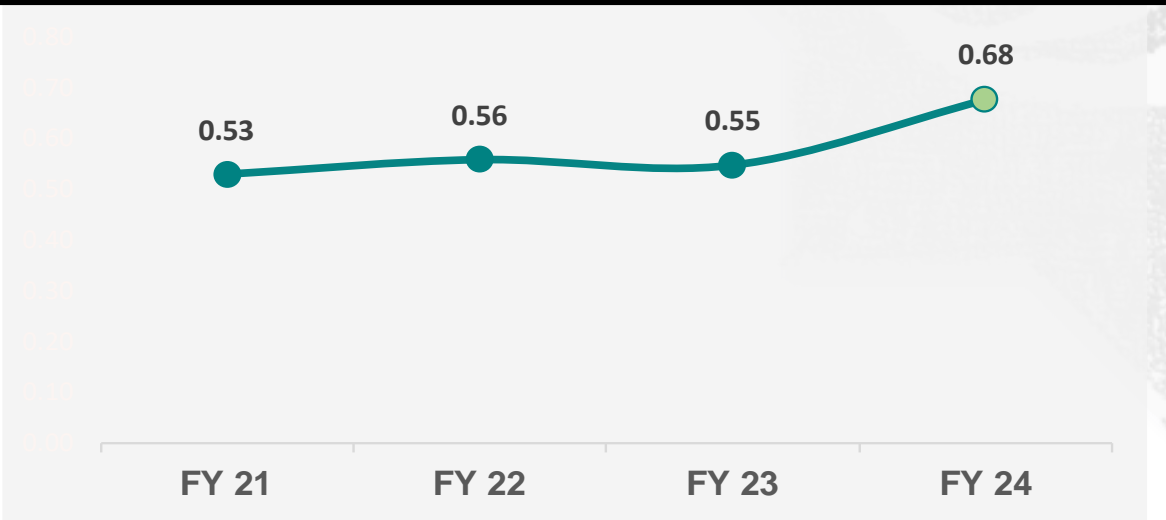
Share Price



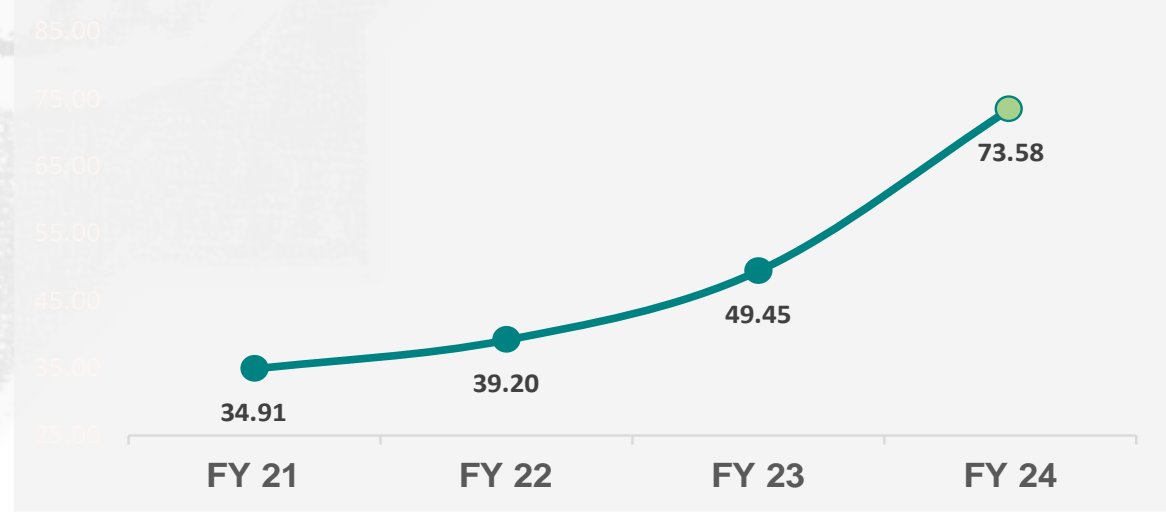
Price Earning Ratio



Price to Book Ratio



Market Capitalization – Rs in Bn

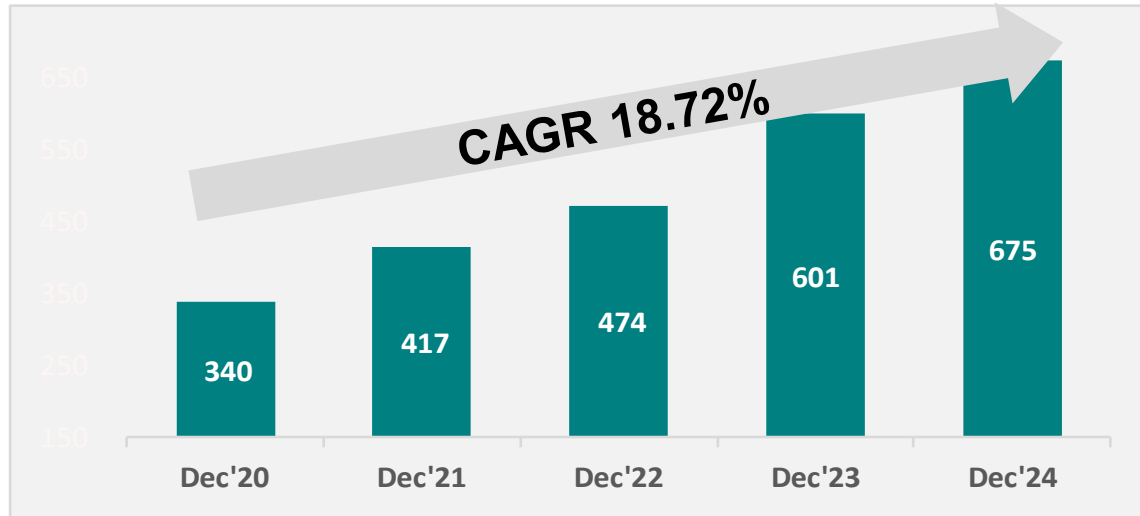


# Islamic Financing & Deposits

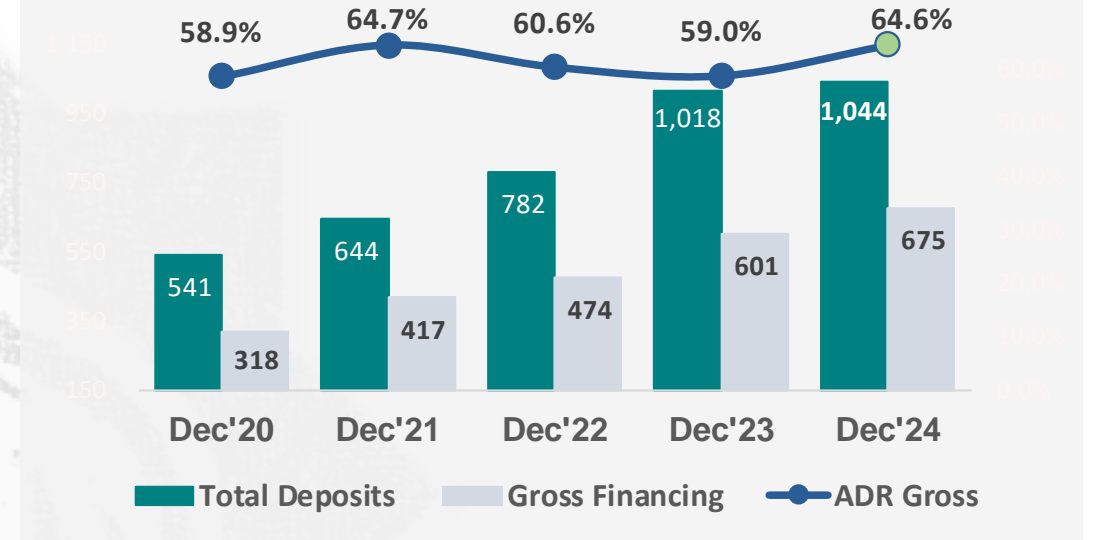


# Islamic Financing

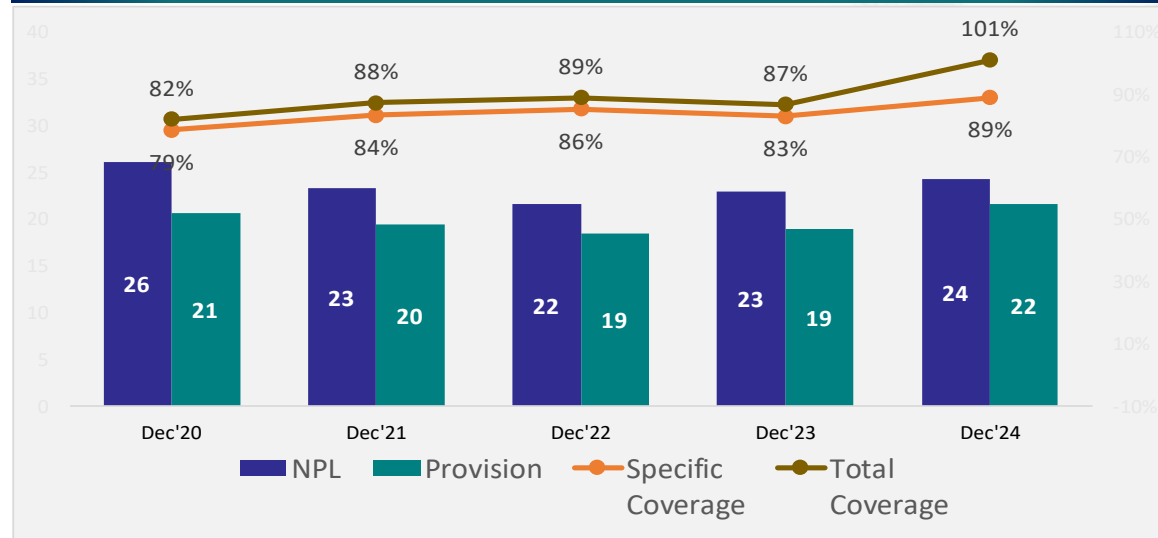
## Gross Financing – Rs in Billions



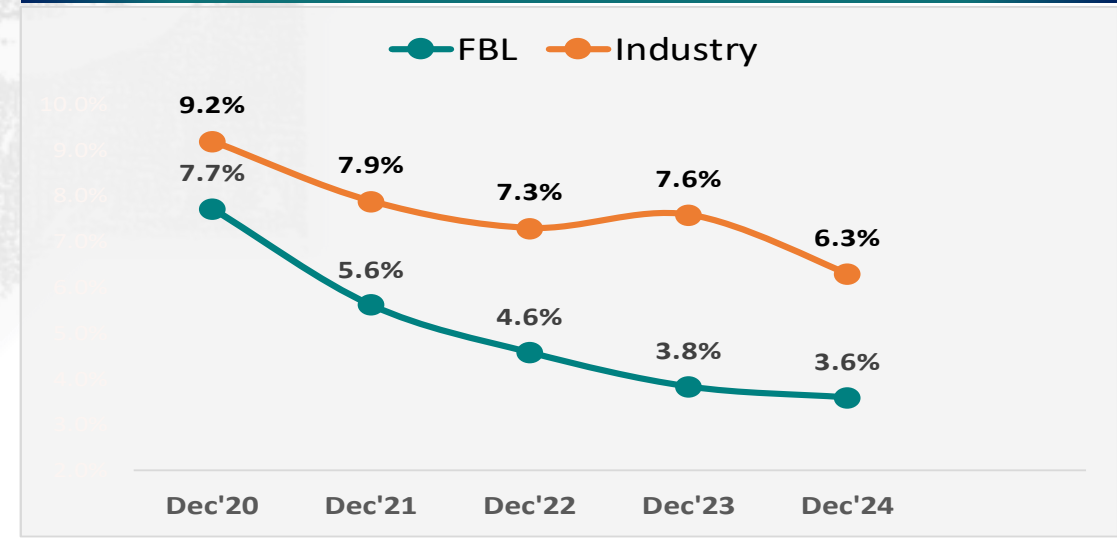
## ADR - Gross



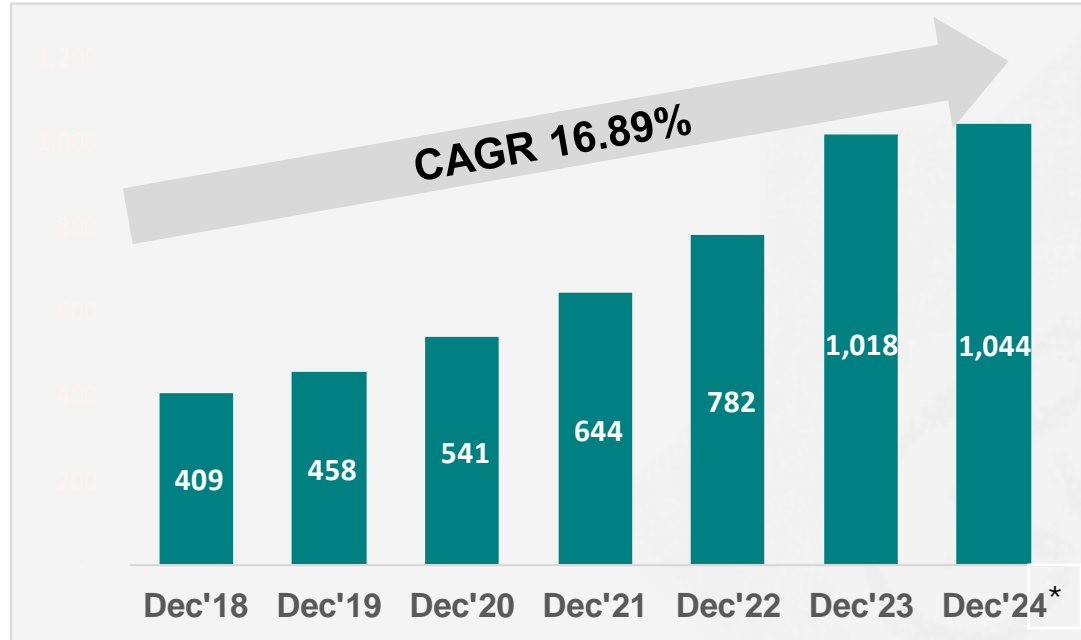
## Stable coverage ratio



## Infection ratio lower than industry

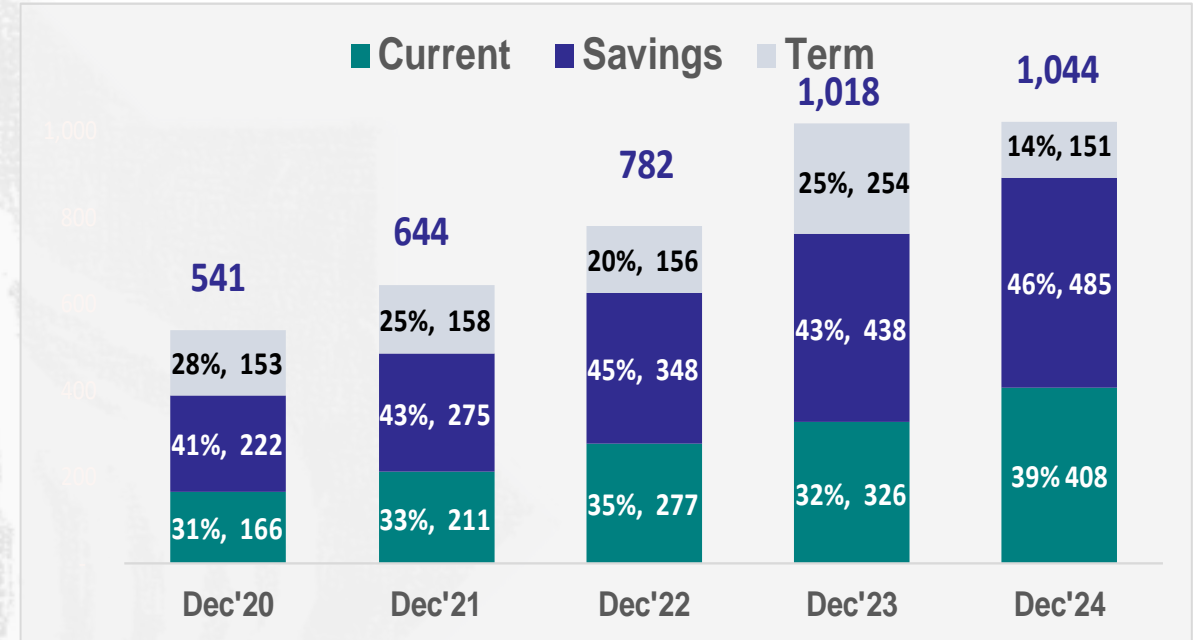


## The growth momentum increased post conversion



\* Deposit growth restricted in Dec'24 due to ADR related tax implications

## Consistent growth in deposit base





ESG



# UN Sustainability Development Goals

## Environment – Our Impact on the Environment

FBL has been at the forefront in financing the renewable energy sector

Life cycle replacement plan to replace traditional lighting, ACs & other electrical equipment with LED lights, inverter ACs & energy efficient appliances.

Responsible waste management, conservative paper printing & use of sustainably sourced paper

## Social – Our Impact on the Community

Faysal Bank donated a total of PKR 141 Million in 2024 through Waqf Faisal

CSR budget spent on the cause of quality education (LUMS, Habib University and IBA) & health sector (Indus, NICVD)

The Bank sponsored the Special Olympics Pakistan Unified Marathon

20% diversity rate, including two female Board Directors

Qabil Internship fostering disability inclusion

## Governance – Our Impact on the Stakeholders

Committed to the highest standards of corporate governance, meeting the legal requirements in Pakistan, as well as the best practices recommended by PSX & SECP

Strong policies & strict procedures ensure meticulous compliance of applicable laws, rules & regulations

**FBL is contributing towards following UN Sustainable Development Goals (UN SDG). PSX has set a target of 6 SDGs for listed companies**



**Thank You**



## Important Information

This presentation is prepared for information purposes only, is not and does not form part of any offer for sale or solicitation of any offer to subscribe for or purchase or sell any securities nor shall it or any part of it form the basis of or be relied on in connection with any contract or commitment whatsoever. Past performance may not be a reliable indicator and therefore do not predict future results. This presentation contains forward-looking statements. Forward-looking statements are statements that are not historical facts; they include statements about our beliefs and expectations and the assumptions underlying them. These statements are based on plans, estimates and projections as they are currently available to the management of FBL. Forward looking statements therefore speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events. By their very nature, forward-looking statements involve risks and uncertainties. A number of important factors could therefore cause actual results to differ materially from those contained in any forward-looking statement.

# Annexures



# Balance Sheet

Amounts Rs in million

Description	Actual		YoY Variance	
	Dec'24	Dec'23	Amount	%
Cash and Bank balances	108,077	85,849	22,228	25.9%
Investments	677,372	589,545	87,827	14.9%
Financing	633,910	580,711	53,199	9.2%
Other assets	145,924	113,969	31,955	28.0%
<b>Total assets</b>	<b>1,565,283</b>	<b>1,370,074</b>	<b>195,209</b>	<b>14.2%</b>
Due to financial institutions	280,443	166,887	113,556	68.0%
Deposits	1,044,279	1,018,276	26,003	2.6%
Other liabilities	132,200	94,712	37,488	39.6%
<b>Total liabilities</b>	<b>1,456,922</b>	<b>1,279,875</b>	<b>177,047</b>	<b>13.8%</b>
<b>Net assets</b>	<b>108,361</b>	<b>90,199</b>	<b>18,162</b>	<b>20.1%</b>
Share Capital	15,177	15,177	-	0.0%
Reserves and Unappropriated profit	70,413	59,870	10,543	17.6%
Revaluation of assets	22,772	15,152	7,620	50.3%
<b>Total equity</b>	<b>108,361</b>	<b>90,199</b>	<b>18,163</b>	<b>20.1%</b>

Amounts Rs in million

Description	Actual		YoY Variance	
	Dec'24	Dec'23	Amount	%
Profit / return earned	225,052	189,448	35,604	18.8%
Profit / return expensed	(144,669)	(118,395)	(26,274)	-22.2%
<b>Net profit / return earned</b>	<b>80,383</b>	<b>71,053</b>	<b>9,330</b>	<b>13.1%</b>
<b>Total Non-Funded Income</b>	<b>17,362</b>	<b>12,102</b>	<b>5,260</b>	<b>43.5%</b>
<b>Gross revenue</b>	<b>97,745</b>	<b>83,155</b>	<b>14,590</b>	<b>17.5%</b>
Total expenses	(49,802)	(40,820)	(8,982)	-22.0%
<b>Operating Profit</b>	<b>47,943</b>	<b>42,335</b>	<b>5,608</b>	<b>13.2%</b>
Credit loss allowance	2,464	(914)	3,378	-369.7%
<b>Profit Before Tax</b>	<b>50,407</b>	<b>41,422</b>	<b>8,985</b>	<b>21.7%</b>
Taxation	(27,379)	(21,376)	(6,003)	-28.1%
<b>Profit After Tax</b>	<b>23,028</b>	<b>20,046</b>	<b>2,982</b>	<b>14.9%</b>

**Thank You**

