

# **Annual Report 2009**

Drawing Inspiration





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Form of Proxy

# Smoothing Rough Edges

When it comes to the pursuit of excellence, our approch is uncompromised; we not only welcome the future with open arms, but we also strive to play a role in what shape it takes.



## Introduction

The gap between what we had set out to be, and what we are currently, reduces as we draw inspiration, explore, learn and practice new arts. Our passion stays uncompromised, our hopes high and energies higher; all of them single-mindedly focused on attaining a higher level of being.

We soar to glory, as we ride the tides of change. We learn the art of stretching our own limits, pushing our own boundaries, being greater and doing more. This metamorphosis doesn't end with inspiration. It will remain as long as we strive to do more, and be more, than ever before.

And nor will it end with the accomplishment of our ideals. To us excellence is neither an outcome, nor our desired state of performance. To us, excellence is a never ending pursuit of standards, which keeps increasing with each step forward that we take. This principle of perfection keeps us motivated, with the knowledge that there is always a long way to go.





The management at Faysal Bank, whilst implementing its five-year strategic plan, has been able to improve profitability in the current year by exploring and capitalizing on new internal and external opportunities and managing its NPL's.

Adding to our credibility is the long-term entity rating of AA, and the short-term entity rating of A1+, by both JCR-VIS and PACRA.

I would like to take this opportunity to compliment the management for their professional effort and thank the State Bank of Pakistan for their support and guidance.

Chairman of the Board Syed Naseem Ahmad

## Assalam o Alaikum

I am pleased to report that your bank's overall performance in the year 2009 was commendable notwithstanding a challenging environment.

The management at Faysal Bank, whilst implementing its five-year strategic plan, has been able to improve profitability in the current year by exploring and capitalizing on new internal and external opportunities and managing its NPL's. With slowdown in GDP growth, lower demand for advances, increasing impairment levels in the risk assets and higher inflation, the profitability of the banking sector continues to remain under pressure.

The five-year strategy implementation is on track, with positives emerging on multiple fronts. There continues to be a qualitative improvement in Risk Management processes and Human Resource. Substantive work has been done in making our technology platforms robust, and we continue to develop capability in the areas of product development and innovation, proactive management of risk, costs and service quality.

As part of its strategic plan to grow, your bank is also evaluating potential acquisition, which has a good strategic fit to strengthen its competitive position vis a vis other players in the industry.

I am confident that in the ensuing year, your bank is poised to improve its operating performance through a flexible multi-pronged strategy to adapt to the opportunities and challenges in the operating environment, enabling the bank to serve its customers better.

# Our Vision

Excellence in all that we do.

# Threshold Values

Values at the heart of our brand

#### Integrity

We are recognised by our reliability, credibility and character. We believe in ethical, honourable, time-proven principles of uprightness. We stand for and abide by honesty, truth and transparency.

Our Integrity: Our Identity.

#### Respect

We hold our customers, investors and regulators in high esteem. We uphold our customers' rights to demand efficient service. We appreciate and respect our profession and, above all, our bank.

Our Respect: Our Duty.

#### Teamwork

We function as a team. With in functions, we cooperate. Between functions, we collaborate. Together, we aim for excellence and leadership in our chosen markets.

Our Team: Our Asset.

#### Professionalism

We are proficient and efficient in all that we do. We provide banking services knowledgeably and skillfully. We uphold regulatory obligations.

Our Professionalism: Our Competence.

# Our Mission

Achieve leadership in providing financial services in chosen markets through innovation.

# **Differentiator Values**

Values that set our brand apart

#### Passion

We bring zeal and enthusiasm for banking to work. We are excited to provide customers with the best or the best-suited We go the extra mile in legitimate, acceptable ways.

Our Passion: Our Worth.

#### Responsiveness

We are receptive to the need for change and improvement We are proactive and anticipate our customers' needs and wants. We act quickly to modify, adjust or prepare for new realities.

Our Responsiveness: Our Distinguisher.

We pioneer novel and more efficient ways to deliver solutions. We are dedicated to a culture of improvement and modernisation. We stand for originality, in thought, in action and in belief.

Our Innovation: Our Strength.

#### Compassion

Our concern for our colleagues, our customers, our communities, and our country sets us apart. To each other, we are a family. For each other, we are a meaningful source of shared humanity.

Our Compassion: Our Gift.



## Milestones

the underprivileged.

#### Bancassurance

## MarketLink

## Islamic Banking

FCY Account.

#### Awards

The scope of the SMS Alert Facility was also enhanced to include alerts on various types of branch transactions, in addition to the alerts on card-related transactions.

## **Corporate Social Responsibility**

Faysal Bank being a socially responsible corporate entity has been a regular contributor to the society and communities it operates in. Recognizing this responsibility the employees of the bank established a relief fund for Internally Displaced Persons from Swat, with the bank contributing by matching the employees' contribution.

The bank entered into a partnership with the Institute of Business Administration (IBA) Karachi to provide Rs. 50 million over a period of 3-5 years for sponsorship of one academic chair in IBA's Executive MBA program. The bank also donated 183 computers to various educational institutions with a focus on promoting education for

Faysal aikFaisla was launched in the last quarter, as Faysal Bank's line of customized Bancassurance products to meet customers' growing needs. The range of products being offered includes Savings Plan and Education Plan.

Faysal MarketLink Savings Account was introduced, as a KIBOR-linked savings product. Profit rates are directly linked to Karachi InterBank Offered Rate (KIBOR), and the account is accessible through chequebook or Pocketmate Visa Debit Card.

Barkat Islamic Banking was launched in the third quarter, with the aim of introducing Shariah-Compliant Banking transactions. The current deposit products being offered are Barkat Islamic Current Account, Barkat Islamic Basic Banking Account, Barkat Islamic PLS Account, Barkat Islamic Investment Certificate and Barkat Islamic

The Bank continued to follow the Best Practices in the area of financial disclosure. This was acknowledged by SAARC, when Faysal Bank's Annual Report 2008 won a 'Merit Award' in the South Asian Federation of Accountants (SAFA) Best Presented Accounts Awards 2008, in the category of 'Banking Sector Subject to Prudential Supervision'.

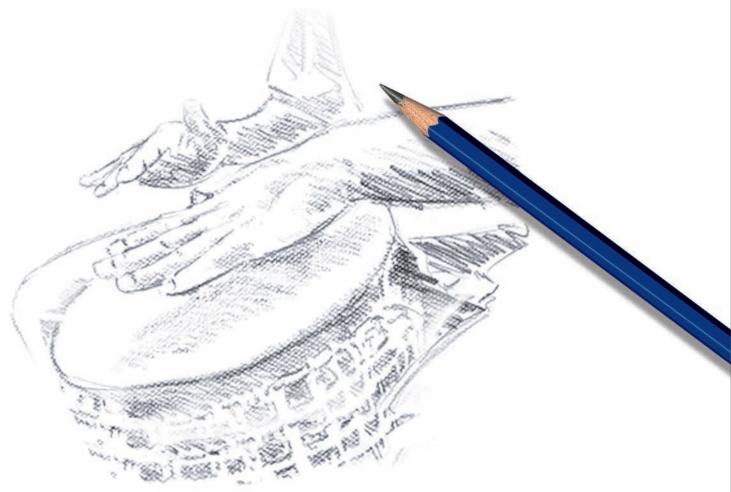
The professional quality of the same report was also acknowledged by the Joint Committee of the Institute of Chartered Accountants of Pakistan (ICAP) and the Institute of Cost and Management Accountants of Pakistan (ICMAP), which awarded it 3rd prize in the 'Best Corporate Reports Award', in the financial sector category.

#### **Alternate Delivery Channels**

With a view to provide convenience to customers, the bank expanded its ATM network by adding 23 new ATMs, taking the total ATM network to 116 ATMs across the nation. The bank also introduced a real-time Cash Deposit facility through ATMs, on 13 Cash Deposit ATMs in selected cities. Through this service, our customers are now able to deposit cash in their accounts twenty-four hours a day.

# Making More Impact

Our redefined way of working sets the foundation for a tempo of success. It articulates our initiative, perseverance and performance, louder than ever before.



# Corporate Information Board of Directors

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Tariq Iqbal Khan <sup>Director</sup>

Mohammed A. Rahman Bucheerei

Graham Roderick Walker

Syed Naseem Ahmad Chairman

100 - Contraction

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Naved A. Khan President & CEO

NY I

Farooq Rahmatullah <sup>Director</sup>

Mohamed A. R. Hussain Director

Shahid Ahmad Director

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#### Audit Committee

Graham Roderick Walker Chairman

Tariq Iqbal Khan Member

Mohammed A. Rahman Bucheerei Member

#### **Terms of Reference**

Formed in compliance with the code Corporate Governance, the Audit Committee (AC) aims to enhance the Internal Control environment in Faysal Bank. The AC recommends to Directors the appointment of external auditors and considers questions of resignation or removal of external auditors, audit fees and other services and similar initiatives.

#### Recruitment Nomination and Remuneration Committee (RNRC)

Syed Naseem Ahmad Chairman

Farooq Rahmatullah Member

Naved A. Khan Member

Mohammed A. Rahman Bucheerei Member

Shahid Ahmad Member

#### **Terms of Reference**

Formed in compliance with the code Corporate Governance to ensure that the HR policies are in line with market dynamics and the business objectives of the bank. RNRC reviews HR policies and approves the same. RNRC meets atleast 2 times in a year for discussing HR related issues and policies.

#### **Board Risk Management Committee (BRMC)**

Mohamed A.R.Hussain Chairman

Naved A. Khan Member

Syed Naseem Ahmad Member

Shahid Ahmad Member

#### **Terms of Reference**

The Board Risk Management Committee (BRMC) assists the Board of Directors in fulfilling its responsibilities in relation to statutory, fiduciary and regulatory responsibilities. BRMC performs the duties required by the State Bank of Pakistan such as monitoring the Bank's performance and overall risk portfolio, risk limits in respect of credit, approving policies and procedures, credit reporting, assessment of regulatory compliance and any other mattes that are specifically delegated to the BRMC by the Board.

#### Attended b

Syed Nasee

Farooq Rah

Graham R.

Mohammed

Mohamed A

Tariq Iqbal I

Shahid Ahm

| by / Meeting Date     | 24/02/09         | 21/04/09         | 20/08/09 | 27/10/09 |
|-----------------------|------------------|------------------|----------|----------|
|                       |                  |                  |          |          |
| eem Ahmad             | $\checkmark$     | $\checkmark$     | 1        | 1        |
| Khan                  | 1                | $\checkmark$     | 1        | 1        |
| hmatullah             | $\checkmark$     | $\checkmark$     | 1        | 1        |
| . Walker              | 1                | $\checkmark$     | 1        | 1        |
| d A. Rahman Bucheerei | 1                | $\checkmark$     | 1        | 1        |
| A. R. Hussain         | $\checkmark$     | $\checkmark$     | 1        | 1        |
| Khan                  | Leave of Absence | Leave of Absence | 1        | 1        |
| mad                   | 1                | $\checkmark$     | 1        | 1        |
|                       |                  |                  |          |          |



# Internal Committees and Senior Management

#### MANCOM

Naved A. Khan Chairman

Samih Khan Secretary

Nauman Ansari Member

Ahmed Kamran Member

Bashir Shaikh Member

Mehreen Amin Member

Nasir Islam Member

Syed Majid Ali Member

Aarij Ali Member

Salman Usmani Member

#### ALCO

Naved A. Khan Chairman

Salman Usmani Secretary

Nauman Ansari Member

Aarij Ali Member

Syed Majid Ali Member

Enamullah Khan Member

Bashir Shaikh Member

Asad Kerai Member

Suhail Khan Member

**Compliance Committee** 

Naved A. Khan Chairman

Nasir Islam Secretary

Ahmed Kamran Member

Bashir Shaikh Member

Syed Majid Ali Member

M. Nadeem Ahmed Member

IT Steering Committee

Naved A. Khan Chairman

Anwer Umed Ali Secretary

Ahmed Kamran Member

Bashir Shaikh Member

Nasir Islam Member

Syed Majid Ali Member

Aarij Ali Member

Nauman Ansari Member

**Investment Committee** 

Naved A. Khan Chairman

Enamullah Khan Secretary

Syed Majid Ali Member

Nauman Ansari Member

Bashir Shaikh Member

Member

Salman Usmani

Committee

Naved A. Kha Chairman

Asad Kerai Secretary

Bashir Shaikl Member

Ahmed Kamr Member

Nasir Islam Member

Aarij Ali Member

Syed Majid A Member

Nauman Ansa Member

Salman Usm Member

#### **Enterprise Risk Management Other Senior Management**

| an  | Enam Khan<br>Head Equity Capital Market                |
|-----|--|
|     | Khaqan Mohammed Khan<br>Head Corporate Banking - South |
| h   | Yousaf Hussain<br>Head Corporate Banking - North       |
| an  | Arif Hasan Khan<br>Head Fraud Investigations Unit      |
|     | Farah Naz<br>Head Consumer Finance                     |
|     | Iqbal Ahmed Zuberi<br>Head Policies & Procedures       |
| li  | Muhammad Abadullah<br>Head Centralized Operations      |
| ari | Anwer Umed Ali<br>Head IT                              |
| ani | Awais Maqsood<br>Head General Services                 |
|     | Syed Kazim Raza<br>Head Branch Distribution - South    |

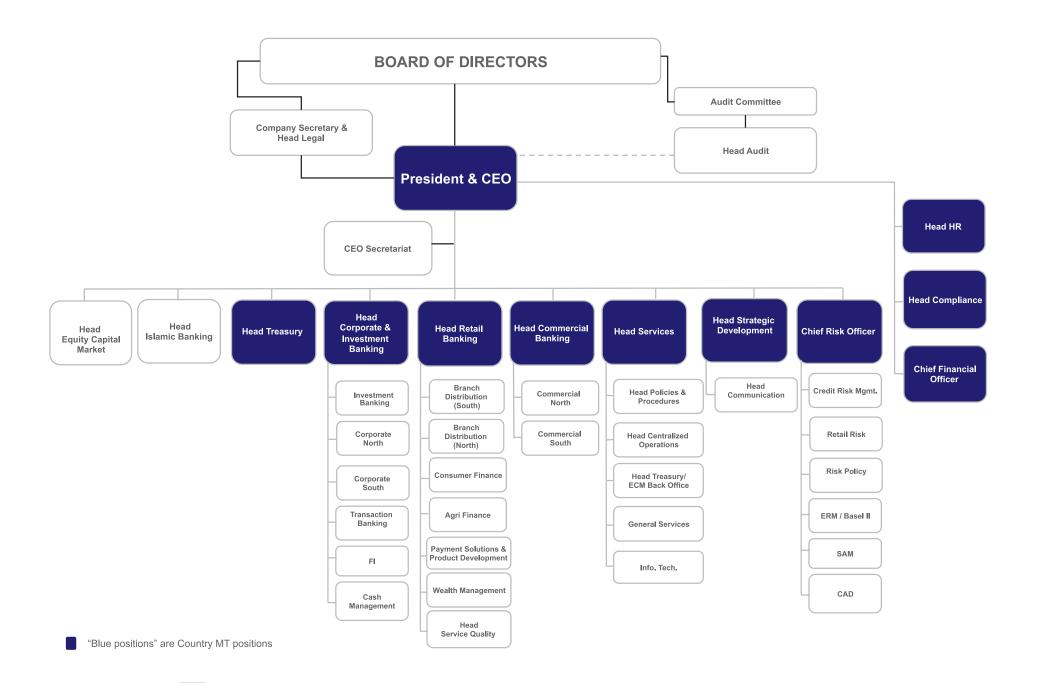
Dina Shahban Head Branch Distribution - North

Muhammad Nadeem Ahmad Head Internal Audit

Suhail Khan Head Credit Risk Management

Raza Mohsin Qizilbash Company Secretary & Head Legal

Fouad Farrukh Head Islamic Banking



# Reaching Unimagined Heights

We strive go further and aim higher than ever before. We understand that the construction of this dream is as important as the result and celebrate it as a symbol of our collective effort as a team.

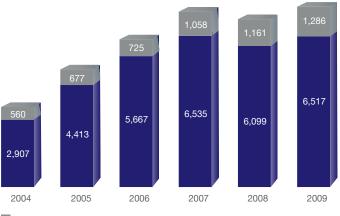


|   |   |   |   |   |   | (R   | upees in millions)  |
|---|---|---|---|---|---|--|---|
| OPERATIONAL RESULTS   |   | 2009  | 2008  | 2007  | 2006  | 2005   | 2004  |
| Mark-up / return / interest earned<br>Mark-up / return / interest expensed<br>Fee, commission, brokerage & FX Income<br>Dividend and Capital gains<br>Total income<br>Provisions / Write-off<br>Operating expenses<br>Operating profit before tax and provision<br>Profit before taxation<br>Profit dafter taxation<br>Dividends<br>Bonus shares<br>BALANCE SHEET   | %<br>%  | 6,338<br>3,312<br>1,286<br>1,493<br>7,803<br>2,192<br>4,311<br>3,492<br>1,301<br>1,200  | 13,404<br>8,455<br>1,161<br>1,073<br>7,260<br>2,047<br>3,416<br>3,844<br>1,797<br>1,115<br>15         | 11,611<br>7,459<br>1,058<br>2,337<br>7,593<br>2,079<br>2,816<br>4,777<br>2,698<br>2,272<br>25<br>25           | 9,728<br>6,089<br>725<br>1,580<br>6,391<br>622<br>1,899<br>4,492<br>3,870<br>2,817<br>50                                      | 6,338<br>3,312<br>677<br>1,385<br>5,090<br>(310)<br>1,431<br>3,659<br>3,969<br>3,969<br>3,969<br>3,069<br>35<br>30 | 2,753<br>1,118<br>560<br>1,267<br>3,467<br>124<br>1,136<br>2,331<br>2,207<br>1,753<br>45<br>10  |
|   |   |   |   |   |   |  |   |
| Shareholders' equity<br>Revaluation Reserves<br>Deposits<br>Borrowings from financial institutions<br>Advances - net of provision<br>Investments - net of provision<br>Total assets   |   | 11,336<br>1,447<br>123,655<br>34,986<br>91,346<br>56,531<br>180,865   | 10,136<br>636<br>102,777<br>13,027<br>83,512<br>36,153<br>138,241                                     | 10,345<br>5,811<br>102,067<br>9,996<br>87,346<br>31,553<br>141,277  | 9,132<br>4,664<br>74,414<br>14,965<br>74,469<br>22,525<br>115,470   | 8,112<br>6,148<br>74,737<br>15,296<br>62,324<br>24,412<br>110,281  | 6,251<br>3,963<br>56,460<br>8,478<br>50,542<br>12,334<br>78,538   |
| OTHERS  |   |   |   |   |   |  |   |
| Imports<br>Exports  |   | 66,400<br>36,173  | 38,089<br>50,395  | 68,171<br>52,110  | 70,323<br>33,815  | 43,836<br>23,384   | 39,654<br>18,933  |
| FINANCIAL RATIOS  |   |   |   |   |   |  |   |
| Capital Adequacy ratio<br>Profit before tax ratio<br>Gross spread ratio   | %<br>%<br>%   | 12.36<br>7.67<br>29.43  | 10.84<br>13.41<br>36.92   | 10.27<br>23.24<br>35.75   | 11.42<br>39.78<br>37.40   | 13.60<br>62.62<br>47.75  | 12.20<br>80.17<br>59.39   |
| (Net mark up income / gross mark-up income)<br>Income / Expense ratio<br>Return on Capital Employed<br>Return on Average Equity (ROE)<br>Return on Average Assets (ROA)<br>Weighted Average Cost of Deposit<br>Current Ratio<br>Advances / Deposit Ratio (Average)<br>Total assets turnover ratio / Fixed assets turnover ratio   | Times<br>%<br>%<br>%<br>Times<br>%<br>Times           | 1.81<br>9.00<br>11.18<br>0.75<br>8.23<br>0.51<br>77.22<br>64.87   | 2.13<br>10.57<br>10.89<br>0.80<br>7.03<br>0.54<br>83.41<br>52.23                                      | 2.70<br>11.34<br>23.33<br>1.77<br>7.00<br>0.65<br>91.69<br>56.17  | 3.37<br>20.43<br>32.67<br>2.50<br>6.30<br>0.64<br>91.71<br>51.57  | 3.56<br>20.26<br>42.74<br>3.25<br>4.07<br>0.65<br>86.03<br>63.89   | 3.05<br>8.76<br>29.57<br>2.78<br>2.22<br>0.78<br>91.32<br>67.80   |
| (Total assets / Fixed assets)<br>Price Earning per share (EPS)<br>Net Assets per share<br>Market value per share<br>Market value per share - high<br>Market value per share - low<br>Earning Asset to Total Asset Ratio<br>Dividend Yield Ratio (Cash Dividend)<br>Dividend Yield Ratio (Cash Dividend)<br>Book value per share<br>Book value per share - including Surplus/(Deficit) on revaluation<br>Number of employees<br>Number of branches | %<br>Rs.<br>Rs.<br>Rs.<br>Rs.<br>%<br>%<br>Rs.<br>Rs. | 8.90<br>1.97<br>20.99<br>17.53<br>18.75<br>7.94<br>90.70<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | 6.29<br>1.83<br>20.34<br>11.51<br>66.70<br>11.51<br>89.51<br>-<br>-<br>19.14<br>20.34<br>1,929<br>129 | 15.37<br>4.29<br>30.50<br>65.95<br>80.25<br>60.00<br>91.49<br>3.79<br>58.27<br>19.53<br>30.51<br>1.759<br>105 | $\begin{array}{c} 9.10\\ 6.65\\ 32.56\\ 60.50\\ 93.20\\ 54.15\\ 89.28\\ 8.26\\ 75.19\\ 21.55\\ 32.56\\ 1,463\\ 75\end{array}$ | 8.89<br>8.33<br>38.70<br>74.10<br>76.35<br>39.90<br>91.32<br>4.72<br>42.01<br>22.02<br>38.70<br>1,068<br>56        | $\begin{array}{c} 7.23 \\ 6.02 \\ 35.07 \\ 43.55 \\ 28.35 \\ 28.35 \\ 89.00 \\ 10.33 \\ 74.75 \\ 21.46 \\ 35.08 \\ 899 \\ 50 \end{array}$ |
| CASHFLOWS:  |   |   |   |   |   |  |   |
| Operating activities<br>Investing activities<br>Financing activities  |   | 13,981<br>(14,634)<br>(5)   | 1,882<br>(2,669)<br>(1,326)   | 7,262<br>(5,505)<br>(818)   | 12<br>2,908<br>(1,791)  | 10,471<br>(9,085)<br>(1,201)   | 4,419<br>1,738<br>(1,108)   |



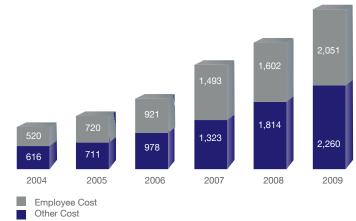
## Income Composition

Rupees in Million

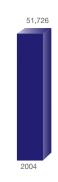


Fee, commission, brokerage & FX incomeFund based income

# Expense Composition Rupees in Million









%

68

19

1

6

1

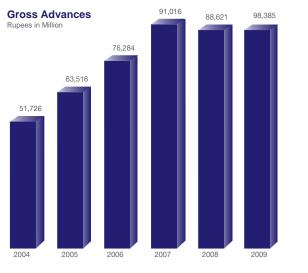
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100

| ASSETS                            | Rs in   |     |  |  |
|-----------------------------------|---------|-----|--|--|
|                                   | Million | %   |  |  |
| Advances                          | 91,346  | 51  |  |  |
| Investments                       | 56,531  | 31  |  |  |
| Cash & Bank Balances              | 8,936   | 5   |  |  |
| Lending to Financial Institutions | 15,018  | 8   |  |  |
| Other assets                      | 9,035   | 5   |  |  |
|                                   | 180,866 | 100 |  |  |
|                                   |         |     |  |  |

| LIABILITIES & EQUITY                  | Rs in<br>Million |
|---------------------------------------|------------------|
| Deposits & other accounts             | 123,655          |
| Borrowing from Financial Institutions | 34,986           |
| Sub-ordinated loans                   | 999              |
| Shareholders' equity                  | 11,337           |
| Revaluation Reserve                   | 1,447            |
| Other Liabilities                     | 8,442            |
|                                       | 180,866          |

| LIABILITIES & EQUITY           | Rs in   |     |
|--------------------------------|---------|-----|
|                                | Million | %   |
| Share Capital                  | 6,091   | 54  |
| Statutory Reserve              | 3,641   | 32  |
| Special Capital Market Reserve | 390     | 3   |
| Unappropriated Profit          | 1,215   | 11  |
|                                | 11,337  | 100 |



# 11%

2%

Advances Categorisation

Loans, cash credits and running finances

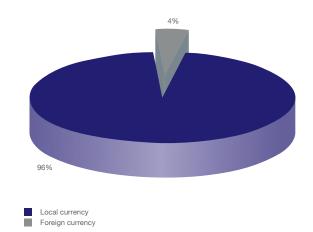
Net investment in finance lease

Bills discounted & purchased

Reverse Repo transactions

87%

Advances by Currency



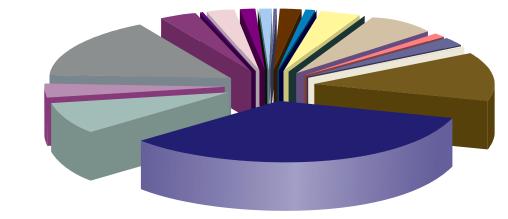
|  | Rs in   |     |                  | Rs in   |     |
|--|---------|-----|------------------|---------|-----|
|  | Million | %   |                  | Million | %   |
| Loans, cash credits and running finances | 85,057  | 87  | Local currency   | 94,586  | 96  |
| Net investment in finance lease          | 11,113  | 11  | Foreign currency | 3,799   | 4   |
| Bills discounted & purchased             | 1,877   | 2   |                  | 98,385  | 100 |
| Reverse Repo transactions                | 338     | 0   |                  |         |     |
|  | 98,385  | 100 |                  |         |     |

#### Advances



Paper & Board

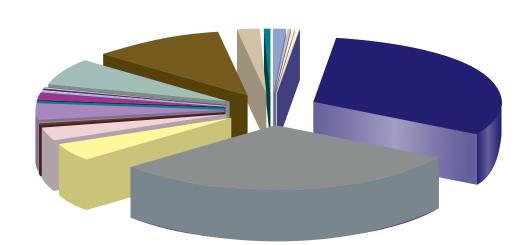




#### Deposits

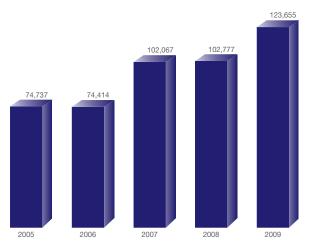
- Chemical & Pharmaceuticals
- Telecommunication
- Shoes and leather garments
- Oil Refining / Marketing
- Iron & Steel
- Paper & Board
- Agribusiness
- Sugar
- Automobile and transportation equipment
- Distribution / Trading
- Synthetic & Rayon
- Individuals

- Textile Construction Transportation, Road and Air Electronics & Electrical Appliances Food Industries
- Others
- Cement
- Ready made garments
- Financial
- Production and transmission of energy
- Minning & Quarrying

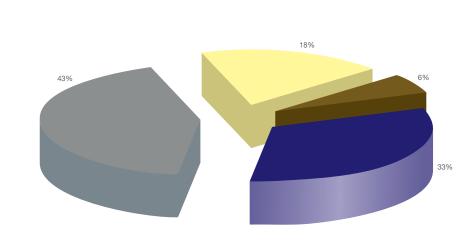


# Deposits Rupees in Million



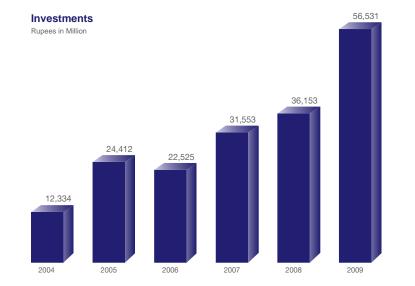


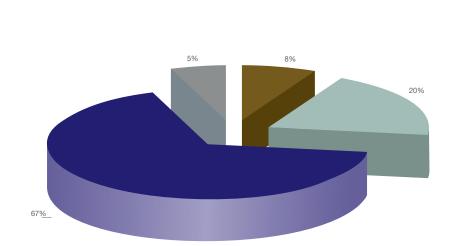
#### Deposits categorisation



- Savings
- Term
- Current and margin accounts
- Financial institutions

|                             | Rs in<br>Million | %   |
|-----------------------------|------------------|-----|
| Savings                     | 40,444           | 33  |
| Term                        | 53,097           | 43  |
| Current and margin accounts | 22,880           | 18  |
| Financial institutions      | 7,234            | 6   |
|                             | 123,655          | 100 |





Government Securities TFCs / Bonds NIT

Breakup of investments

Shares / Other Units

|                       | Rs in<br>Million | %   |
|-----------------------|------------------|-----|
| Government Securities | 37,971           | 67  |
| TFCs / Bonds          | 11,118           | 20  |
| NIT                   | 4,350            | 8   |
| Shares / Other Units  | 3,092            | 5   |
|                       | 56,531           | 100 |

21 Upto 1 months Assets

Liabilities





Over 1 month to 3 months

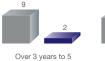




Over 1 year to 2 years



years

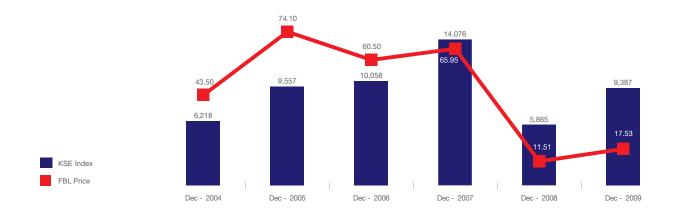


Over 5 years to

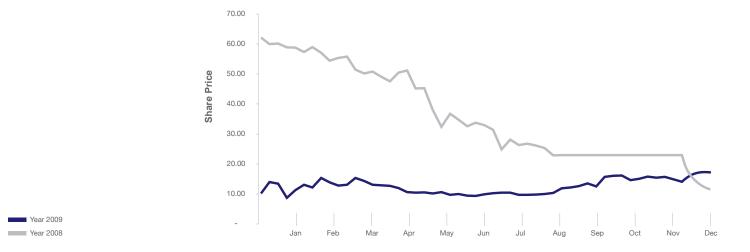
10 years



FBL Price vs KSE Index (2004 - 2009)



FBL Share Price Movement 2009 vs 2008



Balance Sheet

#### ASSETS

Cash and balances Balances with other Lendings to financia Investments Advances Operating fixed ass Deferred tax assets Other assets

#### LIABILITIES

Bills payable Borrowings Deposits and other a Sub-ordinated loans Liabilities against as Deferred tax liabiliti Other liabilities

#### REPRESENTED B

Share capital Reservs Unappropriated pro

Surplus on revaluat

|                                   | 2009    | 2008              | 2007    | 2006    | 2005    | 2004   | 2009 vs      | 2008 vs | 2007 vs | 2006 vs | 2005 vs | 2004 vs |
|-----------------------------------|---------|-------------------|---------|---------|---------|--------|--------------|---------|---------|---------|---------|---------|
|                                   | 2000    | 2000              | 2001    | 2000    | 2000    | 2004   | 2005 V3      | 2000 V3 | 2007 03 | 2000 V3 | 2003 V3 | 2003    |
|                                   |         | Rupees in Million |         |         |         |        | Variance (%) |         |         |         |         |         |
|                                   |         |                   |         |         |         |        |              |         |         |         |         |         |
|                                   |         |                   |         |         |         |        |              |         |         |         |         |         |
|                                   |         |                   |         |         |         |        |              |         |         |         |         |         |
| ces with treasury banks           | 8,427   | 8,928             | 6,872   | 7,208   | 6,697   | 5,048  | -6           | 30      | -5      | 8       | 33      | 76      |
| her banks                         | 509     | 877               | 3,708   | 2,883   | 2,046   | 3,564  | -42          | -76     | 29      | 41      | -43     | 449     |
| ncial institutions                | 15,018  | 2,861             | 7,078   | 4,608   | 10,743  | 4,417  | 425          | -60     | 54      | -57     | 143     | 407     |
|                                   | 56,531  | 36,153            | 31,553  | 22,525  | 24,412  | 12,334 | 56           | 15      | 40      | -8      | 98      | 8       |
|                                   | 91,346  | 83,512            | 87,346  | 74,469  | 62,324  | 50,542 | 9            | -4      | 17      | 19      | 23      | 72      |
| assets                            | 2,788   | 2,647             | 2,515   | 2,239   | 1,726   | 1,158  | 5            | 5       | 12      | 30      | 49      | 12      |
| ets - net                         | 1,280   | -                 | -       | -       | -       | -      | 100          | 0       | 100     | 100     | 100     | -100    |
|                                   | 4,966   | 3,264             | 2,204   | 1,538   | 2,334   | 1,475  | 52           | 48      | 43      | -34     | 58      | 25      |
|                                   | 180,865 | 138,242           | 141,276 | 115,470 | 110,282 | 78,538 | 31           | -2      | 22      | 5       | 40      | 65      |
|                                   |         |                   |         |         |         |        |              |         |         |         |         |         |
|                                   |         |                   |         |         |         |        |              |         |         |         |         |         |
|                                   |         |                   |         |         |         |        | _            |         |         |         |         |         |
|                                   | 1,465   | 1,537             | 2,407   | 4,516   | 1,193   | 906    | -5           | -36     | -47     | 279     | 32      | 110     |
|                                   | 34,986  | 13,027            | 9,996   | 14,965  | 15,296  | 8,478  | 169          | 30      | -33     | -2      | 80      | 30      |
| ner accounts                      | 123,655 | 102,777           | 102,067 | 74,414  | 74,737  | 56,460 | 20           | 1       | 37      | 0       | 32      | 80      |
| ans                               | 999     | 1,000             | 1,000   | -       | -       | -      | 0            | 0       | 100     | 100     | 100     | 100     |
| t assets subject to finance lease | -       | 4                 | 8       | 14      | 24      | 18     | -100         | -50     | -43     | -42     | 33      | 13      |
| ilities - net                     | -       | 2,483             | 2,691   | 1,840   | 1,268   | 166    | -100         | -8      | 46      | 45      | 664     | 100     |
|                                   | 6,977   | 6,642             | 6,951   | 5,924   | 3,504   | 2,296  | 5            | -4      | 17      | 69      | 53      | 24      |
|                                   | 168,082 | 127,470           | 125,120 | 101,673 | 96,022  | 68,324 | 32           | 2       | 23      | 6       | 41      | 70      |
|                                   | 12,783  | 10,772            | 16,156  | 13,797  | 14,260  | 10,214 | 19           | -33     | 17      | -3      | 40      | 37      |
| ) BY                              |         |                   |         |         |         |        |              |         |         |         |         |         |
|                                   | 6,091   | 5,296             | 5,296   | 4,237   | 3,684   | 2,913  | 15           | 0       | 25      | 15      | 26      | 10      |
|                                   | 4,030   | 3,790             | 3,567   | 3,080   | 2,516   | 2,259  | 6            | 6       | 16      | 22      | 11      | 7       |
| profit                            | 1,215   | 1,050             | 1,482   | 1,816   | 1,911   | 1,079  | 16           | -29     | -18     | -5      | 77      | 241     |
|                                   | 11,336  | 10,136            | 10,345  | 9,133   | 8,111   | 6,251  | 12           | -2      | 13      | 13      | 30      | 23      |
| uation of assets                  | 1,447   | 636               | 5,811   | 4,664   | 6,149   | 3,963  | 128          | -89     | 25      | -24     | 55      | 67      |
|                                   | 12,783  | 10,772            | 16,156  | 13,797  | 14,260  | 10,214 | 19           | -33     | 17      | -3      | 40      | 37      |
|                                   |         |                   |         |         |         |        |              |         |         |         |         |         |

#### Profit and Loss Account

|  | 2009              | 2008   | 2007     | 2006  | 2005  | 2004   | 2009 vs<br>2008 | 2008 vs<br>2007 | 2007 vs<br>2006 | 2006 vs<br>2005 | 2005 vs<br>2004 | 2004 vs<br>2003 |
|--|-------------------|--------|----------|-------|-------|--------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
|  | Rupees in Million |        |          | 2000  | 2001  | Varian |                 | 2004            | 2000            |                 |                 |                 |
|  |                   |        |          |       |       |        |                 |                 |                 |                 |                 |                 |
|  |                   |        |          |       |       |        |                 |                 |                 |                 |                 |                 |
| Mark-up / return / interest earned   | 16,958            | 13,404 | 11,611   | 9,728 | 6,338 | 2,753  | 27              | 15              | 19              | 53              | 130             | 33              |
| Mark-up / return / interest expensed   | 11,968            | 8,455  | 7,459    | 6,089 | 3,312 | 1,118  | 43              | 13              | 23              | 84              | 196             | 18              |
| Net mark-up / interest income  | 4,990             | 4,949  | 4,152    | 3,639 | 3,026 | 1,635  | 1               | 19              | 14              | 20              | 85              | 45              |
| Provision / (Reversal) against non-performing loans and advances - net         | 1,966             | 1,544  | 1,797    | 517   | (19)  | 52     | 27              | -14             | 248             | -2821           | -137            | -75             |
| (Reversal)/ Provision for consumer loans - general                             | (27)              | (105)  | 75       | 105   | 28    | 71     | -74             | -240            | -29             | 275             | -61             | 65              |
| Provision / (Reversal) for diminution in the value of investments              | 252               | 608    | 207      | -     | (319) | -      | -59             | 194             | 100             | -100            | 100             | -100            |
| Bad debts written off directly   | -                 | -      | -        | -     | -     | -      | 100             | 100             | 100             | 100             | 100             | 100             |
|  | 2,191             | 2,047  | 2,079    | 622   | (310) | 123    | 7               | -2              | 234             | -301            | -352            | -50             |
| Net mark-up / interest income after provisions                                 | 2,799             | 2,902  | 2,073    | 3,017 | 3,336 | 1,512  | -4              | 40              | -31             | -10             | 121             | 72              |
| Non mark-up / interest income  |                   |        |          |       |       |        |                 |                 |                 |                 |                 |                 |
| Fee, commission and brokerage income   | 885               | 814    | 743      | 604   | 582   | 397    | 9               | 10              | 23              | 4               | 47              | 58              |
| Dividend income  | 668               | 1,207  | 1,221    | 1,249 | 777   | 697    | -45             | -1              | -2              | 61              | 12              | -9              |
| Income from dealing in foreign currencies                                      | 400               | 347    | 314      | 121   | 95    | 162    | 15              | 11              | 160             | 27              | -41             | 51              |
| Gain / (loss) on sale of securities  | 825               | (134)  | 1,116    | 330   | 609   | 572    | -716            | -112            | 238             | -46             | 7               | -64             |
| Unrealized (loss) on revaluation of investments classified as held for trading | (46)              | (3)    | 3        | -     | -     | (2)    | 1433            | -200            | 100             | 100             | -100            | 100             |
| Other income   | 81                | 79     | 44       | 448   | 1     | 5      | 3               | 80              | -90             | 44700           | -80             | 150             |
| Total non mark-up / interest income  | 2,813             | 2,310  | 3,441    | 2,752 | 2,064 | 1,831  | 22              | -33             | 25              | 33              | 13              | -33             |
|  | 5,612             | 5,212  | 5,514    | 5,769 | 5,400 | 3,343  | 8               | -6              | -4              | 7               | 62              | -7              |
| Non mark-up / interest expenses  |                   |        |          |       |       |        |                 |                 |                 |                 |                 |                 |
| Administrative expenses  | 4,284             | 3,258  | 2,800    | 1,866 | 1,429 | 1,135  | 32              | 16              | 50              | 31              | 26              | 36              |
| Other provisions   | (6)               | 97     | 6        | -     | -     | -      | -106            | 1517            | 100             | -               | -               | -100            |
| Other charges  | 33                | 61     | 10       | 33    | 2     | 1      | -46             | 510             | -70             | 1550            | 100             | -92             |
| Total non mark-up / interest expenses  | 4,311             | 3,416  | 2,816    | 1,899 | 1,431 | 1,136  | 26              | 21              | 48              | 33              | 26              | 34              |
|  | 1,301             | 1,796  | 2,698    | 3,870 | 3,969 | 2,207  | -28             | -33             | -30             | -3              | 80              | -20             |
| Extraordinary / unusual items  | -                 | -      | -        | -     | -     | -      |                 | -               | -               | -               | -               | -               |
| Profit before taxation   | 1,301             | 1,796  | 2,698    | 3,870 | 3,969 | 2,207  | -28             | -33             | -30             | -3              | 80              | -20             |
| Taxation - Current   | 1,157             | 156    | 282      | 383   | 689   | 517    | 642             | -45             | -26             | -44             | 33              | 49              |
| - Prior years  | 2,823             | 100    | (48)     | 93    | (923) | (420)  | 2723            | -308            | -152            | -44             | 120             | -496            |
| - Deferred   | (3,880)           | 426    | 192      | 577   | 1,133 | 357    | -1011           | 122             | -67             | -49             | 217             | 155             |
| Defended   | 100               | 682    | 426      | 1,053 | 899   | 454    | -85             | 60              | -60             | 17              | 98              | -24             |
| Profit after taxation  | 1,201             | 1,114  | 2,272    | 2,817 | 3,070 | 1,753  | 8               | -51             | -19             | -8              | 75              | -19             |
|  |                   | 1,11-  | <u> </u> |       | 0,010 | 1,700  |                 |                 | 10              |                 |                 |                 |
| Basic/ Diluted earnings per share - Rupees                                     | 1.97              | 1.83   | 4.29     | 5.32  | 8.33  | 6.02   | 8               | -57             | -19             | -36             | 38              | -19             |

#### Balance Sheet

#### ASSETS

Cash and balances Balances with othe Lendings to financi Investments Advances Operating fixed as Deferred tax asset Other assets

#### LIABILITIES

Bills payable Borrowings Deposits and other Sub-ordinated loar Liabilities against a Deferred tax liabili Other liabilities

#### REPRESENTED I

Share capital Reserves Unappropriated pro

Surplus on revalua

|                                     | 2009                                    | 2008              | 2007    | 2006    | 2005    | 2004   | 2009            | 2008     | 2007 | 2006 | 2005 | 2004 |
|-------------------------------------|---|-------------------|---------|---------|---------|--------|-----------------|----------|------|------|------|------|
|                                     |   | Rupees in Million |         |         |         |        | Composition (%) |          |      |      |      |      |
|                                     |   |                   |         |         |         |        |                 |          |      |      |      |      |
| nces with treasury banks            | 8,427                                   | 8,928             | 6,872   | 7,208   | 6,697   | 5,048  | 5               | 6        | 5    | 6    | 6    | 6    |
| other banks                         | 509                                     | 877               | 3,708   | 2,883   | 2,046   | 3,564  | 0               | 1        | 3    | 2    | 2    | 5    |
| ancial institutions                 | 15,018                                  | 2,861             | 7,078   | 4,608   | 10,743  | 4,417  | 8               | 2        | 5    | 4    | 10   | 6    |
|                                     | 56,531                                  | 36,153            | 31,553  | 22,525  | 24,412  | 12,334 | 31              | 26       | 22   | 20   | 22   | 16   |
|                                     | 91,346                                  | 83,512            | 87,346  | 74,469  | 62,324  | 50,542 | 51              | 60       | 62   | 64   | 57   | 64   |
| assets                              | 2,788                                   | 2,647             | 2,515   | 2,239   | 1,726   | 1,158  | 2               | 2        | 2    | 2    | 2    | 1    |
| ssets - net                         | 1,280                                   | -                 | -       | -       | -       | -      | 1               | 0        | 0    | 0    | 0    | 0    |
|                                     | 4,967                                   | 3,264             | 2,204   | 1,538   | 2,334   | 1,475  | 3               | 2        | 2    | 1    | 2    | 2    |
|                                     | 180,866                                 | 138,242           | 141,276 | 115,470 | 110,282 | 78,538 | 100             | 100      | 100  | 100  | 100  | 100  |
|                                     |   |                   |         |         |         |        |                 |          |      |      |      |      |
|                                     |   |                   |         |         |         |        |                 |          |      |      |      |      |
|                                     | 1,465                                   | 1,537             | 2,407   | 4,516   | 1,193   | 906    | 1               | 1        | 2    | 4    | 1    | 1    |
|                                     | 34,986                                  | 13,027            | 9,996   | 14,965  | 15,296  | 8,478  | 19              | 9        | 7    | 13   | 14   | 11   |
| ther accounts                       | 123,655                                 | 102,777           | 102,067 | 74,414  | 74,737  | 56,460 | 68              | 74       | 72   | 64   | 68   | 72   |
| loans                               | 999                                     | 1,000             | 1,000   | -       | -       | -      | 1               | 1        | 1    | 0    | 0    | 0    |
| ist assets subject to finance lease | -                                       | 4                 | 8       | 14      | 24      | 18     | 0               | 0        | 0    | 0    | 0    | 0    |
| bilities - net                      | -                                       | 2,483             | 2,691   | 1,840   | 1,268   | 166    | 0               | 2        | 2    | 2    | 1    | 0    |
|                                     | 6,977                                   | 6,642             | 6,951   | 5,924   | 3,504   | 2,296  | 4               | 5        | 5    | 5    | 3    | 3    |
|                                     | 168,082                                 | 127,470           | 125,120 | 101,673 | 96,022  | 68,324 | 93              | 92       | 89   | 88   | 87   | 87   |
| DBY                                 | 12,784                                  | 10,772            | 16,156  | 13,797  | 14,260  | 10,214 |                 | <u> </u> |      | 12   | 13   | 13   |
|                                     | 6,091                                   | 5,296             | 5,296   | 4,237   | 3,684   | 2,913  | 3               | 4        | 4    | 4    | 3    | 4    |
|                                     | 4,030                                   | 3,790             | 3,567   | 3,080   | 2,516   | 2,259  | 2               | 3        | 3    | 3    | 2    | 3    |
| d profit                            | 1,215                                   | 1,050             | 1,482   | 1,816   | 1,911   | 1,079  | 1               |          | 1    | 2    | 2    | 1    |
| a buonne                            | 11,336                                  | 10,136            | 10,345  | 9,133   | 8,111   | 6,251  | 6               | 7        | 7    | 8    | 7    | 8    |
| aluation of assets                  | 1,447                                   | 636               | 5,811   | 4,664   | 6,149   | 3,963  | 1               | 0        | 4    | 4    | 6    | 5    |
|                                     | 12,783                                  | 10,772            | 16,156  | 13,797  | 14,260  | 10,214 | 7               | 8        | 11   | 12   | 13   | 13   |
|                                     | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |                   | .,      | .,      |         |        |                 |          |      |      |      |      |

#### Profit and Loss Account

|  | 2009              | 2008         | 2007         | 2006         | 2005       | 2004       | 2009            | 2008     | 2007    | 2006     | 2005 | 2004    |
|--|-------------------|--------------|--------------|--------------|------------|------------|-----------------|----------|---------|----------|------|---------|
|  | Rupees in Million |              |              |              |            |            | Composition (%) |          |         |          |      |         |
|  |                   |              |              |              |            |            |                 |          |         |          |      |         |
| Mark-up / return / interest earned   | 16,958            | 13,404       | 11,611       | 9,728        | 6,338      | 2,753      | 100             | 100      | 100     | 100      | 100  | 100     |
| Mark-up / return / interest expensed   | 11,968            | 8,455        | 7,459        | 6,089        | 3,312      | 1,118      | 71              | 63       | 64      | 63       | 52   | 40      |
| Net mark-up / interest incom   | 4,990             | 4,949        | 4,152        | 3,639        | 3,026      | 1,635      | 29              | 37       | 36      | 37       | 48   | 60      |
| Provision / (Reversal) against non-performing loans and advances - net         | 1,966             | 1,544        | 1,797        | 517          | (19)       | 52         | 12              | 13       | 15      | 5        | 0    | 2       |
| (Reversal) / Provision for consumer loans - general                            | (27)              | (105)        | 75           | 105          | 28         | 71         | 0               | -1       | 1       | 1        | 0    | 3       |
| Provision / (Reversal) for diminution in the value of investments              | 252               | 608          | 207          | -            | (319)      | -          | 2               | 5        | 2       | -        | -5   | -       |
| Bad debts written off directly   | 2,191             | 2,047        | 2,079        | - 622        | (310)      | - 123      | - 13            | - 15     | - 18    | -        | -5   | - 5     |
| Net mark-up / interest income after provisions                                 | 2,799             | 2,902        | 2,073        | 3,017        | 3,336      | 1,512      | 17              | 22       | 18      | 31       | 53   | 55      |
|  |                   |              |              |              |            |            |                 |          |         |          |      |         |
| Non mark-up / interest income  |                   |              |              | 00.4         | 500        | 0.07       |                 |          |         |          |      |         |
| Fee, commission and brokerage income   | 885               | 814<br>1.207 | 743          | 604          | 582<br>777 | 397<br>697 | 5               | 6        | 6       | 6        | 9    | 14      |
| Dividend income<br>Income from dealing in foreign currencies                   | 668<br>400        | 347          | 1,221<br>314 | 1,249<br>121 | 95         | 697<br>162 | 4               | 9        | 11      | 13       | 12   | 25<br>6 |
| Gain / (loss) on sale of securities  | 825               | (134)        | 1,116        | 330          | 609        | 572        | 5               | -1       | 10      | 3        | 10   | 21      |
| Unrealized (loss) on revaluation of investments classified as held for trading | (46)              | (134)        | 3            | -            | -          | (2)        | 0               | 0        | 0       | -        | -    | 0       |
| Other income   | 81                | 79           | 44           | 448          | 1          | 5          | 1               | 1        | 0       | 5        | 0    | 0       |
| Total non mark-up / interest income  | 2,813             | 2,310        | 3,441        | 2,752        | 2,064      | 1,831      | 17              | 17       | 30      | 28       | 33   | 67      |
|  | 5,612             | 5,212        | 5,514        | 5,769        | 5,400      | 3,343      | 33              | 39       | 48      | 59       | 85   | 121     |
| Non mark-up / interest expenses  |                   |              |              |              |            |            |                 |          |         |          |      |         |
| Administrative expenses  | 4,284             | 3,258        | 2,800        | 1,866        | 1,429      | 1,135      | 25              | 24       | 24      | 19       | 23   | 41      |
| Other provisions   | (6)               | 97           | 6            | -            | -          | -          | 0               | 1        | 0       | -        | -    | -       |
| Other charges  | 33                | 61           | 10           | 33           | 2          | 1          | 0               | 1 L      | 24      | 0        | 23   | 0       |
| Total non mark-up / interest expenses  | 4,311<br>1,301    | 3,416        | 2,816        | 1,899        | 1,431      | 1,136      | 25              | 26<br>13 | 24 - 23 | <u> </u> | 63   | 41      |
| Extraordinary / unusual items  | 1,301             | 1,796        | 2,098        | 3,870        | 3,969      | 2,207      | •               | 13       | 23      | 40       | 03   | 80      |
| Profit before taxation   | 1,301             | 1,796        | 2.698        | 3,870        | 3,969      | 2,207      | 8               | 13       | 23      | 40       | 63   | 80      |
|  | ,                 | ,            | ,            | - /          | -,         | , -        |                 |          |         |          |      |         |
| Taxation - Current   | 1,157             | 156          | 282          | 383          | 689        | 517        | 7               | 1        | 2       | 4        | 11   | 19      |
| - Prior years  | 2,823             | 100          | (48)         | 93           | (923)      | (420)      | 17              | 1        | -1      | 1        | -15  | -15     |
| - Deferred   | (3,880)           | 426          | 192          | 577          | 1,133      | 357        | -23             | 3        | 2       | 6        | 18   | 13      |
|  | 100               | 682          | 426          | 1,053        | 899        | 454        | 1               | 5        | 3       | 11       | 14   | 17      |
| Profit after taxation  | 1,201             | 1,114        | 2,272        | 2,817        | 3,070      | 1,753      | 7               | 8        | 20      | 29       | 49   | 64      |
|  |                   |              |              |              |            |            |                 |          |         |          |      |         |

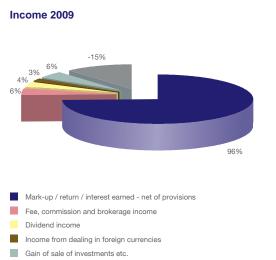
# Setting A Higher Pitch

Our notion of change is detailed; by carefully handling even the most minute touches, we achieve excellence in all that we do.



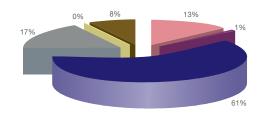
|  | 200        | 9    | 2008       |      |
|--|------------|------|------------|------|
|  | Rs. '000   | %    | Rs. '000   | %    |
| Mark-up / return / interest earned - net of provisions   | 14,765,992 | 96   | 11,356,770 | 96   |
| Fee, commission and brokerage income                     | 885,124    | 6    | 814,001    | 7    |
| Dividend income  | 667,926    | 4    | 1,207,366  | 9    |
| Income from dealing in foreign currencies                | 400,477    | 3    | 347,114    | 3    |
| Gain of sale of investments etc.                         | 859,538    | 6    | (57,888)   | (0)  |
|  | 17,579,057 |      | 13,667,363 |      |
| Administrative expenses                                  | 2,257,107  | (15) | 1,813,669  | (15) |
| Value Added  | 15,321,950 | 100  | 11,853,694 | 100  |
| Distributed as follows:                                  |            |      |            |      |
| To Employees<br>As remuneration                          | 2,051,479  | 13   | 1,602,242  | 13   |
| To Government<br>As income tax                           | 100,342    | 1    | 681,585    | 6    |
| Fo Depositors<br>As profit on investments                | 9,321,454  | 61   | 7,205,154  | 61   |
| Fo Finanacial Institutions<br>As profit on borrowings    | 2,646,431  | 17   | 1,249,601  | 10   |
| Fo Society<br>As donations                               | 2,085      | 0    | 160        | 0    |
| o Shareholders<br>As dividends / bonus                   | -          | -    | 794,467    | 7    |
| Retained in Business<br>As reserves and retained profits | 1,200,159  | 8    | 320,485    | 3    |
|  | 15,321,950 | 100  | 11,853,694 | 100  |

|                             | Public     | Public Sector |                      | e Sector        | Total       |             |
|-----------------------------|------------|---------------|----------------------|-----------------|-------------|-------------|
|                             | 2009       | 2008          | <b>2009</b><br>Rupee | 2008<br>es '000 | 2009        | 2008        |
| Advances                    | 9,197,928  | 1,786,700     | 89,186,542           | 86,833,941      | 98,384,470  | 88,620,641  |
| Investments                 | 42,257,278 | 22,213,764    | 15,414,142           | 14,826,663      | 57,671,420  | 37,040,427  |
| Placements / Lendings - SBP | 7,008,067  | 6,667,180     | 16,945,756           | 5,998,525       | 23,953,823  | 12,665,705  |
|                             | 58,463,273 | 30,667,644    | 121,546,440          | 107,659,129     | 180,009,713 | 138,326,773 |



Administrative expenses

#### **Distribution 2009**





- To Finanacial Institutions
- Retained in Business
- To Government
- To Society
- To Depositors

# Going to the Next Level

Our courage taps into a new order of brilliance as we face our challenges head on.



Notice is hereby given that the 15th Annual General Meeting of Faysal Bank Limited (FBL) will be held on Monday, 29 March 2010 at 8:30 a.m. at Jinnah Auditorium, Institute of Bankers of Pakistan, Moulvi Tamizuddin Khan Road, Karachi, to transact the following business:

#### **ORDINARY BUSINESS:**

- To confirm minutes of the 14th Annual General Meeting held on 27 March 2009.
- To receive and adopt Annual Audited Accounts (Stand-alone and consolidated), Statement of Compliance with Code of Corporate Governance of FBL 2. for the year ended 31st December 2009 together with the Directors' and Auditors' Reports thereon.
- To appoint External Auditors for the ensuing year 2010 and to fix their remuneration.

#### SPECIAL BUSINESS:

To consider and approve FBL's strategic Investment up to PKR. 1.0 billion in funds of Faysal Asset Management Limited and pass the following special resolution as required by Section 208 of the Companies Ordinance 1984 with or without modification:-

"Resolved that subject to all regulatory approvals, Faysal Bank Limited's (FBL) Strategic Investment for PKR 1.0 billion in the funds of Faysal Asset Management Limited, an associated company of FBL, be and is hereby approved".

- To consider and approve, subject to all regulatory approvals, Faysal Bank's Investment for acquisition of 19.98% shares of Faysal Asset Management Limited (FAML) on the book value of shares from Ageel Karim Dhedhi Securities (Pvt.) Limited (AKD) by FBL and pass the following Special Resolutions as required by Section 208 of the Companies Ordinance 1984 with or without modification.
  - i) RESOLVED that subject to regulatory approvals, Faysal Bank's investment in equity for acquisition of 19.98% shares of Faysal Asset Management Limited at the book value of shares from Ageel Karim Dhedhi Securities (Pvt.) Limited, be and is hereby approved.
  - FURTHER RESOLVED that for the purpose of giving effect to this Special Resolutions; 1) the President & CEO and / or 2) the Company Secretary and Head of Legal and / or 3) Chief Financial Officer of the Bank be and are hereby singly and jointly authorised to take all necessary actions and do all acts, deeds and things in the matter.
- To consider and approve the amount of remuneration paid to the Non-Executive Directors of FBL during the year 2009 for attending the Board meetings/Sub-Committees and scale of Remuneration to be paid to the each Non-Executive Directors of FBL for attending the Board Meeting/Sub-Committees and in that connection to pass the following resolutions as special resolutions, with or without modification, addition or deletion:

i)

Raza Mohsin Qizilbash Company Secretary & Head of Legal

#### NOTES:

#### **RESOLVED THAT:**

- The amount of remuneration of PKR 1.450,000/- (One Million Four Hundred Fifty Thousand only) paid to Non-Executive Directors of the Bank during the year 2009 for attending the Board Meetings/Sub-Committees, be and is hereby confirmed and approved.
- The Remuneration to be paid to Non-Executive Directors for the ensuing year 2010 for attending each Board Meeting @ US Dollar (Equivalent in PKR) 4.000/. Sub-Committee Meetings @ 3.000/- and Chairman of the Board @ US Dollar (equivalent in PKR) 5.000/-, be and is hereby approved and confirmed.

To transact any other Business with the permission of the Chairman.

By the order of the Board

(AD) much

Karachi: 24 February 2010

The Share Transfer Books of the Bank shall remain closed from 19 March 2010 to 29 March 2010 (both days inclusive). Transfer received at the Registrar and Share Transfer Agent of the Bank, by the close of business on 18 March 2010 will be treated in time.

A member entitled to attend and vote at the above Annual General Meeting is entitled to appoint another member as a proxy to attend and vote on his/her behalf, save that a corporation being a member may appoint as it proxy or officer of such corporation whether a member of the company or not. This instrument appointing a proxy and the power of attorney or other authority (if any) under which it is signed or a notarially certified copy of the power or authority shall be deposited at the office of M/s. Noble Computer Services (Pvt.) Limited, Mezzanine Floor, House of Habib Building (Siddigsons Tower), 3 Jinnah Co-operative Housing Society, Main Shahrah-e-Faisal, Karachi-75350, the Registrar and Share Transfer Agent of the bank not later than 48 hours before the time of holding the meeting, and must be duly stamped, signed and witnessed.

The CDC Account Holders and Sub-account Holders, whose registration details are available in the Share Book Details Reports shall be required to produce their respective original Computerized National Identity Card (CNIC) or original passport at the time of attending the Annual General Meeting to facilitate identification. Such Account Holders and Sub-Account Holders should also bring/know their respective participation I.D. No. and the CDC Account No. In case of proxy, he/she must enclose an attested copy of his/her CNIC or passport. Representative(s) of corporate member(s) should bring usual documents required for such purpose.

Members are required to timely notify any change in their address to Bank's Registrar/Share Transfer Agent M/s. Noble Computer Services (Pvt.) Limited. Mezzanine Floor, House of Habib Building (Siddigsons Tower), 3 Jinnah Co-operative Housing Society, Main Shahrah-e-Faisal, Karachi-75350.

#### Statement of Material Facts under Section 160(1)(b) of the Companies Ordinance, 1984 relating to said Special Business.

- This statement sets out the material facts concerning the following Special Business to be transacted at the Fifteenth Annual General Meeting of Shareholders of Faysal Bank Limited to be held on Monday, 29 March 2010.
- To consider and approve FBL's strategic Investment up to PKR. 1.0 billion in Faysal Asset Management Limited (FAML) as required by Section 208 of the Companies Ordinance 1984 with or without modification.

FBL from time to time makes investment in funds launched by its associate company FAML. Such investments also include investments as seed money in the new funds launched by FAML. For this purpose approval of Rs.1.0 billion is sought from shareholders.

Subject to all regulatory approvals, Faysal Bank Limited's (FBL) Strategic Investment up to PKR 1,000,000,000/- (one billion) in Faysal Asset Management Limited, an associated company of FBL, be and is hereby approved.

To consider and approve, subject to all regulatory approvals, Faysal Bank's Investment for acquisition of 19.98% shares of Faysal Asset Management 2. Limited (FAML) on the book value of shares from Ageel Karim Dhedhi Securities (Pvt.) Limited (AKD)

Securities & Exchange Commission of Pakistan in November 2007 had advised to AKD Securities (Pvt.) Limited to divest /sell out of AKD Securities holding in Faysal Asset Management Limited (FAML) since AKD had open its own Asset Management Company is also the major sponsor of AKD Investment Management Limited.

The Board of Directors of Faysal Bank Limited (FBL) at its meeting held on 23 February 2010 has approved acquisition of 19.98% Shares of FAML from AKD Securities at book value as FAML was doing well and it will be a good acquisition.

FAML is an Associated Company of Favsal Bank Limited (FBL). The present Paid-up Capital of FAML is PKR150.000.000/- i.e. 15.000.000 ordinary shares of PKR 10/- each.

FBL and its nominee Directors hold 30% of total Paid-up Capital i.e 4,500,000 shares of PKR 10/- each After acquisition of 19.98% Shares of AKD Securities, the FBL shareholding will be increased from 4.500.000 to 7.497.000 i.e. 49.98% Shares of PKR 10/- each.

Favsal Bank Limited is required to obtain prior approval from Shareholders at an AGM under sub-section 208 of the Companies Ordinance. 1984 for investment in acquisition of 19.98% Share's by FBL in its Associated Company, FAML.

- To consider and approve the amount of remuneration paid to the Non-Executive Directors of FBL during the year 2009 for attending the Board Meetings/Sub-3. Committees and scale of Remuneration to be paid to the each Non-Executive Directors of FBL for attending the Board Meeting/Sub-Committees.
  - The amount of remuneration of PKR 1,450,000/- (One Million Four Hundred Fifty Thousand only) paid to Non-Executive Directors of the Bank during i) the year 2009 for attending the Board Meetings/Sub-Committees, be and is hereby confirmed and approved.
  - The Remuneration to be paid to Non-Executive Directors for the ensuing year 2010 for attending each Board Meeting @ US Dollar (Equivalent in PKR) 4,000/, Sub-Committee Meetings @ 3,000/- and Chairman of the Board @ US Dollar (equivalent in PKR) 5,000/-, be and is hereby approved and confirmed.

We have reviewed the Statement of Compliance with the Best Practices contained in the Code of Corporate Governance prepared by the Board of Directors of Faysal Bank Limited to comply with Regulation G-1 of the Prudential Regulations for Corporate / Commercial Banking issued by the State Bank of Pakistan, Listing Regulation No. 35 (previously 37) of the Karachi Stock Exchange and Chapter XIII of the Lahore Stock Exchange where the Bank is listed. The responsibility for compliance with the Code of Corporate Governance is that of the Board of Directors of the Bank. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement of Compliance reflects the status of the Bank's compliance with the provisions of the Code of Corporate Governance and report if it does not. A review is limited primarily to inquiries of the Bank personnel and review of various documents prepared by the Bank to comply with the Code.

As part of our audit of financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We have not carried out any special review of the internal control system to enable us to express an opinion as to whether the Board's statement on internal control covers all controls and the effectiveness of such internal controls.

December 2009.

Further sub-regulation (xiii) of Listing Regulations 35 (previously Regulation No. 37) notified by the Karachi Stock Exchange (Guarantee) Limited vide circular no. KSE/N-269 dated 19 January 2009 requires the Bank to place before the Board of Directors for their consideration and approval related party transactions distinguishing between transactions carried out on terms equivalent to those that prevail in arm's length transactions and transactions which are not executed at arm's length price recording proper justification for using such alternate pricing mechanism. Further, all such transactions are also required to be separately placed before the audit committee. We are only required and have ensured compliance of requirement to the extent of approval of related party transactions by the board of directors and placement of such transactions before the audit committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length price or not.

Based on our review, nothing has come to our attention, which causes us to believe that the Statement of Compliance does not appropriately reflect the Bank's Compliance, in all material respects, with the best practices contained in the Code of Corporate Governance as applicable to the Bank for the year ended 31



KPMG Taseer Hadi & Co Chartered Accountants

Date: February 23, 2010 Karachi

Name of Company: Faysal Bank Limited Year Ended: 31 December 2009

This statement is being presented to comply with the provisions of Code of Corporate Governance issued by Securities and Exchange Commission of Pakistan (S.E.C.P.) for the purpose of establishing a framework of good corporate governance with best practices for the listed companies. The said Code has also been adopted by SBP and stock exchanges. The Board of Directors of Faysal Bank Limited has adopted and applied the principles contained in the Code of Corporate Governance No. XIV in the following manner:

- Faysal Bank Limited encourages representation of independent Directors and Directors representing minority interests on its Board of Directors as applicable 1. under the Code. At present the Board includes 6 Independent/Non-Executive Directors and two Executive Directors (including President&CEO).
- None of the Directors in Faysal Bank is serving as a Director in more than ten listed companies, including this Bank, except Mr. Tarig Igbal Khan who has been exempted by SECP in this respect.
- All resident Directors of the Bank are registered taxpayers and to the best of our knowledge none of them has defaulted in payment of any loan to a banking company, a DFI or an NBFI or being a member of a stock exchange has been declared as a defaulter.
- The Bank has adopted a 'Statement of Ethics and Business Practices', which has been signed by all Directors and Employees of the Bank.
- The Board has adopted a vision/mission statement, overall corporate strategy and significant policies for the Bank. 5.
- All powers of the Board have been duly exercised and decisions on material transaction, including appointment and determination of remuneration and 6 terms and conditions of employment of President & CEO are approved by the Board and/ or its authorized committees.
- The Meetings of the Board were presided over by the Chairman and, in his absence, by a Director elected by the Board for this purpose. The Board held four (04) Meetings in the year 2009, one in every quarter. Written notice of the Board meetings, along with agenda and working papers, were circulated seven (07) days before the Meetings. The Minutes of the Meetings were appropriately recorded and were circulated to all concerned.
- The Directors of Faysal Bank Limited are professionally qualified and experienced persons and are well aware of their duties and responsibilities.
- The Board approves appointment of CFO and Company Secretary while Head of Internal Audit is appointed by Audit Committee including their remuneration 9 and terms and conditions of employment.
- The Directors' Report for this year has been prepared in compliance with the requirements of Code and fully describes the salient matters required to be 10. disclosed.
- 11. All financial statements of the Bank were duly endorsed by the President & CEO and CFO before approval of the Board.

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| 13.            | The Ba                                  |
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| Date:<br>Karac | Februa<br>hi                            |

irectors, CEO and executives do not hold any interest in the shares of the Bank other than that disclosed in the pattern of shareholding.

ank has complied with all applicable corporate and financial reporting requirements of the Code.

pard has formed an Audit Committee. It comprises of three members, all of whom are non-executive directors including the Chairman of the Committee.

udit Committee held four meetings, one in every quarter prior to approval of quarterly and final results of the Bank as required by the Code. The of reference of Audit Committee have been framed and approved by the Board and have been advised to the committee for compliance.

udit Committee members also met with External Auditors of the Bank without CFO and Head of Internal Audit and with Head of Internal Audit and nembers of the Internal Audit function as required under the provisions of Code of Corporate Governance.

pard has set up an effective Internal Audit function. The Bank's Internal Audit Manual is approved by the Board of Directors. The staff of Internal Department are suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the Bank and they are ed in the internal audit function on a full time basis. The Internal Audit resources are being reviewed and enhanced regularly to meet continuous ess growth.

atutory auditors of the Bank have confirmed that

they have been given a satisfactory rating under the guality control review programme of the Institute of Chartered Accountants of Pakistan; they or any of the partners of the firm, their spouses and minor children do not hold shares of Faysal Bank Limited or its associates; and the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by Institute of Chartered Accountants of Pakistan.

atutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations ne auditors have confirmed that they have observed IFAC guidelines in this regard.

lated party transactions were placed before the board for approval as per requirement of Code of Corporate Governance.

nfirm that all other material principles contained in the Code and Prudential Regulation No. XXIX have been complied with.

Naved A Khan President & CEO

ary 23, 2010



# Clicking On All Fronts

Our efforts pay back as we leap over every obstacle that comes our way. Reflecting harmony in all our roles, we stand our ground, and meet success, no matter what the landscape.





On behalf of the Board of Directors, I am pleased to present the Fifteenth Annual Report of Faysal Bank Limited along with the audited financial statements and the Auditors, Report thereon for the year ended December 31, 2009.

Faysal Bank Annual Report 2009

## **Economic & Political Update**

2009 proved to be a year of consolidation for Pakistan's economy. During this period significant efforts were made to stay the course on stabilization and structural reforms against the backdrop of weak external demand and a challenging security and political environment.

The macro-economic outlook began to display some semblance of stability towards the latter half of the year as the current account deficit for Calendar Year (CY) '09 narrowed to USD 3.4 Billion vs USD 15.6 billion in CY '08. This was aided largely by; falling global energy prices, dampening of aggregate demand and an increase in home remittances which crossed USD 8.7 billion in CY '09 (vs USD 7.02 billion in CY '08) - a stellar achievement considering labour markets are highly sensitive to global recessionary cycles. The situation was further aided by the receipt of the International Monetary Fund (IMF) tranches of an aggregate USD 6.54 billion which helped shore up foreign exchange reserves (which improved to USD 15.07 billion in December '09 vs. USD 12.42 billion in December '08) warding off any potential balance of payment crisis. Inflation remained a primary concern for the State Bank of Pakistan during 2009 as it tried to balance its policy bias between promoting growth and ensuring price

stability.

Going forward there is cautious optimism regarding an economic revival as macro imbalances now seem to be in a corrective phase

Once the downward trend in inflation was deemed permanent (Consumer Price Index (CPI) for 2nd half CY '09 was 10.3%), aided by plummeting international energy prices, the SBP revised its monetary policy stance and reduced the discount rate by a cumulative 250 basis points (bps) to support economic activity. Going forward inflation is expected to remain erratic, as evident from the recent month on month trends, and an uptick in the short term is widely expected due to announced hike in energy tariffs, adjustments in administered prices and the recent upsurge in international commodity prices. Hence any further decline in interest rates will depend upon the trajectory of the CPI and financing mix of the budget deficit.

The financing of the fiscal deficit remains the key challenge for the economy as the Government of Pakistan (GOP) in the current federal budget has

announced a mammoth public spending program aimed towards providing a countercyclical stimulus to the beleaguered economy. The biggest challenge to funding this package comes from an increased reliance on external pledges and the current delay in the Friends of Democratic Pakistan (FODP) and Kerry Lugar related disbursements are only exacerbating concerns about the GOP's deficit funding ability. The projected flows from FODP for FY '10 have already been revised downwards from USD 2.5 billion to USD 1.5 billion and subsequently the Public Sector Development Programme (PSDP) allocation has also been duly rationalized. The fiscal deficit for FY'09 was recorded at 5.2% a breach by 0.9%, and for the third quarter CY'09 there has again been a slippage in the deficit target of 1.3% of GDP by 0.3%. Hence the catalyst for fiscal consolidation will be the timely arrival of external pledges and improved tax collection, this will in turn take pressure off the GOP borrowing from the inter-bank market and facilitate private sector credit off take.

Going forward there is cautious optimism regarding an economic revival as macro imbalances now seem to be in a corrective phase as; Inflation has declined, the external position strengthened, and tangible progress has been made in tax, electricity, and financial sector reforms. Nevertheless, the economy's vulnerability remains high, notably due to low revenue collection, large energy subsidies, massive circular debt, structural bottlenecks and weak private sector credit off take. A credible fiscal consolidation supported by a continuation of ongoing structural and financial reforms and improved governance will be essential for reducing these vulnerabilities.

## **Bank's Performance:**

2009 was the first year of implementation of bank's five year strategy developed in 2008. Your bank has made considerable progress in all five pillars of strategic focus i.e. Customer Franchise, People, Risk Management, Processes and Financial Perspective.

#### **Customer Franchise**

Keeping in view the objective of being the bank of choice for customers, various new initiatives were undertaken during the year. With a renewed focus on customers, the bank started the year with a rebranding exercise. The new logo, branch signages and promotional displays have brought about an energized and refreshed look to the bank's image.

# The new logo, branch signages and promotional displays have brought about an energized and refreshed look to the bank's image.

With a view to improve customer experience, a service quality department was set up which developed a comprehensive service quality programme covering customer experience measurement, process refinement and employee engagement. Corporate and commercial service

centers were established in Karachi. Lahore and Islamabad.

Your bank continued to expand its product menu to cater for the needs of various customer segments.

#### Islamic Banking

Barkat Islamic Banking was launched in the third guarter, with the aim of introducing shariah compliant banking transactions.

Barkat Islamic Banking was launched in the third quarter, with the aim of introducing Shariah Compliant Banking transactions.

The current deposit products being offered are Barkat Islamic Current Account, Barkat Islamic Basic Banking Account, Barkat Islamic PLS Account, Barkat Islamic Investment Certificate and Barkat Islamic FCY Account. By the end of 2009, there were Barkat Islamic Branches open in Karachi, Faisalabad, Quetta, Peshawar, Lahore and Rawalpindi.

#### Marketl ink

Faysal MarketLink Savings Account was introduced, as a KIBOR-linked savings product. Profit rates are directly linked to Karachi InterBank Offered Rate (KIBOR), and the account is accessible through chequebook or Pocketmate Visa Debit Card.

#### Bancassurance

Favsal aikFaisla was launched in the last quarter. as Favsal Bank's line of customized Bancassurance products to meet customers' growing needs. The range of products being offered includes Savings Plan and Education Plan.

#### Alternate Delivery Channels

With a view to provide convenience to customers. the bank expanded its ATM network by adding 23 new ATMs taking the total ATM network to 116 ATMs across the nation. The bank also introduced real time Cash Deposit facility through ATMs on 13 Cash Deposit ATMs in selected cities. Through this service, our customers are now able to deposit cash in their accounts 24 hours a day.

The scope of SMS Alert Facility was also enhanced to include alerts on various types of branch transactions as well, in addition to the alerts on Card related transactions.

#### Corporate and Investment Banking Group (CIBG)

During the year the Corporate and Investment Banking Group (CIBG) significantly expanded its total trade and fee based business. CIBG won 18 Lead Advisor and Arranger mandates and 8 mandates as Agent/Trustee. The following key transactions were completed during the year:

 Being conscious of our social & corporate responsibilities we ventured in financing the start-up operations of a professionally managed Micro-Finance Bank and expansion of a reknowned educational institution.

During the year the Corporate and Investment Banking Group (CIBG) significantly expanded its total trade and fee based business.

• A structured trade finance transaction of approximately USD 10 million for the import of DAP fertilizer was executed on behalf of a leading fertilizer manufacturer of Pakistan.

• For the first time your bank took part in commodity finance operations and participated in a few syndicates aggregating to PKR 4 billion. Furthermore, FBL successfully extended the first bilateral structured commodity finance facility to a federal government entity for PKR 2 billion.

 CIBG was successfully mandated by a local airline for a PKR 2 billion facility aimed towards balance sheet restructuring.

 During the year, FBL executed a PKR 1.5 billion capital expenditure term facility for a gas distribution company.

• FBL extended a seven year long term facility of PKR 1.5 billion to one of the largest urea manufacturers of Pakistan to partially finance an upcoming expansion project. The project lenders include a consortium of both local and international financial institutions.

- FBL acted as the Lead Advisor and Arranger to arrange PKR 5.1 billion for the buyback of a long term USD 250 million Euro Bond for a leading Telecom company with own participation of PKR 1 billion.
- FBL acted as Co-Lead Advisors and Arrangers to a Syndicated Finance Facility of PKR 10 billion to achieve COD for an integrated fertilizer complex.
- FBL served as Co-Lead Arranger to a PKR 9.4 billion Syndicated Term Finance facility for a capacity expansion program for the local arm of an international packaging company with own participation of PKR 1.5 billion.
- Investment Agent & Lead Arranger for a Privately Placed Rated Sukuk Issue of PKR 1 billion for a steel bar producing company.

Staying true to Bank's vision of building product capabilities to support delivery of advanced suite of services to corporate, institutional and public sector clients, Cash Management (CM) has been growing and continues to grow both as a stand-alone business unit and also as a partner to other business units within the bank. Aligning Cash Management's strategy with that of the bank (i.e. achieving excellence), 2009 was the year of building product capacity and maximizing the potential of our human capital. CM has focused on increasing efficiency within the transaction handling arena through centralization of operational activities. This enabled

CM to offer new and efficient product solutions to clients

FBL also signed a non-committed Trade Finance Facility agreement with Asian Development Bank (ADB). Under this program, FBL will facilitate its customers by getting general trade guarantees. Letters of Credit and Standby Letters of Credit confirmed via the ADB guarantee to confirming banks, covering both the country as well as commercial risk.

#### People

Organizational structures across all functions were reviewed and aligned to focus on business, risks, costs and clarity of roles and responsibility keeping in view with the best practices. Similarly HR policies were reviewed and have been revised effective January 01, 2010 in line with current market practices. All key senior management positions were plugged during the year further consolidating the human capital of the bank. A new performance management

HR processes have been streamlined and automated with the successful completion of Phase I of Oracle HRMS.

system was introduced and goal setting on SMART objectives basis was completed through which business and individuals' KPIs were tied to the organizational goals.

HR processes have been streamlined and automated with the successful completion of Phase I of Oracle HRMS.

Phase II will be completed during 2010 with the implementation of the recruitment and performance management modules.

With the objective of developing and improving the skill set across all functions targeted trainings were carried out primarily focusing on technical areas of expertise. Trainings were also conducted for soft skills development of employees.

#### **Risk Management**

The economic and security situation witnessed in the country during 2009 demanded further strengthening of our Bank's internal risk management controls through a renewed focus on special asset and portfolio management. As the impact of the economic roller-coaster took its toll on asset portfolios in the banking sector, financial institutions have had to revamp and improve overall risk management processes and early warning systems. To be in a better position to respond to these challenges and to effectively monitor and control the resulting risk shocks, the Risk Management Framework was revitalized through inclusion strengthening of following functions:-

- Special Asset Management Group focusing on account recovery and classified exposure management, and
- Credit Administration Department engaged mainly in credit monitoring and security documentation.

Moreover, Credit Risk Management was tailored to counter business specific risks by having separate Corporate and Commercial Risk functions. These strengthening measures also brought in synergies through effective resource mobilization, efficient communication & reporting mechanism, crossfunctional collaboration, and swift issue resolution. With this proactive approach, the Bank has been able to robustly grow its loan portfolio and at the same time has contained its non-performing

A dynamic and welldefined limits structure, in line with the overall risk appetite of the Bank, seeks to reduce volatility in operating performance under adverse market conditions.

credits at 9.42% of total portfolio, below the SBP's forecasted industry average of 12.95%.

Factors such as the shift in economic cycle, product complexity and a growing demand for transparency, presented a compelling case for stronger management of risks in an integrated manner.

In response, the Bank embarked on an Enterprise Risk Management program to improve shareholder value by optimizing risk and return. A separate Enterprise Risk Management function created under the Risk Management Group is responsible for managing and controlling market, operational and liquidity Risks at an enterprise level, maintaining regulatory capital requirements of the Bank through an effective reporting mechanism, and developing advanced credit risk measurement techniques.

Market Risk Management has been strengthened through implementation of advanced monitoring and measurement tools such as Early Warning Indicators and Value-at-Risk models. A dynamic and welldefined limits structure, in line with the overall risk appetite of the Bank, seeks to reduce volatility in operating performance under adverse market conditions.

On the Operational Risk front, the Bank has implemented comprehensive policies and procedures, and a controls framework designed to provide a sound and well-controlled operating environment. Risk & Control Self Assessment framework has been implemented bank-wide to measure and monitor operational risk levels and mitigate operational losses.

#### **Processes**

During the year the bank focused on streamlining operational platform for creating efficiencies while providing optimum level of internal & external services The bank successfully centralized five operational hubs into a processing centre for each major back office function providing seamless services from one single location to the entire branch network. Two geographically separate centralized operation clusters have been created to act as backup site for each other in case of a major disaster at one location.

The Bank successfully centralized five operational hubs into a processing centre for each major back office function providing seamless services from one single location to the entire branch network.

In order to control Regulatory Risk, Compliance function has been strengthened. Overall Risk Assessment Procedures (ORAP) for new initiatives and New Clients Take On procedures have been introduced. To detect and control money laundering activities a new best in class Anti Money Laundering (AML) software (Hydrian) has been installed.

The centralized technology platform implemented last year has enabled this strategic transition. During 2009, our focus has been on stabilizing and performance improvement of a resilient and robust technology platform.

Most of the procurement & other support services have also been centralized and regional support teams have been created to enhance the quality of internal support services.

## **Financial Perspective**

In line with the organizational setup, the MIS setup of the bank has also been changed from geographical to functional. During the year MIS level was graduated to the next level i.e. from business segment level to customer level. To provide a stable and robust platform to this MIS setup, a GL module of Oracle Financials was successfully implemented. The bank has a clearly defined way forward for improving its MIS structure and is progressing well as per the plan.

The bank continued to follow best practices in the area of financial disclosure and this fact was acknowledged at the SAARC region level when the Annual report of the bank for 2008 won 'Merit Award' in South Asian Federation of Accountants (SAFA) Best Presented Accounts Award 2008 in the category of 'Banking Sector Subject to Prudential Supervision' The Awards are conferred on the basis of evaluation administered by SAFA's committee for improvement in transparency, accountability & governance of published annual reports from South Asian Countries.

The professional quality of the same report was also acknowledged by the joint committee of the Institute of Chartered Accountants of Pakistan (ICAP) and the Institute of Cost and Management Accountants of Pakistan (ICMAP) which awarded it 3rd prize in the 'Best Corporate Reports Award' in the financial sector category.

## Future Outlook

Looking forward, high credit risk and NPLs will remain major challenges for the banking industry in 2010. Deposit mobilization will be difficult and cost of new deposits will remain high putting pressure on net margins. Economic activity is expected to pick up resulting in credit growth. However, risk aversion of banks and public sector's increased demand could strain flow of credit to private sector.

Increase in fuel and energy prices will lead to higher inflation ultimately impacting operating costs. Overall profitability of the industry will remain under pressure and skewed towards large sized banks. 2010 is largely expected to be a year of consolidation for the banking industry which will require tier II banks to grow aggressively for survival. Your bank is fully cognizant of this fact and has already started to explore possibilities of acquisition and organic growth.

Looking forward, high credit risk and NPLs will remain major challenges for the banking industry in 2010

## **Corporate Social Responsibility**

Faysal Bank being a socially responsible corporate entity has been a regular contributor to the society and communities it operates in. Recognizing this responsibility the employees of the bank established a relief fund for Internally Displaced Persons from Swat, with the bank contributing by matching the employees' contribution.

The bank entered into a partnership with the Institute of Business Administration (IBA) Karachi to provide Rs. 50 million over a period of 3-5 years for sponsorship of one academic chair in IBA's Executive MBA program. The bank also donated 183 computers to various educational institutions with a focus on promoting education for the underprivileged.

Faysal Bank being a socially responsible corporate entity has been a regular contributor to the society and communities it operates in

## **Financial Highlights**

|   | <b>2009</b><br>Rupees i | 2008<br>n millions    |
|---|-------------------------|-----------------------|
| Operating Profit  | 3,492                   | 3,843                 |
| Provision for non<br>performing advances  | 1,940                   | 1,456                 |
| Provision for diminution<br>in value of investments   | <u>252</u><br>2,192     | <u>591</u><br>2,047   |
| Profit before tax   | 1,300                   | 1,796                 |
| Provision for taxation  | 100                     | 681                   |
| Profit after tax  | 1,200                   | 1,115                 |
| Un-appropriated Profit<br>brought forward<br>Appropriations   | <u>1,050</u><br>2,250   | <u>1,482</u><br>2,597 |
| Transfer to statutory reserve<br>Bonus shares issued<br>- Final 2008 @ 15%<br>Final cash dividend for 2007<br>at Rs.2.50 per share<br>(paid subsequent to year end) | 240<br>795<br>          | 223<br>-<br>1,324     |
| Un-appropriated Profit<br>carried forward   | 1,035<br>1,215          | 1,547<br>1,050        |
| Earning per share - Rupees  | <u>    1.97  </u>       | 1.83                  |
|   |                         |                       |

Net advances grew by 9.4% over 2008 to Rs. 91.34 billion. Keeping in view the lackluster and volatile economic conditions prevailing currently, the bank focused on growing its asset book in a profitable, prudent and sustainable manner. On the liability side, deposits grew by an impressive 20% over 2008 to Rs. 123.66 billion. The bank focused on low cost core deposits, resultantly current and savings deposits grew by 40% during the year.

In view of the declining interest rate scenario in the last quarter of 2008, the bank started investing in government securities at attractive yields which was funded mainly through interbank borrowings. This strategy of leveraging positively contributed to the net markup income for the year.

Your bank was able to post remarkable growth of 31% in total assets from Rs. 138 billion in 2008 to Rs. 180 billion in 2009.

Your Bank was able to post remarkable growth of 31% in total assets from Rs. 138 billion in 2008 to Rs. 180 billion in 2009. The markup earned during the year increased by Rs. 3,534 million mainly due to higher level of financing and investment in government securities. This increase was however, partly offset by higher markup expense on deposits and increased inter bank borrowings.

In view of the challenging economic environment the non performing loans have increased by Rs. 3.2 billion resulting in an increase in charge of provision for bad debts by Rs. 422 million.

The revamping of Equity Capital Market department on professional lines has started yielding benefits to the bank in the shape of capital gain on sale of equity securities of Rs. 770 million. Accordingly, despite significant decline of Rs. 622 million in dividend income from NIT, non markup income increased by Rs. 502 million i.e. 22% over last year.

Administrative expenses have increased by 31% over the last year. This increase is attributable to full year cost impact of 15 branches opened in 2008. Higher inflation and investment in stabilizing IT infrastructure and quality HR are other reasons for increase in administrative expenses.

Various tax planning initiatives undertaken during the year and finalisation of assessments by tax authorities for last five years have resulted in reversal of provision for tax amounting to Rs. 488 million. Various tax planning initiatives undertaken during the year and finalisation of assessments by tax authorities for last five years have resulted in reversal of provision for tax amounting to Rs. 488 million.

As a result of the above profit after tax for the year of Rs. 1,200 million was higher than previous year's profit after tax of Rs. 1,115 million.

#### **Credit Rating:**

JCR-VIS Credit Rating Company Limited has reaffirmed the following entity ratings as on June 30, 2009:

| Long-Term  | AA  |
|------------|-----|
| Short-Term | A1+ |

Definitions of JCR-VIS for the assigned ratings are:

AA : High credit quality. Protection factors are strong. Risk is modest but may vary slightly from time to time because of economic conditions.

A1+ : High certainty of timely payment. Short term liquidity including internal operating factors and/or access to alternative sources of funds; is outstanding and safety is just below risk free Government of Pakistan short-term obligations.

PACRA (Pakistan Credit Rating Agency Limited) has also assigned the same entity rating to the Bank. Definitions of PACRA for the assigned rating are:

AA: Very high credit quality. "AA" rating denotes a very low expectation of credit risk. It indicate very strong capacity for timely payment of financial commitments. This capacity is not significantly vulnerable to foreseeable events.

A1+ : Obligations supported by the highest capacity for timely repayment.

During the year, in view of the prevailing economic environment and its potential impact on the banking industry, the outlook on the rating was changed from stable to negative.

#### **Corporate Governance**

 The Bank has implemented the requirements of the Code of Corporate Governance (the Code) relevant to the year ended December 31, 2009. A prescribed statement by the management along with the auditor's review report thereon forms part of this Annual Report.

- ii. Statement under clause xix of the code:
- a. The financial statement prepared by the management of the bank present fairly the state of affairs, the results of its operations;
- b. Proper books of account of the bank have been maintained:
- c. Appropriate accounting policies have consistently been applied in preparation of the financial statements and accounting estimates are based on reasonable and prudent judgment;
- d. International Financial Reporting Standard, as applicable to banks in Pakistan, have been followed in preparation of financial statements without any material departure;
- e. The system of internal control is sound in design and has been effectively implemented and monitored. Measures are being considered to further strengthen it;
- There are no doubts about the bank continuing as a going concern;
- g. There has been no material departure from the best practices of corporate governance as detailed in the listing regulations;
- h. Summarized key operating and financial data of the last six years is tabulated on the initial pages of this Annual Report;

- The value of investment of provident and gratuity funds are Rs. 399 million and Rs. 168 million respectively as per the unaudited financial statements:
- The details of Board Meetings held and attended by the directors, forms part of this Annual Report:
- k. The prescribed pattern of shareholding is given as part of this Annual Report. The movement in the directors' shareholding if any is disclosed in the footnote to the pattern of shareholding.

## **Statement of Internal Control:**

The Management of Faysal Bank Limited is fully responsible for establishing and maintaining adequate internal controls and procedures.

The management of the bank fully recognizes this responsibility and appreciates its value and significance. Accordingly, policies and procedures encompassing various functional and administrative areas have been developed and circulated across all pertinent levels of the organization. These policies and procedures are approved by the senior management and ratified by the Board of Directors as and when developed. The Bank's internal Audit function keeps monitoring compliance with these policies and procedures and regularly apprises the management and also the Board on the same through the Board's Audit Committee. Similarly, financial performance is kept under regular review and the Board is kept updated on the same.

Further recognizing it to be an ongoing process, the bank is actively pursuing additional measures towards strengthening internal controls through adoption of guidelines issued by the SBP on the subject and the COSO framework on a regular basis. As for the evaluation of controls, a formal mechanism is in place to ensure continuous review of processes and effective existence of required controls.

The management feels confident that through adoption of these measures, the bank's internal control environment is maintained at a satisfactory level.

The Board of Directors endorses the above stated management's evaluation of internal controls.

## **Risk Management Framework:**

All activities of Favsal Bank involve the measurement. evaluation, acceptance and management of some degree of risk, or combination of risks.

The management feels confident that through adoption of these measures, the Bank's internal control environment is maintained at a satisfactory level.

The most important risk categories that the Bank is exposed to are credit risk, liquidity, market, operational risk in various forms and reputational risk. A wellestablished risk governance and ownership structure ensures oversight of, and accountability for, the effective management of risk at all levels under authority delegated by the Board of Directors. It is the responsibility of all officers of the bank to identify, assess, mitigate and manage risk within the scope of their assigned responsibilities. Personal accountability reinforced by the Bank's governance structure and instilled by training, helps to foster a disciplined and constructive culture of risk management and control.

Within Head Office, the Chief Risk Officer's (CRO) function, interalia, provides high-level centralized oversight and management of credit risk. Its responsibilities include:

Formulating credit policy.

Guiding the Bank's business units on the Bank's appetite for, and attitude towards credit risk exposure to specified market sectors, activities and banking products.

Management and oversight of exposures to certain higher-risk sectors and close monitoring of exposure to others.

 Undertaking independent review and objective assessment of risk.

- Monitoring the performance and management of client aroup portfolios.
- Establishing and maintaining the Bank's policy on large credit exposures, ensuring that concentrations of exposure by counterparty, sector or geography do not become excessive in relation to the Bank's capital base and remain within internal and regulatory limits.
- Maintaining and developing the Bank's risk rating framework and systems, to classify exposures meaningfully and enable focused management of the risks involved, giving and directing credit risk management systems initiatives.
- Special focus to problem exposures, which are subject to more frequent and intensive review and reporting, in order to accelerate remedial action.

#### Holding Company:

Ithmaar Bank B.S.C., an investment Bank listed in Bahrain and Kuwait is the ultimate holding company of Faysal Bank. However DMI Group continues to be a major shareholder of Ithmaar Bank B.S.C.

## **Subsidiary Company:**

Faysal Bank has one subsidiary Faysal Management Services (Pvt.) Limited (FMSL) with 60% holding Till 2006 Fayzan Manufacturing Modaraba (FMM) managed by FMSL was also a subsidiary and on completing its term FMM was liquidated. Due to

winding up of Modaraba, FMSL is now expected to launch another venture in the near future.

In 2009 FMSL earned profit before tax of Rs.19.9 million (2008: Rs.18.1 million), whereas profit after tax amounted to Rs.12.9 million (2008: Rs. 11.8 million). FMSL declared dividends of Rs.13.9 million (2008: Rs. 15.8 million) during the year.

It is the responsibility of all officers of the bank to identify, assess, mitigate and manage risk within the scope of their assigned responsibilities. Personal accountability reinforced by the Bank's governance structure and instilled by training, helps to foster a disciplined and constructive culture of risk management and control.

## **Board Meetings and Attendance:**

Details about the number of Board meetings and attendance by directors during the year 2009 have been appended separately as part of corporate information.

#### Auditors:

The present auditors, Messrs KPMG Taseer Hadi & Co. Chartered Accountants, retire. As per Code of Corporate Governance clause xli, they are not eligible for reappointment in view of completion of five years of audit. Accordingly, the Board of Directors endorses the recommendation of the Audit Committee for the appointment of Messrs A. F. Ferguson & Co. Chartered Accountants, as the auditors of the bank for the financial year 2010.

#### Acknowledgement:

I would like to take this opportunity to thank on behalf of the Board and Management of the Bank, the shareholders for the trust they have reposed in the Bank, I am also grateful to the State Bank of Pakistan and Securities and Exchange Commission of Pakistan for their continued support and guidance and the customers for their patronage. I would also like to express sincere appreciation to the employees of the Bank for their dedication and hard work.

On behalf of the Board of Directors

President & CEO Naved A. Khan

Date: February 23, 2010 Karachi

# Adding New Colors

Our sens With a pr

Our sense of innovation knows no boundaries; it knows no limits.

With a promise of transformation, it looks to combine the ideals of perfection and precision.



# Faysal Bank Limited

We have audited the annexed unconsolidated balance sheet of Faysal Bank Limited (the Bank) as at 31 December 2009 and the related unconsolidated profit and loss account, unconsolidated statement of comprehensive income, unconsolidated cash flow statement and unconsolidated statement of changes in equity together with the notes forming part thereof (here-in-after referred to as the 'financial statements') for the year then ended, in which are incorporated the unaudited certified returns from the branches except for 25 branches which have been audited by us and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief were necessary for the purposes of our audit.

It is the responsibility of the Bank's Board of Directors to establish and maintain a system of internal control, and prepare and present the financial statements in conformity with approved accounting standards and the requirements of the Banking Companies Ordinance, 1962 (LVII of 1962), and the Companies Ordinance, 1984 (XLVII of 1984). Our responsibility is to express an opinion on these statements based on our audit.

a)

b) C) d)

Date: February 23, 2010 Karachi

We conducted our audit in accordance with the International Standards on Auditing as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting amounts and disclosures in the financial statements. An audit also includes assessing accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the financial statements. We believe that our audit provides a reasonable basis for our opinion and after due verification, which in the case of financing covered more than 60% of the total financing of the bank, we report that:

in our opinion, proper books of accounts have been kept by the Bank as required by the Companies Ordinance, 1984 (XLVII of 1984), and the returns referred to above received from the branches have been found adequate for the purposes of our audit;

in our opinion:

- the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Banking Companies Ordinance, 1962 (LVII of 1962), and the Companies Ordinance, 1984 (XLVII of 1984), and are in agreement with the books of account and are further in accordance with accounting policies consistently applied except for the changes specified in note 7.1 with which we concur;
- the expenditure incurred during the year was for the purpose of the Bank's business; and
- iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Bank and the transactions of the Bank which have come to our notice have been within the powers of the Bank:

in our opinion and to the best of our information and according to the explanations given to us, the unconsolidated balance sheet, unconsolidated profit and loss account, unconsolidated statement of comprehensive income, unconsolidated cash flow statement and unconsolidated statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan, and give the information required by the Banking Companies Ordinance, 1962 (LVII of 1962), and the Companies Ordinance, 1984 (XLVII of 1984), in the manner so required and give a true and fair view of the state of the Bank's affairs as at 31 December 2009 and its true balance of the profit, its cash flows and changes in equity for the year then ended; and

in our opinion Zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980), was deducted by the Bank and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

KPMG Taseer Hadi & Co Chartered Accountants Syed Najmul Hussain

|  | Note                                       | 2009<br>Rupees '000  |        |  |
|--|--|--|--------|--|
| ASSETS<br>Cash and balances with treasury banks<br>Balances with other banks<br>Lendings to financial institutions<br>Investments<br>Advances<br>Operating fixed assets<br>Deferred tax assets - net<br>Other assets         | 8<br>9<br>10<br>11<br>12<br>13<br>14<br>15 | 8,427,202<br>508,795<br>15,017,826<br>56,531,338<br>91,346,001<br>2,787,617<br>1,279,918<br>4,966,716<br>180,865,413 | 13     |  |
| LIABILITIES<br>Bills payable<br>Borrowings<br>Deposits and other accounts<br>Sub-ordinated loans<br>Liabilities against assets subject to finance lease<br>Deferred tax liabilities - net<br>Other liabilities<br>NET ASSETS | 16<br>17<br>18<br>19<br>20<br>14<br>21     | 1,465,451<br>34,985,766<br>123,655,188<br>999,200<br>-<br>-<br>6,977,069<br>168,082,674<br>12,782,739                |        |  |
| REPRESENTED BY<br>Share capital<br>Reserves<br>Unappropriated profit<br>Surplus on revaluation of assets   | 22<br>23<br>24                             | 6,090,911<br>4,030,056<br>1,215,179<br>11,336,146<br>1,446,593<br>12,782,739   | 1<br>1 |  |
| CONTINGENCIES AND COMMITMENTS  | 25   |  |        |  |

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Net marl

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#### Non mark-u

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Profit befor

Taxation ---

#### Profit after

#### Basic and o

President & CEO

The annexed notes 1 to 49 form an integral part of these financial statements.







2008

8,927,524

36,152,537

83,512,068

2,646,978

3,264,198

1,536,517

999,600 4,103

2,483,355 6,641,542

127,469,378

10,772,108

5,296,445 3,790,023

1,049,519

636,121

10,135,987

10,772,108

13,027,468

102,776,793

138,241,486

-

876,780 2,861,401

|   |      | 2009                     | 2008               |
|---|------|--------------------------|--------------------|
|   | Note | Rupees                   | '000               |
| return / interest earned  | 27   | 16,957,875               | 13,404,132         |
| return / interest expensed  | 28   | <u>11,967,885</u>        | 8,454,755          |
| ark-up / interest income  |      | 4,989,990                | 4,949,377          |
| ion against non-performing loans and advances - net                       | 12.4 | 1,966,414                | 1,544,607          |
| sal of provision for consumer loans - general                             | 12.5 | (26,723)                 | (104,822)          |
| ion for diminution in the value of investments                            | 11.3 | 252,192                  | 607,577            |
| ebts written off directly   |      | 2,191,883                | - 2,047,362        |
| ark-up / interest income after provisions                                 |      | 2,798,107                | 2,902,015          |
|   |      | _,,.                     | _,00_,010          |
| -up / interest income<br>ommission and brokerage income                   |      | 885,124                  | 814,001            |
| nd income   |      | 667,926                  | 1,207,366          |
| e from dealing in foreign currencies                                      |      | 400,477                  | 347,114            |
| (loss) on sale of securities  | 29   | 824,621                  | (133,881)          |
| lized (loss) on revaluation of investments classified as held for trading |      | (45,674)                 | (3,410)            |
| income  | 30   | <b>`80</b> ,591          | 79,403             |
| ion mark-up / interest income   |      | 2,813,065                | 2,310,593          |
|   |      | 5,611,172                | 5,212,608          |
| -up / interest expenses   |      |                          |                    |
| istrative expenses  | 31   | 4,284,086                | 3,257,843          |
| provisions  | 15.3 | (6,444)                  | 96,864             |
| charges   | 32   | 33,029                   | 61,364             |
| ion mark-up / interest expenses   |      | 4,310,671                | 3,416,071          |
|   |      | 1,300,501                | 1,796,537          |
| ary / unusual items   |      | -                        | -                  |
| ore taxation  |      | 1,300,501                | 1,796,537          |
|   | 22   |                          |                    |
| - Current   | 33   | 1,157,443                | 155,956            |
| - Prior years<br>- Deferred   |      | 2,823,492<br>(3,880,593) | 100,000<br>425,629 |
| - Deletted  |      | 100,342                  | 681,585            |
|   |      |                          |                    |
| er taxation   |      | 1,200,159                | 1,114,952          |
| l diluted earnings per share - Rupees                                     | 34   | 1.97                     | 1.83               |
|   |      |                          |                    |

The annexed notes 1 to 49 form an integral part of these financial statements.

President & CEO

Awam Director



Director

|  | <b>2009</b> 2008<br>Rupees '000 |                                       |  |  |  |
|--|---------------------------------|---------------------------------------|--|--|--|
| PROFIT FOR THE YEAR  | 1,200,159                       | 1,114,952                             |  |  |  |
| OTHER COMPREHENSIVE INCOME - RECOGNISED BELOW EQUITY   |                                 |                                       |  |  |  |
| Net change in fair value of available for sale investments<br>Income tax<br>Other comprehensive income / (loss) for the year | 927,792<br>(117,320)<br>810,472 | (5,808,976)<br>633,740<br>(5,175,236) |  |  |  |
| Total comprehensive income / (loss) for the year   | 2,010,631                       | (4,060,284)                           |  |  |  |

The annexed notes 1 to 49 form an integral part of these financial statements.

#### CASH FLOW F

#### CASH FLOW F

The annexed no

Unte President & CEO







| Note     Rupes 1001       CASH_DURGENEST     1,000,000       Barbanest  |  |      | 2009         | 2008        |
|---|--|------|--------------|-------------|
| Prof. bioling is usable       1300,501       1370,501         Construction       033,5000       01377,500         Applications for       033,5000       01377,500         Applications for       033,5000       0147,5000         Applications for       033,5000       0147,5000         Applications for       033,5000       014,6007         Applications for       035,500       014,6007         Applications for       045,671       014,6007         Applications for       043,671       014,6007         Applications for       043,671       014,6007         Applications for       043,671       014,6007         Applications for       043,671       014,600         Applications for       044,671 <th></th> <th>Note</th> <th>Rupees</th> <th></th>  |  | Note | Rupees       |             |
| Late::::::::::::::::::::::::::::::::::::  | CASH FLOW FROM OPERATING ACTIVITIES  |      |              |             |
| Late::::::::::::::::::::::::::::::::::::  |  |      |              |             |
| Approximation         (1398.090)         (1178.090)           Approximation         (1398.090)         (1178.090)           Provide against non-performing bears and advances - not         98.383         (141.450.07)           Provide against non-performing bears and advances - not         98.383         (141.450.07)           Provide against non-performing bears and advances - not         98.283         (141.450.07)           Provide against non-performing bears and advances - not         (141.450.07)         (141.450.07)           Provide against non-performing bears and advances - not         (141.450.07)         (141.450.07)           Provide against non-performing bears and advances - not         (141.450.07)         (141.450.07)           Provide not not not bears advances - not         (141.450.07)         (141.450.07)         (141.450.07)           Provide not not head advances - not         (141.450.07)         (141.450.07)         (141.450.07)           Provide not not head advances - not         (141.450.07)         (141.450.07)         (141.450.07)           Contraster         (141.450.07)         (141.450.07)         (141.450.07)         (141.450.07)           Contraster         (141.450.07)         (141.450.07)         (141.450.07)         (141.450.07)           Contraster         (141.450.07)         (141.450.07)         (141   |  |      |              |             |
| Dependencies         \$51,333         \$35,330         \$35,333         \$35,333         \$35,333         \$35,333         \$35,333         \$35,333         \$35,333         \$35,333         \$35,333         \$35,333         \$35,333         \$35,333         \$35,333         \$35,340         \$11,11,11,11,11,11,11,11,11,11,11,11,11,  | Less. Ivial kup / return / interest earned on available for sale securities    |      |              |             |
| Aminisation<br>Provides plants the performing basis at advances - net<br>Provides of drives asses         96338         15,119           Provides plants the performing basis at advances - net<br>Provides of drives asses         96338         15,119           Uncluded loss on revolution of investments<br>basis of drives asses         66,441         13,442,01           Uncluded loss on revolution of investments<br>basis of drives asses         66,442         3,449           Uncluded loss on revolution of investments<br>basis of drives asses         66,022         2,2132           (10,023)         2,017,002         2,017,002         2,013,003           (14,03500)         (14,03500)         0,022,013         0,002,01         0,002,013           (14,03500)         (14,03500)         (14,03500)         (10,023)         0,002,013         0,002,01   | Adjustments for :  |      | 542.020      | 202.400     |
| Provision against non-performing loans and advances - net l         1,866,414         1,454,507           Provision for domination for construction for investments assolitation for construction for domination for domination for domination for dominati   |  |      |              |             |
| Reversion of consumer towns - general (10,4822)         (64,822)         (64,822)           Provide of consumer towns - general (10,4822)         (64,822)         (64,822)           Provide of consumer towns - general (10,822)         (64,822)         (64,822)           Not to pole consumer towns - general (10,822)         (64,822)         (64,822)           Not to pole consumer towns - general (10,822)         (64,822)         (64,822)           Not to pole consumer towns - general (10,822)         (64,822)         (64,822)           Not to pole consumer towns - general (10,822)         (64,822)         (64,822)           Not to pole consumer towns - general (10,822)         (64,822)         (64,822)           Not to pole consumer towns - general (10,822)         (64,822)         (64,822)           Not towns - general (10,822)         (64,822)         (64,822)           Not towns - general (10,822)         (71,856)         (71,856)         (71,956)           Not towns - general (10,922)         (71,956)         (71,956)         (71,956)         (71,956)           Not towns - general (10,922)         (71,956)         (71,956)         (71,956)         (72,957)           Not towns - general (10,922)         (71,956)         (71,956)         (71,956)         (72,97,950)         (72,97,950)         (72,97,950)         (72,97,   |  |      |              |             |
| Provision for diminution in value of investments         22,121         007,577           Provision for diminution in value of investments         6,444         8,548         9,548           Provision for diminution in value of investments         6,444         8,548         10,528           Prance charges on leased assets         6,449         8,548         10,128           Exchange gain         7,000,201         2,000,2   |  |      |              |             |
| Uncasized loss on revaluation of investments classified as held for trading         45,574         3,410           Nut priof to adje oproperty and oprigone of leade of property  |  |      |              | 607,577     |
| Met port on sale of property and equipment       6,788       (10,781)         Prinance charges on based assets       2,270,000       2,000         Landing to financial institutions       3,416,701       10,200         Heid for facing securities       11,495,801       (14,854,802)       11,495,801         Heid for facing securities       11,495,801       (14,95,801)       (12,91,801)         Other securities       11,495,801       (12,91,801)       (12,91,801)         Interval       0,000,000       11,495,801       (12,91,801)       (12,91,801)         Interval       0,000,000       11,491,800       (12,91,801)       (12,91,801)       (12,91,801)         Interval       0,000,000       11,491,800       11,491,800       (12,91,801)       (12,91,801)       (12,91,801)       (12,91,801)       (12,91,801)       (12,91,801)       (12,91,801)       (12,91,801)       (12,91,801)       (12,91,801)       (12,91,801)       (12,91,801)       (12,91,801)       (12,91,801)       (12,91,801)       (12,91,91)       (12,91,91)       (12,91,91)       (12,91,91)       (12,91,91)       (12,91,91)       (12,91,91)       (12,91,91)       (12,91,91)       (12,91,91)       (12,91,91)       (12,91,91)       (12,91,91)       (12,91,91)       (12,91,91)       (12,91,91)       (12,91,  |  |      |              |             |
| Finance shares on lease is asses       1       2       2.000         Exchange gain       2.177.002       2.040.000       2.072.015         (for crosse) / Decrease in operating assets       1       2.040.000       0.072.015         Lendings to financial institutions       11.856.425       3.440.701       0.03.885.500       0.072.015         Advances       11.856.425       1.440.0001       1.456.425       0.03.885.500       0.02.055         Driverses / Decrease in operating labilities       11.856.425       1.440.0001       0.03.885.500       0.03.885.500       0.03.885.500       0.03.885.500       0.03.885.500       0.07.0410       0.03.885.500       0.07.0410       0.03.885.500       0.03.93.51       0.09.93.755.500       0.07.0410   |  |      |              |             |
| Exchange gain       (89,022)       (93,58,01)         (dracesse)       (643,086)       872,213         Lendings to francial institutions       (146,642)       (14,16,500)         Held for trading securities       (14,16,500)       (14,16,500)         Advances       (14,16,500)       (14,16,500)         Difference / (Decrease) in operating liabilities       (14,64,382)       (14,64,382)         Bits payable       (14,64,382)       (14,64,382)       (16,70,410)         Borrowings       (14,64,382)       (14,64,382)       (16,70,410)         Deproting       (14,64,382)       (14,64,382)       (16,70,410)         Bits payable       (14,64,382)       (17,76,66)       (17,76,745)       (12,72,77)         Borrowings       (14,64,382)       (17,76,66)       (17,76,745)       (12,72,72)         Cher Buildilles (excluding ournent taxation)       (14,64,382)       (16,77,745)       (12,72,72)         Net coast how from operating activities       (14,77,745)       (12,72,745)       (12,72,745)       (12,72,745)         Net coast how from operating activities       (14,72,802)       (13,77,745)       (12,72,745)       (12,72,745)       (12,72,745)       (12,72,745)       (12,72,745)       (12,72,745)       (12,72,745)       (12,72,745)       (12,7  |  |      |              |             |
| 2,77,002       2,048,911         (https://doi.org/10.1111/0000       (https://doi.org/10.1111/0000       972013         (https://doi.org/10.11111/0000       (https://doi.org/10.11111/0000       (https://doi.org/10.11111111111111111111111111111111111   |  |      |              |             |
| (neresse) / Decrease in operating assets         (649,66)         872.013           Lendings to financial institutions         (11,856,429)         3,416,701           Heid for training southings         (14,403,330)         (12,133,771)           Bills payle         (71,664)         (12,133,771)           Bills payle         (14,403,330)         (12,313,771)           Dotre assets         (14,403,330)         (12,313,771)           Dotre assets         (17,564)         (12,135,771)           Dotre assets         (17,562,84)         (12,135,771)           Dotre assets         (12,135,773)         (12,213,771)           Dotre assets         (12,175,726,726,726,726,726,726,727,726,726,727,726,726   | Exchange gain  |      |              |             |
| Lendings to financial institutions       (11,856,422)       (14,856,422)       (14,91,59)         Held for trading securities       (14,91,59)       (14,91,59)       (14,91,59)         Advances       (14,91,59)       (14,91,59)       (14,91,59)       (14,91,59)         Other assets       (14,91,59)  |  |      |              |             |
| Held for trading securities<br>Advances<br>Other assets       (1,410,590)<br>(1,4490,92)       (1,91,09)<br>(1,91,09)<br>(1,4490,92)       (1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,91,09)<br>(1,9 | (Increase) / Decrease in operating assets                                      |      | (11 956 425) | 2 /16 704   |
| Advances       (3,773,524)       (3,868,582)         Other asses       (2,4490,021)       (1,291,571)         Increase / (Decrease) in operating liabilities       (2,4490,021)       (1,291,571)         Bills payable       (2,4490,021)       (1,291,571)         Other asses       (2,4490,021)       (1,291,571)         Other liabilities (excluding current taxation)       (2,81,30)       (2,82,33)         Other liabilities (excluding current taxation)       (2,82,130)       (2,82,130)         CASH FLOW FROM INVESTING CARUTIES       (3,306,49)       (3,806,49)         Net investments in available for sale securities       (3,3568,302)       (3,806,49)         Net investments in available for sale securities       (3,3568,302)       (3,806,49)         Net investments in available for sale securities       (3,3568,302)       (3,806,49)         Dividend seceleval       (4,633,47)       (1,423,275)       (2,424,44)         Sale proceeds for indeposal of thed assets       (3,3568,302)       (3,806,49)       (3,802,49)         Net investments in available for sale securities       (3,377,755)       (2,424,44)       (4,805,97)       (2,424,44)         Net investments in operating fueld on analysis       (4,602,61)       (3,802,61)       (3,802,61)       (3,802,61)       (3,802,61)       (3,802,61) <td></td> <td></td> <td></td> <td></td>  |  |      |              |             |
| Other assets         (1,449,382)         (2,805,860)           Increase () Operating liabilities         (2,490,201)         (1,291,571)         (1,291,571)           Bills payoble         21,955,298         3,001,013 <td< td=""><td></td><td></td><td></td><td></td></td<>   |  |      |              |             |
| Increase / (Decrease) in operating liabilities           (24490.021)         (1291.571)           Bills payable         (71.066)         (870.410)           Borrowings         20,878.398         779.371           Deposits         20,878.398         779.371           Other liabilities (excluding current taxation)         42,898.373         22.842.444           17,795.026         (12,91.571)         (12,91.571)           Net cash flow from operating activities         13,991,1449         1.862.244           17,070.011         (12,91.571)         (12,91.571)           Net investments in held to maturity securities         13,991,1449         1.862.244           17,070.011         (12,91.571)         (12,91.571)         (12,91.571)           Net investments in held to maturity securities         13,991,1449         1.862.244           17,070.011         (13,91.371)         (13,91.371)         (13,91.371)           Net investments in held to maturity securities         5,250.017         (13,91.371)         (14,90.271)           Net investments in held to maturity securities         3,804.699         1,724.991         (12,81.971)           Securities         5,64.31         (13,83.913)         (12,82.91)         (12,82.91)           Net cash flow from disolations         (13,83.913)         (14,  |  |      |              |             |
| Bills payable       (71,066)       (370,410)         Borrowings       20,873,395       (370,410)         Deposits       20,873,395       (28,130)         Other liabilities (excluding current taxation)       42,888,373       26,42,444         1nrome tax pail       (3,777,815)       (24,224,884)         Net cash flow from operating sativities       (3,777,815)       (24,222,884)         CASH FLOW FROM INVESTING ACTIVITES       (3,00,699)       (3,787,735)         Net investments in held to maturity securities       (3,256,210)       (1,192,875)         Net investments in held to maturity securities       (3,268,3302)       (7,61,89)         Markup / Interest received on available for sale securities       (8,805,246)       (1,192,875)         Markup / Interest received on available for sale securities       (8,805,246)       (1,192,875)         Sale proceeds from disposal of fixed assets       (8,805,246)       (1,22,317)         Net cash flow finities displanting       (4,403)       (4,23,91)       (4,23,90)         Viet cash flow finities displanting       (4,463,91)       (1,22,176)       (1,23,21,76)         Sale proceeds from disposal of fixed assets       (4,102)       (3,332)       (1,232,176)         Net cash flow finities displanting of the year as previousif represent cash and cash equivalents at be  |  |      |              |             |
| Berowings<br>Deposits<br>Other liabilities (excluding current taxation)<br>21,958,298<br>(20,873,395)<br>21,32,746<br>(22,8130)<br>2,642,444<br>17,759,044<br>(22,808)<br>2,642,444<br>17,759,044<br>(22,808)<br>2,642,444<br>17,759,044<br>(22,808,302)<br>(22,588,302)<br>(22,588,302)<br>(22,588,302)<br>(22,588,302)<br>(23,589,302)<br>(23,589,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,302)<br>(2,588,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,688,719)<br>(2,6                    |  |      | (71.066)     | (870.410)   |
| Deposite <sup>®</sup><br>Other liabilities (excluding current taxation)     20,878,395     7(29,371,<br>12,898,373     2(24,244)       Income tax paid     (3,777,815)     (34,040)       Net cash flow from operating activities     (3,777,815)     (34,040)       Net investments in available for sale securities     (3,777,735)     (3,805,202)       Net investments in held to maturity securities     (3,777,735)     (8,805,245)       Nutrop interest received on available for sale securities     (3,805,245)     (4,805,245)       Nutrop interest received on available for sale securities     (4,805,211)     (1,22,875)       Sale proceeds find dasasts     (1,4633,913)     (2,688,719)       CASH FLOW FROM FINANCING ACTIVITIES     (400)     (4,00)     (4,00)       Payments of sub-ordinated loan     (400)     (1,22,171)     (1,4633,913)       Cash and cash equivalents at beginning of the year as previously reported     (1,423,173)     (1,423,173)       Cash and cash equivalents at beginning of the year as previously reported     (4,00)     (1,22,171)       Cash and cash equivalents at no of the year as previously reported     (2,51,196,202)     (2,111,960)       Cash and cash equivalents at no of the year as restaided     (2,80,210)     (2,31,176)       Cash and cash equivalents at no of the year as restaided     (2,320)     (2,321,176)       Cash and cash equivalents at beginning of the year as restaided </td <td></td> <td></td> <td></td> <td></td>   |  |      |              |             |
| 42,898,373       2,642,444         17,759,264       2,222,886         (3,777,7815)       (340,640)         13,981,489       (380,6245)         Net cash flow from operating activities       (23,588,302)         Net investments in available for sale securities       (23,588,302)         Net investments in held to maturity securities       (3,777,735)         Net investments in held to maturity securities       (3,804,699)         Natrup / interest received on available for sale securities       (3,804,699)         Sale proceeds from disposal of fixed assets       (3,804,699)         Sale proceeds from disposal of fixed assets       (3,804,699)         Net cash flow from investing activities       (4,633,913)         Cash HLOW FINALCING ACTIVITIES       (4,633,913)         Payments of sub-ordinated loan       (4,400)         Payments of sub-ordinated loan       (4,402)         Payments of sub-ordinated loan       (4,405)         Cash and cash equivalents ta beginning of the year as previously reported       (3,402,117,800)         Cash and cash equivalents ta beginning of the year as previously reported       (4,805)         Cash and cash equivalents ta beginning of the year as previously reported       (4,805)         Sash and cash equivalents ta the digning of the year as previously reported       (8,804,204) </td <td></td> <td></td> <td></td> <td></td>  |  |      |              |             |
| Income tax paid<br>Net cash flow from operating activities<br>CASH FLOW FROM INVESTING ACTIVITIES<br>Net investments in wallable for sale securities<br>Net investments in wallable for sale securities<br>Net investments in portang fact darge securities<br>Net cash flow from investing activities<br>CASH FLOW FROM FINANCING ACTIVITES<br>Payments of law-ordinated loan<br>Payments of law-ordinate loan<br>Payments of law-ordinated loan<br>Payments of law-ordinate loan<br>Paym   | Other liabilities (excluding current taxation)                                 |      | 132,746      | (228,130)   |
| Income tax paid(3,777,815)(340,0640)Net cash flow from operating tax virties1,381,4491,882,246CASH FLOW FROM INVESTING ACTIVITES3,891,4491,882,246Net investments in held to maturity securities(2,580,302)3,787,725Dividends received3,806,2453,806,245(4,805,245)Dividends received3,806,2451,192,875(1,192,875Dividends received3,806,2453,684,2591,122,875Dividends received3,684,2591,224,803(2,686,719)Sale proceeds from disposal of fixed assets3,684,394,2,304Net cash flow from investing activities36,6434,2,304CASH FLOW FROM FINANCING ACTIVITES(4,400)(4,400)Payments of lease obligations(4,425)(1,325,507)Dividends paid(4,655)(1,225,579)(2,1175)Net cash lead infrancing activities(6,657,329)(2,1175)Cash and cash equivalents at beginning of the year as previously reported9,804,304(1,325,607)Effects of exchange rate change  |  |      |              |             |
| Net cash flow from operating activities       13,981,449       1,882,246         CASH FLOW FROM INVESTING ACTIVITIES       (23,588,302)       3,787,735         Net investments in held to maturity securities       (3,2588,302)       3,787,735         Net investments in held to maturity securities       (4,005)       1,192,873         Net dash flow from disposal of fixed assets       (3,804,699)       1,1724,803         Stel proceeds from disposal of fixed assets       (762,371)       (61,191)         Stel proceeds from disposal of fixed assets       (14,633,913)       (2,668,719)         CASH FLOW FROM FINANCING ACTIVITES       (4400)       (400)         Payments of use asolities       (4,405)       (1,325,507)         Obvidends pad       (4,425)       (1,325,507)         Net cash used in financing activities       (4,465)       (1,325,507)         Obvidends pad       (4,425)       (1,325,507)         Net cash and cash equivalents at beginning of the year as previously reported       (8,802,22)       (2,111,980)         Elects of exchange rate changes on cash and cash equivalents       (9,803,326       (1,196,284)         Cash and cash equivalents at beginning of the year as restated       (9,803,326       (1,191,628,45)         Cash and cash equivalents at do of the year       35       9,235,997       9,804  |  |      |              |             |
| CASH FLOW FROM INVESTING ACTIVITIES         Net investments in available for sale securities         Net investments in held to maturity securities         Net investments in held to maturity securities         Nate investments in operating fixed assets         Markup / interest received on available for sale securities         Markup / interest received on available for sale securities         Markup / interest received on available for sale securities         West cash flow from investing advised assets         Sale proceeds from disposal of fixed assets         Vest cash flow from investing advised         CASH FLOW FROM FINANCING ACTIVITIES         Payments of isea obligations         Dividends paid         Payments of isea obligations         Dividends paid         Cash and cash equivalents at beginning of the year as previously reported         Effects of exchange rate change and cash equivalents         Cash and cash equivalents at heginning of the year as restated         Cash and cash equivalents at heginning of the year as restated         Cash and cash equivalents at heginning of the year as restated         Cash and cash equivalents at heginning of the year as restated         Cash and cash equivalents at heginning of the year as restated         Cash and cash equivalents at heginning of the year as restated         Cash and cash equivalents at heginning of   |  |      |              |             |
| Net investments in held to rate securities       (23,588,302)       3,787,733         Net investments in held to maturity securities       5,250,017       (8,805,245)         Dividends received       3,804,639       1,192,875         Markup / Interest received on available for sale securities       3,804,639       1,724,803         Investments in operating fixed assets       3,804,639       (1,11,191)         Sale proceeds from disposal of fixed assets       36,843       42,304         Net cash flow from investing activities       (400)       (4,00)         CASH FLOW FROM FINANCING ACTIVITES       (3,400)       (1,321,175)         Payments of sub-ordinated loan       (4,4865)       (1,325,507)         Payments of lease obligations       (4,865)       (1,325,507)         Dividends paid       (4,865)       (1,325,507)         Net cash equivalents at beginning of the year as previously reported       9,804,304       (1,325,507)         Cash and cash equivalents at beginning of the year as restated       9,803,326       11,196,244         Cash and cash equivalents at beginning of the year as restated       9,803,326       11,196,244         Cash and cash equivalents at beginning of the year as restated       9,803,326       11,196,244         Cash and cash equivalents at ed of the year       35       9,235,997   | Net cash flow from operating activities  |      | 13,981,449   | 1,882,246   |
| Net investments in held to maturity securities       5,250,017       (8,805,245)         Dividends received       3,804,699       1,724,803         Markup / Interest received on available for sale securities       3,804,699       1,724,803         Investments in operating fixed assets       (8,805,245)       3,804,699         Sale proceeds from disposal of fixed assets       (8,805,245)       42,304         Net cash flow from investing activities       (14,633,913)       (2,688,719)         CASH FLOW FROM FINANCING ACTIVITIES       (4,00)       (4,00)         Payments of sub-ordinated loan       (4,402)       (3,932)         Payments of lease obligations       (4,465)       (1,321,175)         Obsciences       (64,665)       (1,322,507)         (Cerrease) / Increase in cash and cash equivalents       (2,111,800,483         Cash and cash equivalents at beginning of the year as previously reported       9,804,304       11,380,483         Effects of exchange rate changes on cash and cash equivalents       9,893,326       11,916,284         Cash and cash equivalents at beginning of the year as previously reported       9,804,304       11,916,284         Cash and cash equivalents at end of the year       35       9,235,997       9,804,304         The annexed notes 1 to 49 form an integral part of these financial statements. <td< td=""><td>CASH FLOW FROM INVESTING ACTIVITIES</td><td></td><td></td><td></td></td<>   | CASH FLOW FROM INVESTING ACTIVITIES  |      |              |             |
| Dividends received       645.201       1,192,875         Markup / interest received on available for sale securities       3,804,699       1,724,803         Investments in operating fixed assets       3,804,699       1,724,803         Sale proceeds from disposal of fixed assets       3,804,699       1,724,803         Set cash flow from investing activities       (4,633,913)       42,304         CASH FLOW FROM FINANCING ACTIVITES       (4,000)       (4,000)         Payments of sub-ordinated loan       (4,425)       (3,932)         Payments of sub-ordinated loan       (4,425)       (1,322,507)         Dividends paid       (4,865)       (1,322,507)         Dividends paid       (2,111,980)       (2,111,980)         Cash and cash equivalents at beginning of the year as previously reported       9,804,304       11,380,483         Effects of exchange rate changes on cash and cash equivalents       9,804,304       11,980,483         Cash and cash equivalents at beginning of the year as restated       9,893,326       11,916,284         Cash and cash equivalents at beginning of the year as restated       9,893,326       11,916,284         Cash and cash equivalents at beginning of the year as restated       9,893,326       11,916,284         Cash and cash equivalents at of the year       35       9,235,997       9,804  |  |      |              |             |
| Markup / interest received on available for sale securities       3,804,699       1,724,803         Investments in operating fixed assets       3,804,699       (611,191)         Sale proceeds from disposal of fixed assets       (4,633,913)       (2,668,719)         CASH FLOW FROM FINANCING ACTIVITIES       (4,000)       (4,00)         Payments of lease obligations       (4,125)       (3,332)         Dividends paid       (4,125)       (1,321,175)         Net cash sequivalents at beginning of the year as previously reported       (4,855)       (1,322,507)         Cash and cash equivalents at beginning of the year as restated       9,804,304       11,380,4639         Cash and cash equivalents at beginning of the year as restated       9,804,304       11,380,4639         Cash and cash equivalents at beginning of the year as restated       9,804,304       11,380,4639         Cash and cash equivalents at beginning of the year as restated       9,804,304       11,380,4639         Cash and cash equivalents at beginning of the year as restated       9,804,304       11,380,4639         Cash and cash equivalents at beginning of the year as restated       9,804,304       11,380,4639         Cash and cash equivalents at ed of the year       35       9,235,997       9,804,304         The annexed notes 1 to 49 form an integral part of these financial statements.       1 <td></td> <td></td> <td></td> <td></td>   |  |      |              |             |
| Investments in operating fixed assets(782,371)(611,191)Sale proceeds from disposal of fixed assets36,84342,304Net cash flow from investing activities(14,633,913)(2,688,719)CASH FLOW FROM FINANCING ACTIVITIES(4,00)(4,00)Payments of sub-ordinated loan(4,125)(3,403)Payments of lease obligations(1,321,175)(1,321,175)Dividends paid(4,865)(1,325,507)Recash and cash equivalents(657,329)(2,111,980)Cash and cash equivalents at beginning of the year as previously reported9,804,30411,300,483Effects of exchange rate changes on cash and cash equivalents9,893,32611,916,284Cash and cash equivalents at beginning of the year as restated9,804,30411,916,284Cash and cash equivalents at of the year359,235,9979,804,304The annexed notes 1 to 49 form an integral part of these financial statements.359,235,9979,804,304  |  |      |              |             |
| Sale proceeds from disposal of fixed assets       36,843       42,304         Net cash flow from investing activities       (14,633,913)       (2,668,719)         CASH FLOW FROM FINANCING ACTIVITIES       (400)       (400)         Payments of lease obligations       (4,125)       (3,932)         Dividends paid       (340)       (1,321,175,507)         Net cash used in financing activities       (4865)       (1,325,507)         (Decrease) / Increase in cash and cash equivalents       9,804,304       13,80,483         Cash and cash equivalents at beginning of the year as previously reported       9,804,304       13,80,483         Effects of exchange rate changes on cash and cash equivalents       9,804,304       13,80,483         Cash and cash equivalents at beginning of the year as restated       9,803,326       11,916,284         Cash and cash equivalents at end of the year       35       9,235,997       9,804,304         The annexed notes 1 to 49 form an integra part of these financial statements.       1       1       1   |  |      |              |             |
| Net cash flow from investing activities       (14,633,913)       (2,668,719)         CASH FLOW FROM FINANCING ACTIVITIES         Payments of sub-ordinated loan       (400)       (400)         Payments of lease obligations       (4,125)       (3,932)         Dividends paid       (4,465)       (1,322,175)         Net cash used in financing activities       (4,865)       (1,325,507)         (Decrease) / Increase in cash and cash equivalents       (657,329)       (2,111,800)         Cash and cash equivalents at beginning of the year as previously reported       9,804,304       13,804,803         Effects of exchange rate changes on cash and cash equivalents       9,804,326       11,916,224         Cash and cash equivalents at beginning of the year as restated       9,804,304       13,804,804         Cash and cash equivalents at end of the year       9,804,326       11,916,224         Cash and cash equivalents at end of the year       9,804,304       13,804,304         The annexed notes 1 to 49 form an integral part of these financial statements.       0       9,804,304  |  |      |              |             |
| Payments of sub-ordinated loan       (400)       (400)       (400)         Payments of lease obligations       (4125)       (3320)       (1,321,175)         Dividends paid       (4865)       (1,325,507)       (2,111,980)         Net cash used in financing activities       (657,329)       (2,111,980)         Cash and cash equivalents at beginning of the year as previously reported       9,804,304       11,380,483         Effects of exchange rate changes on cash and cash equivalents       9,893,326       11,916,284         Cash and cash equivalents at beginning of the year as restated       9,804,304       11,916,284         Cash and cash equivalents at of the year       35       9,235,997       9,804,304         The annexed notes 1 to 49 form an integral part of these financial statements.       11       11   | Net cash flow from investing activities  |      | (14,633,913) | (2,668,719) |
| Payments of sub-ordinated loan       (400)       (400)       (400)         Payments of lease obligations       (4125)       (3320)       (1,321,175)         Dividends paid       (4865)       (1,325,507)       (2,111,980)         Net cash used in financing activities       (657,329)       (2,111,980)         Cash and cash equivalents at beginning of the year as previously reported       9,804,304       11,380,483         Effects of exchange rate changes on cash and cash equivalents       9,893,326       11,916,284         Cash and cash equivalents at beginning of the year as restated       9,804,304       11,916,284         Cash and cash equivalents at of the year       35       9,235,997       9,804,304         The annexed notes 1 to 49 form an integral part of these financial statements.       11       11   | CASH FLOW FROM FINANCING ACTIVITIES  |      |              |             |
| Dividends paid       (340)       (1,321,175)         Net cash used in financing activities       (4,865)       (1,322,507)         (Cecrease) / Increase in cash and cash equivalents       (657,329)       (2,111,980)         Cash and cash equivalents at beginning of the year as previously reported       9,804,304       11,380,483         Effects of exchange rate changes on cash and cash equivalents       9,804,304       11,916,284         Cash and cash equivalents at beginning of the year as restated       9,804,304       11,916,284         Cash and cash equivalents at end of the year       35       9,235,997       9,804,304         The annexed notes 1 to 49 form an integral part of these financial statements.       1       1  | Payments of sub-ordinated loan   |      |              | (400)       |
| Net cash used in financing activities       (4,865)       (1,325,507)         (Decrease) / Increase in cash and cash equivalents       (657,329)       (2,111,980)         Cash and cash equivalents at beginning of the year as previously reported       9,804,304       11,380,483         Effects of exchange rate changes on cash and cash equivalents       9,804,304       11,380,483         Cash and cash equivalents at beginning of the year as restated       9,893,326       11,916,284         Cash and cash equivalents at end of the year       35       9,235,997       9,804,304         The annexed notes 1 to 49 form an integral part of these financial statements.       1       1   | Payments of lease obligations  |      |              |             |
| (Decrease) / Increase in cash and cash equivalents       (657,329)       (2,111,980)         Cash and cash equivalents at beginning of the year as previously reported       9,804,304       11,380,483         Effects of exchange rate changes on cash and cash equivalents       9,804,304       11,380,483         Cash and cash equivalents at beginning of the year as restated       9,893,326       11,916,284         Cash and cash equivalents at end of the year       35       9,235,997       9,804,304         The annexed notes 1 to 49 form an integral part of these financial statements.       1       1   | Dividends paid   |      |              |             |
| Cash and cash equivalents at beginning of the year as previously reported       9,804,304       11,380,483         Effects of exchange rate changes on cash and cash equivalents       9,804,304       11,380,483         Cash and cash equivalents at beginning of the year as restated       9,893,326       11,916,284         Cash and cash equivalents at end of the year       35       9,235,997       9,804,304   |  |      |              |             |
| Effects of exchange rate changes on cash and cash equivalents       89,022       535,801         Cash and cash equivalents at beginning of the year as restated       9,893,326       11,916,284         Cash and cash equivalents at end of the year       35       9,235,997       9,804,304  | (Decrease) / Increase in cash and cash equivalents                             |      | (657,329)    | (2,111,980) |
| Cash and cash equivalents at beginning of the year as restated       9,893,326       11,916,284         Cash and cash equivalents at end of the year       35       9,235,997       9,804,304         The annexed notes 1 to 49 form an integral part of these financial statements.       1       1       1  | Cash and cash equivalents at beginning of the year as previously reported      |      |              |             |
| Cash and cash equivalents at end of the year 35 9,235,997 9,804,304   | Effects of exchange rate changes on cash and cash equivalents                  |      |              |             |
| The annexed notes 1 to 49 form an integral part of these financial statements.  | Cash and cash equivalents at beginning of the year as restated                 |      | 9,893,326    | 11,916,284  |
|   | Cash and cash equivalents at end of the year                                   | 35   | 9,235,997    | 9,804,304   |
|   | The annexed notes 1 to 49 form an integral part of these financial statements. |      |              |             |
|   |  | 1    | //           |             |

Unle V President & CEO





Director

| Faysal Banl  |
|--------------|
|              |
| NOTES        |
| For the year |
| I UI LIE yea |

|  |                              | Reserves         |  | Reserves                     |                              |  |             |   |   | 1. | S                    |
|--|------------------------------|------------------|--|------------------------------|------------------------------|--|-------------|---|---|----|----------------------|
|  |                              | Ca               | apital                                     |                              | Revenue                      | 1  |             |   |   |    |                      |
|  | Share<br>capital             | Share<br>premium | Reserve for<br>issue of<br>bonus<br>shares | Statutory reserve            | Capital<br>market<br>reserve | Unappropriated<br>profit                   | Total       |   |   |    | Fa<br>Its<br>a<br>(2 |
|  |                              |                  |  | - Rupees ' 00                | 0                            |  |             |   |   |    | т                    |
| Balance as at January 1, 2008  | 5,296,445                    | -                | -  | 3,177,491                    | 389,542                      | 1,481,668                                  | 10,345,146  |   |   |    |                      |
| Final dividend for the year ended December 31, 2007  |                              |                  |  |                              |                              |  |             | ] |   |    | ltl                  |
| at Rs. 2.50 per share approved subsequent to the year end  | -                            | -                | -  | -                            | -                            | (1,324,111)                                | (1,324,111) |   |   | 2. | в                    |
| Transfer to statutory reserve  | _                            | -                | _  | 222.990                      | -                            | (222,990)                                  | -           |   |   |    |                      |
| Transaction with owners, recorded directly in equity   | -                            | -                | -  | 222,990                      | -                            |  | (1,324,111) | ] |   |    | In                   |
| <b>Comprehensive Income for the year:</b><br>Profit after tax for the year ended December 31, 2008   | -                            | -                | -  | -                            | -                            | 1,114,952                                  | 1,114,952   |   |   |    | (S<br>th<br>ai       |
| Balance as at December 31, 2008  | 5,296,445                    | -                | -  | 3,400,481                    | 389,542                      | 1,049,519                                  | 10,135,987  | - |   |    | of                   |
| Transfer to reserve for issue of bonus shares<br>Bonus shares issued<br>Transfer to statutory reserve<br><b>Transaction with owners, recorded directly in equity</b> | -<br>794,466<br>-<br>794,466 | -                | 794,466<br>(794,466)                       | -<br>-<br>240,033<br>240,033 | -<br>-<br>-                  | (794,466)<br>-<br>(240,033)<br>(1,034,499) |             |   |   |    | T<br>tra<br>a        |
|  |                              |                  |  |                              |                              |  |             |   | : | 3. | S                    |
| Comprehensive Income for the year:<br>Profit after tax for the year ended December 31, 2009  | -                            | -                | -  | -                            | -                            | 1,200,159                                  | 1,200,159   |   |   |    | T<br>co              |
| Balance as at December 31, 2009  | 6,090,911                    | -                | -  | 3,640,514                    | 389,542                      | 1,215,179                                  | 11,336,146  |   |   |    | С                    |
| The annexed notes 1 to 49 form an integral part of these financial statements.   |                              |                  |  |                              |                              |  |             |   |   |    | th<br>O              |

President & CEO



Duchener Director



#### STATUS AND NATURE OF BUSINESS

Faysal Bank Limited (the Bank) was incorporated in Pakistan on October 3, 1994 as a public limited company under the Companies Ordinance, 1984. Its shares are listed on Karachi, Lahore and Islamabad Stock Exchanges. The Bank is engaged in Commercial, Consumer and Corporate banking activities. The Bank has a branch network of 133 branches (2008: 129 branches); including 6 Islamic Banking branches (2008: Nil); and operates Nil (2008: 2) service centres.

The Registered Office (Head Office) of the Bank is located at Shahra-e-Faisal, Karachi.

Ithmaar Bank B.S.C., an Investment Bank listed in Bahrain, is the ultimate holding company of Faysal Bank Limited.

#### **BASIS OF PRESENTATION**

In accordance with the directives of the Federal Government regarding the shifting of the banking system to Islamic modes, the State Bank of Pakistan (SBP) has issued various circulars from time to time. Permissible forms of trade related modes of financing include purchase of goods by banks from their customers and immediate resale to them at appropriate mark-up in price on deferred payment basis. The purchases and sales arising under these arrangements are not reflected in these financial statements as such but are restricted to the amount of facility actually utilized and the appropriate portion of mark-up thereon.

The financial results of the islamic banking branches have been consolidated in these financial statements for reporting purposes only. Inter branch transaction and balances have been eliminated. In accordance with the directives issued by the State Bank of Pakistan, balance sheet, profit and loss account and cash flow statement of islamic branches are disclosed in Annexure III to these financial statements.

#### STATEMENT OF COMPLIANCE

These financial statements are prepared in accordance with the approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984, the Banking Companies Ordinance, 1962, and the directives issued by the State Bank of Pakistan (SBP). In case the requirements differ, the provisions of and directives issued under the Companies Ordinance, 1984, and the Banking Companies Ordinance, 1962, and the directives issued by the State Bank of Pakistan shall prevail.

The State Bank of Pakistan as per BSD Circular Letter No. 10 dated August 26, 2002 has deferred the applicability of International Accounting Standard 39, Financial Instruments: Recognition and Measurement (IAS 39) and International Accounting Standard 40, Investment Property (IAS 40). Accordingly, the requirements of these standards and their relevant interpretations (issued by the Standards Interpretation Committee - SICs, and the International Financial Reporting Interpretations Committee - IFRICs) have not been considered in the preparation of these financial statements. However, the investments have been classified in accordance with the categories prescribed by the State Bank of Pakistan through various circulars.



# **BASIS OF MEASUREMENT**

These financial statements have been prepared under the historical cost convention, except for the following financial instruments:

- Derivative financial instruments are measured at fair value: and

- Investments classified as held for trading and available for sale are also measured at fair values.

### FUNCTIONAL AND PRESENTATION CURRENCY

These financial statements have been presented in Pakistani Rupee, which is the Bank's functional as well as the reporting currency.

## **USE OF ESTIMATES AND JUDGEMENTS**

The preparation of financial statements in accordance with the approved accounting standards requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses in the current and future reporting periods. The actual results may differ from these estimates.

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including reasonable expectations of future events. Revisions to accounting estimates (other than adjusting events) are recognized prospectively commencing from the period of revision.

Judgements made by the management that have significant effect on the financial statements and estimates with a significant risk of material adjustment in the next year are discussed in note 41 to these financial statements

# SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Changes in accounting policies 7.1

Starting January 1, 2009, the Bank has changed its accounting policies in the following areas:

The Bank has applied "Revised IAS 1 Presentation of Financial Statements (2007)" which became effective from January 1, 2009. This standard required the Bank to present in the statement of changes in equity all owner changes in equity, whereas all non-owner changes in equity are presented in the statement of comprehensive income.

The Bank has applied "IFRS 8 Operating Segments" from January 1, 2009. As a result, additional disclosures have been made relating to financial and descriptive information with respect to individual operating segments and on an enterprise-wide basis. The Bank determines and presents operating segments based on the information that is internally provided to the President / Cheif Executive Officer, who is the Bank's chief operating decision maker which is in detail and has been aggregated in line with the format issued by SBP. The new accounting policy disclosed in note 7.18 has no impact on segments previously disclosed, except for some additional disclosure in the same segments.

date.

7.4

(a)

(b)

(c)

Comparative information has been re-presented so that it is in conformity with the revised / new standards. Since the changes in accounting policies only affect presentation of financial statements, there is no impact on earnings per share.

# 7.2 Financial assets and liabilities

The Bank initially recognizes financial assets and liabilities on the date at which they originate except investments which are recognized on the trade

Financial assets are derecognised when the contractual rights to the cash flows from the asset expire or are transferred. The Bank also enters into transactions whereby it transfers assets recognised on its balance sheet, but retains either all or part of the risks and rewards of the transferred assets. If all or substantially all risks and rewards are retained, then the transferred assets are not derecognised from the balance sheet.

Financial liabilities are derecognised when the contractual obligations expire, or are discharged or cancelled.

# 7.3 Cash and cash equivalents

For the purpose of the cash flow statement, cash and cash equivalents comprise cash, money at call and balances with treasury and other banks.

# Lendings to / borrowings from financial institutions

The Bank enters into transactions of repos and reverse repos at contracted rates for a specified period of time. These are recorded as under:

- Sale under repurchase obligation
- Securities sold subject to a re-purchase agreement (repo) are retained in the financial statements as investments and the counter party liability is included in borrowings. The differential in sale and re-purchase value is accrued over the period of the contract and recorded as an expense.
- Purchase under resale obligation

Securities purchased under agreement to resell (reverse repo) are included in lendings to financial institutions or financing as appropriate. The underlying security is not recognised as a separate asset in the financial statements. The difference between the contracted price and resale price is amortised over the period of the contract and recorded as income.

#### Other borrowings

These are recorded at the proceeds received. Mark-up paid on such borrowings is charged to the profit and loss account over the period of borrowings on accrual basis.



## 7.5 Investments

Faysal Bank Annual Report 2009

Investments in securities, other than investments in subsidiaries and associates are classified as follows:

#### Held for trading (a)

These represent securities, which are either acquired for the purpose of generating profit from short-term fluctuations in prices or dealer's margin or are securities included in the portfolio in which a pattern of short-term profit making exists.

#### Held to maturity (b)

These are securities with fixed or determinable payments and maturity in respect of which the Bank has the positive intent and ability to hold till maturity.

#### (c) Available for sale

These represent securities, which do not fall under the held for trading or held to maturity categories.

Investments other than those classified as held for trading and investments in subsidiaries or associates, are initially recognised at fair value including transaction costs associated with such investments. Investments classified as held for trading are initially recognised at fair value. Subsequently, aforesaid guoted securities are stated at market value. Held to maturity investments are carried at amortised cost as per the requirements laid down in BSD Circular No. 14 dated September 24, 2004, issued by the State Bank of Pakistan. As per SBP directives, the surplus / deficit arising on revaluation is taken to the profit and loss account for trading securities, while for available for sale securities, it is reported below equity / other comprehensive income.

In accordance with SBP's BSD Circular No. 11 of 2004 and BSD Circular No. 06 of 2007, investments in subsidiaries and associates, as defined in approved accounting standards are stated at cost less impairment losses (if any) and are not subject to mark to market.

All purchase and sale of investments that require delivery within the time frame established by regulation or market convention are recognised at the trade date, which is the date the Bank commits to purchase or sell the investment.

Premium or discount on acquisition of investments is amortised through the profit and loss account over the remaining period till maturity using effective interest method.

Unquoted equity securities are valued at the lower of cost and break-up value. Subsequent increases or decreases in the carrying value are recognised in the profit and loss account. Break-up value of equity securities is calculated with reference to the net assets of the investee company as per the latest available audited financial statements.

#### 7.6 Advances

These are stated net of specific and general provision.

Non-performing advances are written off only when all possible courses of action to achieve recovery have proved unsuccessful. The Bank determines write-offs in accordance with the criteria prescribed by SBP vide BPRD Circular No. 06 of 2007 dated June 05, 2007

#### 7.7 **Operating fixed assets**

Owned

Items of property and equipment are stated at cost less accumulated depreciation and impairment losses (if any) except freehold and leasehold land which are stated at cost.

When parts of an item of property and equipment have different useful lives, they are accounted for as separate items of property and equipment.

Leases in terms of which the Bank assumes substantially all the risks and rewards of ownership are classified as assets subject to finance lease. These are stated at amounts equal to the lower of their fair value and the present value of minimum lease payments including any guaranteed residual value, at inception of the lease, less accumulated depreciation and impairment losses (if any). Financial charges are allocated over the period of the lease term so as to provide a constant periodic rate of financial charge on the outstanding liability.

Provision for diminution in the value of securities (except term finance certificates) is made for impairment, if any. Provision for diminution in value of term finance certificates is made as per the guidelines prescribed by the Prudential Regulations issued by SBP.

Specific provision is made for non-performing advances in accordance with the requirements of the Prudential Regulations issued by SBP. The Bank also maintains general provision in accordance with the requirements of the Prudential Regulations and for present potential losses on performing loans, finance leases and consumer loan portfolio.

Finance leases where the Bank transfers substantially all the risks and rewards incidental to ownership of an asset are recognized at an amount equal to the present value of the minimum lease payment including any guaranteed residual value.

Capital work in progress is stated at cost.

#### Assets subject to finance lease

#### Intangibles

Intangible assets with finite lives are stated at cost less accumulated amortisation and impairment losses (if any). Intangible assets with indefinite lives are stated at cost less impairment losses (if any).

### Subsequent costs

Renewals and improvements are included in an asset's carrying amount or are recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Bank and the cost of the item can be measured reliably. All other expenses are charged to income during the financial period in which they are incurred.

## Depreciation and amortisation

Depreciation on property and equipment other than freehold and leasehold land, and amortisation on intangibles is charged to income using the straightline method so as to write off the depreciable amount of an asset over its estimated useful life at the rates given in notes 13.2 and 13.3. The residual value is assessed annually.

A full month's depreciation / amortisation is charged in the month of addition and no depreciation / amortisation is charged in the month of disposal.

### Impairment of operating fixed assets

The carrying amounts of the Bank's operating fixed assets are regularly reviewed to determine whether there is any indication of impairment. An impairment loss is recognised if the carrying amount of an asset exceeds its recoverable amount. Such losses are recognised directly in the profit and loss account.

An impairment loss is reversed if there has been a change in the estimate used to determine the recoverable amount. Such reversals are only made to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined if no impairment loss had been recognised.

### 7.8 Operating leases

Lease payments under operating leases are charged to income on straight line basis over the lease term.

### 7.9 Taxation

Income tax on the profit or loss for the year comprises current and deferred tax. Income tax is recognised in the profit and loss account, except to the extent that it relates to items recognised directly in equity or below equity / other comprehensive income, in which case it is recognised in equity or below equity / other comprehensive income.

# 7.10 Deposits

#### Current

Provision for current taxation is based on the taxable income for the year determined in accordance with the prevailing laws for taxation on income. The charge for the current tax is calculated using tax rates enacted or substantively enacted at the balance sheet date. The charge for current tax also includes adjustments, where considered necessary relating to prior years.

#### Deferred

Deferred tax is recognised using the balance sheet method on all temporary differences arising between tax base of assets and liabilities and their carrying amounts appearing in the financial statements. No deferred tax is provided on the initial recognition of assets and liabilities that affect neither accounting nor taxable profits. A deferred tax asset is recognised only to the extent it is probable that future taxable profits will be available against which the assets can be utilised. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefits will be realised.

Deferred tax is measured at the tax rates that are expected to be applied to the temporary differences when they reverse, based on the laws that have been enacted or substantively enacted by the balance sheet date.

Deposits are initially recorded at the amount of proceeds received. Mark-up accrued on deposits is recognised separately as part of other liabilities and is charged to the profit and loss account over the period.

### 7.11 Provisions and Impairment

Provisions are recognised when the Bank has a legal or constructive obligation as a result of past events and it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate of the amount can be made. Provisions are reviewed at each balance sheet date and are adjusted to reflect the current best estimates.

The carrying amount of the Bank's assets are reviewed at each balance sheet date to determine whether there is any indication of impairment. For an investment in an equity security, a significant and prolonged decline in fair value below its cost is an objective evidence of impairment. If any such indication exists, the recoverable amount of the relevant asset is estimated and an impairment loss is recognised in the profit and loss account whenever the carrying amount of an asset exceeds its recoverable amount. An impairment loss is reversed if the reversal can be objectively related to an event occuring after the impairment loss is recognised.



#### 7.12 Staff retirement benefits **Derivative financial instruments** 7.15 The Bank operates: an approved funded gratuity scheme for all its permanent employees. Contributions are made to cover the obligations under the scheme on the a) basis of actuarial valuation and are charged to income. Cumulative net unrecognized actuarial gains and losses at the end of the previous year are charged or credited to income over the expected average remaining working lives of the employees. Foreign currencies 7.16 an approved funded contributory provident fund for all its permanent employees to which equal monthly contributions are made both by the Bank b) and the employees at the rate of 10 percent of basic salary. Staff retirement benefits are payable to staff on completion of prescribed qualifying period of service under these schemes. 7.13 Revenue recognition 7.17 Off Setting a) Interest / markup and return on regular advances and investments is recognised on accrual basis. Interest / markup on classified advances and investments is recognised on receipt basis. Gains and losses on termination and documentation charges are recognised on receipt basis. b) Fee, commission and brokerage income is recognised when earned. a group of similar transactions Dividend income from investments is recognised when the Bank's right to receive the dividend is established. C) Segment Reporting 7.18 Gains and losses on sale of investments and operating fixed assets are recognised in the profit and loss account, when the risks and rewards of d) ownership are transferred. Income from finance lease is recognised over the term of the lease so as to produce a constant periodic rate of return on the net investment. e) Unrealised income is suspended on classified leases. Repossessed vehicles on account of loan default are recorded in memorandum account. All exchange differences are recognised in income. 7.14 Dividends and appropriation to reserves 7.18.1 Business Segments Dividend and appropriation to reserves are recognised in the year in which these are approved, except appropriations required by the law, which are Corporate finance recorded in the period to which they pertain. and secondary private placements.

Derivative financial instruments are initially recognised at fair value on the date on which the derivative contract is entered into and are subsequently remeasured at fair value. All derivative financial instruments are carried as assets when net fair value is positive and liabilities when net fair value is negative. Any change in the fair value is recognised in the profit and loss account.

All monetary assets, liabilities and commitments for letters of credit, acceptances and guarantees in foreign currencies are translated at rates of exchange approximating those prevailing at the balance sheet date. Foreign currency transactions are recorded at the rates prevailing on the transaction date.

Foreign bills purchased, forward contracts and swaps are valued at forward rates applicable to the respective maturities of the relevant contracts.

Financial assets and liabilities are set off and the net amount is reported in the balance sheet when and only when, the Bank has a legal right to set off the amounts and it intends either to settle on a net basis or to realise the asset and to settle the liability simultaneously.

Income and expenses are presented on a net basis only when permitted by the approved accounting standards, or for gains and losses arising from

Segment reporting is based on operating (business) segments of the Bank. An operating segment is a component of the Bank that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transacitons with any of the Bank's other components. An operating segment's operating results are reviewed regularly by the President / Chief Executive Officer, which have been presented according to the functional basis and the guidance of SBP, to make decisions about resources to be allocated to the segment and assess its performance, and for which financial information is available. These have been presented as per the Bank's functional structure and guidance of SBP. The segments of the Bank are as follows:

This includes investment banking activities such as mergers and acquisitions, underwriting, privatisation, securitisation, Initial Public Offers (IPOs)



9

# Trading and Sales

This segment undertakes the Bank's treasury, money market and capital market activities.

#### Retail banking

Retail banking provides services to small borrowers i.e consumers, small and medium enterprises (SMEs) and agriculture sector. It includes loans, deposits, other transactions and balances with retail customers.

#### Commercial banking

This includes loans, deposits, other transactions and balances with corporate customers.

# 7.18.2 Geographical segment

8.

The Bank conducts all its operations in Pakistan.

| 8. | CASH AND BALANCES WITH TREASURY BANKS                |      | 2009      | 2008      |
|----|--|------|-----------|-----------|
|    |  | Note | Rupees    | s '000    |
|    | In hand  |      |           |           |
|    | - local currency                                     |      | 1,784,440 | 2,331,104 |
|    | - foreign currency                                   |      | 324,187   | 425,575   |
|    | With the State Bank of Pakistan in                   |      | ·         |           |
|    | <ul> <li>local currency current account</li> </ul>   | 8.1  | 4,367,938 | 4,061,066 |
|    | <ul> <li>foreign currency current account</li> </ul> | 8.2  | 365,765   | 400,691   |
|    | - foreign currency deposit account                   | 8.3  | 1,145,480 | 1,214,245 |
|    | With the National Bank of Pakistan in                |      |           |           |
|    | <ul> <li>local currency current account</li> </ul>   |      | 431.642   | 493,628   |
|    | National Prize Bonds                                 |      | 7,750     | 1,215     |
|    |  |      | 8,427,202 | 8,927,524 |

- This represents current accounts maintained with SBP under the requirements of section 22 (Cash Reserve Requirement) of the Banking Companies 8.1 Ordinance, 1962,
- 8.2 This comprises of current accounts maintained with SBP to meet cash reserve requirement of 5% on FE 25 deposits, under the requirements of BSD Circular No. 18 dated March 31, 2001 and OSED Circular No. 1 dated November 13, 2006 and 6% special cash reserve requirement on FE 25 deposits maintained by Islamic Banking branches.

10.

10.2

10.3

This represents special cash reserve requirement maintained with SBP under the requirements of BSD Circular No. 14 of 2008 dated June 21, 2008 and local USD clearing account maintained with SBP to facilitate USD clearing. Profit rates on these balances are fixed on monthly basis by SBP. During the year 0% rate of remuneration (2008: ranging from 0.90% to 3.60%) was notified by SBP on these balances.

| BALANCES WITH OTHER BANKS   | Note         | <b>2009</b><br>Rupees '000          | 2008                        |
|---|--------------|-------------------------------------|-----------------------------|
| In Pakistan<br>- Current accounts                                   |              | 120,292                             | 163,851                     |
| Outside Pakistan - Current accounts                                 | -            | 388,503<br>508,795                  | 712,929<br>876,780          |
| LENDINGS TO FINANCIAL INSTITUTIONS                                  |              |                                     |                             |
| Call money lendings<br>Repurchase agreement lendings (Reverse Repo) | 10.2<br>10.3 | 300,000<br>14,717,826<br>15,017,826 | -<br>2,861,401<br>2,861,401 |
| Particulars of lending  |              |                                     |                             |
| In local currency   | =            | 15,017,826                          | 2,861,401                   |

Call money lendings have been extended to banks at rates ranging from 12.40% to 12.65% per annum (2008: Nil), maturing upto January 2010.

Securities held as collateral against lendings to financial institutions

|                                     |                 | 2009                           |            |                 | 2008                           |           |
|-------------------------------------|-----------------|--------------------------------|------------|-----------------|--------------------------------|-----------|
|                                     | Held by<br>bank | Further given<br>as collateral | Total      | Held by<br>bank | Further given<br>as collateral | Total     |
|                                     |                 |                                | R          | upees '000      |                                |           |
| larket Treasury Bills - note 10.3.1 | 14,717,826      | -                              | 14,717,826 | 2,861,401       | -                              | 2,861,401 |

Market Treasury Bills have been purchased under resale agreements at rates ranging from 12.05% to 12.40% (2008: 14.0% to 14.9% per annum) with maturities up to February 2010. The market value of these securities is Rs. 14.73 billion (2008: Rs 2.9 billion).



#### INVESTMENTS 11.

Investments by type and segment are given below while the detailed break down is contained in Annexure I to these financial statements.

| Investments by type   |                                     |          | 2009                |                   | 2008                   |                 |           |  |
|---|-------------------------------------|----------|---------------------|-------------------|------------------------|-----------------|-----------|--|
|   | Held<br>Ba                          |          | Given as collateral | Total             | Given as<br>collateral | Held by<br>Bank | Total     |  |
| Held for trading securities                                     |                                     |          |                     | Rupees            |                        |                 |           |  |
| Market Treasury Bills   |                                     | 518,471  |                     | 618,471           |                        |                 |           |  |
| Fully paid up ordinary shares                                   |                                     | 311,223  |                     | 811,223           | 19,104                 |                 | 19,104    |  |
| Tully paid up ordinary shares                                   |                                     | 129,694  |                     | 1,429,694         | 19,104                 |                 | 19,10     |  |
| Available for sale securities                                   |                                     | 120,004  |                     | 1,423,034         | 15,104                 |                 | 15,10     |  |
| Market Treasury Bills - note 11.2.1                             | 14.1                                | 192,378  | 17,165,757          | 31,358,135        | 11,345,480             | 1,122,183       | 12,467,66 |  |
| Pakistan Investment Bonds - note 11.2.2                         |                                     | 748,485  | 97,570              | 5,846,055         | 1,154,312              | -               | 1,154,31  |  |
| liara Sukuk Bonds - note 11.2.3                                 |                                     | 162,000  | -                   | 462,000           | -                      | _               |           |  |
| Units of open ended mutual funds                                |                                     | .02,000  |                     | 402,000           |                        |                 |           |  |
| - National Investment (Unit) Trust - note 11.2.4                | 2.6                                 | 571,422  |                     | 2,671,422         | 3.475.056              | _               | 3,475,05  |  |
| - NIT Government Bond Fund                                      |                                     | 50.000   |                     | 50,000            | 0,110,000              |                 | 0,110,00  |  |
| - Faysal Balanced Growth Fund                                   |                                     | 80,374   |                     | 80,374            | 80,374                 |                 | 80,37     |  |
| - Faysal Income Growth Fund                                     |                                     | 200,000  |                     | 200,000           | 200,000                |                 | 200,00    |  |
| - Faysal Savings Growth Fund                                    |                                     | 207,411  |                     | 207,411           | 207,411                |                 | 200,00    |  |
| - First Habib Income Fund                                       | 2                                   | .07,411  |                     | 207,411           | 25,000                 |                 | 25,00     |  |
| - NAFA Cash Fund  |                                     |          |                     |                   | 50,000                 |                 | 50,00     |  |
| - Atlas Income Fund   |                                     |          |                     |                   | 35,000                 |                 | 35,00     |  |
| - United Money Market Fund                                      |                                     |          |                     |                   | 25,000                 |                 | 25,00     |  |
| Fully paid up ordinary shares / modaraba certificates /         | unite of closed and ad mutual funde | 310,932  |                     | 1,810,932         | 1,750,640              |                 | 1,750,64  |  |
| Fully paid up preference shares                                 |                                     | 492,677  | -                   | 492,677           | 492,677                | -               | 492,67    |  |
| Sukuk certificates  |                                     | 85,000   | -                   | 492,077<br>85,000 | 492,077                | -               | 492,07    |  |
| Term finance certificates                                       |                                     | 328,288  | -                   | 1,828,288         | 1,540,859              | -               | 1,540,85  |  |
| Term mance centificates   |                                     | 328,967  | 17,263,327          | 45,092,294        | 20,381,809             | 1,122,183       | 21,503,99 |  |
| Held to maturity securities                                     | 27,0                                | 520,907  | 17,203,327          | 43,092,294        | 20,301,009             | 1,122,103       | 21,505,98 |  |
| Market Treasury Bills   |                                     |          |                     |                   | 8,805,245              |                 | 8,805,24  |  |
| Term finance certificates                                       | 7.1                                 | 27,929   |                     | 7,127,929         | 4,232,778              | _               | 4,232,77  |  |
| Sukuk certificates  |                                     | 127,929  |                     | 2,410,077         | 1,750,000              | _               | 1,750,00  |  |
| Sukuk certificates  |                                     | 538.006  |                     | 9.538.006         | 14.788.023             |                 | 14,788,02 |  |
| Associates  | 3,3                                 | 50,000   |                     | 3,330,000         | 14,700,025             |                 | 14,700,02 |  |
| Fully paid up ordinary shares of Faysal Asset Manager           | ment I td                           | 45,000   |                     | 45,000            | 45,000                 | -               | 45,00     |  |
|   |                                     | ,        |                     | ,                 | 10,000                 |                 | .0,00     |  |
| Subsidiaries  |                                     |          |                     |                   |                        |                 |           |  |
| Fully paid up ordinary shares of Faysal Management S            | Services (Private) Ltd. 1           | 08,000   | -                   | 108,000           | 108,000                | -               | 108,00    |  |
| Investments at cost   |                                     | 949,667  | 17,263,327          | 56,212,994        | 35,341,936             | 1,122,183       | 36,464,11 |  |
| Provision for diminution in the value of investments - note     |                                     | 40,082)  | -                   | (1,140,082)       | (887,890)              | -               | (887,89   |  |
| Investments (Net of Provisions)                                 | 37,8                                | 309,585  | 17,263,327          | 55,072,912        | 34,454,046             | 1,122,183       | 35,576,22 |  |
| Deficit on revaluation of held for trading securities - note 11 | 5 (                                 | (49,084) | -                   | (49,084)          | (3,410)                | -               | (3,41     |  |
| Surplus / (Deficit) on revaluation of available for sale secur  |                                     | 535,296  | (27,786)            | 1,507,510         | 579,718                | -               | 579,71    |  |
| Total investments at market value                               |                                     | 295,797  | 17,235,541          | 56,531,338        | 35,030,354             | 1,122,183       | 36,152,53 |  |

11.1.1 St

Strategic investments are those which the Bank makes with the intention of holding them for a long term duration and are marked as such at the time of investment. Disposals of such investments can only be made subject to fulfillment of criteria prescribed by SBP in the Prudential Regulations. The overall exposure limit for equity investments prescribed by SBP does not apply to these investments. Further, as per SBP instructions in BPD Circular Letter No 16 of 2006 dated August 01, 2006, investments marked as strategic have a minimum retention period of 5 years from the original purchase date, however, these can be sold before the stipulated period with the prior permission of SBP. During 2008 the Bank entered into an agreement for sale of one of strategic investment after taking approval from SBP. Part of that investment has been disposed off and proportionate provision against the investment has been derecognized.

|   | 2009                          | Rupees '000 | 2008                          |
|---|-------------------------------|-------------|-------------------------------|
| Strategic Investments   |                               |             |                               |
| Available for sale securities - Listed  |                               |             |                               |
| Fully paid up ordinary shares / modarba certificates / units of closed ended mutual funds<br>Units of open ended mutual funds | 238,98 <sup>7</sup><br>80,374 |             | 238,981<br>80,374             |
| Available for sale securities - Unlisted<br>Fully paid up ordinary shares   | 797,549                       | 9           | 853,750                       |
| Associate   | 45,000                        | 0           | 45,000                        |
| Subsidiary  | 108,000<br>1,269,904          |             | 108,000                       |
| Provision for diminution in the value of investments  | (287,903)<br>982,007          | <u> </u>    | <u>(175,517)</u><br>1,150,588 |
| Surplus / (Deficit) on revaluation of investments   | 106,114<br>1,088,115          | 4           | (11,945)<br>1,138,643         |

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| 11.2 | Investments by segment  | Note             | <b>2009</b><br>Rupee | 2008<br>25 '000      | 11.2.1 | Market Treasury Bills have tenures of three months to one year. The Bank's yield on these instract 10.1% to 13.6% per annum) with maturities up to September 2010.   | uments ranges f   | from 11.4% to 13.4%  | per annum (2008:     |
|------|---|------------------|----------------------|----------------------|--------|--|-------------------|----------------------|----------------------|
|      | Federal Government Securities - Market Treasury Bills                                       | 11.2.1           | 31,976,606           | 21,272,908           | 11.2.2 | Pakistan Investment Bonds have tenures of 5 to 10 years. The Bank's return on these inves 4.6% to 6.3% per annum) with maturities from June 2013 to September 2019.  | tments ranges f   | from 4.6% to 13.1%   | per annum (2008:     |
|      | <ul> <li>Pakistan Investment Bonds</li> <li>Ijara Sukuk Bonds</li> </ul>                    | 11.2.2<br>11.2.3 | 5,846,055<br>462,000 | 1,154,312<br>-       | 11.2.3 | Ijara sukuk bonds have tenures of three years with maturities upto September 2012.   |                   |                      |                      |
|      | Fully Paid up Ordinary Shares / Modaraba Certificates /<br>Closed ended Mutual Fund Units   |                  |                      |                      | 11.2.4 | This includes 154,923,195 NIT Units (2008: 150,268,315 NIT units) in NI(U)T LOC Holders' F issued by the Federal Government expired on December 31, 2009.  | und. The Letter   | of Comfort (LOC) da  | ted June 30, 2009    |
|      | <ul> <li>Listed companies / modarabas / mutual funds</li> <li>Unlisted companies</li> </ul> |                  | 1,822,818<br>952,337 | 914,207<br>1,008,537 |        | The Ministry of Finance vide letter reference No. F.4(2)-Inv.III/2000 dated December 3, 2009, distributing all the underlying assets to the respective LOC Holders except for shares held in P Limited (SNGPL) which will be taken over by the National Bank of Pakistan (NBP) and cash re | akistan State Oil | I (PSO) and Sui Noth | nern Gas Pipelines   |
|      | Fully Paid up Preference Shares   |                  |                      |                      |        |  |                   |                      | 40,00404             |
|      | <ul> <li>Listed companies</li> <li>Unlisted companies</li> </ul>                            |                  | 266,427<br>226,250   | 266,427<br>226,250   |        | In terms of the said letter, the LOC Holders, NIT and National Bank of Pakistan (NBP) have settlement of the NI(U)T LOC Holders' Fund. Under the agreement the underlying net assets premium of 2.5% have been apportioned between LOC Holders according to their respective               | of the NI(U)T LO  |                      |                      |
|      | Term Finance Certificates   |                  |                      |                      |        | As at December 31, 2009, the unrealised gain on these NI(U)T LOC units net off tax shown be  | elow equity amo   | unts to Rs 1 770 mil | lion                 |
|      | - Listed TFCs   |                  | 3,483,168            | 1,240,819            |        |  | now equity amo    |                      | lion.                |
|      | - Unlisted TFCs   | 11.2.5           | 5,473,049            | 4,532,818            | 11.2.5 | This includes advance in respect of Pre IPO issue of listed Term Finance Certificates (TFCs)<br>The old TFCs have been repaid by Dewan Cement Ltd during 2008. However, as per the d   |                   |                      |                      |
|      | Open ended Mutual Fund Units  | 11.2.4           | 3,209,207            | 4,097,841            |        | BPD/PU-22/22.03/15749/2005/8720 dated July 14, 2005, the advance has been classified as  |                   | State Dank of Pakis  | lan vide letter no.  |
|      | Other Investments   |                  |                      |                      | 11.3   | Particulars of provision for diminution in the value of investments  |                   | 2009                 | 2008                 |
|      | - Sukuk certificates  |                  | 2,495,077            | 1,750,000            |        |  | Note              | Rupees               | 5 '000               |
|      | Total investments at cost   |                  | 56,212,994           | 36,464,119           |        | Opening balance  |                   | 887,890              | 280,313              |
|      | Less: Provision for diminution in the value of investments                                  | 11.3             | (1,140,082)          | (887,890)            |        |  |                   | ·                    | ,                    |
|      | Investments (Net of Provisions)   |                  | 55,072,912           | 35,576,229           |        | Charge for the year  | 11.3.1            | 528,403              | 768,076              |
|      | Deficit on revaluation of held for trading securities                                       | 11.5             | (49,084)             | (3,410)              |        | Reversals  |                   | (276,211)<br>252,192 | (160,499)<br>607,577 |
|      | Surplus on revaluation of available for sale securities                                     | 24               | 1,507,510            | 579,718              |        | Closing balance  |                   | 1,140,082            | 887,890              |
|      | Total investments at market value   |                  | 56,531,338           | 36,152,537           |        |  |                   | 1,140,002            |                      |

**11.3.1** This includes provision of Rs. 162.664 million recognised on account of difference in carrying value and breakup value of one of strategic investment.



| 11.3.2 | Particulars of provision in respect of type and segment   | <b>2009</b><br>Rupees '00 | 2008<br>00         | 11.5   | Unrealized loss on revaluation of investments classified as held for trading                           | Note         | <b>2009</b><br>Rupee              | 2008<br>es '000                        |
|--------|---|---------------------------|--------------------|--------|--|--------------|-----------------------------------|--|
|        | Available for sale securities   |                           |                    |        | Market Treasury Bills  |              | (92)                              | -                                      |
|        | Fully Paid up Ordinary Shares / Modaraba Certificates /<br>Closed ended Mutual Fund Units   |                           |                    |        | Fully Paid up Ordinary Shares  |              | (48,992)<br>(49,084)              | (3,410)<br>(3,410)                     |
|        | <ul> <li>Listed companies / modarabas / mutual funds</li> <li>Unlisted companies</li> </ul>   | 196,436<br>242,588        | 291,357<br>102,516 | 12.    | ADVANCES   |              |                                   |  |
|        | Fully Paid up Preference Shares - Listed companies  | 132,564                   | 59,274             |        | Loans, cash credits, running finances, etcIn Pakistan<br>Net investment in finance lease - In Pakistan | 12.2         | 85,056,738<br>11,112,580          | 73,509,851<br>13,212,735<br>86,722,586 |
|        | Open ended Mutual Fund Units  | 156,425                   | 162,415            |        | Bills discounted and purchased (excluding government treasury bills)                                   |              | 96,169,318                        | 00,722,300                             |
|        | Term Finance Certificates <ul> <li>Listed TFCs</li> <li>Unlisted TFCs</li> </ul>  | 5,919<br>300,000          | 5,919<br>250,000   |        | Payable in Pakistan<br>Payable outside Pakistan  |              | 438,472<br>1,438,480<br>1,876,952 | 675,771<br>596,917<br>1,272,688        |
|        | Held to maturity securities   |                           |                    |        | Margin Financing / reverse repo transactions<br>Gross Advances   |              | <u>338,200</u><br>98,384,470      | <u>625,367</u><br>88,620,641           |
|        | Term Finance Certificates<br>- Unlisted TFCs  | 31,150                    | 16,409             |        | Provision for non-performing advances<br>Provision for consumer loans - general                        | 12.4<br>12.5 | (6,848,394)<br>(190,075)          | (4,891,775)<br>(216,798)               |
|        | Other Investments - Sukuk certificates  | 75,000<br>1,140,082       | 887,890            | 12.1   | Particulars of advances (Gross)  |              | 91,346,001                        | 83,512,068                             |
| 11.4   | Quality of available for sale securities  |                           |                    | 12.1.1 | In local currency  |              | 94,585,866                        | 83,802,807                             |
|        | The details regarding the quality of available for sale securities and their mark-up/interest and other terms ar<br>an integral part of these financial statements. | re contained in Annexure  | I, which forms     |        | In foreign currency  |              | 3,798,604<br>98,384,470           | 4,817,834<br>88,620,641                |



|        |                                | 2009       | 2008       |
|--------|--------------------------------|------------|------------|
|        |                                | Rupees     | 6 '000     |
| 12.1.2 | Short term (for upto one year) | 61,236,117 | 37,992,137 |
|        | Long term (for over one year)  | 37,148,353 | 50,628,504 |
|        |                                | 98,384,470 | 88,620,641 |

#### Net investment in finance lease 12.2

|                          |                               | 20   | 009                |             |                       | 200  | 8                  |             |
|--------------------------|-------------------------------|--|--------------------|-------------|-----------------------|--|--------------------|-------------|
|                          | Not later<br>than one<br>year | Later than<br>one and<br>less than<br>five years | Over five<br>years | Total       | Not later<br>than one | Later than<br>one and less<br>than<br>five years | Over five<br>years | Total       |
|                          |                               |  |                    | Парее       | 3 000                 |  |                    |             |
| Lease rentals receivable | 4,507,793                     | 4,947,192  | -                  | 9,454,985   | 5,280,636             | 6,350,315  | -                  | 11,630,951  |
| Residual value           | 938,017                       | 2,337,952  | -                  | 3,275,969   | 1,016,575             | 2,559,573  | -                  | 3,576,148   |
| Minimum lease payment    | 5,445,810                     | 7,285,144  | -                  | 12,730,954  | 6,297,211             | 8,909,888  | -                  | 15,207,099  |
| Finance charge for       |                               |  |                    |             |                       |  |                    |             |
| future period            | (820,439)                     | (797,935)  | -                  | (1,618,374) | (1,010,978)           | (983,386)  | -                  | (1,994,364) |
| Present value of minimum |                               |  |                    |             |                       |  |                    |             |
| lease payment            | 4,625,371                     | 6,487,209  | -                  | 11,112,580  | 5,286,233             | 7,926,502  | -                  | 13,212,735  |

12.3







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Advances includes Rs. 10.671 billion (2008: Rs. 7.446 billion) which have been placed under non-performing status as detailed below:

|                            |            |               |            |           | 2009            |           |           |                |           |
|----------------------------|------------|---------------|------------|-----------|-----------------|-----------|-----------|----------------|-----------|
|                            | Clas       | ssified Advar | ices       | Pro       | ovision require | ed        | F         | Provision hele | k         |
|                            | Domestic   | Overseas      | Total      | Domestic  | Overseas        | Total     | Domestic  | Overseas       | Total     |
| Cotogony of clossification |            |               |            |           | - Rupees '000   |           |           |                |           |
| Category of classification |            |               |            |           |                 |           |           |                |           |
| Other assets especially    |            |               |            |           |                 |           |           |                |           |
| mentioned (Agri)           | 277,202    | -             | 277,202    |           | -               | -         | -         | -              | -         |
| Substandard                | 1,756,150  |               | 1,756,150  | 334,776   | -               | 334,776   | 334,776   | -              | 334,776   |
| Doubtful                   | 2,112,776  |               | 2,112,776  | 800,237   | -               | 800,237   | 800,237   | -              | 800,237   |
| Loss                       | 6,524,902  |               | 6,524,902  | 5,529,323 |                 | 5,529,323 | 5,529,323 | -              | 5,529,323 |
|                            | 10,671,030 | -             | 10,671,030 | 6,664,336 | -               | 6,664,336 | 6,664,336 | -              | 6,664,336 |
|                            |            |               |            |           |                 |           |           |                |           |
|                            |            |               |            |           | 2008            |           |           |                |           |
|                            | Cla        | ssified Advan | ces        | Pi        | ovision require | d         |           | Provision held |           |
|                            | Domestic   | Overseas      | Total      | Domestic  | Overseas        | Total     | Domestic  | Overseas       | Total     |
|                            |            |               |            |           | - Rupees '000   |           |           |                |           |
| Category of classification |            |               |            |           |                 |           |           |                |           |
| Other assets especially    |            |               |            |           |                 |           |           |                |           |
| mentioned (Agri)           | 242,329    | -             | 242,329    | -         | -               | -         | -         | -              | -         |
| Substandard                | 1,882,120  | -             | 1,882,120  | 655,627   | -               | 655,627   | 655,627   | -              | 655,627   |
| Doubtful                   | 1,520,190  | -             | 1,520,190  | 642,427   | -               | 642,427   | 642,427   | -              | 642,427   |
| Loss                       | 3,801,842  | -             | 3,801,842  | 3,535,045 | -               | 3,535,045 | 3,535,045 | -              | 3,535,045 |
|                            | 7,446,481  | -             | 7,446,481  | 4,833,099 | -               | 4,833,099 | 4,833,099 | -              | 4,833,099 |
|                            |            |               |            |           |                 |           |           |                |           |

# 12.3.1 Change in accounting estimate

During the year the Bank has revised its accounting estimate in accordance with the directives issued by SBP, and has considered the benefit of 40% (2008: 30%) of FSV of pledged stocks and mortgaged residential, commercial and industrial properties (land and building only) (2008: pledged stocks and mortgaged residential and commercial properties) held as collateral against all Non Performing Loans (NPLs), except consumer financing, for three years from the date of classification for calculating provisioning requirements. Benefit of FSV, calculated in accordance with these directives has resulted in reversal of provision of Rs. 637.461 million during the year. Total accumulated benefit as at December 31, 2009 amounts to Rs. 773.592 million. The additional impact on profitability from this benefit is not available for payment of cash or stock dividend. For Non Performing Loans in respect of consumer financing, benefit of 50% of the FSV of mortgage property is considered.

12.6.1

12.6.2

12.7

12.8

#### Particulars of provision for non-performing advances - in local currency 12.4

|        |   | 2009      |          |           | 2008      |          |           |  |
|--------|---|-----------|----------|-----------|-----------|----------|-----------|--|
|        |   | Specific  | General  | Total     | Specific  | General  | Total     |  |
|        |   |           |          | Rupe      | es '000   |          |           |  |
|        | Opening balance                                       | 4,833,099 | 58,676   | 4,891,775 | 3,199,581 | 148,676  | 3,348,257 |  |
|        | Charge for the year                                   | 2,570,287 | 183,382  | 2,753,669 | 1,956,600 | -        | 1,956,600 |  |
|        | Transfer to specific provision from general provision | -         | -        | -         | 90,000    | (90,000) | -         |  |
|        | Reversals   | (729,255) | (58,000) | (787,255) | (411,993) | -        | (411,993) |  |
|        |   | 1,841,032 | 125,382  | 1,966,414 | 1,634,607 | (90,000) | 1,544,607 |  |
|        | Amounts written off - note 12.7                       | (9,795)   |          | (9,795)   | (1,089)   | -        | (1,089)   |  |
|        | Closing balance                                       | 6,664,336 | 184,058  | 6,848,394 | 4,833,099 | 58,676   | 4,891,775 |  |
| 12.4.1 | Particulars of provision for non-performing advances: |           |          |           |           |          |           |  |
|        |   |           | 2009     |           | 2008      |          |           |  |
|        |   | Specific  | General  | Total     | Specific  | General  | Total     |  |
|        |   |           |          | Rupe      | es '000   |          |           |  |
|        | In local currency                                     | 6,664,336 | 184,058  | 6,848,394 | 4,833,099 | 58,676   | 4,891,775 |  |

12.4.2 General provision represents provision made for potential losses and has been determined on the basis of management's best estimate.

| 12.5 | Particulars of provision for consumer loans - general - in local currency | 2009<br>Rupees | 2008<br>'000 |
|------|---|----------------|--------------|
|      | Opening balance   | 216,798        | 321,620      |
|      | Charge for the year   | -              | -            |
|      | Reversals   | (26,723)       | (104,822)    |
|      | Closing balance   | 190,075        | 216,798      |

12.5.1 General provision against consumer loans has been determined in accordance with the requirements of the Prudential Regulations issued by SBP (i.e. 1.5% of secured loans and 5% of unsecured loans).

|   | Note | 2009<br>Rupees ' | 2008<br>000        |
|---|------|------------------|--------------------|
| Particulars of write-off  |      |                  |                    |
| Against provisions<br>Directly charged to profit and loss account   | 12.4 | 9,795<br><br>    | 1,089<br><br>      |
| Write offs of Rs. 500,000 and above<br>Write offs below Rs. 500,000 | 12.7 | 9,795<br><br>    | 1,089<br><br>1,089 |

# Details of loans written off of Rs. 500,000 and above

The statement in respect of write-offs or any other financial relief of five hundred thousand rupees or above as required under sub-section (3) of section 33A of the Banking Companies Ordinance, 1962 is given as "Annexure II" to these financial statements.

| Particulars of loans and advances to directors, associated companies, etc.  | 2009      | 2008      |
|---|-----------|-----------|
|   | Rupees    | 000       |
| Debts due by directors, executives or officers of the Bank or any of them either severally<br>or jointly with any other persons                         |           |           |
| Balance at beginning of year  | 504,926   | 407,271   |
| Loans granted during the year   | 297,198   | 259,903   |
| Repayments  | (182,667) | (162,248) |
| Balance at end of year  | 619,457   | 504,926   |
| Debts due by companies or firms in which the directors of the Bank are interested as directors, partners or in the case of private companies as members |           |           |
| Balance at beginning of year  | 731,564   | 806,989   |
| Loans granted during the year   | 72,735    | 529       |
| Repayments  | (1,741)   | (75,954)  |
| Balance at end of year  | 802,558   | 731,564   |
|   | 1,422,015 | 1,236,490 |



|        |  | Note | 2009      | Rupees '000 | 2008      | 13.2 Property and equipment                         |                     |                       |                    |                     |                      |                    |                     |                    |                     |                      |              |              |              |
|--------|--|------|-----------|-------------|-----------|---|---------------------|-----------------------|--------------------|---------------------|----------------------|--------------------|---------------------|--------------------|---------------------|----------------------|--------------|--------------|--------------|
| 12.8.1 | Maximum total amount of advances including temporary advances  |      |           |             |           |   |                     |                       | COST               |                     |                      |                    | ACCU                | MULATED DEPR       | RECIATION           |                      | Book va      | lue at       | Rate of      |
|        | granted during the year  |      |           |             |           |   | As at A             | dditions /            | As at              | Additions /         | As at                | As at              | Charge / (on        | As at              | Charge / (on        | As at                | December 31, | December 31, | depreciation |
|        |  |      |           |             |           |   | anuary 1, (<br>2008 | deletions) J          | January 1,<br>2009 | (deletions)         | December 31,<br>2009 | January 1,<br>2008 | deletions)          | January 1,<br>2009 | deletions)          | December 31,<br>2009 | 2009         | 2008         | % per annum  |
|        | Debts due by directors, executives or officers of the Bank or any of them either severally   |      | 040.455   | _           | 504.000   |   | 2008                |                       | 2009               |                     | 2009                 | 1000               | Rupees '000         | 2009               |                     | 2009                 |              |              |              |
|        | or jointly with any other persons  |      | 619,457   | (           | 504,926   |   |                     |                       |                    |                     |                      |                    | tupees 000          |                    |                     |                      |              |              |              |
|        |  |      |           |             |           | Owned   |                     |                       |                    |                     |                      |                    |                     |                    |                     |                      |              |              |              |
|        | Debts due by companies or firms in which the directors of the Bank are interested as<br>directors, partners or in the case of private companies as members |      | 802,558   |             | 806,989   | Freehold land                                       | 40,184              | -                     | 40,184             | -                   | 40,184               | -                  | -                   | -                  | -                   | -                    | 40,184       | 40,184       | -            |
|        |  |      | 1,422,015 | 5           | 1,311,915 | Leasehold land                                      | 417,008             | -                     | 417,008            | 50,756              | 467,764              | 19,206             | -                   | 19,206             | -                   | 19,206               | 448,558      | 397,802      | -            |
| 13.    | OPERATING FIXED ASSETS   |      |           |             |           | Building on freehold<br>land - note 13.2.2 & 13.2.3 | 41,648              | -                     | 41,648             | -                   | 41,648               | 14,598             | 833                 | 15,431             | 578                 | 16,009               | 25,639       | 26,217       | 5            |
|        | Capital work-in-progress   | 13.1 | 65,033    | 3           | 241,253   | Leasehold property                                  |                     |                       |                    |                     |                      |                    |                     |                    |                     |                      |              |              |              |
|        | Property and equipments  | 13.2 | 2,495,798 |             | 2,250,594 | and improvement 1,0<br>note - 13.2.3                | ,066,367            | 238,680 1<br>(49)     | 1,304,998          | 144,821             | 1,449,819            | 196,096            | 96,285              | 292,374            | 128,450             | 420,824              | 1,028,995    | 1,012,624    | 5 to 20      |
|        | Intangible assets  | 13.3 | 226,786   |             | 155,131   |   |                     | (49)                  |                    | -                   |                      |                    | (7)                 |                    | -                   |                      |              |              |              |
|        |  |      | 2,787,617 |             | 2,646,978 | Office furniture,<br>fixtures, equipments           |                     |                       |                    |                     |                      |                    |                     |                    |                     |                      |              |              |              |
|        |  |      | , - ,-    |             | ,         | and computers 1,                                    | ,113,133            | /                     | 1,414,953          | 481,269             | 1,873,234            | 637,445            | 250,236             | 882,421            | 332,139             | 1,195,151            | 678,083      | 532,532      | 20 to 33.33  |
| 13.1   | Capital work-in-progress   |      |           |             |           | note - 13.2.4                                       |                     | (14,987)              |                    | (22,988)            |                      |                    | (5,260)             |                    | (19,409)            |                      |              |              |              |
| -      |  |      |           |             |           | Vehicles  | 241,648             |                       | 344,984            | 113,252             | 405,410              | 83,059             | 44,628              | 107,593            | 52,672              | 131,071              | 274,339      | 237,391      | 20           |
|        | Civil works  |      | 18,578    | 3           | 32,911    |   |                     | (40,699)              |                    | (52,826)            |                      |                    | (20,094)            |                    | (29,194)            |                      |              |              |              |
|        | Equipment  |      | 20,705    |             | 64,022    | 2,5   | ,919,988            | 699,522 3<br>(55,735) | 3,563,775          | 790,098<br>(75,814) | 4,278,059            | 950,404            | 391,982<br>(25,361) | 1,317,025          | 513,839<br>(48,603) | 1,782,261            | 2,495,798    | 2,246,750    |              |
|        | Advances to suppliers and contractors  |      | 25,750    |             | 144,320   |   |                     | ()                    |                    | ( - / - /           |                      |                    | ( -/ /              |                    | ( - / /             |                      |              |              |              |
|        |  |      | 65,033    |             | 241,253   | Assets subject to<br>finance lease                  |                     |                       |                    |                     |                      |                    |                     |                    |                     |                      |              |              |              |
|        |  |      | · · · · · |             |           | Vehicles  | 15,999              | -                     | 14,830             | -                   |                      | 9,488              | 1,498               | 10,986             | -                   | -                    | -            | 3,844        | 20           |
|        |  |      |           |             |           |   |                     | (1,169)               |                    | (14,830)            |                      |                    | -                   |                    | (10,986)            |                      |              |              |              |
|        |  |      |           |             |           | 2,5   | ,935,987            | 699,522 3<br>(56,904) | 3,578,605          | 790,098<br>(90,644) | 4,278,059            | 959,892            | 393,480<br>(25,361) | 1,328,011          | 513,839<br>(59,589) | 1,782,261            | 2,495,798    | 2,250,594    |              |
|        |  |      |           |             |           | —   |                     | (30,00-)              |                    | (00,0+4)            |                      |                    | (20,001)            |                    | (00,000)            |                      |              |              |              |

- Included in cost of property and equipment are fully depreciated items still in use having cost of Rs. 683.744 million (2008: Rs. 505.945 million). 13.2.1
- One of these properties is encumbered to the extent of Rs. 34 million on account of a claim by a local bank in settlement of its second charge. Furthermore, two floors of the said property 13.2.2 have been restricted from sale by the High Court.

#### 13.2.3 Change in accounting estimate

During the year, the Bank reviewed the useful life of "leasehold property and improvements". Previously, useful life was estimated at 50 years, which has been revised to 20 years. This has and will result in an increase in depreciation charge by Rs. 13 million in current and in each of the future years respectively.

During the year 100 used personal computers having cost of Rs. 7.741 million and book value of Rs. 0.469 million were donated to "The Citizens' Foundation" a non-profit organisation. 13.2.4 Further, another 83 used personal computers having nil book value were donated to various NGOs namely; Layton Rahmatullah Benevolent Trust (25), Behbud Association (25), Mashal Trust (3) and Teach a Child School Systems (30).

#### 13.3 Intangible assets

|                   | COST       |             |            |              |              |            | ACCU        | MULATED AMOR | RTISATION   |              | Book value at |              | Rate of      |  |
|-------------------|------------|-------------|------------|--------------|--------------|------------|-------------|--------------|-------------|--------------|---------------|--------------|--------------|--|
|                   | As at      | Additions/  | As at      | Additions/   | As at        | As at      | Charge/ (on | As at        | Charge/ (on | As at        | December 31,  | December 31, | amortisation |  |
|                   | January 1, | (deletions) | January 1, | (deletions)  | December 31, | January 1, | deletions)  | January 1,   | deletions)  | December 31, | 2009          | 2008         | % per annum  |  |
|                   | 2008       |             | 2009       |              | 2009         | 2008       |             | 2009         |             | 2009         |               |              |              |  |
|                   |            |             |            |              |              | Ru         | pees '000   |              |             |              |               |              |              |  |
| Computer software | 165,390    | 67,901<br>- | 233,291    | 168,493<br>- | 401,784      | 24,011     | 54,149<br>- | 78,160       | 96,838<br>- | 174,998      | 226,786       | 155,131      | 20 to 33.33  |  |

13.3.1 Intangible assets include fully amortised items still in use having cost of Rs. 10.336 million (2008: Rs. 8.777 million). Details of disposal of fixed assets to executives, and other persons having cost of more than Rs.1 million or net book value Rs. 250,000 or above are as follows:

| Description   | Cost   | Accumulated depreciation  | Book<br>value   | Sale<br>proceeds  | Mode of<br>disposal  | Particulars of purchaser / addresses  |
|---|--|---|---|---|--|---|
|   |  | Rupees '(   | 000   |   |  |   |
| Owned - Vehicles  |  |   |   |   |  |   |
| Mercedes Benz<br>Honda Civic<br>Honda Civic<br>Kia Sportage<br>Honda Accord<br>Mercedes Benz<br>Honda Civic VTI<br>Honda Accord<br>Suzuki Cultus<br>Toyota Corolla<br>Toyota Corolla<br>Toyota Corolla<br>Honda Civic VTI | 5,116<br>886<br>1,381<br>1,169<br>2,410<br>10,478<br>1,169<br>2,410<br>585<br>1,387<br>1,169<br>1,209<br>1,237 | 3,325<br>343<br>221<br>733<br>1,253<br>6,427<br>764<br>1,542<br>226<br>129<br>639<br>774<br>693 | 1,791<br>543<br>1,160<br>436<br>1,157<br>4,051<br>405<br>868<br>359<br>1,258<br>530<br>435<br>544 | 1,791<br>538<br>1,160<br>479<br>1,465<br>4,500<br>421<br>1,725<br>555<br>1,260<br>745<br>435<br>425 | Policy<br>Policy<br>Bid<br>Policy<br>Negotiation<br>Policy<br>Policy<br>Policy<br>Policy<br>Policy<br>Policy<br>Policy<br>Policy<br>Policy | Mr. Khalid Siddique Tirmizey (Ex employee)<br>Mr. Masood Jafferi (Employee)<br>Mr. Mohammad Siddique Memon (Ex employee)<br>Mr. Waheed Ahmed (Individual) Lahore<br>Mr. Syed Mustafa Aftab (Employee)<br>Eye Television Network Limited<br>Mr. Siddique Memon (Ex employee)<br>Mr. Jameel Irshad (Employee)<br>Ms. Mariyam Khalid (Employee)<br>Mr. Rizwan Karamat (Employee)<br>Mr. Salman Altaf (Employee)<br>Mr. Irfan Uddin (Employee)<br>Mr. Tanwir-UI-Hassan (Employee) |
| Suzuki Cultus   | 560  | 306   | 254   | 509   | Bid  | Mr. Imran Ahmed (Individual),<br>House No-219, Sector-35B, Korangi No. 4, Karachi.  |
| Suzuki Cultus<br>Suzuki Cultus<br>Honda City<br>Toyota Corolla<br>Suzuki Cultus   | 555<br>625<br>560<br>905<br>598  | 252<br>283<br>217<br>543<br>287   | 303<br>342<br>343<br>362<br>311   | 583<br>610<br>544<br>380<br>475   | Policy<br>Policy<br>Policy<br>Policy<br>Bid  | Mr. Arshad Mehmud (Employee)<br>Mr. Koser Niazi (Employee)<br>Mr. Sarmad Ijaz (Employee)<br>Mr. Ashraf Ali (Employee)<br>Mr. Sultan Hasan Khan (Individual),<br>House No. A-908/12, F.B. Area Gulberg, Karachi.   |
| Suzuki Cultus<br>Honda Civic VTI<br>Suzuki Cultus<br>Honda Civic<br>Suzuki Cultus<br>Honda Civic<br>Suzuki Cultus<br>Honda City   | 663<br>1,405<br>652<br>1,237<br>600<br>1,208<br>617<br>885   | 186<br>918<br>122<br>792<br>216<br>644<br>173<br>566  | 477<br>487<br>530<br>445<br>384<br>564<br>444<br>319  | 424<br>506<br>652<br>445<br>384<br>556<br>456<br>319  | Policy<br>Policy<br>Insurance Claim<br>Policy<br>Policy<br>Policy<br>Policy<br>Policy<br>Policy  | Mr. Mustafa Aftab (Employee)<br>Mr. Iqbal A. Zuberi (Employee)<br>EFU General Insurance Ltd, Karachi.<br>Ms. Seemi Shafi (Employee)<br>Mr. Imran Siraj (Employee)<br>Ms. Farah Naz (Employee)<br>Mr. Faysal A. Lehri (Employee)<br>Mr. Anjum Siddiqui (Employee)  |

# Faysal Bank Limited NOTES TO THE FINANCIAL STATEMENTS For the year ended December 31, 2009



14.

| Description             | Cost  | Accumulated depreciation | Book<br>value | Sale<br>proceeds | Mode of disposal | Particulars of purchaser / addresses                        |
|-------------------------|-------|--------------------------|---------------|------------------|------------------|---|
|                         |       | Rupees '(                | 000           |                  |                  |   |
| <b>Owned - Vehicles</b> |       |                          |               |                  |                  |   |
| Honda Civic             | 1,237 | 792                      | 445           | 445              | Policy           | Mr. Ahmed Hemani (Employee)                                 |
| Suzuki Cultus           | 612   | 188                      | 424           | 445              | Policy           | Mr. Syed Saquib Imam Zaidi (Employee)                       |
| Toyota Corolla          | 1,199 | 144                      | 1,055         | 1,079            | Insurance Claim  | EFU General Insurance Ltd, Karachi.                         |
| Suzuki Cultus           | 510   | 197                      | 313           | 524              | Policy           | Ms. Sadia Hayat (Employee)                                  |
| Suzuki Cultus           | 555   | 259                      | 296           | 550              | Bid              | Mr. Khurram Mehboob (Individual),                           |
|                         |       |                          |               |                  |                  | 14 A/B-1, Satellite Town, Rawalpindi.                       |
| Suzuki Cultus           | 595   | 270                      | 325           | 643              | Bid              | Mr. Rizwan Mazhar (Individual),                             |
|                         |       |                          |               |                  |                  | House No. 148, Mahallah Asghar Mall Scheme, Rawalpindi.     |
| Suzuki Cultus           | 600   | 232                      | 368           | 368              | Policy           | Mr. Abid R. Abbas (Employee)                                |
| Honda Civic             | 1,382 | 332                      | 1,050         | 1,050            | Policy           | Mr. Mohammad Abadullah (Employee)                           |
| Suzuki Cultus           | 555   | 252                      | 303           | 303              | Policy           | Mr. Nadeem S. Rathore (Employee)                            |
| Honda City              | 835   | 534                      | 301           | 301              | Policy           | Mr. Iqbal A. Zubairi (Employee)                             |
| Suzuki Cultus           | 560   | 306                      | 254           | 254              | Policy           | Mr. Imran Ali (Employee)                                    |
| Honda City              | 949   | 632                      | 317           | 768              | Bid              | Mr. Malik Ishaq (Individual),                               |
| -                       |       |                          |               |                  |                  | SA. 1063, Sadiqabad Chowk Road, Rawalpindi.                 |
| Toyota Corolla          | 1,050 | 840                      | 210           | 807              | Bid              | M/S Car Corporation Company                                 |
| -                       |       |                          |               |                  |                  | 111/B, Block-2, Khalid Bin Waleed Road, P.E.C.H.S, Karachi. |
| Honda City              | 930   | 508                      | 422           | 649              | Insurance Claim  | EFU General Insurance Ltd, Karachi.                         |

# DEFERRED TAX ASSETS / (LIABILITIES) - NET

| DEPERKED TAX ASSETS / (LIABILITIES) - NET   | 2009  |  |   |   |  |
|---|---|--|---|---|--|
|   | Opening<br>Balance  | Recognised<br>in profit<br>and loss            | Recognised<br>in surplus on<br>revaluation            | Closing<br>Balance  |  |
|   |   | Rupee  | s '000  |   |  |
| Deferred credits arising in respect of: <ul> <li>Finance lease arrangements</li> <li>Accelerated depreciation allowance</li> <li>Surplus on revaluation of securities</li> </ul> Deferred debits arising in respect of:   | (2,833,019)<br>(194,081)<br>(76,260)                        | 2,078,624<br>(3,376)<br>-                      | -<br>-<br>(78,628)                                    | (754,395)<br>(197,457)<br>(154,888)                           |  |
| <ul> <li>Provision against non-performing advances</li> <li>Provision for diminution in the value of investments</li> <li>Taxable business losses</li> </ul>  | (7,431)<br>73,962<br>420,811                                | 1,931,256<br>294,900<br>(420,811)              | -   | 1,923,825<br>368,862<br>-                                     |  |
| <ul> <li>Deficit on revaluation of government securities</li> </ul>   | 132,663   | -  | (38,692)  | 93,971  |  |
|   | (2,483,355)   | 3,880,593                                      | (117,320)   | 1,279,918   |  |
|   |   | 20   | 008   |   |  |
|   | Opening<br>Balance  | Recognised<br>in profit<br>and loss<br>Rupee   | Recognised<br>in surplus on<br>revaluation<br>is '000 | Closing<br>Balance  |  |
| Deferred credits arising in respect of: <ul> <li>Finance lease arrangements</li> <li>Accelerated depreciation allowance</li> <li>Surplus on revaluation of securities</li> </ul>  | (2,378,019)<br>(173,055)<br>(663,666)                       | (455,000)<br>(21,026)                          | 587,406   | (2,833,019)<br>(194,081)<br>(76,260)                          |  |
| <ul> <li>Deferred debits arising in respect of:</li> <li>Provision against non-performing advances</li> <li>Provision for diminution in the value of investments</li> <li>Taxable business losses</li> <li>Deficit on revaluation of government securities</li> </ul> | 29,258<br>51,958<br>355,729<br><u>86,329</u><br>(2,691,466) | (36,689)<br>22,004<br>65,082<br>-<br>(425,629) | 46,334  | (7,431)<br>73,962<br>420,811<br><u>132,663</u><br>(2,483,355) |  |

| Faysal Bank  |
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|              |
| NOTES        |
| For the year |

| 15.  | OTHER ASSETS   | Note | <b>2009</b><br>Rupees '0                         | 2008<br>000                                    | 17.  | BORROWINGS FROM FINANCIAL INSTITUTIONS  | Note  | <b>2009</b><br>Rupee   | 2008<br>s '000   |
|------|--|------|--|--|------|---|---|--|--|
|      | Income / mark-up accrued in local currency<br>Income / mark-up accrued in foreign currency<br>Advances, deposits, advance rent and other prepayments |      | 2,938,935<br>2,719<br>254,774                    | 2,200,808<br>42,475<br>216,155                 |      | In Pakistan<br>Outside Pakistan   |   | 34,964,216<br>21,550<br>34,985,766   | 13,019,090<br>8,378<br>13,027,468                              |
|      | Non-banking assets acquired in satisfaction of claims<br>Suspense account<br>Unrealised gain on revaluation of forward foreign exchange contracts    | 15.1 | 1,258,578<br>28,506<br>10,004                    | 307,376<br>22,181                              | 17.1 | Particulars of borrowings with respect to currencies  |   |  |  |
|      | Dividend receivable<br>Receivable from brokers - secured<br>Others   | 15.2 | 62,995<br>369,243<br><u>142,551</u><br>5,068,305 | 40,270<br>2,899<br><u>540,067</u><br>3,372,231 |      | In local currency<br>In foreign currencies  |   | 34,753,612<br>232,154<br>34,985,766  | 12,860,893<br>166,575<br>13,027,468                            |
|      | Less: Provision held against other assets<br>Other assets (net of provision)   | 15.3 | (101,589)<br>4,966,716                           | (108,033)<br>3,264,198                         | 17.2 | Details of borrowings from financial institutions Secured   |   |  |  |
| 15.1 | Market value of non-banking assets acquired in satisfaction of<br>claims - determined by professional valuer   |      | 1,400,965  | 596,964  |      | Borrowings from the State Bank of Pakistan<br>- Under Export Refinance Scheme - Part I and II<br>- Under scheme for Long Term Financing of Export Projects - (LTF-EOP)  | 17.3<br>17.4  | 8,671,912<br>1,968,740   | 7,568,725<br>2,086,845   |
| 15.2 | This represents amount receivable from brokers against sale of shares.   |      |  |  |      | - Under Long Term Financing Facility (LTFF)<br>Repurchase agreement borrowings  | 17.5<br>17.6  | 166,581<br>17,206,379  | 95,002<br>1,110,321  |
| 15.3 | Provision against other assets   |      |  |  |      | Unsecured   |   | 28,013,612   | 10,860,893   |
|      | Opening balance<br>Charge for the year<br>Reversals  |      | 108,033<br>12,648<br>(19,092)<br>(6,444)         | 11,169<br>96,864<br>-<br>96,864                |      | Call borrowings<br>Overdrawn nostro accounts  | 17.7  | 6,950,604<br>21,550<br>6,972,154<br>34,985,766                               | 2,158,197<br>8,378<br>2,166,575<br>13,027,468                  |
| 16.  | Closing balance BILLS PAYABLE  |      | 101,589  | 108,033  | 17.3 | These represent borrowings from SBP under export refinance scheme at 7.00% per annum the terms of the agreement, the Bank has granted SBP a right to recover the outstanding as by directly debiting the current account of the Bank maintained with SBP.   | (2008: 6.50% p<br>nount from the                          | er annum) maturing   | up to 2010. As per   |
|      | In Pakistan<br>Outside Pakistan  |      | 1,451,976<br>13,475<br>1,465,451                 | 1,523,430<br>13,087<br>1,536,517               | 17.4 | These represent borrowings from SBP under scheme for Long Term Financing of Export C per annum (2008: 4.00% to 5.00% per annum), and have varying long term maturities stipulat has granted SBP a right to recover the outstanding amount from the Bank at the respective data account of the Bank maintained with SBP. | riented Projects<br>ed by SBP. As p<br>ate of maturity of | s at rates ranging from<br>er the terms of the ag<br>finances by directly of | m 4.00% to 5.00%<br>greement, the Bank<br>debiting the current |

- **17.5** This represents borrowings from SBP under scheme for Long Term Financing facility at rates ranging from 7.20% to 7.70% per annum (2008: 6.50% to 7.00% per annum), and have varying long term maturities stipulated by SBP. As per the terms of the agreement, the Bank has granted SBP a right to recover the outstanding amount from the Bank at the respective date of maturity of finances by directly debiting the current account of the Bank maintained with SBP.
- **17.6** This represents collateralized borrowings against market treasury bills and Pakistan investment bonds at rates ranging from 11.00% to 12.15% per annum (2008: 12.75% to 14.90% per annum) maturing upto January 2010.
- **17.7** These borrowings are from various institutions in the interbank market, made at rates ranging from 11.25% to 12.40% per annum (2008: 6.00% to 14.10% per annum) maturing up to June 2010.

| 18.  | DEPOSITS AND OTHER ACCOUNTS         | 2009        | 2008        |
|------|-------------------------------------|-------------|-------------|
|      |                                     | Rupees      | s '000      |
|      | Customers                           |             |             |
|      | Fixed deposits                      | 53,096,526  | 52,580,898  |
|      | Saving deposits                     | 40,443,955  | 25,317,608  |
|      | Current accounts - Remunerative     | -           |             |
|      | Current accounts - Non-remunerative | 21,147,284  | 18,472,499  |
|      | Margin accounts                     | 1,733,746   | 2,018,677   |
|      |                                     | 116,421,511 | 98,389,682  |
|      | Financial Institutions              |             |             |
|      | Remunerative deposits               | 7,223,895   | 4,349,693   |
|      | Non-remunerative deposits           | 9,782       | 37,418      |
|      |                                     | 7,233,677   | 4,387,111   |
|      |                                     | 123,655,188 | 102,776,793 |
|      |                                     |             |             |
| 18.1 | Particulars of deposits             |             |             |
|      |                                     |             |             |
|      | In local currency                   | 116,326,199 | 94,971,578  |
|      | In foreign currencies               | 7,328,989   | 7,805,215   |
|      |                                     | 123,655,188 | 102,776,793 |

**18.2** The above includes deposits of related parties amounting to Rs. 2.787 billion (2008: Rs. 1.542 billion).

# SUB-ORDINATED LOANS

19.

This represents listed, rated and un-secured Term Finance Certificates (TFCs). The salient features of the issue are as follows:

|                     |   | 2009<br>Rupees     | 2008<br>s '000    |
|---------------------|---|--------------------|-------------------|
| Outstanding amount  |   | 999,200            | 999,600           |
| Total Issue Amount  |   | 1,000,000          | 1,000,000         |
| Rating              | "AA-" (Double A Minus) by JCR-VIS   |                    |                   |
| Rate                | Base Rate Plus 1.40%<br>The Base Rate is defined as the Ask Side of Six Months Karachi Inter-bank Offered<br>rate setting date. | Rate (KIBOR) preva | iling on the base |
| Subordination       | The TFCs are subordinated to all other indebtedness of the Bank including deposits.   |                    |                   |
| Tenure and maturity | 7 years from the date of issue  |                    |                   |
| Principal Repayment | 0-60 months: 0.2%<br>66-84 months: 24.95%   |                    |                   |
| Profit Payment      | Profit is payable semi-annually in arrears.   |                    |                   |

22.2

#### LIABILITIES AGAINST ASSETS SUBJECT TO FINANCE LEASE 20.

|   |                              | 2009                                       |                       |                              | 2008                                       |                       |
|---|------------------------------|--|-----------------------|------------------------------|--|-----------------------|
|   | Minimum<br>lease<br>payments | Financial<br>charges for<br>future periods | Principal outstanding | Minimum<br>lease<br>payments | Financial<br>charges for<br>future periods | Principal outstanding |
|   |                              |  | Rupees                | ; '000                       |  |                       |
| Not later than one year                           | -                            | -  | -                     | 4,147                        | 44   | 4,103                 |
| Later than one year and not later than five years | -                            | -  | -                     | -                            | -  | -                     |
|   | -                            | -  | -                     | 4,147                        | 44   | 4,103                 |

The Bank had entered into agreements with a modaraba for lease of vehicles on commercial terms which was settled on maturity during the year. 20.1

| 21. | OTHER LIABILITIES   | Note | 2009<br>Rupees  | 2008<br>s '000  |
|-----|---|------|---|---|
|     | Mark-up / return payable in local currency<br>Mark-up / return payable in foreign currencies<br>Unearned commission / income<br>Accrued expenses<br>Current taxation (provisions less payments)<br>Unclaimed dividends<br>Branch adjustment account<br>Unrealised loss on revaluation of forward foreign exchange contracts<br>Withholding tax payable<br>Federal Excise Duty payable | Note | Rupees<br>1,688,553<br>26,324<br>23,249<br>434,640<br>664,024<br>42,788<br>139<br>-<br>48,290<br>14,782 | 1,418,833<br>48,651<br>75,277<br>299,487<br>460,904<br>43,128<br>3,776<br>23,849<br>66,089<br>9,266 |
|     | Security deposits against finance leases<br>Payable to brokers<br>Others  | 21.1 | 3,275,969<br>73,841<br><u>684,470</u><br><u>6,977,069</u>   | 3,576,148<br>8,517<br>607,617<br>6,641,542  |

21.1 This represents amounts payable to brokers against purchase of shares.

# 23.2

23.1

23.

# SHARE CAPITAL

# 22.1 Authorised capital

| <b>2009</b><br>Number of S                              | 2008<br>Shares  |  | <b>2009</b><br>Rupe                            | 2008<br>es '000                                |
|---|---|--|--|--|
| 1,200,000,000   | 600,000,000   | Ordinary shares of Rs. 10 each   | 12,000,000                                     | 6,000,000                                      |
| Issued, subscribe                                       | ed and paid-up ca                                       | apital   |  |  |
| 2009<br>Number of S                                     | 2008<br>Shares  | Ordinary shares  |  |  |
| 201,451,420<br>391,979,722<br>15,660,000<br>609,091,142 | 201,451,420<br>312,533,051<br>15,660,000<br>529,644,471 | Fully paid in cash<br>Issued as bonus shares<br>Issued for consideration other than cash | 2,014,514<br>3,919,797<br>156,600<br>6,090,911 | 2,014,514<br>3,125,331<br>156,600<br>5,296,445 |

As at December 31, 2009, Ithmaar Bank (the ultimate holding company of the Bank) through its subsidiaries and nominees held 407,742,454 ordinary shares of Rs. 10 each (2008: 354,558,660 ordinary shares).

| RESERVES               | Note | 2009<br>Rupees                     | 2008<br>'000         |
|------------------------|------|------------------------------------|----------------------|
| Statutory reserve      | 23.1 | 3,640,514                          | 3,400,481            |
| Capital market reserve | 23.2 | <u>389,542</u><br><u>4,030,056</u> | 389,542<br>3,790,023 |

Appropriations are made to statutory reserve as required by section 21 of the Banking Companies Ordinance, 1962, @ 20% of profit after tax for the year.

This represents reserve created to meet unforeseen future contingencies in the capital market.



| 24. | SURPLUS / (DEFICIT) ON REVALUATION OF ASSETS - BY TYPE AND SEGMENT  | Note | 2009<br>Rupees        | 2008<br>'000          | 25.<br>25.1 | CO              |
|-----|---|------|-----------------------|-----------------------|-------------|-----------------|
| 24. | SURPLUS/ (DEFICIT) ON REVALUATION OF ASSETS - BT TIPE AND SEGMENT   |      |                       |                       | 23.1        | Dire            |
|     | Available for sale securities   |      |                       |                       |             | Cor             |
|     | Federal Government Securities   |      |                       | (07.004)              |             | i) (<br>ii) E   |
|     | <ul> <li>Market Treasury Bills</li> <li>Pakistan Investment Bonds</li> </ul>  |      | (45,557)<br>(218,161) | (27,831)<br>(351,207) |             | iii) (          |
|     | - Ijara Sukuk Bonds   |      | (2,113)               | -                     |             |                 |
|     | Fully Reid up Ordinemy Sheree / Medershe Certificates / Cleand and Mutual Fund Unite  |      |                       |                       |             | Acc             |
|     | <ul> <li>Fully Paid up Ordinary Shares / Modaraba Certificates / Closed end Mutual Fund Units</li> <li>Listed companies / modarabas / mutual funds</li> </ul> |      | 28,237                | (32,402)              |             | i) (<br>ii) I   |
|     |   |      | ,                     |                       |             | iii) (          |
|     | Fully Paid up Preference Shares - Listed companies  |      | 4,048                 | (2 5 9 6)             |             |                 |
|     | - Listed companies  |      | 4,040                 | (2,586)               | 25.2        | Tra             |
|     | Term Finance Certificates   |      |                       |                       |             |                 |
|     | - Listed TFCs   |      | (75,147)              | (79,836)              |             | Cor             |
|     | Open end Mutual Fund Units  |      | 1,818,859             | 1,073,580             |             | í               |
|     |   |      |                       |                       |             | i) (            |
|     | Other Investments - Sukuk certificates  |      | (2,656)               |                       |             | ii) E<br>iii) ( |
|     | - Sukuk certificates  |      | 1,507,510             | 579,718               |             | III) (          |
|     | Deferred tax (liability) / asset  | 24.1 | (60,917)              | 56,403                |             |                 |
|     |   |      | 1,446,593             | 636,121               | 25.3        | Tra             |
|     |   |      |                       |                       |             |                 |

24.1 This represents deferred tax on surplus / (deficit) on revaluation of securities at applicable tax rates.

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| 25.  | CONTINGENCIES AND COMMITMENTS  | <b>2009</b><br>Rupees | 2008<br>s '000 |
|------|--|-----------------------|----------------|
| 25.1 | Direct credit substitutes  |                       |                |
|      | Contingent liability in respect of guarantees favouring:   |                       |                |
|      | i) Government  | -                     | -              |
|      | ii) Banking companies and other financial institutions   | 7,819                 | 11,314         |
|      | iii) Others  | - 7.840               | 2,298,364      |
|      |  | 7,819                 | 2,309,678      |
|      | Acceptances  |                       |                |
|      | i) Government  | -                     | 8,903          |
|      | ii) Banking companies and other financial institutions   | -                     | -              |
|      | iii) Others  | 1,471,261             | 2,115,242      |
|      |  | 1,471,261             | 2,124,145      |
| 25.2 | Transaction-related contingent liabilities   |                       |                |
|      | Contingent liability in respect of performance bonds, bid bonds, shipping guarantees and standby letters of credit etc. favouring: |                       |                |
|      | i) Government  | 4,454,789             | 3,940,271      |
|      | ii) Banking companies and other financial institutions   | 41,492                | 121,645        |
|      | iii) Others  | 9,910,872             | 13,053,502     |
|      |  | 14,407,153            | 17,115,418     |
| 25.3 | Trade-related contingent liabilities   |                       |                |
|      | Letters of credit  |                       |                |
|      | i) Government  | 2,695,731             | 302,870        |
|      | ii) Banking companies and other financial institutions   |                       | 115,210        |
|      | iii) Others  | 7,279,003             | 8,378,903      |
|      |  | 9,974,734             | 8,796,983      |
|      |  |                       |                |

25.8

26.

| 25.4 | Other Contingencies  | <b>2009</b><br>Rupees '00 | 2008      |
|------|--|---------------------------|-----------|
|      | <ul> <li>Suit filed by a customer for recovery of alleged losses suffered which is pending in the<br/>High Court of Sindh; The Bank's legal advisors are confident<br/>that the Holding Company has a strong case</li> </ul> | 2,500,000                 | 2,500,000 |
|      | ii) Indemnity issued favouring the High Court in above case  | 457,543                   | 457,543   |
|      | iii) Claims against the Bank not acknowledged as debt  | 1,641,661                 | 1,126,990 |

iv) Income tax assessments of the Bank have been finalised upto the tax year 2008 (Accounting year 2007). Return for the tax year 2009 has also been filed.

The department and the Bank have disagreements on various matters for tax years from 1994 to 2008. These include disallowance of initial depreciation on leases, disallowance of provision for bad debts, bad debts written off, taxability of NIT dividend, status of AFIBL, excess perquisites and others. The Bank and the department have filed appeals with CIT (Appeals), ITAT and the High Court in the aforementioned matters. The management and the tax consultant are confident that the decision in respect of these matters will be received in the Bank's favour.

| 25.5 | Commitments in respect of forward lending / purchase | 2009<br>Rupees | 2008<br>5 '000 |
|------|--|----------------|----------------|
|      | Commitment to extend credit - advances               | 2,000,000      | 3,179,852      |
|      | Commitment to invest in securities                   | 210,000        | 330,000        |

#### Commitments in respect of forward exchange contracts 25.6

| Purchase    |           |           |
|-------------|-----------|-----------|
| - Customers | 1,745,536 | 1,103,966 |
| - Banks     | 6,390,515 | 4,905,443 |
|             | 8,136,051 | 6,009,409 |
| Sale        |           |           |
| - Customers | 4,840     | -         |
| - Banks     | 6,522,648 | 3,224,281 |
|             | 6,527,488 | 3,224,281 |

|   | 2009                   | Rupees '000 | 2008                   |
|---|------------------------|-------------|------------------------|
| Commitments for the acquisition of operating fixed assets | 84,78                  | 37          | 196,637                |
| Commitments in respect of repo transactions               |                        |             |                        |
| Repurchase<br>Resale                                      | 17,250,58<br>15,088,85 |             | 1,122,184<br>3,448,631 |

# **DERIVATIVE INSTRUMENTS**

A derivative financial instrument is a financial contract between two parties where payments are dependent upon movements in price in one or more underlying financial instruments, reference rates or indices. The principal derivatives used by the Bank are forward foreign exchange contracts and equity futures. The Bank at this stage does not engage in Interest Rate Swaps, Forward Rate Agreements and FX Options.

A forward foreign exchange contract is an agreement to buy or sell a specified amount of foreign currency on a specified future date at an agreed rate. The Bank enters into these contracts for the purposes of squaring currency positions.

All derivatives are recognised at their fair value. Fair values are obtained from quoted market prices in active markets. Derivatives are carried in the balance sheet as assets when their fair value is positive and as liabilities when their fair value is negative.

Credit risk in respect of derivative financial instruments arises from the potential for a counterparty to default on its contractual obligations. The principal amount of the derivative contract does not represent real exposure to credit risk, which is limited to the positive fair value of instruments.

The details of commitments under forward foreign exchange contracts outstanding at year-end have been given in note 25. There was no equity futures position at the year end.

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| NOTES       |
| For the yea |

| 27. | MARK-UP / RETURN / INTEREST EARNED   | 2009<br>Rupees  | 2008<br>s '000   |
|-----|--|---|--|
|     | a) On financing to:<br>i) customers<br>ii) financial institutions  | 11,293,342<br>103,439   | 9,508,383<br>131,226   |
|     | <ul> <li>b) On investments in:</li> <li>i) held for trading securities</li> <li>ii) available for sale securities</li> <li>iii) held to maturity securities</li> </ul> | 1,689<br>4,028,665<br>1,259,364   | -<br>1,766,069<br>837,144  |
|     | c) On deposits with treasury bank and financial institutions   | 65,236  | 364,823  |
|     | d) On securities purchased under resale agreements   | 206,140<br>16,957,875   | 796,487<br>13,404,132  |
| 28. | MARK-UP / RETURN / INTEREST EXPENSED   |   |  |
|     | Deposits<br>Securities sold under repurchase agreements<br>Other short term borrowings<br>Long term borrowings<br>Sub-ordinated debt                                   | 9,321,454<br>1,289,906<br>1,102,721<br>105,800<br>148,004<br>11,967,885 | 7,205,154<br>306,768<br>695,823<br>116,209<br>130,801<br>8,454,755 |
| 29. | GAIN / (LOSS) ON SALE OF SECURITIES  |   |  |
|     | Federal Government Securities <ul> <li>Market Treasury Bills</li> <li>Pakistan Investment Bonds</li> </ul>   | 8,220<br>46,415   | -  |
|     | Fully Paid up Ordinary Shares / Modaraba Certificates / Units of Closed End Mutual Fund  | 449,755   | (130,829)  |
|     | Units of Open End Mutual Fund  | 320,231<br>824,621  | (3,052)<br>(133,881)   |

|     |  |      | 2009      | 2008      |
|-----|--|------|-----------|-----------|
|     |  | Note | Rupee     | s '000    |
| 30. | OTHER INCOME   |      |           |           |
|     | Rent on property   |      | 50,284    | 52,670    |
|     | Maintenance charges on property rented                     |      | 11,095    | 15,972    |
|     | Net profit on sale of property and equipment               |      | 5,788     | 10,761    |
|     | Recovery of amount written off previously invested in COIs |      | 12,500    | -         |
|     | Others   |      | 924       | -         |
|     |  |      | 80,591    | 79,403    |
| 31. | ADMINISTRATIVE EXPENSES                                    |      |           |           |
|     | Salaries, allowances and other employee benefits           |      | 1,931,364 | 1,529,231 |
|     | Charge for defined benefit plan                            |      | 58,854    | 30,195    |
|     | Contribution to defined contribution plan                  |      | 61,261    | 42,816    |
|     | Non-executive directors' fees                              |      | 1,450     | -         |
|     | Rent, taxes, insurance, electricity, etc.                  |      | 547,737   | 456,511   |
|     | Legal and professional charges                             |      | 80,534    | 33,721    |
|     | Communications   |      | 78,182    | 79,760    |
|     | Repairs and maintenance                                    |      | 168,505   | 99,997    |
|     | Finance charge on leased assets                            |      | 22        | 208       |
|     | Stationery and printing                                    |      | 80,307    | 74,899    |
|     | Advertisement and publicity                                |      | 107,854   | 38,925    |
|     | Donations  | 31.1 | 2,085     | 160       |
|     | Auditors' remuneration                                     | 31.2 | 5,650     | 4,700     |
|     | Depreciation   | 13.2 | 513,839   | 393,480   |
|     | Amortisation   | 13.3 | 96,838    | 54,149    |
|     | License and technical fee                                  |      | 72,128    | 19,969    |
|     | Traveling, conveyance and entertainment                    |      | 52,198    | 34,663    |
|     | Vehicle running expenses                                   |      | 71,451    | 69,378    |
|     | Books, periodicals and subscription                        |      | 38,002    | 54,977    |
|     | Brokerage and commission                                   |      | 40,983    | 18,453    |
|     | Others   |      | 274,842   | 221,651   |
|     |  |      | 4,284,086 | 3,257,843 |



| 31.1 | Donations made in the year were as follows:   | Note             | <b>2009</b><br>Rupee  | 2008<br>s '000  | 33.1 | Rel                 |
|------|---|------------------|---|---|------|---------------------|
|      | Donee<br>The Aga Khan University<br>SWAT Refugee Relief Fund<br>The Helpcare Society<br>The Citizens Foundation<br>Others<br>Health Oriented Preventive Education (HOPE)<br>All Pakistan Women's Association (APWA)<br>Rotary Metropolitan Trust<br>(President & CEO of the Bank is the President of the Trust) | 13.2.4<br>13.2.4 | 100<br>1,036<br>480<br>469<br>-<br>-<br>-<br>-<br>-<br>2,085                          | -<br>-<br>-<br>50<br>10<br>-<br>-<br>50<br>10<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- |      | Pro<br>Tax<br>Effe  |
| 31.2 | Auditors' remuneration  |                  |   | 100   | 34.  | BA                  |
|      | Audit fee<br>Review of half yearly financial statements<br>Special certifications and sundry advisory services<br>Out-of-pocket expenses  |                  | 1,825<br>350<br>3,200<br>275<br>5,650   | 1,825<br>350<br>2,250<br>275<br>4,700   |      | Pro                 |
| 32.  | OTHER CHARGES   |                  |   |   |      |                     |
| 33.  | Penalties imposed by the State Bank of Pakistan TAXATION  |                  | 33,029  | 61,364  |      | Bas                 |
|      | For the year<br>Current<br>Deferred<br>For prior year<br>Current<br>Deferred  |                  | 1,157,443<br>(439,983)<br>717,460<br>2,823,492<br>(3,440,610)<br>(617,118)<br>100,342 | 155,956<br>425,629<br>581,585<br>100,000<br>-<br>100,000<br>681,585   | 35.  | Cas<br>Bala<br>Call |

# Faysal Bank Limited NOTES TO THE FINANCIAL STATEMENTS For the year ended December 31, 2009

| 33.1 | Relationship between tax expense and accounting profit       | Note | <b>2009</b> 2008<br>Rupees '000 |                |  |
|------|--|------|---------------------------------|----------------|--|
|      | Profit before tax  |      | 1,300,501                       | 1,796,537      |  |
|      | Tax calculated at the rate of 35% (2008: 35%)<br>Effect of:  |      | 455,175                         | 628,788        |  |
|      | - permanent differences                                      |      | 84,531                          | 57,407         |  |
|      | <ul> <li>income chargeable to tax at reduced rate</li> </ul> |      | (166,981)                       | (154,050)      |  |
|      | - prior year (reversal) / charge                             |      | (617,118)                       | 100,000        |  |
|      | <ul> <li>additional charge on lease assets</li> </ul>        |      | 317,341                         | -              |  |
|      | - others   |      | 27,394                          | 49,440         |  |
|      | Tax charge for the year                                      |      | 100,342                         | 681,585        |  |
| 34.  | BASIC AND DILUTED EARNINGS PER SHARE                         |      |                                 |                |  |
|      | Profit after tax for the year                                |      | 1,200,159                       | 1,114,952      |  |
|      |  |      | In thous                        | ands           |  |
|      | Weighted average number of ordinary shares                   |      | 609,091                         | 609,091        |  |
|      |  |      | Rupe                            | ees            |  |
|      | Basic and diluted earnings per share                         |      | 1.97                            | 1.83           |  |
| 35.  | CASH AND CASH EQUIVALENTS                                    |      | 2009<br>Rupees                  | 2008<br>; '000 |  |
|      | Cash and balance with treasury banks                         | 8    | 8,427,202                       | 8,927,524      |  |
|      | Balances with other banks                                    | 9    | 508,795                         | 876,780        |  |
|      | Call money lendings  | 10   | 300,000                         | -              |  |
|      |  |      | 9,235,997                       | 9,804,304      |  |

|     |  | Note | 2009<br>In Numbers | 2008  |
|-----|--|------|--------------------|-------|
| 36. | STAFF STRENGTH                                   |      |                    |       |
|     | Permanent  |      | 1,931              | 1,749 |
|     | Temporary / on contractual basis                 |      | 111                | 180   |
|     | Bank's own staff strength at the end of the year |      | 2,042              | 1,929 |
|     | Outsourced                                       | 36.1 | 976                | 990   |
|     | Total Staff Strength                             |      | 3,018              | 2,919 |

Outsourced represent employees hired by an outside contractor / agency and posted in the Bank to perform various tasks / activities of the Bank. 36.1

#### 37. **DEFINED BENEFIT PLAN**

#### General description 37.1

The Bank operates an approved funded gratuity scheme for all its permanent employees and employees who are on contractual service in nonmanagement cadre. The benefits under the gratuity scheme are payable on retirement at the age of 60 years or earlier cessation of service in lumpsum. The benefit is equal to one month's last drawn basic salary for each year of eligible service or part thereof. The minimum qualifying eligible service for gratuity is 1 year for employees who became members of the Fund before November 12, 2002. In the case of the other members of the Fund the minimum qualifying eligible service is 5 years. The minimum qualifying eligible service for contractual employees not employed under the management cadre is 6 months. The latest actuarial valuation of the Bank's defined benefit plan based on Projected Unit Credit Actuarial Cost Method was carried out as at December 31, 2009.

| 37.2 | Principal actuarial assumptions                                | 2009  | 2008 |
|------|--|-------|------|
|      | Discount factor used (% per annum)                             | 12.75 | 15   |
|      | Expected long term rate of return on plan assets (% per annum) | 12.75 | 15   |
|      | Salary increase (% per annum)                                  | 12.75 | 15   |
|      | Normal retirement age (Years)                                  | 60    | 60   |

37.4 37.5 37.5.1

# Faysal Bank Limited NOTES TO THE FINANCIAL STATEMENTS For the year ended December 31, 2009

|  |      | 2009                       | 2008                       |
|--|------|----------------------------|----------------------------|
| Reconciliation of receivable from defined benefit plan                     | Note | Rupees                     | 000                        |
| Present value of defined benefit obligations                               | 37.4 | 229,961                    | 167,125                    |
| Fair value of plan assets  | 37.5 | <u>(168,135)</u><br>61,826 | <u>(107,351)</u><br>59,774 |
| Net actuarial loss not recognized  |      | (62,165)                   | (60,113)                   |
|  |      | (339)                      | (339)                      |
| Movement in present value of defined benefit obligation                    |      |                            |                            |
| Opening balance  |      | 167,125                    | 123,141                    |
| Current service cost   |      | 46,493                     | 22,567                     |
| Interest cost  |      | 27,979                     | 12,829                     |
| Loss on defined benefit obligation<br>Actual benefits paid during the year |      | 6,124<br>(17,760)          | 30,928<br>(25,862)         |
| Past service cost - contract employees                                     |      | (17,700)                   | (25,862)<br>3,522          |
| Closing balance  |      | 229,961                    | 167,125                    |
| Movement in fair value of plan assets                                      |      |                            |                            |
| Opening balance  |      | 107,351                    | 97,739                     |
| Expected return on plan assets   |      | 19,626                     | 10,417                     |
| Contribution made  |      | 58,854                     | 30,534                     |
| Benefits paid by the fund  |      | (17,760)                   | (25,862)                   |
| Gain / (loss) on plan assets<br>Closing balance                            |      | <u> </u>                   | (5,477)<br>107,351         |
| Closing balance  |      | 100,135                    | 107,351                    |
| Plan assets consist of the following:                                      |      |                            |                            |
| Balances with banks and financial institutions                             |      | 104,740                    | 31,753                     |
| Units of open ended mutual funds   |      | 40,421                     | 60,994                     |
| Term finance certificates  |      | 22,974                     | 14,604                     |
|  |      | 168,135                    | 107,351                    |



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| 37.6 | Movement in receivable from defined benefit plan  |                                  |                                  | Note                            | <b>2009</b><br>Rupees '0                             | 2008<br>000  |
|------|---|----------------------------------|----------------------------------|---------------------------------|--|--|
|      | Opening balance<br>Charge for the year<br>Contribution to fund made during the year<br>Closing balance  |                                  |                                  | 37.7                            | (339)<br>58,854<br>(58,854)<br>(339)                 | 30,195<br>(30,534)<br>(339)                              |
| 37.7 | Charge for defined benefit plan   |                                  |                                  |                                 |  |  |
|      | Current service cost<br>Interest cost<br>Expected return on plan assets<br>Amortization of loss<br>Vested past service cost - contractual employees |                                  |                                  |                                 | 46,493<br>27,979<br>(19,626)<br>4,008<br>-<br>58,854 | 22,567<br>12,829<br>(10,417)<br>1,694<br>3,522<br>30,195 |
| 37.8 | Actual return on plan assets  |                                  |                                  |                                 | 15,637   | 5,093  |
| 37.9 | Historical information  | 2009                             | 2008                             | 2007<br>Rupees '000             | 2006   | 2005   |
|      | Defined Benefit Obligation<br>Fair value of plan assets<br>Deficit  | (229,961)<br>168,135<br>(61,826) | (167,125)<br>107,351<br>(59,774) | (123,141)<br>97,739<br>(25,402) | (118,509)<br>97,253<br>(21,256)                      | (93,553)<br>79,134<br>(14,419)                           |
|      | Experience adjustments on plan liabilities  | (6,124)                          | (30,928)                         | (2,818)                         | (4,231)  | 581  |
|      | Experience adjustments on plan assets   | 64                               | (5,477)                          | (2,745)                         | 888  | 767  |

# DEFINED CONTRIBUTION PLAN

The Bank operates an approved funded contributory provident fund for all its permanent employees to which equal monthly contributions are made both by the Bank and the employees at the rate of 10% of basic salary. The financial statements of the fund are separately prepared and audited and are not included as part of these financial statements.

# **REMUNERATION OF DIRECTORS AND EXECUTIVES**

| Presi       | dent /                         |   |  |   |   |
|-------------|--------------------------------|---|--|---|---|
| Chief Execu | Chief Executive Officer        |   | tors   | Executives  |   |
| 2009        | 2008*                          | 2009  | 2008   | 2009  | 2008  |
|             |                                | Rupee   | s '000   |   |   |
| 99,875      | 60,577                         | -   | -  | 332,091   | 228,249   |
| -           | -                              | 1,450   | -  | -   | -   |
| 800         | 1,861                          | -   | -  | 22,889  | 12,481  |
| 2,688       | 2,219                          | -   | -  | 26,827  | 14,939  |
| 6,145       | 1,161                          | -   | -  | 124,262   | 74,699  |
| 163         | 243                            | -   | -  | 28,568  | 14,004  |
| 278         | 107                            | -   | -  | 17,848  | 10,727  |
| -           | 1,545                          |   | -  | 44,735  | 24,769  |
| 2,215       | 4,602                          | -   | -  | 49,799  | 30,150  |
| 112,164     | 72,315                         | 1,450   | -  | 647,019   | 410,018   |
| 1           | 2*                             | 7   | 7  | 267   | 167   |
|             | <u>Chief Execu</u><br>2009<br> | 2009       2008*         99,875       60,577         -       -         800       1,861         2,688       2,219         6,145       1,161         163       243         278       107         -       1,545         2,215       4,602         112,164       72,315 | Chief Executive Officer         Direc           2009         2008*         2009           -         -         1,450           800         1,861         -           2,688         2,219         -           6,145         1,161         -           163         243         -           278         107         -           1,545         -         2,215           4,602         -         -           112,164         72,315         1,450 | Chief Executive Officer         Directors           2009         2008*         2009         2008           Rupees '000         Rupees '000         -         -           -         -         1,450         -           -         -         1,450         -           2068         2,219         -         -           2,688         2,219         -         -           6,145         1,161         -         -           163         243         -         -           -         1,545         -         -           -         1,545         -         -           -         1,545         -         -           -         1,545         -         -           -         1,545         -         -           -         1,545         -         -           -         1,545         -         -           -         1,2164         72,315         1,450         - | Chief Executive Officer         Directors         Executive           2009         2008*         2009         2008         2009           99,875         60,577         -         -         332,091           -         -         1,450         -         -           800         1,861         -         -         26,827           6,145         1,161         -         28,568         2278           163         243         -         28,568         278           278         107         -         17,848         -           -         1,545         -         44,735         -           2,215         4,602         -         -         49,799           112,164         72,315         1,450         -         647,019 |

\* Includes remuneration of Ex-Acting Chief Executive Officer and present President & CEO.

Executives mean employees, other than the chief executive and directors, whose basic salary exceeds five hundred thousand rupees in a financial year.

In addition to the above, the Chief Executive and Executives are provided with free use of the Bank's maintained cars.

# Faysal Bank Limited

41.

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#### 40 FAIR VALUE OF FINANCIAL INSTRUMENTS

|   | Book value  |             | Fair value  |             |
|---|-------------|-------------|-------------|-------------|
|   | 2009        | 2008        | 2009        | 2008        |
|   |             | Rupe        | es '000     |             |
| Assets  |             | /           |             | /           |
| Cash and balances with treasury banks               | 8,427,202   | 8,927,524   | 8,427,202   | 8,927,524   |
| Balances with other banks                           | 508,795     | 876,780     | 508,795     | 876,780     |
| Lending to financial institutions                   | 15,017,826  | 2,861,401   | 15,017,826  | 2,861,401   |
| Investments   | 56,531,338  | 36,152,537  | 56,531,338  | 36,152,537  |
| Advances  | 91,346,001  | 83,512,068  | 91,346,001  | 83,512,068  |
| Other assets  | 3,393,795   | 2,373,420   | 3,393,795   | 2,373,420   |
| Liabilities   | 175,224,957 | 134,703,730 | 175,224,957 | 134,703,730 |
| Bills payable                                       | 1,465,451   | 1,536,517   | 1,465,451   | 1,536,517   |
| Borrowings  | 34.985.766  | 13,027,468  | 34,985,766  | 13,027,468  |
| Deposits and other accounts                         | 123,655,188 | 102,776,793 | 123,655,188 | 102,776,793 |
| Sub-ordinated loans                                 | 999,200     | 999,600     | 999,200     | 999,600     |
| Liabilities against assets subject to finance lease | -           | 4,103       | -           | 4,103       |
| Other liabilities                                   | 6,226,585   | 6,026,231   | 6,226,585   | 6,026,231   |
|   | 167,332,190 | 124,370,712 | 167,332,190 | 124,370,712 |
| Off-balance sheet financial instruments             |             |             |             |             |
| Forward purchase of foreign exchange                | 8,136,051   | 6,009,409   | 8,136,051   | 6,009,409   |
| Forward agreements for borrowing                    | 17,250,582  | 1,122,184   | 17,250,582  | 1,122,184   |
| Forward sale of foreign exchange                    | 6,527,488   | 3,224,281   | 6,527,488   | 3,224,281   |
| Forward agreements for lending                      | 15,088,857  | 3,448,631   | 15,088,857  | 3,448,631   |

The fair value of traded investments is based on guoted market price. Fair value of unguoted equity investments is determined on the basis of break-up value of these investments as per the latest financial statements.

Fair value of fixed term advances, other assets, other liabilities and fixed term deposits cannot be calculated with sufficient reliability due to absence of current and active market for assets and liabilities and reliable data regarding market rates for similar instruments. The provision for impairment of advances has been calculated in accordance with the Bank's accounting policy as stated in note 7.6 of these financial statements.

The repricing profile and effective rates and maturity are stated in note 46.6 and 46.7.1 respectively.

The fair value of the remaining financial assets and liabilities are not significantly different from their carrying values since assets and liabilities are either short term in nature or in the case of customer advances and deposits, are regularly repriced.

# ACCOUNTING ESTIMATES AND JUDGMENTS

The Bank makes estimates and assumptions that affect the reported amounts of assets and liabilities within the next financial year. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Some of the critical accounting estimates and judgments are as follows:

#### Provision against advances portfolio

The Bank reviews its advances portfolio to assess amount of non-performing advances and provision required there against on a guarterly basis. The provision is made in accordance with Prudential Regulations issued by the State Bank of Pakistan (SBP). The SBP vide BSD circular No. 10 of 2009 dated October 20, 2009 has allowed banks to avail the benefit of 40% of FSV of pledged stock and mortgaged residential, commercial and industrial properties (land and building only) held as collateral against all Non Performing Loans (NPLs), except consumer financing, for three years from the date of classification for calculating provision w.e.f. December 31, 2009. Further, as per SBP directives, for non performing loans in respect of consumer financing, benefit of 50% of FSV of mortgaged property is considered. The management has revised its accounting estimate for determining provisions in the light of the State Bank of Pakistan's directives, the impact of which is given in note 12.3.1. The forced sale values in respect of collaterals in the case of home mortgage loans are estimated by independent valuations of the assets mortgaged / pledged.

#### Income taxes

In making the estimates for income taxes currently payable by the Bank, the management looks at the current income tax law and the decisions of appellate authorities on disputed issues in the past. However, the Bank has made adequate provision in this respect. The allocation of expenses between income chargeable to tax under final tax regime (FTR) and normal tax regime (NTR) is based on the assessment order of the Bank.

The Finance Act, 2009, has made significant amendments in the Seventh Schedule to Income Tax Ordinance, 2001. The deduction for provisions for doubtful and loss categories of advances and off balance sheet items is allowed upto a maximum of 1% of total advances. The amount of bad debts classified as OAEM (in agriculture) and Substandard under Prudential Regulations issued by State Bank of Pakistan would not be allowed as an expense. Provisioning in excess of 1% of total advances would be allowed to be carried over to succeeding years. Therefore, the management has carried out an exercise at period end and concluded that they would be able to get deduction of provision in excess of 1% of total advances and have recognised deferred tax asset on such provision amounting to Rs. 872 million.

The amendments introduced in the Seventh Schedule do not provide for any transitional mechanism i.e. how and when the provision for bad debts disallowed upto December 31, 2007 would be allowed as a deduction. The matter was taken up by the Pakistan Banks Association (PBA) and the Institute of Chartered Accountants of Pakistan (ICAP) with the Federal Board of Revenue (FBR). FBR vide its letter reference F.No. 4(1)ITP/2008-49 dated December 23, 2009 has informed ICAP that it has decided to insert a new Rule 8(a) to allow for amounts provided for in tax year 2008 and prior to said tax year for doubtful debts, which were neither claimed nor allowed as tax deductible in any year shall be allowed as deduction in tax year in which such doubtful debts are written off.

However, to date no SRO has been issued to incorporate the agreed amendments to the Seventh Schedule. The Bank based on advise of its tax consultant has treated the FBR commitment as effective. Accordingly, the tax charge for the current and prior period and deferred tax has been recognized on the basis of amendments agreed by FBR vide its above referred letter.

# Faysal Bank Limited

#### Impairment in respect of listed securities 41.3

The Bank determines that listed AFS securities are impaired when there has been a significant or prolonged decline in fair value below its cost. In making this judgment, the Bank evaluates among other factors volatility in share prices in normal course.

If the Bank considers that a deficit is temporary, it is classified as a revaluation loss / (deficit) and if the impairment is considered of a permanent nature, it is treated as provision for diminution in value of investments.

#### Gratuity / Fixed assets 41.4

The Bank has adopted certain actuarial assumptions as disclosed in note 37.2 to the financial statements for determining present value of defined benefit obligations and fair value of plan assets, based on actuarial advice. Any change in the assumptions from actual results would change the amount of unrecognised gains and losses. For fixed assets refer note 13.2.3.

#### Segmentation 41.5

As per the requirements of the State Bank of Pakistan, the management has divided the Bank into four functional segments. The basis of segmentation and related assumptions are disclosed in note 7.18.

#### 42. SEGMENT DETAILS WITH RESPECT TO BUSINESS ACTIVITIES

#### **Primary segment information**

For management purposes the Bank is organised into four major business segments:

Corporate Finance; Trading and Sales; Retail Banking; and Commercial Banking.

All assets, liabilities, off balance sheet items, and items of income and expense are distributed in primary segments in accordance with the core functions performed by the business groups.

| 2009   | Corporate<br>Finance           | Trading &<br>Sales<br>Rupe                             | Retail<br>Banking<br>es '000                           | Commercial<br>Banking                                  |
|--|--------------------------------|--|--|--|
| Total income - net<br>Total expenses<br>Net income   | 113,880<br>(58,895)<br>54,985  | 719,586<br>(293,474)<br>426,112                        | 2,860,306<br>(2,834,996)<br>25,310                     | 4,109,283<br>(3,415,531)<br>693,752                    |
| Segment assets (Gross)<br>Segment non performing assets<br>Segment provision required<br>Segment liabilities |                                | 51,119,347<br>2,842,742<br>(1,140,082)<br>(48,391,126) | 73,079,622<br>6,693,223<br>(3,778,916)<br>(95,523,015) | 64,946,583<br>3,977,807<br>(3,361,141)<br>(24,168,533) |
| Segment return on assets (ROA) (%)   |                                | 12.20%   | 11.20%   | 13.60%   |
| Segment cost of funds (%)  |                                | 4.20%  | 7.70%  | 6.90%  |
| 2008   |                                |  |  |  |
| Total income - net<br>Total expenses<br>Net income   | 375,106<br>(278,032)<br>97,074 | 1,116,798<br>(973,665)<br>143,133                      | 2,163,624<br>(1,815,071)<br>348,553                    | 3,604,442<br>(3,078,250)<br>526,192                    |
| Segment assets (Gross)<br>Segment non performing assets<br>Segment provision required<br>Segment liabilities | -<br>-<br>-                    | 41,352,986<br>2,075,732<br>(887,890)<br>(38,768,953)   | 37,250,078<br>4,253,634<br>(2,576,728)<br>32,997,331   | 65,742,918<br>3,192,847<br>(2,639,878)<br>55,703,094   |
| Segment return on assets (ROA) (%) *   |                                | 12.22%   | 10.59%   | 11.49%   |
| Segment cost of funds (%) *  |                                | 9.41%  | 2.12%  | 7.29%  |

\* These percentages have been computed based on closing assets / liability figure instead of average balances.

Note: The above table is based on best estimates / assumptions.

# 43. TRUST ACTIVITIES

The Bank is not engaged in any significant trust activities. However, it acts as security agent for various Term Finance Certificates it arranges and distributes on behalf of its customers.

### 44. RELATED PARTY TRANSACTIONS

The Bank has related party relations with its associated undertaking, subsidiary company (refer note 11.1), group companies, retirement benefit plans (refer note 7.12), directors, key management personnel and entities over which the directors or key management personnel are able to exercise significant influence.

Banking transactions with the related parties are executed substantially on the same terms, except transaction with directors and key management personnel that are as per their terms of employment, including mark-up rates and collateral, as those prevailing at the time of comparable transactions with unrelated parties and do not involve more than a normal risk. Details of advances to the companies or firms in which the directors of the Bank are interested as directors, partners or in case of private companies as members are given in note 12.8 to these financial statements.

Contributions to and accruals in respect of retirement benefit plans are made in accordance with the actuarial valuations / terms of contribution plan (refer notes 7.12, 37 and 38 to these financial statements for the details of the plans). Remuneration of key management personnel, including salaries and other short-term employee benefits and post-employment benefits is given below. Remuneration to executives (including key management personnel) of the Bank is disclosed in note 39 to these financial statements. Such remuneration is determined in accordance with the terms of their appointment.

|                                      |                                 |                       | 20          | 09        |                    |                          |
|--------------------------------------|---------------------------------|-----------------------|-------------|-----------|--------------------|--------------------------|
|                                      | Directors and Key<br>Management | Retirement<br>Benefit | Subsidiary  | Associate | Group<br>Companies | Strategic<br>Investments |
|                                      | Personnel                       | Plans                 |             |           |                    |                          |
| Deposits                             |                                 |                       | Rupe        | es '000   |                    |                          |
| Balance at the beginning of the year | 21,081                          | 148,888               | 184,051     | 958       | 1,174,456          | 13,412                   |
| Placements during the year           | 411,448                         | 770,721               | 2,361,789   | 82,678    | 71,421,342         | 610,833                  |
| Withdrawals during the year          | (393,044)                       | (569,242)             | (2,357,770) | (83,237)  | (70,414,270)       | (597,160)                |
| Balance at end of the year           | 39,485                          | 350,367               | 188,070     | 399       | 2,181,528          | 27,085                   |
| Advances                             |                                 |                       |             |           |                    |                          |
| Balance at the beginning of the year | 71,807                          | -                     | -           | -         | -                  | 731,564                  |
| Disbursement during the year         | -                               | -                     | -           | -         | -                  | 72,735                   |
| Repayment during the year            | (38,231)                        | -                     | -           | -         | -                  | (1,741)                  |
| Balance at end of the year           | 33,576                          | -                     | -           | -         | -                  | 802,558                  |

|                                      |                                 |                       | 20          | 08        |                    |                          |
|--------------------------------------|---------------------------------|-----------------------|-------------|-----------|--------------------|--------------------------|
|                                      | Directors and Key<br>Management | Retirement<br>Benefit | Subsidiary  | Associate | Group<br>Companies | Strategic<br>Investments |
|                                      | Personnel                       | Plans                 | Pupo        | es '000   |                    |                          |
| Deposits                             |                                 |                       |             | =5 000    |                    |                          |
| Balance at the beginning of the year | 48,487                          | 102,998               | 8,218       | 73        | 2,028              | 135,480                  |
| Placements during the year           | 560,812                         | 757,198               | 2,536,663   | 235,824   | 60,476,240         | 859,183                  |
| Withdrawals during the year          | (588,218)                       | (711,308)             | (2,360,830) | (234,939) | (59,303,812)       | (981,251)                |
| Balance at end of the year           | 21,081                          | 148,888               | 184,051     | 958       | 1,174,456          | 13,412                   |
| Advances                             |                                 |                       |             |           |                    |                          |
| Balance at the beginning of the year | 4,146                           | -                     | -           | -         | -                  | 806,989                  |
| Disbursement during the year         | 74,641                          | -                     | -           | -         | -                  | 529                      |
| Repayment during the year            | (6,980)                         | -                     | -           | -         | -                  | (75,954)                 |
| Balance at end of the year           | 71,807                          | -                     | -           | -         | -                  | 731,564                  |

Balances pertaining to parties that were related at the beginning of the year but ceased to be so related during any part of the current period are not reflected as part of the closing balance. The same are accounted for through the movement presented above.

|   | <b>2009</b><br>Rupee           | 2008<br>s '000                        |
|---|--------------------------------|---------------------------------------|
| Foreign Currency Placement of funds / Nostro balances with group companies  | 16,215                         | 15,238                                |
| Transactions involving Sale / Purchase of investments with related parties<br>Shares / Units purchased during the year<br>Shares / Units / Term Finance Certificates sold during the year | 2,376,766<br>2,810,645         | 550,383<br>428,411                    |
| Profit paid / accrued<br>Profit return / earned<br>Dividend income from subsidiaries<br>Dividend paid to holding company and associates   | 204,903<br>2,686<br>8,370<br>- | 152,937<br>86,537<br>9,504<br>870,266 |
| Remuneration of key management personnel<br>- Salaries and other short-term employee benefits<br>- Post-employment benefits<br>Contribution to staff retirement benefits                  | 134,010<br>9,406<br>120,115    | 122,177<br>35,056<br>73,350           |

Disposal of vehicles to key management personnel and other executives is disclosed in note 13.4 to these financial statements.

# 45. CAPITAL - ASSESSMENT AND ADEQUACY BASEL II SPECIFIC

### 45.1 Capital Management

Basel II capital adequacy framework applies to all Banks and DFIs on stand-alone as well consolidated basis. Capital Adequacy Ratio (CAR) has been calculated in accordance with the guidelines given by SBP through BSD Circular No. 8 dated June 27, 2006. The Bank has adopted Standardized Approach for Credit and Market Risk and Basic Indicator Approach for Operational Risk.

The Bank's objectives when managing its capital are:

- a) To comply with the capital requirements set by the State Bank of Pakistan;
- b) To safeguard the Bank's ability to continue as a going concern so that it can continue to provide returns for shareholders and benefits for other stakeholders; and
- c) To maintain a strong capital base to support the development of its business.

Capital adequacy is regularly monitored by the Bank's management, employing techniques based on the guidelines developed by the Basel Committee, as implemented by the State Bank of Pakistan. The required information is submitted to the State Bank of Pakistan on quarterly basis. The disclosure given is based on the Basel II standardized approach.

The State Bank of Pakistan requires each Bank or Banking group to: (a) hold the minimum level of the paid up capital and (b) maintain a ratio of total regulatory capital to the risk-weighted assets at or above the required minimum of 10% as prescribed for the year 2009.

The Bank's regulatory capital is divided into three tiers:

- a) Tier 1 capital: share capital, retained earnings and reserves created by appropriations of retained earnings; and
- b) Tier 2 capital: qualifying subordinated loan capital, general provision and unrealized gains arising on the fair valuation of equity instruments held as available for sale.
- c) Tier 3 capital: the Bank has no eligible Tier 3 capital.

Book value of goodwill, other intangible assets including software, brand value etc, are deducted from Tier 1 capital whereas Investments in associates and subsidiary as disclosed in Note 11.1 are deducted from Tier 1 and Tier 2 capital to arrive at the regulatory capital.

The risk-weighted assets are measured by means of a hierarchy of five risk weights classified according to the nature of and reflecting an estimate of credit, market and operational risks associated with each asset and counterparty, taking into account any eligible collateral or guarantees. A similar treatment is adopted for off-balance sheet exposure, with some adjustments to reflect the more contingent nature of the potential losses.

The Bank will continue to maintain the required regulatory capital either through its risk management strategies or by increasing the capital requirements in line with the business and capital needs.

Vide BSD Circular No. 07 of 2009, the State Bank of Pakistan has prescribed a minimum paid-up capital requirement (net of losses) of Rs. 6 billion for all Banks to be achieved by December 31, 2009. The required minimum Capital Adequacy Ratio (CAR), on consolidated as well as on stand alone basis is 10%.

The risk weighted assets to capital ratio, calculated in accordance with the State Bank's guidelines on capital adequacy is as follows:-

45.2

|   | 2009       | 2008       |  |
|---|------------|------------|--|
| Capital Structure   | Rupees     |            |  |
| Tier I Capital  |            |            |  |
| Share Capital   | 6,090,911  | 5,296,445  |  |
| Reserves  | 4,030,056  | 3,790,023  |  |
| Unappropriated / unremitted profits (net of losses)               | 1,215,179  | 1,049,519  |  |
|   | 11,336,146 | 10,135,987 |  |
| Less: Book value of Intangible assets                             | (226,786)  | (155,131)  |  |
| Other deductions (50% of the amount as calculated on CAP 2)       | (76,500)   | (76,500)   |  |
|   | (303,286)  | (231,631)  |  |
| Total Tier I Capital  | 11,032,860 | 9,904,356  |  |
| Tier II Capital   |            |            |  |
| Subordinated Debt (upto 50% of total Tier I Capital)              | 799,360    | 999,600    |  |
| General Provisions subject to 1.25% of Total Risk Weighted Assets | 374,133    | 275,474    |  |
| Revaluation Reserve (upto 45%)                                    | 650,967    | 286,254    |  |
|   | 1,824,460  | 1,561,328  |  |
| Less: Other deductions (50% of the amount as calculated on CAP 2) | (76,500)   | (76,500)   |  |
| Total Tier II Capital   | 1,747,960  | 1,484,828  |  |
| Eligible Tier III Capital   | <u> </u>   |            |  |
| Total Regulatory Capital Base                                     | 12,780,820 | 11,389,184 |  |

#### 45.3 Capital Adequacy

| 2009<br>     | 2008<br>Rupees i<br>2,470   | <b>2009</b><br>in '000  | 2008   |
|--------------|---|---|--|
| -            |   | in '000   |  |
| -<br>223,521 | 2,470   |   |  |
| -<br>223,521 | 2,470   |   |  |
| 223,521      |   | -   | 27,440   |
|              | 242,141   | 2,235,208   | 2,690,457  |
| 78,254       | 60,426  | 782,542   | 671,395  |
|              |   |   | 61,761,498   |
|              | , ,   |   | 16,107,403   |
| -            |   |   | 4,193,126  |
| -            |   |   | 5,011,833  |
| 8,301,342    | 8,141,684   | 83,013,413  | 90,463,152   |
|              |   |   |  |
|              |   |   |  |
| 438,787      | 13,211  | 4,387,871   | 146,789  |
| 354,471      | 175,421   | 3,544,712   | 1,949,125  |
| 1,662        | 3,968   | 16,617  | 44,094   |
| 794,920      | 192,600   | 7,949,200   | 2,140,008  |
|              |   |   |  |
|              |   |   |  |
| 1,245,756    | 1,121,181   | 12,457,562  | 12,457,562   |
| 10,342,018   | 9,455,465   | 103,420,175   | 105,060,722  |
|              |   |   |  |
| 12,780,820   | 11,389,184  |   |  |
| 103,420,175  | 105,060,722   |   |  |
| 12.36%       | 10.84%  |   |  |
|              | 354,471<br>1,662<br>794,920<br><u>1,245,756</u><br>10,342,018<br><u>12,780,820</u><br>103,420,175 | 1,298,542       1,449,666         433,659       377,381         820,537       451,065         8,301,342       8,141,684         438,787       13,211         354,471       175,421         1,662       3,968         794,920       192,600         1,245,756       1,121,181         10,342,018       9,455,465         12,780,820       11,389,184         103,420,175       105,060,722 | 1,298,542       1,449,666         433,659       377,381         820,537       451,065         8,301,342       8,141,684         8,301,342       8,141,684         8,301,342       8,141,684         8,301,342       8,141,684         8,301,342       8,141,684         8,301,342       8,141,684         8,301,342       8,141,684         8,301,342       8,141,684         8,301,342       8,141,684         8,301,342       13,211         4,387,871       3,544,712         1,662       3,968         794,920       192,600         7,949,200       7,949,200         1,245,756       1,121,181         12,457,562       103,420,175         10,342,018       9,455,465         103,420,175       105,060,722 |

**45.3.1** The Bank has carried out credit ratings of prime customers, which has resulted in a reduction of total Risk Weighted Assets.

# **RISK MANAGEMENT**

46.

46.1

The Bank's activities expose it to a variety of financial risks. The management's aim is to achieve an appropriate balance between risk and return, and minimize potential adverse effects on its financial performance.

The Bank's risk management policies are designed to identify and analyze financial and non-financial risks, to set appropriate risk limits and controls, and to monitor the risks and adherence to risk limits by means of reliable and up-to-date information systems. The Bank regularly reviews its risk management policies and systems to reflect changes in markets, products and emerging best practice.

Risk management is carried out by the Bank under policies approved by the Board of Directors. The principal risks associated with the banking business are credit risk, market risk, liquidity risk and operational risk.

The Bank is focused to further refine its risk management processes in line with the changing economic scenario and Bank's business expansions. FBL continously review and assess its risk management methodology and is determined to improve it as a continuing process. The Bank has specialized risk management units for risk management.

### **Credit Risk**

The Bank takes on exposure to credit risk, which is the risk that counterparty will cause a financial loss for the Bank by failing to discharge an obligation. Credit exposures arise principally in lending activities that lead to loans and advances. Concentration of credit risk arises when a number of counter parties are engaged in similar business activities, or activities in the same geographical region, or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions. There is also credit risk in off-balance sheet financial instruments, such as loan commitments.

Credit risk management and control are carried out by credit risk management teams, which report to the Board of Directors through risk management committee. The Bank has well defined credit structures under which credit committees, comprising of senior officers with requisite credit background, critically scrutinize and sanction financing. The Bank's exposure to credit is measured on an individual counterparty basis, as well as by groups of counterparties that share similar attributes. To reduce the potential of risk concentration, counter party limits, group exposure limits, and industry limits are established and monitored in light of changing counterparty and market conditions.

Besides financial, industry and transaction analysis, the credit evaluation also includes risk rating systems, which gauge risk rating of all customers. This rating process encompasses relevant criteria including macro factors enabling the Bank to factor in the dynamics and influence of operating environment as well. More specifically, due consideration is given to industry sector (growing/saturated/decline), other competitors and threats / vulnerability to changes in environment such as changes in government policy, tariff structure, taxation rates, etc.



# 46.1.1 Segment by class of business

Portfolio management is an integral part of the Bank's credit process. Risk concentration may arise where total exposure to a particular group or industry is high in relation to shareholders' equity. The Bank has set up a portfolio strategy and planning function with an aim to monitor the overall risk and to avoid high exposure to a single group or industry.

Segmental information in respect of the class of business and geographical distribution of advances, deposits, and contingencies and commitments is given below:

| 0                                       | 2009        |         |             |         |                                  |         |
|---|-------------|---------|-------------|---------|----------------------------------|---------|
|   | Advances    |         | Deposits    |         | Contingencies and<br>Commitments |         |
|   | Rupees '000 | Percent | Rupees '000 | Percent | Rupees '000                      | Percent |
| Chemical and Pharmaceuticals            | 8,287,946   | 8.42    | 5,403,369   | 4.37    | 2,045,152                        | 7.77    |
| Agribusiness                            | 3,445,103   | 3.50    | 4,043,629   | 3.27    | 46,526                           | 0.18    |
| Textile                                 | 15,689,375  | 15.95   | 831,859     | 0.67    | 1,076,158                        | 4.09    |
| Cement                                  | 3,123,810   | 3.18    | 279,911     | 0.23    | 389,840                          | 1.48    |
| Sugar                                   | 2,645,778   | 2.69    | 77,447      | 0.06    | 14,500                           | 0.06    |
| Construction                            | 1,274,940   | 1.30    | 2,366,164   | 1.91    | 1,980,231                        | 7.52    |
| Ready made garments                     | 113,991     | 0.12    | 442,319     | 0.36    | 213,111                          | 0.81    |
| Shoes and leather garments              | 903,885     | 0.92    | 224,882     | 0.18    | 164,076                          | 0.62    |
| Automobile and transportation equipment | 220,132     | 0.22    | 329,533     | 0.27    | 107,876                          | 0.41    |
| Financial                               | 895,493     | 0.91    | 8,460,302   | 6.84    | 785,548                          | 2.98    |
| Oil Refining / Marketing                | 30,823      | 0.03    | 13,973,436  | 11.30   | 4,492,404                        | 17.07   |
| Distribution / Trading                  | 3,291,661   | 3.35    | 2,321,507   | 1.88    | 905,118                          | 3.44    |
| Electronics and electrical appliances   | 33,134      | 0.03    | 605,672     | 0.49    | 2,339,778                        | 8.89    |
| Production and transmission of energy   | 5,972,805   | 6.07    | 1,407,218   | 1.14    | 4,474,344                        | 17.00   |
| Iron and Steel                          | 1,308,612   | 1.33    | 491,971     | 0.40    | 1,159,558                        | 4.41    |
| Food and Allied                         | 251,203     | 0.26    | -           | -       |                                  | -       |
| Synthetic and Rayon                     | 2,061,035   | 2.09    | 104,483     | 0.08    |                                  | -       |
| Food Industries                         | 2,096,027   | 2.13    | 474,873     | 0.38    | 516,901                          | 1.96    |
| Paper and Board                         | 413,787     | 0.42    | 54,468      | 0.04    | 4,121                            | 0.02    |
| Individuals                             | 12,347,103  | 12.55   | 38,925,270  | 31.48   | 1,906                            | 0.01    |
| Telecommunication                       | -           | -       | 5,188,571   | 4.20    | 2,850,079                        | 10.83   |
| Transportation, Road and Air            | -           | -       | -           | -       | 249,919                          | 0.95    |
| Mining and Quarrying                    | -           | -       | 36,302      | 0.03    |                                  | -       |
| Others                                  | 33,977,827  | 34.53   | 37,612,002  | 30.42   | 2,501,364                        | 9.50    |
|   | 98,384,470  | 100.00  | 123,655,188 | 100.00  | 26,318,510                       | 100.00  |

46.1.2

|   |             |         | 200         | 8       |                                  |         |
|---|-------------|---------|-------------|---------|----------------------------------|---------|
|   | Advar       | nces    | Depos       | sits    | Contingencies and<br>Commitments |         |
|   | Rupees '000 | Percent | Rupees '000 | Percent | Rupees '000                      | Percent |
| Chemical and Pharmaceuticals            | 5,930,622   | 6.69    | 1,664,015   | 1.62    | 2,299,415                        | 7.46    |
| Agribusiness                            | 3,646,143   | 4.11    | 2,901,940   | 2.82    | 87,394                           | 0.28    |
| Textile                                 | 15,363,589  | 17.34   | 888,011     | 0.86    | 1,385,165                        | 4.50    |
| Cement                                  | 3,773,980   | 4.26    | 351,138     | 0.34    | 563,411                          | 1.83    |
| Telecommunication                       | 431,283     | 0.49    | 3,018,489   | 2.94    | 1,438,728                        | 4.67    |
| Sugar                                   | 1,857,503   | 2.10    | 35,958      | 0.03    | 15,924                           | 0.05    |
| Construction                            | 2,399,638   | 2.71    | 2,033,544   | 1.98    | 2,784,768                        | 9.04    |
| Ready made garments                     | 2,314,375   | 2.61    | 247,763     | 0.24    | 246,645                          | 0.80    |
| Shoes and leather garments              | 1,177,402   | 1.33    | 204,694     | 0.20    | 145,504                          | 0.47    |
| Automobile and transportation equipment | 673,343     | 0.76    | 799,902     | 0.78    | 226,863                          | 0.74    |
| Transportation, Road and Air            | 2,672,869   | 3.02    | 22,659      | 0.02    | 292,264                          | 0.95    |
| Financial                               | 1,040,300   | 1.17    | 5,574,602   | 5.42    | 964,594                          | 3.13    |
| Oil Refining / Marketing                | 140,461     | 0.16    | 16,655,678  | 16.21   | 1,931,310                        | 6.27    |
| Distribution / Trading                  | 5,324,262   | 6.01    | 1,985,012   | 1.93    | 584,988                          | 1.90    |
| Electronics and electrical appliances   | 3,861,218   | 4.36    | 849,693     | 0.83    | 951,559                          | 3.09    |
| Production and transmission of energy   | 7,069,279   | 7.98    | 2,846,412   | 2.77    | 10,150,425                       | 32.95   |
| Iron and Steel                          | 806,772     | 0.91    | 566,888     | 0.55    | 2,345,450                        | 7.61    |
| Synthetic and Rayon                     | -           | -       | 102,094     | 0.10    | -                                | -       |
| Food Industries                         | 1,786,714   | 2.02    | 273,678     | 0.27    | 97,093                           | 0.32    |
| Mining and Quarrying                    | -           | -       | 40,072      | 0.04    | -                                | -       |
| Paper and Board                         | 521,836     | 0.59    | 56,073      | 0.05    | 24,394                           | 0.08    |
| Individuals                             | 14,709,095  | 16.60   | 35,664,466  | 34.70   | 73,820                           | 0.24    |
| Others                                  | 13,119,957  | 14.80   | 25,994,012  | 25.30   | 4,194,053                        | 13.62   |
|   | 88,620,641  | 100.00  | 102,776,793 | 100.00  | 30,803,767                       | 100.00  |
|   |             |         | 200         | 9       |                                  |         |
|   | Adva        | nces    | Depos       | sits    | Continger                        |         |

|                     | Advances    |         | Deposits    |         | Commitments |         |
|---------------------|-------------|---------|-------------|---------|-------------|---------|
|                     | Rupees '000 | Percent | Rupees '000 | Percent | Rupees '000 | Percent |
| Segment by sector   |             |         |             |         |             |         |
| Public / Government | 9,197,928   | 9.35    | 9,159,093   | 7.41    | 6,304,914   | 23.96   |
| Private             | 89,186,542  | 90.65   | 114,496,095 | 92.59   | 20,013,596  | 76.04   |
|                     | 98,384,470  | 100.00  | 123,655,188 | 100.00  | 26,318,510  | 100.00  |

|                     |             |          | 2008        | 3        | Contingor   |                                  |  |
|---------------------|-------------|----------|-------------|----------|-------------|----------------------------------|--|
|                     | Advar       | Advances |             | Deposits |             | Contingencies and<br>Commitments |  |
|                     | Rupees '000 | Percent  | Rupees '000 | Percent  | Rupees '000 | Percent                          |  |
| Public / Government | 1,786,700   | 4.78     | 3,998,961   | 3.89     | 11,992,200  | 38.93                            |  |
| Private             | 86,833,941  | 95.22    | 98,777,832  | 96.11    | 18,811,567  | 61.07                            |  |
|                     | 88,620,641  | 100.00   | 102,776,793 | 100.00   | 30,803,767  | 100.00                           |  |

#### Details of non-performing advances and specific provisions by class of business segment 46.1.3

|  | 2009                   |                               | 2008                   |                               |
|--|------------------------|-------------------------------|------------------------|-------------------------------|
|  | Classified<br>Advances | Specific<br>Provision<br>Held | Classified<br>Advances | Specific<br>Provision<br>Held |
|  |                        | Rupe                          | es '000                |                               |
| Chemical and Pharmaceuticals                     | 775,233                | 727,967                       | 822,855                | 738,069                       |
| Agribusiness                                     | 623,871                | 167,299                       | 325,491                | 23,813                        |
| Textile  | 1,220,495              | 1,068,749                     | 1,642,258              | 1,210,950                     |
| Transportation, Road and Air                     | -                      | -                             | 356,856                | 200,578                       |
| Construction                                     | 529,490                | 105,283                       | 273,023                | 120,686                       |
| Ready Made Garments                              | 36,992                 | 14,560                        | 143,755                | 109,561                       |
| Shoes and leather garments                       | 7,339                  | 992                           | 8,836                  | 1,398                         |
| Telecommunication                                | -                      |                               | 736                    | 440                           |
| Automobile and Transport Equipment               | 124,505                | 89,617                        | 150,202                | 115,653                       |
| Financial  | 62,221                 | 6,687                         | -                      | -                             |
| Distribution / Trading                           | 502,178                | 305,165                       | 545,661                | 384,018                       |
| Electronics and electrical appliances            | -                      |                               | 662,871                | 497,287                       |
| Production and transmission of energy            | 1,076,982              | 995,260                       | 149,538                | 149,538                       |
| Iron and Steel                                   | 150,647                | 148,786                       | 143,949                | 71,974                        |
| Food and Industry                                | 77,532                 | 23,922                        | 123,154                | 106,396                       |
| Paper and Board                                  | 75,351                 | 62,547                        | 54,993                 | 54,993                        |
| Individuals                                      | 1,485,642              | 648,582                       | 935,943                | 373,855                       |
| Cement   | 560,545                | 168,842                       | -                      | -                             |
| Sugar  | 58,000                 | 58,000                        | -                      | -                             |
| Synthetic and Rayon                              | 372,630                | 372,630                       | -                      | -                             |
| Others (including manufacturing and real estate) | 2,931,377              | 1,699,448                     | 1,106,360              | 673,890                       |
|  | 10,671,030             | 6,664,336                     | 7,446,481              | 4,833,099                     |
|  |                        |                               |                        |                               |

#### 46.1.4 Details of non-performing advances and specific provisions by sector

| Public / Government | -          |           | -         | -         |
|---------------------|------------|-----------|-----------|-----------|
| Private             | 10,671,030 | 6,664,336 | 7,446,481 | 4,833,099 |
|                     | 10,671,030 | 6,664,336 | 7,446,481 | 4,833,099 |

46.2

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#### 46.1.5 Geographical segment analysis

|  |                              | 2009                        |                        |                                     |  |  |
|--|------------------------------|-----------------------------|------------------------|-------------------------------------|--|--|
|  | Profit<br>before<br>taxation | Total<br>assets<br>employed | Net assets<br>employed | Contingencies<br>and<br>commitments |  |  |
|  |                              | Rupe                        | es '000                |                                     |  |  |
| Pakistan<br>Asia Pacific (including South Asia)              | 1,300,501                    | 180,865,413<br>-            | 12,782,739<br>-        | 26,318,510<br>-                     |  |  |
| Europe<br>United States of America and Canada                | 1                            |                             | -                      | -                                   |  |  |
| Middle East  |                              | 1                           | -                      |                                     |  |  |
| Others   | 1,300,501                    | 180,865,413                 | 12,782,739             | 26,318,510                          |  |  |
|  |                              | 2008                        |                        |                                     |  |  |
|  | Profit<br>before<br>taxation | Total<br>assets<br>employed | Net assets employed    | Contingencies<br>and<br>commitments |  |  |
|  |                              | Rupe                        | es '000                |                                     |  |  |
| Pakistan<br>Asia Pacific (including South Asia)              | 1,796,537                    | 138,241,486                 | 10,772,108             | 30,803,767                          |  |  |
| Europe<br>United States of America and Canada<br>Middle East | -                            | -                           | -                      | -                                   |  |  |
| Others   | -                            | -                           |                        |                                     |  |  |
|  | 1,796,537                    | 138,241,486                 | 10,772,108             | 30,803,767                          |  |  |

Total assets employed shown above mean total assets shown on the balance sheet and intra group items. Net assets employed mean net assets shown on the balance sheet.

# Credit Risk: General disclosures Basel II specific

Basel II Standardised Approach is used for calculating the capital adequacy for credit and market risks, whereas, Basic Indicator Approach (BIA) is used for operational risk capital adequacy calculation purposes.



46.4

#### Credit Risk: Disclosures for portfolio subject to Standardised Approach 46.2.1

For domestic claims, Export Credit Agencies (ECAs) recommended by the State Bank of Pakistan (SBP), namely Pakistan Credit Rating Agency Limited (PACRA) and JCR-VIS Credit Rating Company Limited (JCR-VIS) were used. For claims on foreign entities, rating of S&P, Moody's and Fitch Ratings were used. Foreign exposures not rated by any of the aforementioned rating agencies were categorized as unrated.

Types of exposure for which each agency is used in the year ended December 31, 2009;

| Exposures          | JCR-VIS    | PACRA      | Others                   |
|--------------------|------------|------------|--------------------------|
| Corporate<br>Banks | Yes<br>Yes | Yes<br>Yes | -<br>S&P, Moddys & Fitch |
| Sovereigns         | -          | -          | -                        |
| SMEs               | -          | -          | -                        |

SBP indicative mapping process as instructed in SBP circular "Minimum Capital Requirements for Banks and DFIs" (indicated in table below) was used to map alphanumeric ratings of PACRA, JCR-VIS, S&P's. Moody's, Fitch Ratings, and numeric scores of ECAs, to SBP rating grades.

| SBP Rating | ECA Scores | PACRA         | JCR-VIS       | S & P         | Moody's       | Fitch         |
|------------|------------|---------------|---------------|---------------|---------------|---------------|
| 1          | 0,1        | AA- and above | AA- and above | AA- and above | Aa3 and above | AA- and above |
| 2          | 2          | A+ to A-      | A+ to A-      | A+ to A-      | A1 to A3      | A+ to A-      |
| 3          | 3          | BBB+ to BBB-  | BBB+ to BBB-  | BBB+ to BBB-  | Baa1 to Baa3  | BBB+ to BBB-  |
| 4          | 4          | BB+ to BB-    | BB+ to BB-    | BB+ to BB-    | Ba1 to Ba3    | BB+ to BB-    |
| 5          | 5,6        | B+ to B-      | B+ to B-      | B+ to B-      | B1 to B3      | B+ to B-      |
| 6          | 7          | CCC+ & Below  | CCC+ & Below  | CCC+ & Below  | Caa1 & Below  | CCC+ & Below  |

For exposure amounts after risk mitigation subject to the standardized approach, amount of Bank's/DFI's outstandings (rated & unrated ) in each risk bucket as well as those that are deducted.

| Exposures | Rating Category | Amount<br>Outstanding   | Deduction<br>CRM | Net Amount              |
|-----------|-----------------|-------------------------|------------------|-------------------------|
| Corporate | 1               | 10,247,680              | -                | 10,247,680              |
|           | 2<br>3,4        | 13,697,186<br>2,407,957 | 16,779<br>2,023  | 13,680,407<br>2,405,934 |
|           | 5,6             | 385.424                 | 3,559            | 381,865                 |
| PSE       | 1               | 6,343,333               | _                | 6,343,333               |
| Banks     | 1,2,3           | 16,720,025              | 14,717,584       | 2,002,441               |
|           | 4,5             | 91,601                  | -                | 91,601                  |
| Unrated   |                 | 91,570,456              | 4,420,799        | 87,149,657              |
| Total     |                 | 141,463,662             | 19,160,744       | 122,302,918             |

Collaterals used by the Bank for Credit Risk Mitigation (CRM) were as follows:

- Cash margin

- Government securities

- Guarantees of Government and banks.

- Shares on KSE main index.

## Market Risk

Market risk is the risk of loss due to unfavorable movements in market factors such as interest rates, exchange rates and equity prices. Market risks arise generally from trading activities due open positions in currency, holding common equity, and other products. All such instruments and transactions are exposed to general and specific market movements.

The Bank seeks to mitigate market risk by employing strategies that correlate rate, price, and spread movements of its earning assets, liabilities and trading activities. Treasury Front Office, Market Risk Management and Treasury Middle Office perform market risk management activities within the Bank. The Bank has Enterprise Risk Management Committee which is responsible for reviewing and approving market risk policies, strategies. The details of market risk faced by the Bank are discussed in the following notes.

## Foreign Exchange Risk / Currency Risk

Currency risk is the risk of loss resulting from fluctuations in foreign exchange rates. Changes in currency rates affect the value of assets and liabilities denominated in foreign currencies and may affect revenues from foreign exchange dealing.

The Bank undertakes currency risk mostly to support its trade services and maintains overall foreign exchange risk position to the extent of statutory Foreign Exchange Exposure Limit (FEEL) prescribed by SBP. Foreign Exchange Risk exposures are managed by matching future maturities.

Exposure limits such as counterparty, gap, net open position, dealer and product limits are also in place in accordance with the Bank's approved Standard Operating Procedures to limit risk and concentration to the acceptable tolerance levels.

#### Currency Risk 46.4.1

|             | 20                       | 09                         |                          |  |
|-------------|--------------------------|----------------------------|--------------------------|--|
| Assets      | Liabilities<br>and share | Off-balance<br>sheet items | Net currency<br>exposure |  |
|             | holders' equity          |                            |                          |  |
|             | Rupe                     | es '000                    |                          |  |
| 174,802,789 | 173,236,216              | 1,582,956                  | 3,149,529                |  |
| 5,457,197   | 5,967,507                | (525,116)                  | (1,035,426)              |  |
| 132,705     | 1,030,639                | (897,700)                  | (1,795,634)              |  |
| 31          | 1,574                    | (1,825)                    | (3,368)                  |  |
| 471,422     | 629,469                  | (158,315)                  | (316,362)                |  |
| 1,269       | 8                        |                            | 1,261                    |  |
| 180,865,413 | 180,865,413              | -                          | -                        |  |

|                      | 20  | 08                         |                          |
|----------------------|---|----------------------------|--------------------------|
| Assets               | Liabilities<br>and share<br>holders' equity | Off-balance<br>sheet items | Net currency<br>exposure |
|                      | Rupee                                       | es '000                    |                          |
| 130,555,685          | 130,103,064                                 | 425,349                    | 877,970                  |
| 6,989,917<br>174,805 | 6,334,032<br>979,128                        | 680,312<br>(803,251)       | 1,336,197<br>(1,607,574) |
| 20,272<br>428,078    | 6<br>739,611                                | 14,022<br>(316,432)        | 34,288<br>(627,965)      |
| (6,839)              | 6,077<br>138,161,918                        |                            | (12,916)                 |

#### Equity position risk 46.5

Pakistan rupee

Japanese yen

Other currencies

Euro

United States dollar Great Britain pound

Equity position risk is the risk arising from unfavorable fluctuations in prices of shares in which the Bank carries long and/or short positions, in its trading book. This results from the possibility that equity security prices will fluctuate, affecting the value of equity securities and other instruments that derive their value from a particular stock or a defined basket of stocks.

The Bank's equity position is governed by SBP limits for overall investment and per scrip exposure. In addition, there are internal limits set for trading positions, as well as stop loss limits.

#### Assets Cash and Balances

On-bala

Lending Investmer Advances Other ass

#### Liabilities

Bills paya Borrowin Deposits Sub-ordin Liabilities Other liab

#### On-bala

#### Off-balan

Forward L (inclu

> Forward b (inclu bor

#### Off-balan

Total Yield

Cumulat

#### 46.6 Mismatch of Interest Rate Sensitive Assets and Liabilities / Yield / Interest Rate Risk

| -   |  |   |   |  |  |  | 09   |  |                                       |                                     |                             |  |
|---|--|---|---|--|--|--|--|--|---------------------------------------|-------------------------------------|-----------------------------|--|
| -   | Effective<br>Yield /<br>Interest<br>rate | Total   | Upto one<br>month                               | Over one<br>month to<br>three<br>months      | Over three<br>months to<br>six months        | Exposed to Yie<br>Over six<br>months to<br>one year  | Id / Interest risk<br>Over one<br>year to<br>two years | Over two<br>years to<br>three years      | Over three<br>years to<br>five years  | Over five<br>years to<br>ten years  | Over ten<br>years           | Non<br>interest<br>bearing<br>financial                          |
|   |  |   |   |  |  | F  | Rupees in '00  | 0  |                                       |                                     |                             | instruments  |
| ssets   |  |   |   |  |  |  |  |  |                                       |                                     |                             |  |
| ash and balances with treasury banks<br>alances with other banks<br>ending to financial institutions<br>ivestments<br>dvances<br>ther assets  | 12.66<br>12.29<br>13.83                  | 8,427,202<br>508,795<br>15,017,826<br>56,531,338<br>91,346,001<br>3,393,795 | -<br>14,242,461<br>1,719,914<br>20,440,376<br>- | -<br>775,365<br>9,800,470<br>30,135,710<br>- | -<br>-<br>20,680,576<br>25,432,177<br>-      | -<br>-<br>10,032,741<br>6,531,702<br>-               | -<br>-<br>-<br>89,172<br>2,453,769<br>-                | -<br>-<br>-<br>166,944<br>1,464,386<br>- | -<br>-<br>1,245,018<br>1,101,566<br>- | -<br>-<br>4,491,019<br>218,131<br>- | -<br>-<br>-<br>391,342<br>- | 8,427,202<br>508,795<br>-<br>8,305,484<br>3,176,842<br>3,393,795 |
| iabilities  |  | 175,224,957   | 36,402,751                                      | 40,711,545                                   | 46,112,753                                   | 16,564,443   | 2,542,941  | 1,631,330                                | 2,346,584                             | 4,709,150                           | 391,342                     | 23,812,118   |
| ills payable<br>orrowings from financial institutions<br>eposits and other accounts<br>ub-ordinated loans<br>iabilities against assets subject to finance lease<br>ther liabilities | 9.87<br>8.81<br>15.02                    | 1,465,451<br>34,985,766<br>123,655,188<br>999,200<br>-<br>6,226,585         | -<br>20,387,801<br>63,157,425<br>-<br>-<br>-    | -<br>9,964,136<br>21,214,332<br>-<br>-<br>-  | -<br>2,755,673<br>5,408,698<br>200<br>-<br>- | -<br>472,577<br>10,335,183<br>999,000<br>-<br>-<br>- | -<br>419,264<br>473,435<br>-<br>-<br>-                 | -<br>305,757<br>149,990<br>-<br>-<br>-   | -<br>511,070<br>49,209<br>-<br>-<br>- | - 147,938<br>                       | -                           | 1,465,451<br>21,550<br>22,866,916<br>-<br>-<br>6,226,585         |
| n-balance sheet gap   |  | 167,332,190<br>7,892,767  | 83,545,226<br>(47,142,475)                      | 31,178,468<br>9,533,077                      | 8,164,571<br>37,948,182                      | 11,806,760<br>4,757,683                              | 892,699<br>1,650,242                                   | 455,747<br>1,175,583                     | 560,279<br>1,786,305                  | 147,938<br>4,561,212                | 391,342                     | 30,580,502<br>(6,768,384)  |
| ff-balance sheet financial instruments  |  |   |   |  |  |  |  |  |                                       |                                     |                             |  |
| orward Lending<br>(including call lending, repurchase agreemer<br>commitments to extend credit, etc.)   | it lending,                              | (2,210,000)   | 2,210,000                                       | -  | -  | -  | -  |  | -                                     | -                                   | -                           |  |
| orward borrowings<br>(including call borrowing, repurchase agreem<br>borrowing, etc.)   | nent                                     | -   | -   |  |  | -  | -  | -  |                                       |                                     |                             |  |
| ff-balance sheet gap  |  | (2,210,000)   | 2,210,000                                       | -  | -  | -  | -  | -  | <u> </u>                              |                                     | -                           |  |
| otal Yield / Interest Risk Sensitivity Gap  |  |   | (44,932,475)                                    | 9,533,077                                    | 37,948,182                                   | 4,757,683  | 1,650,242  | 1,175,583                                | 1,786,305                             | 4,561,212                           | 391,342                     |  |
| umulative Yield / Interest Risk Sensitivity Gap   |  |   | (44,932,475)                                    | (35,399,398)                                 | 2,548,784                                    | 7,306,467  | 8,956,709  | 10,132,292                               | 11,918,597                            | 16,479,809                          | 16,871,151                  |  |



|   |                     |             |              |                   |                         | 20                    | 08                   |                         |                        |                       |            |                     |
|---|---------------------|-------------|--------------|-------------------|-------------------------|-----------------------|----------------------|-------------------------|------------------------|-----------------------|------------|---------------------|
|   |                     |             |              |                   |                         | Exposed to Yie        | ld / Interest risk   |                         |                        |                       |            |                     |
|   | Effective           | Total       | Upto one     | Over one          | Over three              | Over six              | Over one             | Over two                | Over three             | Over five             | Over ten   | Non                 |
|   | Yield /<br>Interest |             | month        | month to<br>three | months to<br>six months | months to<br>one year | year to<br>two years | years to<br>three years | years to<br>five years | years to<br>ten years | years      | interest<br>bearing |
|   | rate                |             |              | months            | SIX IIIOIIUIS           | one year              | two years            | tillee years            | live years             | teri years            |            | financial           |
|   |                     |             |              |                   |                         |                       |                      |                         |                        |                       |            | instruments         |
|   |                     |             |              |                   |                         | F                     | Rupees in '00        | 0                       |                        |                       |            |                     |
| On-balance sheet financial instruments              |                     |             |              |                   |                         |                       |                      |                         |                        |                       |            |                     |
| Assets  |                     |             |              |                   |                         |                       |                      |                         |                        |                       |            |                     |
| Cash and balances with treasury banks               | 3.50                | 8,927,524   | 1,214,245    | -                 | -                       | -                     | -                    | -                       | -                      | -                     | -          | 7,713,279           |
| Balances with other banks                           | -                   | 876,780     | -            | -                 | -                       | -                     | -                    | -                       | -                      | -                     | -          | 876,780             |
| Lendings to financial institutions                  | 10.81               | 2,861,401   | 2,861,401    | -                 | -                       | -                     | -                    | -                       | -                      | -                     | -          | (0)                 |
| Investments   | 11.88               | 36,152,536  | 3,342,637    | 22,584,229        | 1,151,545               | 1,231,031             | 4,030                | 87,405                  | 1,074,695              | -                     | -          | 6,676,964           |
| Advances  | 11.98               | 83,512,068  | 16,334,884   | 31,611,593        | 18,429,609              | 5,410,314             | 3,557,712            | 2,683,656               | 2,360,140              | 410,177               | 364,544    | 2,349,439           |
| Other assets  |                     | 2,373,420   | -            | -                 | -                       | -                     | -                    | -                       | -                      | -                     | -          | 2,373,420           |
|   |                     | 134,703,729 | 23,753,167   | 54,195,822        | 19,581,154              | 6,641,345             | 3,561,742            | 2,771,061               | 3,434,835              | 410,177               | 364,544    | 19,989,882          |
| Liabilities   |                     |             |              |                   |                         |                       |                      |                         |                        |                       |            |                     |
| Bills payable                                       |                     | 1,536,517   | _            | _                 | _                       | _                     | _                    | _                       | _                      | _                     | _          | 1,536,517           |
| Borrowings from financial institutions              | 8.40                | 13,027,468  | 2,806,988    | 6,181,025         | 2,232,771               | 404,956               | 425,699              | 288,949                 | 515,207                | 163,494               | -          | 8,379               |
| Deposits and other accounts                         | 7.29                | 102,776,793 | 42,595,960   | 19,619,476        | 6,778,992               | 10,500,297            | 2,318,846            | 282,598                 | 152,029                | -                     | -          | 20,528,595          |
| Sub-ordinated loans                                 | 13.08               | 999,600     | -            | -                 | 200                     | 200                   | 400                  | 400                     | 499,400                | 499,000               | -          | -                   |
| Liabilities against assets subject to finance lease | 8.00                | 4,103       | 267          | 641               | 926                     | 2,269                 | -                    | -                       | -                      | -                     | -          | -                   |
| Other liabilities                                   |                     | 6,026,231   | -            | -                 | -                       | -                     | -                    | -                       | -                      | -                     | -          | 6,026,231           |
|   |                     | 124,370,712 | 45,403,215   | 25,801,142        | 9,012,889               | 10,907,722            | 2,744,945            | 571,947                 | 1,166,636              | 662,494               | -          | 28,099,722          |
| On-balance sheet gap                                |                     | 10,333,017  | (21,650,048) | 28,394,680        | 10,568,265              | (4,266,377)           | 816,797              | 2,199,114               | 2,268,199              | (252,317)             | 364,544    | (8,109,840)         |
| Off-balance sheet financial instruments             |                     |             |              |                   |                         |                       |                      |                         |                        |                       |            |                     |
| Forward Lending                                     |                     |             |              |                   |                         |                       |                      |                         |                        |                       |            |                     |
| (including call lending, repurchase agreeme         | nt lending          |             |              |                   |                         |                       |                      |                         |                        |                       |            |                     |
| commitments to extend credit, etc.)                 | nt lending,         | (3,509,852) | 3,509,852    | -                 | -                       | -                     | -                    | -                       | -                      | -                     | -          |                     |
| ,,  |                     | (-,)        | -,,          |                   |                         |                       |                      |                         |                        |                       |            |                     |
| Forward borrowings                                  |                     |             |              |                   |                         |                       |                      |                         |                        |                       |            |                     |
| (including call borrowing, repurchase agreer        | nent                |             |              |                   |                         |                       |                      |                         |                        |                       |            |                     |
| borrowing, etc.)                                    |                     | -           | -            | -                 | -                       | -                     | -                    | -                       | -                      | -                     | -          |                     |
| Off-balance sheet gap                               |                     | (3,509,852) | 3,509,852    |                   |                         | -                     | -                    | -                       | -                      |                       |            |                     |
| Total Yield / Interest Risk Sensitivity Gap         |                     |             | (18,140,196) | 28,394,680        | 10,568,265              | (4,266,377)           | 816,797              | 2,199,114               | 2,268,199              | (252,317)             | 364,544    |                     |
| Cumulative Yield / Interest Risk Sensitivity Ga     | р                   |             | (18,140,196) | 10,254,484        | 20,822,749              | 16,556,372            | 17,373,169           | 19,572,283              | 21,840,482             | 21,588,165            | 21,952,709 |                     |

**46.6.1** Yield / interest rate risk is the risk of deviations in earnings or economic value due to adverse movement of the yield curve. It is inherent primarily to the banking book mainly through advances and deposits portfolio.

46.6.2 The interest rate exposure of the Bank arises due to mismatches between contractual maturities or re-pricing of on- and off-balance sheet assets and liabilities. It is addressed by an Asset and Liability Management Committee that reviews the interest rate dynamics at regular intervals and decides re-pricing of assets and liabilities ensuring that the spread of the Bank remains at an acceptable level.

# Liquidity Risk

Liquidity risk is the risk that the Bank is unable to meet its payment obligations associated with its financial liabilities when they fall due, and to replace funds when they are withdrawn.

The Bank's Asset and Liability Management Committee manages the liquidity position on a continuous basis. The Bank's liquidity risk management process, as carried out within the Bank and monitored by the management, includes:

- Day-to-day funding, managed by monitoring future cash flows to ensure that requirements can be met. This includes replenishment of funds as they mature or borrowed by customers. The Bank maintains an active presence in money markets to enable this to happen;
- Maintaining a portfolio of highly marketable assets that can easily be liquidated as protection against any unforeseen interruption to cash flow;
- Monitoring balance sheet liquidity ratios against internal and regulatory requirements; and
- Managing the concentration and profile of debt maturities.

Monitoring and reporting of treasury and capital market maturities is done through monitoring of daily maturities. Similarly the overall liquidity maintenance is done through monthly maturity gap analysis at balance sheet level. Hence, monitoring and reporting takes the form of regular and periodic cash flow measurement and projections.

Sources of liquidity are regularly reviewed to maintain a wide diversification by currency, geography, provider, product and term.

#### 46.7.1 Maturities of Assets and Liabilities (based on contractual maturities)

|       |                   |   |                                       | 20                                | 009                              |                                     |                                      |                                    |                   |
|-------|-------------------|---|---------------------------------------|-----------------------------------|----------------------------------|-------------------------------------|--------------------------------------|------------------------------------|-------------------|
| Total | Upto one<br>month | Over one<br>month to<br>three<br>months | Over three<br>months to<br>six months | Over six<br>months to<br>one year | Over one<br>year to<br>two years | Over two<br>years to<br>three years | Over three<br>years to<br>five years | Over five<br>years to<br>ten years | Over ten<br>years |
|       |                   | months                                  |                                       | Rupee                             | s in '000                        |                                     |                                      |                                    |                   |

#### Assets

| Cash and balances with treasury banks *<br>Balances with other banks<br>Lendings to financial institutions<br>Investments<br>Advances<br>Operating fixed assets<br>Deferred tax assets - net<br>Other assets                   | 8,427,202<br>508,795<br>15,017,826<br>56,531,338<br>91,346,001<br>2,787,617<br>1,279,918<br>4,966,716<br>180,865,413 | 8,427,202<br>508,795<br>14,242,461<br>359,262<br>13,853,009<br>2,926<br>-<br>486,196<br>37,879,851 | -<br>775,365<br>4,837,592<br>15,264,526<br>2,478<br>-<br>-<br>-<br>20,879,961 | -<br>-<br>20,226,602<br>15,263,227<br>4,851<br>-<br>2,445,367<br>37,940,047 | -<br>-<br>10,527,738<br>10,155,982<br>52,636<br>-<br>811,575<br>21,547,931 | -<br>-<br>6,185,049<br>8,367,495<br>89,732<br>-<br>-<br>14,642,276 | -<br>2,787,572<br>7,537,862<br>520,340<br>-<br>1,223,578<br>12,069,352 | -<br>-<br>-<br>6,029,723<br>8,560,024<br>485,806<br>1,279,918<br>-<br>16,355,471 | -<br>-<br>5,577,800<br>9,482,210<br>10,595<br>-<br>-<br>-<br>15,070,605                                     | -<br>-<br>2,861,666<br>1,618,253<br>-<br>-<br>4,479,919 |
|--|--|--|---|---|--|--|--|--|---|---|
| Liabilities  |  |  |   |   |  |  |  |  |   |   |
| Bills payable<br>Borrowings from financial institutions<br>Deposits and other accounts **<br>Sub-ordinated loans<br>Liabilities against assets subject to finance lease<br>Deferred tax liabilities - net<br>Other liabilities | 1,465,451<br>34,985,766<br>123,655,188<br>999,200<br>-<br>-<br>6,977,069<br>168,082,674                              | 1,465,451<br>20,409,351<br>86,024,339<br>-<br>-<br>1,617,756<br>109,516,897                        | -<br>9,964,136<br>21,214,333<br>-<br>-<br>-<br>250,755<br>31,429,224          | -<br>2,755,673<br>5,408,698<br>200<br>-<br>-<br>282,153<br>8,446,724        | -<br>472,577<br>10,335,183<br>200<br>-                                     | -<br>419,264<br>473,435<br>400<br>-<br>-<br>909,905<br>1,803,004   | -<br>305,757<br>149,991<br>400<br>-<br>-<br>-<br>867,335<br>1,323,483  | -<br>511,070<br>49,209<br>998,000<br>-<br>1,866,021<br>3,424,300                 | -<br>147,938<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | -<br>-<br>-<br>-<br>-<br>-<br>-                         |
| Net assets   | 12,782,739   | (71,637,046)   | (10,549,263)  | 29,493,323  | 9,556,827  | 12,839,272   | 10,745,869   | 12,931,171   | 14,922,667  | 4,479,919   |
| Share capital<br>Reserves<br>Unappropriated profit<br>Surplus on revaluation of assets   | 6,090,911<br>4,030,056<br>1,215,179<br>1,446,593   |  |   |   |  |  |  |  |   |   |

12,782,739

#### Assets

Cash an Balances Lendings Investme Advance Operatin Deferred Other as

#### Liabilitie

Bills pay Borrowir Deposits Sub-ordi Liabilities Deferred Other lia

#### Net asse

Share ca Reserve Unappro Surplus

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|       |                   |   |                                       | 20                                | 08                               |                                     |                                      |                                    |                   |
|-------|-------------------|---|---------------------------------------|-----------------------------------|----------------------------------|-------------------------------------|--------------------------------------|------------------------------------|-------------------|
| Total | Upto one<br>month | Over one<br>month to<br>three<br>months | Over three<br>months to<br>six months | Over six<br>months to<br>one year | Over one<br>year to<br>two years | Over two<br>years to<br>three years | Over three<br>years to<br>five years | Over five<br>years to<br>ten years | Over ten<br>years |

| and balances with treasury banks *            | 8,927,524   | 8,927,524    | -          | -          | -          | -          | -         | -          | -         | -         |  |
|---|-------------|--------------|------------|------------|------------|------------|-----------|------------|-----------|-----------|--|
| nces with other banks                         | 876,780     | 876,780      | -          | -          | -          | -          | -         | -          | -         | -         |  |
| ings to financial institutions                | 2,861,401   | 2,861,401    | -          | -          | -          | -          | -         | -          | -         | -         |  |
| tments  | 36,152,537  | 2,536,512    | 18,845,929 | 448,647    | 2,078,968  | 5,553,857  | 1,459,983 | 3,599,770  | 1,628,871 | -         |  |
| nces  | 83,512,068  | 11,261,441   | 17,680,295 | 10,191,104 | 10,360,835 | 10,294,009 | 6,805,411 | 6,174,272  | 5,629,232 | 5,115,469 |  |
| ating fixed assets                            | 2,646,978   | 1,865        | 1,370      | 4,670      | 29,076     | 165,876    | 306,633   | 557,049    | -         | 1,580,439 |  |
| red tax assets - net                          | -           | -            | -          | -          | -          | -          | -         | -          | -         | -         |  |
| assets  | 3,264,198   | 864,076      | -          | 1,780,435  | 347,312    | -          | 272,375   | -          | -         | -         |  |
|   | 138,241,486 | 27,329,599   | 36,527,594 | 12,424,856 | 12,816,191 | 16,013,742 | 8,844,402 | 10,331,091 | 7,258,103 | 6,695,908 |  |
|   |             |              |            |            |            |            |           |            |           |           |  |
| lities  |             |              |            |            |            |            |           |            |           |           |  |
|   |             |              |            |            |            |            |           |            |           |           |  |
| payable                                       | 1,536,517   | 1,536,517    | -          | -          | -          | -          | -         | -          | -         | -         |  |
| wings from financial institutions             | 13,027,468  | 2,815,367    | 6,181,025  | 2,232,771  | 404,956    | 425,699    | 288,949   | 515,207    | 163,494   | -         |  |
| sits and other accounts **                    | 102,776,793 | 63,124,555   | 19,619,476 | 6,778,992  | 10,500,297 | 2,318,846  | 282,598   | 152,029    | -         | -         |  |
| ordinated loans                               | 999,600     | -            | -          | 200        | 200        | 400        | 400       | 499,400    | 499,000   | -         |  |
| ities against assets subject to finance lease | 4,103       | 266          | 642        | 926        | 2,269      | -          | -         | -          | -         | -         |  |
| red tax liabilities - net                     | 2,483,355   | -            | -          | -          | -          | -          | -         | 2,483,355  | -         | -         |  |
| rliabilities                                  | 6,641,542   | 1,692,941    | 295,850    | 363,549    | 1,105,860  | 861,559    | 956,454   | 1,365,329  | -         | -         |  |
|   | 127,469,378 | 69,169,646   | 26,096,993 | 9,376,438  | 12,013,582 | 3,606,504  | 1,528,401 | 5,015,320  | 662,494   | -         |  |
|   |             |              |            |            |            |            |           |            |           |           |  |
| issets  | 10,772,108  | (41,840,047) | 10,430,601 | 3,048,418  | 802,609    | 12,407,238 | 7,316,001 | 5,315,771  | 6,595,609 | 6,695,908 |  |
|   |             |              |            |            |            |            |           |            |           |           |  |
| e capital                                     | 5,296,445   |              |            |            |            |            |           |            |           |           |  |
| rves  | 3,790,023   |              |            |            |            |            |           |            |           |           |  |
| propriated profit                             | 1,049,519   |              |            |            |            |            |           |            |           |           |  |
| us on revaluation of assets                   | 636,121     |              |            |            |            |            |           |            |           |           |  |
|   | 10,772,108  |              |            |            |            |            |           |            |           |           |  |
|   |             |              |            |            |            |            |           |            |           |           |  |

\* Included in cash and balances with treasury banks are the current and deposit accounts with the State Bank of Pakistan which are maintained to meet the Statutory Liquidity Reserve Requirements (SLR). Since such balances have no actual maturity the same are classified in the earliest maturity band of upto one month.

\*\* As per SBP's requirement, the entire balance held in saving deposit accounts is classified under the maturity band of upto one month. On the basis of history, the Bank expects that these deposits will be maintained over a longer period without withdrawl.

# Faysal Bank Limited

#### 46.7.2 Maturities of Assets and Liabilities - Based on expected withdrawal pattern

The following maturity analysis is presented as an additional disclosure to depict the maturities of assets and liabilities as determined by the Bank's Asset and Liabilities Management Committee (ALCO) keeping in view the historical withdrawal pattern of deposits and cash and Bank balances.

|   |                          | 2009                  |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |
|---|--------------------------|-----------------------|---|---------------------------------------|-----------------------------------|----------------------------------|-------------------------------------|--------------------------------------|------------------------------------|-------------------|
|   | Total                    | Upto one<br>month     | Over one<br>month to<br>three<br>months | Over three<br>months to<br>six months | Over six<br>months to<br>one year | Over one<br>year to<br>two years | Over two<br>years to<br>three years | Over three<br>years to<br>five years | Over five<br>years to<br>ten years | Over ten<br>years |
|   |                          |                       |   |                                       | Rupees                            | s in '000                        |                                     |                                      |                                    |                   |
| Assets  |                          |                       |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |
| Cash and balances with treasury banks             | 8,427,202                | 3,792,077             | 1,167,072                               | 511,364                               | 765,678                           | 228,641                          | 541,401                             | 487,604                              | 459,847                            | 473,518           |
| alances with other banks                          | 508,795                  | 508,795               | -                                       | -                                     | -                                 | -                                | -                                   | -                                    |                                    | -                 |
| endings to financial institutions<br>nyestments   | 15,017,826<br>56,531,338 | 14,242,461<br>359,262 | 775,365<br>4,837,592                    | - 20,226,602                          | -<br>10,527,738                   | -<br>6,185,049                   | -<br>2,787,572                      | 6,029,723                            | - 5,577,800                        |                   |
| dvances   | 91,346,001               | 13,853,009            | 4,837,592                               | 15,263,227                            | 10,155,982                        | 8,367,495                        | 7,537,862                           | 8,560,024                            | 9,482,210                          | 2,861,666         |
| Operating fixed assets                            | 2,787,617                | 2,926                 | 2,478                                   | 4,851                                 | 52,636                            | 89,732                           | 520,340                             | 485,806                              | 10,595                             | 1,618,253         |
| eferred tax assets - net                          | 1,279,918                | -                     | -                                       | -                                     | -                                 | -                                | -                                   | 1,279,918                            | -                                  | -                 |
| ther assets                                       | 4,966,716                | 486,196               | -                                       | 2,445,367                             | 811,575                           | -                                | 1,223,578                           | -                                    | -                                  | -                 |
|   | 180,865,413              | 33,244,726            | 22,047,033                              | 38,451,411                            | 22,313,609                        | 14,870,917                       | 12,610,753                          | 16,843,075                           | 15,530,452                         | 4,953,437         |
| iabilities  |                          |                       |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |
| ills payable                                      | 1,465,451                | 1,465,451             | -                                       | -                                     | -                                 | -                                | -                                   | -                                    | -                                  | -                 |
| Borrowings from financial institutions            | 34,985,766               | 20,409,351            | 9,964,136                               | 2,755,673                             | 472,577                           | 419,264                          | 305,757                             | 511,070                              | 147,938                            | -                 |
| eposits and other accounts                        | 123,655,188              | 27,968,049            | 25,644,080                              | 10,517,585                            | 16,757,188                        | 4,488,642                        | 9,922,531                           | 9,407,208                            | 9,357,999                          | 9,591,906         |
| ub-ordinated loans                                | 999,200                  | -                     | -                                       | 200                                   | 200                               | 400                              | 400                                 | 998,000                              |                                    | -                 |
| abilities against assets subject to finance lease | -                        | -                     | -                                       | -                                     | -                                 | -                                | -                                   | -                                    |                                    | -                 |
| eferred tax liabilities - net<br>ther liabilities | 6,977,069                | -<br>1,617,756        | - 250,755                               | -<br>282,153                          | -<br>1,183,144                    | 909,905                          | 867,335                             | 1,866,021                            |                                    |                   |
|   | 168,082,674              | 51,460,607            | 35,858,971                              | 13,555,611                            | 18,413,109                        | 5,818,211                        | 11,096,023                          | 12,782,299                           | 9,505,937                          | 9,591,906         |
| let assets  | 12,782,739               | (18,215,881)          | (13,811,938)                            | 24,895,800                            | 3,900,500                         | 9,052,706                        | 1,514,730                           | 4,060,776                            | 6,024,515                          | (4,638,469        |
| Share capital                                     | 6,090,911                |                       |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |
| leserves  | 4,030,056                |                       |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |
| nappropriated profit                              | 1,215,179                |                       |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |
| urplus on revaluation of assets                   | 1,446,593                |                       |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |
|   | 12,782,739               |                       |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |

46.8

47.

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49.1

Revised IFRS 3 Business Combinations (applicable for annual periods beginning on or after 1 July 2009) broadens among other things the definition of business resulting in more acquisitions being treated as business combinations, contingent consideration to be measured at fair value, transaction costs other than share and debt issue costs to be expensed, any pre-existing interest in an acquiree to be measured at fair value, with the related gain or loss recognised in profit or loss and any non-controlling (minority) interest to be measured at either fair value or at its proportionate interest in the identifiable assets and liabilities of an acquiree on a transaction-by-transaction basis. The application of this standard is not likely to have an effect on the Bank's financial statements.

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## **Operational Risk**

Operational Risk is the risk of direct or indirect losses resulting from inadequate or failed internal processes or systems, human factors, or from external events. The Bank's businesses are dependent on the ability to process a large number of transactions efficiently and accurately. Operational risks and losses originate from business/operational process failure, IT security failure, natural disasters, dependence on key suppliers, fraud, service quality compromised, regulatory non-compliance, loss of key staff, and social and environmental impacts.

The Bank has implemented risk controls and loss mitigation actions for curtailing operational risk. Each division has processes and systems in place to address operational risks within their area. These include key controls and the provision of business continuity plans to protect against major disruptions.

# DATE OF AUTHORISATION FOR ISSUE

These financial statements were authorised for issue on February 23, 2010 by the Board of Directors of the Bank.

## NON-ADJUSTING EVENTS AFTER THE BALANCE SHEET DATE

There were no appropriations or distributions, except for transfer to statutory reserve, approved by the Board of Directors in their meetting held on February 23, 2010 (2008: 15% bonus issue).

### GENERAL

#### Standards or Interpretations not yet effective

The following standards, interpretations and amendments of approved accounting standards are effective for accounting periods beginning from the dates specified below. These standards are either not relevant to the Bank's operations or are not expected to have significant impact on the Bank's financial statements other than increase in disclosures in certain cases.

49.2.1

Amended IAS 27 Consolidated and Separate Financial Statements (effective for annual periods beginning on or after 1 July 2009) requires accounting for changes in ownership interest by the Group in a subsidiary, while maintaining control, to be recognized as an equity transaction. When the Group loses control of subsidiary, any interest retained in the former subsidiary will be measured at fair value with the gain or loss recognized in the profit or loss. The application of the standard is not likely to have an effect on the Bank's financial statements.

IFRIC 15 - Agreement for the Construction of Real Estate (effective for annual periods beginning on or 1 October 2009) clarifies the recognition of revenue by real estate developers for sale of units, such as apartments or houses, 'off-plan', that is, before construction is complete. The amendment is not relevant to the Bank's operations.

IFRIC 17 - Distributions of Non-cash Assets to Owners (effective for annual periods beginning on or after 1 July 2009) states that when a company distributes non cash assets to its shareholders as dividend the liability for the dividend is measured at fair value. If there are subsequent changes in the fair value before the liability is discharged, this is recognized in equity. When the non cash asset is distributed, the difference between the carrying amount and fair value is recognized in the income statement. As the Bank does not distribute non-cash assets to its shareholders, this interpretation has no impact on the Bank's financial statements.

The International Accounting Standards Board made certain amendments to existing standards as part of its second annual improvements project. The effective dates for these amendments vary by standard and most will be applicable to the Bank's 2010 financial statements. These amendments are unlikely to have an impact on the Bank's financial statements.

Amendment to IFRS 2 – Share-based Payment – Group Cash-settled Share-based Payment Transactions (effective for annual periods beginning on or after 1 January 2010). Currently effective IFRSs require attribution of group share-based payment transactions only if they are equity-settled. The amendments resolve diversity in practice regarding attribution of cash-settled share-based payment transactions and require an entity receiving goods or services in either an equity-settled or a cash-settled payment transaction to account for the transaction in its separate or individual financial statements.

Amendment to IAS 32 Financial Instruments: Presentation - Classification of Rights Issues (effective for annual periods beginning on or after 1 February 2010). The IASB amended IAS 32 to allow rights, options or warrants to acquire a fixed number of the entity's own equity instruments for a fixed amount of any currency to be classified as equity instruments provided the entity offers the rights, options or warrants pro-rata to all of its existing owners of the same class of its own non-derivative equity instruments. This interpretation has no impact on the Bank's financial statements.

IFRIC 19 Extinguishing Financial Liabilities with Equity Instruments (effective for annual periods beginning on or after 1 July 2010). This interpretation provides guidance on the accounting for debt for equity swaps. This interpretation has no impact on the Bank's financial statements.

IAS 24 Related Party Disclosures (revised 2009) – effective for annual periods beginning on or after 1 January 2011. The revision amends the definition of a related party and modifies certain related party disclosure requirements for government-related entities. The amendment would result in certain changes in disclosures.

Amendments to IFRIC 14 and IAS 19 - The Limit on a Defined Benefit Assets, Minimum Funding Requirements and their Interaction (effective for annual periods beginning on or after 1 January 2011). These amendments remove unintended consequences arising from the treatment of prepayments where there is a minimum funding requirement. These amendments result in prepayments of contributions in certain circumstances being recognised as an asset rather than an expense. This amendment is not likely to have any impact on Bank's financial statements.

Improvements to IFRSs 2008 - Amendments to IFRS 5 Non-Current Assets Held for Sale and Discontinued Operations - (effective for annual periods beginning on or after 1 July 2009). The amendments specify that if an entity is committed to a plan to sell a subsidiary, then it would classify all of that subsidiary's assets and liabilities as held for sale if criteria in IFRS 5 are met. This applies regardless of the entity retaining an interest (other than control) in the subsidiary; and disclosures for discontinued operations are required by the parent when a subsidiary meets the definition of a discontinued operation. This amendment is not likely to have any impact on Bank's Financial Statements.

#### Comparatives

Previous year's figures have been rearranged and reclassified wherever necessary for the purposes of comparison. Major changes made in the comparative figures which are not disclosed in the relevant notes are as follows:

|      | Reclassification from   |      | Reclassification from  | Reason for  | Rupees in    |
|------|---|------|--|---|--------------|
| Note | Component   | Note | Component  | reclassification  | '000         |
| 12   | Advances - Net investment in<br>finance lease – In Pakistan             | 15   | Other Assets - Income/mark-up accrued in local currency                  | Comparative amounts have<br>been reclassified to conform<br>with current year's presentation. | 280,353      |
| 12   | Advances - Loans, cash credits,<br>running finances, etc. – In Pakistan | 11   | Investments - Held to maturity<br>Securities                             | Comparative amounts have been reclassified to conform with current year's presentation.       | 5,982,777    |
| 12.4 | Advances - Provision for<br>non-performing advances                     | 11.3 | Investments - Provision for<br>diminution in the value<br>of investments | Comparative amounts have been reclassified to conform with currer year's presentation.        | nt<br>16,409 |

Figure have been rounded off to the nearest thousand rupees unless other wise stated. 49.3

Captions as prescribed in BSD circular No. 4 dated February 17, 2006 issued by the State Bank of Pakistan in respect of which no amounts are outstanding have not been reproduced in these financial statements except for in the balance sheet and the profit and loss account. 49.4

President & CEO







Statement showing details of investments in ordinary and preference shares / certificates of listed and unlisted companies / modarabas / mutual funds and term finance certificates and bonds as referred to in note 11 to the financial statements.

1. Detail







| ails of investm   | ents in listed co  | mpanies / modarabas / closed end mutual funds are as follows: |         |               |          |                | Quality of Ava<br>Secu |               |
|-------------------|--------------------|---|---------|---------------|----------|----------------|------------------------|---------------|
| Ordinary s        |                    | Name of company/ modaraba/ mutual fund                        | 2009    | 2008          | 2009     | 2008           | 2009                   | 2008          |
| certificates of F | Rs. 10 each        |   | At Co   | st            | Market V | alues          | Medium to Lon          | g Term Ratir  |
| 2009              | 2008               |   | Rupees  | '000          | Rupees   | '000           | Assigned (wh           | ere available |
|                   |                    | Closed end Mutual funds                                       |         |               |          |                |                        |               |
| 3,994,715         | 3,994,715          | Al-Meezan Mutual Fund   | 35,263  | 35,263        | 26,365   | 14,301         | Α                      | 4-Sta         |
| 1,999,950         | 2,000,000          | NAMCO Balanced Fund   | 20,000  | 20,000        | 9,440    | 18,900         | AM3-                   |               |
|                   | 19,178             | Pakistan Premier Fund   | -       | 31            |          | 38             |                        | 5-Sta         |
|                   | 325,000            | Pakistan Strategic Allocation Fund                            | -       | 3,485         |          | 741            |                        | 4-St          |
| 2,812,895         | 2,812,895          | JS Large CAP Fund (Formerly UTP Large CAP Fund)               | 27,888  | 27,888        | 12,939   | 6,470          | 5-Star                 | 5-St          |
| -                 | 63,000             | Golden Arrow Selected Fund **                                 | -       | 279           | -        | 128            |                        |               |
| -                 | 6,645              | Picic Growth Fund   | -       | 46            | -        | 37             |                        |               |
| -                 | 22,138             | JS Value Fund Limited   | -       | 61            | -        | 99             |                        |               |
|                   |                    | Modarabas   |         |               |          |                |                        |               |
| 2,990,000         | 2,990,000          | First Habib Modaraba **                                       | 22,656  | 22,656        | 17,432   | 16,953         | AA+                    | AA            |
|                   | 67                 | First HBL Modaraba  | -       | 1             | -        | 1              |                        | AA            |
| 1,001             | 788,591            | First Prudential Modaraba                                     | 1       | 1,307         | 1        | 1,072          |                        |               |
|                   |                    | Leasing Companies   |         |               |          |                |                        |               |
| -                 | 31                 | Pakistan Industrial & Commercial Leasing Limited ***          | -       | 1             | -        | 1              |                        |               |
|                   |                    | Commercial / Investment Banks / Investment Companies          |         |               |          |                |                        |               |
| -                 | 2,175,100          | Atlas Bank Limited (Formerly Dawood Bank Limited)             | -       | 21,751        | -        | 7,221          |                        | A-            |
| 1,709,700         | 1,709,700          | Prudential Investment Bank Limited ***                        | 12,528  | 12,528        | -        | -              |                        |               |
| -                 | 134,837            | Askari Commercial Bank  | -       | 4,872         | -        | 1,964          |                        | AA            |
| -                 | 2,626              | Allied Bank Limited   | -       | 88            | -        | 82             |                        | AA            |
|                   | 152,381            | Arif Habib Bank Limited                                       | -       | 3,008         |          | 3,623          |                        | A             |
|                   | 2,648              | Dawood Equities Limited                                       |         | 24            |          | 22             |                        |               |
|                   | 245,948            | Bank Alfalah Limited  |         | 4,468         |          | 4,115          |                        | A             |
|                   | 12,734             | Bank Al Habib Limited   |         | 310           |          | 316            |                        | A             |
| -                 | 111,067            | Javed Omer Vohra & Company                                    |         | 1,270         |          | 1,007          |                        | BE            |
|                   | 298,201            | JS Bank Limited   | -       | 1,049         | -        | 1,711          |                        | A             |
| -                 | 147,323            | Jahangir Siddiqui & Co Ltd                                    | -       | 8,271         | -        | 7,702          |                        | AA            |
|                   | 2,756              | JS Investment Limited   |         | 110           |          | 119            |                        | AA            |
| 202,834           | 24,205             | Habib Bank Limited  | 25,201  | 1,946         | 25,038   | 1,812          | AA+                    | AA            |
| -                 | 140,462            | MCB Bank Limited  | -       | 19,485        |          | 17,671         |                        | AA            |
|                   | 173,461            | Pervez Ahmed Securities                                       | -       | 1,155         |          | 626            |                        |               |
| 2,893,534         | 41,452             | The Bank of Punjab  | 43,914  | 624           | 56,424   | 547            | AA-                    | AA            |
| -                 | 112,420            | Arif Habib Securities Limited                                 | -       | 5,079         | -        | 4,728          |                        | A-            |
| 3,520,050         | 4,610,400          | First Credit & Investment Bank Limited                        | 35,192  | 46,104        | 11,792   | 13,785         | A-                     |               |
| -                 | 120,161            | SPCBL   | -       | 1,827         | -        | 602            |                        | A             |
| -                 | 1,123,085          | NBP<br>NIB  | 400.005 | 68,526        | 400.000  | 56,513         | AA-                    | AA<br>AA      |
| 5,008,000         | 467,568            | UBL   | 166,365 | 2,371         | 120,038  | 2,183          | AA-                    |               |
| -                 | 216,686<br>171,608 | OBL<br>Bank Islami Pakistan Limited                           | -       | 16,850<br>871 | -        | 7,997<br>1,244 |                        | AA<br>A-      |
|                   | 7,313              | Soneri Bank Limited   |         | 61            | -        | 1,244          |                        | A-<br>AA      |
|                   | 3,634              | Meezan Bank Limited   | -       | 79            | -        | 80<br>78       |                        | A4<br>A4      |
|                   | 3,634              | HMB   |         | 6             | -        | / 8<br>5       |                        | A-<br>AA      |
|                   | 539                | First National Equities Limited                               |         | 25            |          | 28             |                        | AA            |
|                   | 345                | Investment & Finance Securities Ltd                           | -       | 20            | -        | 20             |                        |               |
| -                 | 545                |   | 200.000 | I             | 270.460  |                |                        |               |
|                   |                    | Balance carried forward                                       | 389,008 | 333,777       | 279,469  | 194,524        |                        |               |

|                   |                   |   |          |              |             |            |             | ailable for Sale |
|-------------------|-------------------|---|----------|--------------|-------------|------------|-------------|------------------|
| Ordinary sh       |                   | Name of company/ modaraba/ mutual fund        | 2009     | 2008         | 2009        | 2008       | 2009        | 2008             |
| certificates of R |                   |   | At Co    |              | Market V    |            |             | ng Term Rating   |
| 2009              | 2008              |   | Rupees   | '000         | Rupees      | '000       | Assigned (w | here available)  |
|                   |                   | Balance brought forward                       | 389,008  | 333,777      | 279,469     | 194,524    |             |                  |
|                   |                   | Textile Spinning                              |          |              |             |            |             |                  |
| 127,045           | 127,045           | Crown Textile Mills Limited ***               | 1,238    | 1,238        | -           | -          |             |                  |
| -                 | 99,500            | Dewan Farooq Spinning Mills Limited           | -        | 994          | -           | 159        |             |                  |
|                   | 335,093<br>33,778 | Hira Textile Mills Limited<br>D.S. Industries |          | 4,188<br>439 |             | 757<br>502 |             |                  |
| -                 | 55,776            |   | -        | 439          | -           | 502        |             |                  |
|                   | 151,941           | Textile Composite<br>Azgard Nine Limited      |          | 2,697        |             | 2,473      |             | A+               |
|                   | 1,226             | Dawood Lawarencepur Ltd                       |          | 2,097        |             | 61         |             | AT               |
|                   | 6,974             | Nishat (Chunion) Ltd                          |          | 51           |             | 67         |             | A+               |
| 160,500           | 167,859           | Nishat Mills Limited                          | 11,564   | 3,687        | 11,219      | 3,794      | A+          | 7.11             |
| 2,500,000         | 2,500,000         | Zahur Textile Mills Limited ***               | 2,500    | 2,500        | -           | -          |             |                  |
|                   |                   | Cement  |          |              |             |            |             |                  |
|                   | 24,902            | Maple Leaf Cement                             | -        | 67           | -           | 102        |             | BBB+             |
| 4,964,530         | 34,959            | Fauji Cement Ltd                              | 39,373   | 122          | 30,582      | 164        |             |                  |
| -                 | 128,370           | Pakistan Cement Co Ltd                        | -        | 255          | -           | 411        |             |                  |
| -                 | 12,558            | Pioneer Cement Ltd                            | -        | 265          | -           | 303        |             | BBB              |
| -                 | 257,454           | Lucky Cement                                  | -        | 19,884       | -           | 8,050      |             |                  |
|                   | 764,101           | D.G. Khan Cement                              | -        | 29,126       | -           | 16,252     |             |                  |
| -                 | 1,000             | Attock Cement                                 | -        | 75           | -           | 38         |             | AA               |
| -                 | 14,395            | Al Abbas Cement                               | -        | 40           | -           | 55         |             |                  |
| 1                 | 138<br>12,421     | Thatta Cement Limited<br>Dewan Cement Limited |          | 2<br>42      | 1           | 2<br>38    |             |                  |
|                   |                   | Power Generation and Distribution             |          |              |             |            |             |                  |
| 891,361           | 1,066,067         | Hub Power Company Limited                     | 30.000   | 32,048       | 27,703      | 15,021     | AA+         |                  |
| 939,372           | 939,375           | Ideal Energy Limited *                        | 28,182   | 28,181       | -           | 14,090     | AAT         |                  |
| 723,000           | 723,000           | Kohinoor Energy Limited                       | 23,174   | 23,174       | 22,413      | 13,918     |             |                  |
| -                 | 291,282           | PPL   |          | 42,280       | -           | 29,309     |             |                  |
| 21,825            | 90,168            | PSO   | 6,463    | 25,230       | 6,492       | 13,036     | AA+         | AAA              |
| -                 | 295,729           | POL   | -        | 30,523       | -           | 30,309     |             |                  |
| -                 | 147,253           | Bosicor Pakistan Limited                      | -        | 487          | -           | 686        |             |                  |
|                   | 3,847             | Attock Petroleum Limited                      | -        | 596          | -           | 555        |             |                  |
| -                 | 47,790            | Attock Refinery Limited                       | -        | 3,074        | -           | 2,862      |             | AA               |
| 55,213            | 12,442            | Pakistan Refinery Limited                     | 6,500    | 1,071        | 6,664       | 1,224      |             |                  |
| 114,489           | 234               | National Refinery Limited                     | 26,183   | 24           | 20,244      | 22         | AAA         | AAA              |
| 1,664,059         | 1,702<br>33,961   | Mari Gas Company Limited<br>SNGPL             | - 55,857 | 181<br>550   | -<br>41,269 | 168<br>728 | AA          | AA               |
| 1,004,035         | 350,805           | SSGC  |          | 4,104        | 41,203      | 3,687      | ~~          | AA<br>AA-        |
| -                 | 31,352            | KAPCO   |          | 730          |             | 989        |             | ~~~~             |
| -                 | 1,604,913         | OGDCL   | -        | 106,004      |             | 80,229     |             | AAA              |
| 1,000,000         | -                 | Nishat Power Limited                          | 14,985   | -            | 12,730      | -          | AA          |                  |
|                   |                   | Balance carried forward                       | 635,027  | 697,759      | 458,785     | 434,585    |             |                  |

|                                 |                                     |   |                           |                            |                           |                            | Quality of Ava<br>Secu        |          |
|---------------------------------|-------------------------------------|---|---------------------------|----------------------------|---------------------------|----------------------------|-------------------------------|----------|
| Ordinary sl                     |                                     | Name of company/ modaraba/ mutual fund  | 2009                      | 2008                       | 2009                      | 2008                       | 2009                          | 2008     |
| certificates of R<br>2009       | 2008                                |   | At Co<br>Rupees           |                            | Market V<br>Rupees        |                            | Medium to Lon<br>Assigned (wh |          |
|                                 |                                     | Balance brought forward   | 635,027                   | 697,754                    | 458,785                   | 434,585                    |                               |          |
| 7,297,581                       | 24,213<br>1,074                     | Technology & Communication<br>Pakistan Telecommunication Company Limited<br>Eye Television Network                            | 155,070                   | 443<br>30                  | 128,802<br>-              | 409<br>37                  |                               |          |
| -                               | 329,435<br>6,701<br>73,771          | TRG<br>Netsol Technologies<br>Telecard  | -                         | 406<br>182<br>98           | -                         | 586<br>169<br>147          |                               | BBB+     |
| -                               | 236,559                             | World Call  | -                         | 666                        | -                         | 702                        |                               |          |
| 1,374,615<br>-<br>-             | 1,643,958<br>22,170<br>205,584      | <b>Fertilizer</b><br>Fauji Fertilizer Company Limited<br>Fauji Fertilizer Bin Qasim<br>Engro Chemical                         | 100,000<br>-<br>-         | 115,015<br>4,859<br>46,285 | 141,489<br>-<br>-         | 96,550<br>2,956<br>19,830  |                               | AA       |
| -                               | 1,869<br>510                        | Insurance<br>Adamjee Insurance Company Limited<br>EFU General Insurance Limited   | -                         | 204<br>62                  | :                         | 190<br>68                  |                               | AA<br>AA |
| -                               | 9,834                               | Pakistan Reinsurance Co Ltd   | -                         | 250                        | -                         | 233                        |                               |          |
| -                               | 6,861<br>15,684<br>300              | Engineering<br>Crescent Steel and Allied Products Ltd<br>Dost Steel Limited<br>Intern'l Industries Limited                    | -                         | 118<br>127<br>17           | -                         | 117<br>124<br>14           |                               |          |
| -                               | 100                                 | Siemens Pakistan Eng Ltd  | -                         | 113                        | -                         | 113                        |                               |          |
| -<br>18,358<br>70,000<br>66,900 | 20,185<br>1,384<br>-<br>-           | Automobiles Parts & Accessories<br>Honda Atlas Cars Ltd<br>Indus Motor Company Ltd<br>Al-Ghazi Tractors **<br>Millat Tractors | 3,691<br>17,607<br>23,772 | 272<br>165<br>-            | 3,608<br>16,663<br>25,409 | 232<br>170<br>-            |                               |          |
| -                               | 521,605                             | Cables & Electrical Goods<br>Pak Electron   | -                         | 25,244                     | -                         | 11,851                     |                               | A        |
| 943,584<br>-<br>-               | 273<br>10,219<br>257,986<br>188,342 | <b>Chemical</b><br>BOC Pakistan Limited<br>Sitara Peroxide Limited<br>ICI<br>Pakistan PTA Limited                             | 22,150                    | 32<br>164<br>19,025<br>216 | 14,937<br>-<br>-          | 31<br>185<br>17,726<br>299 |                               |          |
|                                 |                                     | Balance carried forward   | 957,317                   | 911,752                    | 789,693                   | 587,324                    |                               |          |
|                                 |                                     |   |                           |                            |                           |                            |                               |          |

|  |                       |  |                          |             |                          |                    | Quality of Availa<br>Securit |               |   |         |           |                 |               | vailable for Sale |
|--|-----------------------|--|--------------------------|-------------|--------------------------|--------------------|------------------------------|---------------|---|---------|-----------|-----------------|---------------|-------------------|
| Ordinary sh  |                       | Name of company/ modaraba/ mutual fund                                   | 2009                     | 2008        | 2009                     | 2008               | 2009                         | 2008          |   | 2009    | 2008      | <b>2009</b> 200 | 8 <b>2009</b> | 2008              |
| certificates of R  |                       |  | At Co                    |             | Market Va                |                    | Medium to Long               |               |   | At Co   |           | Market Values   |               | ong Term Rating   |
| 2009   | 2008                  |  | Rupees                   | 000         | Rupees '                 | 000                | Assigned (wher               | 'e available) | 2. Details of investments in unlisted companies are as follows:   | Rupees  | 5 '000    | Rupees '000     | Assigned (W   | vhere available)  |
|  |                       | Balance brought forward  | 957,317                  | 911,752     | 789,693                  | 587,324            |                              |               | Faysal Asset Management Limited<br>4,500,000 (2008: 4,500,000) ordinary shares of Rs. 10 each   | 45,000  | 45,000    | Not Applicable  | AM3+          | AM3+              |
| -  | 100,258               | Synthetic & Rayon<br>Dewan Salman Fibre Ltd                              | -                        | 92          | -                        | 141                |                              |               | The bank holds 30% (2008: 30%) of investee's capital.<br>Chief Executive: Mr. Salman Haider Shaikh<br>Break up value of share: Rs. 17.36 (2008: Rs. 15.22)<br>Period of financial statements: June 30, 2009   |         |           |                 |               |                   |
| -  | 5,890                 | <b>Transport</b><br>Pakistan Intl Container Terminal                     | -                        | 259         | -                        | 267                |                              | A-            | Faysal Management Services (Private) Limited<br>1,080,000 (2008: 1,080,000) ordinary shares of Rs. 100 each   | 108,000 | 108,000   | Not Applicable  |               |                   |
| 480,000<br>60,800<br>43,555  | 136<br>-<br>-         | <b>Pharmaceuticals</b><br>Searle Pakistan Limited<br>Abbott Lab<br>Glaxo | 30,463<br>7,086<br>4,725 | 8<br>-<br>- | 29,928<br>7,370<br>4,759 | 9<br>-<br>-        | BBB                          | BBB           | The bank holds 60% (2008: 60%) of investee's capital.<br>Chief Executive: Mr. Taimur Afzal<br>Break up value of share: Rs. 102.77 (2008: Rs. 102.37)<br>Period of financial statements: December 31, 2009   |         |           |                 |               |                   |
| -  | 7,158                 | Paper & Board<br>Packages Limited<br>Jute                                | -                        | 589         | -                        | 581                |                              | AA            | Al Hamra Avenue (Private) Limited<br>24,375,000 (2008: 24,375,000) ordinary shares of Rs. 10 each<br>The bank holds 15.22% (2008: 15.22%) of investee's capital.<br>Chief Executive: Mr. Habib Ahmed  | 243,750 | 243,750   | Not Applicable  |               |                   |
| 100,000  | -                     | Thall Limited **   | 10,578                   | -           | 8,487                    | -                  |                              |               | Break up value per share: Rs. 9.54 (2008: Rs. 9.76)<br>Period of financial statements: June 30, 2009  |         |           |                 |               |                   |
| 1,530  | -                     | Leather & Tanneries<br>Bata Pakistan<br>Others                           | 1,426                    | -           | 1,498                    | -                  |                              |               | Al Hamra Hills (Private) Limited<br>12,500,000 (2008: 12,500,000 ) ordinary shares of Rs. 10 each<br>The bank holds 14.13% (2008: 14.13%) of investee's capital.  | 125,000 | 125,000   | Not Applicable  |               |                   |
| 225<br>-<br>-  | 225<br>138,569<br>204 | VISA Incorporation<br>Pace Pakistam Limited<br>Tri - Pak Filims          |                          | 1,483<br>24 | 1,671<br>-<br>-          | 907<br>1,197<br>25 |                              | A+<br>A+      | Chief Executive: Mr. Habib Ahmed<br>Break up value per share: Rs. 9.47 (2008: Rs. 9.71)<br>Period of financial statements: June 30, 2009  |         |           |                 |               |                   |
|  |                       | ees' capital in the following:   | 1,011,595                | 914,207     | 843,406                  | 590,451            |                              |               | DHA Cogen Limited<br>32,500,000 (2008: 32,500,000) ordinary shares of Rs. 10 each<br>The bank holds 11.52% (2008: 18.52%) of investee's capital.<br>Chief Executive: Mr. Azam Mehmood<br>Break up value per share: Rs. 4.99 (2008: Rs. 10.73)<br>Period of financial statements: June 30 ,2009            | 325,000 | 325,000   | Not Applicable  |               |                   |
| <ul> <li>Ideal Energy Lim</li> <li>Prudential Invest</li> <li>Certificates of Rs 5 each</li> </ul> | ment Bank Limit       | 008: 11.74%)<br>ed - 17.10% (2008: 17.10%)                               |                          |             |                          |                    |                              |               | First Capital Investment (Private) Limited*<br>150,000 (2008: 150,000) ordinary shares of Rs. 10 each   | 750     | 750       | Not Applicable  | AM4+          | AM4+              |
| Delisted companies   |                       |  |                          |             |                          |                    |                              |               | Himont Chemical (Private) Limited *<br>810,000 (2008: 810,000) ordinary shares of Rs. 10 each   | 1,037   | 1,037     | Not Applicable  |               |                   |
|  |                       |  |                          |             |                          |                    |                              |               | Sukhchayn Gardens (Private) Limited<br>250,758 (2008: 386,531) ordinary shares of Rs. 100 each<br>The bank holds 5.70% (2008: 8.78%) of investee's capital.<br>Chief Executive: Mr. Shujaat Azeem<br>Break up value per share: Rs. 171.39 (2008: 162.61)<br>Period of financial statements: June 30, 2009 | 952.337 | 160,000   | Not Applicable  |               |                   |
|  |                       |  |                          |             |                          |                    |                              |               | * Fully provided for investments  | 952,337 | 1,008,537 |                 |               |                   |

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| Preference shar  | es – Listed comp   | anies   |                                 |   |   |  |   |                                   | vailable for Sale<br>curities         |
|--|--|---|---------------------------------|---|---|--|---|-----------------------------------|---------------------------------------|
| Share of e   | ach Rs. 10   | Name of Company   | Rate                            | 2009  | 2008  | 2009   | 2008  | 2009                              | 2008                                  |
| 2009   | 2008   |   | -                               | At Co   |   | Market V   |   |                                   | ong Term Rating                       |
|  |  |   |                                 | Rupees  | ; '000  | Rupees   | '000  | Assigned (v                       | where available)                      |
| 2,249,000  | 2,249,000  | Azgard Nine Limited   | 8.95% Cumulative                | 22,490  | 22,490  | 22,040   | 19,904  | A+                                | A+                                    |
| 24,394,111   | 24,394,111   | Maple Leaf Cement Factory Limited   | 9.75% Cumulative<br>Convertible | 243,937   | 243,937   | 115,872  | 184,663   | SD                                | BBB+                                  |
|  |  |   | -                               | 266,427   | 266,427   | 137,912  | 204,567   |                                   |                                       |
| Preference share                                       | es – Unlisted con  | npanies   |                                 |   |   |  |   |                                   |                                       |
| Share of e   | ach Rs. 10   | Name of Company   |                                 |   |   |  |   |                                   |                                       |
| 2009   | 2008   |   |                                 |   |   |  |   |                                   |                                       |
| 2,500,000  | 2,500,000  | Fazal Cloth Mills (Pvt) Limited<br>Chief Executive: Mr. Sheikh Naseem Ahmad<br>The bank holds 10% (2008: 10.00%)<br>of investee's capital.  | 2.5% plus 6 months<br>KIBOR     | 25,000  | 25,000  | Not Applica  | ble   |                                   |                                       |
| 7,500,000  | 7,500,000  | Pak Elektron Limited<br>Chief Executive: Mr. Naseem Saigol<br>The bank holds 14.25% (2008: 14.25%)<br>of Class A preference shares<br>in investee's capital.  | 9.50% Cumulative<br>Convertible | 75,000  | 75,000  | Not Applica  | ble   | A                                 | A                                     |
| 12,625,000   | 12,625,000   | Pak Elektron Limited<br>Chief Executive: Mr. Naseem Saigol<br>Class B preference shares.  | 11% Cumulative<br>Convertible   | 126,250   | 126,250   | Not Applica  | ble   | Α                                 | A                                     |
|  |  |   | -                               | 226,250   | 226,250   |  |   |                                   |                                       |
| Details of invest                                      | ments in open en   | ded mutual funds:   |                                 |   |   |  |   |                                   |                                       |
| 2009   | 2008   |   |                                 |   |   |  |   |                                   |                                       |
| 1,310,292<br>1,873,887<br>2,100,000<br><br>154,923,195 | 1,310,292<br>1,873,887<br>2,100,000<br>234,258<br>4,727,507<br>194,073,089 | <b>Open ended Mutual funds</b><br>Faysal Balanced Growth Fund<br>Faysal Income & Growth Fund<br>Faysal Savings Growth Fund<br>First Habib Income Fund<br>NAFA Cash Fund<br>National Investment (Unit) Trust |                                 | 80,374<br>200,000<br>207,411<br>-<br>-<br>2,671,422 | 80,374<br>200,000<br>207,411<br>25,000<br>50,000<br>3,475,056 | 130,033<br>198,951<br>216,111<br>-<br>-<br>4,299,119 | 87,698<br>193,160<br>217,518<br>22,730<br>45,305<br>4,388,852 | 3 Star<br>A+(f)<br>A(f)<br>2-Star | MFR-3 Star<br>A+(f)<br>A(f)<br>5-Star |
| 5,000,000<br>-<br>-                                    | -<br>234,307<br>65,505   | National Investment Trust Govt. Bond Fund<br>United Money Market Fund<br>Atlas Income Fund  |                                 | 50,000<br>-<br>-                                    | 25,000<br>35,000  | 50,668<br>-<br>-                                     | -<br>22,454<br>31,291   |                                   | A(f)                                  |
|  |  |   |                                 | 3,209,207   | 4.097.841   | 4,894,882  | 5,009,008   |                                   |                                       |

Term F 6.

> AI Zam 9,942 ( Mark-Redem Maturit Modara CEO of

Azgard 31,640 Mark-u Redem Maturity Chief E

Bank A 20,000 Mark-u Redem

Maturit Chief

**Jahang** 10,000 Mark-u Floor-6 Redem in equa Maturit Chief E

Trust L Nil (200 Mark-u

Redem Maturity Chief E

**Trust L** 24,450 Mark-up Redem Maturity Chief E

|   |         |         |          |         | Quality of Ava<br>Secu |                |
|---|---------|---------|----------|---------|------------------------|----------------|
|   | 2009    | 2008    | 2009     | 2008    | 2009                   | 2008           |
|   | At Co   | ost     | Market V | alues   | Medium to Lon          | g Term Rating  |
| m Finance Certificates - Listed, Secured  | Rupees  | '000    | Rupees   | '000    | Assigned (wh           | ere available) |
| Camin Leasing Modaraba - Second Tranche<br>12 (2008: 9,942) certificates of Rs. 5,000 each<br>k-up: Minimum 9.5% on PLS Basis (4% above six months KIBOR - Floor 11%)<br>lemption: Three annual installments commencing May 2008<br>urity: May 2010<br>Jaraba Management Company: Al Zamin Modaraba Management (Private) Limited<br>D of Management Company : Mr. Basheer Ahmed Chowdry | 16,901  | 33,803  | 14,746   | 30,900  |                        | A              |
| a <b>rd Nine</b><br>340 (2008: 31,640) certificates of Rs. 5,000 each<br>k-up: 2.40% above six months KIBOR rate with no floor and cap<br>lemption: 10 unequal semi-annual installments commencing from the 30th month<br>urity: September 2012<br>af Executive Officer: Mr. Ahmad Shaikh   | 118,489 | 144,857 | 118,113  | 149,246 |                        | AA-            |
| <b>Ik AI Habib Limited - Unsecured</b><br>000 (2008: 20,000) certificates of Rs. 5,000 each<br>k-up: 1.5% above six months KIBOR, with floor-3.50% & cap-10%<br>lemption: 0.25% per annum in first 78 months, balance in 3 semi<br>annual installments of 33.25% each starting from 84th month.<br>urity: July 2012<br>ef Executive Officer: Mr. Abbas D. Habib                         | 99,800  | 99,840  | 87,760   | 91,619  |                        | AA             |
| angir Siddiqui & Co. Limited - Fourth Tranche<br>)00 (2008: 10,000) certificates of Rs. 5,000 each<br>k-up: 2.5% above six months KIBOR<br>yr-6 % per annum; Cap-16% per annum<br>lemption: 0.18% of principal in the first 54 months, remaining 99.82%<br>qual installments in 60th & 66th month<br>urity: May 2012<br>ef Executive Officer: Mr. Munaf Ibrahim                         | 49,940  | 49,960  | 51,147   | 50,225  |                        | AA+            |
| st Leasing & Investment Bank Limited - First Tranche<br>2008: 16,507) certificates of Rs. 5,000 each<br>k-up: 3% above six months KIBOR rate; Floor-6% per annum<br>Cap-10% per annum<br>lemption: Ten semi - annual installments commencing 6 months from date of issue<br>urity: July 2009<br>ef Executive Officer: Mr. Jawaid B. Shaikh  | -       | 16,507  | -        | 16,454  |                        | A              |
| st Leasing & Investment Bank Limited - Second Tranche<br>I50 (2008: 24,450) certificates of Rs. 5,000 each<br>k-up: 2% above six months KIBOR rate; with no floor and no cap<br>lemption: Ten semi - annual installments commencing 6 months from date of issue<br>urity: November 2010<br>ef Executive Officer: Mr. Jawaid B. Shaikh   | 24,450  | 48,900  | 23,433   | 49,242  |                        | BBB            |
| Balance carried forward   | 309,580 | 393,867 | 295,199  | 387,686 |                        |                |

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| 2009         2008         2009         2008         2009         2008           At Cost         Rupees '000         Market View on the Market metains<br>Rupees '000         At Cost         Market View on the Market metains<br>Rupees '000         Market View on the Market metains<br>Rupees '000         At Cost         Market View on the Market metains<br>Rupees '000         At Cost         At Cost         Market View on the Market metains<br>Rupees '000         At Cost   |   |           |           |           |            | Quality of Avai |     |
|---|---|-----------|-----------|-----------|------------|-----------------|-----|
| Ruppees '000     Ruppees '000     Ruppees '000     Assigned (where available)       Balance brought forward     309,580     393,867     295,199     387,686       United Bank Limited - First Issue<br>60,000 (2008: 5000) certificates of Rs. 5,000 each<br>Markup: 845% per annum<br>Redemption: 20,55% per annum<br>Redemption: 20,55% per annum<br>Redemption: 20,000 (2008: 20,000) certificates of Rs. 5,000 each<br>Markup: 94,94% per annum<br>Redemption: 20,000 certificates of Rs. 5,000 each<br>Markup: 94,94% per annum<br>Redemption: 20,000 certificates of Rs. 5,000 each<br>Markup: 94,94% per annum<br>Redemption: At maturity<br>Markup: 94,94% per annum<br>Redemption: At maturity<br>Redemption: At maturity<br>Redemptio   |   |           |           |           |            |                 |     |
| Balance brought forward     309,580     393,867     295,199     387,686       United Bank Limited - First Issue<br>60,000 (2008: 50,000) certificates of Rs. 5,000 each<br>Mark-up: 4.85% per annum<br>Redemption: 0.25% |   |           |           |           |            |                 |     |
| United Bark Limited - First Issue<br>50.000 (2008: 50,000) (certificates of Rs. 5,000 each<br>Mark-up: 8.45% per annum<br>Redemption: 0.25% per annum<br>Redemption: 0.15% per annum<br>Redemption: 0.16% per annum<br>Redemption: 1.16% per annum<br>Redemption: 2.16%  |   | Rupees    | 000       | Rupees    | Rupees ooo |                 |     |
| 60.000 (2008: 50,000) certificates of Rs: 5,000 each       Anti-up: 8.4% per annum is first 72 months, balance in 3 semi annual installments 033.25% per annum is first 72 months, balance in 3 semi annual installments 033.25% per annum (Redemption: 0.25% per annum Redemption: 0.25% per annum (Redemption: 0.25% per annum Redemption: 0.25% per annum (Redemption: 0.25% per annum Redemption: 0.25% per annum (Redemption: 0.25% per annum (Redemption: 0.25% per annum (Redemption: 0.25% per annum (Redemption: 0.2000) certificates of Rs: 5,000 each       99,982       99,986       86,073       88,817       AA         20.001 (2008: 20,000) certificates of Rs: 5,000 each       92,9582       99,986       86,073       88,817       AA         Chief Executive Office: Wr. Atti R. Bokhari       226,589       -       20,0304       -       AA         Didde Dank Limited - Fourth Issue       50,000 each       82,591       -       20,034       -       AA         Matrivy: - 437 shows six months KIBOR rate with no floor and cap.       For 6 - 10 years, 1,35% above six months KIBOR rate with no floor and cap.       Redemption: At maturity or at the exercise of call option or parial call option.       82,591       94,171       80,613       94,764       A+         Chief Executive Office: Wr. Atti R. Bokhari       160,026       203,219       143,615       165,420       BBB         Chief Executive Office: Wr. S. M. Nasir Raza       160,026       203,219       143,615       165,420       BBB  | Balance brought forward   | 309,580   | 393,867   | 295,199   | 387,686    |                 |     |
| 20,000 (2008: 20,000) certificates of Rs. 5,000 each       AA         Mark-up: 94% per anuum       226,589       220,304       AA         Ohied Bank Limited - Fourth Issue       226,589       20,304       AA         50,000 (2008: NI)) certificates of Rs. 5,000 each       AA       AA         Mark-up: For 1 - 5 years, 0.85% above six months KIBOR rate with no floor and cap.       For 6 - 10 years, 1.35% above six months KIBOR rate with no floor and cap.       AA         Redemption: At maturity or at the exercise of call option or partial call option.       82,591       94,171       80,613       94,764       A+         20,000 (2008: 20,000) certificates of Rs. 5,000 each       Redemption: Equal Semi annual installment with a grace period of 1 year       82,591       94,171       80,613       94,764       A+         Chief Executive Officer: Mr. Asir Raze       Financial Receivables Securitization Co. Ltd.       82,591       94,171       80,613       94,764       A+         Chief Executive Officer: Mr. S. M. Nasir Raze       160,026       203,219       143,615       165,420       BBB         70.233 (2008: 70,233) certificates of Rs. 5,000 each       Mark-up: 2,330       165,420       BBB         70.233 (2008: 70,233) certificates of Rs. 5,000 each       160,026       203,219       143,615       165,420       BBB         70.233 (2008: 70,233) c  | 50,000 (2008: 50,000) certificates of Rs. 5,000 each<br>Mark-up: 8.45% per annum<br>Redemption: 0.25% per annum is first 78 months, balance in 3 semi<br>annual installments of 33.25% each starting from 84th month.<br>Maturity: July 2012  | 249,520   | 249,616   | 221,419   | 218,414    |                 | AA  |
| 50.000 (2008: Nil) certificates of Rs. 5,000 each       Nark-up: For 1 - 5 years, 0.35% above six months KIBOR rate with no floor and cap.         For 6 - 10 years, 1.35% above six months KIBOR rate with no floor and cap.       Redemption: At maturity or at the exercise of call option or partial call option.         Maturity: February 2018       Chief Executive Officer: Mr. Atif R. Bokhari         Financial Receivables Securitization Co. Ltd.       82,591       94,171       80,613       94,764       A+         20,000 (2008: 20,000) certificates of Rs. 5,000 each       Mark-up: 2.00% above six months KIBOR rate, Floor-8%, Cap-16%       82,591       94,171       80,613       94,764       A+         20,000 (2008: 20,000) certificates of Rs. 5,000 each       Mark-up: 2.00% above six months KIBOR rate, Floor-8%, Cap-16%       Redemption: Equal Semi annual installment with a grace period of 1 year       Maturity: January 2014       A+         Chief Executive Officer: Mr. S. M. Nasir Raza       160,026       203,219       143,615       165,420       BBB         Mark-up: 3.75% above six months KIBOR rate, with no floor and no cap       Redemption: Equal Semi annual installments commercing 18       BBB         Mark-up: 3.75% above six months KIBOR rate, with no floor and no cap       Redemption: Equal Semi annual installments commercing 18       BBB         Matrity: November 2013       Chief Executive Office: Mr. Aamir Niazi       Security Office: Mr. Aamir Niazi       BBB <td>20,000 (2008: 20,000) certificates of Rs. 5,000 each<br/>Mark-up: 9.49% per annum<br/>Redemption: At maturity<br/>Maturity: March 2013</td> <td>99,982</td> <td>99,986</td> <td>86,073</td> <td>88,817</td> <td></td> <td>AA</td>  | 20,000 (2008: 20,000) certificates of Rs. 5,000 each<br>Mark-up: 9.49% per annum<br>Redemption: At maturity<br>Maturity: March 2013   | 99,982    | 99,986    | 86,073    | 88,817     |                 | AA  |
| 20,000 (2008: 20,000) certificates of Rs. 5,000 each<br>Mark-up: 2.00% above six months KIBOR rate, Floor-8%, Cap-16%<br>Redemption: Equal Semi annual installment with a grace period of 1 year<br>Maturity: January 2014<br>Chief Executive Officer: Mr. S. M. Nasir Raza<br>Tele Card Limited<br>70,233 (2008: 70,233) certificates of Rs. 5,000 each<br>Mark-up: 3.75% above six months KIBOR rate, with no floor and no cap<br>Redemption: Ten unequal semi-annual installments commencing 18<br>months from the last date of public subscription.<br>Maturity: November 2013<br>Chief Executive Officer: Mr. Aamir Niazi  | 50,000 (2008: Nil) certificates of Rs. 5,000 each<br>Mark-up: For 1 - 5 years, 0.85% above six months KIBOR rate with no floor and cap.<br>For 6 - 10 years, 1.35% above six months KIBOR rate with no floor and cap.<br>Redemption: At maturity or at the exercise of call option or partial call option.<br>Maturity: February 2018 | 226,589   | -         | 220,304   | -          |                 | AA  |
| 70,233 (2008: 70,233) certificates of Rs. 5,000 each<br>Mark-up: 3.75% above six months KIBOR rate, with no floor and no cap<br>Redemption: Ten unequal semi-annual installments commencing 18<br>months from the last date of public subscription.<br>Maturity: November 2013<br>Chief Executive Officer: Mr. Aamir Niazi  | 20,000 (2008: 20,000) certificates of Rs. 5,000 each<br>Mark-up: 2.00% above six months KIBOR rate, Floor-8%, Cap-16%<br>Redemption: Equal Semi annual installment with a grace period of 1 year<br>Maturity: January 2014  | 82,591    | 94,171    | 80,613    | 94,764     |                 | A+  |
|   | 70,233 (2008: 70,233) certificates of Rs. 5,000 each<br>Mark-up: 3.75% above six months KIBOR rate, with no floor and no cap<br>Redemption: Ten unequal semi-annual installments commencing 18<br>months from the last date of public subscription.<br>Maturity: November 2013  | 160,026   | 203,219   | 143,615   | 165,420    |                 | BBB |
|   |   | 1,128,288 | 1,040,859 | 1,047,223 | 955,101    |                 |     |

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|  |   |                   |         |         |               |      |                       | ailable for Sale |
|--|---|-------------------|---------|---------|---------------|------|-----------------------|------------------|
|  |   |                   | 2009    | 2008    | 2009          | 2008 | 2009                  | 2008             |
|  |   |                   | At Co   |         | Market Values |      | Medium to Long Term F |                  |
|  |   |                   | Rupees  | '000    | Rupees        | '000 | Assigned (wh          | ere available)   |
| erm Finance Certificates - Unlisted  |   |                   |         |         |               |      |                       |                  |
| ewan Cement Ltd. (formerly Pakland on the TFC has not currently been issued. hief Executive Officer: Mr. Dewan M. You  |   |                   | 500,000 | 500,000 | Not applica   | ble  | -                     |                  |
| ank Alfalah Limited - Fourth Issue<br>0,000 (2008 : Nil) certificates of Rs. 5,00<br>ark-up: 2.50% above six months KIBOR<br>edemption: 0.260% semi annually in firs<br>starting from 84th month.<br>aturity: September 2017 | R rate with no floor and cap<br>at 78 months, balance of 33.247% each | 1                 | 200,000 | -       | Not applica   | ble  | -                     | AA-              |
| hief Executive Officer: Mr. Sirajuddin Azi   | liz   |                   | 700,000 | 500,000 |               |      |                       |                  |
| ukuk Certificates  | Rate  | Maturity          |         |         |               |      |                       |                  |
| aple Leaf Cement Limited   | 6 months KIBOR plus 1.7% p.a  | December 3, 2013  | 10,000  | -       | 8,500         | -    |                       |                  |
| ui Southern Gas Company Limited  | 3 months KIBOR plus 0.2% p.a  | December 13, 2012 | 75,000  | -       | 72,853        |      |                       | AA               |
|  |   |                   | 85,000  | -       | 81,353        | -    | =                     |                  |

Statement showing written-off loans or any other financial relief of five hundred thousand rupees or above provide during the year ended December 31, 2009 as referred to in note 12.7 to these financial statements.

|   |   | Father's/   | Outs   | standing Liabilities  | at beginning of   | year   | Principal   | Interest/   | Other fin-  | Total  |
|---|---|---|--|---|---|--|---|---|---|--|
| address of the<br>borrower                                | partners/ directors<br>(with NIC No.)   | Husband's<br>name   | Principal  | Interest/<br>Mark-up  | Accrued<br>Interest<br>Not<br>Debited   | Total  | written-off   | Mark-up<br>written-off  | ancial relief<br>provided   | (9+10+11)  |
| 2   | 3   | 4   | 5  | 6   | 7   | 8  | 9   | 10  | 11  | 12   |
|   |   |   |  |   |   | Rupees in '00  | 0000  |   |   |  |
| Networks Ltd.   | Nisar Ahmed<br>42201-7057126-3  | Abdul Aziz  | 49,795   | 8,850   | -   | 58,645   | 9,795   | 8,850.00  | -   | 18,645   |
| 6th Floor, Razia Sharif<br>Plaza, Blue Area,<br>Islamabad | Tahir A Khan<br>42301-7870622-3   | Hawas Khan  |  |   |   |  |   |   |   |  |
|   | Muhammad Zaki<br>42201-0770679-9  | Muhamamd Afzal  |  |   |   |  |   |   |   |  |
|   | Nizhat Shahban<br>61101-1561932-0   | lqbal Shahban   |  |   |   |  |   |   |   |  |
|   | Amjad Awan<br>61101-4309037-5   | A. B. Awan  |  |   |   |  |   |   |   |  |
|   | Salman Rahim<br>61101-7883533-1   | S.A. Rahim  |  |   |   |  |   |   |   |  |
|   | Zainab Omar<br>61101-8084663-8  | Saleem Omar   |  |   |   |  |   |   |   |  |
|   | Subcribers Of Southern<br>Networks Ltd.<br>6th Floor, Razia Sharif<br>Plaza, Blue Area, | Subcribers Of Southern<br>Networks Ltd.<br>6th Floor, Razia Sharif<br>Plaza, Blue Area,<br>Islamabad<br>Nizhat Shahban<br>61101-1561932-0<br>Amjad Awan<br>61101-7883533-1<br>Zainab Omar | Subcribers Of Southern       Nisar Ahmed       Abdul Aziz         Networks Ltd.       42201-7057126-3       Abdul Aziz         6th Floor, Razia Sharif       Tahir A Khan       Hawas Khan         Plaza, Blue Area,       42301-7870622-3       Hawas Khan         Islamabad       Muhammad Zaki       Muhamamd Afzal         Nizhat Shahban       61101-1561932-0       Iqbal Shahban         61101-4309037-5       A. B. Awan         Salman Rahim       S.A. Rahim         Zainab Omar       Saleem Omar | Subcribers Of Southern<br>Networks Ltd. Nisar Ahmed<br>42201-7057126-3 Abdul Aziz 49,795<br>6th Floor, Razia Sharif<br>Plaza, Blue Area,<br>Islamabad Muhammad Zaki<br>42201-0770679-9 Muhamamd Afzal<br>Nizhat Shahban<br>61101-1561932-0 Iqbal Shahban<br>Amjad Awan<br>61101-4309037-5 A. B. Awan<br>Salman Rahim<br>61101-7883533-1 S.A. Rahim<br>Zainab Omar | Subcribers Of Southern       Nisar Ahmed       Abdul Aziz       49,795       8,850         Oth Floor, Razia Sharif       Tahir A Khan       Hawas Khan       42301-7870622-3       Hawas Khan         Plaza, Blue Area,       12301-7870622-3       Hawas Khan       42201-0770679-9       Muhamamd Afzal         Nizhat Shahban       61101-1561932-0       Iqbal Shahban       1qbal Shahban       61101-4309037-5         Salman Rahim       S.A. Rahim       S.A. Rahim       Saleam Omar | 234567Subcribers Of Southern<br>Networks Ltd.Nisar Ahmed<br>42201-7057126-3Abdul Aziz49,7958,850-6th Floor, Razia Sharif<br>Plaza, Blue Area,<br>IslamabadTahir A Khan<br>42301-7870622-3Hawas KhanHawas KhanMuhammad Zaki<br>42201-0770679-9Muhamamd AfzalNizhat Shahban<br>61101-1561932-0Iqbal ShahbanIqbal Shahban<br>61101-788553-1A. B. AwanSalman Rahim<br>61101-788553-1S.A. RahimS.A. RahimZainab OmarSaleam Omar | 2     3     4     5     6     7     8       Rupees in '01       Subcribers Of Southern Networks Ltd.     Nisar Ahmed 42201-7057126-3     Abdul Aziz     49,795     8,850     -     58,645       6th Floor, Razia Sharif Plaza, Blue Area, Islamabad     Tahir A Khan 42301-78070622-3     Hawas Khan     -     58,645       Muhammad Zaki 42201-070679-9     Muhamamd Afzal     -     -     58,645       Nizhat Shahban 61101-1561932-0     Iqbal Shahban     -     -     -       Amjad Awan 61101-7883533-1     A. B. Awan     Salman Rahim 61101-7883533-1     S.A. Rahim       Zainab Omar     Saleam Omar     Saleam Omar     Saleam Omar | 2     3     4     5     6     7     8     9       Subcribers Of Southern<br>Networks Ltd.     Nisar Ahmed<br>42201-7057126-3     Abdul Aziz     49,795     8,850     -     58,645     9,795       6th Floor, Razia Sharif<br>Plaza, Blue Area,<br>Islamabad     Tahir A Khan<br>42301-7870622-3     Hawas Khan     Hawas Khan       Muhammad Zaki<br>42201-0770679-9     Muhamamd Afzal     Muhamamd Afzal       Nizhat Shahban<br>61101-1561332-0     Iqbal Shahban       Amjad Awan<br>61101-7883533-1     A. B. Awan       Salman Rahim<br>610101-7883533-1     S.A. Rahim       Zainab Omar     Saleam Omar | 2     3     4     5     6     7     8     9     10       Rupees in '000 | 2         3         4         5         6         7         8         9         10         11           Rupees in '000 |



ASSE Cash a Baland Investi Financ

-Other

LIABII Bills pa

Due to Depos

Due to Other

> NET A REPR

Islamio Reserv Unapp

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Faysal Bank Annual Report 2009 1

# Annexure III to the Financial Statements BALANCE SHEET - ISLAMIC BANKING BRANCHES As at December 31, 2009

|  | 2009<br>Rupees '000         |
|--|-----------------------------|
| ETS<br>h and balances with treasury banks<br>nces with and Due from Financial Institutions<br>stments<br>ncing and Receivables   | 27,270<br>20,159<br>535,877 |
| - Murahaba<br>- Ijara<br>- Musharaka<br>- Diminishing Musharaka<br>- Salam   |                             |
| or assets  | <u>38,665</u><br>621,971    |
| BILITIES<br>payable<br>to Financial Institutions<br>osits and other accounts   | 6,601                       |
| <ul> <li>Current Accounts</li> <li>Saving Accounts</li> <li>Term Deposits</li> <li>Others</li> </ul>   | -<br>32,482<br>81,575<br>-  |
| <ul> <li>Deposit from Financial Institutions -Remunerative</li> <li>Deposits from Financial Institutions-Non-Remunerative</li> <li>to Head Office</li> <li>er liabilities</li> </ul> | -<br>5,108                  |
| ASSETS   | 125,766<br>496,205          |
| RESENTED BY<br>nic Banking Fund<br>erves   | 500,000                     |
| ppropriated / Unremitted loss  | <u>(943)</u><br>499,057     |
| cit on revaluation of assets   | (2,852)<br>496,205          |
| nuneration to Shariah Advisor / Board  | 1,750                       |
| NRITY FUND<br>ning Balance   |                             |
| tions during the period<br>ments/Utilization during the period<br>ing Balance  |                             |
|  |                             |

The Bank started its Islamic Banking Operations during the year, therefore comparative figures have not been shown.

# Faysal Bank Limited Annexure III to the Financial Statements PROFIT AND LOSS ACCOUNT - ISLAMIC BANKING BRANCHES For the year ended December 31, 2009

|   | 2009<br>Rupees '000 | Alhamduli  |
|---|---------------------|------------|
|   |                     | After exar |
| Profit / return earned on investments                           | 46.400              | Faysal Ba  |
|   | 16,423<br>777       |            |
| Return on deposits and other dues expensed<br>Net spread earned | 15,646              | 1          |
| Provision against non-performing financings                     | 13,040              | 1.         |
| Provision against consumer financings                           |                     |            |
| Provision for diminution in the value of investments            |                     |            |
| Bad debts written off directly                                  | _                   |            |
| Dad dobts which on directly                                     |                     | 2.         |
| Income after provisions   | 15,646              |            |
| Other Income  |                     | 0          |
| Fee, commission and brokerage income                            | 40                  | 3.         |
| Dividend income   | -                   |            |
| Income from dealing in foreign currencies                       | -                   | May Allah  |
| Capital gain on sale of securities                              | -                   |            |
| Unrealized gain / (loss) on revaluation of investments          |                     |            |
| classified as held for trading                                  | -                   | Karachi: F |
| Other income  | -                   | Raraom. 1  |
| Total other income  | 40                  |            |
|   | 15,686              |            |
| Other expenses  |                     |            |
| Administrative expenses   | 16,629              |            |
| Other provision / write-offs                                    | -                   |            |
| Other charges   | -                   |            |
| Total other expenses  | 16,629              |            |
|   | (943)               |            |
| Extraordinary items / unusual items                             | •                   |            |
| Loss for the year   | <u>(943)</u>        |            |
|   |                     |            |

The Bank started its Islamic Banking Operations during the year, therefore comparative figures have not been shown.

dulillah, Faysal Bank Ltd has opened six Stand-Alone Islamic Banking Branches (IBBs) during the year 2009.

xamining on test check basis, each class of transaction, the relevant documentation and procedures adopted by Islamic Banking Branches/Division of Bank Ltd. (IBB-FBL) I opine that:

as per Shariah requirements, special care has been taken to ensure that the affairs of IBBs of FBL are managed separately from the conventional Bank and have been carried out in accordance with rules and principles of Shariah, SBP regulations and guidelines related to Shariah compliance and other rules as well as specific fatawas and rulings issued by me.

the allocation of funds, weightages, profit sharing ratios, profits and charging of losses (if any) relating to PLS accounts conform to the basis vetted by me in accordance with Shariah rules and principles.

there were no earnings that have been realized from any source prohibited in Shariah and therefore there is no amount to be spent in charity.

lah bless and guide us to practice in Islamic Banking in the right earnest and pardon our mistakes. (Amen)

ni: February 23, 2010

## MUFTI ABU BAKER SIDDIQ

Shariah Advisor Faysal Bank Ltd. Islamic Banking Division On behalf of the Board of Directors, I am pleased to present the audited consolidated Annual Financial Statements of Faysal Bank Limited for the year ended December 31, 2009.

The Group consists of Faysal Bank Limited as the holding company, and its subsidiary Faysal Management Services (Private) Limited (FMSL). FMSL was formed to float and manage modarabas under the Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980.

Financial highlights of the Group for the year under review are given below:-

The Group was able to post remarkable growth of 31.2% in total assets from Rs. 138 billion in 2008 to Rs. 181 billion in 2009.

|  | Rupees in millions |       |  |  |  |
|--|--------------------|-------|--|--|--|
| Operating Profit   | 3,513              | 3,855 |  |  |  |
| Provision for non performing<br>advances<br>Provision for diminution | 1,940              | 1,439 |  |  |  |
| in value of investments  | 252                | 608   |  |  |  |
|  | 2,192              | 2,047 |  |  |  |
|  |                    |       |  |  |  |
| Profit before tax  | 1,321              | 1,808 |  |  |  |
| Provision for taxation   | 108                | 682   |  |  |  |
| Profit after tax   | 1,213              | 1,126 |  |  |  |
| Minority Interest  | 5                  | 5     |  |  |  |
| Profit after tax attributable  |                    |       |  |  |  |
| to equity holders  | 1,208              | 1,121 |  |  |  |
| Unappropriated Profit  |                    |       |  |  |  |
| brought forward  | 1,079              | 1,505 |  |  |  |
|  | 2,287              | 2,626 |  |  |  |

2009

2008

## Appropriations

| Transfer to statutory reserve<br>Bonus shares issued                             | 240     | 223   |
|--|---------|-------|
| - Final 2008 @ 15%<br>Final cash dividend for 2007 at<br>Rs.2.50 per share (paid | 795     | -     |
| subsequent to year end)  | - 1.035 | 1,324 |
| Unappropriated Profit<br>carried forward   | 1,252   | 1,079 |
| Earning per share - Rupees   | 1.98    | 1.84  |

Advances grew by 9.4% over 2008 to Rs. 91.34 billion. Keeping in view the prevailing volatile

economic conditions, the Group focused on growing its assets book in a profitable and prudent manner. On the liability side, deposits grew by an impressive 20.4% over 2008 to Rs. 123.47 billion. The Bank focused on low cost core deposits, resultantly current and savings deposits grew by 37.6% during the vear.

The Group was able to post remarkable growth of 31.2% in total assets from Rs. 138 billion in 2008 to Rs. 181 billion in 2009.

Profit after tax for the year of Rs. 1.213 million was higher than previous year's profit of Rs. 1,126 million. The markup earned during the year increased by Rs. 3,554 million mainly due to higher level of investment in government securities. This increase was however, partly offset by higher markup expense on deposits and inter bank borrowings.

Non-performing loans have increased by Rs. 3.2 billion resulting in an increase in charge of provision for bad debts of Rs. 422 million.

The revamping of Equity Capital Market department on professional lines has started yielding benefits to the Group in the shape of capital gain on sale of equity securities of Rs. 770 million. Accordingly. despite significant decline of Rs. 622 million in dividend income from NIT, non markup income rose by Rs. 504 million or 22% over last year.

Administrative expenses have increased by 31% over the last year. This increase is attributable to opening of 15 branches of the holding company in 2008, higher inflation and investment in high quality HR and stabilizing IT infrastructure.

Share of income from associate was Rs. 7.9 million. Rs. 1.3 million lower than last year.

Various tax planning initiatives undertaken during the year and finalization of assessments by tax authorities for five years have resulted in reversal of provision for tax amounting to Rs. 488 million.

## **Credit Rating of the Holding Company:**

2009:

Long-Term Short-Term

Bank.

JCR-VIS Credit Rating Company Limited has reaffirmed the following entity ratings as on June 30,

AA A1+

PACRA (Pakistan Credit Rating Agency Limited) has also assigned the same entity rating to the

During the year, in view of the prevailing economic environment and its potential impact on the banking industry, the outlook on the rating was changed from stable to negative.

## **Corporate Governance:**

i. The Group has implemented the requirements of the Code of Corporate Governance (the Code) relevant to the year ended December 31, 2009. A prescribed statement by the management along with the auditors' review report thereon forms part of this Annual Report.

ii. Statement under clause xix of the code:

- a. The financial statement prepared by the management of the Group present fairly the state of affairs, the results of its operations;
- b. Proper books of account of the Group have been maintained:
- c. Appropriate accounting policies have consistently been applied in preparation of the financial statements and accounting estimates are based on reasonable and prudent judgment;
- d. International Financial Reporting Standard as applicable to banks in Pakistan, have been followed in preparation of financial statements without any material departure;
- e. The system of internal control is sound in design and has been effectively implemented and monitored. Measures are being considered to further strengthen it;
- f. There are no doubts about the Group continuing as a going concern;
- g. There has been no material departure from the best practices of corporate governance as detailed in the listing regulations;
- h. Summarized key operating and financial data of the last six years is tabulated on the initial pages of this Annual Report;
- i. The value of investment of provident and gratuity funds are Rs. 399 million and Rs. 168 million respectively as per the unaudited financialstatements:

- The details of Board Meetings held and attended by the directors forms part of this Annual Report:
- k. The prescribed pattern of shareholding is given as part of this Annual Report. The movement in the directors' shareholding if any is disclosed in the footnote to the pattern of shareholding.

# Acknowledgement:

I would like to take this opportunity to thank on behalf of the Board and Management of the Group, the shareholders for the trust they have reposed in the Group, I am also grateful to the State Bank of Pakistan and Securities and Exchange Commission of Pakistan for their continued support and guidance and the customers for their patronage. I would also like to express sincere appreciation for the employees of the Group for their dedication and hard work.

On behalf of the Board of Directors

Under V

President & CEO Naved A. Khan

Date: February 23, 2010 Karachi



## ASSETS

Cash and ba Balances wi Lendings to Investments Advances Operating fi Deferred ta: Other assets

#### LIABILITIE

Bills payabl Borrowings Deposits an Sub-ordinat Liabilities ac Deferred ta Other liability

## NET ASSE

#### REPRESE

Share capit Reserves Unappropria

Non-control

Surplus on

## CONTINGE

The annexed notes 1 to 50 form an integral part of these consolidated financial statements.

We have audited the annexed consolidated financial statements comprising consolidated balance sheet of Faysal Bank Limited and its subsidiary (the "Group") as at 31 December 2009 and the related consolidated profit and loss account, consolidated statement of comprehensive income, consolidated cash flow statement and consolidated statement of changes in equity together with the notes forming part thereof, for the year then ended. These financial statements include unaudited certified returns from the branches, except for 25 branches, which have been audited by us. The financial statements of subsidiary company, Faysal Management Services Limited was audited by other firm of Chartered Accountants whose report has been furnished to us and our opinion in so far as it relates to the amounts included for such company, is based solely on the report of such auditor.

These consolidated financial statements are the responsibility of the Holding Company's management. Our responsibility is to express our opinion on these consolidated financial statements based on our audit.

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion.

In our opinion the consolidated financial statements present fairly the financial position of Group as at 31 December 2009 and the results of its operations, its cash flows and changes in equity for the year then ended in accordance with the approved accounting standards as applicable in Pakistan.

Date: February 23, 2010

Karachi



**KPMG** Taseer Hadi & Co **Chartered Accountants** Syed Najmul Hussain

|   |      | 2009        | 2008        |
|---|------|-------------|-------------|
|   | Note | Rupees      | s '000      |
| balances with treasury banks            | 9    | 8,427,202   | 8,927,524   |
| with other banks                        | 10   | 508,795     | 876,780     |
| to financial institutions               | 11   | 15,017,826  | 2,861,401   |
| its                                     | 12   | 56,459,447  | 36,072,667  |
|   | 13   | 91,346,001  | 83,512,068  |
| fixed assets                            | 14   | 2,787,617   | 2,646,978   |
| ax asset - net                          | 15   | 1,278,849   | -           |
| ets                                     | 16   | 4,966,716   | 3,264,500   |
|   |      | 180,792,453 | 138,161,918 |
| ES                                      |      |             |             |
| ble                                     | 17   | 1,465,451   | 1,536,517   |
| S                                       | 18   | 34,985,766  | 13,027,468  |
| and other accounts                      | 19   | 123,469,683 | 102,592,473 |
| ated loans                              | 20   | 999,200     | 999,600     |
| against assets subject to finance lease | 21   | -           | 4,103       |
| ax liabilities - net                    | 15   | -           | 2,484,227   |
| ilities                                 | 22   | 6,979,304   | 6,641,902   |
|   |      | 167,899,404 | 127,286,290 |
| ETS                                     |      | 12,893,049  | 10,875,628  |
| ENTED BY                                |      |             |             |
| ital                                    | 23   | 6,090,911   | 5,296,445   |
|   | 24   | 4,030,056   | 3,790,023   |
| riated profit                           |      | 1,252,180   | 1,079,333   |
|   |      | 11,373,147  | 10,165,801  |
| olling interest                         |      | 73,309      | 73,706      |
|   |      | 11,446,456  | 10,239,507  |
| n revaluation of assets                 | 25   | 1,446,593   | 636,121     |
| ENCIES AND COMMITMENTS                  | 26   | 12,893,049  | 10,875,628  |
|   | 20   |             |             |

President & CEO

Moam Director

Juchene Directo

Director

Faysal Bank Limited and its Subsidiary CONSOLIDATED PROFIT AND LOSS ACCOUNT For the year ended December 31, 2009



| Mark-up / return / interest earned<br>Mark-up / return / interest expensed<br>Net mark-up / interest income   | <b>Note</b><br>28<br>29      | 2009<br>Rupees<br>16,957,875<br><u>11,946,579</u><br>5,011,296                      | 2008<br>'000<br><u>13,404,132</u><br><u>8,436,136</u><br><u>4,967,996</u>      |   |
|---|------------------------------|---|--|---|
| Provision against non-performing loans and advances - net<br>Reversal of provision for consumer loans - general<br>Provision for diminution in the value of investments<br>Bad debts written off directly<br>Net mark-up / interest income after provisions   | 13.4<br>13.5<br>12.3<br>13.7 | 1,966,414<br>(26,723)<br>252,192<br>-<br>2,191,883<br>2,819,413                     | 1,544,607<br>(104,822)<br>607,577<br>-<br>-<br>2,047,362<br>2,920,634          | PROFIT FOR<br>OTHER CON<br>Net chang    |
| Non mark-up / interest income<br>Fee, commission and brokerage income<br>Dividend income<br>Income from dealing in foreign currencies<br>Gain / (loss) on sale of securities<br>Unrealised (loss) on revaluation of investments classified as held for trading<br>Other income<br>Total non mark-up / interest income | 30<br>31                     | 885,124<br>659,556<br>400,477<br>824,621<br>(45,674)<br>80,591<br>2,804,695         | 814,001<br>1,197,862<br>347,114<br>(133,881)<br>(3,410)<br>79,403<br>2,301,089 | Income ta<br>Other com<br>Total compret |
| Non mark-up / interest expenses<br>Administrative expenses<br>Other provisions<br>Other charges<br>Total non mark-up / interest expenses<br>Extraordinary / unusual items   | 32<br>16.3<br>33             | 5,624,108<br>4,285,459<br>(6,444)<br><u>33,029</u><br><u>4,312,044</u><br>1,312,064 | 5,221,723<br>3,264,693<br>96,864<br>61,364<br>3,422,921<br>1,798,802           | PROFIT FOR<br>Non-contr<br>Owners of    |
| Share of income from associates Profit before taxation Taxation - Current - Prior years - Deferred Profit after taxation  | 34                           | 7,979<br>1,320,043<br>1,164,420<br>2,823,492<br>(3,880,396)<br>107,516<br>1,212,527 | 9,245<br>1,808,047<br>155,956<br>100,000<br>426,001<br>681,957<br>1,126,090    | The annexed                             |
| Profit attributable to non-controlling interest<br>Profit attributable to equity holders<br>Basic and diluted earnings per share - Rupees   | 35                           | 5,182<br>1,207,345<br>1,212,527<br>1.98   | 4,709<br>1,121,381<br>1,126,090<br>1.84  |   |

The annexed notes 1 to 50 form an integral part of these consolidated financial statements.

President & CEO





Director

|  | <b>2009</b><br>Rupees           | 2008<br>'000                          |
|--|---------------------------------|---------------------------------------|
| PROFIT FOR THE YEAR  | 1,212,527                       | 1,126,090                             |
| OTHER COMPREHENSIVE INCOME - RECOGNISED BELOW EQUITY   |                                 |                                       |
| Net change in fair value of available for sale investments<br>Income tax<br>Other comprehensive income / (loss) for the year | 927,792<br>(117,320)<br>810,472 | (5,808,976)<br>633,740<br>(5,175,236) |
| Total comprehensive income / (loss) for the year   | 2,022,999                       | (4,049,146)                           |
| PROFIT FOR THE YEAR ATTRIBUTABLE TO:   |                                 |                                       |
| Non-controlling interest<br>Owners of the Company  | 5,182<br>1,207,345<br>1,212,527 | 4,709<br>1,121,381<br>1,126,090       |

The annexed notes 1 to 50 form an integral part of these consolidated financial statements.

President & CEO

Awam Director



higunad Director

Faysal Bank Limited and its Subsidiary CONSOLIDATED CASH FLOW STATEMENT For the year ended December 31, 2009

| Note       Rules  |   |                 |          |      | 2009         | 2008          |                  |
|---|---|-----------------|----------|------|--------------|---------------|------------------|
| Protects controls       1,22,645       1,22,645       1,22,645       1,22,645         Less controls       1,22,645       1,25,626       1,25,626       1,25,626         Protects controls       1,25,645       1,25,627       1,25,627       1,25,627         Protects controls       1,25,646       1,25,627       1,25,6  |   |                 |          | Note | Rupees       | s '000        |                  |
| Lie Budden bernet<br>Bernet methode werden de makake for sie aucufe<br>Bernet methode werden de makake for sie aucuff<br>Bernet meth  |   |                 |          |      | 1 220 042    | 4 000 047     |                  |
| Less Marko / Rear / Research and a bask for all search in the search is the search in the search is the search in the search is the search is the search in the search is   |   |                 |          |      |              |               |                  |
| Addresses       (1,15,0,06)         Addresses       (1  |   |                 |          |      |              |               |                  |
| Normality<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>Processing<br>   |   |                 |          |      |              |               |                  |
| Anisation<br>Provide difference of the second se   |   |                 |          |      |              |               |                  |
| Process agree may contromy base and above agree may contromy base and above agree may control we a  |   |                 |          |      |              | 447,630       |                  |
| Rescale of processor for consumer transmission(26,772)(07,4827)(07,4827)(07,4827)Provide incoming4,6743,3494,6743,349Final cash doitProvide incoming4,6743,3494,6743,349Final cash doitProvide incoming4,6743,3494,6743,349Final cash doitProvide incoming6,6721,634,6711,644,671Final cash doitProvide incoming1,674,6791,644,6711,644,671Transfer to statProvide incoming1,677,6391,444,711Transfer to statTransfer to statProvide incoming1,677,6391,444,711Transfer to statProvide incoming1,677,6391,774,6401,774,440Provide incoming1,774,4401,774,4401,774,440Provide incoming1,774,4401,774,4401,774,440Provide incoming1,774,4401,774,4401,774,440Provide incoming1,774,4401,774,4401,774,440Provide incoming1,774,4401,774,4401,774,440Provide incoming1,774,4401,774,4401,774,440Provide incoming1   |   |                 |          |      |              | 4 5 4 4 9 9 7 |                  |
| Provide of definitions232,002000,007,077334,000343,000 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>   |   |                 |          |      |              |               |                  |
| Provide of product of produc  |   |                 |          |      |              |               |                  |
| Investigation of evengeneration4.5.0743.400Balance 3.4.17We prefixed as only preprint and only  |   |                 |          |      |              |               |                  |
| Purpose darge on these lesses       1, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2,   |   | ing             |          |      | 45,674       |               | Balance as at .  |
| Exclarage gain     000000000000000000000000000000000000   |   |                 |          |      |              |               |                  |
| instandard gam     instandard ga   |   |                 |          |      |              |               | Final cash divid |
| (Interstant)(Text) <th< td=""><td>Exchange gain</td><td></td><td></td><td></td><td></td><td></td><td></td></th<>  | Exchange gain   |                 |          |      |              |               |                  |
| (increase)(bercrease in operating assets<br>A drama in anxion<br>A drama in anxion<   |   |                 |          |      |              |               | at 1(3. 2.00 p   |
| Lendrogs to functions<br>Her does a controls1446.701<br>(1455.425)1446.701<br>(1450.390)Transaction we<br>Transaction we<br>(1450.390)Transaction we<br>(1450.390) </td <td>(Increase) / Decrease in operating assets</td> <td></td> <td></td> <td></td> <td>(021,170)</td> <td>033,020</td> <td></td>  | (Increase) / Decrease in operating assets                                       |                 |          |      | (021,170)    | 033,020       |                  |
| Advances<br>Our costs(b.77.352)<br>(c.74.30)(c.358.532)<br>(c.74.30)ComprehensionMarken South<br>Derived Souther<br>Burgard<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Bornowing<br>Born   |   |                 |          |      | (11,856,425) | 3,416,701     | Transfer to stat |
| Other asset     (1,44,89,00)     (22,04,00)     (22,04,00)     Comprehension       Bits payaba     (1,44,89,00)     (1,91,300)     (1,91,300)     (1,91,300)     (1,91,300)       Bits payaba     (1,95,230)     <  |   |                 |          |      |              |               | Transaction w    |
| Increase / (Decrease) in operating liabilities     (24.489.79)     (1.281.363)     Comprehensity<br>Profit after tax:       Bits provide<br>a prov                      |   |                 |          |      |              |               |                  |
| Increase (Ibcrease) (Ibcrease)     970,410<br>21,959,20<br>3,977,210<br>20,977,210<br>3,977,220<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210<br>20,987,210 | Other assets  |                 |          |      |              |               | Comprohensi      |
| Bills payable     (71,669)     (870,410)     (71,670)     (870,410)     (71,670)     (870,410)     (71,670)     (870,410)     (71,670)     (970,410)     (970,4   | Increase / (Decrease) in operating liabilities                                  |                 |          |      | (24,469,719) | (1,291,393)   |                  |
| Borowings       21,982,288       3.033,613       Dividend paid         Other liabilities (cucluding current taxation)       13,3402       (221,088)       Dividend paid         Income tax paid       13,3402       (221,088)       Balance at Dec         More tax paid       (37,78,072)       (340,055)       Transfer to res         Actes not operating activities       (37,78,072)       (340,055)       Transfer to res         More tax paid       (37,78,072)       (340,055)       Transfer to res         More tax paid       (37,78,490)       (8,855,246)       Bonous shares in         Not meeting and associate       (37,78,490)       (8,855,246)       Bonous shares in         Not meeting and associate       (37,78,490)       (38,952,46)       Bonous shares in         Structures tracking on associate       (37,78,490)       (38,33,71)       Transfer to res         More shared structures tracking on associate       (37,78,490)       (38,33,71)       Transfer to res         Structures tracking on associate       (37,78,490)       (38,33,71)       Transfer to res         Not meet shared structures tracking on associate       (38,699)       (17,23,72)       (28,57,70)       Transfer to res         Not meet shared structures tracking on associate       (38,69,92)       (38,69,92) <t< td=""><td></td><td></td><td></td><td></td><td>(71.066)</td><td>(870,410)</td><td>Profit after tax</td></t<>   |   |                 |          |      | (71.066)     | (870,410)     | Profit after tax |
| Other liabilities (accluding current taxation)     132,202     (28,083)     Divident paid       Income tax paid     17,786,449     2,247,584     2,247,584     Balance at Deci       Income tax paid     11,785,472     (14,0055)     Transfer to res       CASH CONFERING ACTURES     1,907,327     Transfer to res       Native strained in object of sale socurities and associate     (12,596,281)     (13,596,281)     Bonus shares in       Markury (Internet in available for sale socurities and associate     (14,690,552)     Transfer to res       Markury (Internet in available for sale socurities and associate     (14,690,525)     Transfer to res       Markury (Internet in available for sale socurities and associate     (14,690,526)     Transfer to stat       Markury (Internet in available for sale socurities in below analysis     (14,690,526)     Transfer to stat       Markury (Internet in available for sale socurities in below analysis     (14,690,526)     Transfer to stat       Markury (Internet in available for sale socurities in below analysis     (14,690,526)     Transfer to stat       Sale proceed from disposal of long bases     (14,690,526)     (25,67,68)     Transfer to stat       Dividend paid     (14,690,526)     (25,67,68)     Comprehensive       Payments of sub-ordinated long     (13,31,82)     (13,31,82)     Balance at Deci       Dividend paid     (15,72)  |   |                 |          |      |              |               |                  |
| Other liabilities (excluding current taxation)       (22,390,2)       (22,483,47)       2,247,387,4       7,78,449,9       1,907,327       Transfer to res       Transfer to res       Transfer to res       5,250,017,6       6,805,240,1       1,130,377,4       Bonus shares i       S,250,017,6       6,805,240,1       1,130,40,1       Transfer to stat       Transfer to st   |   |                 |          |      |              |               | Dividend paid    |
| Income tax paid<br>Net cash flow from operating activities     17,786,449<br>(2,437,682)     2,2437,982<br>(340,685)     Balance at Dec<br>(2,437,685)       Check cash flow from operating activities     1907,327     Transfer to res       Net investments in multible for sub acculate<br>Net investments in multible for sub acculate<br>Net investments in multible for sub acculate<br>Net investments in multiple activities     3,778,409<br>(3,805,496)     Transfer to res       Markup investments in multiple activities     3,784,409<br>(3,805,496)     3,778,409<br>(3,805,496)     Bonus shares in<br>Sub proceeding flow dassets<br>(1,728,401)     Bonus shares in<br>(1,728,402)       Markup investments in multiple activities     2,787,409<br>(3,805,496)     Transfer to stat<br>(1,191)     Transfer to stat<br>(1,191)       Sub proceeding flow dassets     3,804,696<br>(1,191)     1,728,403<br>(1,191)     Transfer to stat<br>(1,191)       Sub proceeding flow dassets     2,807,696     1,728,403<br>(1,191)     Transfer to stat<br>(1,191)       Optioned Sub-ordinated loan<br>Payments of sub-ordinated loan<br>Pay   | Other liabilities (excluding current taxation)                                  |                 |          |      |              |               | para             |
| Income tax paid       (3.78.3.072)       (340.655)       Transfer to rest         Not cash flow from pertaining activities       (3.78.3.072)       (340.655)       Transfer to rest         ASK FLOW FROM INVESTING ACTIVITES       (3.78.400)       (3.08.2.55)       Bonus shares in         Net investments in available for sale securities       (3.255.2.61)       (3.778.400)       Bonus shares in         Investments in available for sale securities       (3.255.2.61)       (3.778.400)       Transfer to stal         Investments in available for sale securities       (3.802.2.61)       (1.724.803)       Transfer to stal         Investments in available for sale securities       (4.650.2.2.0)       (4.650.2.2.0)       Transfer to stal         Investments in available for sale securities       (4.650.2.2.0)       (4.00)       (4.00)       Transfer to stal         Investments in available for sale securities       (4.650.2.2.0)       (4.650.2.2.0)       Comprehensive       Transfer to stal         Sale proceeds form disposal of fixed sases       (4.650.2.2.0)       (4.00)       (4.03.7.1.2.0.2.0)       Transfer to stal         Paymetis of sale-obligation       (4.650.2.2.0)       (4.650.2.2.0)       (4.650.2.0.0.0.0.0.0.0.0.0.0.0.0.0.0.0.0.0.0  |   |                 |          |      |              |               | Delevered        |
| Net cash flow from operating activities       14,003,377       1,907,327       Transfer to rest         Octament is available for sale socurities and associate       3,778,490       8,000,000,000,000,000,000,000,000,000,0   | Income tax naid   |                 |          |      |              |               | Balance at Dec   |
| CASH FLOW FROM INVESTING ACTIVITES       Transfer to rest         Net investments in available for sale securities and associate       3.778,490       Bonus shares in         Nativestments in available for sale securities       3.778,490       1.183,371       Transfer to rest         Markup interest received on available for sale securities       1.123,371       1.1724,803       1.1724,803       Transfer to stal         Sale proceeds from disposal of fixed assets       3.804,699       1.1724,803       1.1724,803       Transfer to stal         Sale proceeds from disposal of fixed assets       3.804,699       (41,191)       4.440       Transfer to stal         Sale proceeds from disposal of fixed assets       3.804,699       (4.128)       (2.887,489)       Comprehensive         Payments of sub-ordinated loan       9.890,220       (1.33,1842)       Comprehensive       Profit after tax         Dividends paid       (1.0440)       (1.33,1842)       Dividend paid       Dividend paid         Increase in cash and cash equivalents       (2.897, 489)       (2.887, 489)       Electer       Dividend paid         Net cash thow from investing activities       (3.328)       (3.328)       (3.328)       Dividend paid         Increase in cash and cash equivalents       (3.99, 022)       (1.33, 1842)       Dividend paid       Dividend paid   |   |                 |          |      |              |               |                  |
| Net investments in available for sale securities and associate       (23, 596, 281)       3,778, 400       Bonus shares i         Net investments in hold for maturity securities       52,00,017       1,183,371       Issa       Branks       Transfer to sta         Markup, interest received on available for sale securities       1,724,403       (611,191)       1,724,403       Transfer to sta         Markup, interest received storm disposed of fixed assets       3,804,4999       1,724,403       (611,191)       Transfer to sta         Sale proceeds from disposed of fixed assets       (2,687,468)       (2,687,468)       Comprehensiv       Comprehensiv         Payments of lease obligations       (4,257)       (3,332)       (3,336)       Transaction w         Dividends paid       (3,400)       (1,321,74)       (4,00)       (2,687,468)       Comprehensiv         Payments of lease obligations       (4,257)       (3,332)       (2,687,468)       Dividend paid         Not cash used in francing activities       (3,402)       (1,333,642)       Dividend paid       Dividend paid         Not cash used in francing activities       (3,402)       (1,333,642)       Dividend paid       Dividend paid         Cash and cash equivalents       (1,331,642)       (1,333,642)       The annexed       Dividend paid       Dividend paid       D  |   |                 |          |      |              | , ,           | Transfer to res  |
| Net investments in hold to maturity securities6,250,017(8,805,245)Bonus shares inDividend received3,804,6991,724,8031,724,803Transfer to statMarkup / interest received on available for sale securities3,804,6991,724,803Transfer to statInvestments in operating findered assets3,804,6991,724,803Transfer to statSale proceeds from disposal of fixed assets3,804,699(4,00)(400)ComprehensiveNet cash flow from investing activities(4,125)(3,932)(3,932)(3,932)Payments of sub-ordinated loan(4,00)(400)(400)ComprehensivePayments of lease obligations(5,579)(1,331,442)Dividend paidDividend paid(1,331,442)(1,331,442)Dividend paidNet cash used in financing activities(1,331,442)(1,331,442)Dividend paidIncrease in cash and cash equivalents at beginning of the year as previously reported(1,331,442)(1,331,442)Dividend paidCash and cash equivalents at beginning of the year as previously reported(9,804,304)(1,130,486)11,300,486Balance at DeCash and cash equivalents at beginning of the year369,225,9979,804,304The annexed neThe annexed notes 1 to 50 form an integral part of these consolidated financial statements.1111The annexed notes 1 to 50 form an integral part of these consolidated financial statements.1111The annexed notes 1 to 50 form an integral part of these consolidated financial s   |   |                 |          |      |              |               |                  |
| Dividends received       1183.371         Markup / Interest received on available for sale securities       1.724.403         Investments in operating fixed assets       1.724.403         Sale proceeds from disposit of fixed assets       1.724.403         Sale proceeds from disposit of fixed assets       1.724.403         Sale proceeds from disposit of fixed assets       1.724.403         Vet cash flow from investing activities       1.724.403         Payments of sub-ordinated loan       42.304         Payments of sub-ordinated loan       (4.650,262)         Payments of lease obligations       (4.00)         Dividends paid       (4.23)         Net cash used in financing activities       (5.79)         Increase       (5.36,27)         Ovidend paid       (1.331.424)         Ovidend paid       (1.331.424)         Ovidend paid       (1.331.424)         Ovidend paid       (5.732)         Increase       (5.401)         Cash and cash equivalents at begining of the year as previously reported       (5.402)         Effects of exchange rate changes on cash and cash equivalents       (5.362)         Cash and cash equivalents at begining of the year as restated       (2.617.183)         Cash and cash equivalents at begining of the year as restated       (3.602) </td <td></td> <td></td> <td></td> <td></td> <td>(23,596,281)</td> <td></td> <td>Bonus charos i</td>  |   |                 |          |      | (23,596,281) |               | Bonus charos i   |
| Markup / Interest received on available for sale securities       3.804.699       17.24.803       Transfer to stal         Investments in operating fixed assets       3.804.371       42.304       42.304       Transaction we         Net cash flow from investing activities       0.687.469       (400)       42.304       Transfer to stal         Payments of sub-ordinated loan       (400)       (4.455)       (3.932)       0.3922       Comprehensive         Payments of lease obligations       (1.321.744)       (1.321.744)       0.333.842       Dividend paid       Dividends paid       Dividend paid       Dividends paid   |   |                 |          |      |              |               | Bonus shares i   |
| Investments in operating fixed assets       (782,371)       (41,191)       If anster to 5 atal         Sale proceeds from diposed of fixed assets       (2,687,468)       Transaction w         Net cash flow from investing activities       (400)       (400)       (400)       Comprehensive         Payments of lease obligations       (4,125)       (3,332)       Profit after tax       Dividend paid         Dividends paid       (1,231,174)       (1,331,642)       Dividend paid       Dividend paid         Net cash equivalents a beginning of the year as previously reported       (9,804,304)       (1,331,642)       Dividend paid         Cash and cash equivalents a beginning of the year as previously reported       9,804,304       (1,3627)       Dividend paid         Effects of exchange rate changes on cash and cash equivalents       36       9,235,997       9,804,304       The annexed notes         The annexed notes 1 to 50 form an integral part of these consolidated financial statements.       A       36       9,235,997       9,804,304       The annexed notes   |   |                 |          |      |              |               |                  |
| Sale proceeds from disposal of fixed assets       42.304       Transaction we need to fixed assets         Net cash flow from investing activities       (14,650,622)       (2,687,468)       Comprehensive reprint (14,650,622)         Description       (400)       (3,932)       (400)       (3,932)       Comprehensive reprint (14,650,622)         Payments of lease obligations       (400)       (3,932)       (6,579)       (6,366)       Profit after tax         Dividend paid to minority shareholders       (10,444)       (13,31,842)       Dividend paid       Dividend paid         Net cash and cash equivalents       (657,329)       (2,111,983)       Balance at Deg       Balance at Deg         Cash and cash equivalents at beginning of the year as previously reported       9,893,326       11,380,486       The annexed need         Effects of exchange rate changes on cash and cash equivalents at beginning of the year as restated       9,893,326       11,916,287       The annexed need         Cash and cash equivalents at beginning of the year as restated       36       9,235,997       9,804,304       The annexed need         The annexed notes 1 to 50 form an integral part of these consolidated financial statements.       Net cash       Net ca   |   |                 |          |      |              |               | Transfer to star |
| CASH FLOW FROM FINANCINE ACTIVITIES       (400)       (3,932)       Formation of the sea obligations       Profit after tax         Payments of sub-ordinated loan       (4,125)       (3,932)       (6,336)       Profit after tax         Dividends paid       (1,321,174)       (1,321,174)       Dividend paid       Dividend paid         Net cash used in financing activities       (657,329)       (2,111,983)       Balance at De       Balance at De         Cash and cash equivalents at beginning of the year as previously reported       9,804,304       11,380,486       Balance at De       Balance at De         Effects of exchange rate changes on cash and cash equivalents       9,804,304       11,916,287       The annexed notes 1 to 50 form an integral part of these consolidated financial statements.       The annexed notes 1 to 50 form an integral part of these consolidated financial statements.       Multicast       Mul  |   |                 |          |      |              | 42,304        | Transaction w    |
| Payments of sub-ordinated loan<br>Payments of lease obligations<br>Dividends paid to minority shareholders<br>Dividends paid<br>0 minority shareholders<br>Dividends paid<br>0 (4.25)<br>(6.336)<br>(1.321,174)Profit after tax is<br>(6.336)<br>(1.321,174)Profit after tax is<br>(6.336)<br>Dividend paid<br>0 (1.321,174)Profit after tax is<br>(6.336)<br>Dividend paid<br>0 (1.321,174)Profit after tax is<br>(6.336)<br>Dividend paidNet cash used in financing activities<br>Increase in cash and cash equivalents<br>Cash and cash equivalents at beginning of the year as previously reported<br>Effects of exchange rate changes on cash and cash equivalents<br>Cash and cash equivalents at beginning of the year as restated9,804,304<br>9,803,32611,380,486<br>535,801<br>535,801<br>11,916,287Balance at De<br>The annexed notes 1 to 50 form an integral part of these consolidated financial statements.   | Net cash flow from investing activities   |                 |          |      | (14,650,262) | (2,687,468)   |                  |
| Payments of sub-ordinated loan<br>Payments of lease obligations<br>Dividends paid to minority shareholders<br>Dividends paid<br>0 minority shareholders<br>Dividends paid<br>0 (4.25)<br>(6.336)<br>(1.321,174)Profit after tax is<br>(6.336)<br>(1.321,174)Profit after tax is<br>(6.336)<br>Dividend paid<br>0 (1.321,174)Profit after tax is<br>(6.336)<br>Dividend paid<br>0 (1.321,174)Profit after tax is<br>(6.336)<br>Dividend paidNet cash used in financing activities<br>Increase in cash and cash equivalents<br>Cash and cash equivalents at beginning of the year as previously reported<br>Effects of exchange rate changes on cash and cash equivalents<br>Cash and cash equivalents at beginning of the year as restated9,804,304<br>9,803,32611,380,486<br>535,801<br>535,801<br>11,916,287Balance at De<br>The annexed notes 1 to 50 form an integral part of these consolidated financial statements.   |   |                 |          |      |              |               | Comprohensity    |
| Payments of lease obligations       (3,125)       (3,332)       Profile after tax         Dividend paid to minority shareholders       (3,332)       (1,121,174)       Dividend paid         Dividends paid       (1,321,174)       (1,321,174)       Dividend paid       Dividend paid         Net cash used in financing activities       (1,321,174)       (1,321,174)       Dividend paid       Dividend paid         Increase in cash and cash equivalents       (1,331,842)       (2,111,301,486)       Balance at De       Balance at De         Cash and cash equivalents at beginning of the year as previously reported       9,804,304       11,301,486       The annexed n         Cash and cash equivalents at beginning of the year as restated       9,803,326       11,916,287       The annexed n         Cash and cash equivalents at edi of the year       36       9,235,997       9,804,304       The annexed n  |   |                 |          |      | (400)        | (400)         |                  |
| Dividend paid to minority shareholders       (5,579)       (6,336)       Dividend paid         Dividends paid       (340)       (1,321,842)       Dividend paid         Net cash used in financing activities       (10,444)       (1,331,842)       Dividend paid         Increase in cash and cash equivalents       (657,329)       (2,111,983)       Balance at De         Cash and cash equivalents at beginning of the year as previously reported       9,804,304       11,380,486       535,801       The annexed         Cash and cash equivalents at beginning of the year as restated       9,893,326       11,916,287       The annexed notes 1 to 50 form an integral part of these consolidated financial statements.       36       9,235,997       9,804,304       The annexed notes 1 to 50 form an integral part of these consolidated financial statements.  |   |                 |          |      |              |               | Profit after tax |
| Dividends paid       (1,321,174)       Dividend paid         Net cash used in financing activities       (1,331,842)       (1,331,842)       Dividend paid         Increase in cash and cash equivalents       (657,329)       (2,111,983)       Balance at De         Cash and cash equivalents at beginning of the year as previously reported       9,804,304       11,380,8861       Balance at De         Effects of exchange rate changes on cash equivalents at beginning of the year as restated       9,804,304       11,916,287       The annexed notes 1 to 50 form an integral part of the se consolidated financial statements.       The annexed notes 1 to 50 form an integral part of these consolidated financial statements.       Met cash       9,235,997       9,804,304       The annexed notes 1 to 50 form an integral part of these consolidated financial statements.   |   |                 |          |      |              |               |                  |
| Net cash used in financing activities       (10,444)       (1,331,842)         Increase in cash and cash equivalents       (657,329)       (2,111,983)         Cash and cash equivalents at beginning of the year as previously reported       9,804,304       11,330,486         Effects of exchange rate changes on cash and cash equivalents at beginning of the year as restated       9,803,326       11,916,287         Cash and cash equivalents at beginning of the year       36       9,235,997       9,804,304         The annexed notes 1 to 50 form an integral part of these consolidated financial statements.       Increase in cash and cash equivalents is the consolidated financial statements.       Increase in cash and cash equivalents at beginning of the year       Increase in cash equivalents at beginning of the year       The annexed notes 1 to 50 form an integral part of these consolidated financial statements.       Increase in cash and cash equivalents       Increase in cash equivalents       Increase in cash equivalents </td <td>Dividends paid</td> <td></td> <td></td> <td></td> <td>(340)</td> <td>(1,321,174)</td> <td>Dividend paid</td>  | Dividends paid  |                 |          |      | (340)        | (1,321,174)   | Dividend paid    |
| Cash and cash equivalents at beginning of the year as previously reported<br>Effects of exchange rate changes on cash and cash equivalents<br>Cash and cash equivalents at beginning of the year as restated     9,804,304     11,380,486<br>89,022     Balance at De       Cash and cash equivalents at beginning of the year as restated     9,804,304     11,916,287     The annexed notes 1 to 50 form an integral part of these consolidated financial statements.     9,804,304     Image: Cash and cash equivalents at end of the year     Image: Cash and cash equivalents at end of the year     9,804,304     Image: Cash and cash equivalents at end of the year     Image: Cash and c   |   |                 |          |      |              |               | para             |
| Cash and cash equivalents at beginning of the year as previously reported       9,804,304       11,380,486       535,801         Effects of exchange rate changes on cash and cash equivalents       9,893,326       11,916,287       The annexed r         Cash and cash equivalents at end of the year       36       9,235,997       9,804,304       The annexed r         The annexed notes 1 to 50 form an integral part of these consolidated financial statements.       4       4       4       4   | Increase in cash and cash equivalents   |                 |          |      | (657,329)    | (2,111,983)   | Deleves of De    |
| Effects of exchange rate changes on cash and cash equivalents       89,022       535,801         Cash and cash equivalents at beginning of the year as restated       9,893,326       11,916,287         Cash and cash equivalents at end of the year       36       9,235,997       9,804,304         The annexed notes 1 to 50 form an integral part of these consolidated financial statements.       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       9,804,304       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end of the year       Image: Cash and cash equivalents at end  | Cash and cash equivalents at beginning of the year as previously reported       |                 |          |      | 9 804 304    | 11 380 486    | Balance at De    |
| Cash and cash equivalents at beginning of the year as restated       9,893,326       11,916,287       The annexed not cash equivalents at end of the year       36       9,235,997       9,804,304         Cash and cash equivalents at end of the year       36       9,235,997       9,804,304       9,804,304  |   |                 |          |      |              |               |                  |
| The annexed notes 1 to 50 form an integral part of these consolidated financial statements.   |   |                 |          |      |              |               | The annexed n    |
| The annexed notes 1 to 50 form an integral part of these consolidated financial statements.   |   |                 |          |      |              |               |                  |
|   | Cash and cash equivalents at end of the year                                    |                 |          | 36   | 9,235,997    | 9,804,304     |                  |
| Autom to have the   | The annexed notes 1 to 50 form an integral part of these consolidated financial | ial statements. |          |      | Λ            |               |                  |
| Autom to have the   | $\Lambda$ $\Lambda$   | ,               | 1 .      |      |              |               |                  |
|   | 11.11/  | Moam            | to leave |      | Juan         | ad            |                  |



Director





|  |                  |                  |  | Attributable t       | o the equity                 | holders                  |             |                                 |                 |
|--|------------------|------------------|--|----------------------|------------------------------|--------------------------|-------------|---------------------------------|-----------------|
|  |                  |                  |  | Reserves             | ;                            |                          |             |                                 |                 |
|  | Share<br>capital | Share<br>premium | Reserve for<br>issue of<br>bonus<br>shares | Statutory<br>reserve | Capital<br>market<br>reserve | Unappropriated<br>profit | Total       | Non-<br>controlling<br>interest | Total<br>Equity |
|  |                  |                  |  |                      | Rupees ' 0                   | 00                       |             |                                 |                 |
| Balance as at January 1, 2008  | 5,296,445        | -                | -  | 3,177,491            | 389,542                      | 1,505,053                | 10,368,531  | 75,333                          | 10,443,864      |
| Final cash dividend for the year ended December 31, 2007 at Rs. 2.50 per share approved subsequent to the year end | -                | -                | -  | -                    | -                            | (1,324,111)              | (1,324,111) | -                               | (1,324,111)     |
| Transfer to statutory reserve  | -                | -                | -  | 222,990              | -                            | (222,990)                | -           | -                               | -               |
| Transaction with owners, recorded directly in equity   | -                | -                |  | 222,990              | -                            | (1,547,101)              | (1,324,111) | -                               | (1,324,111)     |
| <b>Comprehensive Income for the year:</b><br>Profit after tax for the year ended December 31, 2008                 | -                | -                | -  | -                    | -                            | 1,121,381                | 1,121,381   | 4,709                           | 1,126,090       |
| Dividend paid  | -                | -                | -  | -                    | -                            | -                        | -           | (6,336)                         | (6,336)         |
| Balance at December 31, 2008   | 5,296,445        | -                | -  | 3,400,481            | 389,542                      | 1,079,333                | 10,165,801  | 73,706                          | 10,239,507      |
| Transfer to reserve for issue of bonus shares  | -                | -                | 794,466                                    | -                    | -                            | (794,466)                | -           | -                               | -               |
| Bonus shares issued  | 794,466          | -                | (794,466)                                  | -                    | -                            | -                        | -           | -                               | -               |
| Transfer to statutory reserve  |                  |                  |  | 240,033              |                              | (240,033)                | -           | -                               | -               |
| Transaction with owners, recorded directly in equity   | 794,466          | -                | -  | 240,033              | -                            | (1,034,499)              | -           | -                               | -               |
| Comprehensive Income for the year:<br>Profit after tax for the year ended December 31, 2009                        | -                | -                | -  | -                    | -                            | 1,207,346                | 1,207,346   | 5,182                           | 1,212,528       |
| Dividend paid  | -                | -                | -  | -                    | -                            | -                        | -           | (5,579)                         | (5,579)         |
| Balance at December 31, 2009   | 6,090,911        | -                | -  | 3,640,514            | 389,542                      | 1,252,180                | 11,373,147  | 73,309                          | 11,446,456      |

The annexed notes 1 to 50 form an integral part of these consolidated financial statements.

inter President & CEO

Awam Director

Queheacer Director

Director

#### 1. THE GROUP AND ITS OPERATIONS

The Group consists of following entities:

Holding Company Faysal Bank Limited (FBL, the bank)

#### Subsidiary Company

Faysal Management Services (Private) Limited (shareholding - 60.00%)

Faysal Bank Limited (the Bank) was incorporated in Pakistan on October 3, 1994 as a public limited company under the Companies Ordinance, 1984. Its shares are listed on Karachi, Lahore and Islamabad Stock Exchanges. The Bank is engaged in Commercial. Consumer and Corporate banking activities. The Bank has a branch network of 133 branches (2008: 129 branches); including 6 Islamic Banking branches (2008: Nil); and operates Nil (2008: 2) service centres.

The Registered Office (Head Office) of the bank is located at Shahra-e-Faisal, Karachi.

Ithmaar Bank B.S.C., an Investment Bank listed in Bahrain, is the ultimate holding company of Faysal Bank Limited.

Faysal Management Services (Private) Limited (FMSL) is a company formed under the Companies Ordinance, 1984 as a private limited company to float and manage modarabas under the Modaraba Companies and Modaraba (Floatation and Control) Ordinance 1980.

#### **BASIS OF PRESENTATION** 2.

In accordance with the directives of the Federal Government regarding the shifting of the banking system to Islamic modes, the State Bank of Pakistan has issued various circulars from time to time. Permissible forms of trade related modes of financing include purchase of goods by banks from their customers and immediate resale to them at appropriate mark-up in price on deferred payment basis. The purchases and sales arising under these arrangements are not reflected in these consolidated financial statements as such and in substance are restricted to the amount of facility actually utilized and the appropriate portion of mark-up thereon.

The financial results of the islamic banking branches have been consolidated in these financial statements for reporting purposes only. Inter branch transaction and balances have been eliminated. In accordance with the directives issued by the State Bank of Pakistan, balance sheet, profit and loss account and cash flow statement of islamic branches are disclosed in Annexure III to these consolidated financial statements.

#### 3. **BASIS OF CONSOLIDATION**

The consolidated financial statements include Faysal Bank Limited and its subsidiary, Faysal Management Services (Private) Limited.

Subsidiaries are entities controlled by the Group. Control exists when the Group has the power, directly or indirectly to govern the financial and operating policies of an entity so as to obtain benefits from its activities. Subsidiaries are consolidated from the date on which the Group acquires the effective control and are excluded from consolidation from the date of disposal.

4

5.

The financial statements of the subsidiary have been consolidated on a line by line basis.

Minority interest is that part of the net results of operations and of the net assets of subsidiary company which is not owned by the Group.

Associates are entities over which the Group has a significant influence but not control over the financial and operating policies. Investments in associates are accounted for by the equity method of accounting and are initially recognised at cost, thereafter adjusted for the post acquisition change in the Group's share of net assets of the associates. The consolidated financial statements include the Group's share of income and expenses of associates from the date that significant influence commences until the date that such influence ceases.

All material intra group transactions, balances and unrealised surplus / deficit on transactions between Group entities have been eliminated.

## STATEMENT OF COMPLIANCE

These consolidated financial statements are prepared in accordance with the approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984, the Banking Companies Ordinance, 1962, and the directives issued by the State Bank of Pakistan (SBP). In case the requirements differ, the provisions of and directives issued under the Companies Ordinance, 1984, and the Banking Companies Ordinance, 1962, and the directives issued by the State Bank of Pakistan shall prevail.

The State Bank of Pakistan as per BSD Circular Letter No. 10 dated August 26, 2002 has deferred the applicability of International Accounting Standard 39, Financial Instruments: Recognition and Measurement (IAS 39) and International Accounting Standard 40, Investment Property (IAS 40). Accordingly, the requirements of these standards and their relevant interpretations (issued by the Standards Interpretation Committee - SICs, and the International Financial Reporting Interpretations Committee - IFRICs) have not been considered in the preparation of these financial statements. However, the investments have been classified in accordance with the categories prescribed by the State Bank of Pakistan through various circulars.

## **BASIS OF MEASUREMENT**

These consolidated financial statements have been prepared under the historical cost convention, except for the following financial instruments:

- Derivative financial instruments are measured at fair value: and
- Investments classified as held for trading and available for sale are also measured at fair values.

## FUNCTIONAL AND PRESENTATION CURRENCY

These consolidated financial statements have been presented in Pakistani Rupee, which is the Group's functional as well as the reporting currency.



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#### 7. **USE OF ESTIMATES AND JUDGEMENTS**

The preparation of consolidated financial statements in accordance with the approved accounting standards requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses in the current and future reporting periods. The actual results may differ from these estimates.

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including reasonable expectations of future events. Revisions to accounting estimates are recognised prospectively commencing from the period of revision.

Judgements made by the management that have significant effect on the consolidated financial statements and estimates with a significant risk of material adjustment in the next year are discussed in note 42 to these consolidated financial statements.

#### SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 8.1 Changes in accounting policies

Starting January 1, 2009, the Group has changed its accounting policies in the following areas:

The Group has applied "Revised IAS 1 Presentation of Financial Statements (2007)" which became effective from January 1, 2009. This standard required the Group to present in the statement of changes in equity all owner changes in equity, whereas all non-owner changes in equity are presented in the statement of comprehensive income.

The Group has applied "IFRS 8 Operating Segments" from January 1, 2009. As a result, additional disclosures have been made relating to financial and descriptive information with respect to individual operating segments and on an enterprise-wide basis. The Group determines and presents operating segments based on the information that is internally provided to the President / Chief Executive Officer, who is the Group's chief operating decision maker which is in detail and has been aggregated in line with the format issued by SBP. The new accounting policy disclosed in note 8.18 has no impact on segments previously disclosed, except for some additional disclosure in the same segments.

Comparative information has been re-presented so that it is in conformity with the revised / new standards. Since the changes in accounting policies only affect presentation of financial statements, there is no impact on earnings per share.

#### 8.2 Financial assets and liabilities

The Group initially recognises financial assets and liabilities on the date at which they are originated except investments which are recognized on the trade date.

Financial assets are derecognised when the contractual rights to the cash flows from the asset expire or are transferred. The Group also enters into transactions whereby it transfers assets recognised on its balance sheet, but retains either all or part of the risks and rewards of the transferred assets. If all or substantially all risks and rewards are retained, then the transferred assets are not derecognised from the balance sheet.

Financial liabilities are derecognised when the contractual obligations expire, or are discharged or cancelled

### **Cash and cash equivalents**

For the purpose of the consolidated cash flow statement, cash and cash equivalents comprise cash, money at call and balances with treasury and other banks.

### Lendings to / borrowings from financial institutions

The Group enters into transactions of repos and reverse repos at contracted rates for a specified period of time. These are recorded as under:

(a) Sale under repurchase obligation

Securities sold subject to a re-purchase agreement (repo) are retained in the consolidated financial statements as investments and the counter party liability is included in borrowings. The differential in sale and re-purchase value is accrued over the period of the contract and recorded as an expense.

(b) Purchase under resale obligation

> Securities purchased under agreement to resell (reverse repo) are included in lendings to financial institutions or financing as appropriate. The underlying security is not recognised as a separate asset in the consolidated financial statements. The difference between the contracted price and resale price is amortised over the period of the contract and recorded as income.

(c) Other borrowings

> These are recorded at the proceeds received. Mark-up paid on such borrowings is charged to the profit and loss account over the period of borrowings on accrual basis.

#### Investments

Investments in securities, other than investments in associates are classified as follows:

(a) Held for trading

> These represent securities, which are either acquired for the purpose of generating profit from short-term fluctuations in prices or dealer's margin or are securities included in the portfolio in which a pattern of short-term profit making exists.

(b) Held to maturity

> These are securities with fixed or determinable payments and maturity in respect of which the Group has the positive intent and ability to hold till maturity.



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#### Available for sale (c)

These represent securities, which do not fall under the held for trading or held to maturity categories.

Investments other than those classified as held for trading and investments in associates, are initially recognised at fair value including transaction costs associated with such investments. Investments classified as held for trading are initially recognised at fair value. Subsequently, aforesaid quoted securities are stated at market value. Held to maturity investments are carried at amortised cost as per the requirements laid down in BSD Circular No. 14 dated September 24, 2004, issued by the State Bank of Pakistan. As per SBP directives, the surplus / deficit arising on revaluation is taken to the profit and loss account for trading securities, while for available for sale securities, it is reported below equity / other comprehensive income.

In accordance with SBP's BSD Circular No. 11 of 2004 and BSD Circular No. 06 of 2007, investments in subsidiaries and associates, as defined in approved accounting standards are stated at cost less impairment losses (if any) and are not subject to mark to market.

All purchase and sale of investments that require delivery within the time frame established by regulation or market convention are recognised at the trade date, which is the date the Group commits to purchase or sell the investment.

Premium or discount on acquisition of investments is amortised through the profit and loss account over the remaining period till maturity using effective interest method.

Unquoted equity securities are valued at the lower of cost and break-up value. Subsequent increases or decreases in the carrying values are recognised in the profit and loss account. Break-up value of equity securities is calculated with reference to the net assets of the investee company as per the latest available audited financial statements.

Provision for diminution in the value of securities (except term finance certificates) is made for permanent impairment, if any. Provision for diminution in value of term finance certificates is made as per the guidelines prescribed by the Prudential Regulations issued by the State Bank of Pakistan

#### 8.6 Advances

These are stated net of specific and general provision.

Specific provision is made for non-performing advances in accordance with the requirements of the Prudential Regulations issued by SBP. The Group also maintains general provision in accordance with the requirements of the Prudential Regulations and for present potential losses on performing loans, finance leases and consumer loan portfolio.

Finance leases where the Group transfers substantially all the risks and rewards incidental to ownership of an asset are recognized at an amount equal to the present value of the minimum lease payment including any guaranteed residual value.

Non-performing advances are written off only when all possible courses of action to achieve recovery have proved unsuccessful. The Group determines write-offs in accordance with the criteria prescribed by the SBP vide BPRD Circular No. 06 of 2007 dated June 05, 2007.

### **Operating fixed assets**

#### Owned

Items of property and equipment are stated at cost less accumulated depreciation and impairment losses (if any) except freehold and leasehold land which are stated at cost.

When parts of an item of property and equipment have different useful lives, they are accounted for as separate items of property and equipment.

Capital work in progress is stated at cost.

#### Assets subject to finance lease

Leases in terms of which the Group assumes substantially all the risks and rewards of ownership are classified as assets subject to finance lease. These are stated at amounts equal to the lower of their fair value and the present value of minimum lease payments at inception of the lease, less accumulated depreciation and impairment losses (if any). Financial charges are allocated over the period of the lease term so as to provide a constant periodic rate of financial charge on the outstanding liability.

#### Intangibles

Intangible assets with finite lives are stated at cost less accumulated amortisation and impairment losses (if any). Intangible assets with indefinite lives are stated at cost less impairment losses (if any).

#### Subsequent costs

Renewals and improvements are included in an asset's carrying amount or are recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other expenses are charged to income during the financial period in which they are incurred.

#### Depreciation and amortisation

Depreciation on property and equipment other than freehold and leasehold land, and amortisation on intangibles is charged to income using the straight-line method so as to write off the depreciable amount of an asset over its estimated useful lives at the rates given in notes 14.2 and 14.3. The residual value is assessed annually.

A full month's depreciation / amortisation is charged in the month of addition and no depreciation / amortisation is charged in the month of disposal.



#### Impairment of operating fixed assets

The carrying amounts of the Group's operating fixed assets are regularly reviewed to determine whether there is any indication of impairment. An impairment loss is recognised if the carrying amount of an asset exceeds its recoverable amount. Such losses are recognised directly in the profit and loss account.

An impairment loss is reversed if there has been a change in the estimate used to determine the recoverable amount. Such reversals are only made to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined if no impairment loss had been recognised.

#### 8.8 **Operating leases**

Lease payments under operating leases are charged to income on straight line basis over the lease term.

#### 8.9 Taxation

Income tax on the profit or loss for the year comprises current and deferred tax. Income tax is recognised in the profit and loss account, except to the extent that it relates to items recognised directly in equity or below equity / other comprehensive income, in which case it is recognised in equity or below equity / other comprehensive income.

#### Current

Provision for current taxation is based on the taxable income for the year determined in accordance with the prevailing laws for taxation on income. The charge for the current tax is calculated using tax rates enacted or substantively enacted at the balance sheet date. The charge for current tax also includes adjustments, where considered necessary relating to prior years.

#### Deferred

Deferred tax is recognised using the balance sheet method on all temporary differences arising between tax base of assets and liabilities and their carrying amounts appearing in the consolidated financial statements. No deferred tax is provided on the initial recognition of assets and liabilities that affect neither accounting nor taxable profits. A deferred tax asset is recognised only to the extent it is probable that future taxable profits will be available against which the assets can be utilised. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefits will be realised.

Deferred tax is measured at the tax rates that are expected to be applied to the temporary differences when they reverse, based on the laws that have been enacted or substantively enacted by the balance sheet date.

#### 8.10 Deposits

Deposits are initially recorded at the amount of proceeds received. Mark-up accrued on deposits is recognised separately as part of other liabilities

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and is charged to the profit and loss account over the period.

### **Provisions and Impairment**

Provisions are recognised when the Group has a legal or constructive obligation as a result of past events and it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate of the amount can be made. Provisions are reviewed at each balance sheet date and are adjusted to reflect the current best estimates.

The carrying amount of the Group's assets are reviewed at each balance sheet date to determine whether there is any indication of impairment. For an investment in an equity security, a significant and prolonged decline in fair value below its cost is an objective evidence of impairment. If any such indication exists, the recoverable amount of the relevant asset is estimated and an impairment loss is recognised in the profit and loss account whenever the carrying amount of an asset exceeds its recoverable amount. An impairment loss is reversed if the reversal can be objectively related to an event occuring after the impairment loss is recognised.

#### Staff retirement benefits

The Group operates:

- a) an approved funded gratuity scheme for all its permanent employees. Contributions are made to cover the obligations under the scheme on the basis of actuarial valuation and are charged to income. Cumulative net unrecognised actuarial gains and losses at the end of the previous year are charged or credited to income over the expected average remaining working lives of the employees.
- an approved funded contributory provident fund for all its permanent employees to which equal monthly contributions are made both by the b) group and the employees at the rate of 10 percent of basic salary.

Staff retirement benefits are payable to staff on completion of prescribed qualifying period of service under these schemes.

#### **Revenue recognition**

- a) Interest / mark-up and return on regular advances and investments is recognised on time proportion basis. Interest / mark-up on classified advances and investments is recognised on receipt basis. Gains and losses on termination and documentation charges are recognised on receipt basis.
- Fee, commission and brokerage income is recognised when earned. b)
- Dividend income from investments is recognised when the Group's right to receive the dividend is established. C)
- d) Gains and losses on sale of investments and operating fixed assets are recognised in the profit and loss account, when the risks and rewards of ownership are transferred.

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- e) Income from finance lease is recognised over the term of the lease so as to produce a constant periodic rate of return on the net investment. Unrealised income is suspended on classified leases. Repossessed vehicles on account of loan default are recorded in memorandum account.
- All exchange differences are recognised in income.

#### **Dividends and appropriation to reserves** 8.14

Dividend and appropriation to reserves are recognised in the year in which these are approved, except appropriations required by the law, which are recorded in the period to which they pertain.

#### 8.15 **Derivative financial instruments**

Derivative financial instruments are initially recognised at fair value on the date on which the derivative contract is entered into and are subsequently remeasured at fair value. All derivative financial instruments are carried as assets when net fair value is positive and liabilities when net fair value is negative. Any change in the fair value is recognised in the profit and loss account.

#### Foreign currencies 8.16

All monetary assets, liabilities and commitments for letters of credit, acceptances and guarantees in foreign currencies are translated at rates of exchange approximating those prevailing at the balance sheet date. Foreign currency transactions are recorded at the rates prevailing on the transaction date

Foreign bills purchased, forward contracts and swaps are valued at forward rates applicable to the respective maturities of the relevant contracts.

#### 8.17 Off Setting

Financial assets and liabilities are set off and the net amount is reported in the balance sheet when and only when, the Group has a legal right to set off the amounts and it intends either to settle on a net basis or to realise the asset and to settle the liability simultaneously.

Income and expenses are presented on a net basis only when permitted by the approved accounting standards, or for gains and losses arising from a Group of similar transactions.

#### Segment Reporting 8.18

Segment reporting is based on operating (business) segments of the Group. An operating segment is a component of the Group that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Group's other components. An operating segment's operating results are reviewed regularly by the President / Chief Executive Officer, which have been presented according to the functional basis and the guidance of SBP, to make decisions about resources to be allocated to the segment and assess its performance, and for which financial information is available. These have been presented as per the Group's functional structure and guidance of SBP. The segments of the Group are as follows:

## Business Segments

#### Corporate finance

This includes investment banking activities such as mergers and acquisitions, underwriting, privatization, securitisation, Initial Public Offers (IPOs) and secondary private placements.

#### Trading and Sales

This segment undertakes the holding company's treasury, money market and capital market activities.

#### Retail banking

Retail banking provides services to small borrowers i.e consumers, small and medium enterprises (SMEs) and agriculture sector. It includes loans, deposits, other transactions and balances with retail customers.

### Commercial banking

This includes loans, deposits, other transactions and balances with corporate customers. Subsidiaries are included as part of this segment for the purpose of business segmentation.



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11.1

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## 8.18.2 Geographical segment

| ٥ | CASH AND BALANCES WITH TREASURY BANKS |  |
|---|---------------------------------------|--|

#### 9. CASH AND BALANCES WITH TREASURY BANKS

| In hand<br>- local currency<br>- foreign currency  |     | 1,784,440<br>324,187 | 2,331,104<br>425,575 |
|--|-----|----------------------|----------------------|
| <ul> <li>With State Bank of Pakistan in</li> <li>local currency current account</li> <li>foreign currency current account</li> <li>foreign currency deposit account</li> </ul> | 9.1 | 4,367,938            | 4,061,066            |
|  | 9.2 | 365,765              | 400,691              |
|  | 9.3 | 1,145,480            | 1,214,245            |
| With National Bank of Pakistan in  |     | 431,642              | 493,628              |
| - local currency current account   |     | 7,750                | 1,215                |
| National Prize Bonds   |     | 8,427,202            | 8,927,524            |

2009

Note

2008

Rupees '000

This represents current accounts maintained with SBP under the requirements of section 22 (Cash Reserve Requirement) of the Banking Companies 9.1 Ordinance, 1962.

This comprises of current accounts maintained with SBP to meet cash reserve requirement of 5% on FE 25 deposits, under the requirements of BSD 9.2 Circular No. 18 dated March 31, 2001 and OSED Circular No. 1 dated November 13, 2006 and 6% special cash reserve requirement on FE 25 deposits maintained by Islamic Banking branches.

9.3 This represents special cash reserve requirement maintained with SBP under the requirements of BSD Circular No. 14 of 2008 dated June 21, 2008 and local USD clearing account maintained with SBP to facilitate USD Clearing. Profit rates on these balances are fixed on monthly basis by SBP. During the year 0% rate of remuneration (2008: ranging from 0.90% to 3.60%) was notified by SBP on these balances.

|   | Note         | 2009<br>Rupees                      | 2008            |
|---|--------------|-------------------------------------|-----------------|
| BALANCES WITH OTHER BANKS   | Note         | Rupees                              | 000             |
| In Pakistan<br>- Current accounts   |              | 120,292                             | 163,851         |
| Outside Pakistan - Current accounts   |              | <u>388,503</u><br>508,795           | 712,929 876,780 |
| LENDINGS TO FINANCIAL INSTITUTIONS  |              |                                     |                 |
| Call money lendings<br>Repurchase agreement lendings (Reverse Repo)                               | 11.2<br>11.3 | 300,000<br>14,717,826<br>15,017,826 | 2,861,401       |
| PARTICULARS OF LENDING  |              |                                     |                 |
| In local currency   |              | 15,017,826                          | 2,861,401       |
| Call money lendings have been extended to banks at rates ranging from 12.40% to 12.65% per annual | num (2008    | : Nil), maturing upto Ja            | anuary 2010.    |

Securities held as collateral against lendings to financial institutions

|                                     |                 | 2009                           |            |                 | 2008                           |           |
|-------------------------------------|-----------------|--------------------------------|------------|-----------------|--------------------------------|-----------|
|                                     | Held by<br>bank | Further given<br>as collateral | Total      | Held by<br>bank | Further given<br>as collateral | Total     |
|                                     |                 |                                | Rup        | ees '000        |                                |           |
| Market Treasury Bills - note 11.3.1 | 14,717,826      | -                              | 14,717,826 | 2,861,401       | _                              | 2,861,401 |

**11.3.1** Market Treasury Bills have been purchased under resale agreements at rates ranging from 12.05% to 12.40% (2008: 14.0% to 14.9% per annum) with maturities up to February 2010. The market value of these securities is Rs. 14.73 billion (2008: Rs 2.9 billion).



#### INVESTMENTS 12.

Investments by type and segment are given below while the detailed break down is contained in Annexure I to these consolidated financial statements.

|  |                 | 2009                |             |                     | 2008            |           |
|--|-----------------|---------------------|-------------|---------------------|-----------------|-----------|
| Investments by type  | Held by<br>Bank | Given as collateral | Total       | Given as collateral | Held by<br>Bank | Total     |
|  |                 |                     | Rupees      | s '000              |                 |           |
| Held for trading securities  |                 |                     |             |                     |                 |           |
| Market Treasury Bills  | 618,471         | -                   | 618,471     | -                   | -               | -         |
| Fully paid up ordinary shares  | 811,223         | -                   | 811,223     | 19,104              | -               | 19,10     |
|  | 1,429,694       | -                   | 1,429,694   | 19,104              | -               | 19,10     |
| Available for sale securities  |                 |                     |             |                     |                 |           |
| Market Treasury Bills - note 12.2.1  | 14,192,378      | 17,165,757          | 31,358,135  | 11,345,480          | 1,122,183       | 12,467,66 |
| Pakistan Investment Bonds - note 12.2.2  | 5,748,485       | 97,570              | 5,846,055   | 1,154,312           | -               | 1,154,31  |
| Ijara Sukuk Bonds - note 12.2.3  | 462,000         | -                   | 462,000     | -                   | -               | -         |
| Units of open ended mutual funds   |                 |                     |             |                     |                 |           |
| <ul> <li>National Investment (Unit) Trust - note 12.2.4</li> </ul>                       | 2,671,422       | -                   | 2,671,422   | 3,475,056           | -               | 3,475,05  |
| - NIT Government Bond Fund   | 50,000          | -                   | 50,000      | -                   | -               | -         |
| <ul> <li>Faysal Balanced Growth Fund</li> </ul>  | 80,374          | -                   | 80,374      | 80,374              | -               | 80,37     |
| - Faysal Income Growth Fund  | 200,000         | -                   | 200,000     | 200,000             | -               | 200,00    |
| <ul> <li>Faysal Savings Growth Fund</li> </ul>   | 207,411         | -                   | 207,411     | 207,411             | -               | 207,4     |
| - First Habib Income Fund  | -               | -                   | -           | 25,000              | -               | 25,00     |
| - NAFA Cash Fund   | -               | -                   |             | 50,000              | -               | 50,00     |
| - Atlas Income Fund  | -               | -                   | -           | 35,000              | -               | 35,00     |
| - United Money Market Fund   | -               | -                   | -           | 25,000              | -               | 25,00     |
| Fully paid up ordinary shares / modaraba certificates / units of closed end mutual funds | 1,810,932       | -                   | 1,810,932   | 1,750,640           | -               | 1,750,64  |
| Fully paid up preference shares  | 492,677         | -                   | 492,677     | 492,677             | -               | 492,6     |
| Sukuk certificates   | 85,000          | -                   | 85,000      | -                   | -               |           |
| Term finance certificates  | 1,828,288       | -                   | 1,828,288   | 1,540,859           | -               | 1,540,8   |
|  | 27,828,967      | 17,263,327          | 45,092,294  | 20,381,809          | 1,122,183       | 21,503,99 |
| Held to maturity securities  |                 |                     |             |                     |                 |           |
| Market Treasury Bills  | -               | -                   | -           | 8,805,245           | -               | 8,805,24  |
| Term finance certificates  | 7,127,929       | -                   | 7,127,929   | 4,232,779           | -               | 4,232,77  |
| Sukuk certificates   | 2,410,077       | -                   | 2,410,077   | 1,750,000           | -               | 1,750,00  |
|  | 9,538,006       | -                   | 9,538,006   | 14,788,024          | -               | 14,788,0  |
| Associates   |                 |                     |             |                     |                 |           |
| Fully paid up ordinary shares of Faysal Asset Management Ltd.                            | 81,109          | -                   | 81,109      | 73,130              | -               | 73,1      |
| Investments at cost  | 38,877,776      | 17,263,327          | 56,141,103  | 35,262,067          | 1,122,183       | 36,384,24 |
| Provision for diminution in the value of investments - note 12.3                         | (1,140,082)     | -                   | (1,140,082) | (887,890)           | -               | (887,89   |
| Investments (Net of Provisions)  | 37,737,694      | 17,263,327          | 55,001,021  | 34,374,177          | 1,122,183       | 35,496,3  |
| Deficit on revaluation of held for trading securities - note 12.5                        | (49,084)        | -                   | (49,084)    | (3,410)             | -               | (3,41     |
| Surplus / (Deficit) on revaluation of available for sale securities (net) - note 25      | 1,535,296       | (27,786)            | 1,507,510   | 579,718             | -               | 579,71    |
| Total investments at market value  | 39,223,906      | 17,235,541          | 56,459,447  | 34,950,485          | 1,122,183       | 36,072,66 |





# Faysal Bank Limited and its Subsidiary NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS For the year ended December 31, 2009

| Strategic Investments   | 2009<br>Rupees '            | 2008              |
|---|-----------------------------|-------------------|
| Available for sale securities - Listed  | Rapooo                      |                   |
| Fully paid up ordinary shares / modarba certificates / units of closed end mutual funds<br>Units of open ended mutual funds | 238,981<br>80,374           | 238,981<br>80,374 |
| Available for sale securities - Unlisted  |                             |                   |
| Fully paid up ordinary shares   | 797,549                     | 853,750           |
| Associate   | <u>81,109</u><br>1,198,013  | 73,130            |
| Provision for diminution in the value of investments  | <u>(287,903)</u><br>910,110 | (175,517)         |
| Surplus / (Deficit) on revaluation of investments   | 106,114<br>1,016,224        | (11,945)          |

Strategic investments are those which the Group makes with the intention of holding them for a long term duration and are marked as such at the time of investment. Disposals of such investments can only be made subject to fulfillment of criteria prescribed by SBP in the Prudential Regulations. The overall exposure limit for equity investments prescribed by SBP does not apply to these investments. Further, as per SBP instructions in BPD Circular Letter No 16 of 2006 dated August 01, 2006, investments marked as strategic have a minimum retention period of 5 years from the original purchase date, however, these can be sold before the stipulated period with the prior permission of the SBP. During 2008 the Group entered into an agreement for sale of one of strategic investment after taking approval from SBP. Part of that investment has been disposed off and proportionate provision against the investment has been derecognized.

| Faysal Bank  |
|--------------|
| NOTES        |
| For the year |

| 12.2 | Investments by segment  | Note                       | <b>2009</b><br>Rupee                    | 2008<br>es '000                       | 12.2.4 | This includes 154,923,195 NIT Units (2008: 150,268,315 NIT units) in NI(U)T LOC Holders' issued by the Federal Government expired on December 31, 2009.  | Fund. The Letter   | of Comfort (LOC) dated    | d June 30, 2009      |
|------|---|----------------------------|---|---------------------------------------|--------|--|--------------------|---------------------------|----------------------|
|      | Federal Government Securities         - Market Treasury Bills         - Pakistan Investment Bonds         - Ijara Sukuk Bonds   | 12.2.1<br>12.2.2<br>12.2.3 | 31,976,606<br>5,846,055<br>462,000      | 21,272,908<br>1,154,312<br>-          |        | The Ministry of Finance vide letter reference No. F.4(2)-Inv.III/2000 dated December 3, 200 distributing all the underlying assets to the respective LOC Holders, except for shares held in Limited (SNGPL) which will be taken over by the National Bank of Pakistan (NBP) and cash | Pakistan State Oil | il (PSO) and Sui Norther  | rn Gas Pipelines     |
|      | <ul> <li>Fully Paid up Ordinary Shares / Modaraba Certificates /<br/>Closed end Mutual Fund Units         <ul> <li>Listed companies / modarabas / mutual funds</li> <li>Unlisted companies</li> </ul> </li> </ul> |                            | 1,822,818<br>880,446                    | 914,207<br>928,667                    |        | In terms of the said letter, the LOC Holders, NIT and National Bank of Pakistan (NBP) have settlement of the NI(U)T LOC Holders' Fund. Under the agreement the underlying net asset premium of 2.5% have been apportioned between LOC Holders according to their respective          | s of the NI(U)T LO |                           |                      |
|      | Fully Paid up Preference Shares <ul> <li>Listed companies</li> <li>Unlisted companies</li> </ul>  |                            | 266,427<br>226,250                      | 266,427<br>226,250                    | 12.2.5 | As at December 31, 2009, the unrealised gain on these NI(U)T LOC units net off ta<br>This includes advance in respect of Pre IPO issue of listed Term Finance Certificates (TFCs   | ) of Dewan Ceme    | ent Ltd which have not y  | /et been issued.     |
|      | Term Finance Certificates <ul> <li>Listed TFCs</li> <li>Unlisted TFCs</li> </ul>  | 12.2.5                     | 3,483,168<br>5,473,049                  | 1,240,818<br>4,532,819                | 12.3   | The old TFCs have been repaid by Dewan Cement Ltd during 2008. However, as per the BPD/PU-22/22.03/15749/2005/8720 dated July 14, 2005, the advance has been classified a <b>Particulars of provision for diminution in the value of investments</b>                                 |                    |                           |                      |
|      | Open ended Mutual Fund Units  | 12.2.4                     | 3,209,207                               | 4,097,841                             |        |  | Note               | <b>2009</b><br>Rupees '00 | 2008<br>100          |
|      | Other Investments - Sukuk certificates  |                            | 2,495,077                               | 1,750,000                             |        | Opening balance  |                    | 887,890                   | 280,313              |
|      | Total investments at cost<br>Less: Provision for diminution in the value of investments<br>Investment (Net of provision)  | 12.3                       | 56,141,103<br>(1,140,082)<br>55,001,021 | 36,384,249<br>(887,890)<br>35,496,359 |        | Charge for the year<br>Reversals   | 12.3.1             | 528,403<br>(276,211)      | 768,076<br>(160,499) |
|      | Deficit on revaluation of held for trading securities<br>Surplus on revaluation of available for sale securities  | 12.5<br>25                 | (49,084)<br>1,507,510                   | (3,410)<br>579,718                    |        | Closing balance  |                    | 252,192<br>1,140,082      | 607,577<br>887,890   |
|      | Total Investment at market value  |                            | 56,459,447                              | 36,072,667                            | 12.3.1 | This includes provision of Rs. 162.664 million recognised on account of difference in carrying   | yvalue and break   | up value of one of strate | egic investment.     |

**12.2.1** Market Treasury Bills have tenures of three months to one year. The Group's yield on these instruments ranges from 11.4% to 13.4% per annum (2008: 10.1% to 13.6% per annum) with maturities up to September 2010.

**12.2.2** Pakistan Investment Bonds have tenures of 5 to 10 years. The Group's return on these investments ranges from 4.6% to 13.1% per annum (2008: 4.6% to 6.3% per annum) with maturities from June 30, 2013 to September 03, 2019.

**12.2.3** Ijara sukuk bonds have tenures of three years with maturities upto September 2012.



| 12.3.2 Particulars of provision in respect of type and segment                              | <b>2009</b><br>Rupees '0 | 2008               | 12.6 Key financial information of subsidiary and associate comp  | ny as at December 31, 2009 is as follows : |                  |                         |               |                       |  |
|---|--------------------------|--------------------|--|--|------------------|-------------------------|---------------|-----------------------|--|
| Available for sale securities   | Rupees                   | 500                |  |  |                  | 2009                    |               |                       |  |
| Fully Paid up Ordinary Shares / Modaraba Certificates /<br>Closed end Mutual Fund Units     |                          |                    |  | Assets                                     | Liabilities      | Revenues<br>Rupees '000 | Profit / Loss | •                     |  |
| <ul> <li>Listed companies / modarabas / mutual funds</li> <li>Unlisted companies</li> </ul> | 196,436<br>242,588       | 291,357<br>102,516 | Subsidiary<br>Faysal Management Services (Private) Limited   | 185,776                                    | 2,506            |                         | 12,957        | 60%                   |  |
| Fully Paid up Preference Shares - Listed companies  | 132,564                  | 59,274             | Associate<br>Faysal Asset Management Limited   | 301,944                                    | 28,813           | 136,834                 | 26,599        | 30%                   |  |
| Open ended Mutual Fund Units  | 156,425                  | 162,415            |  | Assets                                     | Liabilities      | 2008<br>Revenues        | Profit / Loss | % Holding             |  |
| Term Finance Certificates <ul> <li>Listed TFCs</li> <li>Unlisted TFCs</li> </ul>            | 5,919<br>300,000         | 5,919<br>250,000   | Subsidiary<br>Faysal Management Services (Private) Limited   | 184,620                                    | 357              | Rupees '000<br>         | 11,772        | 60%                   |  |
| Held to maturity securities   |                          |                    | Associate<br>Faysal Asset Management Limited   | 279,953                                    | 31,819           | 135,742                 | 30,817        | 30%                   |  |
| Term Finance Certificates - Unlisted TFCs   | 31,150                   | 16,409             | 12.7 Investment in associate   |  |                  |                         |               |                       |  |
| Other Investments - Sukuk certificates 12.4 Quality of available for sale securities        | 75,000<br>1,140,082      | 887,890            | <b>12.7.1</b> Investment in Faysal Asset Management Limited (FAML) is account loss of the entity and its carrying amount as at December 31, 20 |  | ity method of ac | ccounting. The          | ·             | f the profit and 2008 |  |

The details regarding the quality of available for sale securities and their markup/interest and other terms are contained in Annexure I, which forms an integral part of these consolidated financial statements.

#### Unrealized loss on revaluation of investments classified as held for trading 12.5

| Market Treasury Bills         | (92)     | -       |
|-------------------------------|----------|---------|
| Fully Paid up Ordinary Shares | (48,992) | (3,410) |
|                               | (49,084) | (3,410) |

|                                      | 2009        | 2008   |  |  |  |
|--------------------------------------|-------------|--------|--|--|--|
|                                      | Rupees '000 |        |  |  |  |
| Balance at the beginning of the year | 73,130      | 33,885 |  |  |  |
| Investment made during the year      | -           | 30,000 |  |  |  |
| Share of profit                      | 7,979       | 9,245  |  |  |  |
| Dividends paid                       | -           | -      |  |  |  |
| Exchange differences                 | -           | -      |  |  |  |
|                                      | 81,109      | 73,130 |  |  |  |



|        |  | Note | 2009<br>Rupees | 2008<br>'000 | 13.2 | Net investment in finance lease     |                     |                  |                |                   |                  |                 |              |             |
|--------|--|------|----------------|--------------|------|-------------------------------------|---------------------|------------------|----------------|-------------------|------------------|-----------------|--------------|-------------|
| 13.    | ADVANCES   |      |                |              |      |                                     |                     | 2                | 2009           |                   |                  | 200             | 8            |             |
|        |  |      |                |              |      |                                     | Not later           | Later than       | Over five      | Total             | Not later        | Later than      | Over five    | Total       |
|        | Loans, cash credits, running finances, etc In Pakistan               |      | 85,056,738     | 73,509,851   |      |                                     | than one            | one and          | years          |                   | than one         | one and         | years        |             |
|        | Net investment in finance lease - In Pakistan                        | 13.2 | 11,112,580     | 13,212,735   |      |                                     | year                | less than        |                |                   |                  | year            | less than    |             |
|        |  | 1012 | 96,169,318     | 86,722,586   |      |                                     |                     | five years       |                | 5                 | 1000             | five years      |              |             |
|        | Bills discounted and purchased (excluding government treasury bills) |      | 00,100,010     | 00,122,000   |      |                                     |                     |                  |                | Rupee             | es '000          |                 |              |             |
|        | Payable in Pakistan  |      | 438,472        | 675,771      |      | Lease rentals receivable            | 4,507,793           | 4,947,192        |                | 9,454,985         | 5,280,636        | 6,350,315       | -            | 11,630,951  |
|        | Payable outside Pakistan   |      | 1,438,480      | 596,917      |      | Residual value                      | 938,017             | 2,337,952        |                | 3,275,969         | 1,016,575        | 2,559,573       | _            | 3,576,148   |
|        |  |      | 1,876,952      | 1,272,688    |      | Minimum lease payment               | 5,445,810           | 7,285,144        | -              | 12,730,954        | 6,297,211        | 8,909,888       | -            | 15,207,099  |
|        |  |      | 1,010,002      | 1,212,000    |      | Finance charge for                  | 0,110,010           | .,,              |                | ,. 00,00 .        | 0,201,211        | 0,000,000       |              | 10,201,000  |
|        | Margin financing / reverse repo transactions                         |      | 338,200        | 625,367      |      | future period                       | (820,439)           | (797,935)        | -              | (1,618,374)       | (1,010,978)      | (983,386)       | -            | (1,994,364) |
|        | Gross Advances   |      | 98,384,470     | 88,620,641   |      | Present value of minimum            |                     |                  |                |                   |                  |                 |              |             |
|        | Cross Advances   |      | 30,004,410     | 00,020,041   |      | lease payment                       | 4,625,371           | 6,487,209        | -              | 11,112,580        | 5,286,233        | 7,926,502       | -            | 13,212,735  |
|        | Provision for non-performing advances                                | 13.4 | (6,848,394)    | (4,891,775)  |      |                                     |                     |                  |                |                   |                  |                 |              |             |
|        | Provision for consumer loans - general                               | 13.5 | (190,075)      | (216,798)    |      |                                     | <b>.</b>            |                  |                |                   |                  |                 |              |             |
|        | for the concentre real of general                                    | 1010 | 91,346,001     | 83,512,068   | 13.3 | Advances includes Rs. 10.671 billio | on (2008: Rs. 7.446 | billion) which h | ave been place | l under non-perfe | orming status as | detailed below: |              |             |
| 13.1   | Particulars of advances (Gross)                                      |      |                |              |      |                                     |                     |                  |                | 2009              |                  |                 |              |             |
|        |  |      |                |              |      |                                     |                     | fied Advances    |                | Provision         | required         |                 | Provision he | Id          |
| 13.1.1 | In local currency  |      | 94,585,866     | 83,802,807   |      |                                     |                     |                  |                | nestic Overs      |                  | Domestic        | Overseas     | Total       |
|        | In foreign currency  |      | 3,798,604      | 4,817,834    |      |                                     |                     |                  |                |                   |                  | 201100110       | oronoodo     |             |
|        |  |      | 98,384,470     | 88,620,641   |      | Category of classification          |                     |                  |                | Rupees            | 000              |                 |              |             |
|        |  |      |                |              |      | Other assets especially             |                     |                  |                |                   |                  |                 |              |             |
| 13.1.2 | Short term (for upto one year)                                       |      | 61,236,117     | 37,992,137   |      | mentioned (Agri)                    | 277,202             | -                | 277,202        | -                 | -                |                 | -            | -           |
|        | Long term (for over one year)  |      | 37,148,353     | 50,628,504   |      | Substandard                         | 1,756,150           | - 1,             |                | 4,776             | - 334,77         |                 |              | 334,776     |
|        |  |      | 98,384,470     | 88,620,641   |      | Doubtful                            | 2,112,776           |                  |                | 0,237             | - 800,23         |                 | -            | 800,237     |
|        |  |      |                |              |      | Loss                                | 6,524,902           |                  | ·              | 9,323             | - 5,529,32       |                 |              | 5,529,323   |
|        |  |      |                |              |      |                                     | 10,671,030          | - 10,            | 671,030 6,66   | 4,336             | - 6,664,33       | 6,664,336       | -            | 6,664,336   |

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| For the year |

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|                            |           |                |           | 200       | )8              |           |           |                |           |  |
|----------------------------|-----------|----------------|-----------|-----------|-----------------|-----------|-----------|----------------|-----------|--|
|                            | Cla       | assified Advan | ces       | Pi        | ovision require | ed        |           | Provision held |           |  |
|                            | Domestic  | Overseas       | Total     | Domestic  | Overseas        | Total     | Domestic  | Overseas       | Total     |  |
|                            |           |                |           |           | Rupees '000 -   |           |           |                |           |  |
| Category of classification |           |                |           |           |                 |           |           |                |           |  |
| Other assets especially    |           |                |           |           |                 |           |           |                |           |  |
| mentioned (Agri)           | 242,329   | -              | 242,329   | -         | -               | -         | -         | -              | -         |  |
| Substandard                | 1,882,120 | -              | 1,882,120 | 655,627   | -               | 655,627   | 655,627   | -              | 655,627   |  |
| Doubtful                   | 1,520,190 | -              | 1,520,190 | 642,427   | -               | 642,427   | 642,427   | -              | 642,427   |  |
| Loss                       | 3,801,842 | -              | 3,801,842 | 3,535,045 | -               | 3,535,045 | 3,535,045 | -              | 3,535,045 |  |
|                            | 7,446,481 | -              | 7,446,481 | 4,833,099 | -               | 4,833,099 | 4,833,099 | -              | 4,833,099 |  |

#### 13.3.1 Change in accounting estimate

During the year the Group has revised its accounting estimate in accordance with the directives issued by SBP, and has considered the benefit of 40% (2008: 30%) of FSV of pledged stocks and mortgaged residential, commercial and industrial properties (land and building only) (2008: pledged stocks and mortgaged residential and commercial properties) held as collateral against all Non Performing Loans (NPLs), except consumer financing, for three years from the date of classification for calculating provisioning requirements. Benefit of FSV, calculated in accordance with these directives has resulted in reversal of provision of Rs. 637.461 million during the year. Total accumulated benefit as at December 31, 2009 amounts to Rs. 773.592 million. The additional impact on profitability from this benefit is not available for payment of cash or stock dividend. For Non Performing Loans in respect of consumer financing, benefit of 50% of the FSV of mortgage property is considered.

## 13.4 Particulars of provision for non-performing advances - in local currency

| 2009      |   |  | 2008                                   |  |   |  |
|-----------|---|--|--|--|---|--|
| Specific  | General   | Total  | Specific                               | General  | Total   |  |
|           |   | Rupees   | ; '000                                 |  |   |  |
| 4,833,099 | 58,676  | 4,891,775  | 3,199,581                              | 148,676  | 3,348,257   |  |
| 2,570,287 | 183,382   | 2,753,669  | 1,956,600                              | -  | 1,956,600   |  |
| -         | -   | -  | 90,000                                 | (90,000)   | -   |  |
| (729,255) | (58,000)  | (787,255)  | (411,993)                              | -  | (411,993)   |  |
| 1,841,032 | 125,382   | 1,966,414  | 1,634,607                              | (90,000)   | 1,544,607   |  |
| (9,795)   | -   | (9,795)  | (1,089)                                | -  | (1,089)   |  |
| 6,664,336 | 184,058   | 6,848,394  | 4,833,099                              | 58,676   | 4,891,775   |  |
|           | 4,833,099<br>2,570,287<br>(729,255)<br>1,841,032<br>(9,795) | Specific         General           4,833,099         58,676           2,570,287         183,382           -         -           (729,255)         (58,000)           1,841,032         125,382           (9,795)         - | Specific         General         Total | Specific         General         Total         Specific           -         -         Rupees         '000           4,833,099         58,676         4,891,775         3,199,581           2,570,287         183,382         2,753,669         1,956,600           -         -         -         90,000           (729,255)         (58,000)         (787,255)         1,634,607           1,841,032         125,382         1,966,414         1,634,607           (9,795)         -         (9,795)         (1,089) | Specific         General         Total         Specific         General |  |

|        | ( |
|--------|---|
| 13.5.1 |   |
| 13.6   | I |
| 13.6.1 | 1 |
| 13.6.2 | 1 |

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|   | 2009      |         |           | 2008      |         |           |
|---|-----------|---------|-----------|-----------|---------|-----------|
|   | Specific  | General | Total     | Specific  | General | Total     |
| Particulars of provision for non-performing advances: |           |         | Rupees    | '000      |         |           |
| In local currency                                     | 6,664,336 | 184,058 | 6,848,394 | 4,833,099 | 58,676  | 4,891,775 |

13.4.2 General provision represents provision made for potential losses and has been determined on the basis of management's best estimate.

| Particulars of provision for consumer loans - general - in local currency | 2009<br>Rupees | 2008<br>1000   |
|---|----------------|----------------|
| Opening balance   | 216,798        | 321,620        |
| Charge for the year<br>Reversals  | -<br>(26,723)  | -<br>(104,822) |
| Closing balance   | 190,075        | 216,798        |

General provision against consumer loans has been determined in accordance with the requirements of the Prudential Regulations issued by SBP (i.e. 1.5% of secured loans and 5% of unsecured loans).

| Particulars of write-off  | Note | 2009<br>Rupees      | 2008<br>000         |
|---|------|---------------------|---------------------|
| Against provisions<br>Directly charged to profit and loss account | 13.4 | 9,795<br>-<br>9,795 | 1,089<br>-<br>1,089 |
| Write offs of Rs 500,000 and above<br>Write offs below Rs 500,000 | 13.7 | 9,795<br>-<br>9,795 | 1,089<br>           |

#### Details of loans written off of Rs. 500,000 and above

The statement in respect of write-offs or any other financial relief of five hundred thousand rupees or above as required under sub-section (3) of section 33A of the Banking Companies Ordinance, 1962 is given as "Annexure II" to these consolidated financial statements.



|        |   | Note | <b>2009</b><br>Rupees '000 | 2008           | 14.2 Property and equipme                 | ent       |                     |           |                     |              |            |                     |              |                     |              |           |              |                      |
|--------|---|------|----------------------------|----------------|---|-----------|---------------------|-----------|---------------------|--------------|------------|---------------------|--------------|---------------------|--------------|-----------|--------------|----------------------|
| 13.8   | Particulars of loans and advances to directors, associated companies, etc.                  | Note | Rupees 000                 |                |   |           |                     | COST      |                     |              |            | ACCU                | MULATED DEPR |                     |              |           |              |                      |
|        | Debts due by directors, executives or officers of the Group or any of them either severally |      |                            |                | -   | As at A   | dditions /          |           | Additions /         | As at        | As at      | Charge / (on        | As at        | Charge / (on        | As at        | Book va   | December 31. | Rate of depreciation |
|        | or jointly with any other persons   |      |                            |                |   |           |                     | nuary 1,  | (deletions)         | December 31, | January 1, | deletions)          | January 1,   | deletions)          | December 31, | 2009      | 2008         | % per annum          |
|        | Balance at beginning of year  |      | 504,926                    | 407,271        |   | 2008      |                     | 2009      |                     | 2009         | 2008       |                     | 2009         |                     | 2009         |           |              |                      |
|        | Loans granted during the year   |      | 297,198                    | 259,903        |   |           |                     |           |                     |              | Ru         | pees '000           |              |                     |              |           |              |                      |
|        | Repayments  |      | (182,667)                  | (162,248)      | Owned                                     |           |                     |           |                     |              |            |                     |              |                     |              |           |              |                      |
|        | Balance at end of year  |      | 619,457                    | 504,926        |   |           |                     |           |                     |              |            |                     |              |                     |              |           |              |                      |
|        |   |      |                            |                | Freehold land                             | 40,184    | -                   | 40,184    | -                   | 40,184       | -          | -                   | -            | -                   |              | 40,184    | 40,184       | -                    |
|        | Debts due by companies or firms in which the directors of the Group are interested as       |      |                            |                |   |           |                     |           |                     |              |            |                     |              |                     |              |           |              |                      |
|        | directors, partners or in the case of private companies as members                          |      | 724 504                    | 000.000        | Leasehold land                            | 417,008   | -                   | 417,008   | 50,756              | 467,764      | 19,206     | -                   | 19,206       | -                   | 19,206       | 448,558   | 397,802      | -                    |
|        | Balance at beginning of year  |      | 731,564<br>72,735          | 806,989<br>529 | Building on freehold                      |           | -                   |           |                     |              |            | -                   |              | -                   |              |           |              |                      |
|        | Loans granted during the year<br>Repayments   |      | (1,741)                    | (75,954)       | land - note 14.2.2 & 14.2                 | 3 41,648  | -                   | 41,648    | -                   | 41,648       | 14,598     | 833                 | 15,431       | 578                 | 16,009       | 25,639    | 26,217       | 5                    |
|        | Balance at end of year  |      | 802,558                    | 731,564        |   |           | -                   |           | -                   |              |            | -                   |              | -                   |              |           |              |                      |
|        | Balance at end of year  |      | 002,000                    | 701,004        | Leasehold property                        |           |                     |           |                     |              |            |                     |              |                     |              |           |              |                      |
|        |   |      | 1,422,015                  | 1,236,490      | and improvement<br>note - 14.2.3          | 1,066,367 | 238,680<br>(49)     | 1,304,998 | 144,821             | 1,449,819    | 196,096    | 96,285<br>(7)       | 292,374      | 128,450             | 420,824      | 1,028,995 | 1,012,624    | 5 to 20              |
|        |   |      |                            |                |   |           | (10)                |           |                     |              |            | (.)                 |              |                     |              |           |              |                      |
| 13.8.1 | Maximum total amount of advances including temporary advances granted during the year       |      |                            |                | Office furniture,<br>fixtures, equipments |           |                     |           |                     |              |            |                     |              |                     |              |           |              |                      |
|        |   |      |                            |                | and computers                             | 1,113,133 | 316,807             | 1,414,953 | 481,269             | 1,873,234    | 637,445    | 250,236             | 882,421      | 332,139             | 1,195,151    | 678,083   | 532,532      | 20 to 33.33          |
|        | Debts due by directors, executives or officers of the Group or any of them either severally |      |                            |                | note - 14.2.4                             |           | (14,987)            |           | (22,988)            |              |            | (5,260)             |              | (19,409)            |              |           |              |                      |
|        | or jointly with any other persons   |      | 619,457                    | 504,926        | Vehicles                                  | 241.648   | 144.035             | 344.984   | 113,252             | 405.410      | 83.059     | 44.628              | 107.593      | 52.672              | 131.071      | 274,339   | 237.391      | 20                   |
|        |   |      |                            |                |   | ,         | (40,699)            | - ,       | (52,826)            |              | ,          | (20,094)            | . ,          | (29,194)            | - ,-         | ,         | - ,          |                      |
|        | Debts due by companies or firms in which the directors of the Group are interested as       |      | 000 550                    | 000.000        | -   | 2,919,988 | 699,522             | 3,563,775 | 790,098             | 4,278,059    | 950,404    | 391,982             | 1,317,025    | 513,839             | 1,782,261    | 2,495,798 | 2,246,750    |                      |
|        | directors, partners or in the case of private companies as members                          |      | 802,558                    | 806,989        |   |           | (55,735)            |           | (75,814)            |              |            | (25,361)            |              | (48,603)            |              |           |              |                      |
| 14.    | OPERATING FIXED ASSETS  |      | 1,422,015                  | 1,311,915      | Assets subject to                         |           |                     |           |                     |              |            |                     |              |                     |              |           |              |                      |
| 14.    | OFERATING FIXED ASSETS  |      |                            |                | finance lease                             |           |                     |           |                     |              |            |                     |              |                     |              |           |              |                      |
|        | Capital work-in-progress  | 14.1 | 65,033                     | 241,253        | Vehicles                                  | 15,999    | -                   | 14,830    | -                   | -            | 9,488      | 1,498               | 10,986       | -                   |              | -         | 3,844        | 20                   |
|        | Property and equipment  | 14.2 | 2,495,798                  | 2,250,594      |   |           | (1,169)             |           | (14,830)            |              |            | -                   |              | (10,986)            |              |           |              |                      |
|        | Intangible assets   | 14.3 | 226,786                    | 155,131        |   | 2,935,987 | 699,522<br>(56,904) | 3,578,605 | 790,098<br>(90,644) | 4,278,059    | 959,892    | 393,480<br>(25,361) |              | 513,839<br>(59,589) | 1,782,261    | 2,495,798 | 2,250,594    |                      |
|        |   |      | 2,787,617                  | 2,646,978      |   |           | (56,904)            |           | (90,644)            |              |            | (20,301)            |              | (59,569)            | :            |           |              |                      |
| 14.1   | Capital work-in-progress  |      |                            |                |   |           |                     |           |                     |              |            |                     |              |                     |              |           |              |                      |
|        | Civil works   |      | 18,578                     | 32,911         |   |           |                     |           |                     |              |            |                     |              |                     |              |           |              |                      |
|        | Equipment   |      | 20,705                     | 64,022         |   |           |                     |           |                     |              |            |                     |              |                     |              |           |              |                      |
|        | Advances to suppliers and contractors   |      | 25,750                     | 144,320        |   |           |                     |           |                     |              |            |                     |              |                     |              |           |              |                      |
|        |   |      | 65,033                     | 241,253        |   |           |                     |           |                     |              |            |                     |              |                     |              |           |              |                      |
|        |   |      |                            |                |   |           |                     |           |                     |              |            |                     |              |                     |              |           |              |                      |

#### 14.2 Property and equipment

- 14.2.1 Included in cost of property and equipment are fully depreciated items still in use having cost of Rs. 683.744 million (2008: Rs. 505.945 million).
- **14.2.2** One of these properties is encumbered to the extent of Rs. 34 million on account of a claim by a local bank in settlement of its second charge. Furthermore, two floors of the said property have been restricted from sale by the High Court.

## 14.2.3 Change in accounting estimate

During the year, the Group reviewed the useful life of "leasehold property and improvements". Previously, useful life was estimated at 50 years, which has been revised to 20 years. This has and will result in an increase in depreciation charge by Rs. 13 million in current and in each of the future years respectively.

**14.2.4** During the year 100 used personal computers having cost of Rs. 7.741 million and book value of Rs. 0.469 million were donated to "The Citizens' Foundation" a non-profit organisation. Further, another 83 used personal computers having nil book value were donated to various NGOs namely; Layton Rahmatullah Benevolent Trust (25), Behbud Association (25), Mashal Trust (3) and Teach a Child School Systems (30).

## 14.3 Intangible assets

|                   | COST               |             |                    |              |                   | ACCUMULATED AMORTISATION |             |                    |             |                   | Book va   | Rate of |              |  |
|-------------------|--------------------|-------------|--------------------|--------------|-------------------|--------------------------|-------------|--------------------|-------------|-------------------|---|---------|--------------|--|
|                   | As at              | Additions/  | As at              | Additions/   | As at             | As at                    | Charge/ (on | As at              | Charge/ (on | As at             | December 31,         December 31,           2009         2008 |         | amortisation |  |
|                   | January 1,<br>2008 | (deletions) | January 1,<br>2009 | (deletions)  | December 31, 2009 | January 1,<br>2008       | deletions)  | January 1,<br>2009 | deletions)  | December 31, 2009 |   |         | % per annum  |  |
|                   |                    |             |                    |              |                   | F                        | Rupees '000 |                    |             |                   |   |         |              |  |
| Computer software | 165,390            | 67,901      | 233,291            | 168,493<br>- | 401,784           | 24,011                   | 54,149<br>- | 78,160             | 96,838<br>- | 174,998           | 226,786   | 155,131 | 20 to 33.33  |  |

14.3.1 Intangible assets include fully amortised items still in use having cost of Rs. 10.336 million (2008: Rs. 8.777 million).

14.4

Details of disposal of fixed assets to executives, and other persons having cost of more than Rs.1 million or net book value Rs. 250,000 or above are as follows:

| Description  | Cost  | Accumulated depreciation   | Book Sale<br>value proceeds  |  | Mode of<br>disposal   | Particulars of purchaser / addresses  |  |  |  |
|--|---|--|--|--|---|---|--|--|--|
|  |   | Rupees '   | 000  |  | -   |   |  |  |  |
| Owned - Vehicles   |   |  |  |  |   |   |  |  |  |
| Mercedes Benz<br>Honda Civic<br>Honda Civic<br>Kia Sportage<br>Honda Accord<br>Mercedes Benz<br>Honda Civic VTI<br>Honda Accord<br>Suzuki Cultus<br>Toyota Corolla<br>Toyota Corolla<br>Toyota Corolla<br>Honda Civic VTI<br>Suzuki Cultus | 5,116<br>886<br>1,381<br>1,169<br>2,410<br>10,478<br>1,169<br>2,410<br>585<br>1,387<br>1,169<br>1,209<br>1,237<br>560 | 3,325<br>343<br>221<br>733<br>1,253<br>6,427<br>764<br>1,542<br>226<br>129<br>639<br>774<br>693<br>306 | 1,791<br>543<br>1,160<br>436<br>1,157<br>4,051<br>405<br>868<br>359<br>1,258<br>530<br>435<br>544<br>254 | 1,791<br>538<br>1,160<br>479<br>1,465<br>4,500<br>421<br>1,725<br>555<br>1,260<br>745<br>435<br>425<br>509 | Policy<br>Policy<br>Policy<br>Bid<br>Policy<br>Negotiation<br>Policy<br>Policy<br>Policy<br>Policy<br>Policy<br>Policy<br>Policy<br>Policy<br>Bid | Mr. Khalid Siddique Tirmizey (Ex employee)<br>Mr. Masood Jafferi (Employee)<br>Mr. Mohammad Siddique Memon (Ex employee)<br>Mr. Waheed Ahmed (Individual) Lahore<br>Mr. Syed Mustafa Aftab (Employee)<br>Eye Television Network Limited<br>Mr. Siddique Memon (Ex employee)<br>Mr. Jameel Irshad (Employee)<br>Ms. Mariyam Khalid (Employee)<br>Mr. Rizwan Karamat (Employee)<br>Mr. Salman Altaf (Employee)<br>Mr. Irfan Uddin (Employee)<br>Mr. Tanwir-Ul-Hassan (Employee)<br>Mr. Tanward (Ladividual) |  |  |  |
| Suzuki Cultus<br>Suzuki Cultus<br>Honda City<br>Toyota Corolla<br>Suzuki Cultus  | 555<br>625<br>560<br>905<br>598   | 252<br>283<br>217<br>543<br>287  | 303<br>342<br>343<br>362<br>311  | 583<br>610<br>544<br>380<br>475  | Policy<br>Policy<br>Policy<br>Policy<br>Bid   | Mr. Imran Ahmed (Individual),<br>House No. A-908/12, F.B. Area Gulberg, Karachi.<br>Mr. Arshad Mehmud (Employee)<br>Mr. Koser Niazi (Employee)<br>Mr. Sarmad Ijaz (Employee)<br>Mr. Ashraf Ali (Employee)<br>Mr. Sultan Hasan Khan (Individual),  |  |  |  |
| Suzuki Cultus<br>Honda Civic VTI<br>Suzuki Cultus<br>Honda Civic<br>Suzuki Cultus<br>Honda Civic<br>Suzuki Cultus<br>Honda City  | 663<br>1,405<br>652<br>1,237<br>600<br>1,208<br>617<br>885  | 186<br>918<br>122<br>792<br>216<br>644<br>173<br>566   | 477<br>487<br>530<br>445<br>384<br>564<br>444<br>319   | 424<br>506<br>652<br>445<br>384<br>556<br>456<br>319   | Policy<br>Policy<br>Insurance Claim<br>Policy<br>Policy<br>Policy<br>Policy<br>Policy<br>Policy   | House No. A-908/12, F.B. Area Gulbarg Karachi.<br>Mr. Mustafa Aftab (Employee)<br>Mr. Iqbal A. Zuberi (Employee)<br>EFU General Insurance Ltd, Karachi.<br>Ms. Seemi Shafi (Employee)<br>Mr. Imran Siraj (Employee)<br>Ms. Farah Naz (Employee)<br>Mr. Faysal A. Lehri (Employee)<br>Mr. Anjum Siddiqui (Employee)  |  |  |  |

| Description      | Cost  | Accumulated depreciation | Book<br>value | Sale<br>proceeds | Mode of<br>s disposal | Particulars of purchaser / addresses                        |
|------------------|-------|--------------------------|---------------|------------------|-----------------------|---|
|                  |       | Rupees                   | '000          |                  |                       |   |
| Owned - Vehicles |       |                          |               |                  |                       |   |
| Honda Civic      | 1,237 | 792                      | 445           | 445              | Policy                | Mr. Ahmed Hemani (Employee)                                 |
| Suzuki Cultus    | 612   | 188                      | 424           | 445              | Policy                | Mr. Syed Saquib Imam Zaidi (Employee)                       |
| Toyota Corolla   | 1,199 | 144                      | 1,055         | 1,079            | Insurance Claim       | EFU General Insurance Ltd, Karachi.                         |
| Suzuki Cultus    | 510   | 197                      | 313           | 524              | Policy                | Ms. Sadia Hayat (Employee)                                  |
| Suzuki Cultus    | 555   | 259                      | 296           | 550              | Bid                   | Mr. Khurram Mehboob (Individual),                           |
|                  |       |                          |               |                  |                       | 14 A/B-1, Satellite Town, Rawalpindi.                       |
| Suzuki Cultus    | 595   | 270                      | 325           | 643              | Bid                   | Mr. Rizwan Mazhar (Individual),                             |
|                  |       |                          |               |                  |                       | House No. 148, Mahallah Asghar Mall Scheme, Rawalpindi.     |
| Suzuki Cultus    | 600   | 232                      | 368           | 368              | Policy                | Mr. Abid R. Abbas (Employee)                                |
| Honda Civic      | 1,382 | 332                      | 1,050         | 1,050            | Policy                | Mr. Mohammad Abadullah (Employee)                           |
| Suzuki Cultus    | 555   | 252                      | 303           | 303              | Policy                | Mr. Nadeem S. Rathore (Employee)                            |
| Honda City       | 835   | 534                      | 301           | 301              | Policy                | Mr. Iqbal A. Zubairi (Employee)                             |
| Suzuki Cultus    | 560   | 306                      | 254           | 254              | Policy                | Mr. Imran Ali (Employee)                                    |
| Honda City       | 949   | 632                      | 317           | 768              | Bid                   | Mr. Malik Ishaq (Individual),                               |
| -                |       |                          |               |                  |                       | SA. 1063, Sadiqabad Chowk Road, Rawalpindi.                 |
| Toyota Corolla   | 1,050 | 840                      | 210           | 807              | Bid                   | M/S Car Corporation Company                                 |
| -                |       |                          |               |                  |                       | 111/B, Block-2, Khalid Bin Waleed Road, P.E.C.H.S, Karachi. |
| Honda City       | 930   | 508                      | 422           | 649              | Insurance Claim       | EFU General Insurance Ltd, Karachi.                         |

## DEFERRED TAX ASSETS / (LIABILITIES) - NET

15.

|  | 2009   |                                     |   |  |  |  |
|--|--|-------------------------------------|---|--|--|--|
|  | Opening<br>Balance                             | Recognised<br>in profit<br>and loss | Recognised<br>in surplus on<br>revaluation<br>is '000 | Closing<br>Balance                             |  |  |
| Deferred credits arising in respect of:  |  | -1                                  |   |  |  |  |
| <ul> <li>Finance lease arrangements</li> <li>Undistributed income of subsidiaries</li> <li>Accelerated depreciation allowance</li> <li>Surplus on revaluation of securities</li> <li>Deferred debits arising in respect of:</li> </ul> | (2,833,019)<br>(872)<br>(194,081)<br>(76,260)  | 2,078,624<br>(197)<br>(3,376)<br>-  | -<br>-<br>-<br>(78,628)                               | (754,395)<br>(1,069)<br>(197,457)<br>(154,888) |  |  |
| <ul> <li>Provision against non-performing advances</li> <li>Provision for dimunition in the value of investments</li> <li>Taxable business losses</li> </ul>   | (7,431)<br>73,962<br>420,811                   | 1,931,256<br>294,900<br>(420,811)   | -<br>-<br>(38,692)                                    | 1,923,825<br>368,862<br>-<br>03.071            |  |  |
| - Deficit on revaluation of government securities  | <u> </u>                                       | 3,880,396                           | (117,320)   | <u>93,971</u><br>1,278,849                     |  |  |
|  |  | 20                                  | 008   |  |  |  |
|  | Opening<br>Balance                             | Recognised<br>in profit<br>and loss | Recognised<br>in surplus on<br>revaluation            | Closing<br>Balance                             |  |  |
| Deferred credits arising in respect of:  |  | Rupee                               | s '000  |  |  |  |
| <ul> <li>Finance lease arrangements</li> <li>Undistributed income of subsidiaries</li> <li>Accelerated depreciation allowance</li> <li>Surplus on revaluation of securities</li> </ul>   | (2,378,019)<br>(500)<br>(173,055)<br>(663,666) | (455,000)<br>(372)<br>(21,026)      | -<br>-<br>587,406                                     | (2,833,019)<br>(872)<br>(194,081)<br>(76,260)  |  |  |
| Deferred debits arising in respect of:   | (000,000)                                      |                                     | 567,400   | (70,200)                                       |  |  |
| - Provision against non-performing advances  | 29,258   | (36,689)                            | -   | (7,431)  |  |  |

51,958

355,729

(2,691,966)

86,329

22,004

65,082

-(426,001)

- Provision against non-performing advances
- Provision for dimunition in the value of investments
- Taxable business losses
- Deficit on revaluation of government securities

73,962

420,811

132,663

(2,484,227)

-

-

46,334

633,740



| 16.          | OTHER ASSETS  | Note         | <b>2009</b><br>Rupees '00   | 2008<br>00  | 18.          | BORROWINGS FROM FINANCIAL INSTITUTIONS   | Note   | 2009<br>Rupees  | 2008<br>s '000   |
|--------------|---|--------------|---|---|--------------|--|--|---|--|
|              | Income / mark-up accrued in local currency<br>Income / mark-up accrued in foreign currency<br>Advances, deposits, advance rent and other prepayments<br>Non-banking assets acquired in satisfaction of claims<br>Suspense account<br>Unrealised gain on revaluation of forward foreign exchange contracts | 16.1         | 2,938,935<br>2,719<br>254,774<br>1,258,578<br>28,506<br>10,004      | 2,200,809<br>42,475<br>216,155<br>307,376<br>22,181               | 18.1         | In Pakistan<br>Outside Pakistan<br>Particulars of borrowings with respect to currencies  |  | 34,964,216<br>21,550<br>34,985,766                                      | 13,019,090<br>8,378<br>13,027,468                          |
|              | Dividend receivable<br>Receivable from brokers - secured<br>Others<br>Less: Provision held against other assets<br>Other assets (net of provision)  | 16.2<br>16.3 | 62,995<br>369,243<br>142,551<br>5,068,305<br>(101,589)<br>4,966,716 | 40,270<br>2,899<br>540,368<br>3,372,533<br>(108,033)<br>3,264,500 | 18.2         | In local currency<br>In foreign currencies<br>Details of borrowings from financial institutions  |  | 34,753,612<br>232,154<br>34,985,766                                     | 12,860,893<br>166,575<br>13,027,468                        |
| 16.1         | Market value of non-banking assets acquired in satisfaction of<br>claims - determined by professional valuer  |              | 1,400,965   | 596,964   | 10.2         | Secured<br>Borrowings from State Bank of Pakistan  |  |   |  |
| 16.2<br>16.3 | This represents amount receivable from brokers against sale of shares.  Provision against other assets  |              |   |   |              | <ul> <li>- Under export refinance scheme - Part I and II</li> <li>- Under scheme for Long Term Financing of Export Projects - (LTF-EOP)</li> <li>- Under Long Term Financing Facility (LTFF)</li> <li>Repurchase agreement borrowings</li> </ul>   | 18.3<br>18.4<br>18.5<br>18.6                           | 8,671,912<br>1,968,740<br>166,581<br>17,206,379                         | 7,568,725<br>2,086,845<br>95,002<br>1,110,321              |
| 10.0         | Opening balance<br>Charge for the year<br>Reversals<br>Closing balance  |              | 108,033<br>12,648<br>(19,092)<br>(6,444)<br>101,589                 | 11,169<br>96,864<br>-<br>96,864<br>108,033                        |              | Unsecured<br>Call borrowings<br>Overdrawn nostro accounts  | 18.7   | 6,950,604<br>21,550<br>6,972,154<br>34,985,766                          | 2,158,197<br>8,378<br>2,166,575<br>13,027,468              |
| 17.          | BILLS PAYABLE<br>In Pakistan<br>Outside Pakistan  |              | 1,451,976<br>13,475<br>1,465,451                                    | 1,523,430<br>13,087<br>1,536,517                                  | 18.3<br>18.4 | These represent borrowings from SBP under export refinance scheme at 7.00% per annum (2004) the terms of the agreement, the holding company has granted SBP a right to recover the outstand of maturity of finances by directly debiting the current account of the holding company maintained. These represent borrowings from SBP under scheme for Long Term Financing of Export Oriented per annum (2008: 4.00% to 5.00% per annum), and have varying long term maturities stipulated holding company has granted SBP a right to recover the outstanding amount from the holding company form the scheme for Long Term Financing of Export Oriented per annum (2008: 4.00% to 5.00% per annum), and have varying long term maturities stipulated holding company has granted SBP a right to recover the outstanding amount from the holding company holding company has granted SBP a right to recover the outstanding amount from the holding company has granted SBP a right to recover the outstanding amount from the holding company has granted SBP a right to recover the outstanding amount from the holding company has granted SBP a right to recover the outstanding amount from the holding company has granted SBP a right to recover the outstanding amount from the holding company has granted SBP a right to recover the outstanding amount from the holding company has granted SBP a right to recover the outstanding amount from the holding company has granted SBP a right to recover the outstanding amount from the holding company has granted SBP and the scheme for Long Term States and the scheme for Long | ding amount<br>with SBP.<br>ed Projects<br>I by SBP. A | t from the holding co<br>at rates ranging from<br>s per the terms of th | mpany at the date<br>m 4.00% to 5.00%<br>he agreement, the |

holding company has granted SBP a right to recover the outstanding amount from the holding company at the respective date of maturity of finances by directly debiting the current account of the holding company maintained with SBP.

| Faysal Bank Limited and its Subsidiary         |
|--|
| NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS |
| For the year ended December 31, 2009           |

- This represents borrowings from SBP under scheme for Long Term Financing facility at rates ranging from 7.20% to 7.70% per annum (2008: 6.50% to 7.00% per annum), and have varying long term maturities stipulated by SBP. As per the terms of the agreement, the holding company has granted 18.5 SBP a right to recover the outstanding amount from the holding company at the respective date of maturity of finances by directly debiting the current account of the holding company maintained with SBP.
- This represents collateralized borrowings against market treasury bills and Pakistan investment bonds at rates ranging from 11.00% to 12.15% per 18.6 annum (2008: 12.75% to 14.90% per annum) maturing upto January 2010.
- These borrowings are from various institutions in the interbank market, made at rates ranging from 11.25% to 12.40% per annum (2008: 6.00% to 18.7 14.10% per annum) maturing up to June 2010.

| 19.  | DEPOSITS AND OTHER ACCOUNTS         | 2009        | 2008        |
|------|-------------------------------------|-------------|-------------|
|      |                                     | Rupees      | s '000      |
|      | Customers                           |             |             |
|      | Fixed deposits                      | 52,917,024  | 52,400,612  |
|      | Savings deposits                    | 40,443,955  | 25,317,608  |
|      | Current accounts - Remunerative     | -           | -           |
|      | Current accounts - Non-remunerative | 21,141,281  | 18,468,465  |
|      | Margin accounts                     | 1,733,746   | 2,018,677   |
|      | 0                                   | 116,236,006 | 98,205,362  |
|      | Financial Institutions              |             | , ,         |
|      | Remunerative deposits               | 7,223,895   | 4,349,693   |
|      | Non-remunerative deposits           | 9,782       | 37,418      |
|      | ·                                   | 7,233,677   | 4,387,111   |
|      |                                     | 123,469,683 | 102,592,473 |
|      |                                     |             |             |
| 19.1 | Particulars of deposits             |             |             |
|      | In local currency                   | 116,140,694 | 94,787,258  |
|      | In foreign currencies               | 7,328,989   | 7,805,215   |
|      |                                     | 123,469,683 | 102,592,473 |

19.2 The above includes deposits of related parties amounting to Rs. 2.787 billion (2008: Rs. 1.542 billion).

21.1

21.



20.

## SUB-ORDINATED LOANS

These represent listed, rated and un-secured Term Finance Certificates (TFCs). The salient features of the issue are as follows:

|                     |  | <b>2009</b><br>Rupees '0 | 2008<br>000    |
|---------------------|--|--------------------------|----------------|
| Outstanding amount  | -  | 999,200                  | 999,600        |
| Total Issue Amount  | -  | 1,000,000                | 1,000,000      |
| Rating              | "AA-" (Double A Minus) by JCR-VIS  |                          |                |
| Rate                | Base Rate Plus 1.40%<br>The Base Rate is defined as the Ask Side of Six Months Karachi Inter-b<br>on the base rate setting date. | ank Offered Rate (KIB    | OR) prevailing |
| Subordination       | The TFCs are subordinated to all other indebtedness of the Bank includ   | ing deposits.            |                |
| Tenor and maturity  | 7 years from the date of issue   |                          |                |
| Principal Repayment | 0-60 months: 0.2%<br>66-84 months: 24.95%  |                          |                |
| Profit Payment      | Profit is payable semi-annually in arrears.  |                          |                |

## LIABILITIES AGAINST ASSETS SUBJECT TO FINANCE LEASE

|   |                              | 2009                                       |                       |                              | 2008                                       |                       |  |  |
|---|------------------------------|--|-----------------------|------------------------------|--|-----------------------|--|--|
|   | Minimum<br>lease<br>payments | Financial<br>charges for<br>future periods | Principal outstanding | Minimum<br>lease<br>payments | Financial<br>charges for<br>future periods | Principal outstanding |  |  |
|   |                              |  | Rupees                | s '000                       |  |                       |  |  |
| Not later than one year                           | -                            | -  | -                     | 4,147                        | 44   | 4,103                 |  |  |
| Later than one year and not later than five years |                              | ·  |                       | 4.147                        |  | 4.103                 |  |  |
|   |                              |  |                       |                              |  | 4,100                 |  |  |

The holding company had entered into agreements with a modaraba for lease of vehicles on commercial terms which was settled on maturity during the year.



| 22.         | OTHER LIABILITIES  | 2009         2008           Note         Rupees '000                               | 24. RESERVES Note   | 2009 2008<br>Rupees '000  |
|-------------|--|--|---|---|
|             | Mark-up / return payable in local currency<br>Mark-up / return payable in foreign currencies<br>Unearned commission / income                     | 1,688,2811,418,83226,32448,65223,24975,277   | Statutory reserve       24.1         Capital market reserve       24.2  | 3,640,5143,400,481389,542389,5424,030,0563,790,023  |
|             | Accrued expenses<br>Current taxation (provisions less payments)<br>Unclaimed dividends   | 435,423       299,839         665,748       460,908         42,788       43,128    | <b>24.1</b> Appropriations are made to statutory reserve as required by section 21 of the Banking Companies Ordinance, 1962, @    | 20% of profit after tax for the year.   |
|             | Branch adjustment account  | <b>139</b> 3,776   | <b>24.2</b> This represents reserve created to meet unforeseen future contingencies in the capital market.                        |   |
|             | Unrealised loss on revaluation of forward foreign exchange contracts<br>Withholding tax payable  | - 23,849<br><b>48,290</b> 66,089   | 25. SURPLUS / (DEFICIT) ON REVALUATION OF ASSETS - BY TYPE AND SEGMENT  |   |
|             | Federal Excise Duty payable<br>Security deposits against finance leases  | <b>14,782</b> 9,266<br><b>3,275,969</b> 3,576,148                                  | Available for sale securities   |   |
|             | Payable to brokers<br>Others   | 22.1     73,841     8,519       684,470     607,619       6,979,304     6,641,902  | Federal Government Securities <ul> <li>Market Treasury Bills</li> <li>Pakistan Investment Bonds</li> </ul>                        | <b>(45,557)</b> (27,831)<br><b>(218,161)</b> (351,207)  |
| 22.1        | This represents amounts payable to brokers against purchase of shares.   |  | - Ijara Sukuk Bonds   | (2,113)   |
| 23.<br>23.1 | SHARE CAPITAL Authorised capital   |  | Fully Paid up Ordinary Shares / Modarba Certificates / Closed end Mutual Fund Units - Listed companies / modarabas / mutual funds | <b>28,237</b> (32,402)  |
|             | <b>2009</b> 2008   |  | Fully Paid up Preference Shares   | (0.500)   |
|             | Number of Shares   |  | - Listed companies  | <b>4,048</b> (2,586)  |
|             | <b>1,200,000,000</b> 600,000,000 Ordinary shares of Rs. 10 each  | <b>12,000,000</b> 6,000,000  | Term Finance Certificates - Listed TFCs   | <b>(75,147)</b> (79,836)  |
| 23.2        | Issued, subscribed and paid-up capital   |  | Open ended Mutual Fund Units  | <b>1,818,859</b> 1,073,580  |
|             | 2009 2008 Ordinary shares<br>Number of Shares  |  | Other Investments - Sukuk certificates  | (2,656)   |
|             | 201,451,420201,451,420Fully paid in cash391,979,722312,533,051Issued as bonus shares15,660,00015,660,000Issued for consideration other than cash | <b>2,014,514</b> 2,014,514<br><b>3,919,797</b> 3,125,331<br><b>156,600</b> 156,600 | Deferred tax (liability) / asset       25.1   | 1,507,510         579,718           (60,917)         56,403           1,446,593         636,121 |
|             | 13,600,000         13,600,000         Issued for consideration other than cash           609,091,142         529,644,471                         | <b>6,090,911</b> 5,296,445   | 25.1 This represents deferred tax on surplus / (deficit) on revaluation of securities at applicable tax rates.                    |   |

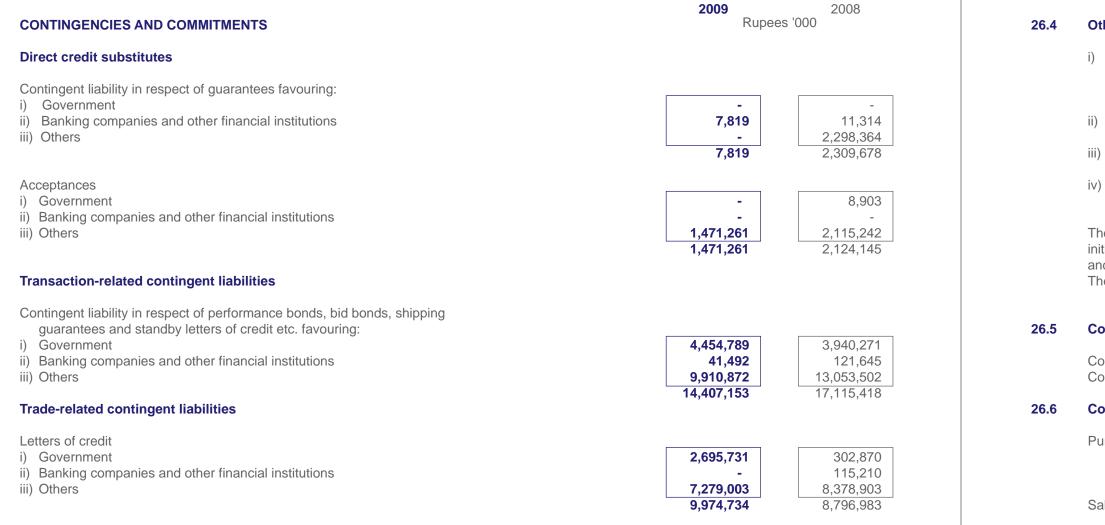
As at December 31, 2009, Ithmaar Bank (the ultimate holding company of FBL) through its subsidiaries and nominees held 407,742,454 ordinary shares of Rs. 10 each (2008: 354,558,660 ordinary shares).

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| Other Contingencies   | <b>2009</b><br>Rupees '00 | 2008<br>00 |
|---|---------------------------|------------|
| <ul> <li>Suit filed by a customer for recovery of alleged losses suffered which is pending in the<br/>High Court of Sindh; The Holding Company's legal advisors are confident<br/>that the Holding Company has a strong case</li> </ul> | 2,500,000                 | 2,500,000  |
| ii) Indemnity issued favouring the High Court in above case   | 457,543                   | 457,543    |
| iii) Claims against the Group not acknowledged as debt  | 1,641,661                 | 1,126,990  |

iv) Income tax assessments of the Holding Company have been finalised upto the tax year 2008 (Accounting year 2007). Return for the tax year 2009 has also been filed.

The department and the Holding Company have disagreements on various matters for tax years from 1994 to 2008. These include disallowance of initial depreciation on leases, disallowance of provision for bad debts, bad debts written off, taxability of NIT dividend, status of AFIBL, excess perquisites and others. The Holding Company and the department have filed appeals with CIT (Appeals), ITAT and the High Court in the aforementioned matters. The management and the tax consultant are confident that the decision in respect of these matters will be received in the Holding Company's favour.

| Commitments in respect of forward lending                                    | 2009<br>Rupees       | 2008<br>'000         |
|--|----------------------|----------------------|
| Commitment to extend credit - advances<br>Commitment to invest in securities | 2,000,000<br>210,000 | 3,179,852<br>330,000 |
| Commitments in respect of forward exchange contracts                         |                      |                      |
| Purchase   |                      |                      |
| - Customers  | 1,745,536            | 1,103,966            |
| - Banks  | 6,390,515            | 4,905,443            |
|  | 8,136,051            | 6,009,409            |
| Sale   |                      |                      |
| - Customers  | 4,840                | -                    |
| - Banks  | 6,522,648            | 3,224,281            |
|  | 6,527,488            | 3,224,281            |
|  |                      |                      |

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| 84,787<br>17,250,582<br>15,088,857  | 196,637<br>1,122,184<br>3,448,631       |  |  |  |  |
|---|---|--|--|--|--|
| <b>15,088,857</b><br>is are dependent upon movements in p   |   |  |  |  |  |
| <b>15,088,857</b><br>is are dependent upon movements in p   |   |  |  |  |  |
|   |   |  |  |  |  |
|   |   |  |  |  |  |
| by the Group are forward foreign exch<br>aps, Forward Rate Agreements   | hange contracts and                     |  |  |  |  |
| A forward foreign exchange contract is an agreement to buy or sell a specified amount of foreign currency on a specified future date at an agreed rate. The Group enters into these contracts for the purposes of squaring currency position. |   |  |  |  |  |
| ket prices in active markets. Derivative lue is negative.   | es are carried in the                   |  |  |  |  |
| rparty to default on its contractual oblig<br>nich is limited to the positive fair va   |   |  |  |  |  |
| end have been give in note 26. There w  | vas no equity futures                   |  |  |  |  |
|   |   |  |  |  |  |
|   |   |  |  |  |  |
| ſ   | nich is limited to the positive fair va |  |  |  |  |

|  | 2009       | 2008       |
|--|------------|------------|
| MARK-UP / RETURN / INTEREST EARNED   | Rupee      | s '000     |
| a) On financing to:  | 44 000 040 | 0.500.000  |
| i) customers   | 11,293,342 | 9,508,383  |
| ii) financial institutions   | 103,439    | 131,226    |
| b) On investments in:  | ( 000      |            |
| i) held for trading securities   | 1,689      | -          |
| ii) available for sale securities  | 4,028,665  | 1,766,069  |
| iii) held to maturity securities   | 1,259,364  | 837,144    |
| c) On deposits with treasury bank and financial institutions                         | 65,236     | 364,823    |
| d) On securities purchased under resale agreements                                   | 206,140    | 796,487    |
|  | 16,957,875 | 13,404,132 |
| MARK-UP / RETURN / INTEREST EXPENSED   |            |            |
| Deposits   | 9,300,148  | 7,186,535  |
| Securities sold under repurchase agreements  | 1,289,906  | 306,768    |
| Other short term borrowings  | 1,102,721  | 695,823    |
| Long term borrowings   | 105,800    | 116,209    |
| Sub-ordinated loan   | 148,004    | 130,801    |
|  | 11,946,579 | 8,436,136  |
| GAIN / (LOSS) ON SALE OF SECURITIES  |            |            |
| Federal Government Securities  |            |            |
| - Market Treasury Bills  | 8,220      | -          |
| - Pakistan Investment Bonds  | 46,415     | -          |
| Fully Paid up Ordinary Shares / Modaraba Certificates / Closed end Mutual Fund Units | 449,755    | (130,829)  |
| Units of open end Mutual Fund Units  | 320,231    | (3,052)    |
| Units of open end Mutual Fund Units  |            |            |



| 31. | OTHER INCOME   | Note                 | <b>2009</b><br>Rupee                       | 2008<br>s '000                       | 32.1 | Donations were made in the year are as follows:   | Note   | 2009<br>Rupees                      | 2008   |
|-----|--|----------------------|--|--------------------------------------|------|---|--------|-------------------------------------|--|
|     | Rent on property<br>Maintenance charges on property rented<br>Net profit on sale of property and equipment<br>Recovery of amount written off previously invested in COIs<br>Others |                      | 50,284<br>11,095<br>5,788<br>12,500<br>924 | 52,670<br>15,972<br>10,761           |      | <b>Donee</b><br>The Aga Khan University<br>SWAT Refugee Relief Fund<br>The Helpcare Society<br>The Citizens Foundation      | 14.2.4 | 100<br>1,036<br>480<br>469          | -<br>-<br>-                                    |
| 32. | ADMINISTRATIVE EXPENSES  | -                    | 80,591                                     | 79,403                               |      | Others<br>Health Oriented Preventive Education (HOPE)<br>All Pakistan Women's Association (APWA)                            | 14.2.4 | -                                   | -<br>50<br>10                                  |
|     | Salaries, allowances and other employee benefits<br>Charge for defined benefit plan<br>Contribution to defined contribution plan   |                      | 1,931,364<br>58,854<br>61,261              | 1,529,231<br>30,195<br>42,816        |      | Rotary Metropolitan Trust<br>(President & CEO of the bank is the President of the Trust)                                    | -      | - 2,085                             | <u>    100    160                         </u> |
|     | Non-executive directors' fees<br>Rent, taxes, insurance, electricity, etc.<br>Legal and professional charges   |                      | 51,251<br>1,450<br>547,737<br>78,484       | 42,816<br>-<br>456,511<br>33,785     | 32.2 | Auditors' remuneration  |        | 2,105                               | 1,985  |
|     | Communications<br>Repairs and maintenance<br>Finance charge on leased assets   |                      | 78,182<br>168,505<br>22                    | 79,760<br>99,997<br>208              |      | Review of half yearly financial statements<br>Special certifications and sundry advisory services<br>Out-of-pocket expenses |        | 450<br>4,850<br>295                 | 350<br>2,280<br>294                            |
|     | Stationery and printing<br>Advertisement and publicity<br>Donations  | 32.1                 | 80,307<br>107,854<br>2,085                 | 74,899<br>38,925<br>160              | 33.  | OTHER CHARGES   | -      | 7,700                               | 4,909  |
|     | Auditors' remuneration<br>Depreciation<br>Amortisation<br>Licence and technical fee  | 32.2<br>14.2<br>14.3 | 7,700<br>513,839<br>96,838<br>72,128       | 4,909<br>393,480<br>54,149<br>19,969 | 34.  | Penalties imposed by the State Bank of Pakistan TAXATION  |        | 33,029                              | 61,364   |
|     | Travelling, conveyance and entertainment<br>Vehicle running expenses<br>Books, periodicals and subscription  |                      | 52,198<br>71,451<br>38,002                 | 34,663<br>69,378<br>54,977           |      | For the year<br>Current<br>Deferred   | 15     | 1,164,420<br>(439,786)              | 155,956<br>426,001                             |
|     | Brokerage and commission<br>Others   | -                    | 40,983<br>276,215<br>4,285,459             | 18,453<br>228,228<br>3,264,693       |      | For prior year<br>Current   |        | 724,634<br>2,823,492                | 581,957  |
|     |  |                      |  |                                      |      | Deferred  | 15     | (3,440,610)<br>(617,118)<br>107,516 |  |

| Faysal Bar<br>NOTES<br>For the yea |
|------------------------------------|
|                                    |

|      | Note  | <b>2009</b><br>Rupees '000                   | 2008                                   |             |   | Note                              | 2009<br>In Numbers                                    | 2008                                |
|------|---|--|--|-------------|---|-----------------------------------|---|-------------------------------------|
| 34.1 | Relationship between tax expense and accounting profit  |  |  | 37.         | STAFF STRENGTH  |                                   | 1.021   | 1 740                               |
|      | Profit before tax   | 1,320,043                                    | 1,808,047                              |             | Permanent<br>Temporary / on contractual basis<br>Bank's own staff strength at the end of the year   |                                   | 1,931<br><br>2,042                                    | 1,749<br><u>180</u><br>1,929        |
|      | Tax calculated at the rate of 35% (2008: 35%)<br>Effect of :  | 462,015                                      | 632,817                                |             | Outsourced<br>Total Staff Strength  | 37.1                              | <u> </u>  | <u>990</u><br>2,919                 |
|      | <ul> <li>permanent differences</li> <li>income chargeable to tax at reduced rate</li> </ul>                   | 84,531<br>(166,981)                          | 55,086<br>(154,050)                    |             |   |                                   |   |                                     |
|      | <ul> <li>prior year (reversal) / charge</li> <li>additional charge on lease assets</li> <li>others</li> </ul> | (617,118)<br>317,341<br>27,728               | 100,000                                | 37.1<br>38. | Outsourced represent employees hired by an outside contractor / agency and posted in the group <b>DEFINED BENEFIT PLAN</b>  | to perform va                     | rious tasks / activities of                           | the Group.                          |
|      | Tax charge for the year   | 107,516                                      | 48,104<br>681,957                      | 30.<br>38.1 | General description   |                                   |   |                                     |
| 35.  | BASIC AND DILUTED EARNINGS PER SHARE  |  |  | 00.1        | ·   |                                   |   |                                     |
|      | Profit after tax for the year   | 1,207,345                                    | 1,121,381                              |             | The Holding Company operates an approved funded gratuity scheme for all its permanent employed in non-management cadre. The benefits under the gratuity scheme are payable on retirement at in lumpsum. The benefit is equal to one month's last drawn basic salary for each year of eligible services.   | the age of 60<br>vice or part the | years or earlier cessation<br>ereof. The minimum qual | ion of service<br>Ilifying eligible |
|      | Weighted average number of ordinary shares  | In thousands<br>609,091                      | s<br>609,091                           |             | service for gratuity is 1 year for employees who became members of the Fund before November<br>Fund the minimum qualifying eligible service is 5 years. The minimum qualifying eligible service f<br>management cadre is 6 months. The latest actuarial valuation of the Bank's defined benefit plan ba<br>was carried out as at December 31, 2009. | or contractua                     | I employees not employe                               | ed under the                        |
|      |   | Rupees                                       |  | 38.2        | Principal actuarial assumptions   |                                   | 2009  | 2008                                |
|      | Basic and diluted earnings per share  | 1.98   | 1.84                                   |             | Discount factor used (% per annum)  |                                   | 12.75   | 15                                  |
| 36.  | CASH AND CASH EQUIVALENTS   | Rupees '000                                  | 0                                      |             | Expected long term rate of return on plan assets (% per annum)<br>Salary increase (% per annum)   |                                   | 12.75<br>12.75<br>12.75                               | 15<br>15                            |
|      | Cash and balances with treasury banks9Balances with other banks10Call money lendings11.2                      | 8,427,202<br>508,795<br>300,000<br>9,235,997 | 8,927,524<br>876,780<br>-<br>9,804,304 |             | Normal retirement age (Years)   |                                   | 60  | 60                                  |



| 38.3   | Reconciliation of receivable from defined benefit plan   | Note         | 2009<br>Rupees '000                              | 2008   | 38.6 | Movement in receivable from defined benefit plan  |                                  |                                  | Note                            | <b>2009</b><br>Rupees '0                             | 2008<br>00   |
|--------|--|--------------|--|--|------|---|----------------------------------|----------------------------------|---------------------------------|--|--|
|        | Present value of defined benefit obligations<br>Fair value of plan assets  | 38.4<br>38.5 | 229,961<br>(168,135)<br>61,826                   | 167,125<br>(107,351)<br>59,774                             |      | Opening balance<br>Charge for the year<br>Contribution to fund made during the year   |                                  |                                  | 38.7                            | (339)<br>58,854<br>(58,854)                          | 30,195<br>(30,534)                                       |
|        | Net actuarial loss not recognized  |              | (62,165)<br>(339)                                | (60,113)<br>(339)  | 38.7 | Closing balance<br>Charge for defined benefit plan  |                                  |                                  |                                 | (339)  | (339)  |
| 38.4   | Movement in present value of defined benefit obligation  |              |  |  |      | -   |                                  |                                  |                                 |  |  |
|        | Opening balance<br>Current service cost<br>Interest cost<br>Loss on defined benefit obligation<br>Actual benefits paid during the year |              | 167,125<br>46,493<br>27,979<br>6,124<br>(17,760) | 123,141<br>22,567<br>12,829<br>30,928<br>(25,862)<br>3,522 |      | Current service cost<br>Interest cost<br>Expected return on plan assets<br>Amortisation of loss<br>Vested past service cost - contractual employees |                                  |                                  |                                 | 46,493<br>27,979<br>(19,626)<br>4,008<br>-<br>58,854 | 22,567<br>12,829<br>(10,417)<br>1,694<br>3,522<br>30,195 |
|        | Past service cost - contractual employees<br>Closing balance   |              | -<br>229,961                                     | 167,125  | 38.8 | Actual return on plan assets  |                                  |                                  |                                 | 15,637   | 5,093  |
| 38.5   | Movement in fair value of plan assets  |              |  |  | 38.9 | Historical information  |                                  |                                  |                                 |  |  |
|        | Opening balance  |              | 107,351  | 97,739   |      |   | 2009                             | 2008                             | 2007                            | 2006   | 2005   |
|        | Expected return on plan assets<br>Contribution made  |              | 19,626<br>58,854                                 | 10,417<br>30,534   |      |   |                                  |                                  | Rupees '000                     | ,  |  |
|        | Benefits paid by the fund<br>Gain / (loss) on plan assets<br>Closing balance   |              | (17,760)<br>64<br>168,135                        | (25,862)<br>(5,477)<br>107,351                             |      | Defined benefit obligation<br>Fair value of plan assets<br>Deficit  | (229,961)<br>168,135<br>(61,826) | (167,125)<br>107,351<br>(59,774) | (123,141)<br>97,739<br>(25,402) | (118,509)<br>  | (93,553)<br>79,134<br>(14,419)                           |
| 38.5.1 | Plan assets consist of the following:  |              |  |  |      | Experience adjustments on plan liabilities  | 6,124                            | 30,928                           | (2,818)                         | (4,231)  | 581  |
|        | Balances with banks and financial institutions<br>Units of open ended mutual funds<br>Term finance certificates                        |              | 104,740<br>40,421<br>22,974<br>168,135           | 31,753<br>60,994<br>14,604<br>107,351                      |      | Experience adjustments on plan assets   | 64                               | (5,477)                          | (2,745)                         | 888  | 767  |



#### **DEFINED CONTRIBUTION PLAN** 39.

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The holding company operates an approved funded contributory provident fund for all its permanent employees to which equal monthly contributions are made both by the Group and the employees at the rate of 10% per annum of basic salary. The financial statements of the fund are separately prepared and audited and are not included as part of these consolidated financial statements.

#### **REMUNERATION OF DIRECTORS AND EXECUTIVES** 40.

|  | Presi<br>Chief Execu | ident /<br>Itive Officer | Direc | tors   | Execu   | tives   |
|--|----------------------|--------------------------|-------|--------|---------|---------|
|  | 2009                 | 2008*                    | 2009  | 2008   | 2009    | 2008    |
|  |                      |                          | Rupee | s '000 |         |         |
| Managerial remuneration                    | 99,875               | 60,577                   | -     | -      | 332,091 | 228,249 |
| Payments to Ex President for past services | -                    | -                        | 1,450 | -      | -       | -       |
| Charge for defined benefit plan            | 800                  | 1,861                    | -     | -      | 22,889  | 12,481  |
| Contribution to defined contribution plan  | 2,688                | 2,219                    | -     | -      | 26,827  | 14,939  |
| Rent and house maintenance                 | 6,145                | 1,161                    | -     | -      | 124,262 | 74,699  |
| Utilities                                  | 163                  | 243                      | -     | -      | 28,568  | 14,004  |
| Medical                                    | 278                  | 107                      | -     | -      | 17,848  | 10,727  |
| Leave fare assistance                      | -                    | 1,545                    | -     | -      | 44,735  | 24,769  |
| Others                                     | 2,215                | 4,602                    | -     | -      | 49,799  | 30,150  |
|  | 112,164              | 72,315                   | 1,450 | _      | 647,019 | 410,018 |
| Number of persons                          | 1                    | 2*                       | 7     | 7      | 267     | 167     |

\* Includes remuneration of Ex-Acting Chief Executive Officer and present President & CEO.

Executives mean employees, other than the chief executive and directors, whose basic salary exceeds five hundred thousand rupees in a financial 40.1 year.

In addition to the above, the Chief Executive and Executives are provided with free use of the Bank's maintained cars. 40.2

41.

# Faysal Bank Limited and its Subsidiary NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS For the year ended December 31, 2009

## FAIR VALUE OF FINANCIAL INSTRUMENTS

|   | Book        | value       | Fair value  |             |  |
|---|-------------|-------------|-------------|-------------|--|
|   | 2009        | 2008        | 2009        | 2008        |  |
|   | Rupees '000 |             |             |             |  |
| Assets  |             |             |             |             |  |
| Cash and balances with treasury banks               | 8,427,202   | 8,927,524   | 8,427,202   | 8,927,524   |  |
| Balances with other banks                           | 508,795     | 876,780     | 508,795     | 876,780     |  |
| Lending to financial institutions                   | 15,017,826  | 2,861,401   | 15,017,826  | 2,861,401   |  |
| Investments   | 56,459,447  | 36,072,667  | 56,459,447  | 36,072,667  |  |
| Advances  | 91,346,001  | 83,512,068  | 91,346,001  | 83,512,068  |  |
| Other assets  | 3,393,795   | 2,373,420   | 3,393,795   | 2,373,420   |  |
|   | 175,153,066 | 134,623,860 | 175,153,066 | 134,623,860 |  |
| Liabilities   |             |             |             |             |  |
| Bills payable                                       | 1,465,451   | 1,536,517   | 1,465,451   | 1,536,517   |  |
| Borrowings  | 34,985,766  | 13,027,468  | 34,985,766  | 13,027,468  |  |
| Deposits and other accounts                         | 123,469,683 | 102,592,473 | 123,469,683 | 102,592,473 |  |
| Sub-ordinated loans                                 | 999,200     | 999,600     | 999,200     | 999,600     |  |
| Liabilities against assets subject to finance lease | -           | 4,103       | -           | 4,103       |  |
| Other liabilities                                   | 6,227,096   | 6,026,586   | 6,227,096   | 6,026,586   |  |
|   | 167,147,196 | 124,186,747 | 167,147,196 | 124,186,747 |  |
|   |             |             |             |             |  |
| Off-balance sheet financial instruments             |             |             |             |             |  |
| Forward purchase of foreign exchange                | 8,136,051   | 6,009,409   | 8,136,051   | 6,009,409   |  |
| Forward agreements for borrowing                    | 15,088,857  | 3,448,631   | 15,088,857  | 3,448,631   |  |
| Forward sale of foreign exchange                    | 6,527,488   | 3,224,281   | 6,527,488   | 3,224,281   |  |
|   |             | 0,22 1,201  |             |             |  |
| Forward agreements for lending                      | 17,250,582  | 1,122,184   | 17,250,582  | 1,122,184   |  |

The fair value of traded investments is based on quoted market price. Fair value of unquoted equity investments is determined on the basis of breakup value of these investments as per the latest financial statements.

Fair value of fixed term advances, other assets, other liabilities and fixed term deposits cannot be calculated with sufficient reliability due to absence of current and active market for assets and liabilities and reliable data regarding market rates for similar instruments. The provision for impairment of advances has been calculated in accordance with Group's accounting policy as stated in note 8.6 of these consolidated financial statements.

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The repricing profile and effective rates and maturity are stated in note 47.6 and 47.6.1 respectively.

The fair value of the remaining financial assets and liabilities are not significantly different from their carrying values since assets and liabilities are either short term in nature or in the case of customer advances and deposits, are regularly repriced.

#### 42. ACCOUNTING ESTIMATES AND JUDGMENTS

The Group makes estimates and assumptions that affect the reported amounts of assets and liabilities within the next financial year. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Some of the critical accounting estimates and judgments are as follows:

#### 42.1 Provision against advances portfolio

The Group reviews its advances portfolio to assess amount of non-performing advances and provision required there against on a quarterly basis. The provision is made in accordance with Prudential Regulations issued by the State Bank of Pakistan (SBP). The SBP vide BSD circular No. 10 of 2009 dated October 20, 2009 has allowed banks to avail the benefit of 40% of FSV of pledged stock and mortgaged residential, commercial and industrial properties (land and building only) held as collateral against all Non Performing Loans (NPLs), except consumer financing, for three years from the date of classification for calculating provision w.e.f. December 31, 2009. Further, as per SBP directives, for non performing loans in respect of consumer financing, benefit of 50% of FSV of mortgaged property is considered. The management has revised its accounting estimate for determining provisions in the light of the State Bank of Pakistan's directives, the impact of which is given in note 13.3.1. The forced sale values in respect of collaterals in the case of home mortgage loans are estimated by independent valuations of the assets mortgaged / pledged.

#### 42.2 Income taxes

In making the estimates for income taxes currently payable by the Group, the management looks at the current income tax law and the decisions of appellate authorities on disputed issues in the past. However, the Group has made adequate provision in this respect. The allocation of expenses between income chargeable to tax under final tax regime (FTR) and normal tax regime (NTR) is based on the assessment order of the Group.

The Finance Act, 2009, has made significant amendments in the Seventh Schedule to Income Tax Ordinance, 2001. The deduction for provisions for doubtful and loss categories of advances and off balance sheet items is allowed upto a maximum of 1% of total advances. The amount of bad debts classified as OAEM (in agriculture) and Substandard under Prudential Regulations issued by State Bank of Pakistan would not be allowed as an expense. Provisioning in excess of 1% of total advances would be allowed to be carried over to succeeding years. Therefore, the management has carried out an exercise at period end and concluded that they would be able to get deduction of provision in excess of 1% of total advances and have recognised deferred tax asset on such provision amounting to Rs. 872 million.

The amendments introduced in the Seventh Schedule do not provide for any transitional mechanism i.e. how and when the provision for bad debts disallowed upto December 31, 2007 would be allowed as a deduction. The matter was taken up by the Pakistan Banks Association (PBA) and the Institute of Chartered Accountants of Pakistan (ICAP) with the Federal Board of Revenue (FBR). FBR vide its letter reference F.No. 4(1)ITP/2008-49 dated December 23, 2009 has informed ICAP that it has decided to insert a new Rule 8(a) to allow for amounts provided for in tax year 2008 and prior to said tax year for doubtful debts, which were neither claimed nor allowed as tax deductible in any year shall be allowed as deduction in tax year in which such doubtful debts are written off.

However, to date no SRO has been issued to incorporate the agreed amendments to the Seventh Schedule. The Bank based on advise of its tax consultant has treated the FBR commitment as effective. Accordingly, the tax charge for the current and prior period and deferred tax has been recognized on the basis of amendments agreed by FBR vide its above referred letter.

### Impairment in respect of listed securities

The Group determines that listed AFS securities are impaired when there has been a significant or prolonged decline in fair value below its cost. In making this judgment, the Group evaluates among other factors volatility in share prices in normal course.

If the Group considers that a deficit is temporary, it is classified as a revaluation loss / (deficit) and if the impairment is considered of a permanent nature, it is treated as provision for diminution in value of investments.

## Gratuity / Fixed assets

The holding company has adopted certain actuarial assumptions as disclosed in note 38.2 to the financial statements for determining present value of defined benefit obligations and fair value of plan assets, based on actuarial advice. Any change in the assumptions from actual results would change the amount of unrecognised gains and losses. For fixed assets refer note 14.2.3.

#### Segmentation

As per the requirements of the new format of consolidated financial statements issued by State Bank of Pakistan, the management has divided the group into four functional segments. The basis of segmentation and related assumptions are disclosed in note 8.18.

## SEGMENT DETAILS WITH RESPECT TO BUSINESS ACTIVITIES

#### Primary segment information

For management purposes the Group is organised into four major business segments:

Corporate Finance:

- Trading and Sales;
- Retail Banking; and
- Commercial Banking

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All assets, liabilities, off balance sheet items, and items of income and expense are distributed in primary segments in accordance with the core functions performed by the business groups.

|   | Corporate<br>Finance | Trading &<br>Sales          | Retail<br>Banking           | Commercial<br>Banking       |  |
|---|----------------------|-----------------------------|-----------------------------|-----------------------------|--|
| 2009  |                      | Rupees '000                 |                             |                             |  |
| Total income<br>Total expenses                    | 113,880<br>(59,263)  | 727,765<br>(301,653)        | 2,860,306<br>(2,834,996)    | 4,122,019<br>(3,415,531)    |  |
| Net income  | 54,617               | 426,112                     | 25,310                      | 706,488                     |  |
| Segment assets (Gross)                            | -                    | 51,119,347                  | 72,627,872                  | 65,325,373                  |  |
| Segment non performing assets                     | -                    | 2,842,742                   | 6,693,223                   | 3,977,807                   |  |
| Segment provision required<br>Segment liabilities | -                    | (1,140,082)<br>(48,391,126) | (3,778,916)<br>(95,523,015) | (3,361,141)<br>(23,985,263) |  |
| Segment return on assets (ROA) (%)                |                      | 12.20%                      | 11.20%                      | 13.60%                      |  |
| Segment cost of funds (%)                         |                      | 4.20%                       | 7.70%                       | 6.90%                       |  |
| 2008  |                      |                             |                             |                             |  |
| Total income                                      | 384,221              | 1,126,043                   | 2,163,624                   | 3,604,442                   |  |
| Total expenses                                    | (268,372)            | (973,665)                   | (1,815,071)                 | (3,095,132)                 |  |
| Net income  | 115,849              | 152,378                     | 348,553                     | 509,310                     |  |
| Segment assets (Gross)                            | -                    | 38,230,305                  | 40,555,319                  | 65,480,790                  |  |
| Segment non performing assets                     | -                    | 2,075,732                   | 4,253,634                   | 3,192,847                   |  |
| Segment provision required                        | -                    | (887,890)                   | (2,576,728)                 | (2,639,878)                 |  |
| Segment liabilities                               | -                    | (38,585,865)                | (32,997,331)                | (55,703,094)                |  |
| Segment return on assets (ROA) (%) *              |                      | 12.22%                      | 10.59%                      | 11.49%                      |  |
| Segment cost of funds (%) *                       |                      | 9.41%                       | 2.12%                       | 7.29%                       |  |

\* These percentages have been computed based on closing assets / liability figure instead of average balances.

Note: The above table is based on best estimates / assumptions.

### **TRUST ACTIVITIES**

The Group is not engaged in any significant trust activities. However, it acts as security agent for various Term Finance Certificates it arranges and distributes on behalf of its customers.

### RELATED PARTY TRANSACTIONS

The Group has related party relations with its associated undertaking, group companies, retirement benefit plans (refer note 8.12), directors, key management personnel and entities over which the directors or key management personnel are able to exercise significant influence.

Banking transactions with the related parties are executed substantially on the same terms, except transaction with directors and key management personnel that are as per their terms of employment, including mark-up rates and collateral, as those prevailing at the time of comparable transactions with unrelated parties and do not involve more than a normal risk. Details of advances to the companies or firms in which the directors of the Group are interested as directors, partners or in case of private companies as members are given in note 13.8 to these consolidated financial statements.

Contributions to and accruals in respect of retirement benefit plans are made in accordance with the actuarial valuations / terms of contribution plan (refer notes 8.12, 38 and 39 to these consolidated financial statements for the details of the plans). Remuneration of key management personnel, including salaries and other short-term employee benefits and post-employment benefits is given below. Remuneration to executives (including key management personnel) of the Group is disclosed in note 40 to these consolidated financial statements. Such remuneration is determined in accordance with the terms of their appointment.

|   | 2009   |  |                               |   |  |  |  |
|---|--|--|-------------------------------|---|--|--|--|
|   | Directors and Key<br>Management<br>Personnel | Retirement<br>Benefit<br>Plans             | Associate                     | Group<br>Companies  | Strategic<br>Investments                 |  |  |
| Deposits  |  |  | Rupees '000                   |   |  |  |  |
| Balance at the beginning of the year<br>Placements during the year<br>Withdrawals during the year<br>Balance at end of the year     | 21,081<br>411,448<br>(393,044)<br>39,485     | 148,888<br>770,721<br>(569,242)<br>350,367 | 958<br>82,678<br>(83,237)<br> | 1,174,456<br>71,421,342<br><u>(70,414,270)</u><br>2,181,528 | 13,412<br>610,833<br>(597,160)<br>27,085 |  |  |
| Advances  |  |  |                               |   |  |  |  |
| Balance at the beginning of the year<br>Disbursement during the year<br>Repayment during the year<br>Balance at the end of the year | 71,807<br>-<br>(38,231)<br>33,576            | -<br>-<br>                                 | -<br>-<br>-                   | -<br>-<br>-   | 731,564<br>72,735<br>(1,741)<br>802,558  |  |  |

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|   | 2008   |  |                                   |  |   |
|---|--|--|-----------------------------------|--|---|
|   | Directors and Key<br>Management<br>Personnel | Retirement<br>Benefit<br>Plans             | Associate                         | Group<br>Companies                               | Strategic<br>Investments                  |
| Deposits  |  |  | Rupees '000                       |  |   |
| Balance at the beginning of the year<br>Placements during the year<br>Withdrawals during the year<br>Balance at end of the year | 48,487<br>560,812<br>(588,218)<br>21,081     | 102,998<br>757,198<br>(711,308)<br>148,888 | 73<br>235,824<br>(234,939)<br>958 | 2,028<br>60,476,240<br>(59,303,812)<br>1,174,456 | 135,480<br>859,183<br>(981,251)<br>13,412 |
| Advances  |  |  |                                   |  |   |
| Balance at the beginning of the year  | 4,146  | -  | -                                 | -  | 806,989                                   |
| Disbursement during the year  | 74,641                                       | -  | -                                 | -  | 529                                       |
| Repayment during the year   | (6,980)                                      | -  | -                                 | -  | (75,954)                                  |
| Balance at the end of the year  | 71,807                                       | -  | -                                 | -  | 731,564                                   |

Balances pertaining to parties that were related at the beginning of the year but ceased to be so related during any part of the current period are not reflected as part of the closing balance. The same are accounted for through the movement presented above.

|  | 2009      | 2008    |
|--|-----------|---------|
|  | Rupee     | s '000  |
| Foreign Currency Placement of funds / Nostro balances with associates      | 16,215    | 15,238  |
| Transactions involving Sale / Purchase of investments with related parties |           |         |
| Shares / Units purchased during the year                                   | 2,376,766 | 550,383 |
| Shares / Term Finance Certificates sold during the year                    | 2,810,645 | 428,411 |
| Profit paid/ accrued   | 204.903   | 152.937 |
| Profit return/ earned  | 2,686     | 86,537  |
| Dividend paid to holding company and associates                            | -         | 870,266 |
| Remuneration of key management personnel                                   |           |         |
| - Salaries and other short-term employee benefits                          | 134,010   | 122,177 |
| - Post-employment benefits   | 9,406     | 35,056  |
| Contribution to staff retirement benefits                                  | 120,115   | 73,350  |
|  |           |         |

Disposal of vehicles to key management personnel and other executives is disclosed in note 14.4 to these consolidated financial statements.

### CAPITAL - ASSESSMENT AND ADEQUACY BASEL II SPECIFIC

#### **Capital Management**

Basel II capital adequacy framework applies to all Banks and DFIs on stand-alone as well consolidated basis. Capital Adequacy Ratio (CAR) has been calculated in accordance with the guidelines given by SBP through BSD Circular No. 8 dated June 27, 2006. The Bank has adopted Standardized Approach for Credit and Market Risk and Basic Indicator Approach for Operational Risk.

The Group's objectives when managing its capital are:

- a) To comply with the capital requirements set by the State Bank of Pakistan;
- b) To safeguard the Bank's ability to continue as a going concern so that it can continue to provide returns for shareholders and benefits for other stakeholders; and
- c) To maintain a strong capital base to support the development of its business.

Capital adequacy is monitored periodically by the Group's management, employing techniques based on the guidelines developed by the Basel Committee, as implemented by the State Bank of Pakistan. The required information is submitted to the State Bank of Pakistan on quarterly basis. The disclosure given is based on the Basel II standardized approach.

The State Bank of Pakistan requires each Bank or Banking group to: (a) hold the minimum level of the paid up capital and (b) maintain a ratio of total regulatory capital to the risk-weighted assets at or above the required minimum of 10% as prescribed for the year 2009.

The Group's regulatory capital is divided into three tiers:

- a) Tier 1 capital: share capital, retained earnings and reserves created by appropriations of retained earnings; and
- b) Tier 2 capital: qualifying subordinated loan capital, general provision and unrealised gains arising on the fair valuation of equity instruments held as available for sale.
- c) Tier 3 capital: the Group has no eligible Tier 3 capital.

Book value of goodwill, other intangible assets including software, brand value etc, are deducted from Tier 1 capital whereas Investments in associates and subsidiary as disclosed in Note 12.1 are deducted from Tier 1 and Tier 2 capital to arrive at the regulatory capital.

The risk-weighted assets are measured by means of a hierarchy of five risk weights classified according to the nature of and reflecting an estimate of credit, market and operational risks associated with each asset and counterparty, taking into account any eligible collateral or guarantees. A similar treatment is adopted for off-balance sheet exposure, with some adjustments to reflect the more contingent nature of the potential losses.

The Group will continue to maintain the required regulatory capital either through its risk management strategies or by increasing the capital requirements in line with the business and capital needs.

Vide BSD Circular no. 07 of 2009, the State Bank of Pakistan has prescribed a minimum paid-up capital requirement (net of losses) of Rs. 6 billion for all Banks to be achieved by December 31, 2009. The required minimum Capital Adequacy Ratio (CAR), on consolidated as well as on stand alone basis is 10%.

|      | The risk weighted assets to capital ratio, calculated in accordance with the State Bank's guidelines on capital adequacy is as follows:                     |   |   |  |
|------|---|---|---|--|
| 46.2 | Capital Structure   | 2009<br>Rupees  | 2008  |  |
|      | Tier I Capital  |   |   |  |
|      | Share Capital<br>Reserves<br>Unappropriated / unremitted profits (net of losses)<br>Minority in the equity of the subsidiaries                              | 6,090,911<br>4,030,056<br>1,252,180<br>73,309<br>11,446,456 | 5,296,445<br>3,790,023<br>1,079,333<br>73,706<br>10,239,507 |  |
|      | Less: Book value of software<br>Other deductions (50% of the amount as calculated on CAP 2)   | (226,786)<br>(22,500)<br>(249,286)                          | (155,131)<br>(22,500)<br>(177,631)                          |  |
|      | Total Tier I Capital  | 11,197,170  | 10,061,876  |  |
|      | Tier II Capital   |   |   |  |
|      | Subordinated Debt (upto 50% of total Tier I Capital)<br>General Provisions subject to 1.25% of Total Risk Weighted Assets<br>Revaluation Reserve (upto 45%) | 799,360<br>374,133<br>650,967<br>1,824,460                  | 999,600<br>275,474<br>286,254<br>1,561,328                  |  |
|      | Less: Other deductions (50% of the amount as calculated on CAP 2) <b>Total Tier II Capital</b>  | (22,500)<br>1,801,960                                       | (22,500)<br>1,538,828                                       |  |
|      | Eligible Tier III Capital   |   |   |  |
|      | Total Regulatory Capital Base   | 12,999,130  | 11,600,704  |  |

# Capital Adequacy

|  | Capital Rec                 | quirements                 | <b>Risk Weighted Assets</b>      |                                |  |
|--|-----------------------------|----------------------------|----------------------------------|--------------------------------|--|
| Note   | 2009                        | 2008                       | 2009                             | 2008                           |  |
|  |                             | Rupees                     | in '000                          |                                |  |
| Credit Risk  |                             |                            |                                  |                                |  |
| Sovereign  | -                           | 2,470                      | -                                | 27,440                         |  |
| Public Sector Enterprise   | 223,521                     | 242,141                    | 2,235,208                        | 2,690,457                      |  |
| Financial Institution  | 78,254                      | 60,426                     | 782,542                          | 671,395                        |  |
| Corporate  | 5,450,440                   | 5,558,535                  | 54,504,396                       | 61,761,498                     |  |
| Retail   | 1,298,542                   | 1,449,666                  | 12,985,422                       | 16,107,403                     |  |
| Past Due Loans   | 433,659                     | 377,381                    | 4,336,587                        | 4,193,126                      |  |
| Other  | 820,430                     | 452,792                    | 8,204,300                        | 5,031,017                      |  |
| Total Credit Risk  | 8,304,846                   | 8,143,411                  | 83,048,455                       | 90,482,336                     |  |
| <i>Market Risk</i><br>Capital requirement for portfolios subject to Standardized Approac | h                           |                            |                                  |                                |  |
| Capital requirement for portionos subject to Standardized Approac                        |                             |                            |                                  |                                |  |
|  | 438,787                     | 13 211                     | 4.387.871                        | 146 789                        |  |
| Interest rate risk   | 438,787<br>354,471          | 13,211<br>175,421          | 4,387,871<br>3,544,712           | 146,789                        |  |
|  | 438,787<br>354,471<br>1,662 | 13,211<br>175,421<br>3,968 | 4,387,871<br>3,544,712<br>16,617 | 146,789<br>1,949,125<br>44,094 |  |

Capital requirement for operational risks

| Total Operational Risk                 |      | <u>    1,245,837</u><br><u>   10,345,603</u> | 1,121,253<br>9,457,264 | 12,458,368<br>103,456,023 | 12,458,368<br>105,080,712 |
|--|------|--|------------------------|---------------------------|---------------------------|
| Capital Adequacy Ratio                 |      |  |                        |                           |                           |
| Total eligible regulatory capital held | 46.2 | 12,999,130                                   | 11,600,704             |                           |                           |
| Total Risk Weighted Assets             |      | 103,456,023                                  | 105,080,712            |                           |                           |
| Capital Adequacy Ratio                 |      | 12.56%                                       | 11.04%                 |                           |                           |

**46.3.1** The holding company has carried out credit ratings of prime customers, which has resulted in a reduction of total Risk Weighted Assets.

#### **RISK MANAGEMENT** 47.

The Group's activities expose it to a variety of financial risks. The management's aim is to achieve an appropriate balance between risk and return, and minimize potential adverse effects on its financial performance.

The Group's risk management policies are designed to identify and analyze financial and non-financial risks, to set appropriate risk limits and controls, and to monitor the risks and adherence to risk limits by means of reliable and up-to-date information systems. The Group regularly reviews its risk management policies and systems to reflect changes in markets, products and emerging best practice.

Risk management is carried out by the group under policies approved by the Board of Directors. The principal risks associated with the banking business are credit risk, market risk, liquidity risk and operational risk.

The Group is focused to further refine its risk management processes in line with the changing economic scenario and Bank's business expansions. FBL continously review and assess its risk managment methodology and is determined to improve it as a continuing process. The Group has specialized risk management units for risk managment.

#### 47.1 Credit Risk

The Group takes on exposure to credit risk, which is the risk that counterparty will cause a financial loss for the Group by failing to discharge an obligation. Credit exposures arise principally in lending activities that lead to loans and advances. Concentration of credit risk arises when a number of counter parties are engaged in similar business activities, or activities in the same geographical region, or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions. There is also credit risk in off-balance sheet financial instruments, such as loan commitments.

Credit risk management and control are carried out by credit risk management teams, which report to the Board of Directors through risk management committee. The Group has well defined credit structures under which credit committees, comprising of senior officers with requisite credit background, critically scrutinize and sanction financing. The Group's exposure to credit is measured on an individual counterparty basis, as well as by groups of counterparties that share similar attributes. To reduce the potential of risk concentration, counter party limits, group exposure limits, and industry limits are established and monitored in light of changing counterparty and market conditions.

Besides financial, industry and transaction analysis, the credit evaluation also includes risk rating systems, which gauge risk rating of all customers. This rating process encompasses relevant criteria including macro factors enabling the group to factor in the dynamics and influence of operating environment as well. More specifically, due consideration is given to industry sector (growing/saturated/decline), other competitors and threats / vulnerability to changes in environment such as changes in government policy, tariff structure, taxation rates, etc.

47.1.1

# Segment by class of business

Portfolio management is an integral part of the Group's credit process. Risk concentration may arise where total exposure to a particular group or industry is high in relation to shareholders' equity. The Group has set up a portfolio strategy and planning function with an aim to monitor the overall risk and to avoid high exposure to a single group or industry.

Segmental information in respect of the class of business and geographical distribution of advances, deposits, and contingencies and commitments is given below:

| 0                                       | 2009        |         |             |          |             |                                  |  |
|---|-------------|---------|-------------|----------|-------------|----------------------------------|--|
|   | Advances    |         | Depos       | Deposits |             | Contingencies and<br>Commitments |  |
|   | Rupees '000 | Percent | Rupees '000 | Percent  | Rupees '000 | Percent                          |  |
| Chemical and Pharmaceuticals            | 8,287,946   | 8.42    | 5,403,369   | 4.44     | 2,045,152   | 7.77                             |  |
| Agribusiness                            | 3,445,103   | 3.50    | 4,043,629   | 3.27     | 46,526      | 0.18                             |  |
| Textile                                 | 15,689,375  | 15.95   | 831,859     | 0.67     | 1,076,158   | 4.09                             |  |
| Cement                                  | 3,123,810   | 3.18    | 279,911     | 0.22     | 389,840     | 1.48                             |  |
| Sugar                                   | 2,645,778   | 2.69    | 77,447      | 0.06     | 14,500      | 0.06                             |  |
| Construction                            | 1,274,940   | 1.30    | 2,366,164   | 1.92     | 1,980,231   | 7.52                             |  |
| Ready made garments                     | 113,991     | 0.12    | 442,319     | 0.35     | 213,111     | 0.81                             |  |
| Shoes and leather garments              | 903,885     | 0.92    | 224,882     | 0.18     | 164,076     | 0.62                             |  |
| Automobile and transportation equipment | 220,132     | 0.22    | 329,533     | 0.26     | 107,876     | 0.41                             |  |
| Financial                               | 895,493     | 0.91    | 8,460,302   | 6.85     | 785,548     | 2.98                             |  |
| Oil Refining / Marketing                | 30,823      | 0.03    | 13,973,436  | 11.31    | 4,492,404   | 17.07                            |  |
| Distribution / Trading                  | 3,291,661   | 3.35    | 2,321,507   | 1.88     | 905,118     | 3.44                             |  |
| Electronics and electrical appliances   | 33,134      | 0.03    | 605,672     | 0.49     | 2,339,778   | 8.89                             |  |
| Production and transmission of energy   | 5,972,805   | 6.07    | 1,407,218   | 1.14     | 4,474,344   | 17.00                            |  |
| Iron and Steel                          | 1,308,612   | 1.33    | 491,971     | 0.39     | 1,159,558   | 4.41                             |  |
| Food and Allied                         | 251,203     | 0.26    | -           | -        | -           | -                                |  |
| Synthetic and Rayon                     | 2,061,035   | 2.09    | 104,483     | 0.08     | -           | -                                |  |
| Food Industries                         | 2,096,027   | 2.13    | 474,873     | 0.38     | 516,901     | 1.96                             |  |
| Paper and Board                         | 413,787     | 0.42    | 54,468      | 0.04     | 4,121       | 0.02                             |  |
| Individuals                             | 12,347,103  | 12.55   | 38,925,270  | 31.53    | 1,906       | 0.01                             |  |
| Telecommunication                       | -           | -       | 5,188,571   | 4.20     | 2,850,079   | 10.83                            |  |
| Transportation, Road and Air            | -           | -       | -           | -        | 249,919     | 0.95                             |  |
| Mining and Quarrying                    | -           | -       | 36,302      | 0.03     | -           | -                                |  |
| Others                                  | 33,977,827  | 34.53   | 37,426,497  | 30.31    | 2,501,364   | 9.50                             |  |
|   | 98,384,470  | 100.00  | 123,469,683 | 100.00   | 26,318,510  | 100.00                           |  |
|   | 30,304,470  | 100.00  | 123,703,003 | 100.00   | 20,010,010  |                                  |  |

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|   | 2008        |         |             |         |                                  |         |
|---|-------------|---------|-------------|---------|----------------------------------|---------|
|   | Advar       | nces    | Deposits    |         | Contingencies and<br>Commitments |         |
|   | Rupees '000 | Percent | Rupees '000 | Percent | Rupees '000                      | Percent |
| Chemical and Pharmaceuticals            | 5,930,622   | 6.21    | 1,664,015   | 1.62    | 2,299,415                        | 7.46    |
| Agribusiness                            | 3,646,143   | 4.34    | 2,901,940   | 2.83    | 87,394                           | 0.28    |
| Textile                                 | 15,363,589  | 16.94   | 888,011     | 0.87    | 1,385,165                        | 4.50    |
| Cement                                  | 3,773,980   | 4.52    | 351,138     | 0.34    | 563,411                          | 1.83    |
| Felecommunication                       | 431,283     | 0.51    | 3,018,489   | 2.94    | 1,438,728                        | 4.67    |
| Sugar                                   | 1,857,503   | 2.22    | 35,958      | 0.04    | 15,924                           | 0.05    |
| Construction                            | 2,399,638   | 2.72    | 2,033,544   | 1.98    | 2,784,768                        | 9.04    |
| Ready made garments                     | 2,314,375   | 2.65    | 247,763     | 0.24    | 246,645                          | 0.80    |
| Shoes and leather garments              | 1,177,402   | 1.42    | 204,694     | 0.20    | 145,504                          | 0.47    |
| Automobile and transportation equipment | 673,343     | 0.67    | 799,902     | 0.78    | 226,863                          | 0.74    |
| ransportation, Road and Air             | 2,672,869   | 2.96    | 22,659      | 0.02    | 292,264                          | 0.95    |
| inancial                                | 1,040,300   | 1.25    | 5,390,282   | 5.25    | 964,594                          | 3.13    |
| Dil Refining / Marketing                | 140,461     | 0.16    | 16,655,678  | 16.23   | 1,931,310                        | 6.27    |
| Distribution / Trading                  | 5,324,262   | 5.93    | 1,985,012   | 1.93    | 584,988                          | 1.90    |
| Electronics and electrical appliances   | 3,861,218   | 4.02    | 849,693     | 0.83    | 951,559                          | 3.09    |
| Production and transmission of energy   | 7,069,279   | 8.28    | 2,846,412   | 2.77    | 10,150,425                       | 32.95   |
| ron and Steel                           | 806,772     | 0.88    | 566,888     | 0.55    | 2,345,450                        | 7.61    |
| Synthetic and Rayon                     | -           | -       | 102,094     | 0.10    | -                                | -       |
| Food Industries                         | 1,786,714   | 2.01    | 273,678     | 0.27    | 97,093                           | 0.32    |
| Vining and Quarrying                    | -           | -       | 40,072      | 0.04    | -                                | -       |
| Paper and Board                         | 521,836     | 0.56    | 56,073      | 0.05    | 24,394                           | 0.08    |
| ndividuals                              | 14,709,095  | 17.18   | 35,664,466  | 34.76   | 73,820                           | 0.24    |
| Dthers                                  | 13,119,957  | 14.57   | 25,994,012  | 25.36   | 4,194,053                        | 13.62   |
|   | 88,620,641  | 100.00  | 102,592,473 | 100.00  | 30,803,767                       | 100.00  |

|        |                     |             |          | 200         | 9        |             |                                  |  |
|--------|---------------------|-------------|----------|-------------|----------|-------------|----------------------------------|--|
|        |                     | Advar       | Advances |             | Deposits |             | Contingencies and<br>Commitments |  |
|        |                     | Rupees '000 | Percent  | Rupees '000 | Percent  | Rupees '000 | Percent                          |  |
| 47.1.2 | Segment by sector   |             |          | -           |          |             |                                  |  |
|        | Public / Government | 4,286,700   | 4.36     | 3,998,961   | 3.24     | 6,304,914   | 23.96                            |  |
|        | Private             | 94,097,770  | 95.64    | 119,470,722 | 96.76    | 20,013,596  | 76.04                            |  |
|        |                     | 98,384,470  | 100.00   | 123,469,683 | 100.00   | 26,318,510  | 100.00                           |  |

|                     |             |          | <b>2</b> 00 | 8        |             |                                  |  |
|---------------------|-------------|----------|-------------|----------|-------------|----------------------------------|--|
|                     | Advar       | Advances |             | Deposits |             | Contingencies and<br>Commitments |  |
|                     | Rupees '000 | Percent  | Rupees '000 | Percent  | Rupees '000 | Percent                          |  |
| Public / Government | 1,786,700   | 4.78     | 3,998,961   | 3.90     | 11,992,200  | 38.93                            |  |
| Private             | 86,833,941  | 95.22    | 98,593,512  | 96.10    | 18,811,567  | 61.07                            |  |
|                     | 88,620,641  | 100.00   | 102,592,473 | 100.00   | 30,803,767  | 100.00                           |  |

# 47.1.3 Details of non-performing advances and specific provisions by class of business segment

| and the second | 2009       |           | 2008       |           |
|---|------------|-----------|------------|-----------|
|   | Classified | Specific  | Classified | Specific  |
|   | Advances   | Provision | Advances   | Provision |
|   |            | Held      |            | Held      |
|   |            | Rupe      | es '000    |           |
| Chemical and Pharmaceuticals  | 775,233    | 727,967   | 822,855    | 738,069   |
| Agribusiness  | 623,871    | 167,299   | 325,491    | 23,813    |
| Textile   | 1,220,495  | 1,068,749 | 1,642,258  | 1,210,950 |
| Transportation, Road and Air  | -          | -         | 356,856    | 200,578   |
| Construction  | 529,490    | 105,283   | 273,023    | 120,686   |
| Ready Made Garments   | 36,992     | 14,560    | 143,755    | 109,561   |
| Shoes and leather garments  | 7,339      | 992       | 8,836      | 1,398     |
| Telecommunication   | -          | -         | 736        | 440       |
| Automobile and Transport Equipment  | 124,505    | 89,617    | 150,202    | 115,653   |
| Financial   | 62,221     | 6,687     | -          | -         |
| Distribution / Trading  | 502,178    | 305,165   | 545,661    | 384,018   |
| Electronics and electrical appliances   | -          |           | 662,871    | 497,287   |
| Production and transmission of energy   | 1,076,982  | 995,260   | 149,538    | 149,538   |
| Iron and Steel  | 150,647    | 148,786   | 143,949    | 71,974    |
| Food and Industry   | 77,532     | 23,922    | 123,154    | 106,396   |
| Paper and Board   | 75,351     | 62,547    | 54,993     | 54,993    |
| Individuals   | 1,485,642  | 648,582   | 935,943    | 373,855   |
| Cement  | 560,545    | 168,842   | -          | -         |
| Sugar   | 58,000     | 58,000    | -          | -         |
| Synthetic and Rayon   | 372,630    | 372,630   | -          | -         |
| Others (including manufacturing and real estate)  | 2,931,377  | 1,699,448 | 1,106,360  | 673,890   |
|   | 10,671,030 | 6,664,336 | 7,446,481  | 4,833,099 |

# 47.1.4 Details of non-performing advances and specific provisions by sector

| Public / Government | -          | -         | -         | -         |
|---------------------|------------|-----------|-----------|-----------|
| Private             | 10,671,030 | 6,664,336 | 7,446,481 | 4,833,099 |
|                     | 10,671,030 | 6,664,336 | 7,446,481 | 4,833,099 |



#### Geographical segment analysis 47.1.5

|   | 2009                         |                             |                        |                                     |
|---|------------------------------|-----------------------------|------------------------|-------------------------------------|
|   | Profit<br>before<br>taxation | Total<br>assets<br>employed | Net assets employed    | Contingencies<br>and<br>commitments |
|   |                              | Rupe                        | es '000                |                                     |
| Pakistan                                      | 1,320,043                    | 180,792,453                 | 12,893,049             | 26,318,510                          |
| Asia Pacific (including South Asia)<br>Europe | -                            |                             | -                      |                                     |
| United States of America and Canada           | -                            | -                           | -                      | -                                   |
| Middle East                                   | -                            | -                           | -                      |                                     |
| Others  | 1,320,043                    | 180,792,453                 | 12,893,049             | 26,318,510                          |
|   |                              | 20                          | 008                    |                                     |
|   | Profit<br>before<br>taxation | Total<br>assets<br>employed | Net assets<br>employed | Contingencies<br>and<br>commitments |
|   |                              |                             | es '000                |                                     |
| Pakistan                                      | 1,808,047                    | 138,161,918                 | 10,875,628             | 30,803,767                          |
| Asia Pacific (including South Asia)<br>Europe | -                            | -                           | -                      | -                                   |
| United States of America and Canada           | -                            | -                           | -                      | -                                   |
| Middle East                                   | -                            | -                           | -                      | -                                   |
| Others  |                              | -                           |                        | -                                   |
|   | 1,808,047                    | 138,161,918                 | 10,875,628             | 30,803,767                          |

Total assets employed shown above mean total assets shown on the balance sheet and intra group items. Net assets employed mean net assets shown on the consolidated balance sheet.

#### Credit Risk: General disclosures Basel II specific 47.2

Basel II Standardised Approach is used for calculating the capital adequacy for credit and market risks, whereas, Basic Indicator Approach (BIA) is used for operational risk capital adequacy calculation purposes.

### Credit Risk: Disclosures for portfolio subject to Standardised Approach

For domestic claims, Export Credit Agencies (ECAs) recommended by the State Bank of Pakistan (SBP), namely Pakistan Credit Rating Agency Limited (PACRA) and JCR-VIS Credit Rating Company Limited (JCR-VIS) were used. For claims on foreign entities, rating of S&P, Moody's and Fitch Ratings were used. Foreign exposures not rated by any of the aforementioned rating agencies were categorized as unrated.

Types of exposure for which each agency is used in the year ended December 31, 2009;

| Exposures  | JCR-VIS | PACRA | Others              |
|------------|---------|-------|---------------------|
| Corporate  | Yes     | Yes   |                     |
| Banks      | Yes     | Yes   | S&P, Moddys & Fitch |
| Sovereigns | -       | -     | -                   |
| SMEs       | -       | -     | -                   |

SBP indicative mapping process as instructed in SBP circular "Minimum Capital Requirements for Banks and DFIs" (indicated in table below) was used to map alphanumeric ratings of PACRA, JCR-VIS, S&P's. Moody's, Fitch Ratings, and numeric scores of ECAs, to SBP rating grades.

| SBP Rating | ECA Scores | PACRA         | JCR-VIS       | S & P         | Moody's       | Fitch         |
|------------|------------|---------------|---------------|---------------|---------------|---------------|
| 1          | 0,1        | AA- and above | AA- and above | AA- and above | Aa3 and above | AA- and above |
| 2          | 2          | A+ to A-      | A+ to A-      | A+ to A-      | A1 to A3      | A+ to A-      |
| 3          | 3          | BBB+ to BBB-  | BBB+ to BBB-  | BBB+ to BBB-  | Baa1 to Baa3  | BBB+ to BBB-  |
| 4          | 4          | BB+ to BB-    | BB+ to BB-    | BB+ to BB-    | Ba1 to Ba3    | BB+ to BB-    |
| 5          | 5,6        | B+ to B-      | B+ to B-      | B+ to B-      | B1 to B3      | B+ to B-      |
| 6          | 7          | CCC+ & Below  | CCC+ & Below  | CCC+ & Below  | Caa1 & Below  | CCC+ & Below  |

For exposure amounts after risk mitigation subject to the standardized approach, amount of Bank's/DFI's outstandings (rated & unrated ) in each risk bucket as well as those that are deducted.

| Exposures    | Rating Category      | Amount<br>Outstanding                            | Deduction<br>CRM         | Net<br>Amount                                    |
|--------------|----------------------|--|--------------------------|--|
| Corporate    | 1<br>2<br>3,4<br>5,6 | 10,247,680<br>13,697,186<br>2,407,957<br>385,424 | 16,779<br>2,023<br>3,559 | 10,247,680<br>13,680,407<br>2,405,934<br>381,865 |
| PSE<br>Banks | 1<br>1,2,3<br>4,5    | 6,343,333<br>16,720,025<br>91,601                | 14,717,584               | 6,343,333<br>2,002,441<br>91.601                 |
| Unrated      | - ) -                | 91,605,497                                       | 4,420,799                | 87,184,698                                       |
| Total        |                      | 141,498,703                                      | 19,160,744               | 122,337,959                                      |

Collaterals used by the Bank for Credit Risk Mitigation (CRM) were as follows:

- Cash margin

- Government securities

- Guarantees of Government and banks.

- Shares on KSE main index.



#### 47.3 Market Risk

Market risk is the risk of loss due to unfavorable movements in market factors such as interest rates, exchange rates and equity prices. Market risks arise generally from trading activities due open positions in currency, holding common equity, and other products. All such instruments and transactions are exposed to general and specific market movements.

The Group seeks to mitigate market risk by employing strategies that correlate rate, price, and spread movements of its earning assets, liabilities and trading activities. Treasury Front Office, Market Risk Management and Treasury Middle Office perform market risk management activities within the Group. The Group has Enterprise Risk Management Committee which is responsible for reviewing and approving market risk policies, strategies. The details of market risk faced by the Group are discussed in the following notes.

#### 47.4 Foreign Exchange Risk / Currency Risk

Currency risk is the risk of loss resulting from fluctuations in foreign exchange rates. Changes in currency rates affect the value of assets and liabilities denominated in foreign currencies and may affect revenues from foreign exchange dealing.

The Group undertakes currency risk mostly to support its trade services and maintains overall foreign exchange risk position to the extent of statutory Foreign Exchange Exposure Limit (FEEL) prescribed by SBP. Foreign Exchange Risk exposures are managed by matching future maturities.

Exposure limits such as counterparty, gap, net open position, dealer and product limits are also in place in accordance with the Group's approved Standard Operating Procedures to limit risk and concentration to the acceptable tolerance levels.

## 47.4.1 Currency Risk

|                      |             | 2009  |                            |                          |  |  |  |  |  |
|----------------------|-------------|---|----------------------------|--------------------------|--|--|--|--|--|
|                      | Assets      | Liabilities<br>and share<br>holders' equity | Off-balance<br>sheet items | Net currency<br>exposure |  |  |  |  |  |
|                      |             | Rupee                                       | es '000                    |                          |  |  |  |  |  |
| Pakistan rupee       | 174,729,829 | 173,163,256                                 | 1,582,956                  | 3,149,529                |  |  |  |  |  |
| Jnited States dollar | 5,457,197   | 5,967,507                                   | (525,116)                  | (1,035,426)              |  |  |  |  |  |
| Great Britain pound  | 132,705     | 1,030,639                                   | (897,700)                  | (1,795,634)              |  |  |  |  |  |
| lapanese yen         | 31          | 1,574                                       | (1,825)                    | (3,368)                  |  |  |  |  |  |
| Euro                 | 471,422     | 629,469                                     | (158,315)                  | (316,362)                |  |  |  |  |  |
| Other currencies     | 1,269       | 8   | -                          | 1,261                    |  |  |  |  |  |
|                      | 180,792,453 | 180,792,453                                 | -                          | -                        |  |  |  |  |  |

|      |             | 20  | 08                         |                          |
|------|-------------|---|----------------------------|--------------------------|
|      | Assets      | Liabilities<br>and share<br>holders' equity | Off-balance<br>sheet items | Net currency<br>exposure |
|      |             | Rupee                                       | es '000                    |                          |
|      | 130,555,685 | 130,103,064                                 | 425,349                    | 877,970                  |
| llar | 6,989,917   | 6,334,032                                   | 680,312                    | 1,336,197                |
|      | 174,805     | 979,128                                     | (803,251)                  | (1,607,574)              |
|      | 20,272      | 6   | 14,022                     | 34,288                   |
|      | 428,078     | 739,611                                     | (316,432)                  | (627,965)                |
|      | (6,839)     | 6,077                                       | -                          | (12,916)                 |
|      | 138,161,918 | 138,161,918                                 | -                          | -                        |
|      |             |   |                            |                          |

# Equity position risk

Equity position risk is the risk arising from unfavorable fluctuations in prices of shares in which the Group carries long and/or short positions, in its trading book. This results from the possibility that equity security prices will fluctuate, affecting the value of equity securities and other instruments that derive their value from a particular stock or a defined basket of stocks.

The Group's equity position is governed by SBP limits for overall investment and per scrip exposure. In addition, there are internal limits set for trading positions, as well as stop loss limits.

# 47.6 Mismatch of Interest Rate Sensitive Assets and Liabilities / Yield / Interest Rate Risk

|   | 2009                                     |  |  |  |   |   |   |   |  |   |                             |  |
|---|--|--|--|--|---|---|---|---|--|---|-----------------------------|--|
| _   |  |  |  |  |   | Exposed to Yie  | ld / Interest risk                                |   |  |   |                             |  |
|   | Effective<br>Yield /<br>Interest<br>rate | Total  | Upto one<br>month  | Over one<br>month to<br>three<br>months              | Over three<br>months to<br>six months                     | Over six<br>months to<br>one year                             | Over one<br>year to<br>two years                  | Over two<br>years to<br>three years               | Over three<br>years to<br>five years             | Over five<br>years to<br>ten years          | Over ten<br>years           | Non<br>interest<br>bearing<br>financial<br>instruments                 |
| On-balance sheet financial instruments  |  |  |  |  |   | F   | Rupees in '00                                     | )   |  |   |                             |  |
| Assets  |  |  |  |  |   |   |   |   |  |   |                             |  |
| Cash and balances with treasury banks<br>Balances with other banks<br>Lending to financial institutions<br>Investments<br>Advances<br>Other assets  | 12.66<br>12.29<br>13.83                  | 8,427,202<br>508,795<br>15,017,826<br>56,459,447<br>91,346,001<br>3,393,795        | -<br>-<br>14,242,461<br>1,719,915<br>20,440,376<br>-       | -<br>775,365<br>9,800,471<br>30,135,710<br>-         | -<br>-<br>20,680,576<br>25,432,177<br>-                   | -<br>-<br>10,032,741<br>6,531,703<br>-                        | -<br>-<br>89,172<br>2,453,769<br>-                | -<br>-<br>-<br>166,944<br>1,464,386<br>-          | -<br>-<br>1,245,018<br>1,101,566<br>-            | -<br>-<br>4,491,019<br>218,131<br>-         | -<br>-<br>-<br>391,342<br>- | 8,427,202<br>508,795<br>-<br>8,233,591<br>3,176,841<br>3,393,795       |
| Liabilities   |  | 175,153,066  | 36,402,752   | 40,711,546   | 46,112,753  | 16,564,444  | 2,542,941   | 1,631,330   | 2,346,584  | 4,709,150                                   | 391,342                     | 23,740,224   |
| Bills payable<br>Borrowings from financial institutions<br>Deposits and other accounts<br>Sub-ordinated loans<br>Liabilities against assets subject to finance lease<br>Other liabilities | 9.87<br>8.81<br>15.02                    | 1,465,451<br>34,985,766<br>123,469,683<br>999,200<br>-<br>6,227,096<br>167,147,196 | -<br>20,387,801<br>63,157,425<br>-<br>-<br>-<br>83,545,226 | -<br>9,964,136<br>21,214,332<br>-<br>-<br>31,178,468 | -<br>2,755,673<br>5,408,698<br>200<br>-<br>-<br>8,164,571 | -<br>472,577<br>10,335,183<br>999,000<br>-<br>-<br>11,806,760 | -<br>419,264<br>473,435<br>-<br>-<br>-<br>892,699 | -<br>305,757<br>149,991<br>-<br>-<br>-<br>455,748 | -<br>511,070<br>49,209<br>-<br>-<br>-<br>560,279 | -<br>147,938<br>-<br>-<br>-<br>-<br>147,938 | -<br>-<br>-<br>-<br>-<br>-  | 1,465,451<br>21,550<br>22,681,410<br>-<br>-<br>6,227,096<br>30,395,507 |
| On-balance sheet gap  |  | 8,005,870  | (47,142,474)   | 9,533,078  | 37,948,182  | 4,757,684   | 1,650,242   | 1,175,582   | 1,786,305  | 4,561,212                                   | 391,342                     | (6,655,283)  |
| Off-balance sheet financial instruments   |  |  |  |  |   |   |   |   |  |   |                             |  |
| Forward Lending<br>(including call lending, repurchase agreemen<br>commitments to extend credit, etc.)  | nt lending,                              | (2,210,000)  | (2,210,000)  | -  | -   |   | -   |   | -  | -   |                             |  |
| Forward borrowings<br>(including call borrowing, repurchase<br>agreement borrowing, etc.)<br><b>Off-balance sheet qap</b>   |  | (2,210,000)  | - (2,210,000)  |  | <u> </u>  | <u> </u>  | <u> </u>  | <u> </u>  | <u> </u>   | <u> </u>                                    |                             |  |
| Total Yield / Interest Risk Sensitivity Gap   |  | (-,,,-,-,-,-,-)  | (49,352,474)   | 9,533,078  | 37,948,182  | 4,757,684   | 1,650,242   | 1,175,582   | 1,786,305  | 4,561,212                                   | 391,342                     |  |
| Cumulative Yield / Interest Risk Sensitivity Gap  | р  |  | (49,352,474)   | (39,819,396)   | (1,871,214)   | 2,886,470   | 4,536,712   | 5,712,294   | 7,498,599  | 12,059,811                                  | 12,451,153                  |  |

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|   |                      |                      |                   |                      |                         | 20                    | 08                  |                      |                     |                       |                   |                                     |
|---|----------------------|----------------------|-------------------|----------------------|-------------------------|-----------------------|---------------------|----------------------|---------------------|-----------------------|-------------------|-------------------------------------|
|   |                      |                      |                   |                      |                         | Exposed to Yie        | ld / Interest risk  |                      |                     |                       |                   |                                     |
|   | Effective<br>Yield / | Total                | Upto one<br>month | Over one<br>month to | Over three<br>months to | Over six<br>months to | Over one<br>year to | Over two<br>years to | Over three years to | Over five<br>years to | Over ten<br>years | Non<br>interest                     |
|   | Interest<br>rate     |                      |                   | three<br>months      | six months              | one year              | two years           | three years          | five years          | ten years             |                   | bearing<br>financial<br>instruments |
| On-balance sheet financial instruments  |                      |                      |                   |                      |                         | F                     | Rupees in '00       | 0                    |                     |                       |                   |                                     |
| Assets  |                      |                      |                   |                      |                         |                       |                     |                      |                     |                       |                   |                                     |
| Cash and balances with treasury banks   | 3.5                  | 8,927,524            | 1,214,245         | -                    | -                       | -                     | -                   | -                    | -                   | -                     | -                 | 7,713,279                           |
| Balances with other banks<br>Lendings to financial institutions                                       | 10.81                | 876,780<br>2,861,401 | - 2,861,401       | -                    | -                       | -                     | -                   | -                    | -                   | -                     | -                 | 876,780                             |
| Investments   | 11.88                | 36,072,667           | 2,503,188         | 18,763,585           | 79,197                  | 1,010,623             | 96                  | 83,173               | 1,069,342           | _                     | _                 | 12,563,463                          |
| Advances  | 11.98                | 83,512,068           | 17,174,335        | 35,432,236           | 19,501,957              | 5,630,722             | 3,561,646           | 2,687,888            | 2,365,493           | 410,177               | 364,544           | (3,616,930)                         |
| Other assets  |                      | 2,373,420            | -                 | -                    | -                       | -                     | -                   | -                    | -                   | -                     | -                 | 2,373,420                           |
|   |                      | 134,623,860          | 23,753,169        | 54,195,821           | 19,581,154              | 6,641,345             | 3,561,742           | 2,771,061            | 3,434,835           | 410,177               | 364,544           | 19,910,012                          |
| Liabilities   |                      |                      |                   |                      |                         |                       |                     |                      |                     |                       |                   |                                     |
| Bills payable   |                      | 1,536,517            | -                 | -                    | -                       | -                     | -                   | -                    | -                   | -                     | -                 | 1,536,517                           |
| Borrowings from financial institutions  | 8.40                 | 13,027,468           | 2,806,988         | 6,181,025            | 2,232,771               | 404,956               | 425,699             | 288,949              | 515,207             | 163,494               | -                 | 8,379                               |
| Deposits and other accounts   | 7.29                 | 102,592,473          | 42,595,960        | 19,619,476           | 6,594,672               | 10,500,297            | 2,318,846           | 282,598              | 152,029             | -                     | -                 | 20,528,595                          |
| Sub-ordinated loans   | 13.08                | 999,600              | -                 | -                    | 200                     | 200                   | 400                 | 400                  | 499,400             | 499,000               | -                 | -                                   |
| Liabilities against assets subject to finance lease<br>Other liabilities                              | 8.00                 | 4,103<br>6,026,586   | 267               | 641                  | 926                     | 2,269                 | -                   | -                    | -                   | -                     | -                 | - 6,026,586                         |
| Other habilities  |                      | 124,186,747          | 45,403,215        | 25,801,142           | 8,828,569               | 10,907,722            | 2,744,945           | 571,947              | 1,166,636           | 662,494               | -                 | 28,100,077                          |
| On-balance sheet gap  |                      | 10,437,113           | (21,650,046)      | 28,394,679           | 10,752,585              | (4,266,377)           | 816,797             | 2,199,114            | 2,268,199           | (252,317)             | 364,544           | (8,190,065)                         |
| Off-balance sheet financial instruments   |                      |                      |                   |                      |                         |                       |                     |                      |                     |                       |                   |                                     |
| Forward Lending<br>(including call lending,repurchase agreemen<br>commitments to extend credit, etc.) | nt lending,          | (3,509,852)          | (3,509,852)       | -                    |                         | -                     | -                   | -                    |                     | -                     | -                 |                                     |
| Forward borrowings<br>(including call borrowing,repurchase agreem<br>borrowing, etc.)                 | nent                 |                      | -                 | -                    | -                       | -                     | -                   | -                    | -                   | -                     | -                 |                                     |
| Off-balance sheet gap   |                      | (3,509,852)          | (3,509,852)       | -                    | -                       | -                     |                     | -                    |                     | -                     |                   |                                     |
| Total Yield/Interest Risk Sensitivity Gap   |                      |                      | (25,159,898)      | 28,394,679           | 10,752,585              | (4,266,377)           | 816,797             | 2,199,114            | 2,268,199           | (252,317)             | 364,544           |                                     |
| Cumulative Yield/Interest Risk Sensitivity Gap  |                      |                      | (25,159,898)      | 3,234,781            | 13,987,366              | 9,720,989             | 10,537,786          | 12,736,900           | 15,005,099          | 14,752,782            | 15,117,326        |                                     |

#### Assets

Cash ar Balanc Lending Investm Advanc Operati Deferred Other as

#### Liabiliti

Bills par Borrowin Deposit Sub-orc Liabilitie Deferred Other lia

## Net as

Share c Reserve Unappro Minority Surplus

- 47.6.1 Yield / interest rate risk is the risk of deviations in earnings or economic value due to adverse movement of the yield curve. It is inherent primarily to the banking book mainly through advances and deposits portfolio.
- 47.6.2 The interest rate exposure of the Group arises due to mismatches between contractual maturities or re-pricing of on- and off-balance sheet assets and liabilities. It is addressed by an Asset and Liability Management Committee that reviews the interest rate dynamics at regular intervals and decides re-pricing of assets and liabilities ensuring that the spread of the holding company remains at an acceptable level.

#### Liquidity Risk 47.7

Liquidity risk is the risk that the Group is unable to meet its payment obligations associated with its financial liabilities when they fall due, and to replace funds when they are withdrawn.

The Group's Asset and Liability Management Committee manages the liquidity position on a continuous basis. The Group's liquidity risk management process, as carried out within the Group and monitored by the management, includes:

- Day-to-day funding, managed by monitoring future cash flows to ensure that requirements can be met. This includes replenishment of funds as they mature or borrowed by customers. The Group maintains an active presence in money markets to enable this to happen;
- Maintaining a portfolio of highly marketable assets that can easily be liquidated as protection against any unforeseen interruption to cash flow;
- Monitoring balance sheet liquidity ratios against internal and regulatory requirements; and
- Managing the concentration and profile of debt maturities.

Monitoring and reporting of treasury and capital market maturities is done through monitoring of daily maturities. Similarly the overall liquidity maintenance is done through monthly maturity gap analysis at balance sheet level. Hence, monitoring and reporting takes the form of regular and periodic cash flow measurement and projections.

Sources of liquidity are regularly reviewed to maintain a wide diversification by currency, geography, provider, product and term.

#### 47.7.1 Maturities of Assets and Liabilities (based on contractual maturities)

|       | 2009              |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |  |  |  |  |
|-------|-------------------|---|---------------------------------------|-----------------------------------|----------------------------------|-------------------------------------|--------------------------------------|------------------------------------|-------------------|--|--|--|--|
| Total | Upto one<br>month | Over one<br>month to<br>three<br>months | Over three<br>months to<br>six months | Over six<br>months to<br>one year | Over one<br>year to<br>two years | Over two<br>years to<br>three years | Over three<br>years to<br>five years | Over five<br>years to<br>ten years | Over ten<br>years |  |  |  |  |
|       |                   |   |                                       | Dunce                             | in 1000                          |                                     |                                      |                                    |                   |  |  |  |  |

| and balances with treasury banks *             | 8,427,202   | 8,427,202    | -            | -          | -          | -          | -          | -          | -          | -         |  |
|--|-------------|--------------|--------------|------------|------------|------------|------------|------------|------------|-----------|--|
| nces with other banks                          | 508,795     | 508,795      |              | -          | -          |            |            | -          | -          | -         |  |
| lings to financial institutions                | 15,017,826  | 14,242,461   | 775,365      | -          | -          |            |            | -          | -          | -         |  |
| stments  | 56,459,447  | 287,371      | 4,837,592    | 20,226,602 | 10,527,738 | 6,185,049  | 2,787,572  | 6,029,723  | 5,577,800  | -         |  |
| ances  | 91,346,001  | 13,853,009   | 15,264,526   | 15,263,227 | 10,155,982 | 8,367,495  | 7,537,862  | 8,560,024  | 9,482,210  | 2,861,666 |  |
| rating fixed assets                            | 2,787,617   | 2,926        | 2,478        | 4,850      | 52,636     | 89,732     | 520,340    | 485,806    | 10,595     | 1,618,254 |  |
| rred tax assets - net                          | 1,278,849   |              |              | -          | -          |            |            | 1,278,849  | -          | -         |  |
| r assets                                       | 4,966,716   | 486,196      | -            | 2,445,367  | 811,575    | -          | 1,223,578  | -          | -          | -         |  |
|  | 180,792,453 | 37,807,960   | 20,879,961   | 37,940,046 | 21,547,931 | 14,642,276 | 12,069,352 | 16,354,402 | 15,070,605 | 4,479,920 |  |
| ilities  |             |              |              |            |            |            |            |            |            |           |  |
| payable  | 1,465,451   | 1,465,451    |              |            | · ·        | · ·        |            |            |            |           |  |
| owings from financial institutions             | 34,985,766  | 20,409,351   | 9,964,136    | 2,755,673  | 472,577    | 419,264    | 305,757    | 511,070    | 147,938    | -         |  |
| posits and other accounts **                   | 123,469,683 | 85,838,834   | 21,214,333   | 5,408,698  | 10,335,183 | 473,435    | 149,991    | 49,209     | -          | -         |  |
| ordinated loans                                | 999,200     | -            | -            | 200        | 200        | 400        | 400        | 998,000    | -          |           |  |
| lities against assets subject to finance lease | -           |              |              |            |            |            | -          | -          | -          |           |  |
| rred tax liabilities - net                     | -           | -            |              | -          | -          |            | -          | -          | -          | -         |  |
| r liabilities                                  | 6,979,304   | 1,619,991    | 250,755      | 282,153    | 1,183,144  | 909.905    | 867,335    | 1,866,021  | -          |           |  |
|  | 167,899,404 | 109,333,627  | 31,429,224   | 8,446,724  | 11,991,104 | 1,803,004  | 1,323,483  | 3,424,300  | 147,938    | -         |  |
| assets   | 12,893,049  | (71,525,667) | (10,549,263) | 29,493,322 | 9,556,827  | 12,839,272 | 10,745,869 | 12,930,102 | 14,922,667 | 4,479,920 |  |
| 233013   | 12,033,043  | (11,323,001) | (10,343,203) | 23,433,322 | 3,330,021  | 12,033,212 | 10,743,003 | 12,330,102 | 14,322,007 | 4,473,320 |  |
|  |             |              |              |            |            |            |            |            |            |           |  |
| e capital                                      | 6,090,911   |              |              |            |            |            |            |            |            |           |  |
| erves  | 4,030,056   |              |              |            |            |            |            |            |            |           |  |
| ppropriated profit                             | 1,252,180   |              |              |            |            |            |            |            |            |           |  |
| rity interest                                  | 73,309      |              |              |            |            |            |            |            |            |           |  |
| lus on revaluation of assets                   | 1,446,593   |              |              |            |            |            |            |            |            |           |  |
|  | 12,893,049  |              |              |            |            |            |            |            |            |           |  |
|  |             |              |              |            |            |            |            |            |            |           |  |



#### Assets

Cash an Balance Lending Investme Advance Operatin Deferred Other as

#### Liabiliti

Bills pay Borrowir Deposits Sub-ordi Liabilities Deferred Other lia

#### Net ass

Share ca Reserve Unappro Minority Surplus

|       | 2008              |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |  |  |  |  |
|-------|-------------------|---|---------------------------------------|-----------------------------------|----------------------------------|-------------------------------------|--------------------------------------|------------------------------------|-------------------|--|--|--|--|
| Total | Upto one<br>month | Over one<br>month to<br>three<br>months | Over three<br>months to<br>six months | Over six<br>months to<br>one year | Over one<br>year to<br>two years | Over two<br>years to<br>three years | Over three<br>years to<br>five years | Over five<br>years to<br>ten years | Over ten<br>years |  |  |  |  |

--- Rupees in '000 ----

#### Assets

| Cash and balances with treasury banks *             | 8,927,524   | 8,927,524    | -          | -          | -          |            | -         | -          | -         | -         |
|---|-------------|--------------|------------|------------|------------|------------|-----------|------------|-----------|-----------|
| Balances with other banks                           | 876,780     | 876,780      | -          | -          | -          | -          | -         | -          | -         | -         |
| Lendings to financial institutions                  | 2,861,401   | 2,861,401    | -          | -          | -          | -          | -         | -          | -         | -         |
| Investments   | 36,072,667  | 2,456,643    | 18,845,929 | 448,647    | 2,078,968  | 5,553,857  | 1,459,983 | 3,599,770  | 1,628,870 | -         |
| Advances  | 83,512,068  | 11,261,441   | 17,680,295 | 10,191,104 | 10,360,835 | 10,294,009 | 6,805,411 | 6,174,272  | 5,629,232 | 5,115,469 |
| Operating fixed assets                              | 2,646,978   | 1,865        | 1,370      | 4,670      | 29,076     | 165,876    | 306,633   | 557,049    | -         | 1,580,439 |
| Deferred tax assets - net                           | -           | -            | -          | -          |            | -          | -         | -          | -         | -         |
| Other assets  | 3,264,500   | 864,377      | -          | 1,780,435  | 347,312    | -          | 272,376   | -          | -         | -         |
|   | 138,161,918 | 27,250,031   | 36,527,594 | 12,424,856 | 12,816,191 | 16,013,742 | 8,844,403 | 10,331,091 | 7,258,102 | 6,695,908 |
| Liabilities   |             |              |            |            |            |            |           |            |           |           |
|   |             |              |            |            |            |            |           |            |           |           |
| Bills payable                                       | 1,536,517   | 1,536,517    | -          | -          | -          | -          | -         | -          | -         | -         |
| Borrowings from financial institutions              | 13,027,468  | 2,815,367    | 6,181,025  | 2,232,771  | 404,956    | 425,699    | 288,949   | 515,207    | 163,494   | -         |
| Deposits and other accounts **                      | 102,592,473 | 62,940,235   | 19,619,476 | 6,778,992  | 10,500,297 | 2,318,846  | 282,598   | 152,029    | -         | -         |
| Sub-ordinated loans                                 | 999,600     | -            | -          | 200        | 200        | 400        | 400       | 499,400    | 499,000   | -         |
| Liabilities against assets subject to finance lease | 4,103       | 266          | 642        | 926        | 2,269      | -          | -         | -          | -         | -         |
| Deferred tax liabilities - net                      | 2,484,227   | -            | -          | -          |            | -          | -         | 2,484,227  | -         | -         |
| Other liabilities                                   | 6,641,902   | 1,693,301    | 295,850    | 363,549    | 1,105,860  | 861,559    | 956,454   | 1,365,329  | -         | -         |
|   | 127,286,290 | 68,985,686   | 26,096,993 | 9,376,438  | 12,013,582 | 3,606,504  | 1,528,401 | 5,016,192  | 662,494   | -         |
|   |             |              |            |            |            |            |           |            |           |           |
| Net assets  | 10,875,628  | (41,735,655) | 10,430,601 | 3,048,418  | 802,609    | 12,407,238 | 7,316,002 | 5,314,899  | 6,595,608 | 6,695,908 |
|   |             |              |            |            |            |            |           |            |           |           |
|   | E 200 44E   |              |            |            |            |            |           |            |           |           |
| Share capital                                       | 5,296,445   |              |            |            |            |            |           |            |           |           |
| Reserves  | 3,790,023   |              |            |            |            |            |           |            |           |           |
| Unappropriated profit                               | 1,079,333   |              |            |            |            |            |           |            |           |           |
| Minority interest                                   | 73,706      |              |            |            |            |            |           |            |           |           |

\* Included in cash and balances with treasury banks are the current and deposit accounts with the State Bank of Pakistan which are maintained to meet the Statutory Liquidity Reserve Requirements (SLR). Since such balances have no actual maturity the same are classified in the earliest maturity band of upto one month.

636,121

10,875,628

\*\* As per the SBP's requirement, the entire balance held in saving deposit accounts is classified under the maturity band of upto one month. On the basis of history, the Group expects that these deposits will be maintained over a longer period without withdrawal.

Surplus on revaluation of assets

## 47.7.2 Maturities of Assets and Liabilities - Based on expected withdrawal pattern

The following maturity analysis is presented as an additional disclosure to depict the maturities of assets and liabilities as determined by the Group's Asset and Liabilities Management Committee (ALCO) keeping in view the historical withdrawal pattern of deposits and cash and Bank balances.

|   |             | 2009              |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |  |  |
|---|-------------|-------------------|---|---------------------------------------|-----------------------------------|----------------------------------|-------------------------------------|--------------------------------------|------------------------------------|-------------------|--|--|
|   | Total       | Upto one<br>month | Over one<br>month to<br>three<br>months | Over three<br>months to<br>six months | Over six<br>months to<br>one year | Over one<br>year to<br>two years | Over two<br>years to<br>three years | Over three<br>years to<br>five years | Over five<br>years to<br>ten years | Over ten<br>years |  |  |
|   |             |                   |   |                                       | Rupees                            | s in '000                        |                                     |                                      |                                    |                   |  |  |
| ts  |             |                   |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |  |  |
| and balances with treasury banks              | 8,427,202   | 3,792,077         | 1,167,072                               | 511,364                               | 765,678                           | 228,641                          | 541,401                             | 487,604                              | 459,847                            | 473,518           |  |  |
| ices with other banks                         | 508,795     | 508,795           | -                                       | -                                     | -                                 | -                                | -                                   | -                                    | -                                  | -                 |  |  |
| ings to financial institutions                | 15,017,826  | 14,242,461        | 775,365                                 | -                                     | -                                 | -                                | -                                   | -                                    | -                                  | -                 |  |  |
| tments  | 56,459,447  | 287,371           | 4,837,592                               | 20,226,602                            | 10,527,738                        | 6,185,049                        | 2,787,572                           | 6,029,723                            | 5,577,800                          | -                 |  |  |
| nces  | 91,346,001  | 13,853,009        | 15,264,526                              | 15,263,227                            | 10,155,982                        | 8,367,495                        | 7,537,862                           | 8,560,024                            | 9,482,210                          | 2,861,666         |  |  |
| ating fixed assets                            | 2,787,617   | 2,926             | 2,478                                   | 4,851                                 | 52,635                            | 89,732                           | 520,340                             | 485,806                              | 10,595                             | 1,618,254         |  |  |
| red tax assets - net                          | 1,278,849   |                   |   | -                                     | -                                 | -                                | -                                   | 1,278,849                            | -                                  | -                 |  |  |
| assets  | 4,966,716   | 486,196           |   | 2,445,367                             | 811,575                           | -                                | 1,223,578                           | -                                    | -                                  | -                 |  |  |
|   | 180,792,453 | 33,172,835        | 22,047,033                              | 38,451,411                            | 22,313,608                        | 14,870,917                       | 12,610,753                          | 16,842,006                           | 15,530,452                         | 4,953,438         |  |  |
| lities  |             |                   |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |  |  |
| payable                                       | 1,465,451   | 1,465,451         | -                                       |                                       | -                                 | -                                |                                     | -                                    |                                    | -                 |  |  |
| wings from financial institutions             | 34,985,766  | 20,409,351        | 9,964,136                               | 2,755,673                             | 472,577                           | 419,264                          | 305,757                             | 511,070                              | 147,938                            | -                 |  |  |
| sits and other accounts                       | 123,469,683 | 27,782,544        | 25,644,080                              | 10,517,585                            | 16,757,188                        | 4,488,642                        | 9,922,531                           | 9,407,208                            | 9,357,999                          | 9,591,906         |  |  |
| ordinated loans                               | 999,200     | -                 | -                                       | 200                                   | 200                               | 400                              | 400                                 | 998,000                              | -                                  | -                 |  |  |
| ities against assets subject to finance lease | -           |                   |   |                                       |                                   |                                  |                                     | -                                    | -                                  | -                 |  |  |
| red tax liabilities - net                     | -           |                   |   |                                       |                                   | -                                | -                                   |                                      | -                                  | -                 |  |  |
| liabilities                                   | 6,979,304   | 1,619,991         | 250,755                                 | 282,153                               | 1,183,144                         | 909,905                          | 867,335                             | 1,866,021                            | -                                  | -                 |  |  |
|   | 167,899,404 | 51,277,337        | 35,858,971                              | 13,555,611                            | 18,413,109                        | 5,818,211                        | 11,096,023                          | 12,782,299                           | 9,505,937                          | 9,591,906         |  |  |
|   |             |                   |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |  |  |
| ssets   | 12,893,049  | (18,104,502)      | (13,811,938)                            | 24,895,800                            | 3,900,499                         | 9,052,706                        | 1,514,730                           | 4,059,707                            | 6,024,515                          | (4,638,468)       |  |  |
| capital                                       | 6,090,911   |                   |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |  |  |
| e capital<br>rves                             | 4,030,056   |                   |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |  |  |
| propriated profit                             | 1,252,180   |                   |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |  |  |
| rity interest                                 | 73,309      |                   |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |  |  |
| us on revaluation of assets                   | 1,446,593   |                   |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |  |  |
|   | 12,893,049  |                   |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |  |  |
|   | 12,000,040  |                   |   |                                       |                                   |                                  |                                     |                                      |                                    |                   |  |  |



#### 47.8 **Operational Risk**

Operational Risk is the risk of direct or indirect losses resulting from inadequate or failed internal processes or systems, human factors, or from external events. The Group's businesses are dependent on the ability to process a large number of transactions efficiently and accurately. Operational risks and losses originate from business/operational process failure, IT security failure, natural disasters, dependence on key suppliers, fraud, service quality compromised, regulatory non-compliance, loss of key staff, and social and environmental impacts.

The Group has implemented risk controls and loss mitigation actions for curtailing operational risk. Each division has processes and systems in place to address operational risks within their area. These include key controls and the provision of business continuity plans to protect against major disruptions.

#### 48. DATE OF AUTHORISATION FOR ISSUE

These financial statements were authorised for issue on February 23, 2010 by the Board of Directors of the Group.

#### NON-ADJUSTING EVENTS AFTER THE BALANCE SHEET DATE 49.

There were no appropriations or distributions, except for transfer to statutory reserve, approved by the Board of Directors in their meeting held on February 23, 2010 (2008: 15% bonus issue).

#### GENERAL 50.

#### 50.1 Standards or Interpretations not yet effective

The following standards, interpretations and amendments of approved accounting standards are effective for accounting periods beginning from the dates specified below. These standards are either not relevant to the Group's operations or are not expected to have significant impact on the Group's financial statements other than increase in disclosures in certain cases.

Revised IFRS 3 Business Combinations (applicable for annual periods beginning on or after 1 July 2009) broadens among other things the definition of business resulting in more acquisitions being treated as business combinations, contingent consideration to be measured at fair value, transaction costs other than share and debt issue costs to be expensed, any pre-existing interest in an acquiree to be measured at fair value, with the related gain or loss recognised in profit or loss and any non-controlling (minority) interest to be measured at either fair value or at its proportionate interest in the identifiable assets and liabilities of an acquiree on a transaction-by-transaction basis. The application of this standard is not likely to have an effect on the Group's financial statements.

Amended IAS 27 Consolidated and Separate Financial Statements (effective for annual periods beginning on or after 1 July 2009) requires accounting for changes in ownership interest by the Group in a subsidiary, while maintaining control, to be recognized as an equity transaction. When the Group loses control of subsidiary, any interest retained in the former subsidiary will be measured at fair value with the gain or loss recognized in the profit or loss. The application of the standard is not likely to have an effect on the Group's financial statements.

IFRIC 15 - Agreement for the Construction of Real Estate (effective for annual periods beginning on or 1 October 2009) clarifies the recognition of revenue by real estate developers for sale of units, such as apartments or houses, 'off-plan', that is, before construction is complete. The amendment is not relevant to the Group's operations.

IFRIC 17 - Distributions of Non-cash Assets to Owners (effective for annual periods beginning on or after 1 July 2009) states that when a company distributes non cash assets to its shareholders as dividend the liability for the dividend is measured at fair value. If there are subsequent changes in the fair value before the liability is discharged, this is recognized in equity. When the non cash asset is distributed, the difference between the carrying amount and fair value is recognized in the income statement. As the Company does not distribute non-cash assets to its shareholders, this interpretation has no impact on the Group's financial statements.

The International Accounting Standards Board made certain amendments to existing standards as part of its second annual improvements project. The effective dates for these amendments vary by standard and most will be applicable to the Group's 2010 financial statements. These amendments are unlikely to have an impact on the Group's financial statements.

Amendment to IFRS 2 - Share-based Payment - Group Cash-settled Share-based Payment Transactions (effective for annual periods beginning on or after 1 January 2010). Currently effective IFRSs require attribution of group share-based payment transactions only if they are equity-settled. The amendments resolve diversity in practice regarding attribution of cash-settled share-based payment transactions and require an entity receiving goods or services in either an equity-settled or a cashsettled payment transaction to account for the transaction in its separate or individual financial statements.

Amendment to IAS 32 Financial Instruments: Presentation - Classification of Rights Issues (effective for annual periods beginning on or after 1 February 2010). The IASB amended IAS 32 to allow rights, options or warrants to acquire a fixed number of the entity's own equity instruments for a fixed amount of any currency to be classified as equity instruments provided the entity offers the rights, options or warrants pro-rata to all of its existing owners of the same class of its own non-derivative equity instruments. This interpretation has no impact on the Group's financial statements.

IFRIC 19 Extinguishing Financial Liabilities with Equity Instruments (effective for annual periods beginning on or after 1 July 2010). This interpretation provides guidance on the accounting for debt for equity swaps. This interpretation has no impact on the Group's financial statements.

IAS 24 Related Party Disclosures (revised 2009) – effective for annual periods beginning on or after 1 January 2011. The revision amends the definition of a related party and modifies certain related party disclosure requirements for government-related entities. The amendment would result in certain changes in disclosures.

Amendments to IFRIC 14 and IAS 19 - The Limit on a Defined Benefit Assets, Minimum Funding Requirements and their Interaction (effective for annual periods beginning on or after 1 January 2011). These amendments remove unintended consequences arising from the treatment of prepayments where there is a minimum funding requirement. These amendments result in prepayments of contributions in certain circumstances being recognised as an asset rather than an expense. This amendment is not likely to have any impact on Group's financial statements.

Improvements to IFRSs 2008 - Amendments to IFRS 5 Non-Current Assets Held for Sale and Discontinued Operations - (effective for annual periods beginning on or after 1 July 2009). The amendments specify that if an entity is committed to a plan to sell a subsidiary, then it would classify all of that subsidiary's assets and liabilities as held for sale if criteria in IFRS 5 are met. This applies regardless of the entity retaining an interest (other than control) in the subsidiary; and disclosures for discontinued operations are required by the parent when a subsidiary meets the definition of a discontinued operation. This amendment is not likely to have any impact on Group's Financial Statements.

**50.2.1** Previous year's figures have been rearranged and reclassified wherever necessary for the purposes of comparison. Major changes made in the comparative figures which are not disclosed in the relevant notes are as follows:

|      | Reclassification from   |      | Reclassification from  | Reason for  | Rupees in |
|------|---|------|--|---|-----------|
| Note | Component   | Note | Component  | reclassification  | '000      |
| 13   | Advances - Net investment<br>in finance lease – In Pakistan             | 16   | Other Assets - Income/mark-up accrued in local currency                  | Comparative amounts have been reclassified to conform with current year's presentation. | 280,353   |
| 13   | Advances - Loans, cash credits,<br>running finances, etc. – In Pakistan | 12   | Investments - Held to<br>maturity Securities                             | Comparative amounts have been reclassified to conform with current year's presentation. | 5,982,777 |
| 13.4 | Advances - Provision for<br>non-performing advances                     | 12.3 | Investments - Provision for<br>diminution in the value<br>of investement | Comparative amounts have been reclassified to conform with current year's presentation. | 16,409    |

50.3 Figure have been rounded off to the nearest thousand rupees unless other wise stated.

Captions as prescribed in BSD circular No. 4 dated February 17, 2006 issued by the State Bank of Pakistan in respect of which no amounts are 50.4 outstanding have not been reproduced in these financial statements except for in the balance sheet and the profit and loss account.

President & CEO

Moam Director

Director

Director

1.



Detai









Statement showing details of investments in ordinary and preference shares / certificates of listed and unlisted companies / modarabas / mutual funds and term finance certificates and bonds as referred to in note 12 to the

| ils of investm   | ents in listed co | mpanies / modarabas / closed end mutual funds are as follows: |         |         |          |         | Quality of Ava<br>Secu |                |
|------------------|-------------------|---|---------|---------|----------|---------|------------------------|----------------|
| Ordinary s       |                   | Name of company/ modaraba/ mutual fund                        | 2009    | 2008    | 2009     | 2008    | 2009                   | 2008           |
| ertificates of I |                   |   | At Co   |         | Market V |         | Medium to Lon          |                |
| 2009             | 2008              |   | Rupees  | '000    | Rupees   | '000    | Assigned (wh           | ere available) |
|                  |                   | Closed end Mutual funds                                       |         |         |          |         |                        |                |
| 3,994,715        | 3,994,715         | Al-Meezan Mutual Fund   | 35,263  | 35,263  | 26,365   | 14,301  | Α                      | 4-Star         |
| 1,999,950        | 2,000,000         | NAMCO Balanced Fund   | 20,000  | 20,000  | 9,440    | 18,900  | AM3-                   |                |
| -                | 19,178            | Pakistan Premier Fund   | -       | 31      |          | 38      |                        | 5-Star         |
| -                | 325,000           | Pakistan Strategic Allocation Fund                            | -       | 3,485   | -        | 741     |                        | 4-Star         |
| 2,812,895        | 2,812,895         | JS Large CAP Fund (Formerly UTP Large CAP Fund)               | 27,888  | 27,888  | 12,939   | 6,470   | 5-Star                 | 5-Star         |
|                  | 63,000            | Golden Arrow Selected Fund **                                 |         | 279     | -        | 128     |                        |                |
|                  | 6,645             | Picic Growth Fund   | -       | 46      |          | 37      |                        |                |
| -                | 22,138            | JS Value Fund Limited   | -       | 61      | -        | 99      |                        |                |
|                  |                   | Modarabas   |         |         |          |         |                        |                |
| 2,990,000        | 2,990,000         | First Habib Modaraba **                                       | 22,656  | 22,656  | 17,432   | 16,953  | AA+                    | AA             |
| -                | 67                | First HBL Modaraba  | -       | 1       |          | 1       |                        | AA-            |
| 1,001            | 788,591           | First Prudential Modaraba                                     | 1       | 1,307   | 1        | 1,072   |                        |                |
|                  |                   | Leasing Companies   |         |         |          |         |                        |                |
| -                | 31                | Pakistan Industrial & Commercial Leasing Limited ***          | -       | 1       | -        | 1       |                        |                |
|                  |                   | Commercial / Investment Banks / Investment Companies          |         |         |          |         |                        |                |
|                  | 2,175,100         | Atlas Bank Limited (Formerly Dawood Bank Limited)             | -       | 21,751  |          | 7,221   |                        | A-             |
| 1,709,700        | 1,709,700         | Prudential Investment Bank Limited ***                        | 12,528  | 12,528  |          | -       |                        |                |
|                  | 134,837           | Askari Commercial Bank  |         | 4,872   |          | 1,964   |                        | AA             |
|                  | 2,626             | Allied Bank Limited   | -       | 88      |          | 82      |                        | AA             |
| -                | 152,381           | Arif Habib Bank Limited                                       | -       | 3,008   |          | 3,623   |                        | A              |
|                  | 2,648             | Dawood Equities Limited                                       | -       | 24      |          | 22      |                        |                |
|                  | 245,948           | Bank Alfalah Limited  | -       | 4.468   |          | 4.115   |                        | AA             |
| -                | 12,734            | Bank Al Habib Limited   |         | 310     |          | 316     |                        | AA             |
| -                | 111,067           | Javed Omer Vohra & Company                                    |         | 1,270   |          | 1,007   |                        | BB+            |
|                  | 298,201           | JS Bank Limited   | -       | 1.049   |          | 1,711   |                        | A-             |
|                  | 147,323           | Jahangir Siddiqui & Co Ltd                                    |         | 8,271   |          | 7,702   |                        | AA+            |
|                  | 2,756             | JS Investment Limited   |         | 110     |          | 119     |                        | AA-            |
| 202,834          | 24,205            | Habib Bank Limited  | 25,201  | 1,946   | 25,038   | 1,812   | AA+                    | AA+            |
| 202,034          | 140,462           | MCB Bank Limited  | 23,201  | 19,485  | 23,030   | 17,671  | AAT                    | AA+            |
|                  | 173,461           | Pervez Ahmed Securities                                       |         | 1,155   |          | 626     |                        | AAT            |
| 2 002 524        | 41.452            | The Bank of Punjab  | 43,914  | 624     | 56,424   | 547     | AA-                    | AA-            |
| 2,893,534        | 112,420           | Arif Habib Securities Limited                                 | 43,914  | 5,079   | 30,424   | 4,728   | AA-                    | AA-<br>A+      |
|                  |                   |   | -       |         | -        |         |                        | A+             |
| 3,520,050        | 4,610,400         | First Credit & Investment Bank Limited                        | 35,192  | 46,104  | 11,792   | 13,785  | A-                     | ٨              |
| -                | 120,161           | SPCBL   | -       | 1,827   | -        | 602     |                        | A-             |
| -                | 1,123,085         | NBP   | -       | 68,526  | -        | 56,513  |                        | AAA            |
| 25,008,000       | 467,568           | NIB   | 166,365 | 2,371   | 120,038  | 2,183   | AA-                    | AA-            |
| -                | 216,686           | UBL   | -       | 16,850  | -        | 7,997   |                        | AA+            |
| -                | 171,608           | Bank Islami Pakistan Limited                                  | -       | 871     | -        | 1,244   |                        | A-             |
| -                | 7,313             | Soneri Bank Limited   | -       | 61      | -        | 80      |                        | AA-            |
| -                | 3,634             | Meezan Bank Limited   | -       | 79      | -        | 78      |                        | A+             |
| -                | 200               | HMB   | -       | 6       | -        | 5       |                        | AA+            |
| -                | 539               | First National Equities Limited                               |         | 25      | -        | 28      |                        |                |
| -                | 345               | Investment & Finance Securities Ltd                           | -       | 1       | -        | 2       |                        |                |
|                  |                   | Balance carried forward                                       | 389,008 | 333,777 | 279,469  | 194,524 |                        |                |

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|                   |                   |  |         |              |          |              |             | ailable for Sale |
|-------------------|-------------------|--|---------|--------------|----------|--------------|-------------|------------------|
| Ordinary sh       |                   | Name of company/ modaraba/ mutual fund                         | 2009    | 2008         | 2009     | 2008         | 2009        | 2008             |
| certificates of R |                   |  | At Co   |              | Market V |              |             | ng Term Rating   |
| 2009              | 2008              |  | Rupees  | '000         | Rupees   | '000         | Assigned (w | here available)  |
|                   |                   | Balance brought forward  | 389,008 | 333,777      | 279,469  | 194,524      |             |                  |
|                   |                   | Textile Spinning   |         |              |          |              |             |                  |
| 127,045           | 127,045           | Crown Textile Mills Limited ***                                | 1,238   | 1,238        | -        | -            |             |                  |
| -                 | 99,500            | Dewan Farooq Spinning Mills Limited                            | -       | 994          | -        | 159          |             |                  |
|                   | 335,093<br>33,778 | Hira Textile Mills Limited<br>D.S. Industries                  |         | 4,188<br>439 |          | 757<br>502   |             |                  |
|                   | 55,776            |  |         | 400          |          | 502          |             |                  |
|                   | 454 044           | Textile Composite  |         | 0.007        |          | 0.470        |             | Δ.               |
| -                 | 151,941<br>1,226  | Azgard Nine Limited<br>Dawood Lawarencepur Ltd                 |         | 2,697<br>53  | -        | 2,473<br>61  |             | A+               |
|                   | 6,974             | Nishat (Chunion) Ltd   | -       | 51           | -        | 67           |             | A+               |
| 160,500           | 167,859           | Nishat Mills Limited   | 11,564  | 3,687        | 11,219   | 3,794        | A+          | AT               |
| 2,500,000         | 2,500,000         | Zahur Textile Mills Limited ***                                | 2,500   | 2,500        | -        |              | AT          |                  |
|                   |                   | Cement   |         |              |          |              |             |                  |
| -                 | 24,902            | Maple Leaf Cement  | -       | 67           | -        | 102          |             | BBB+             |
| 4,964,530         | 34,959            | Fauji Cement Ltd   | 39,373  | 122          | 30,582   | 164          |             |                  |
|                   | 128,370           | Pakistan Cement Co Ltd   | -       | 255          |          | 411          |             |                  |
| -                 | 12,558            | Pioneer Cement Ltd   | -       | 265          | -        | 303          |             | BBB              |
| -                 | 257,454           | Lucky Cement   | -       | 19,884       | -        | 8,050        |             |                  |
| -                 | 764,101           | D.G. Khan Cement   | -       | 29,126       | -        | 16,252       |             |                  |
| -                 | 1,000             | Attock Cement  | -       | 75           | -        | 38           |             | AA               |
| -                 | 14,395            | Al Abbas Cement  | -       | 40           | -        | 55           |             |                  |
| -                 | 138<br>12,421     | Thatta Cement Limited<br>Dewan Cement Limited                  | -       | 2<br>42      |          | 2<br>38      |             |                  |
| -                 | 12,421            |  | -       | 42           | -        | 50           |             |                  |
| 891,361           | 1,066,067         | Power Generation and Distribution<br>Hub Power Company Limited | 30.000  | 32,048       | 27,703   | 15,021       | AA+         |                  |
| 939,372           | 939,375           | Ideal Energy Limited *   | 28,182  | 28,181       | -        | 14,090       | AAT         |                  |
| 723,000           | 723,000           | Kohinoor Energy Limited  | 23,174  | 23,174       | 22,413   | 13,918       |             |                  |
| -                 | 291,282           | PPL  |         | 42,280       |          | 29,309       |             |                  |
| 21,825            | 90,168            | PSO  | 6,463   | 25,230       | 6,492    | 13,036       | AA+         | AAA              |
| -                 | 295,729           | POL  | -       | 30,523       |          | 30,309       |             |                  |
| -                 | 147,253           | Bosicor Pakistan Limited                                       | -       | 487          | -        | 686          |             |                  |
| -                 | 3,847             | Attock Petroleum Limited                                       | -       | 596          | -        | 555          |             |                  |
|                   | 47,790            | Attock Refinery Limited  |         | 3,074        | -        | 2,862        |             | AA               |
| 55,213            | 12,442            | Pakistan Refinery Limited                                      | 6,500   | 1,071        | 6,664    | 1,224        |             |                  |
| 114,489           | 234               | National Refinery Limited                                      | 26,183  | 24           | 20,244   | 22           | AAA         | AAA              |
| 1 664 050         | 1,702             | Mari Gas Company Limited                                       | -       | 181          | 44.000   | 168          |             | AA               |
| 1,664,059         | 33,961            | SNGPL<br>SSGC  | 55,857  | 550<br>4,104 | 41,269   | 728<br>3,687 | AA          | AA<br>AA-        |
| -                 | 350,805<br>31,352 | KAPCO  | -       | 4,104 730    |          | 3,687<br>989 |             | AA-              |
| -                 | 1,604,913         | OGDCL  |         | 106,004      | -        | 80,229       |             | AAA              |
| 1,000,000         | -                 | Nishat Power Limited   | 14,985  | -            | 12,730   | -            | AA          | ,                |
|                   |                   | Balance carried forward  | 635,027 | 697,759      | 458,785  | 434,585      |             |                  |

|                   |                 |  |            |                 |           |                 | Quality of Ava<br>Secu |                |
|-------------------|-----------------|--|------------|-----------------|-----------|-----------------|------------------------|----------------|
| Ordinary sl       |                 | Name of company/ modaraba/ mutual fund                               | 2009       | 2008            | 2009      | 2008            | 2009                   | 2008           |
| certificates of R |                 |  | At Co      |                 | Market V  |                 | Medium to Lon          |                |
| 2009              | 2008            |  | Rupees     | 000             | Rupees    | 000             | Assigned (wh           | ere available) |
|                   |                 | Balance brought forward  | 635,027    | 697,754         | 458,785   | 434,585         |                        |                |
|                   |                 | Technology & Communication   |            | 1.10            |           | 100             |                        |                |
| 7,297,581         | 24,213<br>1,074 | Pakistan Telecommunication Company Limited<br>Eye Television Network | 155,070    | 443<br>30       | 128,802   | 409<br>37       |                        |                |
|                   | 329,435         | TRG  |            | 406             |           | 586             |                        | BBB+           |
| -                 | 6,701           | Netsol Technologies  | -          | 182             |           | 169             |                        |                |
| -                 | 73,771          | Telecard   | -          | 98              | -         | 147             |                        |                |
| -                 | 236,559         | World Call   | -          | 666             | -         | 702             |                        |                |
|                   |                 | Fertilizer   |            |                 |           |                 |                        |                |
| 1,374,615         | 1,643,958       | Fauji Fertilizer Company Limited                                     | 100,000    | 115,015         | 141,489   | 96,550          |                        |                |
| -                 | 22,170          | Fauji Fertilizer Bin Qasim   | -          | 4,859<br>46,285 | -         | 2,956<br>19,830 |                        | AA             |
| -                 | 205,584         | Engro Chemical   | -          | 40,280          | -         | 19,630          |                        | AP             |
|                   | 1,869           | Insurance<br>Adamjee Insurance Company Limited                       |            | 204             |           | 190             |                        | AA             |
| _                 | 510             | EFU General Insurance Limited  | _          | 62              | _         | 68              |                        | A/             |
| -                 | 9,834           | Pakistan Reinsurance Co Ltd  | -          | 250             | -         | 233             |                        | 7.0            |
|                   |                 | Engineering  |            |                 |           |                 |                        |                |
| -                 | 6,861           | Crescent Steel and Allied Products Ltd                               | -          | 118             | -         | 117             |                        |                |
| -                 | 15,684          | Dost Steel Limited   | -          | 127             | -         | 124             |                        |                |
| -                 | 300             | Intern'I Industries Limited  | -          | 17              | -         | 14              |                        |                |
| -                 | 100             | Siemens Pakistan Eng Ltd   | -          | 113             | -         | 113             |                        |                |
|                   | 00.405          | Automobiles Parts & Accessories                                      |            | 070             |           | 000             |                        |                |
| 40.050            | 20,185<br>1,384 | Honda Atlas Cars Ltd   | -<br>3,691 | 272<br>165      | 3,608     | 232<br>170      |                        |                |
| 18,358<br>70,000  | 1,384           | Indus Motor Company Ltd<br>Al-Ghazi Tractors **                      | 3,691      | 165             | 3,608     | 170             |                        |                |
| 66,900            | -               | Millat Tractors  | 23,772     | -               | 25,409    | -               |                        |                |
|                   |                 | Cables & Electrical Goods  |            |                 |           |                 |                        |                |
| -                 | 521,605         | Pak Electron   | -          | 25,244          | -         | 11,851          |                        | Δ              |
|                   |                 | Chemical   |            |                 |           |                 |                        |                |
|                   | 273             | BOC Pakistan Limited   | -          | 32              |           | 31              |                        |                |
| 943,584           | 10,219          | Sitara Peroxide Limited  | 22,150     | 164             | 14,937    | 185             |                        |                |
| -                 | 257,986         | ICI  | -          | 19,025          | -         | 17,726          |                        |                |
| -                 | 188,342         | Pakistan PTA Limited   | -          | 216             | -         | 299             |                        |                |
|                   |                 | Balance carried forward  | 957,317    | 911,752         | 789,693   | 587,324         |                        |                |
|                   |                 |  |            |                 | · · · · · |                 |                        |                |

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|   |                       |  |                          |             |                          |                    | Quality of Availab<br>Securitie |            |    |   |         |         |                  | Quality of Ava<br>Secu | ailable for Sale<br>urities |
|---|-----------------------|--|--------------------------|-------------|--------------------------|--------------------|---------------------------------|------------|----|---|---------|---------|------------------|------------------------|-----------------------------|
| Ordinary sh                                     |                       | Name of company/ modaraba/ mutual fund   | 2009                     | 2008        | 2009                     | 2008               | 2009                            | 2008       |    |   | 2009    | 2008    | <b>2009</b> 2008 | 2009                   | 2008                        |
| certificates of R                               |                       |  | At Cos                   | st          | Market Va                | alues              | Medium to Long Te               |            |    |   |         | Cost    | Market Values    |                        | ng Term Rating              |
| 2009  | 2008                  |  | Rupees                   | 000         | Rupees                   | '000               | Assigned (where                 | available) | 2. | Details of investments in unlisted companies are as follows:  | Rupe    | es '000 | Rupees '000      | Assigned (wh           | nere available)             |
|   |                       | Balance brought forward  | 957,317                  | 911,752     | 789,693                  | 587,324            |                                 |            |    | Faysal Asset Management Limited<br>4.500,000 (2008: 4,500,000) ordinary shares of Rs. 10 each   | 45,000  | 45,000  | Not Applicable   | AM3+                   | AM3+                        |
| -   | 100,258               | Synthetic & Rayon<br>Dewan Salman Fibre Ltd                                      | -                        | 92          | -                        | 141                |                                 |            |    | The bank holds 30% (2008: 30%) of investee's capital.<br>Chief Executive: Mr. Salman Haider Shaikh<br>Break up value of share: Rs. 17.36 (2008: Rs. 15.22)<br>Period of financial statements: June 30, 2009 |         |         |                  |                        |                             |
| -   | 5,890                 | Transport<br>Pakistan Intl Container Terminal                                    | -                        | 259         | -                        | 267                |                                 | A-         |    | Al Hamra Avenue (Private) Limited<br>24,375,000 (2008: 24,375,000 ) ordinary shares of Rs. 10 each  | 243,750 | 243,750 | Not Applicable   |                        |                             |
| 480,000<br>60,800<br>43,555                     | 136<br>-<br>-         | <b>Pharmaceuticals</b><br>Searle Pakistan Limited<br>Abbott Lab<br>Glaxo         | 30,463<br>7,086<br>4,725 | 8<br>-<br>- | 29,928<br>7,370<br>4,759 | 9<br>-<br>-        | BBB                             | BBB        |    | The bank holds 15.22% (2008: 15.22%) of investee's capital.<br>Chief Executive: Mr. Habib Ahmed<br>Break up value per share: Rs. 9.54 (2008: Rs. 9.76)<br>Period of financial statements: June 30, 2009     |         |         |                  |                        |                             |
| -   | 7,158                 | Paper & Board<br>Packages Limited  | -                        | 589         | -                        | 581                |                                 | AA         |    | Al Hamra Hills (Private) Limited<br>12,500,000 (2008: 12,500,000 ) ordinary shares of Rs. 10 each<br>The bank holds 14,13% (2008: 14,13%) of investee's capital.  | 125,000 | 125,000 | Not Applicable   |                        |                             |
| 100,000   | -                     | Jute<br>Thall Limited **   | 10,578                   | -           | 8,487                    | -                  |                                 |            |    | Chief Executive: Mr. Habib Ahmed<br>Break up value per share: Rs. 9.47 (2008: Rs. 9.71)<br>Period of financial statements: June 30, 2009  |         |         |                  |                        |                             |
| 1,530   | -                     | Leather & Tanneries<br>Bata Pakistan   | 1,426                    | -           | 1,498                    | -                  |                                 |            |    | DHA Cogen Limited<br>32,500,000 (2008: 32,500,000 ) ordinary shares of Rs. 10 each  | 325,000 | 325,000 | Not Applicable   |                        |                             |
| 225<br>-<br>-                                   | 225<br>138,569<br>204 | <b>Others</b><br>VISA Incorporation<br>Pace Pakistam Limited<br>Tri - Pak Filims | :                        | 1,483<br>24 | 1,671<br>-<br>-          | 907<br>1,197<br>25 |                                 | A+<br>A+   |    | The bank holds 11.52% (2008: 18.52%) of investee's capital.<br>Chief Executive: Mr. Azam Mehmood<br>Break up value per share: Rs. 4.99 (2008: Rs. 10.73)<br>Period of financial statements: June 30 ,2009   |         |         |                  |                        |                             |
|   |                       |  | 1,011,595                | 914,207     | 843,406                  | 590,451            |                                 |            |    | First Capital Investment (Private) Limited*<br>150,000 (2008: 150,000) ordinary shares of Rs. 10 each   | 750     | 750     | Not Applicable   | AM4+                   | AM4+                        |
|   |                       |  |                          |             |                          |                    |                                 |            |    | Himont Chemical (Private) Limited *<br>810,000 (2008: 810,000) ordinary shares of Rs. 10 each   | 1,037   | 1,037   | Not Applicable   |                        |                             |
| <ul> <li>Ideal Energy Limit</li> </ul>          | ited - 11.74% (2      | ees' capital in the following:<br>008: 11.74%)<br>ed - 17.10% (2008: 17.10%)     |                          |             |                          |                    |                                 |            |    | Sukhchayn Gardens (Private) Limited<br>250,758 (2008: 386,531) ordinary shares of Rs. 100 each  | 103,800 | 160,000 | Not Applicable   |                        |                             |
| Certificates of Rs 5 each<br>Delisted companies |                       |  |                          |             |                          |                    |                                 |            |    | The bank holds 5.70% (2008: 8.78%) of investee's capital.<br>Chief Executive: Mr. Shujaat Azeem<br>Break up value per share: Rs. 171.39 (2008: 162.61)<br>Period of financial statements: June 30, 2009     |         |         |                  |                        |                             |
|   |                       |  |                          |             |                          |                    |                                 |            |    | <ul> <li>Fully provided for investments</li> </ul>  | 844,337 | 900,537 |                  |                        |                             |

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| Preference sha  | res – Listed comp  | panies   |                                 |  |   |   |   |                                   | vailable for Sale<br>curities         |
|---|--|--|---------------------------------|--|---|---|---|-----------------------------------|---------------------------------------|
| Share of e  | each Rs. 10  | Name of Company  | Rate                            | 2009   | 2008  | 2009  | 2008  | 2009                              | 2008                                  |
| 2009  | 2008   |  | -                               | At Co  |   | Market \  |   |                                   | ong Term Rating                       |
|   |  |  |                                 | Rupees   | s '000  | Rupees  | 000   | Assigned (v                       | vhere available)                      |
| 2,249,000   | 2,249,000  | Azgard Nine Limited  | 8.95% Cumulative                | 22,490   | 22,490  | 22,040  | 19,904  | A+                                | A+                                    |
| 24,394,111  | 24,394,111   | Maple Leaf Cement Factory Limited  | 9.75% Cumulative<br>Convertible | 243,937  | 243,937   | 115,872   | 184,663   | SD                                | BBB+                                  |
|   |  |  | -                               | 266,427  | 266,427   | 137,912   | 204,567   |                                   |                                       |
| Preference share  | res – Unlisted con   | npanies  |                                 |  |   |   |   |                                   |                                       |
| Share of e  | each Rs. 10  | Name of Company  |                                 |  |   |   |   |                                   |                                       |
| 2009  | 2008   |  |                                 |  |   |   |   |                                   |                                       |
| 2,500,000   | 2,500,000  | Fazal Cloth Mills (Pvt) Limited<br>Chief Executive: Mr. Sheikh Naseem Ahmad<br>The bank holds 10% (2008: 10.00%)<br>of investee's capital.   | 2.5% plus 6 months<br>KIBOR     | 25,000   | 25,000  | Not Applica                                     | able  |                                   |                                       |
| 7,500,000   | 7,500,000  | Pak Elektron Limited<br>Chief Executive: Mr. Naseem Saigol<br>The bank holds 14.25% (2008: 14.25%)<br>of Class A preference shares<br>in investee's capital.   | 9.50% Cumulative<br>Convertible | 75,000   | 75,000  | Not Applica                                     | able  | A                                 | A                                     |
| 12,625,000  | 12,625,000   | Pak Elektron Limited<br>Chief Executive: Mr. Naseem Saigol<br>Class B preference shares.   | 11% Cumulative<br>Convertible   | 126,250  | 126,250   | Not Applica                                     | able  | Α                                 | Ą                                     |
|   |  |  | -                               | 226,250  | 226,250   |   |   |                                   |                                       |
| Details of inves  | tments in open en  | nded mutual funds:   |                                 |  |   |   |   |                                   |                                       |
| 2009  | 2008   |  |                                 |  |   |   |   |                                   |                                       |
| 1,310,292<br>1,873,887<br>2,100,000<br>-<br>154,923,195 | 1,310,292<br>1,873,887<br>2,100,000<br>234,258<br>4,727,507<br>194,073,089 | Open ended Mutual funds<br>Faysal Balanced Growth Fund<br>Faysal Income & Growth Fund<br>Faysal Savings Growth Fund<br>First Habib Income Fund<br>NAFA Cash Fund<br>National Investment (Unit) Trust |                                 | 80,374<br>200,000<br>207,411<br>-<br>2,671,422 | 80,374<br>200,000<br>207,411<br>25,000<br>50,000<br>3,475,056 | 130,033<br>198,951<br>216,111<br>-<br>4,299,119 | 87,698<br>193,160<br>217,518<br>22,730<br>45,305<br>4,388,852 | 3 Star<br>A+(f)<br>A(f)<br>2-Star | MFR-3 Star<br>A+(f)<br>A(f)<br>5-Star |
| 5,000,000<br>-<br>-                                     | 234,307<br>65,505  | National Investment Trust Govt. Bond Fund<br>United Money Market Fund<br>Atlas Income Fund   |                                 | 50,000<br>-<br>-                               | 25,000<br>35,000  | 50,668<br>-<br>-                                | 22,454<br>31,291  |                                   | A(f)                                  |
|   |  |  |                                 | 3,209,207                                      | 4,097,841   | 4,894,882                                       | 5,009,008   |                                   |                                       |
|   |  |  |                                 | 3,203,207                                      | 4,007,041   | 4,034,002                                       | 3,003,000   |                                   |                                       |

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> Bank 20,000 Mark-u Redem

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|   |         |         |          |         | Quality of Ava<br>Secu |                |
|---|---------|---------|----------|---------|------------------------|----------------|
|   | 2009    | 2008    | 2009     | 2008    | 2009                   | 2008           |
|   | At Co   | ost     | Market \ | /alues  | Medium to Lon          | g Term Rating  |
| m Finance Certificates - Listed, Secured  | Rupees  | ; '000  | Rupees   | 6'000   | Assigned (wh           | ere available) |
| Camin Leasing Modaraba - Second Tranche<br>42 (2008: 9,942) certificates of Rs. 5,000 each<br>k-up: Minimum 9.5% on PLS Basis (4% above six months KIBOR - Floor 11%)<br>lemption: Three annual installments commencing May 2008<br>urity: May 2010<br>Jaraba Management Company: Al Zamin Modaraba Management (Private) Limited<br>D of Management Company : Mr. Basheer Ahmed Chowdry | 16,901  | 33,803  | 14,746   | 30,900  |                        | A              |
| <b>jard Nine</b><br>540 (2008: 31,640) certificates of Rs. 5,000 each<br>k-up: 2.40% above six months KIBOR rate with no floor and cap<br>temption: 10 unequal semi-annual installments commencing from the 30th month<br>urity: September 2012<br>ef Executive Officer: Mr. Ahmad Shaikh   | 118,489 | 144,857 | 118,113  | 149,246 |                        | AA-            |
| nk Al Habib Limited - Unsecured<br>000 (2008: 20,000) certificates of Rs. 5,000 each<br>k-up: 1.5% above six months KIBOR, with floor-3.50% & cap-10%<br>lemption: 0.25% per annum in first 78 months, balance in 3 semi<br>annual installments of 33.25% each starting from 84th month.<br>urity: July 2012<br>ef Executive Officer: Mr. Abbas D. Habib                                | 99,800  | 99,840  | 87,760   | 91,619  |                        | AA             |
| angir Siddiqui & Co. Limited - Fourth Tranche<br>)00 (2008: 10,000) certificates of Rs. 5,000 each<br>k-up: 2.5% above six months KIBOR<br>pr-6 % per annum; Cap-16% per annum<br>lemption: 0.18% of principal in the first 54 months, remaining 99.82%<br>qual installments in 60th & 66th month<br>urity: May 2012<br>ef Executive Officer: Mr. Munaf Ibrahim                         | 49,940  | 49,960  | 51,147   | 50,225  |                        | AA+            |
| st Leasing & Investment Bank Limited - First Tranche<br>(2008: 16,507) certificates of Rs. 5,000 each<br>k-up: 3% above six months KIBOR rate; Floor-6% per annum<br>Cap-10% per annum<br>lemption: Ten semi - annual installments commencing 6 months from date of issue<br>urity: July 2009<br>ef Executive Officer: Mr. Jawaid B. Shaikh   |         | 16,507  | -        | 16,454  |                        | A              |
| st Leasing & Investment Bank Limited - Second Tranche<br>450 (2008: 24,450) certificates of Rs. 5,000 each<br>k-up: 2% above six months KIBOR rate; with no floor and no cap<br>lemption: Ten semi - annual installments commencing 6 months from date of issue<br>urity: November 2010<br>ef Executive Officer: Mr. Jawaid B. Shaikh   | 24,450  | 48,900  | 23,433   | 49,242  |                        | BBB            |
| Balance carried forward   | 309,580 | 393,867 | 295,199  | 387,686 |                        |                |
|   |         |         |          |         |                        |                |

7.

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|   |           |           |           |         |              | ailable for Sale |
|---|-----------|-----------|-----------|---------|--------------|------------------|
|   | 2009      | 2008      | 2009      | 2008    | 2009         | 2008             |
|   | At Co     |           | Market V  |         |              | ng Term Rating   |
|   | Rupees    | '000      | Rupees    | '000    | Assigned (wh | ere available)   |
| Balance brought forward   | 309,580   | 393,867   | 295,199   | 387,686 |              |                  |
| United Bank Limited - First Issue<br>50,000 (2008: 50,000) certificates of Rs. 5,000 each<br>Mark-up: 8.45% per annum<br>Redemption: 0.25% per annum is first 78 months, balance in 3 semi<br>annual installments of 33.25% each starting from 84th month.<br>Maturity: July 2012<br>Chief Executive Officer: Mr. Atif R. Bokhari   | 249,520   | 249,616   | 221,419   | 218,414 |              | AA               |
| United Bank Limited - Second Issue<br>20,000 (2008: 20,000) certificates of Rs. 5,000 each<br>Mark-up: 9.49% per annum<br>Redemption: At maturity<br>Maturity: March 2013<br>Chief Executive Officer: Mr. Atif R. Bokhari   | 99,982    | 99,986    | 86,073    | 88,817  |              | AA               |
| United Bank Limited - Fourth Issue<br>50,000 (2008: Nil) certificates of Rs. 5,000 each<br>Mark-up: For 1 - 5 years, 0.85% above six months KIBOR rate with no floor and cap.<br>For 6 - 10 years, 1.35% above six months KIBOR rate with no floor and cap.<br>Redemption: At maturity or at the exercise of call option or partial call option.<br>Maturity: February 2018<br>Chief Executive Officer: Mr. Atif R. Bokhari | 226,589   |           | 220,304   | -       |              | AA               |
| Financial Receivables Securitization Co. Ltd.<br>20,000 (2008: 20,000) certificates of Rs. 5,000 each<br>Mark-up: 2.00% above six months KIBOR rate, Floor-8%, Cap-16%<br>Redemption: Equal Semi annual installment with a grace period of 1 year<br>Maturity: January 2014<br>Chief Executive Officer: Mr. S. M. Nasir Raza  | 82,591    | 94,171    | 80,613    | 94,764  |              | A+               |
| Tele Card Limited<br>70,233 (2008: 70,233) certificates of Rs. 5,000 each<br>Mark-up: 3.75% above six months KIBOR rate, with no floor and no cap<br>Redemption: Ten unequal semi-annual installments commencing 18<br>months from the last date of public subscription.<br>Maturity: November 2013<br>Chief Executive Officer: Mr. Aamir Niazi   | 160,026   | 203,219   | 143,615   | 165,420 |              | BBB              |
|   | 1,128,288 | 1,040,859 | 1,047,223 | 955,101 |              |                  |

|   |   |                   |         |         |             |      |              | ailable for Sale<br>Irities |
|---|---|-------------------|---------|---------|-------------|------|--------------|-----------------------------|
|   |   |                   | 2009    | 2008    | 2009        | 2008 | 2009         | 2008                        |
|   |   |                   | At Co   |         | Market V    |      |              | ng Term Rating              |
|   |   |                   | Rupees  | '000    | Rupees      | '000 | Assigned (wh | nere available)             |
| Term Finance Certificates - Unlisted  |   |                   |         |         |             |      |              |                             |
| Dewan Cement Ltd. (formerly Paklan<br>The TFC has not currently been issued<br>Chief Executive Officer: Mr. Dewan M.  |   |                   | 500,000 | 500,000 | Not applica | ble  | -            |                             |
| Bank Alfalah Limited - Fourth Issue<br>40,000 (2008 : Nil) certificates of Rs. 5,<br>Mark-up: 2.50% above six months KIBC<br>Redemption: 0.260% semi annually in f<br>starting from 84th month.<br>Maturity: September 2017 | DR rate with no floor and cap<br>irst 78 months, balance of 33.247% eac | h                 | 200,000 | -       | Not applica | ble  | -            | AA-                         |
| Chief Executive Officer: Mr. Sirajuddin /   | Aziiz   |                   | 700,000 | 500,000 |             |      |              |                             |
| Sukuk Certificates  | Rate  | Maturity          |         |         |             |      |              |                             |
| Maple Leaf Cement Limited   | 6 months KIBOR plus 1.7% p.a  | December 3, 2013  | 10,000  | -       | 8,500       | -    |              |                             |
| Sui Southern Gas Company Limited  | 3 months KIBOR plus 0.2% p.a  | December 13, 2012 | 75,000  | -       | 72,853      |      |              | AA                          |
|   |   |                   | 85,000  | -       | 81,353      | -    | _            |                             |

#### Statement showing written-off loans or any other financial relief of five hundred thousand rupees or above provide during the year ended December 31, 2009 as referred to in note 13.7 to these consolidated financial statements.

| S.  | Name and  | Name of individuals/              | Father's/      | Outs      | standing Liabilitie | s at beginning of |              | Principal   | Interest/   | Other fin-    | Total     |
|-----|---|-----------------------------------|----------------|-----------|---------------------|-------------------|--------------|-------------|-------------|---------------|-----------|
| No. | address of the  | partners/ directors               | Husband's      | Principal | Interest/           | Accrued           | Total        | written-off | Mark-up     | ancial relief | (9+10+11) |
|     | borrower  | (with NIC No.)                    | name           |           | Mark-up             | Interest          |              |             | written-off | provided      |           |
|     |   |                                   |                |           |                     | Not               |              |             |             |               |           |
|     |   |                                   |                |           |                     | Debited           |              |             |             |               |           |
| 1   | 2   | 3                                 | 4              | 5         | 6                   | 7                 | 8            | 9           | 10          | 11            | 12        |
|     |   |                                   |                |           |                     |                   | Rupees in '0 | 00          |             |               |           |
| 1   | Subcribers Of Southern Networks Ltd.                      | Nisar Ahmed<br>42201-7057126-3    | Abdul Aziz     | 49,795    | 8,850               | -                 | 58,645       | 9,795       | 8,850.00    | -             | 18,645    |
|     | 6th Floor, Razia Sharif<br>Plaza, Blue Area,<br>Islamabad | Tahir A Khan<br>42301-7870622-3   | Hawas Khan     |           |                     |                   |              |             |             |               |           |
|     |   | Muhammad Zaki<br>42201-0770679-9  | Muhamamd Afzal |           |                     |                   |              |             |             |               |           |
|     |   | Nizhat Shahban<br>61101-1561932-0 | lqbal Shahban  |           |                     |                   |              |             |             |               |           |
|     |   | Amjad Awan<br>61101-4309037-5     | A. B. Awan     |           |                     |                   |              |             |             |               |           |
|     |   | Salman Rahim<br>61101-7883533-1   | S.A. Rahim     |           |                     |                   |              |             |             |               |           |
|     |   | Zainab Omar<br>61101-8084663-8    | Saleem Omar    |           |                     |                   |              |             |             |               |           |



ASSE Cash Balar Invest Finan

Bills Due

Depo

Due

Faysal Bank Annual Report 2009 2

| R  | 2009<br>upees '000            |
|--|-------------------------------|
| ASSETS<br>Cash and balances with treasury banks<br>Balances with and Due from Financial Institutions<br>Investments<br>Financing and Receivables   | 27,270<br>20,159<br>535,877   |
| <ul> <li>Murahaba</li> <li>Ijara</li> <li>Musharaka</li> <li>Diminishing Musharaka</li> <li>Salam</li> <li>Other assets</li> </ul>   | -<br>-<br>-<br>-<br>38,665    |
|  | 621,971                       |
| LIABILITIES Bills payable Due to Financial Institutions Deposits and other accounts Current A converted  | 6,601<br>-                    |
| <ul> <li>Current Accounts</li> <li>Saving Accounts</li> <li>Term Deposits</li> <li>Others</li> <li>Deposit from Financial Institutions -Remunerative</li> <li>Deposits from Financial Institutions-Non-Remunerative</li> <li>Due to Head Office</li> </ul> | -<br>32,482<br>81,575<br>-    |
| Other liabilities  | 5,108<br>125,766              |
| NET ASSETS   | 496,205                       |
| REPRESENTED BY Islamic Banking Fund Reserves   | 500,000                       |
| Unappropriated / Unremitted loss   | (943)                         |
| Deficit on revaluation of assets   | 499,057<br>(2,852)<br>496,205 |
| Remuneration to Shariah Advisor / Board  | 1,750                         |
| CHARITY FUND<br>Opening Balance  | -                             |
| Additions during the period Payments/Utilization during the period Closing Balance   | -                             |

The Bank started its Islamic Banking Operations during the year, therefore comparative figures have not been shown.

# Faysal Bank Limited Annexure III to the Consolidated Financial Statements PROFIT AND LOSS ACCOUNT - ISLAMIC BANKING BRANCHES For the year ended December 31, 2009

|   | 2009<br>Rupees '000 | 1<br>2<br>3    |
|---|---------------------|----------------|
| Profit / return earned on investments   | 40,400              | 4              |
|   | 16,423<br>777       |                |
| Return on deposits and other dues expensed<br>Net spread earned                             | 15,646              |                |
| Provision against non-performing financings   | 15,040              |                |
| Provision against consumer financings   |                     |                |
| Provision against consumer mancings<br>Provision for diminution in the value of investments |                     |                |
| Bad debts written off directly  |                     |                |
|   | ·                   |                |
| Income after provisions   | 15,646              |                |
| Other Income  |                     | 5              |
| Fee, commission and brokerage income  | 40                  | 6              |
| Dividend income   | -                   | 7              |
| Income from dealing in foreign currencies   | -                   |                |
| Capital gain on sale of securities  | -                   | 8              |
| Unrealized gain / (loss) on revaluation of investments                                      |                     |                |
| classified as held for trading  | -                   |                |
| Other income  | -                   |                |
| Total other income  | 40                  |                |
|   | 15,686              | 9<br>10        |
|   |                     | 10             |
| Other expenses  |                     | 11             |
| Administrative expenses   | 16,629              | 12             |
| Other provision / write-offs  | -                   | 13<br>14       |
| Other charges   | -                   | 14             |
| Total other expenses  | <u> </u>            | SHARE-HOLDER   |
| Extraordinary items / unusual items   | (943)               | TOTAL PAID-UP  |
| Loss for the year   | (943)               | 10% OF THE PAI |
|   | (343)               |                |

The Bank started its Islamic Banking Operations during the year, therefore comparative figures have not been shown.

SHAMIL BANK JPMORGAN C

NOTE :

# Faysal Bank Limited Combined Pattern of CDC and Physical Share Holdings As at December 31, 2009

| CATEGORY<br>NO.   | CATEGORIES OF<br>SHARE HOLDERS  | NUMBER OF<br>SHARES HELD | CATEGORY WISE NO.<br>OF<br>SHARE HOLDERS | CATEGORY WISE<br>SHARES HELD | PERCENTAGE<br>% |
|-------------------|---|--------------------------|--|------------------------------|-----------------|
| 1                 | INDIVIDUALS   |                          | 13,300                                   | 46,215,174                   | 7.59            |
| 2                 | INVESTMENT COMPANIES  |                          | 10                                       | 282,329                      | 0.05            |
| 3                 | JOINT STOCK COMPANIES   |                          | 137                                      | 2,331,958                    | 0.38            |
| 4                 | DIRECTORS , CHIEF EXECUTIVE OFFICER AND THEIR SPOUSE AND MINOR CHILDREN |                          | 7  | 26,452                       | 0.00            |
|                   | SYED NASEEM AHMAD   | 575                      |  |                              |                 |
|                   | MR. NAVED A. KHAN   | 575                      |  |                              |                 |
|                   | (A/C - Shamil Bank of Bahrain B.S.C.)                                   |                          |  |                              |                 |
|                   | MR. GRAHAM RODERICK WALKER  | 575                      |  |                              |                 |
|                   | (A/C - Shamil Bank of Bahrain, B.S.C.)                                  | 010                      |  |                              |                 |
|                   | MR. MOHAMED A. R. HUSSAIN   | 575                      |  |                              |                 |
|                   | (A/C - Shamil Bank of Bahrain B.S.C.)                                   | 515                      |  |                              |                 |
|                   | MR. MOHAMMED A. RAHMAN BUCHEEREI  | 575                      |  |                              |                 |
|                   | (A/C - Shamil Bank of Bahrain B.S.C.)                                   | 575                      |  |                              |                 |
|                   | MR. FAROOQ RAHMATULLAH  | 575                      |  |                              |                 |
|                   | MR. FAROOQ RAHMATOLLAH<br>MR. SHAHID AHMAD                              |                          |  |                              |                 |
|                   |   | 23,002                   |  |                              |                 |
|                   | MR. TARIQ IQBAL KHAN  | -                        |  |                              |                 |
| _                 | (Nominee - NIT)   |                          |  |                              |                 |
| 5                 | COMPANY SECRETARY   | -                        | -  | -                            | -               |
| 6                 | EXECUTIVES  |                          | 7  | 113,060                      | 0.02            |
| 7                 | NIT / ICP   |                          | 6  | 17,375,848                   | 2.85            |
|                   | NATIONAL BANK OF PAKISTAN , TRUSTEE DEPTT.                              | 17,354,045               |  |                              |                 |
|                   | INVESTMENT CORPORATION OF PAKISTAN                                      | 21,803                   |  |                              |                 |
| 8                 | ASSOCIATED COMPANIES, UNDERTAKINGS AND RELATED PARTIES                  |                          | 9  | 407,740,154                  | 66.94           |
|                   | SHAMIL BANK OF BAHRAIN B.S.C. (SPONSOR COMPANY)                         | 273,749,281              |  |                              |                 |
|                   | FAISAL FINANCE (LUXEMBOURG) S.A.  | 52,233,442               |  |                              |                 |
|                   | MFAI (JERSEY) LTD.  | 35,951,681               |  |                              |                 |
|                   | FAISAL PRIVATE BANK (SWITZERLAND) S.A.                                  | 19,689,030               |  |                              |                 |
|                   | DMI (JERSEY) LIMITED  | 26,116,720               |  |                              |                 |
| 9                 | PUBLIC SECTOR COMPANIES AND CORPORATIONS                                | -                        | -  | -                            | -               |
| 10                | BANKS, DFIs, NBFIs, INSURANCE COMPANIES,                                |                          | 38                                       | 39,335,508                   | 6.46            |
|                   | MODARABAS & MUTUAL FUNDS  |                          |  |                              |                 |
| 11                | FOREIGN INVESTORS   |                          | 38                                       | 94,962,890                   | 15.59           |
| 12                | CO-OPERATIVE SOCIETIES  |                          | 1  | 718                          | 0.00            |
| 13                | CHARITABLE TRUSTS   |                          | 7  | 558,384                      | 0.09            |
| 14                | OTHERS  |                          | 13                                       | 148,669                      | 0.02            |
|                   |   |                          | 13,573                                   | 609,091,144                  | 100.00          |
| ARE-HOLDERS HO    | LDING TEN PERCENT OR MORE VOTING INTEREST IN THE LISTED COMPANY         |                          |  |                              |                 |
| TAL PAID-UP CAPIT | AL OF THE COMPANY   | 609,091,144 SHARES       |  |                              |                 |
| % OF THE PAID-UP  | CAPITAL OF THE COMPANY  | 60,909,114 SHARES        |  |                              |                 |
|                   |   |                          |  |                              |                 |
|                   | NAME(S) OF SHARE HOLDER(S)  |                          | DESCRIPTION                              | NO. OF                       | PERCENTAGE      |

| NAME(S) OF SHARE HOLDER(S)              | DESCRIPTION            | NO. OF<br>SHARES HELD | PERCENTAGE<br>% |
|---|------------------------|-----------------------|-----------------|
| INK OF BAHRAIN B.S.C. (SPONSOR COMPANY) | FALLS IN CATEGORY # 8  | 273,749,281           | 44.94           |
| I CHASE BANK                            | FALLS IN CATEGORY # 11 | 70,726,703            | 11.61           |

Shamil Bank of Bahrain B.S.C. holds the shares of Faysal Bank Limited in =02= different CDC accounts and also hoding in Physical form under =01= Folio.

| Faysal Ban |
|------------|
| Pattern    |
| As at Dec  |

| CATEGORY<br>NO. | CATEGORIES OF SHAREHOLDERS   | NO. OF<br>SHARE HOLDERS | SHARES HELD | PERCENTAGE |
|-----------------|--|-------------------------|-------------|------------|
| 1               | INDIVIDUALS  | 13,300                  | 46,215,174  | 7.59       |
| 2               | INVESTMENT COMPANIES   | 10                      | 282,329     | 0.05       |
| 3               | JOINT STOCK COMPANIES  | 137                     | 2,331,958   | 0.38       |
| 4               | DIRECTORS, CHEIF EXECUTIVES OFFICERS AND THEIR SPOUSE AND MINOR CHILDREN | 7                       | 26,452      | 0.00       |
| 5               | EXECUTIVES   | 7                       | 113,060     | 0.02       |
| 6               | NIT / ICP  | 6                       | 17,375,848  | 2.85       |
| 7               | ASSOCIATED COMPANIES , UNDERTAKINGS AND RELATED PARTIES                  | 9                       | 407,740,154 | 66.94      |
| 8               | PUBLIC SECTOR COMPANIES AND CORPORATIONS                                 | 0                       | 0           | 0.00       |
| 9               | BANK DFIS INSURANCE COMPANIES MODARBAS AND MUTUAL FUNDS                  | 38                      | 39,335,508  | 6.46       |
|                 | 9.1 FINANCIAL INSTITUATIONS  | 8                       | 865,372     | 0.14       |
|                 | 9.2 LEASING COMPANIES  | 3                       | 34,556      | 0.01       |
|                 | 9.3 INSURANCE COMPANIES  | 9                       | 36,545,288  | 6.00       |
|                 | 9.4 MODARABAS  | 9                       | 76,512      | 0.01       |
|                 | 9.5 MUTUAL FUNDS   | 9                       | 1,813,780   | 0.30       |
| 10              | FOREIGN INVESTORS  | 38                      | 94,962,890  | 15.59      |
| 11              | CO-OPERATIVE SOCIETIES   | 1                       | 718         | 0.00       |
| 12              | CHARITABLE TRUSTS  | 7                       | 558,384     | 0.09       |
| 13              | OTHERS   | 13                      | 148,669     | 0.02       |
|                 |  | 13,573                  | 609,091,144 | 100.00     |

# nk Limited n of CDC and Physical Share Holdings ecember 31, 2009

| NUMBER OF | SHARE   | HOLDING | TOTAL<br>SHARES HELD |
|-----------|---------|---------|----------------------|
| 2,289     | 1-      | 100     | 86,794               |
| 4,365     | 101-    | 500     | 863,779              |
| 1,437     | 501-    | 1,000   | 1,078,910            |
| 4,240     | 1001-   | 5,000   | 8,333,204            |
| 543       | 5001-   | 10,000  | 3,893,592            |
| 209       | 10001-  | 15,000  | 2,521,408            |
| 92        | 15001-  | 20,000  | 1,631,460            |
| 74        | 20001-  | 25,000  | 1,682,945            |
| 50        | 25001-  | 30,000  | 1,379,719            |
| 39        | 30001-  | 35,000  | 1,279,272            |
| 18        | 35001-  | 40,000  | 679,480              |
| 17        | 40001-  | 45,000  | 724,361              |
| 20        | 45001-  | 50,000  | 955,584              |
| 12        | 50001-  | 55,000  | 626,729              |
| 11        | 55001-  | 60,000  | 630,531              |
| 13        | 60001-  | 65,000  | 816,320              |
| 13        | 65001-  | 70,000  | 874,375              |
| 7         | 70001-  | 75,000  | 511,131              |
| 6         | 75001-  | 80,000  | 466,491              |
| 8         | 80001-  | 85,000  | 664,227              |
| 2         | 85001-  | 90,000  | 176,375              |
| 1         | 90001-  | 95,000  | 92,012               |
| 6         | 95001-  | 100,000 | 594,012              |
| 2         | 100001- | 105,000 | 208,032              |
| 5         | 105001- | 110,000 | 540,909              |
| 3         | 110001- | 115,000 | 340,658              |
| 1         | 115001- | 120,000 | 115,501              |
| 5         | 120001- | 125,000 | 609,236              |
| 3         | 125001- | 130,000 | 379,573              |
| 1         | 130001- | 135,000 | 132,481              |
| 4         | 140001- | 145,000 | 567,753              |
| 1         | 145001- | 150,000 | 148,980              |
| 4         | 150001- | 155,000 | 610,471              |
| 1         | 155001- | 160,000 | 157,538              |
| 1         | 160001- | 165,000 | 163,015              |
| 1         | 165001- | 170,000 | 170,000              |
| 3         | 170001- | 175,000 | 517,233              |
| 1         | 175001- | 180,000 | 178,250              |
| 1         | 180001- | 185,000 | 185,000              |
| 1         | 190001- | 195,000 | 193,806              |
| 4         | 195001- | 200,000 | 795,500              |
| 1         | 200001- | 205,000 | 204,541              |
| 1         | 220001- | 225,000 | 223,100              |
| 1         | 225001- | 230,000 | 228,418              |
| 1         | 235001- | 240,000 | 237,000              |
| 2         | 240001- | 245,000 | 483,350              |
| 1         | 245001- | 250,000 | 247,968              |
| 1         | 270001- | 275,000 | 273,583              |
| 3         | 280001- | 285,000 | 846,165              |
| 1         | 285001- | 290,000 | 285,237              |
| 1         | 300001- | 305,000 | 304,856              |
| 1         | 310001- | 315,000 | 310,541              |
| 1         | 315001- | 320,000 | 319,240              |

| NUMBER OF<br>SHARE HOLDERS | SHARE        | HOLDING     | TOTAL<br>SHARES HELD |
|----------------------------|--------------|-------------|----------------------|
| 1                          | 330001-      | 335,000     | 330,625              |
| 1                          | 340001-      | 345,000     | 345,000              |
| 1                          | 370001-      | 375,000     | 370,504              |
| 1                          | 390001-      | 395,000     | 391,037              |
| 1                          | 405001-      | 410,000     | 409,630              |
| 1                          | 425001-      | 430,000     | 426,500              |
| 1                          | 475001-      | 480,000     | 477,335              |
| 1                          | 500001-      | 505,000     | 500,138              |
| 1                          | 605001-      | 610,000     | 605,015              |
| 1                          | 655001-      | 660,000     | 658,275              |
| 1                          | 680001-      | 685,000     | 681,693              |
| 1                          | 705001-      | 710,000     | 709,996              |
| 1                          | 815001-      | 820,000     | 819,062              |
| 1                          | 855001-      | 860,000     | 857,866              |
| 1                          | 870001-      | 875,000     | 872,591              |
| 1                          | 890001-      | 895,000     | 894,448              |
| 1                          | 925001-      | 930,000     | 929,976              |
| 1                          | 975001-      | 980,000     | 979,670              |
| 1                          | 995001-      | 1,000,000   | 1,000,000            |
| 1                          | 1,180,001-   | 1,185,000   | 1,180,860            |
| 1                          | 1,310,001-   | 1,315,000   | 1,312,202            |
| 1                          | 1,325,001-   | 1,330,000   | 1,327,010            |
| 1                          | 1,450,001-   | 1,455,000   | 1,450,927            |
| 1                          | 1,930,001-   | 1,935,000   | 1,934,570            |
|                            |              |             |                      |
| 1                          | 2,075,001-   | 2,080,000   | 2,078,092            |
| 1                          | 2,435,001-   | 2,440,000   | 2,435,695            |
|                            | 2,450,001-   | 2,455,000   | 2,454,804            |
| 1                          | 2,900,001-   | 2,905,000   | 2,901,855            |
| 1                          | 5,030,001-   | 5,035,000   | 5,033,226            |
| 1                          | 6,330,001-   | 6,335,000   | 6,332,307            |
| 1                          | 6,630,001-   | 6,635,000   | 6,630,671            |
| 1                          | 6,835,001-   | 6,840,000   | 6,837,014            |
| 1                          | 10,190,001-  | 10,195,000  | 10,190,739           |
| 1                          | 10,515,001-  | 10,520,000  | 10,516,451           |
| 1                          | 12,455,001-  | 12,460,000  | 12,458,952           |
| 1                          | 13,055,001-  | 13,060,000  | 13,058,359           |
| 1                          | 15,685,001-  | 15,690,000  | 15,688,709           |
| 1                          | 20,260,001-  | 2,065,000   | 20,262,972           |
| 1                          | 26,115,001-  | 26,120,000  | 26,116,720           |
| 1                          | 30,145,001-  | 30,150,000  | 30,149,444           |
| 1                          | 30,385,001-  | 30,390,000  | 30,386,520           |
| 1                          | 32,330,001-  | 32,335,000  | 32,334,123           |
| 1                          | 52,230,001-  | 52,235,000  | 52,233,442           |
| 1                          | 260,985,001- | 260,990,000 | 260,985,473          |
| 13,573                     |              |             | 609,091,144          |

#### SOUTHERN REGION:

#### **KARACHI**

Karachi Main Branch Faysal House, ST-2, Sharea Faisal 92-21-32795200, 111-747-747

92-21-32795234

#### Karachi Gulshan Branch B-35, Block 13-A, Main UNiversity Road, Gulshan-e-lobal 92-21-34994261-63 92-21-34994260

#### Karachi Defence Branch

23-C, Phase-VI, Khayaban-e-Shahbaz, Defence Housing Authority 92-21-35856053-54 92-21-35857761.35845490

#### Karachi North Nazimabad Branch

Plot No. D-6, Block-D, KDA Scheme No.2, North Nazimabad 92-21-36625517-18 92-21-36625578, 36670090

#### Karachi Gulshan Chowrangi Branch

Shop No.1-4, Ground Floor, Sana Arcade, Plot No.ZC-6. Block No.7. Gulshan-e-lobal. KDA Scheme 24 92-21-34815319, 34815308 92-21-34815308

#### Karachi Korangi Industrial Area Branch

Plot No.51 / 9. Sector 15. Main Road. Korangi Industrial Area 92-21-35077191-5 92-21-35077196

#### Karachi Khayaban-e-Tanzeem Branch

14-C, Khayaban-e-Tanzeem, Tauheed Commercial, DHA Phase V 92-21-35877908-10 92-21-35877847

#### Karachi Nazimabad Branch

Plot No. 16, Row No.1, Sub Block A, Block-III, (III-A, 1/16), Nazimabad 92-21-36707418-24 92-21-36707425

#### Karachi Saba Avenue Shop No. 2 & 3, Ground Floor, Plot No. 36-C, Badar Commercial Street, Street No.6. Phase-V Extension, DHA 92-21-35245376-9. 35243985 92-21-35348929

Karachi Korangi No.2 Branch Q-14, Ground Floor, Sector 33-1, Korangi No.2, Korangi Township, Karachi 92-21-35071758-60, 92-21-35071128

#### Karachi Gulshan Block 2 Branch A-287, Ground Floor, Block 2, KDA Scheme No.24, Gulshan-e-lobal, Karachi 92-21-34972673 - 34972721 92-21-34972416

#### Karachi Phase 8 Branch 43-C. Al Murtaza Commercial Lane # 4. Phase VIII. Karachi 92-21-35246014 -16, 92-21-35246013

#### Gulzar-e-Hijri Plot # A 747/C block 13 A KDA scheme 33, pak office employes cooperative housing society Ltd 92-21-34652157-59

# Karachi Jodia Bazar Branch

92-21-34645507

G-2, Plot No.MR-6/52/1, Ismail Trade Centre, Ram Bharti Street, Jodia Bazar 92-21-32443795, 32444073 92-21-32444107

#### Karachi Cloth Market Branch

BR-2, 1/1, Bander Quarters, New Neham Road, Kharadar 92-21-32439021-22, 32435923 92-21-32432408

#### Karachi S.I.T.E. Branch Plot No. B-17. Estate Avenue, S.I.T.E. 92-21-32585921-23 32855918 92-21-32585337

Karachi New Challi Branch Abid Chamber, Plot No. SR.6/9, Shahrah-e-Liaguat 92-21-32214903-5, 92-21-32214907

# North Karachi Industrial Area Branch

SA-2 (ST 1/1) Sector 12-B, North Karachi Industrial Area. North Karachi Township 92-21-36957155, 36958033 92-21-36924238

Karachi Timber Market Branch Plot # 6/2 Old Haji Camp, Siddig Wahab Road, Lee Quarters 92-21-32745889-95, 92-21-32745901

Karachi I. I. Chundrigar Road Branch 11/13 Trade Centre 92-21-32638011-20, 92-21-32637975

Power House Up More Shop #4,5 & 6 Plot # L S-12 ST- 7 Sector 11-K. Norh Khi Township. 92-21-36961033. 92-21-36961038

Buffer Zone R-2 sector 15 A-2, Bufferzone Khi. 92-21-6950081-87, 92-021-6950083

Burns Road Shop #4,5 ground floor lokhat mension Burns road.Khi 92-21-32211022 - 32211133 92-21-32211023

Karachi Saddar Branch Electronic Mkt shop #03,Ground floor Hashmi Electronic Center Abdullah Haroon Road Saddar Khi 92-21-32751585-586, 92-21-32751565

#### Karachi Clifton Branch Quality Heights, K.D.A. Scheme No. 5, Clifton 92-21-35863771-73 92-21-35863774-75

Karachi Clifton Block II Branch B-3 & B-4, Plot No. FLI, Block II, Clifton 92-21-35877921-23 92-21-35877925

#### Karachi Khayaban-e-Mujahid Branch 43-C, Stadium Lane 2, Khayaban-e-Mujahid, D.H.A. Phase 5 92-21-35349109-13, 92-21-35349114

# Karachi D.H.A. Phase IV Branch

14-C, Sunset Commercial Street No.2, Phase IV. D.H.A. 92-21-35802422 92-21-35802426

Karachi Shaheed-e-Millat Road Branch Igbal Arcade, Plot # 6, 3/7 D.M.C. Society, Shaheed-e-Millat Road 92-21-34388103-7 92-021-34385547, 4388105

Karachi Shahrah-e-Faisal Branch Business Avenue Center, Block No.6. P.E.C.H.S 92-21-34315634-36 92-21-34315638, 34389437

Karachi Mohammad Ali Society Branch Plot No.2-F (Commercial), M.A.C.H.S. 92-21-34390511-13 92-21-34390515

#### Karachi Korangi Road Branch

Speedy Towers, 129/I & II, Main Korangi Road, Phase-I, DHA 92-21-35390541-42, 35391345-47 92-21-35805651

Karachi Gulistan-e-Jauhar Branch Shop # 29 & 30. Rufi Lake Drive. Block 18, K.D.A. Scheme No. 36, 92-21-34026856-57, 92-21-34026858

Karachi Dhoraji Branch Shop no. 4. Lubna Plaza, Plot no. 448. C.P Berar Co-Operative Housing Society. Dhoraji 92-21-34860851-3 92-21-34860856

Karachi Khalid Bin Waleed Road Branch Plot No 89-B. Block-2, P.E.C.H.S 92-21-34302245-51 92-21-34302252

Madina Center Saddar

Shop No. 10 & 11, Ground Floor, Madina Centre, Plot Survey No. 31/2, Survey Sheet No.SB-5, Saddar Bazzar Quarters, Karachi 92-21-35621501-02. 92-021-35621509

Road Karachi

Clifton Sub-Branch 0213-5871891 92-021-358721892

#### HYDERABAD

Hvderabad Branch Plot No.339. Main Bohra Bazar. 92-222-2728356-59 92-222-2728360

Latifabad 0223-820526-27 92-022-3820530

### SUKKUR

Sukkur Sukha Tailab.

# QUETTA

Shahrah-e-Adalat, Quetta 92-81-2824807-2824973 92-81-2824834

## **CENTRAL REGION**

### LAHORE

Main Boulevard Branch 111-747-747. 042-5787830

DHA-H Block Address 136/1. Block-H Commercial Area Phase 1- DHA .Lahore Cantt. 5897712-17. 5897720

Karachi Apwa Complex Garden Branch Shop No. SAO 5, Ground Floor, APWA Complex, Plot No 67-AC, Garden

0213-2294777-78-80, 92-021-32294776

FBL.Kehkashan Centre Clifton Karachi.

C-489,block C,unit # 08,Latifabad Hyderabad

City survay # D-1596,1D Race Course Road

Sukker071-5617141-151, 92-071-5617185

Quetta Fatima Jinnah Road Branch Yousuf Center, Fatima Jinnah Road, Quetta

69-B Main Boulevard Gulberg Lahore.

Lahore Defence Branch 136/1, Block-H, Commercial Area Phase-I, DHA, Lahore Cantt. 92-42-5897712-17 92-042-5897720, 5899794

DHA-Z Block Address Z-10. STREET NO.1. PHASE III. DHA. LAHORE CANTT 92-42-5743741-43 92-42-5743745

Lahore Gulberg Branch 95, B-II, M.M. Alam Road. Gulberg-III. Lahore. 92-042-5755190-94, 5712748 92-042-5755196, 5763406

Lahore Bedian Road Branch Bedian Road, Near DHA Phase VI, Lahore Cantt. 92-42-5720254, 92-42-5740237

Lahore Liberty Market Branch 37-E, III Saeed Alam Tower, Liberty Market, Gulberg III, Lahore. 92-42-5752108-9, 5753425 92-42-5750366

Lahore Walton Cantt. Branch 36-Jinnah Plaza. Main Boulevard Defence Link DHA Road, Walton Cantt. Lahore 92-42-8550192-8550109 92-42-6604308

New Airport Road Branch Adioining Divine Mega-II Plaza. New Airport Road, Cantt 92-42-5745791, 5730877 92-042-5730877

Brandreth Road FBL. Brandreth Road Lahore 042-7367224-6. 92-042-37367233

Madina Chowk Depalpur FBL, Madina Chowk Depalpur Lahore 044-4540766-69, 92-0444-540772

Lahore Garden Town Branch 4-Aibak Block, Garden Town, Lahore, 92-42-5889810-24, 92-42-5889675 Lahore Allama Igbal Town Branch

18-Hunza Block, Main Road, Allama Igbal Town, Lahore 92-42-5437006-10, 92-42-4537005

Lahore Model Town Branch 13-Bank Square Market, Model Town, Lahore, 92-42-5884705-7. 92-42-5854816

Lahore Faisal Town Branch 25-D. Main Boulevard. Faisal Town, Lahore 92-42-5201992-7, 92-42-5201998

Lahore Thokar Niaz Baig Branch Jamal Market, Ali Town, Opp. Lahore University, Thokar Niaz Baig, Raiwind Road 92-42-5304392 92-42-5314016

Lahore Shadman Branch 11 - A, Shadman 1, Jail Road, Lahore 92-42-7599242, 92-42-7599363

Lahore Johar Town 435-G-I. Johar Town, Lahore 92-42-5301392-93, 92-42-5301393

Lahore Ichra Branch 172, Ferozpur Road, Ichra, Lahore. 92-42-7569934-35, 92-42-7580488

Lahore Qartaba Chowk Branch 3 Ferozpur Road. Muzang Chungi, Lahore 92-42-7574680-82. 92-42-7574662

Lahore Choburji Branch 50, Choburji Branch Lahore 92-042-7568229, 7568223 92-042-7568226

Lahore Ghazi Chowk 8-A. Awaisia Cooperative Housing Society, Ghazi Chowk, Link College Road 92-042-5212250-59 92-042-5212257

#### Lahore Mall Branch

43, Shahrah-e-Quaid-e-Azam, Lahore. 92-042-7314051-54, 111-747-747 92-42-7236018

#### Lahore Circular Road Branch

Babar Center, 51. Circular Road, Lahore. 92-42-7673001-6 92-42-7673007

#### Lahore Shalimar Gardens Branch

Chowk Shalimar Bagh. Baghbanpura,Lahore. 92-042-6844712-14. 6844741-43 92-42-6844744

Lahore Upper Mall Branch 309-A Upper Mall, Lahore, 92-042-5715393-95 92-42-5710187

#### Lahore Badami Bagh Branch

1-Taj Chambers, Badami Bagh, Lahore. 92-42-7705536-43 92-42-7705551

#### Lahore Shah Alam Market Branch

41 - Alamgir Market.Main Shah Alam Market, Lahore. 92-042-7675503-04, 7675619 92-42-7675504

#### Lahore Urdu Bazar

S-38, R-205-A, Cattle Street. Circular Road, Urdu Bazar. Lahore 92-42-7314616-20 92-42-7314629

Lahore Shahdara Branch

G.T.Road, Shahdara, Lahore, 92-42-7902501-508. 92-042-7902508

Lahore Mcleod Road Branch Usman Plaza, Opposite: Lahore Hotel 92-42-6370024, 6370041 92-42-6370041

# **BRANCH NETWORK**

Lahore Mughalpura Branch 3/15 Jahangir Road, Lal Pul, Near AFC 92-042-6352177-86 92-042-6532183

#### Neela Gumbad FBL Neela Gumbad 8. The Mall bank square Lahore 042-7360033-37-39 92-042-7360035 Sarwar Rd, CMH Chowk

FBL, Sarwar Rd, CMH Chowk Lahore 042-36602327-9. 92-042-6601740

#### FAISALABAD

Faisalabad Civil Lines Branch Bilal Road, Civil Lines, Faisalabad. 92-041-2644481-84 111-747-747 92-41-2644486

Faisalabad Ghulam Muhammad Abad 39-B, Usman Plaza, Sadar Bazar Ghulam Muhammad Abad, Faisalabad. 92-041-2691262, 2699162 92-41-2692814

#### Faisalabad D-Ground Branch 447-D. Peoples Colony, Faisalabad 92-041-8730403.8730443 92-41-8732196

Madina Town 47 X,101 Susan Road, Madina Town Faisalabad. 041-8723432 041-8723451

Faisalabad Liaguat Road Branch 3-Liaguat Road, Faisalabad 92-041-2617403-08, 627808 92-41-2627809

#### SIALKOT

Sialkot Branch Plot No.B1-16S-98B, 17-Paras Road, Opp. CC&I, Sialkot 92-432-292501-3 92-432-292444

#### **GUJRANWALA**

Guiranwala Branch Zia Plaza, G.T. Road, Gujranwala. 92-55-3730301-3 92-55-3730304

#### SARGODHA

Sargodha Branch University Road, Sargodha, 92-48-9230793-4, 92-48-9230792

#### JHANG

Jhang Branch P-10/1/A, Katcheryi Road, Near Session Chowk, Saddar, Jhang. 92-047-7650650, 7626590 92-47-7629545

#### TOBA TAK SINGH

Toba Tak Singh Faroog Road Chaudhary Park 046-2517800-9 046-2517808

#### DASKA

Daska Muslim market Gujranwala road, Daska 052-6614625-626 052-6614099

#### OKARA

Okara Branch Mandi Road 92-44-2551773, 92-44-2551774

#### MULTAN

Multan Bosan Road Branch I/A-2. Officers Colony, Bosan Road, Multan 92-61-6214902-13 92-61-6214900

Multan Old Bahawalpur Road Branch 129/1. Old Bahawalpur Road, Multan. 92-61-4784491-94, 92-61-4784490

Multan Qaddafi Chowk 709-Qaddafi Chowk, Khanewal Road, Near Daewoo Terminal, Multan 92-61-6784276-81 92-61-6784271

#### BAHAWALPUR

Bahawalpur Branch 2 - Rehman Society, Noor Mahal Road, 92-62-2730691-94, 92-62-2730695

#### VEHARI

Vehari Branch 47-A. Karkhana Bazar. Vehari. 92-067-3366401. 3366491 92-67-3366402

#### RAHIMYAR KHAN

Rahimvar Khan Branch 27- Town Hall opp. City Park 92-68-5889413-15 92-68-5889420

#### DERA GHAZI KHAN

Dera Ghazi Khan Branch 342, Jampur Road, Dera Ghazi Khan 92-642-468769-72 92-642-468775

#### BUREWALA

Burewala Branch 95-C. Multan Road. Burewala 92-67-3359331-334 92-067-3359331

#### SADIQABAD

Sadigabad Branch Allama lobal Road. Sadigabad District, Rahim Yar Khan 92-68-5702440 092-068-5702139

#### SAHIWAL

Sahiwal Branch Sarwar Shaheed Road, Sahiwal 92-040-4224060-61, 92-040-4224015

#### **CHICHAWATNI**

Chichawatni GT road, near City Bridge Chichawatni. 040-5482314 092-040-5482310

#### **MIAN CHANNU**

Mian Channu GT road near T- Chowk, Mian Channu, 065-2664260 092-065-2664264

#### ARIFWALA

Arifwala 173-D, Thana Bazar Arifwala Branch. 045-7835422 92-0457-835420

#### NORTHERN REGION

#### ISLAMABAD

Islamabad F-7 Markaz Branch Shop No.1, Plot 12-D, Jinnah Super Market.F-7 Markaz. Islamabad. 92-051-2652386, 2652591 92-051-2652665

Islamabad F-8 Branch 13 Rawal Arcade, Markaz F-8, Islamabad 92-51-2817256 92-51-2817263

Islammbad F-10 Markaz Branch 2-G, Capital Business Centre, F-10 Markaz, Islamabad 92-51-2104456-57 92-51-2104459

Islamabad F-11 Markaz Branch Plot No. 14, F-11 Markaz. Sector F-11, Islamabad. 92-51-2228141-4 92-51-2228145

#### G-10 Markaz Islamabad

20, Sardar Plaza, G-10 markaz Islamabad 051-2101272 92-051-2101276

# Islamabad I-10 Markaz Branch 92-51-4102105-8 92-51-4102117

Islamabad Jinnah Avenue Branch 15-West, Jinnah Avenue, 92-51-2275096-99 92-51-2275095

#### RAWALPINDI

32. Haider Road, Rawalpindi. 92-51-5701018-22 92-51-5525879

# Satellite Town, Rawalpindi

92-51-4424969-72 92-51-4424962

Rajabazar, Rawalpindi. 92-51-5530661 92-51-5530671

Rawalpindi Westridge Branch RV Arcade, 1193-1196. Peshawar Road, Rawalpindi 92-51-5468734-36 92-51-5468737

### Rawalpindi Sadigabad Branch

72 - C. Satellite Town. Sadigabad Road, Rawalpindi, 092-051-4573741-42 4425745 092-051-4425744

Kalma Chowk Kalma ChowkKamalabad. Dhok Svedan Road, Rawalpindi, 051-5791455.092-051-5791457

3-G. Munawar Plaza, Markaz I-10, Islamabad

Rawalpindi Haider Road Branch

Rawalpindi Satellite Town Branch City Shopping Centre, 5th Road,

Rawalpindi Rajabazar Branch 1-U, Igbal Road, Fawwara Chowk,

#### PESHAWAR

Peshawar City Branch Tariq Market, New Rampura Gate, Ashraf Road, Peshawar City 92-091-2593827, 2591876 92-91-2591817

Peshawar Cantt. Branch Cantonment Plaza, Supermarket, Saddar Road, Peshawar, 92-91-5270176-78 92-91-5270631

Peshawar University Road Branch 4652-4670, Omer Plaza, Jahangirabad, University Road, Peshawar. 92-91-5711401-6, 5711409 092-091-5711409

Peshawar Khyber Bazar Branch 417-D. outside Baiori Gate. (Shoba Chowk) Khyber Bazar Peshawar. 92-91-2219860, 92-91-2220471-3

#### **MINGORA**

Mingora Branch 1st Floor, Abasin Plaza, Green Chowk 92-946-720001-3. 92-946-720004

#### ABBOTABAD

Abbotabad Branch Main Mansehra Road, Abbotabad 0992-385919-20.0992-385921

#### MIRPUR

Mirpur Branch Mian Muhammad Road, Opposite Quaid-e-Azam Stadium, Mirpur Azad Kashmir 92-58610-45100-3, 92-58610-43601

#### GUJAR KHAN

Gujar Khan Branch B-111-215-D, Ward No.5, Main G.T. Road, Gujar Khan. 92-051-3514968.051-3514996 92-51-3514613

#### GUJRAT

Gujrat Branch Noble Furniture Plaza. G.T. Road, Gujrat 92-53-3536781-4. 92-53-3524185

Gujar Khan Sub-Branch 197-3 Mohallah Railway Road Ward No. 3 Gujar Khan 0513-512403-5 92-0513-512409

#### KHARIAN

Kharian Branch Rizwan Plaza, G.T. Road, Kharian. 92-537-536068-70 92-537-536066

#### JEHLUM

Jehlum Dina Branch 1880 Al-Bilal Plaza, GT Road, DinaDistrict Jehlum. 92-54-4636828-32 92-0544-636036

Jehlum Branch 225/226. Kohinoor Bank Square. +92-544-624901 622153 92-544-626948

#### MANDI BAHAUDDIN

Mandi Bahauddin Branch Furniture Point, Railway Road 92-0546-600721-23 92-0546-600385

#### CHAKSAWARI

Chaksawari Khalid Plaza main Bazar Chaksawari, Azad Jammu Kashimir 058-27454800-03 92-05827-454806

#### **ISLAMIC BRANCHES:**

Sharafabad Branch Al-Haram 1, BMCHS. Alamgir Road, Sharafabad, Karachi. 021-34923770-4 021-34923775

Zarghoon Road Br. Near Bukhari Petroleum Services, New Zarghoon Road, Quetta. 081-2443177 081-2443265 081-2443231

D-Ground Branch 1st Floor, Plot No. 447. Block-D, Peoples Colony, Faisalabad. 041-8555643 041-8555646 041-8555647

Leads Centre Br. Shop Nos. 4, 4A, 4B, Leads Centre, 11-E/2, Gulberg-III, Lahore. 042-35783955-57-59 042-35783956

Haider Road Br. 1st Floor, Plot No. 32, Haider Road, Saddar, Rawalpindi Cantt. Rawalpindi. 051-5701008 & 12 051-5701169

#### Hayatabad Branch

Inds. Estate Kharkhano Mkt. Shop No. 1-7, S.S./Royal Plaza, Jamrud Rd. Hayatabad, Peshawar. 091-5811395 091-5810638 091-5811488

# Form of Proxy

| -We  |                                    |
|--|------------------------------------|
| of   |                                    |
| nember (s) of FAYSAL BANK LIMITED and holding  | ordinary shares, as per            |
| it No.   | hereby                             |
| appoint Folio No. / Participant's ID/CDC sub   | ticipant's ID/CDC sub              |
| No   | or failing him/her                 |
| of   | as my / our                        |
| proxy to vote and act for me / us on my / our behalf at the Annual General Meeting of the Bank to be held on 29th March 2010 and at any adjournment thereof. | f the Bank to be held              |
|  |                                    |
| Signed day of, 2010  |                                    |
|  |                                    |
| Witness:   |                                    |
|  |                                    |
|  |                                    |
|  |                                    |
| Revenue Stamp Rs. 5/-<br>Signature of Member (s)   | e Stamp Rs. 5/-<br>e of Member (s) |
|  |                                    |
|  |                                    |
| Notes:   |                                    |

- The Share Transfer Books of the Bank shell remain closed from 19th March 2010 to 29th March 2010 (both days inclusive) Transfer received at the Registrar and Share Transfer Agent of the Bank by the close of business on 18th March 2010 will be treated in time. ÷
- A member entitled to attend and vote at the above Annual General Meeting is entitled to appoint another member as a proxy to attend and vote on his/her behalf, save that a corporation being a member may appoint as it proxy the power of attorney or other authority (if any) under which it is signed or a notarially certified copy of the power or officer of such corporation whether a member of the company or not. This instrument appointing a proxy and or authority shall be deposited at the office of M/s. Noble Computer Services (Pvt.) Limited, Mezzanine Floor, House of Habib Building (Siddiqsons Tower) 3-Jinnah Co-operative Housing Society, Main Shahrah-e-Faisal, Karachi -75350, the Registrar and Share Transfer Agent of the bank not later than 48 hours before the time of holding the meeting and must be duly stamped, signed and witnessed. сi
- Account No. In case of proxy, he/she must enclose an attested copy of his/her CNIC or passport. Representative(s) Details Reports shall be required to produce their respective original Computerized National Identity Card (CNIC) or original passport at the time of attending the Annual General Meeting to facilitate identification. Such Account The CDC Account Holders and Sub-account Holders, whose registration details are available in the Share Book Holders and Sub-Account Holders should also bring/know their respective participation I.D. No. and the CDC of corporate member(s) should bring usual documents required for such purpose. ю.
- Noble Computer Services (Pvt.) Limited, Mezzanine Floor, House of Habib Building (Siddigsons Tower) 3-Jinnah Members are required to timely notify any change in their address to Bank's Registrar/Share Transfer Agent M/s. Co-operative Housing Society, Main Shahrah-e-Faisal, Karachi -75350. 4.

**Registered Office** Faysal House ST-02, Shahrah-e-Faisal, Karachi, Pakistan

www.faysalbank.com