



# HABIB METROPOLITAN BANK LTD.

[ Subsidiary of Habib Bank AG Zurich ]

CONSOLIDATED ACCOUNTS  
FOR THE NINE MONTHS ENDED  
30 SEPTEMBER 2016  
(UN-AUDITED)

## CONSOLIDATED CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION

AS AT 30 SEPTEMBER 2016

	Note	30 September 2016 (Un-audited)	31 December 2015 (Audited)
(Rupees in '000)			
<b>ASSETS</b>			
Cash and balances with treasury banks		<b>38,421,895</b>	30,645,728
Balances with other banks	6	<b>1,884,946</b>	13,807,806
Lendings to financial institutions	7	<b>17,082,895</b>	2,800,000
Investments	8	<b>369,320,874</b>	292,555,587
Advances	9	<b>136,752,933</b>	132,646,839
Operating fixed assets	10	<b>3,386,250</b>	3,125,478
Deferred tax assets	11	<b>2,047,651</b>	1,938,805
Other assets		<b>8,355,435</b>	12,365,392
		<b>577,252,879</b>	489,885,635
<b>LIABILITIES</b>			
Bills payable		<b>7,945,189</b>	6,344,461
Borrowings	12	<b>46,020,562</b>	31,462,822
Deposits and other accounts	13	<b>472,803,805</b>	403,208,597
Sub-ordinated loans		-	-
Liabilities against assets subject to finance lease		-	-
Deferred tax liabilities		-	-
Other liabilities		<b>11,691,675</b>	12,007,518
		<b>538,461,231</b>	453,023,398
<b>NET ASSETS</b>		<b>38,791,648</b>	36,862,237
<b>REPRESENTED BY</b>			
Share capital		<b>10,478,315</b>	10,478,315
Reserves		<b>13,473,727</b>	12,710,010
Unappropriated profit		<b>10,940,471</b>	9,965,906
		<b>34,892,513</b>	33,154,231
Surplus on revaluation of assets - net of tax	14	<b>3,899,135</b>	3,708,006
		<b>38,791,648</b>	36,862,237
<b>CONTINGENCIES AND COMMITMENTS</b>			
	15		

The annexed notes 1 to 20 form an integral part of these consolidated condensed interim financial statements.

**MOHAMEDALI R. HABIB**  
Chairman

**SIRAJUDDIN AZIZ**  
President &  
Chief Executive Officer

**TARIQ IKRAM**  
Director

**SOHAIL HASAN**  
Director

# CONSOLIDATED CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UN-AUDITED)

FOR THE QUARTER AND NINE MONTHS ENDED 30 SEPTEMBER 2016

	Note	30 September 2016		30 September 2015	
		Quarter ended	Nine months ended	Quarter ended	Nine months ended
(Rupees in '000)					
Mark-up / return / interest earned		8,510,885	25,499,238	9,690,970	27,599,444
Mark-up / return / interest expensed		(5,631,615)	(16,711,667)	(5,756,185)	(16,867,454)
<b>Net mark-up / interest income</b>		<b>2,879,270</b>	<b>8,787,571</b>	<b>3,934,785</b>	<b>10,731,990</b>
Provision against non-performing loans and advances - net	9.3	40,995	1,012,340	271,641	1,916,847
Provision for diminution in the value of investments - net	8.1	2,228	34,134	30,700	93,056
Bad debts written off directly		-	-	-	-
		(43,223)	(1,046,474)	(302,341)	(2,009,903)
<b>Net mark-up / interest income after provisions</b>		<b>2,836,047</b>	<b>7,741,097</b>	<b>3,632,444</b>	<b>8,722,087</b>
<b>Non mark-up / interest income</b>					
Fee, commission and brokerage income		721,530	2,272,555	667,792	2,142,176
Dividend income		52,730	95,863	19,000	126,593
Income from dealing in foreign currencies - net		231,418	786,593	214,825	792,643
Gain on sale / redemption of securities -net		766,436	2,670,241	49,106	4,531,686
Unrealized gain / (loss) on revaluation of investments classified as 'held-for-trading'		-	-	-	-
Other income		60,913	247,906	65,236	287,935
<b>Total non mark-up / interest income</b>		<b>1,833,027</b>	<b>6,073,158</b>	<b>1,015,959</b>	<b>7,881,033</b>
		<b>4,669,074</b>	<b>13,814,255</b>	<b>4,648,403</b>	<b>16,603,120</b>
<b>Non mark-up / interest expenses</b>					
Administrative expenses		2,415,228	7,028,121	2,167,020	6,302,329
Other provisions / write offs		-	(172,048)	-	-
Other charges		39,177	170,176	60,183	284,420
<b>Total non mark-up / interest expenses</b>		<b>(2,454,405)</b>	<b>(7,026,249)</b>	<b>(2,227,203)</b>	<b>(6,586,749)</b>
		<b>2,214,669</b>	<b>6,788,006</b>	<b>2,421,200</b>	<b>10,016,371</b>
Extra ordinary / unusual items		-	-	-	-
<b>Profit before taxation</b>		<b>2,214,669</b>	<b>6,788,006</b>	<b>2,421,200</b>	<b>10,016,371</b>
Taxation - Current		688,785	2,601,312	947,470	4,048,445
- Prior years		-	581,308	-	476,000
- Deferred		86,016	(217,670)	(98,684)	(525,817)
		(774,801)	(2,964,950)	(848,786)	(3,998,628)
<b>Profit after taxation</b>		<b>1,439,868</b>	<b>3,823,056</b>	<b>1,572,414</b>	<b>6,017,743</b>
<b>Basic and diluted earnings per share (Rupees)</b>	16	<b>1.37</b>	<b>3.65</b>	<b>1.50</b>	<b>5.74</b>

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**MOHAMEDALI R. HABIB**  
Chairman

**SIRAJUDDIN AZIZ**  
President &  
Chief Executive Officer

**TARIQ IKRAM**  
Director

**SOHAIL HASAN**  
Director

## CONSOLIDATED CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED)

FOR THE QUARTER AND NINE MONTHS ENDED 30 SEPTEMBER 2016

	30 September 2016		30 September 2015	
	Quarter ended	Nine months ended	Quarter ended	Nine months ended
(Rupees in '000)				
Profit after taxation for the period	1,439,868	3,823,056	1,572,414	6,017,743
Items not to be reclassified to profit or loss in subsequent periods:				
Actuarial gain / (loss) on deferred benefit plan	21,707	14,417	(67)	(34,264)
Related deferred tax charge / (reversal)	(7,597)	(5,046)	23	11,992
	14,110	9,371	(44)	(22,272)
<b>Total comprehensive income</b>	<b>1,453,978</b>	<b>3,832,427</b>	1,572,370	5,995,471

### Components of comprehensive income not reflected in equity

Items to be reclassified to profit or loss in subsequent periods:

(Deficit) / surplus on revaluation of investments	(1,110,433)	38,199	196,184	18,501
Related deferred tax reversal / (charge)	388,650	(13,400)	(68,655)	(235,598)
	(721,783)	24,799	127,529	(217,097)
<b>Total comprehensive income</b>	<b>732,195</b>	<b>3,857,226</b>	1,699,899	5,778,374

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**MOHAMEDALI R. HABIB**  
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Chief Executive Officer

**TARIQ IKRAM**  
Director

**SOHAIL HASAN**  
Director

**CONSOLIDATED CONDENSED INTERIM  
CASH FLOW STATEMENT (UN-AUDITED)**  
FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2016

	<b>30 September 2016</b>	30 September 2015
	(Rupees in '000)	
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Profit before taxation	<b>6,788,006</b>	10,016,371
Less: Dividend income	<b>(95,863)</b>	(126,593)
	<b>6,692,143</b>	9,889,778
<b>Adjustment</b>		
Depreciation and Amortization	<b>523,921</b>	414,853
Provision against non-performing loans and advances - net	<b>1,012,340</b>	1,916,847
Provision for diminution in the value of investments - net	<b>34,134</b>	93,056
Net gain on sale of operating fixed assets	<b>(16,084)</b>	(56,974)
Actuarial gain / (loss) on defined benefit plan	<b>14,417</b>	(34,264)
	<b>1,568,728</b>	2,333,518
	<b>8,260,871</b>	12,223,296
<b>(Increase) / decrease in operating assets</b>		
Lendings to financial institutions	<b>(14,282,895)</b>	(10,518,436)
Advances	<b>(5,118,434)</b>	11,783,773
Other assets (excluding taxation)	<b>4,253,334</b>	3,439,856
	<b>(15,147,995)</b>	4,705,193
<b>Increase / (decrease) in operating liabilities</b>		
Bills payable	<b>1,600,728</b>	2,841,784
Borrowings	<b>12,915,974</b>	80,840,255
Deposits and other accounts	<b>69,595,208</b>	55,945,647
Other liabilities (excluding dividend)	<b>(228,278)</b>	(1,458,288)
	<b>83,883,632</b>	138,169,398
Income tax paid	<b>76,996,508</b>	155,097,887
	<b>(3,269,129)</b>	(2,959,530)
<b>Net cash flows from operating activities</b>	<b>73,727,379</b>	152,138,357
<b>CASH FLOWS USED IN INVESTING ACTIVITIES</b>		
Net investments in available-for-sale securities	<b>(75,650,797)</b>	(148,484,348)
Net (investments)/proceeds in held-to-maturity securities	<b>(1,110,425)</b>	545,471
Dividend received	<b>95,863</b>	120,733
Investments in operating fixed and Intangible assets	<b>(831,719)</b>	(369,020)
Proceeds from sale of operating fixed assets	<b>77,959</b>	57,689
<b>Net cash flows used in investing activities</b>	<b>(77,419,119)</b>	(148,129,475)
<b>CASH FLOWS USED IN FINANCING ACTIVITIES</b>		
Dividend paid	<b>(2,096,719)</b>	(4,620,296)
<b>Net cash flows used in financing activities</b>	<b>(2,096,719)</b>	(4,620,296)
<b>Decrease in cash and cash equivalents</b>	<b>(5,788,459)</b>	(611,414)
Cash and cash equivalent at beginning of the period	<b>44,060,447</b>	19,635,669
<b>Cash and cash equivalents at end of the period</b>	<b>38,271,988</b>	19,024,255

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**TARIQ IKRAM**  
Director

**SOHAIL HASAN**  
Director

# CONSOLIDATED CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2016

	Share capital	Share premium	Statutory reserve	Reserves Special reserve	Revenue reserve	Unappropriated profit	Total
	(Rupees in '000)						
Balance as at 1 January 2015	10,478,315	2,550,985	6,887,477	240,361	1,500,000	8,559,839	30,216,977
Total comprehensive income for the nine months ended 30 September 2015							
Total comprehensive income - profit for the period	-	-	-	-	-	6,017,743	6,017,743
Other comprehensive income - net of tax	-	-	-	-	-	(22,272)	(22,272)
	-	-	-	-	-	5,995,471	5,995,471
Transactions with owners, recorded directly in equity							
Cash dividend (Rs. 2.50 per share) for the year ended 31 December 2014	-	-	-	-	-	(2,619,579)	(2,619,579)
Interim dividend (Rs. 2.00 per share) for the year ended 31 December 2015	-	-	-	-	-	(2,095,663)	(2,095,663)
Transfer to statutory reserve	-	-	1,199,737	-	-	(1,199,737)	-
Balance as at 30 September 2015	10,478,315	2,550,985	8,087,214	240,361	1,500,000	8,640,331	31,497,206
Total comprehensive income for the three months ended 31 December 2015							
Total comprehensive income - profit for the period	-	-	-	-	-	1,655,740	1,655,740
Other comprehensive income - net of tax	-	-	-	-	-	1,285	1,285
	-	-	-	-	-	1,657,025	1,657,025
Transactions with owners, recorded directly in equity							
Transfer to statutory reserve	-	-	331,450	-	-	(331,450)	-
Balance as at 31 December 2015	10,478,315	2,550,985	8,418,664	240,361	1,500,000	9,965,906	33,154,231
Total comprehensive income for the nine months ended 30 September 2016							
Total comprehensive income - profit for the period	-	-	-	-	-	3,823,056	3,823,056
Other comprehensive income - net of tax	-	-	-	-	-	9,371	9,371
	-	-	-	-	-	3,832,427	3,832,427
Transactions with owners, recorded directly in equity							
Cash dividend (Rs. 2.00 per share) for the year ended 31 December 2015	-	-	-	-	-	(2,095,663)	(2,095,663)
Transfer from surplus on revaluation of non-banking assets to unappropriated profit - net of tax	-	-	-	-	-	1,518	1,518
Transfer to statutory reserve	-	-	763,717	-	-	(763,717)	-
Balance as at 30 September 2016	10,478,315	2,550,985	9,182,381	240,361	1,500,000	10,940,471	34,892,513

The annexed notes 1 to 20 form an integral part of these consolidated condensed interim financial statements.

**MOHAMEDALI R. HABIB**  
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**TARIQ IKRAM**  
Director

**SOHAIL HASAN**  
Director

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**NOTES TO THE CONSOLIDATED CONDENSED INTERIM  
FINANCIAL STATEMENTS (UN-AUDITED)  
FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2016****1. STATUS AND NATURE OF BUSINESS**

The Group comprises of Habib Metropolitan Bank Limited (holding company), Habib Metropolitan Financial Services Limited and Habib Metropolitan Modaraba Management Company (Private) Limited (wholly owned subsidiaries). The Group is engaged in providing commercial banking, brokerage services and Modaraba management services.

Habib Metropolitan Bank Limited (the Bank) was incorporated in Pakistan on 3 August 1992 as a public limited company, under the Companies Ordinance, 1984 and is engaged in commercial banking and related services. Its shares are listed on Pakistan Stock Exchange. The Bank operates 268 (31 December 2015: 237) branches including 22 (31 December 2015: 20) Islamic Banking branches, and 34 (31 December 2015: 39) sub branches in Pakistan. The Bank is a subsidiary of Habib Bank AG Zurich - Switzerland (the holding company) which is incorporated in Switzerland. The registered office of the Bank is situated at Spencer's Building, I.I Chundrigar Road, Karachi.

Habib Metropolitan Financial Services Limited (the subsidiary company) was incorporated in Pakistan on 28 September 2007 as a public limited company under the Companies Ordinance, 1984. The registered office of the subsidiary company is located at 1st Floor, GPC 2, Block 5, Khekashan Clifton, Karachi. The subsidiary company is a corporate member of the Pakistan Stock Exchange Limited and engaged in equity brokerage services.

Habib Metropolitan Modaraba Management Company (Private) Limited (the subsidiary company) was incorporated in Pakistan on 1 June 2015 as a private limited company under the Companies Ordinance, 1984 and Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980. The registered office of the subsidiary company is located at Spencer's Building, I.I. Chundrigar Road, Karachi.

**2. BASIS OF PREPARATION**

**2.1** In accordance with the directives of the Federal Government regarding 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 the Bank from their customers and immediate resale to them at appropriate mark-up in price on a deferred payment basis. The purchases and sales arising under these arrangements are not reflected in these consolidated condensed interim financial statements as such but are restricted to the amount of facility actually utilized and the appropriate portion of mark-up thereon.

**2.2** The financial results of the Islamic Banking branches of the Group have been included in these consolidated condensed interim financial statements for reporting purposes, after eliminating material inter-branch transactions / balances. Key financial figures of the Islamic Banking branches are disclosed in note 18 to these consolidated condensed interim financial statements.

**3. STATEMENT OF COMPLIANCE**

**3.1** These consolidated condensed interim financial statements of the Group have been prepared in accordance with the requirements of International Financial Reporting Standards (IFRS's), Islamic Financial Accounting Standards (IFAS) issued by Institute of Chartered Accountants of Pakistan

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(ICAP), the requirement of the Companies Ordinance, 1984, the Banking Companies Ordinance, 1962 and the directives issued by Securities and Exchange Commission of Pakistan (SECP) and the SBP. In case requirements differ, the requirement of Companies Ordinance, 1984, the Banking Companies Ordinance, 1962 and the said directives have been followed.

- 3.2** The SBP vide BSD Circular No. 10, dated August 26, 2002 has deferred the applicability of International Accounting Standard (IAS) 39 "Financial Instruments: Recognition and Measurement" and IAS 40 "Investment Property" for banking companies till further instructions. Further, according to a notification of the Securities and Exchange Commission of Pakistan (SECP) issued vide SRO 411(I)/2008 dated April 28, 2008, IFRS 7 "Financial Instruments: Disclosures" has not been made applicable for banks. Accordingly, the requirements of these standards have not been considered in the preparation of these consolidated condensed interim financial statements. However, investments have been classified and valued in accordance with the requirements of various circulars issued by the SBP.
- 3.3** The disclosures made in these consolidated condensed interim financial statements have been limited based on a format prescribed by the SBP vide BSD Circular Letter No. 2 dated May 12, 2004 and BPRD Circular Letter No. 5 dated February 18, 2016 and IAS 34, Interim Financial Reporting. They do not include all the disclosures required for annual financial statements, and these consolidated condensed interim financial statements should be read in conjunction with the consolidated financial statements of the Group for the year ended 31 December 2015.

#### **4. ACCOUNTING POLICIES AND ESTIMATES**

- 4.1** The accounting policies adopted in the preparation of these consolidated condensed interim financial statements are consistent with those applied in the preparation of the annual consolidated financial statements of the Group for the year ended 31<sup>st</sup> December 2015, However, certain reclassification as required by SBP BPRD Circular Letter No. 05 of 2016 (refer note 19.1) have been made.

##### **Non-banking assets acquired in satisfaction of claims:**

Effective from 1 January 2016, the Group has changed its accounting policy for recording of non-banking assets acquired in satisfaction of claims to comply with the requirements of the 'Regulations for Debt Property Swap' (the regulations) issued by SBP vide its BPRD Circular No. 1 of 2016, dated 1 January 2016. In line with the guidance provided in the Regulations, the non-banking assets acquired in satisfaction of claims are carried at revalued amounts less accumulated depreciation. These assets are revalued by professionally qualified valuers with sufficient regularity to ensure that their net carrying value does not differ materially from their fair value. A surplus arising on revaluation of property is credited to the 'surplus on revaluation of non Banking Assets' account and any deficit arising on revaluation is taken to profit and loss account directly. Legal fees, transfer costs and direct costs of acquiring title to property is charged to profit and loss account and not capitalised. Previously, non-banking assets acquired in satisfaction of claims were carried at cost less impairment, if any. Had the accounting policy not been changed, non-banking assets (included in Other Assets in the statement of financial position) would have been lower by Rs 243,380 thousand while surplus on revaluation of assets would have been lower by Rs 166,330 thousand, accumulated profit and deferred tax assets would have been higher by Rs 8,134 thousand and Rs 89,562 thousand respectively. Furthermore, profit before tax for the nine months period ended 30 September 2016 would have been higher by Rs 14,846 thousand.



**4.2** The basis for accounting estimates adopted in the preparation of these consolidated condensed interim financial statements are the same as those applied in the preparation of the annual consolidated financial statements of the Group for the year ended 31 December 2015.

## 5. FINANCIAL RISK MANAGEMENT

The financial risk management objectives and policies adopted by the Group are consistent with that disclosed in the annual consolidated financial statements of the Group for the year ended 31 December 2015.

Note	30 September 2016 (Un-audited)	31 December 2015 (Audited)
	—(Rupees in '000)—	

## 6. BALANCES WITH OTHER BANKS

### In Pakistan

Current accounts	<b>80,307</b>	178,787
Deposit account	6.1 <b>106,539</b>	10,480,680
	<b>186,846</b>	10,659,467

### Outside Pakistan

Current accounts	<b>1,698,100</b>	3,148,339
	<b>1,884,946</b>	13,807,806

**6.1** These carry mark-up rates of 3.75% (31 December 2015 : 4.00% to 7.00%) per annum.

## 7. LENDINGS TO FINANCIAL INSTITUTIONS

Call money lendings	7.1	<b>5,000,000</b>	2,800,000
Musharakah - unsecured	7.2	<b>5,000,000</b>	-
Repurchase agreement lendings (Reverse repo)	7.3	<b>1,969,430</b>	-
Bai - Muajjal receivable from State Bank of Pakistan	7.4	<b>5,113,465</b>	-
		<b>17,082,895</b>	2,800,000

**7.1** These carry mark-up rates ranging from 5.50% to 6.65% (31 December 2015 : 6.25% to 7.25%) per annum with maturity upto 05 December 2016 (31 December 2015 : 13 January 2016).

**7.2** These carry mark-up rates ranging from 5.50% to 5.60% per annum with maturity upto 01 November 2016.

**7.3** These carry mark-up rates ranging from 5.85% to 5.91% per annum with maturity upto 25 October 2016.

**7.4** This carry profit / return of 5.98% per annum with maturity upto 10 February 2017.

## 8. INVESTMENTS

Note

30 September 2016

31 December 2015

(Un-Audited)

(Audited)

Held by Group	Given as collateral	Total	Held by Group	Given as collateral	Total
(Rupees in '000)					

### Available-for-sale securities

Market Treasury Bills		197,989,925	2,537,522	200,527,447	72,409,243	3,558,874	75,968,117
Pakistan Investment Bonds	8.2	85,085,245	17,123,202	102,208,447	152,462,898	2,054,088	154,516,986
Ordinary shares of listed companies		1,263,081	-	1,263,081	1,062,338	-	1,062,338
Ordinary shares of unlisted companies		141,741	-	141,741	141,741	-	141,741
Listed term finance certificates		2,088,793	-	2,088,793	1,938,933	-	1,938,933
Unlisted term finance certificates		394,305	-	394,305	440,305	-	440,305
Sukuk Certificates and bonds		16,449,646	-	16,449,646	12,626,088	-	12,626,088
Open end mutual funds		4,800,796	-	4,800,796	5,532,227	-	5,532,227
Close end mutual funds		419,685	-	419,685	416,409	-	416,409
		308,633,217	19,660,724	328,293,941	247,030,182	5,612,962	252,643,144

### Held-to-maturity securities

Pakistan investment bonds	8.2	19,592,918	-	19,592,918	19,532,493	-	19,532,493
Other federal government securities - Bai Muajjal		11,644,641	-	11,644,641	11,644,641	-	11,644,641
Certificates of Investments		4,350,000	-	4,350,000	3,300,000	-	3,300,000
		35,587,559	-	35,587,559	34,477,134	-	34,477,134

### Investments at cost

		344,220,776	19,660,724	363,881,500	281,507,316	5,612,962	287,120,278
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Provision for diminution in

the value of investments

8.1

		(303,391)	-	(303,391)	(269,257)	-	(269,257)
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### Investments net of provisions

		343,917,385	19,660,724	363,578,109	281,238,059	5,612,962	286,851,021
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Surplus / (deficit) on revaluation of

available-for-sale investments - net

14.2

		6,021,249	(278,484)	5,742,765	5,709,024	(4,458)	5,704,566
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### Investments after revaluation of

#### available-for-sale securities

		349,938,634	19,382,240	369,320,874	286,947,083	5,608,504	292,555,587
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Note	30 September 2016 (Un-audited)	31 December 2015 (Audited)
	(Rupees in '000)	

## 8.1 Particulars of provision for diminution in the value of investments

Opening balance	269,257	160,180
Charge for the period / year	45,156	118,089
Reversal for the period / year	(11,022)	(9,012)
Net charge	34,134	109,077
Closing balance	303,391	269,257

- 8.2** These carry mark-up rates ranging from 7.00% to 12.00% (31 December 2015: 8.75% to 12.00%) per annum and have maturity up to 19 July 2022 (31 December 2015: 19 July 2022). These include Rs. 132,000 thousand (31 December 2015: Rs. 132,000 thousand) pledged with State Bank of Pakistan against TT/DD discounting facilities and demand loan facilities.

## 9. ADVANCES

Loans, cash credits, running finances, etc.

In Pakistan	121,783,411	115,482,866
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Islamic financing and related assets (gross)	18.6	8,901,215	8,254,307
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Net investment in finance lease in Pakistan	551,277	655,517
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Bills discounted and purchased (excluding Market Treasury Bills)

Payable in Pakistan	5,331,899	7,244,944
Payable outside Pakistan	17,326,470	18,438,791

	22,658,369	25,683,735
Advances - gross	153,894,272	150,076,425

Provision against non-performing advances

- specific	(15,622,858)	(16,532,837)
- general	(1,518,481)	(896,749)

	9.3	<u>(17,141,339)</u>	<u>(17,429,586)</u>
Advances - net of provisions		<u>136,752,933</u>	<u>132,646,839</u>

- 9.1** Advances include Rs. 19,315,836 thousand (31 December 2015: Rs. 18,486,982 thousand) which have been placed under non-performing status as detailed below:

Category of classification	30 September 2016 (Un-Audited)			31 December 2015 (Audited)		
	Classified advances	Provision required	Provision held	Classified advances	Provision required	Provision held
	(Rupees in '000)					
Substandard	97,229	12,652	12,652	57,324	14,331	14,331
Doubtful	3,664,462	930,181	930,181	286,353	127,376	127,376
Loss	15,554,145	14,680,025	14,680,025	18,143,305	16,391,130	16,391,130
	19,315,836	15,622,858	15,622,858	18,486,982	16,532,837	16,532,837

**9.2** As allowed by the SBP, the Bank has availed benefit of Forced Sale Value (FSV) of collateral held as security of Rs 1,787,832 thousand (31 December 2015: Rs. 1,767,976 thousand) while determining the provision requirement against non-performing advances. The additional profit arising from availing the FSV benefit - net of tax as at 30 September 2016 which is not available for distribution as either cash or stock dividend to shareholders and bonus to employees amounted to approximately Rs 1,162,091 thousand (31 December 2015: Rs. 1,149,184 thousand).

### 9.3 Particulars of provisions against non-performing advances :

	30 September 2016 (Un-Audited)			31 December 2015 (Audited)		
	Specific	General	Total	Specific	General	Total
(Rupees in '000)						
Opening balance	16,532,837	896,749	17,429,586	15,661,846	326,696	15,988,542
Charge for the period / year	1,397,860	621,732	2,019,592	2,657,575	570,053	3,227,628
Reversals for the period / year	(1,007,252)	-	(1,007,252)	(1,110,743)	-	(1,110,743)
Net charge for the period / year	390,608	621,732	1,012,340	1,546,832	570,053	2,116,885
Amount written off	(1,300,587)	-	(1,300,587)	(675,841)	-	(675,841)
Closing balance	15,622,858	1,518,481	17,141,339	16,532,837	896,749	17,429,586

**9.4** General provision includes provision of Rs. 2,757 thousand (31 December 2015: Rs. 1,824 thousand) made against consumer portfolio in accordance with the Prudential Regulations issued by SBP at 1.5% of fully secured and at 5% of the unsecured consumer portfolio. Moreover, general provision also includes provision of Rs. 13,695 thousands (31 December 2015: Rs. 28,806 thousand) made against Small Enterprises (SEs) maintained at an amount equal to 1% of the fully secured performing portfolio and 2% of the unsecured performing portfolio.

## 10. OPERATING FIXED ASSETS

During the current period, additions and disposals in operating fixed assets amounted to Rs. 831,719 thousand (30 September 2015: Rs. 369,020 thousand) and Rs. 61,875 thousand (30 September 2015: Rs. 714 thousand) respectively.

## 11. DEFERRED TAX ASSETS

As per Seventh Schedule to the Income Tax Ordinance, 2001, the provision for advances & off balance sheet items are allowed at 5% of total gross advances for consumer and SMEs (as defined in SBP Prudential Regulation). The provision for advances and off balance sheet items other than those falling in definition of consumer & SMEs are allowed up to 1% of such total gross advances. Further Rule 8(A) of Seventh Schedule allows 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. With reference to allowability of provision, the management has carried out an exercise and concluded that full deduction of provision in succeeding years would be allowed and accordingly recognized deferred tax asset on such provision amounting to Rs. 4,101,054 thousand (31 December 2015: Rs. 3,878,902 thousand).

	30 September 2016 (Un-audited)	31 December 2015 (Audited)
	(Rupees in '000)	
<b>12. BORROWINGS</b>		
<b>Secured</b>		
Borrowings from State Bank of Pakistan		
- under export refinance scheme	<b>16,868,218</b>	21,274,506
- under long term financing - export oriented projects	-	19,413
- under long term financing facility - locally manufactured plant and machinery	<b>3,254,207</b>	1,423,239
	<b>20,122,425</b>	22,717,158
Repurchase agreement borrowings (Repo)	<b>19,322,596</b>	5,603,311
Against bills re-discounting	<b>3,140,688</b>	2,749,266
	<b>42,585,709</b>	31,069,735
<b>Unsecured</b>		
Call Borrowing	<b>1,400,000</b>	-
Overdrawn nostro accounts	<b>1,870,794</b>	197,656
Overdrawn local bank accounts	<b>164,059</b>	195,431
	<b>3,434,853</b>	393,087
	<b>46,020,562</b>	31,462,822
<b>13. DEPOSITS AND OTHER ACCOUNTS</b>		
<b>Customers</b>		
Fixed deposits	<b>193,433,065</b>	169,177,912
Savings deposits	<b>150,239,929</b>	116,432,300
Current accounts (non-remunerative)	<b>108,520,884</b>	101,487,138
Others	<b>3,733,437</b>	2,761,126
	<b>455,927,315</b>	389,858,476
<b>Financial institutions</b>		
Remunerative deposits	<b>15,751,743</b>	12,420,016
Non-remunerative deposits	<b>1,124,747</b>	930,105
	<b>16,876,490</b>	13,350,121
	<b>472,803,805</b>	403,208,597

Note	30 September 2016 (Un-audited)	31 December 2015 (Audited)
	—————(Rupees in '000)—————	

#### 14. SURPLUS ON REVALUATION OF ASSETS - NET OF DEFERRED TAX

Non banking assets	14.1	<b>166,330</b>	-
Available for sale securities	14.2	<b>3,732,805</b>	3,708,006
		<b>3,899,135</b>	<b>3,708,006</b>

##### 14.1 Non banking assets

Surplus on revaluation of non-banking assets as at 1 January	-	-
Revaluation of non-banking assets during the period	<b>258,227</b>	-
Transferred to unappropriated profit in respect of incremental depreciation charged during the period - net of deferred tax	<b>(1,518)</b>	-
Related deferred tax liability on incremental depreciation charged during the period	<b>(817)</b>	-
Surplus on revaluation of non-banking assets	<b>255,892</b>	-
Less: Related deferred tax liability on:		
Revaluation as at 1 January	-	-
Revaluation of non-banking assets during the period	<b>90,379</b>	-
Incremental depreciation charged during the period	<b>(817)</b>	-
Related deferred tax liability	<b>89,562</b>	-
	<b>166,330</b>	-

##### 14.2 Available-for-sale securities:

###### Federal Government Securities

Market Treasury Bills	<b>87,957</b>	176,491
Pakistan Investment Bonds	<b>5,005,583</b>	5,214,298
GOP Ijarah Sukuk	<b>229,538</b>	41,461

<b>Fully paid-up ordinary shares and Mutual funds</b>	<b>406,578</b>	290,872
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###### Term finance certificates, sukuk certificates and bonds

Listed term finance certificates	<b>(52)</b>	(6,813)
Unlisted term finance certificates	<b>2,435</b>	4,645
Sukuk certificates and bonds	<b>10,726</b>	(16,388)

	<b>5,742,765</b>	5,704,566
Related deferred tax liability - net	<b>(2,009,960)</b>	(1,996,560)
	<b>3,732,805</b>	3,708,006

	30 September 2016 (Un-audited) ————— (Rupees in '000) —————	31 December 2015 (Audited) —————
<b>15 CONTINGENCIES AND COMMITMENTS</b>		
<b>15.1 Direct credit substitutes</b>		
Bank guarantees of indebtedness in favour of:		
-Banking companies and other financial institutions	<u><b>4,600</b></u>	<u>2,286</u>
<b>15.2 Transaction-related contingent liabilities</b>		
Includes performance bonds, bid bonds, advance payment guarantees and shipping guarantees favouring:		
i) Government	<b>17,126,264</b>	17,163,286
ii) Banking companies and other financial institutions	<b>314,810</b>	436,358
iii) Others	<b>18,889,531</b>	10,077,952
	<u><b>36,330,605</b></u>	<u>27,677,596</u>
<b>15.3 Trade-related contingent liabilities</b>		
Letters of credit	<u><b>63,464,350</b></u>	<u>63,545,499</u>
Acceptances	<u><b>13,759,590</b></u>	<u>12,554,226</u>
<b>15.4 Commitments in respect of forward exchange contracts</b>		
Purchase	<u><b>87,406,707</b></u>	<u>80,770,251</u>
Sale	<u><b>67,839,890</b></u>	<u>73,381,353</u>
<b>15.5 Commitments in respect of operating leases</b>		
Not later than one year	<b>40,875</b>	22,355
Later than one year and not later than five years	<b>45,459</b>	19,893
	<u><b>86,334</b></u>	<u>42,248</u>
<b>15.6 Commitments for the acquisition of operating fixed assets</b>	<u><b>83,704</b></u>	<u>57,582</u>
<b>15.7 Claims against bank not acknowledged as debt</b>	<u><b>2,959,368</b></u>	<u>1,348,358</u>
<b>15.8 Commitments in respect of forward lendings</b>		
The Group makes commitments to extend credit in the normal course of its business, but none of these commitments are irrevocable and do not attract any penalty if the facility is unilaterally withdrawn.		
<b>15.9 Commitments in respect of syndicate financing</b>	<u><b>628,948</b></u>	<u><b>1,210,595</b></u>

## 15.10 Taxation

Income tax assessments of the Group have been finalised upto the tax year 2015 (corresponding to the accounting year ended 31 December 2014). Certain appeals are pending with the Commissioner of Inland Revenue (Appeal) and Appellate Tribunal Revenue (ATIR). However, adequate provisions are being held by the Bank.

## 15.11 Foreign Exchange repatriation case

While adjudicating Foreign Exchange repatriation cases of exporters, the Foreign Exchange Adjudicating Court of the State Bank of Pakistan has also adjudicated penalty of Rs. 106,056 thousand, arbitrarily on the holding company. The holding company has filed appeals before the Appellate Board and Constitutional Petitions in the Honorable High Court of Sindh against the said judgment. The Honorable High Court has granted relief to holding company by way of interim orders. Based on merits of the appeals, management is confident that these appeals shall be decided in favor of the holding company and therefore no provision has been made against the impugned penalty.

## 16. BASIC AND DILUTED EARNINGS PER SHARE (UN-AUDITED)

	<b>30 September 2016</b>		30 September 2015	
	<b>Quarter ended</b>	<b>Nine months ended</b>	Quarter ended	Nine months ended
	(Rupees in '000)			
Profit after taxation	<b><u>1,439,868</u></b>	<b><u>3,823,056</u></b>	<b><u>1,572,414</u></b>	<b><u>6,017,743</u></b>
	(Number in '000)			
Weighted average number of ordinary shares	<b><u>1,047,831</u></b>	<b><u>1,047,831</u></b>	<b><u>1,047,831</u></b>	<b><u>1,047,831</u></b>
	(Rupees)			
Basic earnings per share	<b><u>1.37</u></b>	<b><u>3.65</u></b>	<b><u>1.50</u></b>	<b><u>5.74</u></b>



**17. TRANSACTIONS WITH RELATED PARTIES**

The Group has related party relationships with its Ultimate Parent Company, companies with common directorship, key management personnel, directors and employees' retirement benefit plans.

Contributions in respect of employees' retirement benefits are made in accordance with actuarial valuation and terms of contribution plan. Salaries & allowances of the key management personnel are in accordance with the terms of their employment. Other transactions are at agreed terms.

	30 September 2016 (Un-Audited)					
	Ultimate Parent Company	Associates	Key Management Personnel	Directors	Retirement Benefit Plans	Total
	(Rupees in '000)					
<b>Deposits</b>						
At beginning of the Period	304,504	17,875,031	66,322	498,364	1,121,035	19,865,256
Received during the period	17,794,312	1,069,423,221	492,984	1,618,676	2,174,423	1,091,503,616
Repaid during the period	(17,738,547)	(1,067,222,381)	(514,869)	(1,682,088)	(1,477,131)	(1,088,635,016)
At end of the period	360,269	20,075,871	44,437	434,952	1,818,327	22,733,856
<b>Advances</b>						
At beginning of the Period	-	3,967,805	129,342	-	-	4,097,147
Disbursed during the period	-	47,628,395	44,475	-	-	47,672,870
Recovered during the period	-	(50,234,420)	(42,066)	-	-	(50,276,486)
At end of the period	-	1,361,780	131,751	-	-	1,493,531
Bank balances held by the Group	185,278	28,950	-	-	-	214,228
Mark-up / return / interest receivable	-	4,034	-	-	-	4,034
Mark-up / return / interest payable	-	305,591	743	1,685	311,073	619,092
Management fee payable for technical and consultancy services *	271,216	-	-	-	-	271,216
Prepayments / Advance deposits	-	44,685	-	-	-	44,685
Insurance premium payable	-	5,660	-	-	-	5,660
Transaction-related contingent liabilities	-	4,722,793	-	-	-	4,722,793
Trade-related contingent liabilities	-	3,907,416	-	-	-	3,907,416
Receivable / (payable) against purchase / (sale) of securities	(42,709)	-	(202)	-	-	(42,911)

\* Management fee is as per the agreement with the ultimate parent company.

31 December 2015 (Audited)

	Ultimate Parent Company	Associates	Key Management Personnel	Directors	Retirement Benefit Plans	Total
	(Rupees in '000)					
<b>Deposits</b>						
At beginning of the Year	294,869	19,676,536	49,180	385,250	1,098,520	21,504,355
Received during the Year	23,579,657	1,346,712,261	601,770	3,069,135	1,180,760	1,375,143,583
Repaid during the Year	(23,570,022)	(1,348,513,766)	(584,628)	(2,956,021)	(1,158,245)	(1,376,782,682)
At end of the Year	304,504	17,875,031	66,322	498,364	1,121,035	19,865,256
<b>Advances</b>						
At beginning of the Year	-	1,840,385	163,366	-	-	2,003,751
Disbursed during the period	-	44,364,667	69,517	-	-	44,434,184
Recovered during the period	-	(42,237,247)	(103,541)	-	-	(42,340,788)
At end of the Year	-	3,967,805	129,342	-	-	4,097,147
Bank balances held by the Group	122,080	59,632	-	-	-	181,712
Mark-up / return / interest receivable	-	3,898	-	-	-	3,898
Mark-up / return / interest payable	-	322,640	856	2,352	194,406	520,254
Management fee payable for technical and consultancy services *	283,577	-	-	-	-	283,577
Prepayments / Advance deposits	-	2,563	-	-	-	2,563
Insurance premium and other payables	30,200	4,371	-	-	-	34,571
Transaction-related contingent liabilities	-	2,598,280	-	-	-	2,598,280
Trade-related contingent liabilities	-	4,342,731	-	-	-	4,342,731
Receivable / (payable) against purchase / (sale) of securities	(3,216)	-	(416)	-	-	(3,632)

\* Management fee is as per the agreement with the ultimate parent company.

Transactions during the period	For the period ended 30 September 2016 (Un-Audited)					
	Ultimate Parent Company	Associates	Key Management Personnel	Directors	Retirement Benefit Plans	Total
	(Rupees in '000)					
Mark-up/return/interest earned	-	88,704	4,329	-	-	93,033
Mark-up/return/interest expensed	-	856,077	2,143	17,612	125,937	1,001,769
Commission / brokerage / bank charges recovered	8,745	117,116	-	37	-	125,898
Commission / brokerage / bank charges paid	251	531	4	-	-	786
Rent income	4,211	-	-	-	-	4,211
Salaries and allowances	-	-	260,346	-	-	260,346
Directors' fees	-	-	-	7,050	-	7,050
Contribution to defined benefit plan	-	-	-	-	114,440	114,440
Contribution to defined contribution plan	-	-	-	-	112,944	112,944
Rent expenses	-	8,581	-	-	-	8,581
Insurance premium expenses	-	26,875	-	-	-	26,875
Maintenance, electricity, stationery & entertainment	-	44,861	-	-	-	44,861
Management fee expense for technical and consultancy services *	177,617	-	-	-	-	177,617
Donation	-	4,880	-	-	-	4,880
Professional / other charges paid	-	186	-	-	-	186

\* Management fee is as per the agreement with the ultimate parent company.

	For the period ended 30 September 2015 (Un-Audited)					
	Ultimate Parent Company	Associates	Key Management Personnel	Directors	Retirement Benefit Plans	Total
	----- (Rupees in '000) -----					
Mark-up/return/interest earned	-	49,953	8,729	-	-	58,682
Mark-up/return/interest expensed	-	1,151,210	8,272	21,301	123,747	1,304,530
Commission / brokerage / bank charges recovered	6,677	94,641	-	129	-	101,447
Commission / brokerage / bank charges Paid	327	832	-	-	-	1,159
Rent income	20,036	-	-	-	-	20,036
Salaries and allowances	-	-	260,029	-	-	260,029
Directors' fees	-	-	-	6,750	-	6,750
Contribution to defined benefit plan	-	-	-	-	94,995	94,995
Contribution to defined contribution plan	-	-	-	-	103,676	103,676
Rent expenses	-	9,555	-	-	-	9,555
Insurance premium expenses	-	5,068	-	-	-	5,068
Maintenance, electricity, stationery & entertainment	-	38,581	-	-	-	38,581
Management fee expense for technical and consultancy services*	191,136	-	-	-	-	191,136
Donation	-	14,880	-	-	-	14,880
Professional / other charges paid	-	1,346	-	-	-	1,346

\* Management fee is as per the agreement with the ultimate parent company.

## 18. KEY ISLAMIC BANKING OPERATIONS

**18.1** The Group is operating 22 (31 December 2015: 20) Islamic Banking branches in Pakistan. The statement of financial position and profit and loss account of these branches as at 30 September 2016 are as follows:

### STATEMENT OF FINANCIAL POSITION

As at 30 September 2016

	Note	<b>30 September 2016</b> (Un-audited)	31 December 2015 (Audited) (Restated)
		(Rupees in '000)	
<b>ASSETS</b>			
Cash and balances with treasury banks		<b>2,651,021</b>	3,842,878
Balances with other banks		-	10,450,000
Due from financial institutions		<b>10,113,497</b>	14,552,272
Investments		<b>31,091,081</b>	14,949,345
Islamic financing and related assets	18.6	<b>8,529,343</b>	7,897,487
Operating fixed assets		<b>75,733</b>	76,730
Deferred tax assets - net		-	-
Other assets		<b>2,248,238</b>	3,460,038
		<b>54,708,913</b>	55,228,750
<b>LIABILITIES</b>			
Bills payable		<b>296,974</b>	228,456
Due to financial institutions		<b>1,334,576</b>	966,307
Deposits and other accounts			
- Current accounts		<b>7,104,167</b>	6,918,381
- Saving accounts		<b>14,531,560</b>	19,962,616
- Term deposits		<b>16,815,376</b>	15,390,612
- Others		<b>98,031</b>	84,674
- Deposit from financial institutions - remunerative		<b>11,925,932</b>	9,709,697
- Deposits from financial institutions - non-remunerative		<b>298,402</b>	1,303
		<b>50,773,468</b>	52,067,283
Due to head office		-	-
Other liabilities		<b>520,708</b>	575,043
		<b>52,925,726</b>	53,837,089
<b>NET ASSETS</b>		<b>1,783,187</b>	1,391,661
<b>REPRESENTED BY</b>			
Islamic banking fund		<b>1,402,616</b>	1,002,619
Reserves		-	-
Unappropriated profit		<b>135,523</b>	363,777
		<b>1,538,139</b>	1,366,396
Surplus on revaluation of assets		<b>245,048</b>	25,265
		<b>1,783,187</b>	1,391,661

**30 September  
2016**30 September  
2015

(Rupees in '000)

**18.2 PROFIT AND LOSS ACCOUNT (UN-AUDITED)**

For the nine months ended 30 September 2016

Profit / return on financing, investments and placements earned	<b>2,120,553</b>	2,029,022
Profit / return on deposit and other dues expensed	<b>(1,768,498)</b>	(1,519,555)
Net spread earned	<b>352,055</b>	509,467
Provision against non performing financing - net	<b>15,051</b>	76,386
Provision for diminution in the value of investments	-	-
Provision for consumer financing/ljarah	-	-
Bad debts written off directly	-	-
	<b>(15,051)</b>	(76,386)
Net spread after provisions	<b>337,004</b>	433,081

**OTHER INCOME**

Fee, commission and brokerage income	<b>29,263</b>	24,566
Dividend income	-	-
Income from dealing in foreign currencies - net	<b>16,309</b>	11,230
Gain on sale / redemption of securities - net	<b>23,332</b>	2,999
Unrealized gain / (loss) on revaluation of investments classified as 'held-for-trading'	-	-
Other income	<b>32,718</b>	50,055
Total other income	<b>101,622</b>	88,850
	<b>438,626</b>	521,931

**OTHER EXPENSES**

Administrative expenses	<b>303,103</b>	206,153
Other provisions / write offs	-	-
Other charges	-	-
Total other expenses	<b>(303,103)</b>	(206,153)
	<b>135,523</b>	315,778
Extra ordinary / unusual items	-	-
	<b>135,523</b>	315,778

**PROFIT BEFORE TAXATION****18.3 Remuneration to Shariah Advisor / Board****5,892**

2,041

## 18.4 Charity Fund

	30 September 2016 (Un-audited)	31 December 2015 (Audited)
	(Rupees in '000)	
Opening balance	491	-
Additions during the period	523	491
Payments / utilization during the period	(714)	-
Closing balance	300	491

## 18.5 Financings / investments / receivables

### Murabaha financing

Murabaha receivable - gross	3,511,091	4,218,831
Less: Deferred Murabaha income	(87,177)	(166,802)
Advance against Murabaha	295,198	79,898
	3,719,112	4,131,927
Provision against Murabaha Financing	(345,550)	(330,980)
	3,373,562	3,800,947

### Ijarah

Asset held for Ijarah	414,055	315,303
Less: Accumulated Depreciation	(176,977)	(143,395)
Ijarah Financing	-	55,480
Less: Deferred Ijarah income	-	(9,089)
Advance against Ijarah	57,549	23,854
	294,627	242,153
Provision against Ijarah Financing	(24,658)	(25,840)
	269,969	216,313

### Diminishing Musharakah

Diminishing Musharakah - gross	3,717,634	3,204,826
Less: Deferred Diminishing Musharakah income	(803,618)	(497,059)
Advance against Diminishing Musharakah	30,908	44,324
	2,944,924	2,752,091
Provision against Diminishing Musharakah	(1,664)	-
	2,943,260	2,752,091

### Export Refinance Murabaha

Export Refinance Murabaha receivable - gross	109,281	129,691
Less: Deferred Export Refinance Murabaha income	(1,611)	(2,317)
Advance against Murabaha IERF	11,195	5,899
	118,865	133,273

### Istisna Financing

Istisna Financing - gross	99,077	46,429
Less: Deferred Istisna income	(29,723)	(13,929)
Advance against Istisna	21,720	102,275
	91,074	134,775

	<b>30 September 2016</b> (Un-audited)	31 December 2015 (Audited)
	(Rupees in '000)	
<b>Al-Bai Financing</b>	-	25,088
<b>Al-Bai Goods</b>	17,213	-
<b>Advance against Export Refinance Istisna</b>	915,400	835,000
<b>Working Capital Musharaka</b>	500,000	-
<b>Export Refinance Istisna Goods</b>	300,000	-

#### **18.6 Islamic Mode of Financing**

Financings / investments / receivables	7,252,032	7,163,057
Advances	1,649,183	1,091,250
Gross Islamic financing and related assets	8,901,215	8,254,307
Provision against financing	(371,872)	(356,820)
	8,529,343	7,897,487

### **19. GENERAL**

**19.1** State Bank of Pakistan has issued BPRD circular Letter No. 5 dated 29 February 2016 regarding the classification of Bai-Muajjal with Government of Pakistan. Accordingly corresponding figures pertaining to "Bai-Muajjal with Government of Pakistan" amounting to Rs 11,644,641 thousand have been reclassified from "Lendings to Financial Institutions" to "Investments".

**19.2** The figures have been rounded off to nearest thousand rupees, unless otherwise mentioned.

### **20. DATE OF AUTHORISATION FOR ISSUE**

These consolidated condensed interim financial statements were authorised for issue by the Board of Directors on 20 October 2016.

**MOHAMEDALI R. HABIB**  
Chairman

**SIRAJUDDIN AZIZ**  
President &  
Chief Executive Officer

**TARIQ IKRAM**  
Director

**SOHAIL HASAN**  
Director