

HABIBMETRO



CORPORATE BRIEFING SESSION

FINANCIAL YEAR 2025

Table of Contents

03 Bank Overview

11 Financial Performance

25 Focus Areas

27 Awards & Accolades

29 Key Business Risks

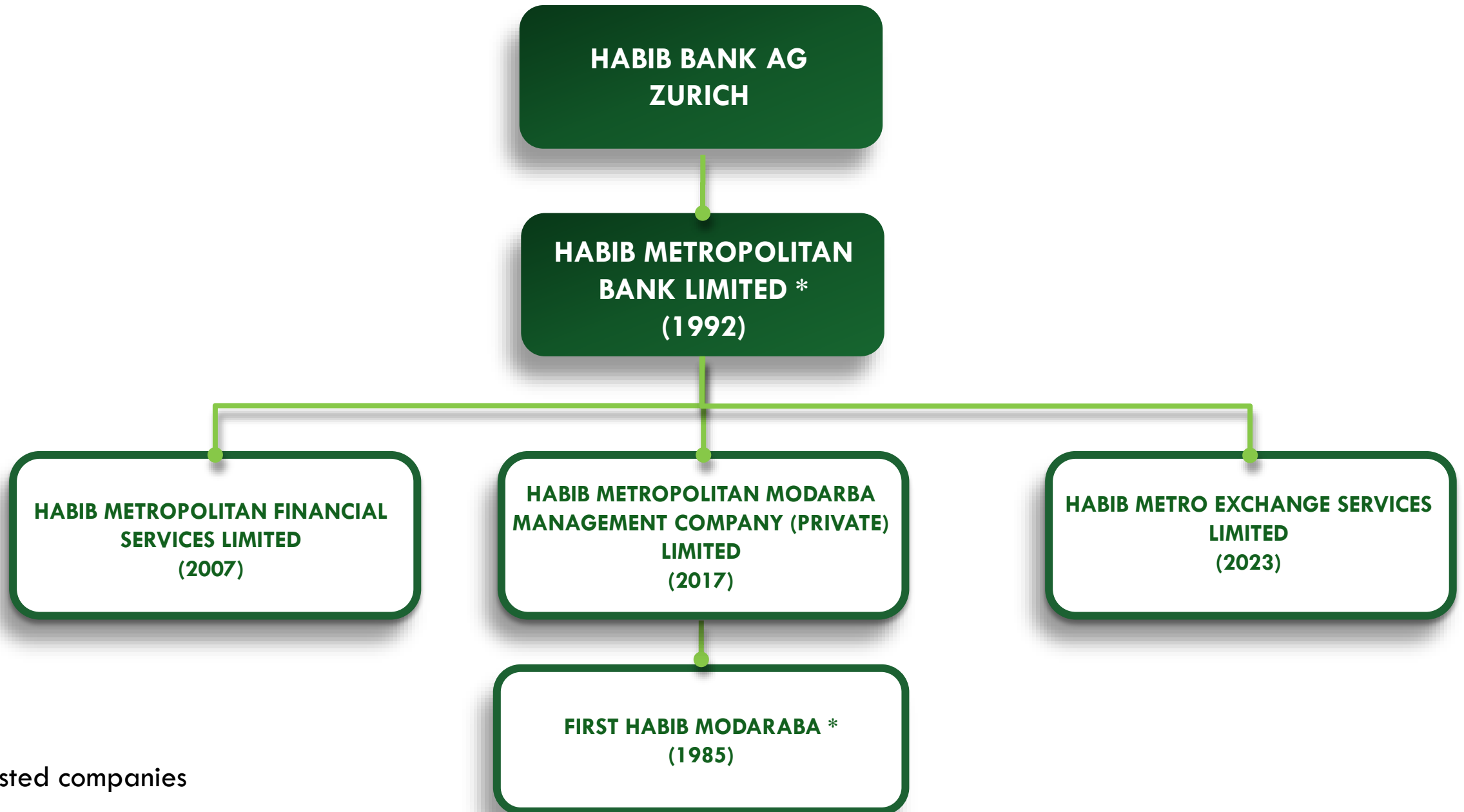


BANK OVERVIEW

VISION & VALUES

To Be The Most Respected
Financial Institution Based On
Trust, Service And Commitment





* Public listed companies

	2025	2024	2023
Share Outstanding(mn)	1,047.8	1,047.8	1,047.8
Market Capitalization(PKR bn)	116.6	91.2	58.0
Average Daily Turnover	375,452	249,124	401,325
Closing Stock Price	111.3	87.0	55.3
Stock Price High/Low	129.5/77.0	90.2/51.0	60.0/27.3

01

Swiss Parentage

Subsidiary of Habib Bank AG Zurich (Switzerland) — providing global banking expertise, governance standards, and international credibility.

02

Loyal Customer Base

Cultivated a deeply loyal customer base over three decades, built on trust, respect, responsibility and integrity. The bank serves a diverse mix of Corporate, Commercial, SME and Retail clients within both Conventional & Islamic tangents.

03

Trade Finance Leader

Long-standing reputation as a go-to bank for Pakistan's exporters and importers. Deep expertise in all trade related products.

04

Diversified Revenue

Beyond traditional lending, we have built a resilient non-interest income engine, including, fee-based services, trade finance commissions and capital market activities.

05

Robust Capital Base

Capital Adequacy Ratio at 17.0% — well above regulatory minimums, ensuring financial resilience and capacity for growth. Notably, the bank has not issued the subordinated debt, reflecting the strength of its organic capital generation



Top Credit Ratings

PACRA-rated **AA+** (long-term) and **A1+** (short-term) — maintained for last 24 years, reflecting exceptional creditworthiness



Islamic Banking Business

243 dedicated Islamic Banking Branches and **311** Islamic Banking Windows. Providing Islamic Banking services in **99%** of the total branch network of **562 branches** in **229 cities** of Pakistan

Efficient Use of Capital

ROE - 21.3% / **ROA - 1.4%**


One of the best among
Banking Industry

Consistent Returns


DPS - 12.0 / **Payout % - 56%**

Best Bank among Top 25
companies award by PSX

Debit Cards

852K  **15%**


Mobile App

777K  **24%**

Digital Accounts

76K Penetration **72%**

ATMs Fleet

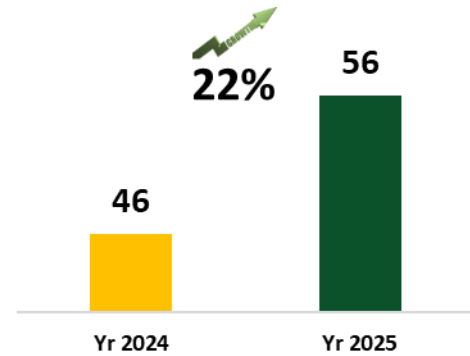
629  **3%**

SMS Alerts

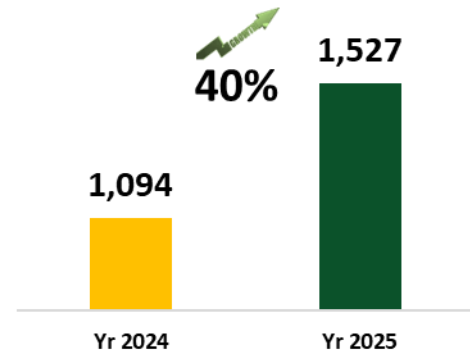
790K  **26%**

Digital Transactions & Volume

Transactions 'Mn'




Volume PKR 'Bn'



Mobile App

29.6 Mn  **42%**

Debit Cards POS

8.3 Mn  **35%**

ATMs

17.9 Mn  **4%**

Mobile App

1.28 Tn  **50%**

Debit Cards POS

35.8 Bn  **26%**

ATMs

240 Bn  **2%**

Contact Center & TeleSales

1.99 Mn  **32%**

Calls Received

35% 

IVR Adoption **9%**

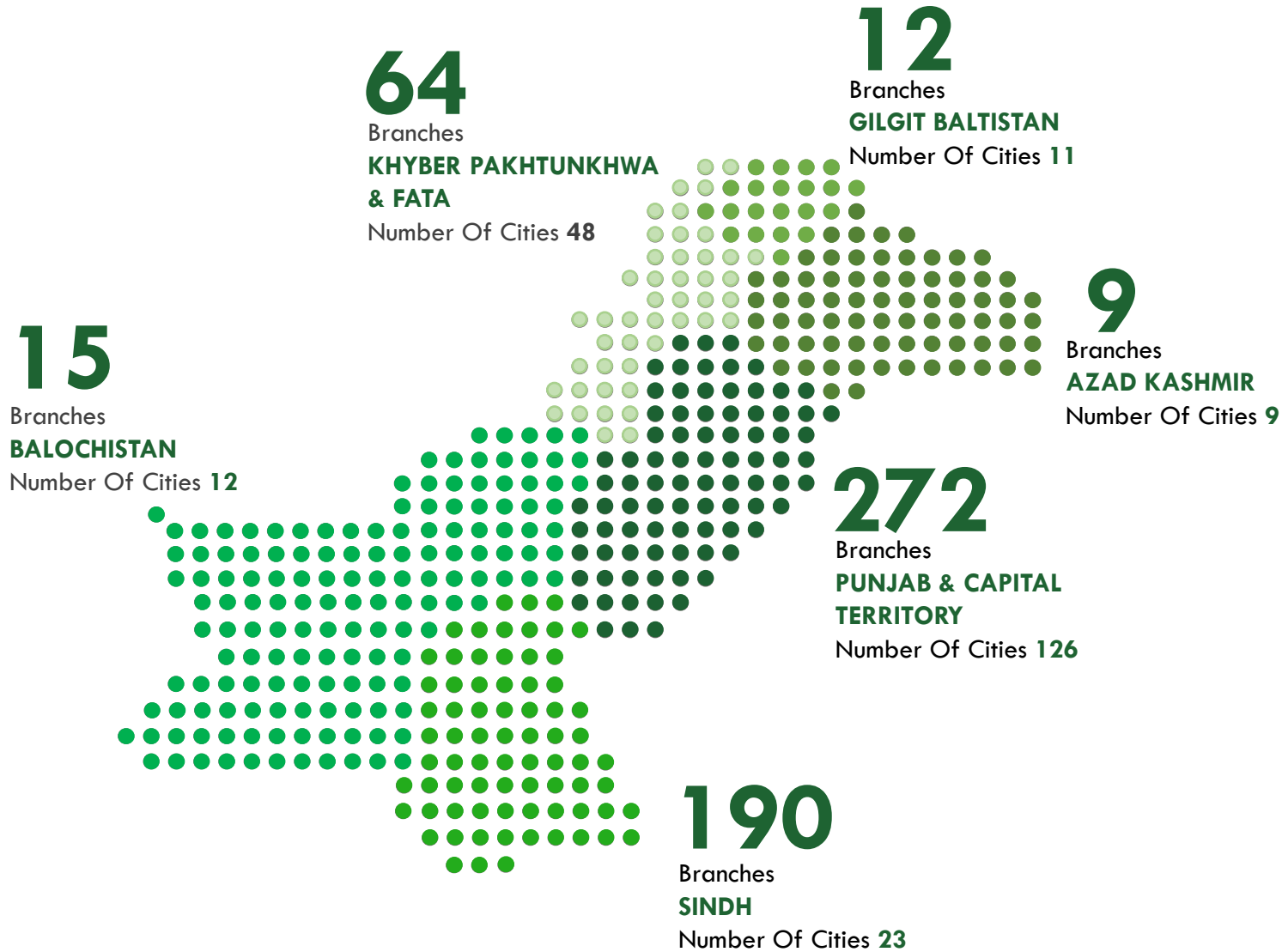
33K  **22%**

Dormant Reactivation

806 Mn 

Deposit Mobilization **1,273%**





562 Branches In **229** Cities

- 11 new branches opened in 2025 –
- 357 branches in North
- 205 branches in South
- 243 Islamic Branches & 311 Windows

	2022	2023	2024	2025
Total Branches	500	525	551	562
Islamic Branches	61	117	223	243
% Islamic Branches	12.2%	22.2%	40.5%	43.2%



2025

Rs. 526.6Mn



2024

Rs. 520.0Mn



2023

Rs. 285.3Mn

Education

Healthcare

Community Welfare

Humanitarian Causes

Disaster Relief



FINANCIAL PERFORMANCE

20.8% ↑

TOTAL DEPOSITS
IB – CA 10.7% ↑

8.4% ↑

ADVANCES
48.8% - ADR

49.0 Bn

PBT

EPS 21.55

DPS 12.00

17.0%

CAR

With no Sub-Ordinated Debt

ROE 21.3%

ROA 1.4%

- Consistently Recognized Among PSX Top 25 Companies — Three Years Running, Top 10 in the Last Two.
- Highest Remittances growth in the banking industry in 2025.
- 562 Branches including 243 IBBs and 311 IBWs.
- Digital transaction volumes significantly increased to Rs 1.53 trillion, growing by 40%.
- 8.3 million Debit card POS transactions, growth of 35% in 2025.
- Client accounts ~ 1.5 mn and; Digital users ~ 1.2 mn.

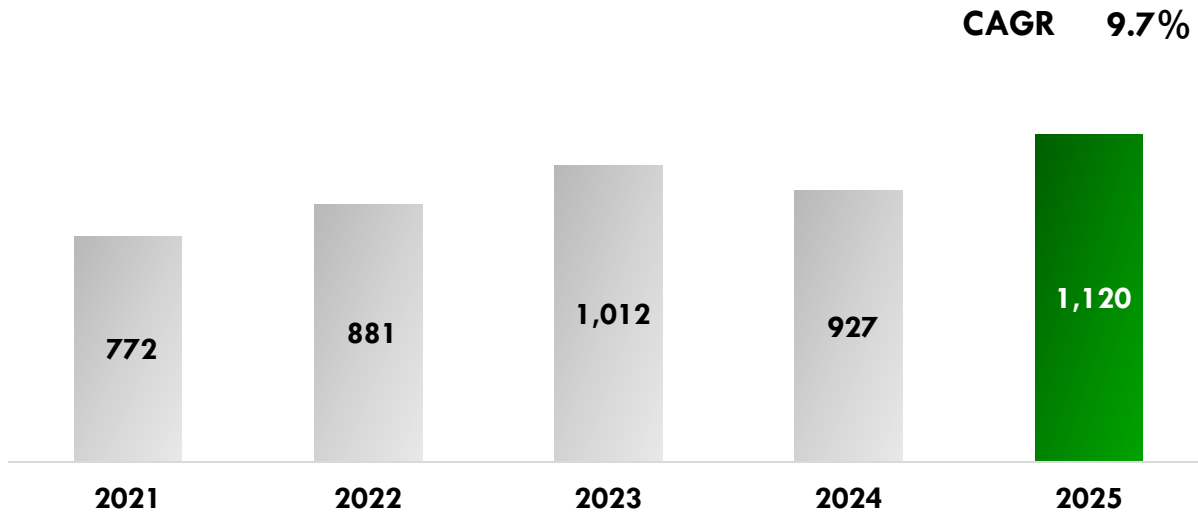
Particulars (PKR in Mn)	2024	2025	YoY
Cash and balances with treasury banks	86,816	88,751	2.2%
Balances with other banks	6,435	13,542	110.5%
Lendings to financial institutions	5,571	45,951	724.8%
Investments	810,875	864,652	6.6%
Advances	474,301	514,783	8.5%
Property and equipment	16,857	17,446	3.5%
Right-of-use assets	8,608	8,969	4.2%
Intangible assets	686	641	(6.5%)
Other assets	89,986	104,142	15.7%
Total Assets	1,500,134	1,658,878	10.6%
Bills payable	28,479	29,736	4.4%
Borrowings	330,011	272,084	(17.6%)
Deposits and other accounts	927,133	1,119,625	20.8%
Lease liabilities	10,464	11,254	7.6%
Sub-ordinated debts	-	-	0.0%
Deferred tax liabilities	3,077	5,095	65.6%
Other liabilities	85,939	93,274	8.5%
Total Liabilities	1,385,102	1,531,068	10.5%
Net Assets	115,032	127,809	11.1%
Share capital	10,478	10,478	0.0%
Reserves	35,353	37,610	6.4%
Sur/ (Def) on rev. of assets - net of tax	14,334	16,471	14.9%
Unappropriated profit	54,867	63,250	15.3%
Total Equity	115,032	127,809	11.1%

- **Lending to Financial Institutions** – increased due to short term excess liquidity availability as of 31st Dec 2025.
- **Investments** – are majorly dominated by the PIBs, distributed between fixed and floater rates.
- **Advances** – ADR maintained at 49% with infection ratio of 4.9% and healthy coverage of 117%.
- **Deposits** – up by Rs 192 Bns/ 20.8%. CA mix remains strong at 37%, supporting low-cost funding.
- Capital Adequacy Ratio maintained at **17.0%**
- **Surplus on revaluation of Assets** – surged due to favorable market positions.

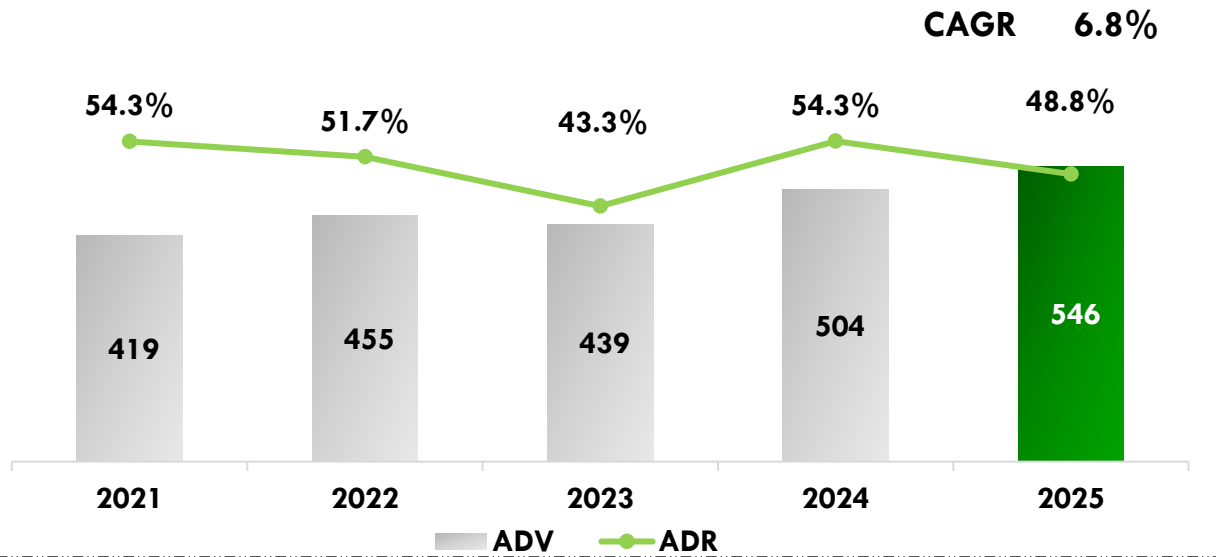
Particulars (PKR in Mn)	2024	2025	YoY
Mark-up / return / interest earned	234,239	159,262	(32.0%)
Mark-up / return / interest expensed	(163,925)	(92,804)	(43.4%)
Net mark-up / interest income	70,314	66,458	(5.5%)
Fee and commission income	10,753	11,293	5.0%
Dividend income	746	905	21.3%
Foreign exchange income	7,085	8,189	15.6%
Gain / (loss) on securities - net	2,451	3,965	61.8%
Net loss on derecognition of financial assets measured at amortised cost	(4)	-	0.0%
Other income	256	140	(45.4%)
Total non mark-up / interest income	21,287	24,491	15.1%
Total income	91,601	90,949	(0.7%)
Total non mark-up / interest expenses	(34,811)	(40,097)	15.2%
Profit before credit loss allowance	56,790	50,852	(10.5%)
Credit loss allowance and write offs - net	(4,130)	(1,829)	(55.7%)
PROFIT BEFORE TAXATION	52,660	49,023	(6.9%)
Taxation	(27,986)	(26,438)	(5.5%)
PROFIT AFTER TAXATION	24,674	22,585	(8.5%)

- **Net mark-up/ interest income** – decline in NII largely attributable to reduction in rates.
- **Non-Interest Income** – grew by 15.1%, mainly due to higher capital gains by 61.8%, FX income by 15.6%.
 - FVOCI gain on equity portfolio recognized directly in equity amounted to Rs 2,277 Mns.
- **Admin expenses** – increased by 15.2% during the year, majorly due branch expansion, technology related expenses and staff compensation. Cost to income ratio stands at 44% against industry average of 46%.
- **Credit Loss Allowance** – substantially decreased in 2025 owing to stringent credit risk management and changes in risk parameters.

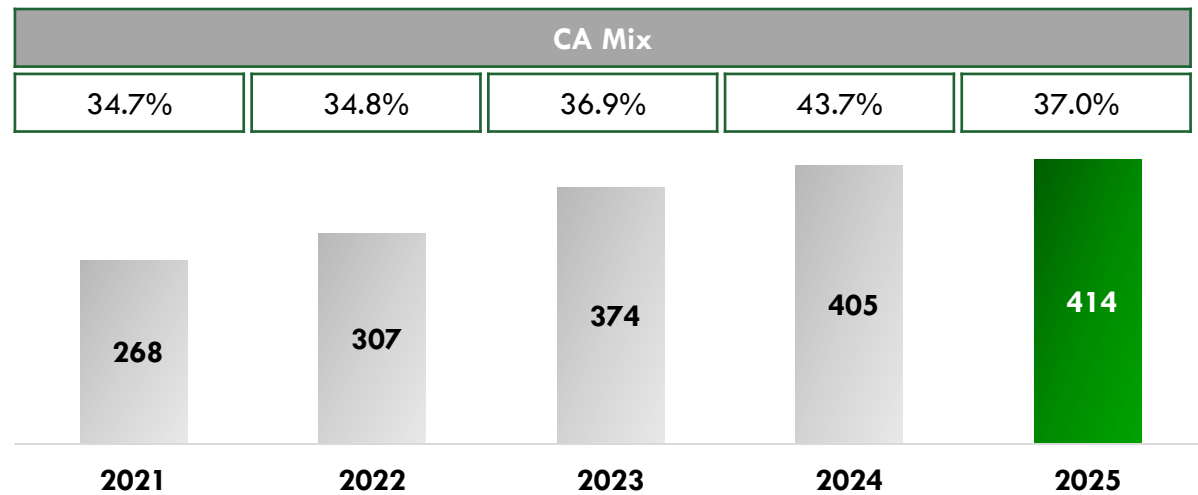
Total Deposits



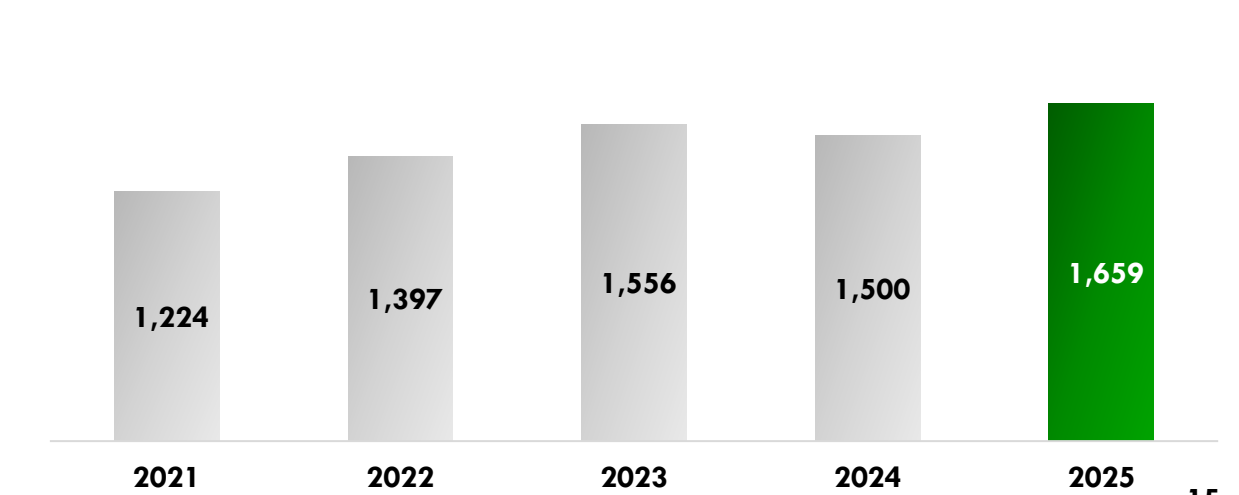
Gross Advances & ADR%



Deposits - Current Account

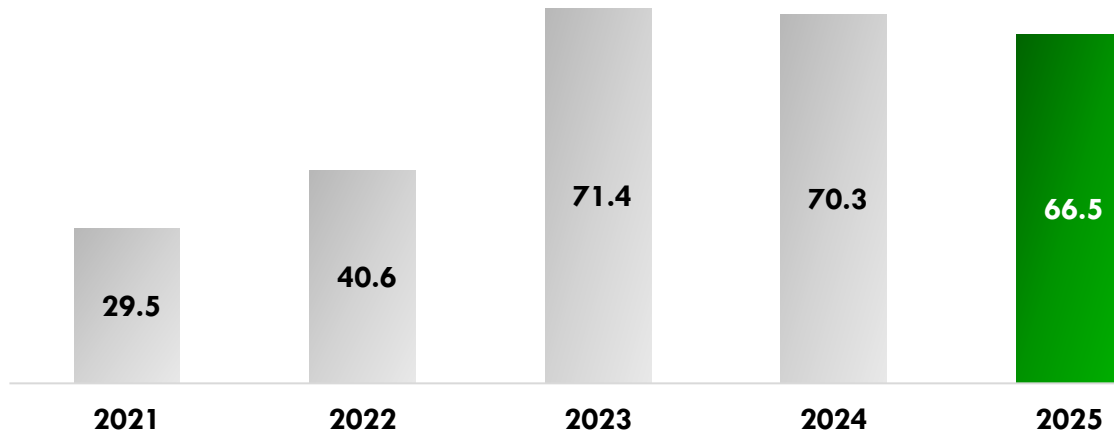


Total Assets

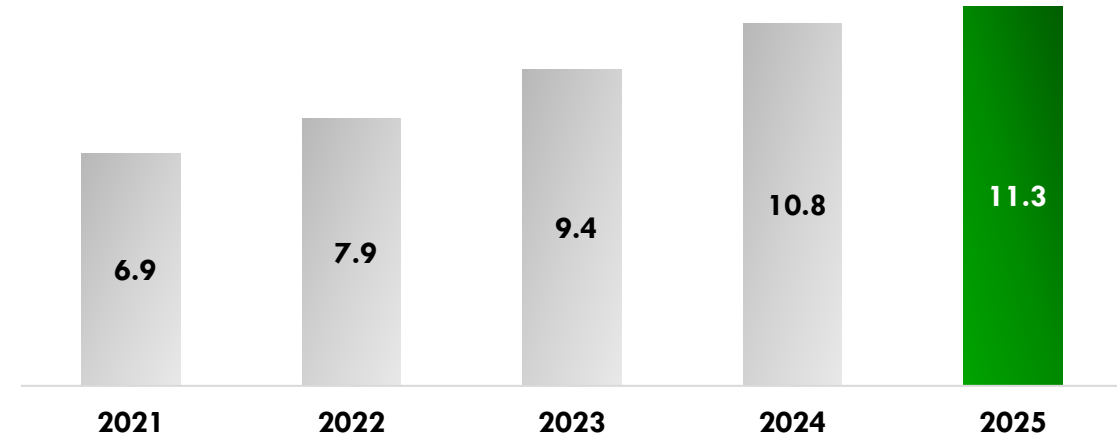


PKR in Bn

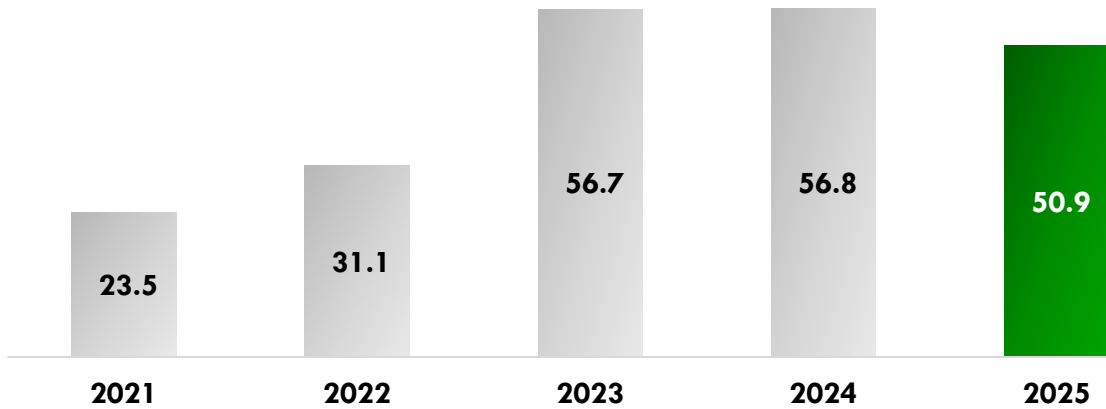
Net Interest Income



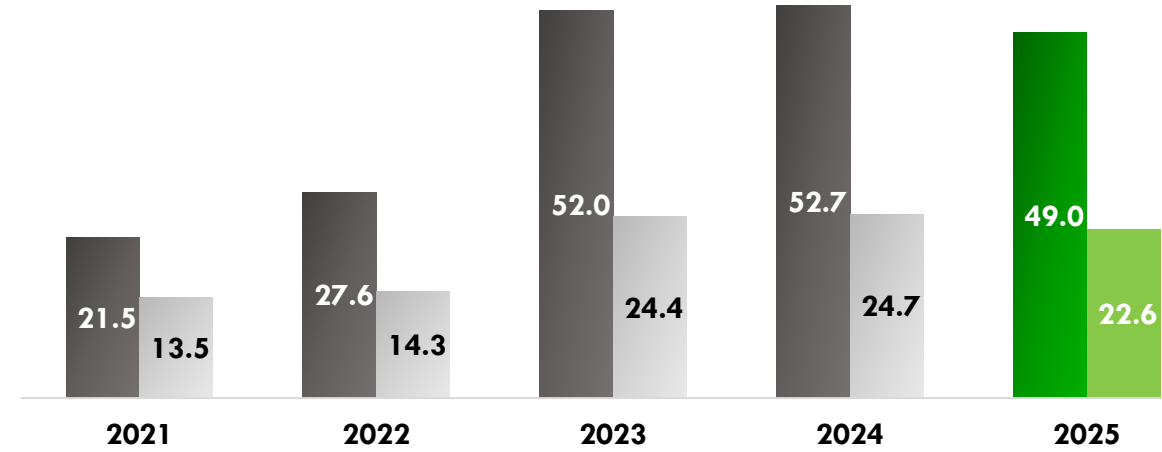
Fee Income



Operating Profit

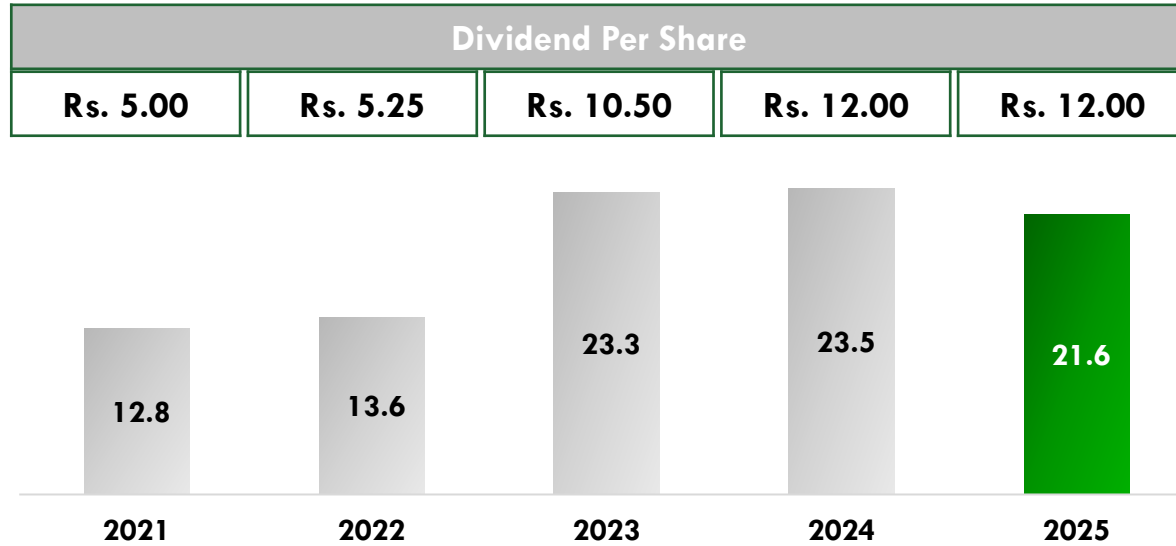


Profitability

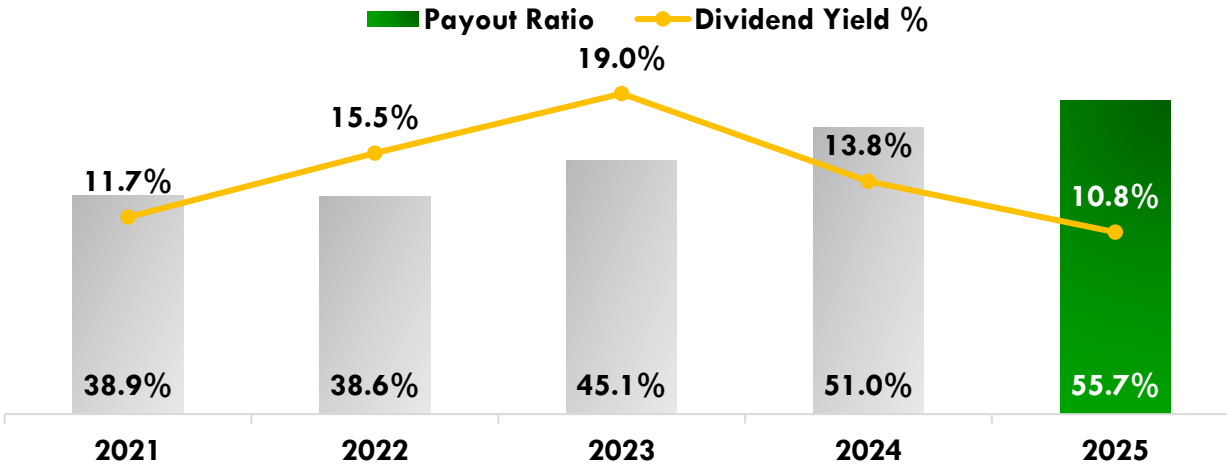


■ PBT ■ PAT

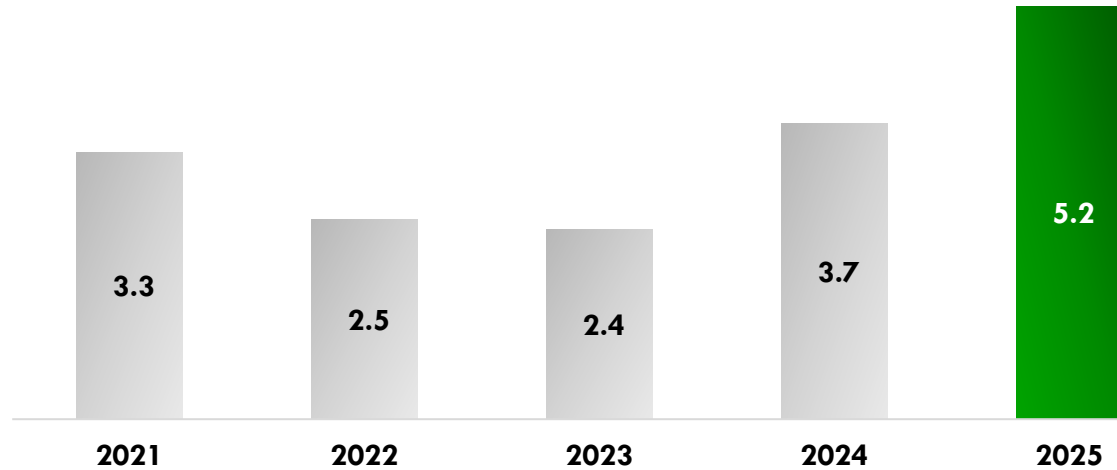
EPS



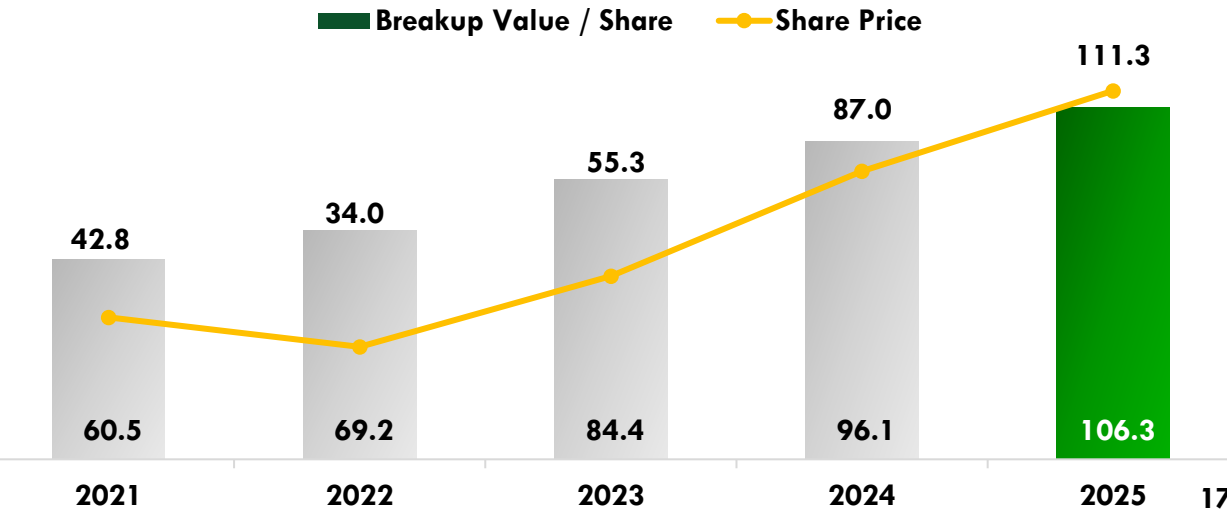
Payout Ratio & Dividend Yield



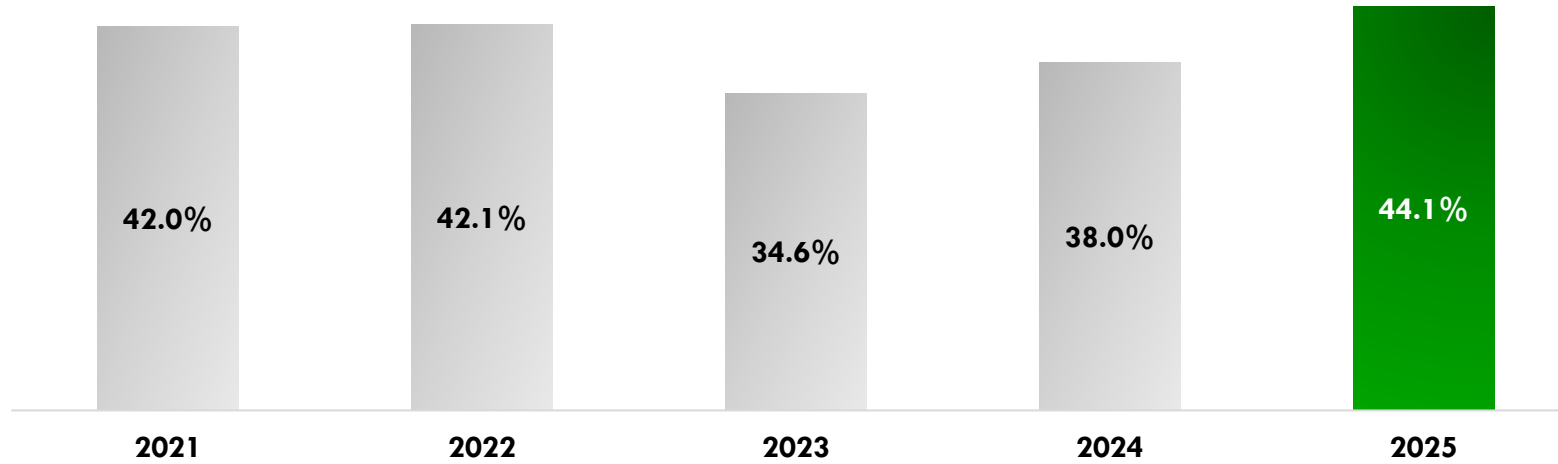
PE Ratio



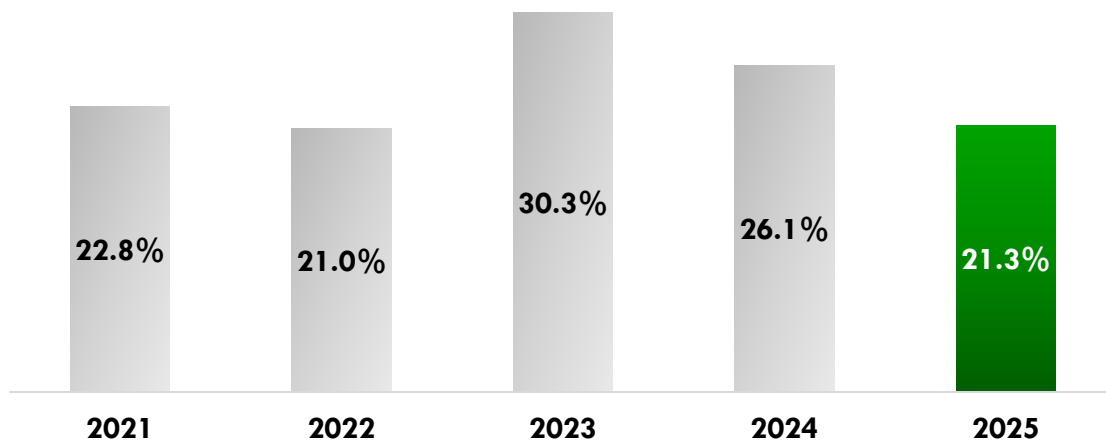
Breakup Value Per Share (Exc. Revaluation)



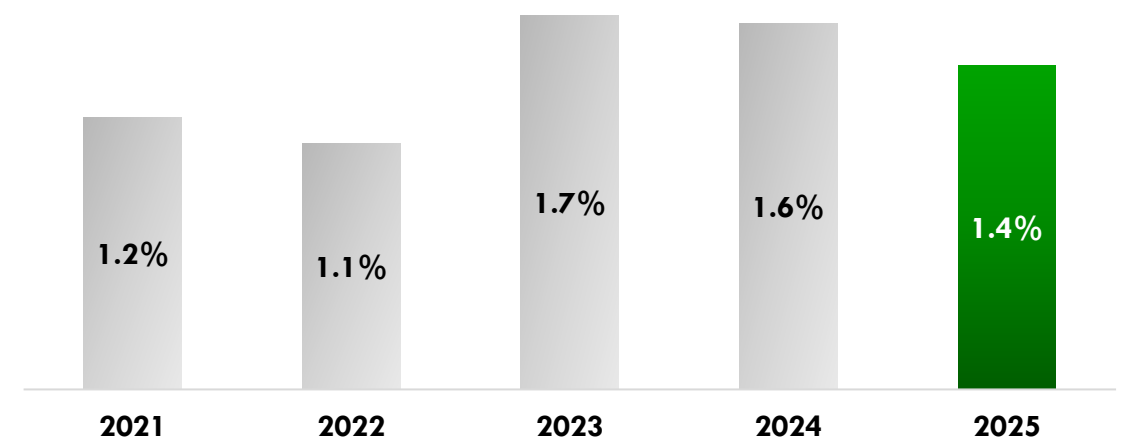
Cost to Income Ratio

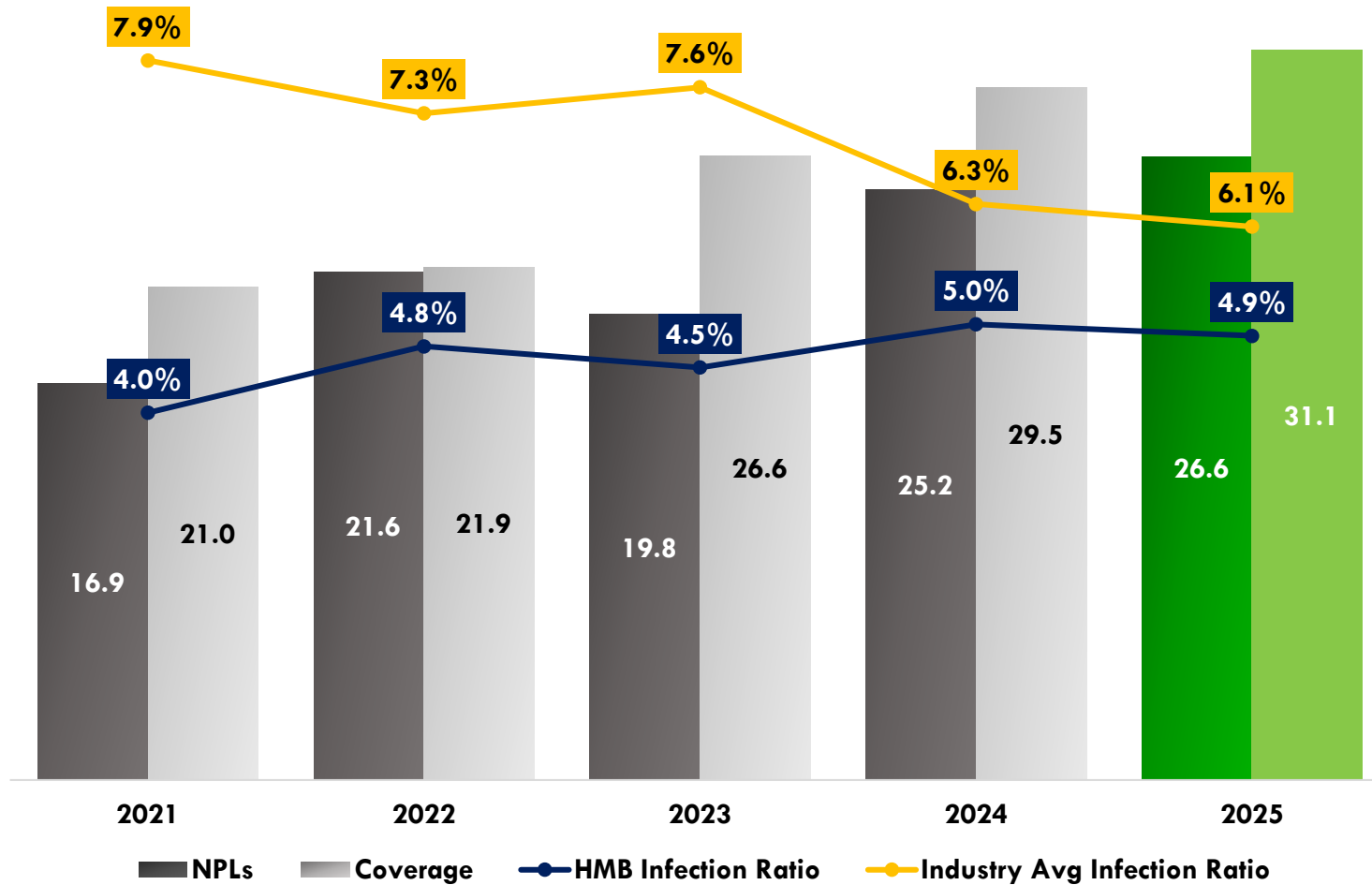


RoE



RoA



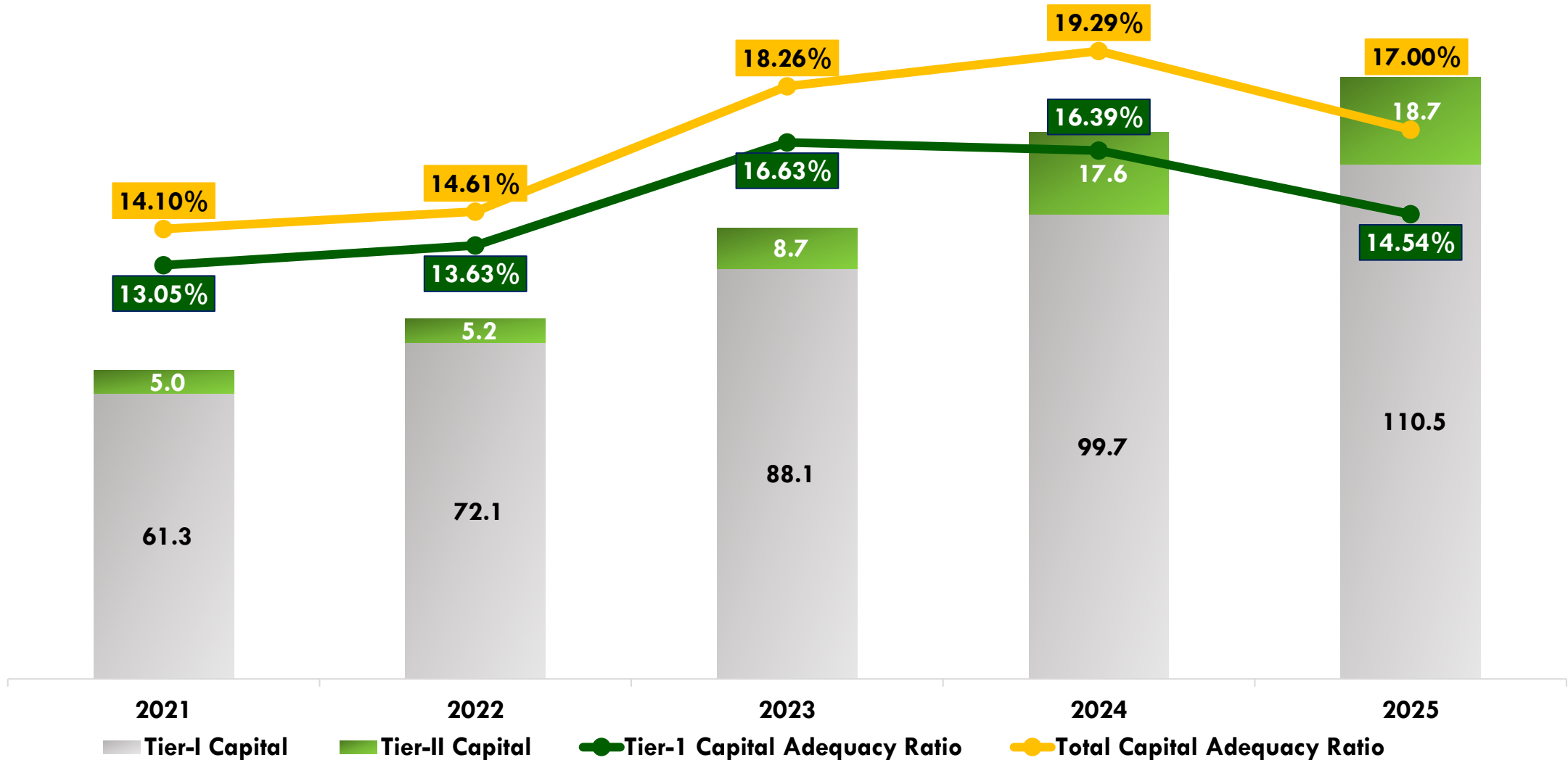


Robust Recoveries

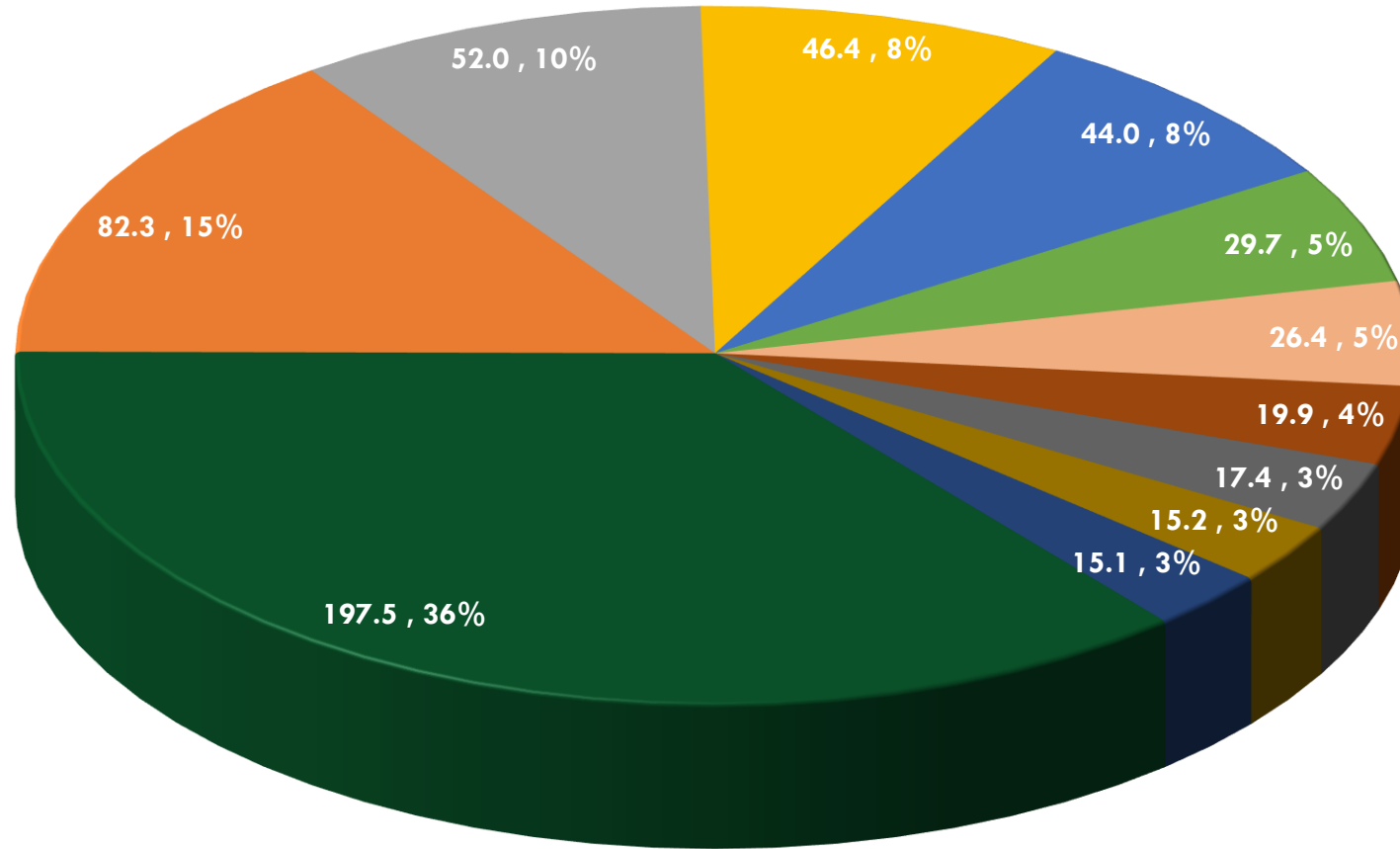
Prudent Lending

Focus On Asset Quality

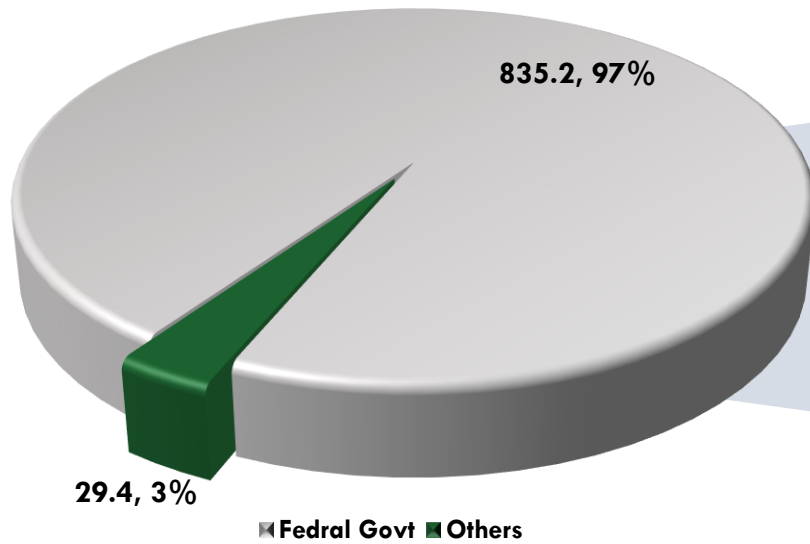
*Capital Adequacy Ratio stands at 17.0% - comfortably exceeding the regulatory minimum requirement of 11.5%.
Achieved entirely through organic capital strength, with no reliance on sub-ordinated debt.*



PKR in Bn

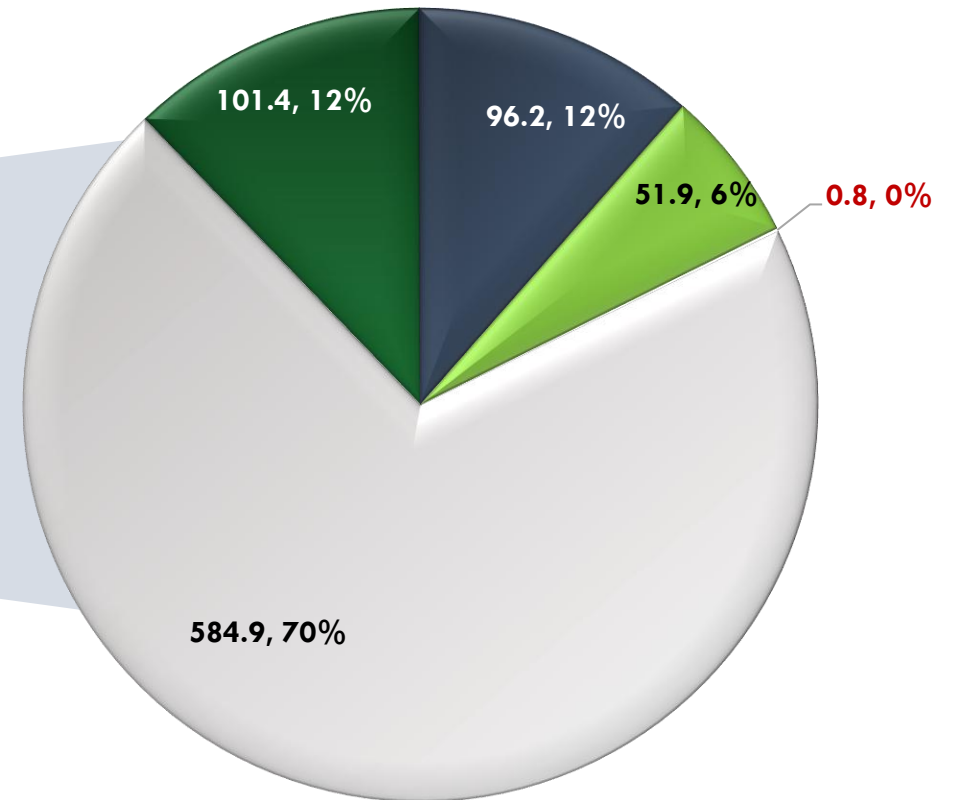


- Textile
- Financial
- Others
- Power (electricity), gas, water, sanitary
- Edibles
- Commodity finance
- Chemicals and pharmaceuticals
- Services
- Commercial trade
- Individuals
- Electronics and electrical appliances

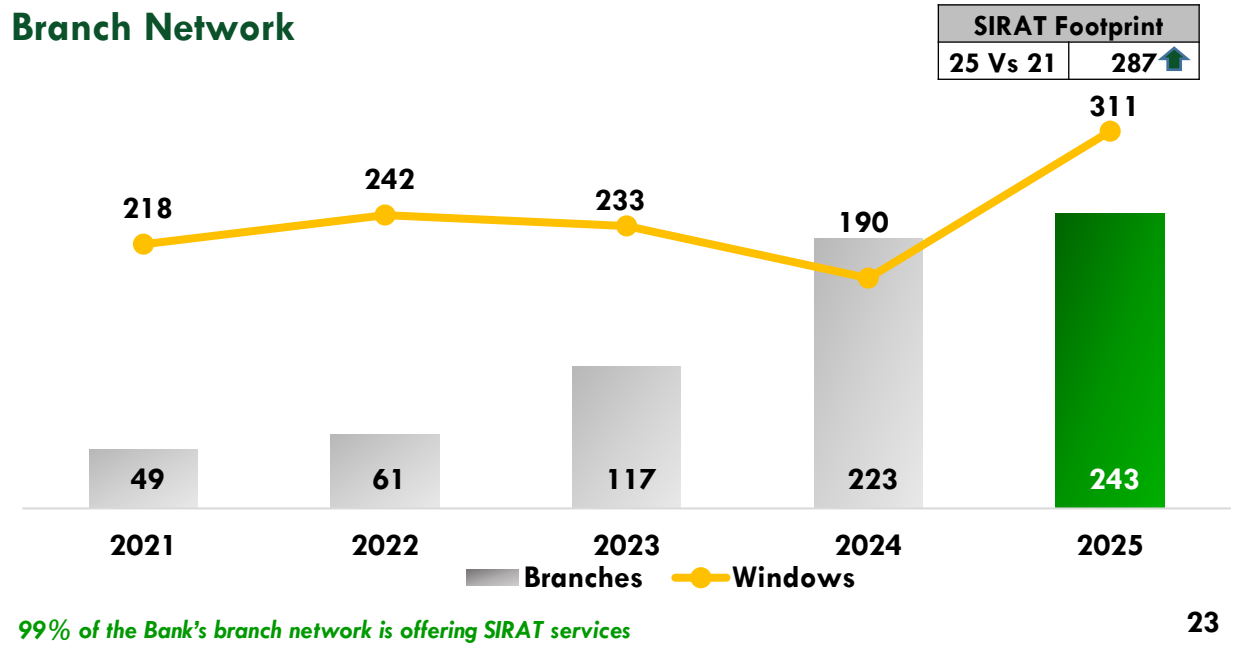
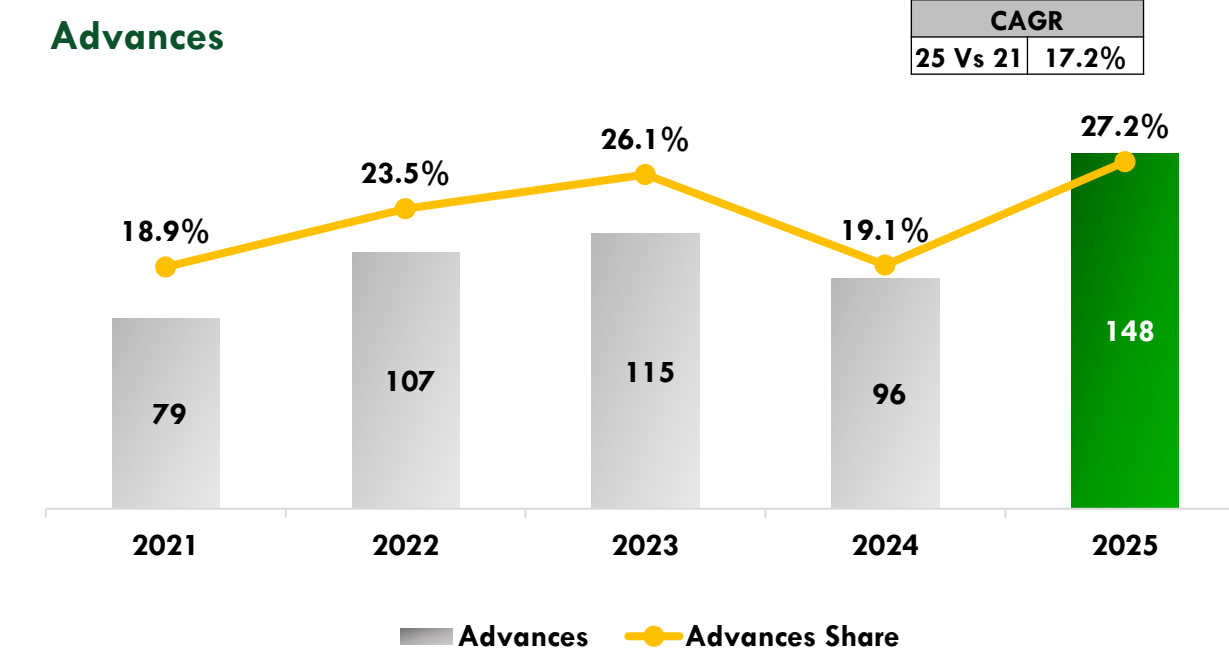
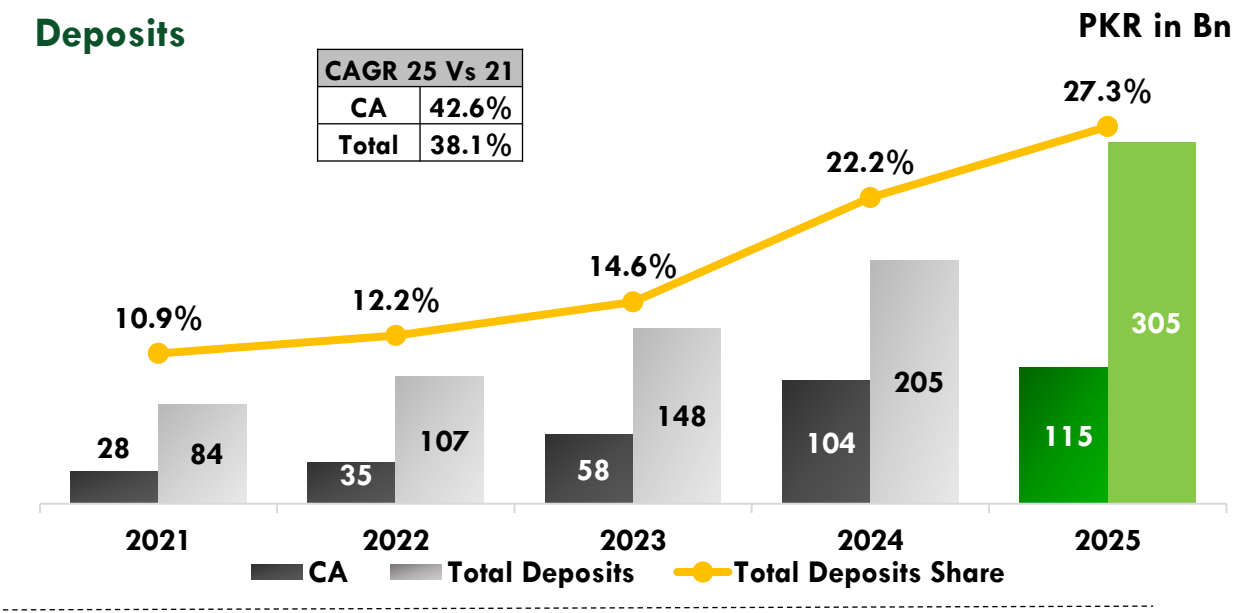
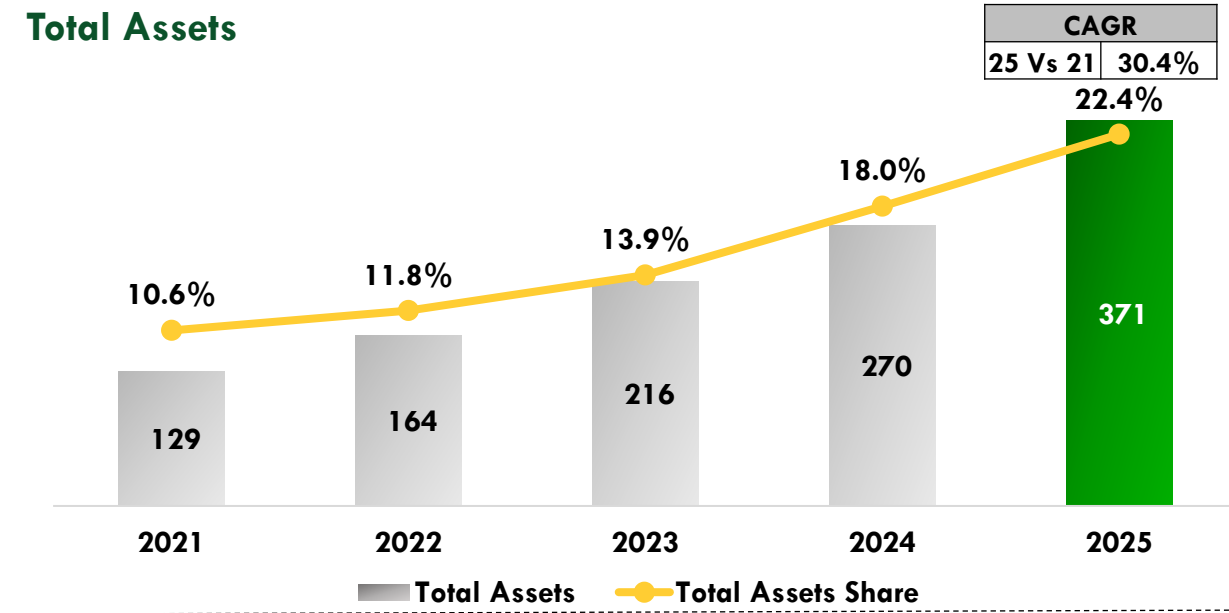


Others Breakup	Amt in Mn	Mix%
Non- Government Debt Securities	9,492	32.2%
Shares	14,218	48.3%
Real Estate Investment Trust	3,755	12.8%
Subsidiaries	1,797	6.1%
Mutual Funds	176	0.6%
Total	29,437	100.0%

Federal Govt. Securities Composition



- Pakistan Investment Bonds
- Market Treasury Bills
- Ijarah Sukuks
- Bai Muajjal
- Islamic Naya Pakistan Certificate



Trade & 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. It includes loans, deposits and other transactions with retail customers.

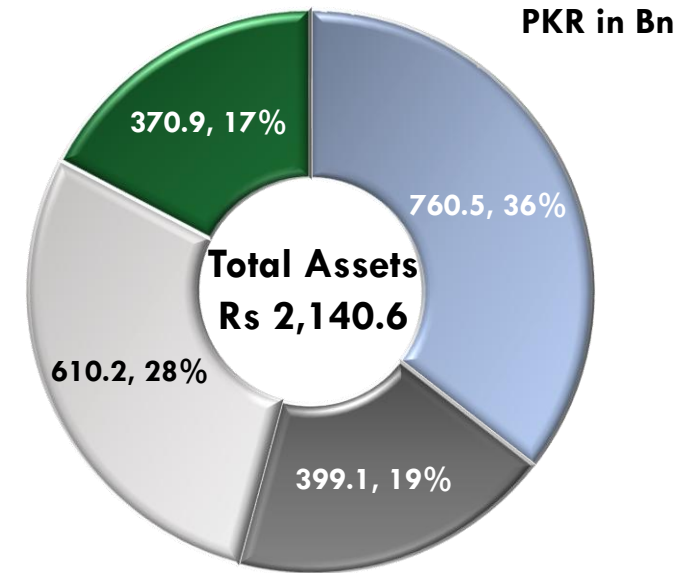
Commercial Banking

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

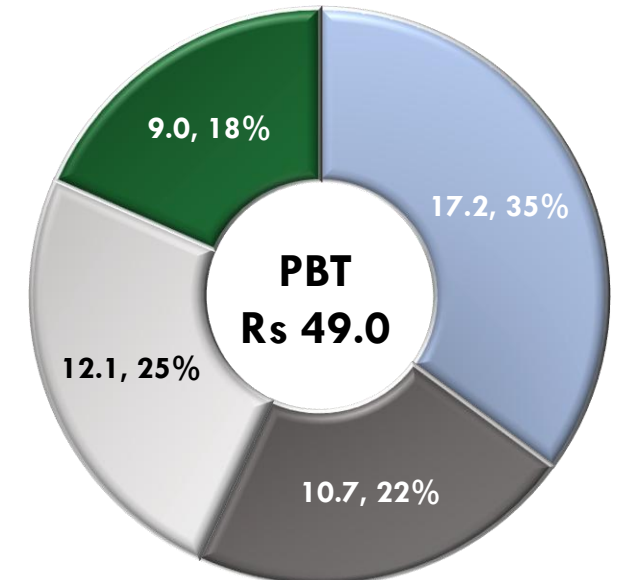
Islamic Banking

This represents Islamic banking operations of the Bank.

- Trade & sales
- Retail banking
- Commercial banking
- Islamic banking



- Trade & sales
- Retail banking
- Commercial banking
- Islamic banking





FOCUS AREAS 2026

Low Cost Deposits

Islamic Banking

**Asset Quality &
Recoveries**

**Innovation & Digital
Transformation**

**Transaction/
Employee Banking**

Remittances

Trade Business

Customer Centricity

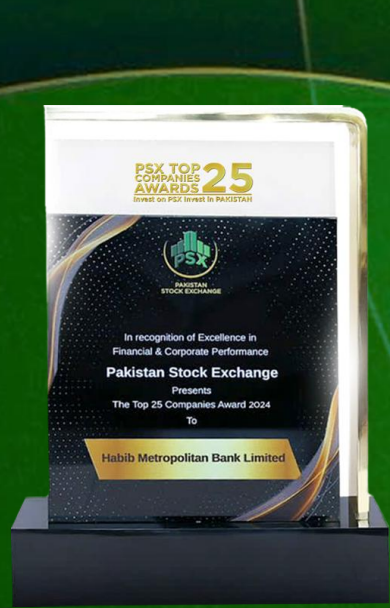
**Talent Diversity &
Retention**

Shareholder Returns

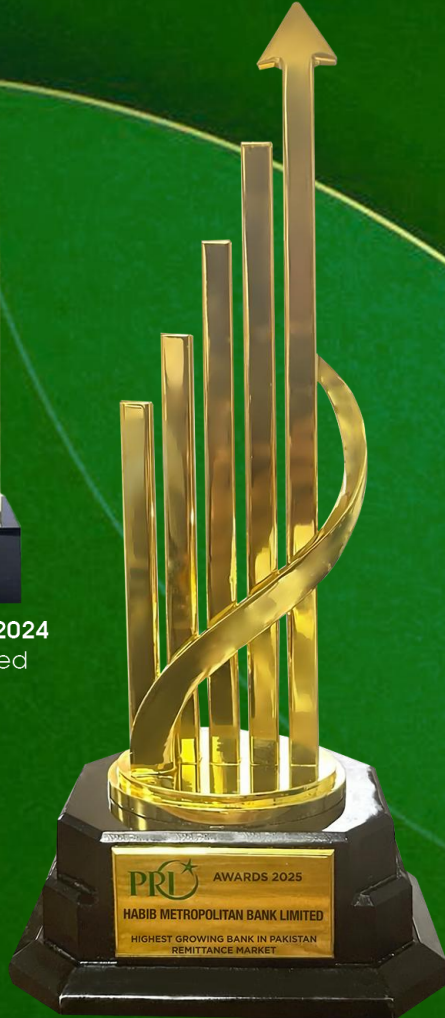


AWARDS & ACCOLADES

Awards and Accolades



PSX Top 25 Companies Awards 2024
Pakistan Stock Exchange Limited



Highest Growing Bank FY-25 in Pakistan Remittance Market
Pakistan Remittance Initiative Award 2025



Best Bank for Islamic Retail Banking Growth and Strategy 2025
Islamic Retail Banking Awards

Pakistan Supply Chain Innovation of the Year - Financial Services
Asian Innovation Excellence Awards 2025

DEI Structure and Implementation (Progressive), DEI Learning and Development (Progressive), Community, Government Relations and Philanthropy (Best Practice)
Global Diversity, Equity & Inclusion Benchmarks Awards



2024 U.S. Dollar Clearing Elite Quality Recognition Award
JP Morgan

Most Improved Debit Authorization in the Industry in 2024
VISA

Social Responsibility Award 2024
Shaukat Khanum

Domestic Cash Management Bank of the Year - Pakistan 2024
Asian Banking & Finance Awards



KEY BUSINESS RISKS

Credit Risk

HABIBMETRO manages credit risk through diversification across products, geographies, industries, and customers. The Bank focuses on short-term, self-liquidating trade and working capital financing, with most credit priced on floating KIBOR rates to reduce interest rate risk. Rigorous approval procedures, ongoing monitoring, and centralized trade processing further strengthen risk mitigation

Market Risk

Market Risk is the risk of loss in earnings and capital due to adverse changes in interest rates, foreign exchange rates, and equity prices as well as their correlations and volatilities. Market Risk management unit performs risk measurement, monitoring, and control functions through the use of various risk procedures and tools.

Foreign Exchange Risk

Foreign exchange risk is the probability of loss resulting from adverse movement in exchange rates. The Bank's business model for foreign exchange risk is to serve trading activities of its clients in an efficient and cost-effective manner. The Bank is not in the business of actively trading and market making activities and all FX exposures are backed by customers' trade transaction. A conservative risk approach backed by Bank's business strategy to work with export-oriented clients gives the ability to meet its foreign exchange needs.

Equity Position Risk

Equity position risk arises due to adverse movements in equity prices. The Bank's policy is to take equity position in high dividend yield scripts. The bank as a policy does not enter into any kind of speculative equity trades. Equity position risk of the Bank is mitigated through portfolio and scrip limits advised by the Board of Directors and are reviewed by the ALCO. The investment in equities and mutual funds is also managed within the statutory limits as prescribed by the State Bank of Pakistan.

Yield/ Interest Rate Risk

Interest rate risk is the risk that the value of the financial instrument will fluctuate due to changes in the market interest rates. Interest rate risk is also controlled through flexible credit pricing mechanism and variable deposit rates. Duration analysis and stress testing are being carried out regularly to estimate the impact of adverse changes in the interest rates on bank's fixed income portfolio. Optimization of yield is achieved through the Bank's investment strategy which aims on attaining a balance between yield and liquidity under the strategic guidance of the ALCO.

Operational Risk

Operational risk is the risk of loss resulting from inadequate or failed internal processes or systems, human factors or from external events. The Bank operates in a controlled manner and operational risk is managed effectively. With the evolution of operational risk management (ORM) into a separate distinct discipline, the Bank's strategy is to further strengthen operational risk management system along new industry standards.

Liquidity Risk

Liquidity risk is the risk that the Bank will not be able to raise funds to meet its commitments. The ALCO continuously monitors the liquidity position, and the Bank is confident that the current liquidity buffer is sufficient to cater to any adverse movement in the maturity profile.



THANK YOU



ANNEXURE

Particulars	2021	2022	2023	2024	2025	5 Years CAGR
Cash and balances with treasury banks	83,386	54,747	91,467	86,816	88,751	1.6%
Balances with other banks	2,996	22,452	21,124	6,435	13,542	45.8%
Lendings to financial institutions	3,941	76,332	5,496	5,571	45,951	84.8%
Investments	667,996	723,579	925,412	810,875	864,652	6.7%
Advances	398,382	433,503	412,049	474,301	514,783	6.6%
Property and equipment	12,014	21,664	23,316	16,857	17,446	9.8%
Right-of-use assets	-	-	-	8,608	8,969	0.0%
Intangible assets	121	98	323	686	641	51.8%
Deferred tax assets	3,217	5,061	5,164	-	-	0.0%
Other assets	52,364	60,008	72,065	89,986	104,142	18.8%
Total Assets	1,224,416	1,397,444	1,556,417	1,500,134	1,658,878	7.9%
Bills payable	17,945	19,538	28,353	28,479	29,736	13.5%
Borrowings	316,167	343,968	323,270	330,011	272,084	(3.7%)
Deposits and other accounts	772,286	880,697	1,012,303	927,133	1,119,625	9.7%
Lease liabilities	-	-	-	10,464	11,254	0.0%
Sub-ordinated debts	-	-	-	-	-	0.0%
Deferred tax liabilities	-	-	-	3,077	5,095	0.0%
Other liabilities	55,045	78,734	99,217	85,939	93,274	14.1%
Total Liabilities	1,161,442	1,322,937	1,463,142	1,385,102	1,531,068	7.2%
NET ASSETS	62,975	74,507	93,275	115,032	127,809	19.4%
Share capital	10,478	10,478	10,478	10,478	10,478	0.0%
Reserves	22,680	25,535	30,418	35,353	37,610	13.5%
Sur/ (Def) on rev. of assets - net of tax	(382)	2,030	4,819	14,334	16,471	0.0%
Unappropriated profit	30,199	36,464	47,560	54,867	63,250	20.3%
Total Equity	62,975	74,507	93,275	115,032	127,809	19.4%

Particulars	2021	2022	2023	2024	2025	5 Years CAGR
Mark-up / return / interest earned	73,396	133,165	205,612	234,239	159,262	21.4%
Mark-up / return / interest expensed	(43,899)	(92,554)	(134,195)	(163,925)	(92,804)	20.6%
Net mark-up / interest income	29,497	40,611	71,418	70,314	66,458	22.5%
Fee and commission income	6,906	7,931	9,396	10,753	11,293	13.1%
Dividend income	145	318	626	746	905	58.0%
Foreign exchange income	3,707	5,094	5,203	7,085	8,189	21.9%
Gain / (loss) on securities - net	102	(217)	(5)	2,451	3,965	149.7%
Net loss on derecognition of financial assets measured at amortised cost	-	-	-	(4)	-	0.0%
Other income	280	89	75	256	140	(15.9%)
Total non mark-up / interest income	11,140	13,215	15,295	21,287	24,491	21.8%
Total income	40,637	53,826	86,712	91,601	90,949	22.3%
Total non mark-up / interest expenses	(17,087)	(22,677)	(29,978)	(34,811)	(40,097)	23.8%
Profit before credit loss allowance	23,550	31,149	56,734	56,790	50,852	21.2%
Credit loss allowance and write offs - net	(2,009)	(3,531)	(4,739)	(4,130)	(1,829)	(2.3%)
PROFIT BEFORE TAXATION	21,541	27,617	51,995	52,660	49,023	22.8%
Taxation	(8,082)	(13,357)	(27,611)	(27,986)	(26,438)	34.5%
PROFIT AFTER TAXATION	13,459	14,261	24,384	24,674	22,585	13.8%