# **RATING REPORT**

# Advans Pakistan Microfinance Bank Limited

### **REPORT DATE:**

April 29, 2022

### **RATING ANALYST:**

Muhammad Tabish muhammad.tabish@vis.com.pk

| <b>RATING DETA</b> | JLS     |        |          |          |
|--------------------|---------|--------|----------|----------|
|                    | Latest  | Rating | Previous | s Rating |
| Rating Category    | Long-   | Short- | Long-    | Short-   |
|                    | term    | term   | term     | term     |
| Entity             | BBB+    | A-3    | BBB+     | A-3      |
| Rating Outlook     | Sta     | ble    | Sta      | ble      |
| Rating Date        | April 2 | 9,2022 | April 2. | 9, 2021  |

| <b>COMPANY INFORMATION</b>                |  |
|---|--|
| Incomposited in 2012                      | External Auditors: BDO Ebrahim & Co. Chartered |
| Incorporated in 2012                      | Accountants                                    |
| Public Limited Company                    | Chairman of the Board: Dr. Claude Falgon       |
| Key Shareholders (with stake 5% or more): | Chief Executive Officer: Mr. Guillaume Valence |
| Advans SA SICAR – 100%                    |  |

### APPLICABLE METHODOLOGY(IES)

Methodology: Micro Finance Banks (June 2019) https://www.vis.com.pk/kc-meth.aspx

### **Advans Pakistan Microfinance Bank Limited**

### **OVERVIEW OF** THE

### **INSTITUTION**

province-specific license, limited to the jurisdiction of Key Rating Drivers: Sindh.

### **RATING RATIONALE**

Advans Pakistan Headquartered in Karachi, Advans Pakistan Microfinance Bank Limited ('APMBL' or 'The Microfinance Bank Limited Bank') operates as a public limited company under Microfinance Institutions Ordinance, (APMBL) was incorporated 2001. APMBL is a small-sized microfinance bank with a decade-long operational history, in 2012 as a public limited holds a province-specific license for operating within Sindh. At present, the bank operates company under Microfinance with a network of 16 (2021: 14) branches; of which 2 have been added recently in the Institutions Ordinance; 2001. ongoing year. As per management, there are plans to further add 3 branches by June'22 and The bank currently holds a 3 more in the subsequent period.

Sound corporate governance framework, which is supported by a well-designed Advans SA is a venture organizational structure and qualified senior management team.

### Board of Directors:

Board of Directors (BoD) comprises total 7 members, including 5 non-executive and 2 independent directors. Non-executive directors mainly include professionals working in the executive roles in the parent company. Since last review, there has been no change in the board composition.

### Table 1: Board Composition

| Name                    | Status                      | Position  |
|-------------------------|-----------------------------|---|
| Dr. Claude Falgon       | Chairman/ Non-<br>Executive | Director Advans S.A Sicar   |
| Emmanuel Aris           | Non-Executive               | Advans International – Senior Investment<br>Officer               |
| Steven Duchatelle       | Non-Executive               | CEO - Advans International  |
| Montfort Isabelle       | Non-Executive               | Head of Finanœ – Advans International                             |
| Eelko Bronkhorst        | Non-Executive               | Chairman Board of Directors, Advans S.A                           |
| Yusra Arshad<br>Gillani | Independent Director        | Independent Legal Consultancy                                     |
| Ayesha Gulzar           | Independent Director        | Diversified Experience – USAID &<br>Government Policy Departments |

For effective oversight, there are four board level committees in place namely; Board Audit Committee (BAC), Board Risk Committee (BRC), Board Remuneration Committee and Board Human Resource and Compensation Committee (BHRCC). As per best practices, an independent director chairs BAC and all committees complies with minimum independence criteria.

### Management Profile:

The CEO, Mr. Guillaume Valence who joined in 2019, spearheads the management team. He is a seasoned banker and prominent microfinance professional, with 20+ years of diverse experience working with renowned financial institutions. The senior management has depicted stability and there was no turnover witnessed in the outgoing year.

capital investment firm established by Advans International (formerly Horus Development Finance) in 2005. Currently, the group has presence in nine countries: Cambodia, Cameroon, Ghana, Democratic Republic of Congo, Myanmar, Cote d'Ivoire, Pakistan, Nigeria and Tunisia.

### **Profile of Chairman**

Dr. Claude Falgon serves as Chairman of the Board; his experience spans over 37 years during which he has chaired various organizations including La Fayette Participations and Advans SA. Mr. Claude has been associated with Advans International since 2005.

### **Profile of CEO**

Mr. Guillaume Valence is a graduate with Master's Degree in Management and Management of Public Instituion from ICN Business School degree, Commercial Institute of Nancy, EQUIS accreditation and LAE

Nancy 2 University. He is a seasoned banker and a prominent microfinance professional, with around 20 years of diverse experience working with renowned financial institutions. Prior to joining Advans Pakistan in 2019, he was the Chief Executive Officer and Managing Director of La Fayette MFB (Nigeria). His experience with Advans Group was spread across different countries with variety of cross-functional expertise including, SME Financing, Branch Operations, Risk and Financial analysis, Risk Management and Business Development.

| Names                    | Designation               |
|--------------------------|---------------------------|
| Guillaume Valence        | CEO                       |
| Muhammad Awais Masood    | Deputy CEO, CFO & CS      |
| Saira Qabool             | Head of Human Resources   |
| Ghulam Farid Bhutta      | Head of Branch Banking    |
| Zubair Hafeez            | Head of Risk & Complianœ  |
| Mr. Ahmed Shaheryar Khan | Chief Information Officer |
| Mr. Muhammad Rizwan      | Head of Internal Audit    |

Managing Director of La The management level committees include Management Committee (MANCOM), Asset and yette MFB (Nigeria). His Liability Committee (ALCO), Risk Committee (RC) and Human Resource Committee experience with Advans (HRC). Minutes of all the meetings are formally documented.

### Distribution Network:

of cross-functional expertise The bank entered into branch expansion phase with the start of the ongoing year; 2 branches including, SME Financing, have already been added in the Kherpur region while further addition of 6 branches is Branch Operations, Risk and planned over the rating horizon. Majority of the branches are based in Karachi, with the Financial analysis, Risk presence in other cities including Hyderabad, Mirpurkhas, Sukkur, Larkana, Ghotki and Nawabshah. The bank currently holds a province-specific license, limited to the jurisdiction of Sindh. However, plans to acquire a nation-wide microfinance-banking license remain in place.

### Productivity Indicators:

Total staff strength has increased significantly to 409 (end-Dec'20: 249) employees as at end-Dec'21. Similarly, number of loan officers stood higher at 216 (2020: 113); as a result caseload per loan officer has improved. Going forward, management plans to increase the total workforce to 600+ employees.

|                                | 2019   | 2020  | 2021   |
|--------------------------------|--------|-------|--------|
| No. of LOs                     | 150    | 113   | 216    |
| No. of Branches                | 13     | 13    | 14     |
| No. of Active Loans            | 11,400 | 8,517 | 14,942 |
| LOs per branch                 | 11.5   | 8.7   | 15.4   |
| Case Load – Loan officer       | 76     | 75    | 69     |
| Amount - Loan Officer (In Rs.) | 1,326  | 1,760 | 1,170  |
| No. of Active loans per Branch | 877    | 655   | 1,067  |

### Table 3: Productivity Indicators

### Information Technology (IT):

'Orbit', a Linux/ Sybase based core banking system is deployed at the bank; the system was acquired from the parent company, Advans International. Under Orbit, the bank has installed four modules specifically KT admin, KT online, KT teller and RepWiz. Primary data center is situated at head office while disaster recovery site is also in place. Data back-up is being maintained on external hard drives on a daily basis.

### Internal Audit (IA):

An audit manual governs the Internal Audit (IA) department while a risk-based audit plan is prepared annually, where the frequency and scope of audit is defined based on the results of risk assessment. Nevertheless, all branches must be visited at least once a year. Further, at least 80 credit files are required to be reviewed for each branch, of which 40 are visited as well. BAC meetings are held on a quarterly basis to discuss the results of missions performed by IA.

# Gross financing portfolio has registered a sizeable growth entirely funded by increase in deposit base.

Asset growth in 2021 was mainly driven by deposit growth, which was channeled towards the lending book. The management has continued focus towards deposit based lending growth over the years, has resulted in ADR improving to  $\sim 110\%$  in 2021 from 181% in 2018.

With recovery in the global economy post pandemic, pace of disbursements escalated post June'21; subsequently gross financing portfolio registered a strong growth of ~127% in 2021. As a result, market share (in terms of lending size) also increased to 0.6% (2020: 0.3%) albeit remains on the lower side. Aggressive lending strategy led to sizeable portfolio growth as credit demand remained healthy with gradual recovery in various pandemic-hit sectors specifically MSME. Going forward, management is pursuing the aggressive growth attitude with targeted gross advances of Rs. 4.7b by end-2022.

Sectoral breakup comprises lending to four sectors, i.e. agriculture, MSMEs, Livestock and Gold. Since last review, financing mix has largely remained unchanged with MSME financing representing the largest chunk. Product suite can be broadly segmented into two categories; unsecured individual loans and secured gold-backed loans. Hypothecation of assets and personal guarantees constitute collaterals for unsecured loans. All unsecured loan products have monthly repayment structure while the secured gold backed loans feature both EMI and bullet repayment options. The portfolio mix is tilted towards EMI loans as the same comprised around 98% of total portfolio. Given the same, recovery ratio is favorable with effective management of credit risk. At present, there are total two eight products being offered as tabulated below:

|         | <u> </u>   | /   |   |
|---------|--|---|---|
| Dec'20  | %  | Dec'21  | %   |
| 14.6    | 1%   | 23.6  | 1%  |
| 88.8    | 8%   | 227.7   | 9%  |
| 412.8   | 38%  | 1,840.2   | 74%   |
| 21.8    | 2%   | 44.1  | 2%  |
| 133.0   | 12%  | 214.9   | 9%  |
| -       | -  | 30.9  | 1%  |
| 403.5   | 38%  | 112.5   | 5%  |
| 1,074.5 |  | 2,493.9   |   |
|         | 14.6<br>88.8<br>412.8<br>21.8<br>133.0<br>-<br>403.5 | 14.6         1%           88.8         8%           412.8         38%           21.8         2%           133.0         12%           -         -           403.5         38% | $\begin{array}{c ccccc} 14.6 & 1\% & 23.6 \\ \hline 88.8 & 8\% & 227.7 \\ \hline 412.8 & 38\% & 1,840.2 \\ \hline 21.8 & 2\% & 44.1 \\ \hline 133.0 & 12\% & 214.9 \\ \hline - & - & 30.9 \\ \hline 403.5 & 38\% & 112.5 \\ \hline \end{array}$ |

Table 4: Product-wise Breakup of Gross Advances (Rs. in millions)

In terms of product mix, concentration exists as Advans Tijarat, which is the flagship product, represents the largest proportion of loan portfolio. Major growth was also manifested in the same as it grew by 3.5x vis-à-vis preceding year. In addition, Advans Tijarat is sub-segmented into Advans Tijarat Plus and Advans Tijarat Minus featuring repayment and interest rate flexibility. During the period under review, an agriculture loan product 'Advans Kissan Bullet' was launched. As per management, the new product is targeted to reach Rs. 250m by Dec'22.

In 2021, SBP granted an exclusive relaxation for the bank with increasing its upper lending credit limit to Rs. 1.0m from 0.5m. In line with the same, average loan-size has increased

significantly to Rs. 253K (2020: Rs. 199K) at end-2021; compares favorably vis-à-vis industry peers. Moreover, number of active loans also grew by ~75% in 2021.

### Asset quality indicators continue to remain strong.

Asset quality indicators have improved with the decrease in NPLs at end-2021 while provisioning coverage remains at comfortable levels. Given the sizeable fresh disbursements and decline in NPLs, overall gross and net infection ratios have noted marked improvement. However, it is to be noted that with recent changes in reporting and provisioning of NPLs announced in SBP's circular (dated 16-March'22), asset quality indicators do not present a true reflection of actual impaired portfolio.

|                        | 2019    | 2020    | 2021    |
|------------------------|---------|---------|---------|
| Gross Advanœs          | 1,269.6 | 1,074.4 | 2,494.0 |
| Speafic Provisioning   | 23.3    | 39.0    | 31.3    |
| General Provisioning   | 11.5    | 79.8    | 32.6    |
| Net Advances           | 1,234.7 | 955.6   | 2,430.1 |
| NPLs                   | 65.1    | 95.5    | 77.7    |
| NPLs written off       | 54.5    | 120.9   | 129.2   |
| Tier 1 Equity          | 525.3   | 552.7   | 756.6   |
| Gross Infection        | 5.1%    | 8.9%    | 3.1%    |
| Net Infection          | 3.3%    | 5.5%    | 1.9%    |
| Incremental Infection  | 7.9%    | 12.4%   | 6.1%    |
| Provisioning Coverage  | 53.6%   | 124.4%  | 82.2%   |
| Net NPLs/Tier 1 Equity | 7.8%    | 8.9%    | 5.9%    |

### Table 5: Asset Quality Indicators (Rs. in millions)

The covid-19 related deferred/re-structured portfolio stood at Rs. 580.0m in 2020; quantum of outstanding payments amounted Rs. 60.0m at end-March'22. Through concerted efforts, the bank managed to recover Rs. 21.2m (2020: Rs. 5.2m) against written off advances in 2021.

### Room for improvement exists in liquidity coverage metrics.

Deposit base of the bank grew sizably by 126% in 2021, amounting to Rs. 2.3b (2020: Rs. 1.1b). Since last review, deposit mix has noted a shift from individuals to institutional depositors; major inflows pertain to retirement funds of corporates. Top 50 depositors constitute  $\sim$ 70% of total deposits depicting high concentration risk and increased vulnerability to liquidity shortfalls. However, proactive relationship management with large-sized depositors, in order to foresee any major withdrawals provides comfort to some extent.

|                       | 2019  | %   | 2020    | %   | 2021    | %   |
|-----------------------|-------|-----|---------|-----|---------|-----|
| Individual Depositors | 920.6 | 97% | 1,032.0 | 98% | 643.9   | 28% |
| Corporation/ Firms    | 33.1  | 3%  | 23.1    | 2%  | 1,628.3 | 72% |
| Total Deposits        | 953.7 |     | 1,055.2 |     | 2,272.3 |     |

The deposit growth was primarily manifested in all deposit types during 2021 while fixed deposits continue to represent the largest proportion of total deposit base. In absolute terms, the growth stood higher in saving deposits, resulting in CASA (%) improving to 42% (2020: 28%) in 2021.

| Table 7: Deposit Mi | x (Rs. in | millions | )       |     |         |     |
|---------------------|-----------|----------|---------|-----|---------|-----|
|                     | 2019      | %        | 2020    | %   | 2021    | %   |
| Fixed Deposits      | 689.3     | 72%      | 756.2   | 72% | 1,319.3 | 58% |
| Saving deposits     | 185.9     | 19%      | 250.7   | 24% | 861.6   | 38% |
| Current deposits    | 78.5      | 8%       | 48.3    | 4%  | 91.3    | 4%  |
| Total Deposits      | 953.7     |          | 1,055.2 |     | 2,272.3 |     |

The short-term credit facility of Rs. 300m from Pakistan Microfinance Investment Company (PMIC) remain in place; however, its utilization has declined on a timeline basis. The facility carries mark-up at the average rate of 6M KIBOR plus 4% (to be set at the start of each quarter). Going forward, lending portfolio is planned to be funded two-third by deposits and the remaining by borrowings. In view of the same, there are plans to mobilize additional financing lines of ~Rs. 600m to manage liquidity requirements.

|  | 2019  | 2020    | 2021    |
|--|-------|---------|---------|
| Investments                                | 98.5  | 199.4   | -       |
| Cash and balances with SBP and NBP         | 85.8  | 115.1   | 259.9   |
| Balances with other banks and MFBs         | 230.6 | 430.7   | 267.8   |
| Liquid Assets                              | 414.8 | 745.2   | 527.7   |
| Deposits                                   | 953.7 | 1,055.2 | 2,272.3 |
| Borrowing                                  | 300.0 | 225.0   | 100.0   |
| Liquid Assets to Deposits and Borrowing(x) | 33%   | 58%     | 22%     |
| Advances to Deposits                       | 1.33  | 1.02    | 1.10    |
| CA (%)                                     | 8%    | 5%      | 4%      |
| CASA (%)                                   | 28%   | 28%     | 42%     |

| Table 8: Liquidity Metrics (Rs. in millions) |
|--|
|--|

Overall coverage of liquid assets in relation to deposits & borrowings indicates room for improvement. Given projected increase in deposit base and borrowings, maintaining adequate liquidity profile is considered important from the ratings perspective.

### Earning profile has noted a healthy recovery in 2021.

After a subdued performance in the previous year, earning profile has noted a healthy recovery in 2021 on the back of volumetric growth in markup bearing assets, sizeable uptick in spreads (against the industry trend) and non-markup income along with the drop in provisions. Topline registered a strong growth of  $\sim 72\%$  in the outgoing year.

| Table 9: Markup | Income Earned | (Rs. in millions) |
|-----------------|---------------|-------------------|
|-----------------|---------------|-------------------|

| Table 9. Markup meone Lanee (16. mininons)       |       |     |       |     |       |     |
|--|-------|-----|-------|-----|-------|-----|
| (Rs. in millions)                                | 2019  | %   | 2020  | %   | 2021  | %   |
| Advanœs  | 500.1 | 96% | 418.7 | 93% | 749.4 | 97% |
| Government Securities -<br>Market Treasury bills | 10.1  | 2%  | 17.1  | 4%  | 12.5  | 2%  |
| Deposit Accounts                                 | 11.1  | 2%  | 14.0  | 3%  | 13.1  | 2%  |
| Total Markup Earned                              | 521.3 |     | 449.8 |     | 775.0 |     |

Given the strong growth in recurring income, the bank's Operational Self Sufficiency (OSS) ratio has depicted considerable improvement to 116.8% (2020: 82.7%) in 2021. Administrative overheads were reported higher as compared to the pre-pandemic levels mainly due to increase in staff strength in line with branch expansion plans. Other income

| Table 10: Income Statement Figures (Rs. in millions) |         |         |         |  |  |
|--|---------|---------|---------|--|--|
|  | 2019    | 2020    | 2021    |  |  |
| Return on Markup Bearing Assets                      | 41.2%   | 28.6%   | 36.1%   |  |  |
| Cost of Funds (Deposits)                             | 13.4%   | 12.9%   | 10.1%   |  |  |
| Spreads  | 27.8%   | 15.7%   | 26.0%   |  |  |
| Net Spread Income                                    | 393.4   | 286.3   | 590.4   |  |  |
| Provisions   | (69.0)  | (204.8) | (74.2)  |  |  |
| Fee Income   | 70.4    | 41.7    | 110.9   |  |  |
| Other Income   | 80.9    | 18.8    | 31.3    |  |  |
| Administrative Expenses                              | (474.4) | (396.5) | (600.5) |  |  |
| Other Expenses                                       | (1.0)   | (1.8)   | (1.5)   |  |  |
| Pre-tax profit/(loss)                                | 0.4     | (256.4) | 56.4    |  |  |

increased in 2021 mainly due to significantly higher recoveries against write-offs.

Post consecutive two years of dismal earnings, the bank posted a pre-tax profit of Rs. 56.4m (2020: loss of Rs. 256.4m). Accounting for taxation, net profit amounted to Rs. 53.9m (2020: loss of Rs. 257.6m). Going forward, the management is targeting bottom-line of Rs. 90m for the year 2022 on the back of projected disbursements.

### Capitalization buffers may be further strengthened.

| Table 11: Capitalization Indicators (Rs. in millions) |         |           |         |  |  |
|---|---------|-----------|---------|--|--|
|   | 2019    | 2020      | 2021    |  |  |
| Share Capital   | 1,290.2 | 1,575.2   | 1,725.2 |  |  |
| Reserves  | 3.7     | 3.7       | 17.2    |  |  |
| Accumulated losses                                    | (768.6) | (1,026.2) | (985.8) |  |  |
| Tier 1 Equity   | 525.3   | 552.7     | 756.6   |  |  |
| Deferred Grant  | 0.7     | 0.7       | 0.7     |  |  |
| Total Equity  | 526.0   | 553.4     | 757.3   |  |  |

Paid-up capital grew by  $\sim 34\%$  over the last two years owing to equity injection of Rs. 285m in 2020 and Rs. 150m in 2021 by the sponsor. Capital Adequacy Ratio (CAR), however, stood lower to 21.1% (2020: 41.4%) as at end-March'22 due to sizeable increase in risk-weighted assets. As per management, CAR is expected to remain above minimum requirement with the planned growth.

Going forward, there are plans for equity injection of Rs. 400 to 500m; negotiations of sponsor with potential investors are currently underway. The management has also expressed interest in issuance of a Tier-2 TFC in the medium-term. Ratings continue to draw comfort from the demonstrated sponsor-level support on a timeline basis.

### Advans Pakistan Microfinance Bank Limited

| FINANCIAL SUMMARY         (amounts in PKR millions)           BALANCE SHEET         31-Dcc-19         31-Dcc-20         31-Dcc-20         31-Dcc-20           Balances with SBP and NBP         85.8         115.1         259.9           Balances with other Banks and/NBFIs/MFBs         230.6         430.7         267.8           Total Investments         98.5         199.4         -           Net Advances         1,234.7         955.6         2,430.1           Operating Fixed Assets         160.3         159.5         239.4           Other Assets         67.0         67.6         108.9           Total Deposits         953.7         1,055.2         2,272.3           Borrowings         300.0         225.0         100.0           Other Assets         166.5         150.2         241.6           Tier-1 Equity         525.3         552.7         756.6           Net Worth         526.0         553.4         757.3           Paid Up Capital         1,290.2         1,575.2         1,725.2           INCOME STATEMENT         Income         151.3         60.4         142.2           Operating Expenses         475.4         398.3         602.0           Profit after tax <th></th> <th></th> <th colspan="5"></th>                                    |  |           |              |             |  |  |  |
|--|--|-----------|--------------|-------------|--|--|--|
| Cash and Bank Balances with SBP and NBP         85.8         115.1         259.9           Balances with other Banks and/NBFIs/MFBs         230.6         430.7         267.8           Total Investments         98.5         199.4         -           Net Advances         1,234.7         955.6         2,430.1           Operating Fixed Assets         180.3         159.5         239.4           Other Assets         67.0         67.6         108.9           Total Assets         1,946.2         1,983.8         3,371.2           Total Deposits         953.7         1,055.2         2,272.3           Borrowings         300.0         225.0         100.0           Other Liabilities         166.5         150.2         241.6           Tier-1 Equity         525.3         552.7         75.6           Net Worth         526.0         553.4         757.3           Paid Up Capital         1,290.2         1,575.2         1,725.2           INCOME STATEMENT         50.4         754.4         398.3         602.0           Non-Markup Income         151.3         60.4         142.2         0           Operating Expenses         475.4         398.3         602.0  | FINANCIAL SUMMARY                        | (amo      | ounts in PKI | R millions) |  |  |  |
| Balances with other Banks and/NBFIs/MFBs         230.6         430.7         267.8           Total Investments         98.5         199.4         -           Net Advances         1,234.7         955.6         2,430.1           Openating Fixed Assets         180.3         159.5         239.4           Other Assets         67.0         67.6         108.9           Total Assets         1,946.2         1,983.8         3,311.2           Total Deposits         953.7         1,055.2         2,272.3           Borrowings         300.0         225.0         100.0           Other Liabilities         166.5         150.2         241.6           Tier-1 Equity         525.3         552.7         756.6           Net Worth         526.0         553.4         757.3           Paid Up Capital         1,290.2         1,575.2         1,725.2           INCOME STATEMENT         Net Mark-up Income         151.3         60.4         142.2           Operating Expenses         475.4         398.3         602.0           Profit after tax         14.9         (257.6)         53.9           RATIO ANALYSIS         Streemental Infection (%)         5.1%         8.9%         5.9%   | BALANCE SHEET                            | 31-Dec-19 | 31-Dec-20    | 31-Dec-21   |  |  |  |
| Total Investments $98.5$ $199.4$ -         Net Advances $1,234.7$ $955.6$ $2,430.1$ Operating Fixed Assets $180.3$ $159.5$ $239.4$ Other Assets $190.3$ $159.5$ $239.4$ Total Assets $1946.2$ $1983.8$ $3,371.2$ Total Deposits $953.7$ $10055.2$ $2,272.3$ Borrowings $300.0$ $225.0$ $100.0$ Other Liabilities $166.5$ $150.2$ $241.6$ Ticr-1 Equity $525.3$ $552.7$ $756.6$ Net Worth $526.0$ $553.4$ $757.3$ Paid Up Capital $1,200.2$ $1,575.2$ $1,725.2$ Net Mork-up Income $393.4$ $286.3$ $590.4$ Net Provisioning / (Reversal) $69.0$ $204.8$ $74.2$ Non-Markup Income $151.3$ $60.4$ $142.2$ Operating Expenses $475.4$ $398.3$ $602.0$ Profit after tax $1.69.6$ $150.6$ $41.49.6$ $22.56.6$ $53.9$ RATIO ANALYSIS $51.\%$  | Cash and Bank Balances with SBP and NBP  | 85.8      | 115.1        | 259.9       |  |  |  |
| Net Advances         1,234.7         955.6         2,430.1           Operating Fixed Assets         180.3         159.5         239.4           Other Assets         67.0         67.6         108.9           Total Assets         1946.2         1983.8         3,371.2           Total Deposits         953.7         1,055.2         2,272.3           Borrowings         300.0         225.0         100.0           Other Labilities         166.5         150.2         241.6           Tier-1 Equity         525.3         552.7         756.6           Net Worth         526.0         553.4         757.3           Paid Up Capital         1,290.2         1,575.2         1,725.2           INCOME STATEMENT           Net Mark-up Income         393.4         286.3         590.4           Net Provisioning / (Reversal)         69.0         204.8         74.2           Non-Markup Income         151.3         60.4         142.2           Operating Expenses         475.4         398.3         602.0           Profit after tax         14.9         (257.6)         53.9           RATIO ANALYSIS         Gross Infection (%)         5.1%         8.9%         <   | Balances with other Banks and/NBFIs/MFBs | 230.6     | 430.7        | 267.8       |  |  |  |
| Operating Fixed Assets         180.3         159.5         239.4           Other Assets         67.0         67.6         108.9           Total Assets         1946.2         1983.8         3,371.2           Total Deposits         953.7         1,055.2         2,272.3           Borrowings         300.0         225.0         100.0           Other Liabilities         166.5         150.2         241.6           Tier-1 Equity         525.3         552.7         756.6           Net Worth         526.0         553.4         757.3           Paid Up Capital         1,290.2         1,575.2         1,725.2           INCOME STATEMENT           Net Mark-up Income         393.4         286.3         590.4           Net Provisioning / (Reversal)         69.0         204.8         74.2           Non-Markup Income         151.3         60.4         142.2           Operating Expenses         475.4         398.3         602.0           Profit after tax         14.9         (257.6)         53.9           RATIO ANALYSIS           Gross Infection (%)         5.1%         8.9%         5.9%           Net NPLs to Tier-1 Capital (%)         <   | Total Investments                        | 98.5      | 199.4        | -           |  |  |  |
| Other Assets         67.0         67.6         108.9           Total Assets         1,946.2         1,983.8         3,371.2           Total Deposits         953.7         1,055.2         2,272.3           Borrowings         300.0         225.0         100.0           Other Liabilities         166.5         150.2         241.6           Tier-1 Equity         525.3         552.7         756.6           Net Worth         526.0         553.4         757.3           Paid Up Capital         1,290.2         1,575.2         1,725.2           INCOME STATEMENT         V         V           Net Mark-up Income         393.4         286.3         590.4           Non-Markup Income         151.3         60.4         142.2           Operating Expenses         475.4         398.3         602.0           Profit after tax         0.4         (256.4)         56.4           Profit after tax         14.9         (257.6)         53.9           BATIO ANALYSIS         State         3.3%         5.5%         1.9%           Net NPLs to Tier-1 Capital (%)         7.8%         8.9%         5.5%         1.9%           Net NPLs to Tier-1 Capital (%)         7.8%  | Net Advances                             | 1,234.7   | 955.6        | 2,430.1     |  |  |  |
| Total Assets1,946.21,983.83,371.2Total Deposits953.71,055.22,272.3Borrowings300.0225.0100.0Other Liabilities166.5150.2241.6Tier-1 Equity525.3552.7756.6Net Worth526.0553.4757.3Paid Up Capital1,290.21,575.21,725.2INCOME STATEMENT $526.0$ 553.4757.3Net Mark-up Income393.4286.3590.4Net Provisioning / (Reversal)69.0204.874.2Operating Expenses475.4398.3602.0Profit Before Tax0.4(256.4)56.4Profit Before Tax0.4(257.6)53.9RATIO ANALYSISS10%5.1%8.9%3.1%Gross Infection (%)5.1%8.9%5.5%1.9%Net NPLs to Tier-1 Capital (%)7.8%8.9%5.5%1.9%Net NPLs to Tier-1 Capital (%)7.8%8.9%5.5%1.9%Markup on earning assets (%)41.2%28.6%36.1%Cost of Funds (%)7.8%82.7%116.8%ROAA (%)0.9%ROAE (%)7.8%82.7%116.8%ROAA (%)0.9%ROAE (%)7.8%82.7%116.8%ROAA (%)0.9%RATIO ANALYSIS10.1%10.8%2.0%Gross Infection (%)5.1%8.9%5.5%1.9%Net NPLs to Tier-1 Capital (%)7.8%8.9%5.5%1.9%  | Operating Fixed Assets                   | 180.3     | 159.5        | 239.4       |  |  |  |
| Total Deposits953.71,055.22,272.3Borrowings300.0225.0100.0Other Labilities166.5150.2241.6Tier-1 Equity525.3552.7756.6Net Worth526.0553.4757.3Paid Up Capital1,290.21,575.21,725.2INCOME STATEMENT $\mathbf{Vet Mark-up Income}$ 393.4286.3590.4Net Provisioning / (Reversal)69.0204.874.2Operating Expenses475.4398.3602.0Profit Before Tax0.4(256.4)56.4Profit after tax14.9(257.6)53.9RATIO ANALYSIS $\mathbf{S}$ $\mathbf{S}$ $\mathbf{S}$ Gross Infection (%) $5$ $5$ $8$ Net NPLs to Tier-1 Capital (%) $7$ $8$ $8$ Net NPLs to Tier-1 Capital (%) $3$ $3$ $5$ Markup on earning assets (%) $4$ $2$ $9$ Cost of Funds (%) $7$ $8$ $8$ $6$ Markup Spreads (%) $3$ $1$ $2$ $9$ ROAA (%) $0$ $9$ $1$ $1$ $2$ Markup Spreads (%) $3$ $1$ $2$ $1$ Robal (%) $1$ $1$ $2$ $1$ Advances to Deposit Ratio $1$ $1$ $1$ $1$ ROAA (%) $0$ $1$ $1$ $1$ ROAA (%) $1$ $1$ $1$ <td>Other Assets</td> <td>67.0</td> <td>67.6</td> <td>108.9</td>   | Other Assets                             | 67.0      | 67.6         | 108.9       |  |  |  |
| Borrowings         300.0         225.0         100.0           Other Liabilities         166.5         150.2         241.6           Tier-1 Equity         525.3         552.7         756.6           Net Worth         526.0         553.4         757.3           Paid Up Capital         1,290.2         1,575.2         1,725.2           INCOME STATEMENT           Net Mark-up Income         393.4         286.3         590.4           Nor-Markup Income         151.3         60.4         142.2           Operating Expenses         475.4         398.3         602.0           Profit Before Tax         0.4         (256.4)         56.4           Profit after tax         14.9         (257.6)         53.9           RATIO ANALYSIS           Gross Infection (%)         5.1%         8.9%         3.1%           Incremental Infection (%)         7.9%         12.0%         6.1%           Net NPLs to Tier-1 Capital (%)         3.3%         5.5%         1.9%           Markup on earning assets (%)         41.2%         28.6%         36.1%           Cost of Funds (%)         13.2%         12.9%         10.1%           Markup Spreads (%)   | Total Assets                             | 1,946.2   | 1,983.8      | 3,371.2     |  |  |  |
| Other Liabilities         166.5         150.2         241.6           Tier-1 Equity         525.3         552.7         756.6           Net Worth         526.0         553.4         757.3           Paid Up Capital         1,290.2         1,575.2         1,725.2           INCOME STATEMENT         933.4         286.3         590.4           Net Provisioning / (Reversal)         69.0         204.8         74.2           Non-Markup Income         151.3         60.4         142.2           Operating Expenses         475.4         398.3         602.0           Profit Before Tax         0.4         (256.4)         56.4           Profit after tax         14.9         (257.6)         53.9           RATIO ANALYSIS         51%         8.9%         3.1%           Incremental Infection (%)         7.8%         8.9%         5.9%           Net Infection (%)         3.3%         5.5%         1.9%           Net NPLs to Tier-1 Capital (%)         7.8%         8.9%         5.9%           Cast of Funds (%)         13.4%         12.9%         10.1%           Markup on earning assets (%)         27.8%         15.7%         26.0%           OSS (%)         97.8%   | Total Deposits                           | 953.7     | 1,055.2      | 2,272.3     |  |  |  |
| Tier-1 Equity       525.3       552.7       756.6         Net Worth       526.0       553.4       757.3         Paid Up Capital       1,290.2       1,575.2       1,725.2         INCOME STATEMENT       Net Mark-up Income       393.4       286.3       590.4         Net Provisioning / (Reversal)       69.0       204.8       74.2         Non-Markup Income       151.3       60.4       142.2         Operating Expenses       475.4       398.3       602.0         Profit Before Tax       0.4       (256.4)       56.4         Profit after tax       14.9       (257.6)       53.9         RATIO ANALYSIS       State       State       State       State         Gross Infection (%) $5.1\%$ $8.9\%$ $3.1\%$ State         Incremental Infection (%) $7.8\%$ $8.9\%$ $5.9\%$ $1.9\%$ Net Infection (%) $7.8\%$ $8.9\%$ $5.9\%$ $5.9\%$ Rot Gapital Adequacy Ratio (%) $31.2\%$ $41.4\%$ $26.1\%$ Markup on carning assets (%) $41.2\%$ $28.6\%$ $36.1\%$ Cost of Funds (%) $27.8\%$ $15.7\%$ $26.0\%$ <  | Borrowings                               | 300.0     | 225.0        | 100.0       |  |  |  |
| Net Worth         526.0         553.4         757.3           Paid Up Capital $1,290.2$ $1,575.2$ $1,725.2$ INCOME STATEMENT   | Other Liabilities                        | 166.5     | 150.2        | 241.6       |  |  |  |
| Paid Up Capital         1,290.2         1,575.2         1,725.2           INCOME STATEMENT         393.4         286.3         590.4           Net Mark-up Income         393.4         286.3         590.4           Net Provisioning / (Reversal)         69.0         204.8         74.2           Non-Markup Income         151.3         60.4         142.2           Operating Expenses         475.4         398.3         602.0           Profit Before Tax         0.4         (256.4)         55.4           Profit after tax         14.9         (257.6)         53.9           RATIO ANALYSIS         State         State         State           Gross Infection (%)         7.9%         12.0%         6.1%           Provisioning Coverage (%)         3.3%         5.5%         1.9%           Net Infection (%)         7.8%         8.9%         5.9%           Capital Adequacy Ratio (%)         31.2%         41.4%         26.1%           Markup on earning assets (%)         41.2%         28.6%         36.1%           Cost of Funds (%)         7.8%         8.2%         31.4%         12.9%         10.1%           Markup Spreads (%)         2.9%         13.4%         12.9% <th< td=""><td>Tier-1 Equity</td><td>525.3</td><td>552.7</td><td>756.6</td></th<> | Tier-1 Equity                            | 525.3     | 552.7        | 756.6       |  |  |  |
| INCOME STATEMENT           Net Mark-up Income         393.4         286.3         590.4           Net Provisioning / (Reversal)         69.0         204.8         74.2           Non-Markup Income         151.3         60.4         142.2           Operating Expenses         475.4         398.3         602.0           Profit Before Tax         0.4         (256.4)         56.4           Profit after tax         14.9         (257.6)         53.9           RATIO ANALYSIS           Gross Infection (%)         5.1%         8.9%         3.1%           Incremental Infection (%)         7.9%         12.0%         6.1%           Provisioning Coverage (%)         53.6%         124.4%         82.2%           Net Infection (%)         7.8%         8.9%         5.9%           Capital Adequacy Ratio (%)         31.2%         41.4%         26.1%           Markup on earning assets (%)         41.2%         28.6%         36.1%           Cost of Funds (%)         7.8%         82.7%         10.1%           Markup Spreads (%)         27.8%         15.7%         26.0%           OSS (%)         97.8%         82.7%         116.8%           ROAA (%)         0.9%<  | NetWorth                                 | 526.0     | 553.4        | 757.3       |  |  |  |
| Net Mark-up Income         393.4         286.3         590.4           Net Provisioning / (Reversal)         69.0         204.8         74.2           Non-Markup Income         151.3         60.4         142.2           Operating Expenses         475.4         398.3         602.0           Profit Before Tax         0.4         (256.4)         56.4           Profit after tax         14.9         (257.6)         53.9           RATIO ANALYSIS         51.1%         8.9%         3.1%           Incremental Infection (%)         7.9%         12.0%         6.1%           Provisioning Coverage (%)         53.6%         124.4%         82.2%           Net Infection (%)         7.8%         8.9%         5.9%           Capital Adequacy Ratio (%)         31.2%         41.4%         26.1%           Markup on earning assets (%)         41.2%         28.6%         36.1%           Cost of Funds (%)         27.8%         15.7%         26.0%           OSS (%)         97.8%         82.7%         116.8%           ROAA (%)         0.9%         -13.1%         2.0%           Markup Spreads (%)         27.8%         15.7%         86.0%           Gost of Funds (%)         0.   | Paid Up Capital                          | 1,290.2   | 1,575.2      | 1,725.2     |  |  |  |
| Net Provisioning / (Reversal)         69.0         204.8         74.2           Non-Markup Income         151.3         60.4         142.2           Operating Expenses         475.4         398.3         602.0           Profit Before Tax         0.4         (256.4)         56.4           Profit after tax         14.9         (257.6)         53.9           RATIO ANALYSIS           Gross Infection (%)         7.9%         12.0%         6.1%           Provisioning Coverage (%)         53.6%         124.4%         82.2%           Net Infection (%)         7.8%         8.9%         5.9%           Net NPLs to Tier-1 Capital (%)         7.8%         8.9%         5.9%           Capital Adequacy Ratio (%)         31.2%         41.4%         26.1%           Markup on earning assets (%)         13.4%         12.9%         10.1%           Markup Spreads (%)         97.8%         82.7%         116.8%           ROAA (%)         0.9%         -13.1%         2.0%           Advances to Deposit Ratio         133.1%         101.8%         109.8%           Grearing (x)         na         na         na  | <b>INCOME STATEMENT</b>                  |           |              |             |  |  |  |
| Net Provisioning / (Reversal)         69.0         204.8         74.2           Non-Markup Income         151.3         60.4         142.2           Operating Expenses         475.4         398.3         602.0           Profit Before Tax         0.4         (256.4)         56.4           Profit after tax         14.9         (257.6)         53.9           RATIO ANALYSIS           Gross Infection (%)         5.1%         8.9%         3.1%           Incremental Infection (%)         7.9%         12.0%         6.1%           Provisioning Coverage (%)         53.6%         124.4%         82.2%           Net Infection (%)         7.8%         8.9%         5.9%           Capital Adequacy Ratio (%)         31.2%         41.4%         26.1%           Markup on earning assets (%)         41.2%         28.6%         36.1%           Cost of Funds (%)         13.4%         12.9%         10.1%           Markup Spreads (%)         97.8%         82.7%         116.8%           ROAA (%)         0.9%         -13.1%         2.0%           Advances to Deposit Ratio         133.1%         101.8%         109.8%           Gearing (x)         na         na         na </td <td>Net Mark-up Income</td> <td>393.4</td> <td>286.3</td> <td>590.4</td>          | Net Mark-up Income                       | 393.4     | 286.3        | 590.4       |  |  |  |
| Non-Markup Income         151.3         60.4         142.2           Operating Expenses         475.4         398.3         602.0           Profit Before Tax         0.4         (256.4)         56.4           Profit after tax         14.9         (257.6)         53.9           RATIO ANALYSIS         Empirical after tax         14.9         (257.6)         53.9           Gross Infection (%)         5.1%         8.9%         3.1%           Incremental Infection (%)         7.9%         12.0%         6.1%           Provisioning Coverage (%)         53.6%         124.4%         82.2%           Net Infection (%)         7.8%         8.9%         5.9%           Capital Adequacy Ratio (%)         7.8%         8.9%         5.9%           Capital Adequacy Ratio (%)         31.2%         41.4%         26.1%           Markup on carning assets (%)         41.2%         28.6%         36.1%           Cost of Funds (%)         13.4%         12.9%         10.1%           Markup Spreads (%)         0.9%         -13.1%         2.0%           ROAA (%)         0.9%         -13.1%         2.0%           ROAA (%)         0.9%         -47.8%         8.2%           Advanc   | <b>*</b>                                 | 69.0      | 204.8        | 74.2        |  |  |  |
| Operating Expenses         475.4         398.3         602.0           Profit Before Tax         0.4         (256.4)         56.4           Profit after tax         14.9         (257.6)         53.9           RATIO ANALYSIS         5.1%         8.9%         3.1%           Gross Infection (%)         5.1%         8.9%         3.1%           Incremental Infection (%)         7.9%         12.0%         6.1%           Provisioning Coverage (%)         53.6%         124.4%         82.2%           Net Infection (%)         7.8%         8.9%         5.9%           Capital Adequacy Ratio (%)         31.2%         41.4%         26.1%           Markup on earning assets (%)         41.2%         28.6%         36.1%           Cost of Funds (%)         13.4%         12.9%         10.1%           Markup Spreads (%)         0.9%         -13.1%         2.0%           OSS (%)         97.8%         82.7%         116.8%           ROAA (%)         0.99%         -13.1%         2.0%           Advances to Deposit Ratio         133.1%         101.8%         109.8%           Gearing (x)         na         na         na  | $\Theta$                                 | 151.3     | 60.4         | 142.2       |  |  |  |
| Profit Before Tax         0.4         (256.4)         56.4           Profit after tax         14.9         (257.6)         53.9           RATIO ANALYSIS         S <th< td=""><td></td><td>475.4</td><td>398.3</td><td>602.0</td></th<>  |  | 475.4     | 398.3        | 602.0       |  |  |  |
| Profit after tax         14.9         (257.6)         53.9           RATIO ANALYSIS           Gross Infection (%)         5.1%         8.9%         3.1%           Incremental Infection (%)         7.9%         12.0%         6.1%           Provisioning Coverage (%)         53.6%         124.4%         82.2%           Net Infection (%)         3.3%         5.5%         1.9%           Net NPLs to Tier-1 Capital (%)         7.8%         8.9%         5.9%           Capital Adequacy Ratio (%)         31.2%         41.4%         26.1%           Markup on earning assets (%)         41.2%         28.6%         36.1%           Cost of Funds (%)         13.4%         12.9%         10.1%           Markup Spreads (%)         0.9%         -13.1%         2.0%           ROAA (%)         0.9%         -13.1%         2.0%           ROAA (%)         2.9%         -47.8%         8.2%           Advances to Deposit Ratio         133.1%         101.8%         109.8%           Gearing (x)         na         na         na   |  | 0.4       | (256.4)      | 56.4        |  |  |  |
| Gross Infection (%)5.1%8.9%3.1%Incremental Infection (%)7.9%12.0%6.1%Provisioning Coverage (%)53.6%124.4%82.2%Net Infection (%)3.3%5.5%1.9%Net NPLs to Tier-1 Capital (%)7.8%8.9%5.9%Capital Adequacy Ratio (%)31.2%41.4%26.1%Markup on earning assets (%)41.2%28.6%36.1%Cost of Funds (%)13.4%12.9%10.1%Markup Spreads (%)27.8%15.7%26.0%OSS (%)97.8%82.7%116.8%ROAA (%)0.9%-13.1%2.0%Advances to Deposit Ratio133.1%101.8%109.8%Gearing (x)nanananaNation (x)nananana  | Profit after tax                         | 14.9      | (257.6)      | 53.9        |  |  |  |
| Gross Infection (%)5.1%8.9%3.1%Incremental Infection (%)7.9%12.0%6.1%Provisioning Coverage (%)53.6%124.4%82.2%Net Infection (%)3.3%5.5%1.9%Net NPLs to Tier-1 Capital (%)7.8%8.9%5.9%Capital Adequacy Ratio (%)31.2%41.4%26.1%Markup on earning assets (%)41.2%28.6%36.1%Cost of Funds (%)13.4%12.9%10.1%Markup Spreads (%)27.8%15.7%26.0%OSS (%)97.8%82.7%116.8%ROAA (%)0.9%-13.1%2.0%Advances to Deposit Ratio133.1%101.8%109.8%Gearing (x)nanananaNation (x)nananana  | RATIO ANALYSIS                           |           |              |             |  |  |  |
| Incremental Infection (%)7.9%12.0%6.1%Provisioning Coverage (%)53.6%124.4%82.2%Net Infection (%)3.3%5.5%1.9%Net NPLs to Tier-1 Capital (%)7.8%8.9%5.9%Capital Adequacy Ratio (%)31.2%41.4%26.1%Markup on earning assets (%)41.2%28.6%36.1%Cost of Funds (%)13.4%12.9%10.1%Markup Spreads (%)27.8%15.7%26.0%OSS (%)97.8%82.7%116.8%ROAA (%)0.9%-13.1%2.0%Advances to Deposit Ratio133.1%101.8%109.8%Gearing (x)nanananaRurent Ratio (x)nananana   |  | 5.1%      | 8.9%         | 3.1%        |  |  |  |
| Provisioning Coverage (%)         53.6%         124.4%         82.2%           Net Infection (%)         3.3%         5.5%         1.9%           Net NPLs to Tier-1 Capital (%)         7.8%         8.9%         5.9%           Capital Adequacy Ratio (%)         31.2%         41.4%         26.1%           Markup on earning assets (%)         41.2%         28.6%         36.1%           Cost of Funds (%)         13.4%         12.9%         10.1%           Markup Spreads (%)         27.8%         15.7%         26.0%           OSS (%)         97.8%         82.7%         116.8%           ROAA (%)         0.9%         -13.1%         2.0%           Advances to Deposit Ratio         133.1%         101.8%         109.8%           Gearing (x)         na         na         na  |  | 7.9%      | 12.0%        | 6.1%        |  |  |  |
| Net Infection (%)         3.3%         5.5%         1.9%           Net NPLs to Tier-1 Capital (%)         7.8%         8.9%         5.9%           Capital Adequacy Ratio (%)         31.2%         41.4%         26.1%           Markup on earning assets (%)         41.2%         28.6%         36.1%           Cost of Funds (%)         13.4%         12.9%         10.1%           Markup Spreads (%)         27.8%         15.7%         26.0%           OSS (%)         97.8%         82.7%         116.8%           ROAA (%)         0.9%         -13.1%         2.0%           Advances to Deposit Ratio         133.1%         101.8%         109.8%           Gearing (x)         na         na         na           Roard (x)         na         na         na  |  | 53.6%     | 124.4%       | 82.2%       |  |  |  |
| Net NPLs to Tier-1 Capital (%)7.8%8.9%5.9%Capital Adequacy Ratio (%)31.2%41.4%26.1%Markup on earning assets (%)41.2%28.6%36.1%Cost of Funds (%)13.4%12.9%10.1%Markup Spreads (%)27.8%15.7%26.0%OSS (%)97.8%82.7%116.8%ROAA (%)0.9%-13.1%2.0%ROAE (%)2.9%-47.8%8.2%Advances to Deposit Ratio133.1%101.8%109.8%Gearing (x)nanananaCurrent Ratio (x)nananana  |  | 3.3%      | 5.5%         |             |  |  |  |
| Markup on earning assets (%)41.2%28.6%36.1%Cost of Funds (%)13.4%12.9%10.1%Markup Spreads (%)27.8%15.7%26.0%OSS (%)97.8%82.7%116.8%ROAA (%)0.9%-13.1%2.0%ROAE (%)2.9%-47.8%8.2%Advances to Deposit Ratio133.1%101.8%109.8%Gearing (x)nanananaCurrent Ratio (x)nananana   |  | 7.8%      | 8.9%         | 5.9%        |  |  |  |
| Markup on earning assets (%)41.2%28.6%36.1%Cost of Funds (%)13.4%12.9%10.1%Markup Spreads (%)27.8%15.7%26.0%OSS (%)97.8%82.7%116.8%ROAA (%)0.9%-13.1%2.0%ROAE (%)2.9%-47.8%8.2%Advances to Deposit Ratio133.1%101.8%109.8%Gearing (x)nananaCurrent Ratio (x)nanana   | Capital Adequacy Ratio (%)               | 31.2%     | 41.4%        | 26.1%       |  |  |  |
| Markup Spreads (%)27.8%15.7%26.0%OSS (%)97.8%82.7%116.8%ROAA (%)0.9%-13.1%2.0%ROAE (%)2.9%-47.8%8.2%Advances to Deposit Ratio133.1%101.8%109.8%Gearing (x)nananaCurrent Ratio (x)nanana  | Markup on earning assets (%)             | 41.2%     | 28.6%        | 36.1%       |  |  |  |
| Markup Spreads (%)27.8%15.7%26.0%OSS (%)97.8%82.7%116.8%ROAA (%)0.9%-13.1%2.0%ROAE (%)2.9%-47.8%8.2%Advances to Deposit Ratio133.1%101.8%109.8%Gearing (x)nananaCurrent Ratio (x)nanana  | Cost of Funds (%)                        | 13.4%     | 12.9%        | 10.1%       |  |  |  |
| OSS (%)       97.8%       82.7%       116.8%         ROAA (%)       0.9%       -13.1%       2.0%         ROAE (%)       2.9%       -47.8%       8.2%         Advances to Deposit Ratio       133.1%       101.8%       109.8%         Gearing (x)       na       na       na         Current Ratio (x)       na       na       na  |  |           |              |             |  |  |  |
| ROAA (%)0.9%-13.1%2.0%ROAE (%)2.9%-47.8%8.2%Advances to Deposit Ratio133.1%101.8%109.8%Gearing (x)nananaCurrent Ratio (x)nanana  |  |           |              |             |  |  |  |
| ROAE (%)         2.9%         -47.8%         8.2%           Advances to Deposit Ratio         133.1%         101.8%         109.8%           Gearing (x)         na         na         na           Current Ratio (x)         na         na         na   |  | 0.9%      |              |             |  |  |  |
| Advances to Deposit Ratio133.1%101.8%109.8%Gearing (x)nananaCurrent Ratio (x)nanana  | ROAE (%)                                 | 2.9%      | -47.8%       | 8.2%        |  |  |  |
| Gearing (x)nananaCurrent Ratio (x)nanana   |  |           |              |             |  |  |  |
| Current Ratio (x) na na na   |  |           |              |             |  |  |  |
|  |  | na        | na           | na          |  |  |  |
|  |  | 33.1%     | 58.2%        | 22.2%       |  |  |  |

## Appendix I

| Added Information-COVID-19 Restructuri     | ng as per SBP's n | otification |           |
|--|-------------------|-------------|-----------|
|  | 31-Dec-19         | 31-Dec-20   | 31-Dec-21 |
| Total Rollover Portfolio                   | na                | 580         | -         |
| Deferred Portfolio                         | na                | na          | -         |
| Restructured Portfolio                     | na                | na          | 113       |
| Rollover Portfolio to Net Advances (%)     | na                | 60%         | 3%        |
| Current Cash Recovery (%)                  | na                | 75%         | -         |
| Amount Recovered                           | na                | 320         | na        |
| Amount to be Recovered                     | na                | 260         | na        |
| Write off                                  | 54                | 121         | 129       |
| Write off to GLP (prior to write-off) (%)  | 4%                | 11%         | 5%        |
| Provisioning to Total Income (%)           | 7%                | 84%         | 10%       |
| Provisioning to Profit After Tax (%)       | 233%              | -46%        | 119%      |
| Provisioning to Gross Loan Portfolio (%)   | 3%                | 11%         | 3%        |
| Mark-up Accrued (Rs. in b)                 | 34                | 43          | 75        |
| Mark-up Accrued to Net Interest Income (%) | 9%                | 15%         | 13%       |
| Categorization of NPL Classification (%)   |                   |             |           |
| - OAEM                                     | 25%               | 31%         | 21%       |
| - Sub-Standard                             | 22%               | 14%         | 16%       |
| - Doubtful                                 | 45%               | 27%         | 51%       |
| - Loss                                     | 8%                | 28%         | 12%       |
| Total NPL                                  | 65.1              | 95.5        | 77.7      |

### **ISSUE/ISSUER RATING SCALE & DEFINITIONS**

### Medium to Long-Term

#### AAA

Highest credit quality; the risk factors are negligible, being only slightly more than for risk-free Government of Pakistan's debt.

### AA+, AA, AA-

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

### A+, A, A-

Good credit quality; Protection factors are adequate. Risk factors may vary with possible changes in the economy.

### BBB+, BBB, BBB-

Adequate credit quality; Protection factors are reasonable and sufficient. Risk factors are considered variable if changes occur in the economy.

#### BB+, BB, BB-

Obligations deemed likely to be met. Protection factors are capable of weakening if changes occur in the economy. Overall quality may move up or down frequently within this category.

#### B+, B, B-

Obligations deemed less likely to be met. Protection factors are capable of fluctuating widely if changes occur in the economy. Overall quality may move up or down frequently within this category or into higher or lower rating grade.

#### CCC

Considerable uncertainty exists towards meeting the obligations. Protection factors are scarce and risk may be substantial.

#### сс

A high default risk

#### С

A very high default risk

#### D

Defaulted obligations

Rating Watch: VIS places entities and issues on 'Rating Watch' when it deems that there are conditions present that necessitate re-evaluation of the assigned rating(s). Refer to our 'Criteria for Rating Watch' for details. www.vis.com.pk/images/criteria\_watch. pdf

Rating Outlooks: The three outlooks 'Positive', 'Stable' and 'Negative' qualify the potential direction of the assigned rating(s). An outlook is not necessarily a precursor of a rating change. Refer to our 'Criteria for Rating Outlook' for details.www.vis.com.pk/ images/criteria\_outlook.pdf

(SO) Rating: A suffix (SO) is added to the ratings of 'structured' securities where the servicing of debt and related obligations is backed by some sort of financial assets and/or credit support from a third party to the transaction. The suffix (SO), abbreviated for 'structured obligation', denotes that the rating has been achieved on grounds of the structure backing the transaction that enhanced the credit quality of the securities and not on the basis of the credit quality of the issuing entity alone.

### Short-Term

### A-1+

Highest 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's short-term obligations.

### A-1

High certainty of timely payment; Liquidity factors are excellent and supported by good fundamental protection factors. Risk factors are minor.

#### A-2

Good certainty of timely payment. Liquidity factors and company fundamentals are sound. Access to capital markets is good. Risk factors are small.

### A-3

Satisfactory liquidity and other protection factors qualify entities / issues as to investment grade. Risk factors are larger and subject to more variation. Nevertheless, timely payment is expected.

#### В

Speculative investment characteristics; Liquidity may not be sufficient to ensure timely payment of obligations.

#### С

Capacity for timely payment of obligations is doubtful.

(blr) Rating: A suffix (blr) is added to the ratings of a particular banking facility obtained by the borrower from a financial institution. The suffix (blr), abbreviated for 'bank loan rating' denotes that the rating is based on the credit quality of the entity and security structure of the facility.

**'p' Rating:** A 'p' rating is assigned to entities, where the management has not requested a rating, however, agrees to provide informational support. A 'p' rating is shown with a 'p' subscript and is publicly disclosed. It is not modified by a plus (+) or a minus (-) sign which indicates relative standing within a rating category. Outlook is not assigned to these ratings. Refer to our 'Policy for Private Ratings' for details. www.vis.com.pk/images/ policy\_ratings.pdf

**'SD' Rating:** An 'SD' rating is assigned when VIS believes that the ratee has selectively defaulted on a specific issue or obligation but it will continue to meet its payment obligations on other issues or obligations in a timely manner.

### Appendix II

| REGULATORYDISC                       | LOSURES   |   |   | I  | Appendix III  |  |
|--------------------------------------|---|---|---|--|---|--|
| Name of Rated Entity                 | Advans Pakista  | n Microfinance I  | Bank Limite   | ed (APMBL)   |   |  |
| Sector                               | Micro Finance Bank (MFB)  |   |   |  |   |  |
| Type of Relationship                 | Solicited   |   |   |  |   |  |
| Purpose of Rating                    | Entity Rating   |   |   |  |   |  |
|                                      | Rating<br>Date  | Medium to<br>Long Term  | Short<br>Term   | Rating<br>Outlook  | Rating<br>Action  |  |
|                                      | RATING TYPE: ENTITY   |   |   |  |   |  |
|                                      | 4/29/2022   | BBB+  | A-3   | Stable   | Reaffirmed  |  |
|                                      | 4/29/2021   | BBB+  | A-3   | Stable   | Maintained  |  |
| Rating History                       | 4/28/2020   | BBB+  | A-3   | Rating Watch<br>- Developing   | Maintained  |  |
|                                      | 4/26/2019   | BBB+  | A-3   | Stable   | Reaffirmed  |  |
|                                      | 4/25/2018   | BBB+  | A-3   | Stable   | Reaffirmed  |  |
|                                      | 3/16/2017   | BBB+  | A-3   | Stable   | Reaffirmed  |  |
|                                      | 4/29/2016   | BBB+  | A-3   | Stable   | Reaffirmed  |  |
|                                      | 4/28/2015   | BBB+  | A-3   | Stable   | Reaffirmed  |  |
|                                      | 4/25/2013   | BBB+  | A-3   | Stable   | Initial   |  |
| Instrument Structure                 | N/A   |   |   |  |   |  |
| Statement by the Rating<br>Team      | committee do n<br>mentioned here  | not have any cont   | flict of inter<br>an opinion  | ocess and memb<br>est relating to the<br>on credit quality<br>ties.  | e credit rating(s)  |  |
|                                      | VIS' ratings opinions express ordinal ranking of risk, from strongest to<br>weakest, within a universe of credit risk. Ratings are not intended as<br>guarantees of credit quality or as exact measures of the probability that a<br>particular issuer or particular debt issue will default. |   |   |  |   |  |
| Probability of Default               | guarantees of c   | n a universe of<br>credit quality or  | f credit risl<br>as exact m   | x. Ratings are r<br>easures of the pr  | not intended as   |  |
| Probability of Default<br>Disclaimer | guarantees of c<br>particular issued<br>Information he<br>reliable; howev<br>completeness c<br>omissions or fe<br>VIS is not an<br>Copyright 2022   | n a universe of<br>credit quality or<br>r or particular del<br>rein was obtaine<br>ver, VIS does<br>of any informatio<br>or the results of<br>NRSRO and i   | f credit risk<br>as exact m<br>bt issue will<br>ed from sou<br>not guaran<br>on and is n<br>btained fro<br>ts ratings a<br>ting Compa | x. Ratings are r<br>easures of the pr<br>default.<br>rces believed to<br>tee the accurac<br>of responsible for<br>m the use of su<br>are not NRSRO<br>any Limited. All                   | be accurate and<br>y, adequacy or<br>or any errors or<br>ch information.<br>Credit ratings. |  |
|                                      | guarantees of c<br>particular issued<br>Information he<br>reliable; howev<br>completeness c<br>omissions or fe<br>VIS is not an<br>Copyright 2022   | n a universe of<br>credit quality or<br>r or particular del<br>rein was obtaine<br>ver, VIS does<br>of any informatio<br>or the results of<br>NRSRO and i<br>2 VIS Credit Ra<br>pe used by news r | f credit risk<br>as exact m<br>bt issue will<br>ed from sou<br>not guaran<br>on and is n<br>btained fro<br>ts ratings a<br>ting Compa | k. Ratings are r<br>easures of the pr<br>default.<br>rces believed to<br>tee the accurac<br>of responsible for<br>m the use of su<br>are not NRSRO<br>any Limited. All<br>credit to VIS. | be accurate and<br>y, adequacy or<br>or any errors or<br>ch information.<br>Credit ratings. |  |