The Pakistan Credit Rating Agency Limited

Rating Report

Allied Bank Limited

Report Contents

Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
23-Jun-2022	AAA	A1+	Stable	Maintain	-
23-Jun-2021	AAA	A1+	Stable	Maintain	-
30-Jun-2020	AAA	A1+	Stable	Maintain	-
27-Dec-2019	AAA	A1+	Stable	Maintain	-
27-Jun-2019	AAA	A1+	Stable	Maintain	-
27-Dec-2018	AAA	A1+	Stable	Maintain	-
06-Jul-2018	AAA	A1+	Stable	Upgrade	-
29-Dec-2017	AA+	A1+	Stable	Maintain	-
23-Jun-2017	AA+	A1+	Stable	Maintain	-
24-Jun-2016	AA+	A1+	Stable	Maintain	-

Rating Rationale and Key Rating Drivers

The assigned ratings incorporate ABL’s position as one of the largest commercial bank in the country. The Bank’s technology platform is a strength. This has facilitated fast and effective decision-making while extending quality counter Banking and e-Banking services to its customers. The related benefits would continue to unfold over the years. A more focused digital drive is one of the pillars of the envisaged strategy. While the competitive landscape has been increasingly intensified, the Bank should take measurable steps to remain competitive and to improve its positioning. Ratings take into account ABL’s robust liquidity profile as evident from sizeable customer base, cost-effective deposit mix and strong liquidity buffer in terms of liquid assets to deposits and borrowings. While deposit concentration level has remained same YoY where room for improvement exists. Branch network needs to be optimized in terms of deposit penetration. At the same time, Islamic windows rally behind the relative position of the bank in the sector. The Bank’s risk absorption capacity, as reflected in its sound equity base, has grown over the years. An enduring emphasis is laid on building trade business. Also, more diversification is being planned to be achieved by enhancing portfolio in consumer, housing finance and auto loans. Another reflection of this is ABL's significantly robust CAR (22.3% as at Dec21), highest in the industry. The Bank has continued to make significant advancement in serving its customers using state of the art technology and by enhancing its digital footprint so that customers are provided with all “digital and networked banking services” on the go. Further, the Bank is among the first 3 banks who have volunteered for PBA initiative in implementing blockchain based eKYC, which is customer information sharing platform among the member banks. The ratings recognize the management's concerted efforts in sustaining the sound asset quality, which covered the comparatively high advances concentration to financially sound groups; ensuring that aggregate risks are within the Bank’s overall risk acceptance limits. The low infection ratio and good coverage ratio are considered positive. Going forward, enhanced focus on digitalization and process automation to enhance efficiency and reduce cost, would augment the banking’s risk profile. Pakistan’s economy has gone through several varied phases in last two years due to the COVID19 pandemic. Going forward, the macro-economic environment is beset with myriad challenges due to heightened interest rate, tightening of demand, rupee depreciation and higher infection. This has repercussions for the entire system including banking.

The management’s ongoing concerted efforts towards enhancing diversification in its revenue stream, achieving reduction in overall concentration, higher penetration in retail deposits and continuous improvement in cost structure remain important.

Disclosure

Name of Rated Entity	Allied Bank Limited
Type of Relationship	Solicited
Purpose of the Rating	Entity Rating
Applicable Criteria	Methodology | Financial Institution Rating(Jun-21),Criteria | Correlation Between Long-term & Short-term Rating Scales(Jun-21),Criteria | Rating Modifiers(Jun-21)
Related Research	Sector Study | Commercial Bank(Jun-22)
Rating Analysts	Iram Shahzadi | iram.shahzadi@pacra.com | +92-42-35869504

Profile

Structure Allied Bank Limited (ABL), incorporated as a public limited company, commenced operations as a Scheduled Commercial Bank in 1942. The bank is quoted on the Pakistan stock exchange under the category of commercial banks.

Background ABL was re-capitalized under a scheme of reconstruction by State Bank of Pakistan in 2004 and thereafter renamed Allied Bank Limited (ABL) in 2005. Since then, the bank has taken significant growth and is one of the largest bank in terms of deposit market share among large banks of Pakistan, at end-Dec21. Its head office is located in Lahore

Operations ABL operates with 1,427 including 117 Islamic banking branches, 7 Digital/ Self Service branches (end-Dec20: 1,400 branches including 117 Islamic banking branches) in Pakistan & 2 overseas branches (Dec-20: 2 branches). ABL has a growing subsidiary – ABL Asset Management Company – which has AUM close to PKR 94bln at end-Mar22 (end-Mar21: PKR 77bln).

Ownership

Ownership Structure Ibrahim Group (IG), through Ibrahim Holdings (Pvt). Limited owns 86.5% of shareholding in ABL. Previously, the same had been owned through Ibrahim Fibres Limited and sponsor family members. The rest is dispersed between individuals and corporates.

Stability Ownership structure of the bank is seen stable as no ownership changes are expected in near future. Majority stake will rest with the Ibrahim Group.

Business Acumen The business acumen is considered strong as the sponsors has diversified interests in various sectors since many years. Apart from interest in financial sector; IG is engaged in manufacturing of yarn and polyester staple fiber.

Financial Strength The willingness towards the business is evident from the steadfast approach used by the management.

Governance

Board Structure The eight members BoD include the CEO, three sponsors/non-executive directors, three independent directors and one non-executive director. Mr. Aizid Razzaq Gill has been designated as the CEO since Jan-21.

Members' Profile In accordance with requirements of Listed Companies (Code of Corporate Governance) Regulations, 2019, six members of BoD are "Certified Directors". Two directors are exempted from this requirement having prescribed education and experience in accordance with Regulation 19 of CCG. The participation of all board members has remained high, as reflected by attendance in CY21.

Board Effectiveness The board is currently assisted with five board committees. Namely, Audit Committee of the Board (ACOB); Board Risk Management Committee (BRMC); e-Vision Committee; Strategic Planning & Monitoring Committee (SPMC) and Human Resource & Remuneration Committee (HR&RC).

Financial Transparency KPMG Taseer Hadi and Company, Chartered Accountants, & EY Ford Rhodes Chartered Accountants, classified in category 'A' by SBP and having a satisfactory QCR rating were the joint external auditors for ABL for CY21. They have expressed an unqualified opinion on the financial reports for the year ended December 31, 2021. M/s KPMG Taseer Hadi & Co, Chartered Accountants has completed their 5 years statutory term & two years extension period. M/s EY Ford Rhodes Chartered Accountants, being eligible, have been appointed as statutory auditors of the Bank for the year ending December 31, 2022.

Management

Organizational Structure ABL is functionally divided into sixteen groups, each governed by respective chief reporting to CEO except for Chief Audit & Risk Review reporting directly to Audit Committee of Board & Corporate Affairs Group headed by Company Secretary reporting to BoD.

Management Team Mr. Aizid Razzaq Gill, carrying over 25 years of experience of Financial Management, Risk Analysis and Research and expertise in Portfolio Management of Corporate and Commercial Banking obligors, has been appointed as CEO since Jan21. ABL has a management team of experienced executives.

Effectiveness The management operates through five committees at management level including 1) Management Committee (MANCO), 2) Assets & Liabilities Committee (ALCO), 3) Risk Management Committee (RMC), 4) Compliance Committee (CC), 5) Fair Treatment Committee (FTC). MANCO is further assisted by Human Resource Committee (HRC) & IT Steering Committee (ITSC). HRC is further assisted by Central Administrative Action Committee (CAAC).

MIS Comprehensive MIS reports are generated on daily, weekly and monthly basis which are viewed by management on regular basis. During CY21, major highlight in this specific area was the development of cross platform Android & IOS based mobile applications that have the capability to monitor ATM network in real time.

Risk Management Framework ABL conducts various security assessment exercises including vulnerability assessments, penetration testings' and technical risk assessments together with compromise assessment activity as mandated by SBP. PCI DSS Certification was also achieved; depicting a major security milestone along with compliance to SWIFT customer security program as mandated by SWIFT International.

Business Risk

Industry Dynamics Pakistan's economy has gone through several varied phases in last two years. It was deeply impacted by the magnitude of the COVID19 pandemic. The economic activity revived afterwards and Pakistan posted a GDP growth rate of ~4.0% in FY21 after a contraction in economy of -0.4% in FY20 (GDP growth figures were revised after base year was changed from FY05-06 to FY15-16). Banking sector continues to flourish with high profitability. Banking sector weightage is approximately ~25% of the KSE 100 index. Total banking assets posted growth of ~19% YoY whilst investments surged by 21% YoY to PKR ~14.4trln (end-Dec20: PKR ~11.9trln). Gross Advances of the sector recorded growth (23%) to stand at PKR ~10.9trln (end-Dec20: PKR ~8.8trln). Non-performing loans witnessed slight uptick of 4% to PKR ~860bln. Capital Adequacy Ratio stood at 16.7% (regulatory requirement of 11.5%). During CY21, banking sector deposits enhanced to PKR ~21.6trln (grew by ~17%). Hence, ADR rationalized to 47% (end-Dec20: ~45%). Net profitability of the sector recorded at PKR ~267bln (CY20: PKR ~244bln); up 9% YoY. However, growth of equity base of the sector recorded meagre uptick of 0.8% YoY attributable to handsome dividend payout.

Relative Position ABL, a large-sized bank, holds a strong position in the industry with a customer deposit base of PKR 1,289bln at end-Dec21 (Dec20: PKR 1,076bln).

Revenues During CY21, ABL's mark-up earned increased by 7.3% from Dec-20 to PKR 119bln (CY20: PKR 110bln) owing to enhanced mark-up earned from investments. The net mark-up income of the bank declined to PKR 45.6bln (CY20: PKR 48.4bln) attributable to 17.6% increased in mark-up expensed. While as of Mar22, NIMR stood at PKR 12.5bln.

Performance During CY21, non-mark-up income recorded increase of 27.08% YOY to stand at PKR 15.9bln (CY20: PKR 12.5bln) mainly emanating from increase in gain on sale of investments. Bank recorded a reversal PKR 811mln (CY20: charge of PKR 844mln). Hence, net profitability stood at PKR 17.31bln (CY20: PKR 18.02bln). Furthermore, in 3MCY22, Pre-tax stood at PKR 8.01bln.

Sustainability Going forward, ABL positioned for creating long-term sustainable value for its stakeholders. The Bank is also determined to provide customer centric innovative digital financial solutions to its diverse customer base together with committing towards agility, resilience, high level of ethics, governance and professionalism.

Financial Risk

Credit Risk During CY21, ABL's advances have surged by 31.4% on YOY basis and stood at PKR 652bln (3MCY22: PKR 625bln; CY20: PKR 496bln). Growth in Islamic Financing and related assets contributed to the increase in advances during CY21.

Market Risk During CY21, ABL invested majorly in Government securities (95.9%) which are mainly T Bills & PIB's, whereas rest of the book (4.1%) is invested in strategic and non-strategic equity investments & other debt securities.

Liquidity And Funding The (Liquid Assets / Deposits and Borrowings) ratio has remained at higher and stood at (3MCY22: 59.4%; CY21: 56.3%; CY20: 64.1%). During CY21, ABL's total deposits viewed ample incline of 16% to PKR 1,413bln (end-Dec20: PKR 1,217bln).

Capitalization ABL's Capital Adequacy Ratio (CAR) are robust (1QCY22: 22.4%; CY21: 22.3%; CY20: 25.2%), herein dominant portion is Tier-I (1QCY22: 18.8%; CY21: 18.5%).

PKR mln

Allied Bank Ltd. Listed Public Limited	Mar-22 3M	Dec-21 12M	Dec-20 12M	Dec-19 12M
A BALANCE SHEET				
1 Total Finances - net	649,974	677,620	517,344	497,889
2 Investments	1,032,654	1,039,015	808,290	744,383
3 Other Earning Assets	36,421	55,294	32,872	30,419
4 Non-Earning Assets	238,939	237,477	231,533	207,729
5 Non-Performing Finances-net	857	750	419	701
Total Assets	1,958,844	2,010,156	1,590,458	1,481,121
6 Deposits	1,417,499	1,413,295	1,216,678	1,049,043
7 Borrowings	352,523	420,006	193,928	266,448
8 Other Liabilities (Non-Interest Bearing)	59,892	49,610	48,292	50,279
Total Liabilities	1,829,914	1,882,911	1,458,898	1,365,770
Equity	128,930	127,245	131,560	115,351
B INCOME STATEMENT				
1 Mark Up Earned	39,062	118,649	110,547	122,637
2 Mark Up Expensed	(26,521)	(73,062)	(62,126)	(81,130)
3 Non Mark Up Income	4,080	15,938	12,542	10,891
Total Income	16,622	61,525	60,963	52,399
4 Non-Mark Up Expenses	(8,863)	(33,946)	(30,604)	(27,610)
5 Provisions/Write offs/Reversals	252	811	(844)	(547)
Pre-Tax Profit	8,011	28,391	29,515	24,242
6 Taxes	(3,183)	(11,077)	(11,486)	(10,129)
Profit After Tax	4,828	17,314	18,029	14,113
C RATIO ANALYSIS				
1 Performance				
Net Mark Up Income / Avg. Assets	2.5%	2.5%	3.2%	2.9%
Non-Mark Up Expenses / Total Income	53.3%	55.2%	50.2%	52.7%
ROE	15.1%	13.4%	14.6%	12.7%
2 Capital Adequacy				
Equity / Total Assets (D+E+F)	6.6%	6.3%	8.3%	7.8%
Capital Adequacy Ratio	22.4%	22.3%	25.2%	21.7%
3 Funding & Liquidity				
Liquid Assets / (Deposits + Borrowings Net of Repo)	59.4%	56.3%	64.1%	59.7%
(Advances + Net Non-Performing Advances) / Deposits	44.1%	46.2%	40.8%	46.2%
CA Deposits / Deposits	37.4%	40.8%	38.4%	37.0%
SA Deposits / Deposits	35.6%	41.2%	46.9%	43.7%
4 Credit Risk				
Non-Performing Advances / Gross Advances	2.1%	2.0%	2.8%	3.2%
Non-Performing Finances-net / Equity	0.7%	0.6%	0.3%	0.6%

Credit Rating

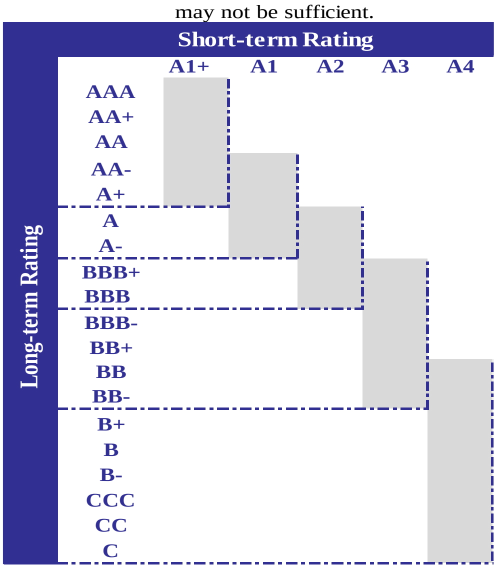
Credit rating reflects forward-looking opinion on credit worthiness of underlying entity or instrument; more specifically it covers relative ability to honor financial obligations. The primary factor being captured on the rating scale is relative likelihood of default.

Long-term Rating

Scale	Definition
AAA	**Highest credit quality.** Lowest expectation of credit risk. Indicate exceptionally strong capacity for timely payment of financial commitments
AA+ AA AA-	**Very high credit quality.** Very low expectation of credit risk. Indicate very strong capacity for timely payment of financial commitments. This capacity is not significantly vulnerable to foreseeable events.
A+ A A-	**High credit quality.** Low expectation of credit risk. The capacity for timely payment of financial commitments is considered strong. This capacity may, nevertheless, be vulnerable to changes in circumstances or in economic conditions.
BBB+ BBB BBB-	**Good credit quality.** Currently a low expectation of credit risk. The capacity for timely payment of financial commitments is considered adequate, but adverse changes in circumstances and in economic conditions are more likely to impair this capacity.
BB+ BB BB-	**Moderate risk.** Possibility of credit risk developing. There is a possibility of credit risk developing, particularly as a result of adverse economic or business changes over time; however, business or financial alternatives may be available to allow financial commitments to be met.
B+ B B-	**High credit risk.** A limited margin of safety remains against credit risk. Financial commitments are currently being met; however, capacity for continued payment is contingent upon a sustained, favorable business and economic environment.
CCC CC C	**Very high credit risk.** Substantial credit risk "CCC" Default is a real possibility. Capacity for meeting financial commitments is solely reliant upon sustained, favorable business or economic developments. "CC" Rating indicates that default of some kind appears probable. "C" Ratings signal imminent default.
D	Obligations are currently in default.

Short-term Rating

Scale	Definition
A1+	The highest capacity for timely repayment.
A1	A strong capacity for timely repayment.
A2	A satisfactory capacity for timely repayment. This may be susceptible to adverse changes in business, economic, or financial conditions.
A3	An adequate capacity for timely repayment. Such capacity is susceptible to adverse changes in business, economic, or financial
A4	The capacity for timely repayment is more susceptible to adverse changes in business, economic, or financial conditions. Liquidity may not be sufficient.



**The correlation shown is indicative and, in certain cases, may not hold.*

Outlook (Stable, Positive, Negative, Developing) Indicates the potential and direction of a rating over the intermediate term in response to trends in economic and/or fundamental business/financial conditions. It is not necessarily a precursor to a rating change. 'Stable' outlook means a rating is not likely to change. 'Positive' means it may be raised. 'Negative' means it may be lowered. Where the trends have conflicting elements, the outlook may be described as 'Developing'.

Rating Watch Alerts to the possibility of a rating change subsequent to, or, in anticipation of some material identifiable event with indeterminable rating implications. But it does not mean that a rating change is inevitable. A watch should be resolved within foreseeable future, but may continue if underlying circumstances are not settled. Rating watch may accompany rating outlook of the respective opinion.

Suspension It is not possible to update an opinion due to lack of requisite information. Opinion should be resumed in foreseeable future. However, if this does not happen within six (6) months, the rating should be considered withdrawn.

Withdrawn A rating is withdrawn on a) termination of rating mandate, b) the debt instrument is redeemed, c) the rating remains suspended for six months, d) the entity/issuer defaults., or/and e) PACRA finds it impractical to surveill the opinion due to lack of requisite information.

Harmonization A change in rating due to revision in applicable methodology or underlying scale.

Surveillance. Surveillance on a publicly disseminated rating opinion is carried out on an ongoing basis till it is formally suspended or withdrawn. A comprehensive surveillance of rating opinion is carried out at least once every six months. However, a rating opinion may be reviewed in the intervening period if it is necessitated by any material happening.

Note. This scale is applicable to the following methodology(s):

Entities
a) Broker Entity Rating
b) Corporate Rating
c) Financial Institution Rating
d) Holding Company Rating
e) Independent Power Producer Rating
f) Microfinance Institution Rating
g) Non-Banking Finance Companies (NBFCs) Rating

Instruments
a) Basel III Compliant Debt Instrument Rating
b) Debt Instrument Rating
c) Sukuk Rating

Regulatory and Supplementary Disclosure
(Credit Rating Companies Regulations,2016)

Rating Team Statements
(1) Rating is just an opinion about the creditworthiness of the entity and does not constitute recommendation to buy, hold or sell any security of the entity rated or to buy, hold or sell the security rated, as the case may be | Chapter III; 14-3-(x)

2) **Conflict of Interest**
i. The Rating Team or any of their family members have no interest in this rating | Chapter III; 12-2-(j)
ii. PACRA, the analysts involved in the rating process and members of its rating committee, and their family members, do not have any conflict of interest relating to the rating done by them | Chapter III; 12-2-(e) & (k)
iii. The analyst is not a substantial shareholder of the customer being rated by PACRA [Annexure F; d-(ii)] Explanation: for the purpose of above clause, the term “family members” shall include only those family members who are dependent on the analyst and members of the rating committee

Restrictions
(3) No director, officer or employee of PACRA communicates the information, acquired by him for use for rating purposes, to any other person except where required under law to do so. | Chapter III; 10-(5)
(4) PACRA does not disclose or discuss with outside parties or make improper use of the non-public information which has come to its knowledge during business relationship with the customer | Chapter III; 10-7-(d)
(5) PACRA does not make proposals or recommendations regarding the activities of rated entities that could impact a credit rating of entity subject to rating | Chapter III; 10-7-(k)

Conduct of Business
(6) PACRA fulfills its obligations in a fair, efficient, transparent and ethical manner and renders high standards of services in performing its functions and obligations; | Chapter III; 11-A-(a)
(7) PACRA uses due care in preparation of this Rating Report. Our information has been obtained from sources we consider to be reliable but its accuracy or completeness is not guaranteed. PACRA does not, in every instance, independently verifies or validates information received in the rating process or in preparing this Rating Report | Clause 11-(A)(p).
(8) PACRA prohibits its employees and analysts from soliciting money, gifts or favors from anyone with whom PACRA conducts business | Chapter III; 11-A-(q)
(9) PACRA ensures before commencement of the rating process that an analyst or employee has not had a recent employment or other significant business or personal relationship with the rated entity that may cause or may be perceived as causing a conflict of interest; | Chapter III; 11-A-(r)
(10) PACRA maintains principal of integrity in seeking rating business | Chapter III; 11-A-(u)
(11) PACRA promptly investigates, in the event of a misconduct or a breach of the policies, procedures and controls, and takes appropriate steps to rectify any weaknesses to prevent any recurrence along with suitable punitive action against the responsible employee(s) | Chapter III; 11-B-(m)

Independence & Conflict of interest
(12) PACRA receives compensation from the entity being rated or any third party for the rating services it offers. The receipt of this compensation has no influence on PACRA´s opinions or other analytical processes. In all instances, PACRA is committed to preserving the objectivity, integrity and independence of its ratings. Our relationship is governed by two distinct mandates i) rating mandate - signed with the entity being rated or issuer of the debt instrument, and fee mandate - signed with the payer, which can be different from the entity
(13) PACRA does not provide consultancy/advisory services or other services to any of its customers or to any of its customers’ associated companies and associated undertakings that is being rated or has been rated by it during the preceding three years unless it has adequate mechanism in place ensuring that provision of such services does not lead to a conflict of interest situation with its rating activities; | Chapter III; 12-2-(d)
(14) PACRA discloses that no shareholder directly or indirectly holding 10% or more of the share capital of PACRA also holds directly or indirectly 10% or more of the share capital of the entity which is subject to rating or the entity which issued the instrument subject to rating by PACRA; | Reference Chapter III; 12-2-(f)
(15) PACRA ensures that the rating assigned to an entity or instrument is not be affected by the existence of a business relationship between PACRA and the entity or any other party, or the non-existence of such a relationship | Chapter III; 12-2-(i)
(16) PACRA ensures that the analysts or any of their family members shall not buy or sell or engage in any transaction in any security which falls in the analyst’s area of primary analytical responsibility. This clause shall, however, not be applicable on investment in securities through collective investment schemes. | Chapter III; 12-2-(l)
(17) PACRA has established policies and procedure governing investments and trading in securities by its employees and for monitoring the same to prevent insider trading, market manipulation or any other market abuse | Chapter III; 11-B-(g)

Monitoring and review
(18) PACRA monitors all the outstanding ratings continuously and any potential change therein due to any event associated with the issuer, the security arrangement, the industry etc., is disseminated to the market, immediately and in effective manner, after appropriate consultation with the entity/issuer; | Chapter III | 18-(a)
(19) PACRA reviews all the outstanding ratings on semi-annual basis or as and when required by any creditor or upon the occurrence of such an event which requires to do so; | Chapter III | 18-(b)
(20) PACRA initiates immediate review of the outstanding rating upon becoming aware of any information that may reasonably be expected to result in downgrading of the rating; | Chapter III | 18-(c)
(21) PACRA engages with the issuer and the debt securities trustee, to remain updated on all information pertaining to the rating of the entity/instrument; | Chapter III | 18-(d)
Probability of Default
(22) PACRA´s Rating Scale reflects the expectation of credit risk. The highest rating has the lowest relative likelihood of default (i.e, probability). PACRA´s transition studies capture the historical performance behavior of a specific rating notch. Transition behavior of the assigned rating can be obtained from PACRA´s Transition Study available at our website. (www.pacra.com). However, actual transition of rating may not follow the pattern observed in the past | Chapter III | 14-(f-VII)
Proprietary Information