



KPMG Taseer Hadi & Co.
Chartered Accountants

Banking Survey 2016

Commercial Banks Operating in
Pakistan



16:31



opportunities





Banking Survey 2016

This survey has been prepared by KPMG Taseer Hadi & Co. and summarizes the performance of selected commercial banks in Pakistan for the year ended 31 December 2016.

Banking sector in Pakistan has been divided in four categories for the purpose of this survey to facilitate comparison of peer groups:

- I. Large Banks: Total assets in excess of Rs. 900 billion.
- II. Medium size Banks: Total assets in excess of Rs. 150 billion but less than Rs. 900 billion.
- III. Small Banks: Total assets less than Rs. 150 billion.
- IV. Islamic Banks: All banks carrying out Islamic banking activities only.

"Islamic Banks" have been presented as a separate category and included in their respective category of Medium and Small Banks based on total assets threshold.

Further, summarized financial information of "Islamic Banking Branches of Conventional Banks" has also been presented to have an idea about size of Islamic Banking in Pakistan.

Reference should be made to the published financial statements of the banks and definitions included in this survey to enhance the understanding of ratios and analysis of performance of a particular bank.

Comparative figures of 2015 as reported in our Banking Survey 2015 have been updated to correspond with comparative figures reported in 2016 financial statements.

We have tried to provide relevant financial analysis of the banks which we thought would be useful for benchmarking and comparison. However, we welcome any comments, which would facilitate in improving the contents of this survey. The comments may be sent on Syedanjum@kpmg.com

Karachi: 10 May 2017



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At a Glance

Large Banks

	HBL		NBP		UBL		MCB		ABL		BAF	
	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015
Ranking												
By total assets	1	1	2	2	3	3	4	4	5	5	6	6
By net assets	1	1	2	2	3	3	4	4	5	5	7	7
By profit before tax	1	1	3	4	2	2	4	3	5	5	7	7
Profit before tax (Rupees in millions)	56,525	60,286	37,594	34,173	47,154	43,447	36,721	42,789	24,178	25,776	13,354	12,657
Net Interest Margin	2.9%	2.9%	2.0%	2.5%	3.1%	3.5%	3.7%	4.1%	2.6%	3.1%	2.0%	2.5%
Spread	4.5	4.4	5.5	5.4	3.7	4.4	4.6	5.1	3.5	4.3	3.8	4.6
Return on Average Equity	18.1%	19.9%	13.1%	11.3%	17.5%	18.4%	15.4%	18.0%	15.3%	17.8%	14.3%	15.1%
Return on Average Assets	1.4%	1.7%	1.3%	1.2%	1.8%	2.0%	2.1%	2.6%	1.4%	1.7%	0.9%	0.9%
Operating Cost to Net Interest Income Ratio	68.1%	63.9%	89.9%	83.2%	61.6%	60.7%	55.4%	47.6%	63.8%	52.8%	82.4%	79.6%
Net provision / (reversal) (Rupees in millions)	718	4,508	(968)	9,945	1,605	3,822	558	545	(274)	1,586	1,183	2,288
Impairment cover (Times)	79.8	14.4	-	4.4	30.4	12.4	66.9	-	-	17.3	12.3	6.5
Non Performing Advances to gross loans	9.2%	10.9%	18.5%	16.6%	9.1%	11.1%	6.1%	6.8%	5.9%	6.4%	4.8%	5.3%
Total Assets (Rupees in millions)	2,507,182	2,218,433	1,981,417	1,711,874	1,661,742	1,486,187	1,076,690	1,020,980	1,071,044	992,739	919,443	903,416
Net Assets (Rupees in millions)	196,269	182,620	180,139	171,655	163,729	155,599	145,960	142,177	101,815	90,125	60,925	54,093
Capital Adequacy Ratio	15.5%	17.0%	17.2%	18.4%	14.9%	14.7%	19.7%	20.1%	20.9%	21.0%	13.3%	13.4%
CASA	82.2%	82.8%	69.3%	73.1%	69.6%	69.7%	92.7%	92.2%	76.0%	72.1%	83.8%	76.1%
EPS	23.23	23.93	10.83	9.42	22.70	21.36	19.82	22.38	12.84	13.37	4.92	4.72
Market Price	273.25	200.12	74.89	54.04	238.9	154.95	237.82	216.85	119.21	94.26	37.96	28.82
Market Capitalization (Rupees in million)	400,817	293,546	159,329	114,971	292,457	189,687	264,701	241,361	136,504	107,935	60,554	45,818

Medium Size Banks

	BAH		Meezan		Askari		BOP		HMB	
	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015
Ranking										
By total assets	7	7	8	9	9	8	10	11	11	10
By net assets	8	8	11	11	12	12	13	13	9	9
By profit before tax	8	9	9	10	11	11	12	12	10	8
Profit before tax (Rupees in millions)	13,196	12,266	10,517	8,926	8,483	8,291	8,056	7,500	10,348	12,565
Net Interest Margin	2.4%	2.7%	2.3%	4.2%	2.0%	2.3%	2.7%	1.9%	1.0%	2.1%
Spread	3.0	3.7	3.7	3.8	3.3	4.0	3.3	3.0	2.2	2.6
Return on Average Equity	14.3%	20.6%	20.5%	18.9%	17.4%	19.2%	19.2%	22.4%	19.6%	21.4%
Return on Average Assets	0.8%	1.2%	1.1%	1.0%	0.9%	1.0%	1.0%	1.1%	1.5%	1.7%
Operating Cost to Net Interest Income Ratio	74.2%	60.8%	87.6%	78.5%	95.2%	82.4%	69.2%	69.3%	80.4%	61.5%
Net provision / (reversal) (Rupees in millions)	(638)	1,965	(185)	563	(659)	879	1,019	3,529	845	2,226
Impairment cover (Times)	-	7.2	-	16.8	-	10.4	8.9	3.1	13.3	6.6
Non Performing Advances to gross loans	2.1%	2.7%	2.1%	3.3%	10.9%	13.8%	18.7%	22.8%	12.4%	12.3%
Total Assets (Rupees in millions)	751,820	640,285	663,268	535,950	619,673	536,189	545,219	472,283	526,443	489,886
Net Assets (Rupees in millions)	42,895	38,192	34,773	29,680	32,854	27,074	27,859	22,678	39,738	36,862
Capital Adequacy Ratio	14.3%	13.9%	12.9%	11.0%	12.5%	12.6%	12.3%	10.5%	18.4%	18.5%
CASA	79.8%	76.1%	74.3%	71.5%	80.4%	78.8%	69.6%	63.7%	55.6%	55.9%
EPS	7.33	6.60	6.17	4.84	4.14	3.89	3.13	3.03	5.85	7.32
Market Price	58.99	41.60	68.11	45.75	24.95	21.74	17.65	9.21	37.00	30.47
Market Capitalization (Rupees in million)	65,563	46,235	68,296	45,875	31,443	27,398	27,448	14,323	38,770	31,927

	SCB		Faysal		Soneri		JS		ICBC	
	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015
Ranking										
By total assets	12	12	13	13	14	14	15	16	16	21
By net assets	6	6	10	10	16	15	14	14	26	25
By profit before tax	6	6	13	13	17	17	15	16	19	19
Profit before tax (Rupees in millions)	15,345	15,384	6,659	6,920	3,077	3,596	3,854	3,768	2,372	2,821
Net Interest Margin	3.6%	4.0%	2.0%	2.8%	1.9%	2.6%	1.6%	2.2%	0.8%	1.4%
Spread	6.3	7.7	4.2	5.6	2.5	2.9	3.4	3.5	2.9	4.3
Return on Average Equity	34.2%	14.2%	13.2%	14.9%	10.3%	12.6%	12.7%	14.0%	20.1%	32.6%
Return on Average Assets	4.6%	2.0%	1.0%	1.0%	0.7%	0.9%	1.0%	1.2%	0.7%	1.6%
Operating Cost to Net Interest Income Ratio	63.7%	55.9%	96.0%	80.0%	94.7%	80.6%	129.4%	96.7%	50.7%	56.7%
Net provision / (reversal) (Rupees in millions)	(1,141)	2,049	564	1,426	24	1,029	276	718	-	-
Impairment cover (Times)	-	8.5	12.8	5.9	127.1	4.5	14.9	6.2	-	-
Non Performing Advances to gross loans	16.4%	18.4%	13.1%	14.8%	7.8%	9.6%	3.4%	3.8%	-	-
Total Assets (Rupees in millions)	473,332	447,348	444,465	430,073	278,521	253,342	268,826	220,807	243,979	140,254
Net Assets (Rupees in millions)	61,282	61,950	35,008	30,352	18,289	18,192	19,762	19,008	7,785	6,399
Capital Adequacy Ratio	20.3%	21.0%	14.6%	14.4%	14.1%	15.4%	15.7%	15.2%	12.4%	13.1%
CASA	93.0%	92.0%	67.7%	66.9%	68.1%	67.9%	44.6%	51.4%	73.9%	84.6%
EPS	2.48	2.40	3.59	3.52	1.70	2.01	2.00	1.95	-	-
Market Price	25.25	21.90	21.78	15.43	17.65	15.13	10.81	7.75	-	-
Market Capitalization (Rupees in million)	97,758	84,788	26,131	18,512	19,458	16,680	11,593	8,312	-	-

	NIB		Summit		BOK		BI		DIB	
	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015
Ranking										
By total assets	17	15	18	17	19	20	20	18	21	19
By net assets	15	16	19	20	17	17	20	22	22	24
By profit before tax	22	15	29	24	16	18	24	28	20	23
Profit before tax (Rupees in millions)	993	4,027	(1,941)	693	3,240	2,959	844	(272)	1,371	712
Net Interest Margin	1.4%	1.7%	0.6%	1.6%	1.6%	2.0%	1.5%	1.5%	2.6%	3.1%
Spread	3.7	3.8	3.7	3.8	1.4	3.4	7.3	8.0	4.3	3.9
Return on Average Equity	2.4%	15.4%	-17.8%	2.0%	12.6%	11.6%	3.8%	-2.2%	18.8%	5.6%
Return on Average Assets	0.2%	1.2%	-1.1%	0.1%	1.1%	1.3%	0.3%	-0.1%	1.2%	0.3%
Operating Cost to Net Interest Income Ratio	138.8%	138.1%	216.8%	170.5%	72.8%	60.7%	142.1%	139.7%	101.3%	108.1%
Net provision / (reversal) (Rupees in millions)	166	205	1,924	1,575	631	581	(2,030)	(631)	129	187
Impairment cover (Times)	7.0	20.6	-	1.4	6.1	6.1	-	-	11.7	4.8
Non Performing Advances to gross loans	26.1%	20.9%	17.7%	20.7%	15.1%	12.8%	16.2%	19.0%	2.5%	2.1%
Total Assets (Rupees in millions)	243,945	243,497	214,986	188,366	206,400	155,159	180,846	174,231	152,133	157,131
Net Assets (Rupees in millions)	18,805	17,140	12,645	11,949	16,143	15,918	12,445	11,186	12,107	7,976
Capital Adequacy Ratio	12.4%	11.9%	10.3%	10.2%	24.3%	23.8%	12.3%	0.0%	11.2%	11.1%
CASA	74.9%	69.4%	75.9%	70.7%	56.3%	56.9%	69.8%	66.8%	71.9%	63.4%
EPS	0.14	0.25	(1.01)	0.10	2.02	1.79	0.45	(0.24)	1.22	0.62
Market Price	1.81	1.90	4.40	3.93	16.55	11.26	13.36	11.50	-	-
Market Capitalization (Rupees in million)	18,648	19,575	7,826	4,236	16,554	11,263	13,466	11,591	-	-

Small Banks

	Sindh		Silk		Albaraka		Citibank	
	2016	2015	2016	2015	2016	2015	2016	2015
Ranking								
By total assets	22	23	23	22	24	25	25	24
By net assets	18	18	23	19	24	26	25	23
By profit before tax	18	20	21	29	28	25	14	14
Profit before tax (Rupees in millions)	2,449	2,075	1,285	(1,840)	(100)	407	5,191	5,659
Net Interest Margin	2.2%	2.7%	3.9%	2.5%	2.2%	3.0%	2.1%	3.6%
Spread	4.0	4.1	7.7	6.1	4.0	4.1	3.1	4.1
Return on Average Equity	9.3%	8.6%	5.5%	-14.8%	-1.8%	3.9%	30.5%	33.9%
Return on Average Assets	1.0%	1.0%	0.6%	-1.5%	-0.1%	0.3%	3.2%	4.2%
Operating Cost to Net Interest Income Ratio	87.4%	75.4%	122.4%	197.1%	148.2%	115.1%	73.5%	55.1%
Net provision / (reversal) (Rupees in millions)	1,608	2,520	(49)	724	(164)	(125)	(85)	(175)
Impairment cover (Times)	2.5	1.8	-	-	-	-	-	-
Non Performing Advances to gross loans	2.8%	0.6%	8.4%	12.7%	10.1%	8.0%	11.8%	12.6%
Total Assets (Rupees in Millions)	146,206	128,104	135,034	133,103	126,799	86,933	112,050	88,643
Net Assets (Rupees in Millions)	15,559	14,774	12,055	14,577	11,390	6,273	10,220	10,767
Capital Adequacy Ratio	18.2%	20.4%	10.7%	13.8%	10.3%	14.5%	30.1%	31.6%
CASA	68.7%	63.7%	55.8%	53.7%	73.8%	74.2%	73.5%	72.3%
EPS	1.40	1.25	0.09	(0.58)	(0.17)	0.27	-	-
Market Price	-	-	1.85	1.82	-	-	-	-
Market Capitalization (Rupees in million)	-	-	14,196	14,196	-	-	-	-

	Samba		DB		FWB		BOT	
	2016	2015	2016	2015	2016	2015	2016	2015
Ranking								
By total assets	26	26	27	28	28	27	29	29
By net assets	21	21	27	27	29	29	28	28
By profit before tax	23	22	25	21	27	27	26	26
Profit before tax (Rupees in millions)	926	815	739	1,656	4	34	29	63
Net Interest Margin	1.7%	2.2%	2.0%	4.4%	2.5%	2.4%	1.0%	1.1%
Spread	1.2	2.3	5.5	5.3	5.0	4.5	2.3	1.1
Return on Average Equity	4.5%	3.7%	7.3%	18.4%	0.4%	2.1%	0.3%	1.2%
Return on Average Assets	0.6%	0.7%	1.8%	4.7%	0.1%	0.3%	0.1%	0.5%
Operating Cost to Net Interest Income Ratio	94.7%	98.5%	144.2%	112.5%	140.4%	121.4%	257.2%	251.6%
Net provision / (reversal) (Rupees in millions)	265	22	(13)	(335)	(18)	225	-	-
Impairment cover (Times)	4.5	-	-	-	-	1.2	-	-
Non Performing Advances to gross loans	7.7%	7.5%	2.9%	1.4%	20.7%	20.5%	-	-
Total Assets (Rupees in millions)	101,414	80,166	24,494	21,114	18,521	21,347	10,359	10,823
Net Assets (Rupees in millions)	12,320	11,844	5,538	5,900	3,481	2,833	4,028	4,018
Capital Adequacy ratio	23.9%	30.3%	26.4%	26.0%	46.6%	41.2%	88.8%	83.7%
CASA	51.2%	54.1%	61.5%	76.9%	84.1%	85.8%	23.7%	15.8%
EPS	0.54	0.43	-	-	0.03	0.21	-	-
Market Price	7.26	6.00	-	-	-	-	-	-
Market Capitalization (Rupees in million)	6,049	6,049	-	-	-	-	-	-

Islamic Banks

	Meezan		BI		DIB		Albaraka		MCBIB	
	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015
Ranking										
By total assets	1	1	2	2	3	3	4	4	5	5
By net assets	1	1	2	2	3	4	4	5	5	3
By profit before tax	1	1	3	5	2	2	5	3	4	4
Profit before tax (Rupees in millions)	10,517	8,926	844	(272)	1,371	712	(100)	407	113	58
Net Interest Margin	2.3%	4.2%	1.5%	1.5%	2.6%	3.1%	2.2%	3.0%	2.5%	0.0%
Spread	3.7	3.8	7.3	8.0	4.3	3.9	4.0	4.1	3.6	1.4
Return on Average Equity	20.5%	18.9%	3.8%	-2.2%	18.8%	5.6%	-1.8%	3.9%	0.3%	1.2%
Return on Average Assets	1.1%	1.0%	0.3%	-0.1%	1.2%	0.3%	-0.1%	0.3%	0.1%	0.4%
Operating Cost to Net Interest Income Ratio	87.6%	78.5%	142.1%	139.7%	101.3%	108.1%	148.2%	115.1%	125.2%	73.7%
Net provision / (reversal) (Rupees in millions)	(185)	563	(2,030)	(631)	129	187	(164)	(125)	(94)	40
Impairment cover (Times)	-	16.8	-	-	11.7	4.8	-	-	-	2.4
Non Performing Advances to gross loans	2.1%	3.3%	16.2%	19.0%	2.5%	2.1%	10.1%	8.0%	0.0%	0.0%
Total Assets (Rupees in millions)	663,268	535,950	180,846	174,231	152,133	157,131	126,799	86,933	28,569	26,888
Net Assets (Rupees in millions)	34,773	29,680	12,445	11,186	12,107	7,976	11,390	6,273	10,266	9,983
Capital Adequacy ratio	12.9%	11.0%	12.3%	0.0%	11.2%	11.1%	10.3%	14.5%	39.7%	46.5%
CASA	74.3%	71.5%	69.8%	66.8%	71.9%	63.4%	73.8%	74.2%	66.5%	55.1%
EPS	6.17	5.01	0.45	(0.24)	1.22	0.62	(0.17)	0.27	0.11	0.06
Market Price	68.11	45.75	13.36	11.50	-	-	-	-	-	-
Market Capitalization (Rupees in million)	68,296	45,875	13,466	11,591	-	-	-	-	-	-



Summary of Financial Information

Large Banks

Assets

Bank	Cash & bank	Investments	Lendings to financial institutions	Loans and advances - net of provisions	Operating fixed assets & intangible assets	Other assets	Total assets
<i>Rupees in millions</i>							
HBL	284,397	1,344,405	34,048	748,466	36,088	59,779	2,507,183
NBP	174,481	896,281	121,709	668,884	34,058	86,003	1,981,416
UBL	165,735	838,262	35,485	537,782	39,299	45,179	1,661,742
MCB	82,934	556,770	2,810	364,334	35,226	34,616	1,076,690
ABL	73,884	590,925	10,513	330,272	32,783	32,667	1,071,044
BAF	83,570	389,667	30,149	378,724	18,217	19,116	919,443
	865,001	4,616,310	234,714	3,028,462	195,671	277,360	9,217,518

Liabilities and Equity

Bank	Bills payable	Borrowings	Deposits	Subordinated loans	Other liabilities	Equity	Total
<i>Rupees in millions</i>							
HBL	31,196	332,823	1,885,959	9,998	50,938	196,269	2,507,183
NBP	10,187	44,864	1,657,132	-	89,094	180,139	1,981,416
UBL	11,759	205,865	1,245,792	-	34,597	163,729	1,661,742
MCB	13,291	77,439	795,690	-	44,310	145,960	1,076,690
ABL	9,849	126,369	805,090	-	27,921	101,815	1,071,044
BAF	12,887	178,711	640,854	8,318	17,748	60,925	919,443
	89,169	966,071	7,030,517	18,316	264,608	848,837	9,217,518

Income Statement

Bank	Spread	Net provision	Non-mark-up / Non-interest income	Operating income	Operating expenses	Profit before tax	Taxation	Profit after tax	Other Comprehensive Income
<i>Rupees in millions</i>									
HBL	81,951	718	31,062	112,296	55,771	56,525	22,319	34,206	(1,671)
NBP	55,434	(968)	31,032	87,435	49,840	37,595	14,507	23,087	1,084
UBL	58,821	1,605	25,134	83,408	36,253	47,154	19,152	28,002	(3,460)
MCB	44,800	558	17,303	61,545	24,824	36,721	14,547	22,174	(1,366)
ABL	33,266	(274)	11,869	45,409	21,231	24,178	9,478	14,700	3,934
BAF	28,771	1,183	9,480	37,067	23,713	13,354	5,415	7,939	289
	303,043	2,822	125,880	427,160	211,632	215,527	85,418	130,108	(1,190)

Medium Size Banks

Assets

Bank	Cash & bank	Investments	Lendings to financial institutions	Loans and advances - net of provisions	Operating fixed assets & intangible assets	Other assets	Total assets
<i>Rupees in millions</i>							
BAH	53,510	405,343	-	261,441	18,915	12,610	751,819
Meezan	68,105	134,797	129,115	311,530	9,032	10,689	663,268
Askari	48,414	295,846	6,837	235,164	11,020	22,393	619,674
BOP	39,522	199,784	11,562	262,025	7,693	24,632	545,218
HMB	37,822	314,133	16,751	142,951	3,247	11,539	526,443
SCB	46,430	245,850	19,798	113,951	31,869	15,435	473,333
Faysal	38,379	170,210	5,000	204,831	12,112	13,933	444,465
Soneri	19,102	117,884	5,537	125,306	5,138	5,554	278,521
JS	16,277	135,039	11,334	93,813	6,022	6,341	268,826
ICBC	12,063	209,337	8,687	6,097	642	7,152	243,978
NIB	9,544	124,489	3,243	87,306	3,395	15,968	243,945
Summit	15,369	90,365	1,632	79,844	12,326	15,450	214,986
BOK	18,617	141,602	8,827	31,644	2,071	3,640	206,401
BI	10,062	46,317	27,219	77,817	9,348	10,084	180,847
DIB	14,551	27,212	12,536	93,911	1,870	2,053	152,133
	447,767	2,658,208	268,078	2,127,631	134,700	177,473	5,813,857

Liabilities and Equity

Bank	Bills payable	Borrowings	Deposits	Subordinated loans	Other liabilities	Equity	Total
<i>Rupees in millions</i>							
BAH	13,872	93,717	584,166	3,999	13,170	42,895	751,819
Meezan	9,131	32,006	564,000	7,000	16,358	34,773	663,268
Askari	8,580	89,262	472,803	4,995	11,180	32,854	619,674
BOP	4,183	39,829	453,220	4,500	15,627	27,859	545,218
HMB	8,109	37,205	430,444	-	10,947	39,738	526,443
SCB	10,822	14,401	365,562	2,500	18,766	61,282	473,333
Faysal	5,982	52,806	340,306	1,497	8,866	35,008	444,465
Soneri	3,254	38,905	210,840	2,999	4,234	18,289	278,521
JS	2,544	10,320	225,005	3,000	8,195	19,762	268,826
ICBC	831	169,531	52,779	-	13,052	7,785	243,978
NIB	2,634	117,175	97,072	4,194	4,065	18,805	243,945
Summit	5,061	49,820	142,736	1,497	3,227	12,645	214,986
BOK	776	28,701	157,020	-	3,761	16,143	206,401
BI	2,274	6,066	154,400	-	5,662	12,445	180,847
DIB	2,219	5,670	129,265	-	2,872	12,107	152,133
	80,272	785,414	4,379,618	36,181	139,982	392,390	5,813,857

Income Statement

Bank	Spread	Net provision	Non-mark-up / Non-interest income	Operating income	Operating expenses	Profit before tax	Taxation	Profit after tax	Other Comprehensive Income
<i>Rupees in millions</i>									
BAH	24,688	(638)	5,122	30,448	17,252	13,196	5,051	8,145	449
Meezan	18,558	(185)	6,865	26,774	16,257	10,517	3,915	6,602	1,642
Askari	15,016	(659)	7,106	22,781	14,298	8,483	3,256	5,227	990
BOP	12,241	1,019	5,303	16,525	8,468	8,057	3,192	4,864	318
HMB	11,774	845	8,889	19,818	9,470	10,348	4,219	6,129	(1,146)
SCB	19,385	(1,141)	7,163	27,689	12,344	15,345	5,727	9,618	(2,510)
Faysal	12,066	564	6,768	18,270	11,590	6,659	2,357	4,301	407
Soneri	6,844	24	2,736	9,556	6,479	3,077	1,198	1,879	(333)
JS	5,892	276	5,863	11,478	7,624	3,854	1,395	2,459	(973)
ICBC	2,171	-	1,303	3,474	1,102	2,372	945	1,427	(42)
NIB	4,401	166	2,864	7,100	6,107	993	565	428	64
Summit	2,776	1,924	3,225	4,077	6,018	(1,941)	251	(2,192)	737
BOK	4,406	631	2,673	6,449	3,209	3,240	1,219	2,021	609
BI	4,336	(2,030)	638	7,004	6,160	844	391	453	738
DIB	5,213	129	1,567	6,651	5,280	1,371	515	856	34
	149,767	925	68,085	218,094	131,658	86,415	34,196	52,217	983

Small Banks

Assets

Bank	Cash & bank	Investments	Lendings to financial institutions	Loans and advances - net of provisions	Operating fixed assets & intangible assets	Other assets	Total assets
<i>Rupees in millions</i>							
Sindh	8,694	70,890	6,939	51,902	1,833	5,947	146,205
Silk	7,459	37,488	707	64,803	4,101	20,476	135,034
Albaraka	19,709	24,602	2,693	66,785	4,502	8,509	126,800
Citibank	7,024	66,676	13,325	21,422	579	3,024	112,050
SAMBA	5,540	57,237	5,277	28,790	1,459	3,112	101,415
DB	5,130	-	14,630	3,215	292	1,227	24,494
FWB	1,194	8,033	100	8,213	337	646	18,523
BOT	3,586	792	4,010	1,852	48	70	10,358
	58,336	265,718	47,681	246,982	13,151	43,011	674,879

Liabilities and Equity

Bank	Bills payable	Borrowings	Deposits	Subordinated loans	Other liabilities	Equity	Total
<i>Rupees in millions</i>							
Sindh	714	8,911	118,843	-	2,178	15,559	146,205
Silk	3,996	30,196	86,787	-	2,000	12,055	135,034
Albaraka	1,386	3,223	105,843	1,429	3,529	11,390	126,800
Citibank	2,524	18,395	75,076	-	5,835	10,220	112,050
SAMBA	915	35,847	50,307	-	2,026	12,320	101,415
DB	2,976	28	14,092	-	1,860	5,538	24,494
FWB	214	744	13,709	-	375	3,481	18,523
BOT	113	829	5,144	-	244	4,028	10,358
	12,838	98,173	469,801	1,429	18,047	74,591	674,879

Income Statement

Bank	Spread	Net provision / (reversal)	Non-mark-up / Non-interest income	Operating income	Operating expenses	Profit / (loss) before tax	Taxation	Profit / (loss) after tax	Other Comprehensive Income
<i>Rupees in millions</i>									
Sindh	4,465	1,608	3,496	6,353	3,904	2,449	1,045	1,403	(629)
Silk	4,349	(49)	2,213	6,611	5,326	1,285	547	739	(34)
Albaraka	2,363	(164)	874	3,402	3,502	(100)	55	(155)	428
Citibank	2,825	(85)	4,358	7,267	2,076	5,191	1,990	3,201	(149)
SAMBA	2,106	265	1,079	2,920	1,993	927	382	545	(70)
DB	703	(13)	1,036	1,753	1,014	739	320	419	(113)
FWB	639	(18)	245	902	898	4	(7)	11	15
BOT	86	-	164	250	221	29	18	11	(0.4)
	17,536	1,544	13,465	29,458	18,934	10,524	4,350	6,174	(551)

Islamic Banks

Assets

Bank	Cash & bank	Investments	Lendings to financial institutions	Loans and advances - net of provisions	Operating fixed assets & intangible assets	Other assets	Total assets
<i>Rupees in millions</i>							
Meezan	68,105	134,797	129,115	311,530	9,032	10,689	663,268
BI	10,062	46,317	27,219	77,817	9,348	10,083	180,846
DIB	14,551	27,212	12,536	93,911	1,870	2,053	152,133
Albaraka	19,709	24,602	2,693	66,785	4,502	8,509	126,800
MCBIB	4,261	5,770	-	16,173	2,104	261	28,569
	116,688	238,698	171,563	566,216	26,856	31,595	1,151,616

Liabilities and Equity

Bank	Bills payable	Borrowings	Deposits	Subordinated loans	Other liabilities	Equity	Total
<i>Rupees in millions</i>							
Meezan	9,131	32,006	564,000	7,000	16,358	34,773	663,268
BI	2,274	6,066	154,400	-	5,662	12,444	180,846
DIB	2,219	5,670	129,265	-	2,872	12,107	152,133
Albaraka	1,386	3,223	105,843	1,429	3,529	11,390	126,800
MCBIB	448	2,786	14,279	-	790	10,266	28,569
	15,458	49,751	967,787	8,429	29,210	80,980	1,151,616

Income Statement

Bank	Spread	Net provision / (reversal)	Non-mark-up / Non-interest income	Operating income	Operating expenses	Profit before tax	Taxation	Profit after tax	Other Comprehensive Income
<i>Rupees in millions</i>									
Meezan	18,558	(185)	6,865	26,774	16,257	10,517	3,915	6,602	1,642
BI	4,336	(2,030)	638	7,004	6,160	844	391	453	738
DIB	5,213	129	1,567	6,651	5,280	1,371	515	856	34
Albaraka	2,363	(164)	874	3,402	3,502	(100)	55	(155)	428
MCBIB	950	(94)	259	1,304	1,190	114	34	80	(2)
	31,420	(2,344)	10,203	45,135	32,389	12,746	4,910	7,836	2,839

Islamic Banking Business of Conventional Banks

Assets

Bank	Cash & bank	Investments	Due to financial institutions	Islamic financing and related assets	Operating fixed assets	Other assets	Total assets
<i>Rupees in millions</i>							
HLB	6,183	96,575	7,458	31,972	-	500	142,688
BAF	11,864	38,670	27,997	56,721	2,128	2,318	139,698
Faysal	5,685	16,247	-	32,317	1,175	955	56,379
SCB	6,793	8,203	4,513	32,133	40	719	52,401
UBL	5,189	13,105	12,726	7,284	156	9,510	47,970
HMB	2,724	20,541	13,613	8,430	80	1,416	46,804
Askari	5,683	4,704	2,330	25,669	613	1,863	40,862
NBP	8,217	15,758	7,687	3,199	115	839	35,815
BOK	10,446	10,541	8,635	5,627	280	108	35,637
BAH	1,854	9,133	-	18,129	182	253	29,551
MCB	4,261	5,770	-	16,173	2,104	261	28,569
BOP	4,058	5,512	5,100	8,937	258	252	24,117
Summit	840	3,613	150	9,328	157	134	14,222
Silk	1,119	981	920	8,223	94	1,299	12,636
Soneri	647	5,265	1,691	3,727	157	381	11,868
ABL	665	6,047	1,200	605	427	178	9,122
Sindh	332	1,036	330	2,151	115	78	4,042
	76,560	261,701	94,350	270,625	8,081	21,064	732,381

Liabilities and Equity

Bank	Bills payable	Due to financial institutions	Deposits	Other liabilities	Equity	Total
<i>Rupees in millions</i>						
HLB	5	5,754	124,292	5,331	7,306	142,688
BAF	1,863	3,833	117,561	6,303	10,138	139,698
Faysal	897	200	47,709	3,164	4,409	56,379
SCB	209	2,625	39,397	5,560	4,610	52,401
UBL	238	-	45,341	721	1,670	47,970
HMB	305	861	43,155	506	1,977	46,804
Askari	749	2,018	34,415	1,162	2,518	40,862
NBP	59	-	33,088	1,144	1,524	35,815
BOK	313	-	30,831	416	4,077	35,637
BAH	23	2,642	22,607	1,639	2,640	29,551
MCB	448	2,786	14,279	790	10,266	28,569
BOP	228	-	21,846	747	1,296	24,117
Summit	152	-	11,993	687	1,390	14,222
Silk	491	-	10,901	51	1,193	12,636
Soneri	87	72	10,353	157	1,199	11,868
ABL	68	-	8,555	124	375	9,122
Sindh	30	150	3,433	50	379	4,042
	6,165	20,941	619,756	28,552	56,967	732,381

Income Statement

Bank	Net spread earned	Depreciation on assets given on liarrah	Net provision / (reversal)	Other income	Operating expenses	Profit / (loss) before tax
<i>Rupees in millions</i>						
HLB	3,954	176	(4)	231	648	3,365
BAF	3,856	-	219	588	3,063	1,162
Faysal	1,218	-	26	172	1,443	(79)
SCB	2,442	-	(40)	672	1,916	1,238
UBL	641	-	(1)	132	850	(76)
HMB	446	-	16	175	414	192
Askari	1,176	-	(56)	168	1,369	31
NBP	741	67	-	190	1,245	(381)
BOK	1,328	-	49	155	1,120	314
BAH	665	-	4	128	682	108
MCB	950	-	(94)	259	1,190	114
BOP	732	-	-	53	665	121
Summit	274	-	-	67	204	137
Silk	370	-	-	13	335	48
Soneri	271	-	(10)	58	224	115
ABL	160	-	-	85	391	(147)
Sindh	45	-	-	19	152	(88)
	19,269	243	109	3,165	15,911	6,174

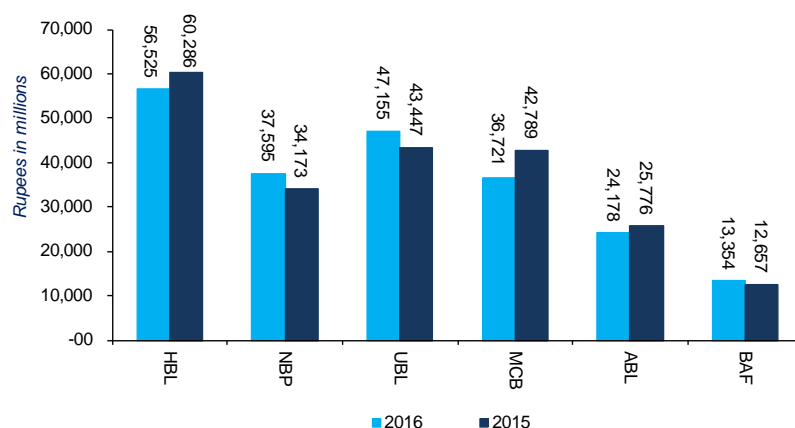
Profitability

	Profit before tax		Taxation		Profit after tax		OCI	
	2016	2015	2016	2015	2016	2015	2016	2015
<i>Rupees in millions</i>								
Large Banks	215,528	219,128	85,418	89,076	130,110	130,052	(1,190)	(7,131)
Medium Size Banks	86,436	89,663	34,196	35,617	52,240	54,046	983	882
Small Banks	10,524	8,869	4,350	3,941	6,174	4,928	(551)	(607)
Total	312,488	317,660	123,964	128,634	188,524	189,026	(758)	(6,856)

The profit before tax of banks included in this survey has decreased by 1.6% to Rs. 312.488 billion in 2016 from Rs. 317.660 billion in 2015 mainly due to decreased net interest income.

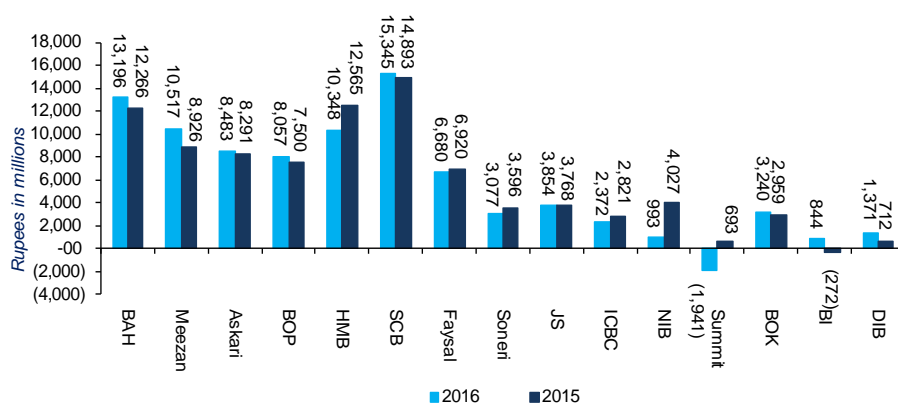
Large Banks

All large banks experienced mixed results with NBP, UBL and BAF reporting increase in profits this year.



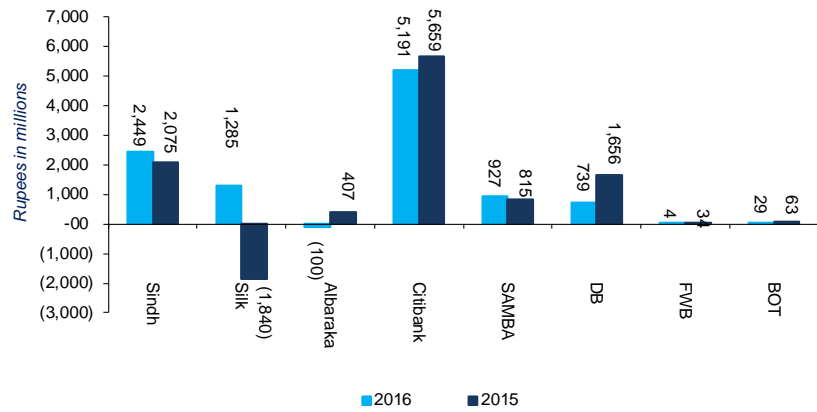
Medium Size Banks

The medium sized banks also experienced mixed results with Summit and NIB reporting a significant decrease in profits.

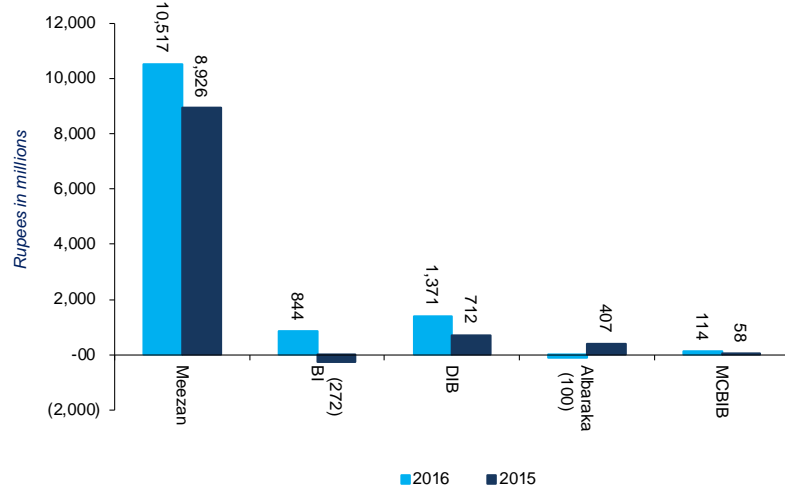


Small Banks

Small banks also experienced mixed trends in their profitability with Silk bank reporting a significant increase.



Islamic Banks



Spread

Spread as per SBP

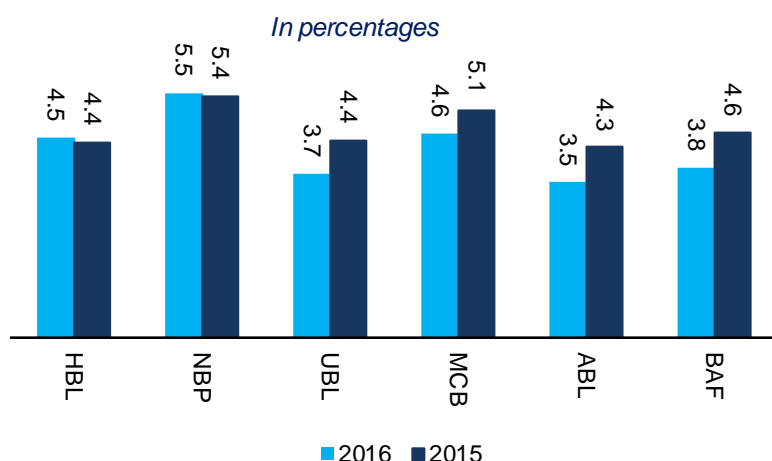
The overall average spread of the industry for last five years as disclosed in SBP Statistical Bulletins was as follows:

	2016	2015	2014	2013	2012
<i>In percentage</i>					
Weighted average lending rate	8.5	9.6	11.1	11.3	12.8
Weighted average deposit rate	3.3	4.1	5.0	5.1	5.8
Banking spread	5.2	5.5	6.1	6.2	7.0

However, based on our working the spread of various categories of banks are different to the ones disclosed in SBP statistics.

Average Spread of Large Banks as per survey

Average spread of large banks in 2016 was 4.3% as compared to 4.7% in 2015.

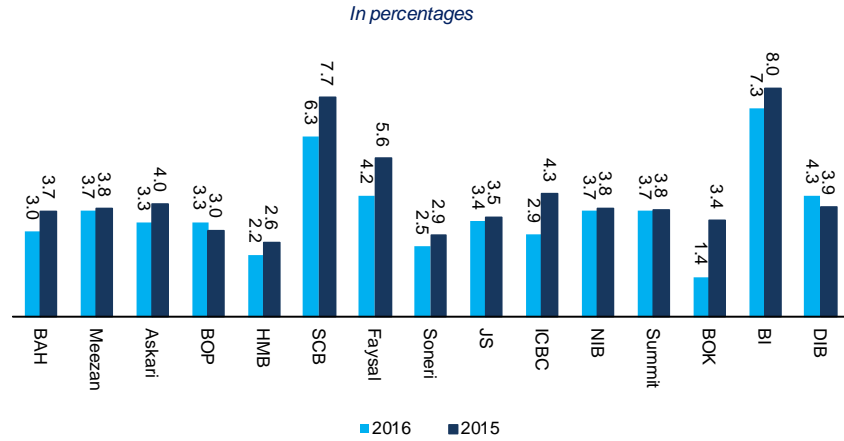


Difference between mark-up / return / interest earned on loans and advances as a percentage of average loans and advances at two year ends and mark-up / return / interest expense of deposits as a percentage of average deposits at two year ends

Average Spread of Medium Size Banks as per survey

Average spread of medium sized banks in 2016 was 3.7% as compared to 4.3% in 2015.

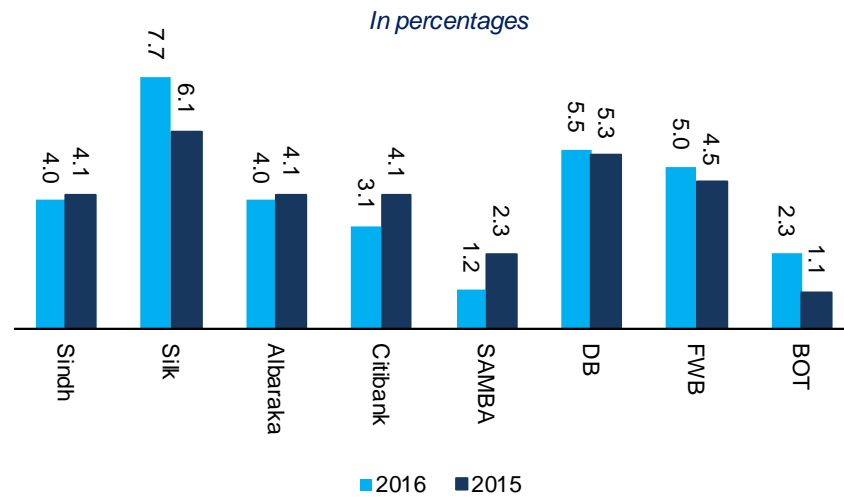
Difference between mark-up / return / interest earned on loans and advances as a percentage of average loans and advances at two year ends and mark-up / return / interest expense of deposits as a percentage of average deposits at two year ends



Average Spread of Small Banks as per survey

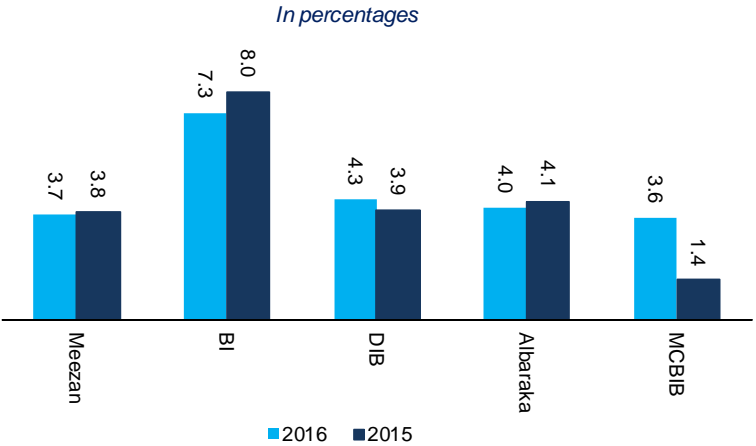
Average spread of small banks in 2016 was 4.1% as compared to 4.0% in 2015.

Difference between mark-up / return / interest earned on loans and advances as a percentage of average loans and advances at two year ends and mark-up / return / interest expense of deposits as a percentage of average deposits at two year ends



Average Spread of Islamic Banks as per survey

Average spread of Islamic banks in 2016 was 4.6% as compared to 4.2% in 2015.



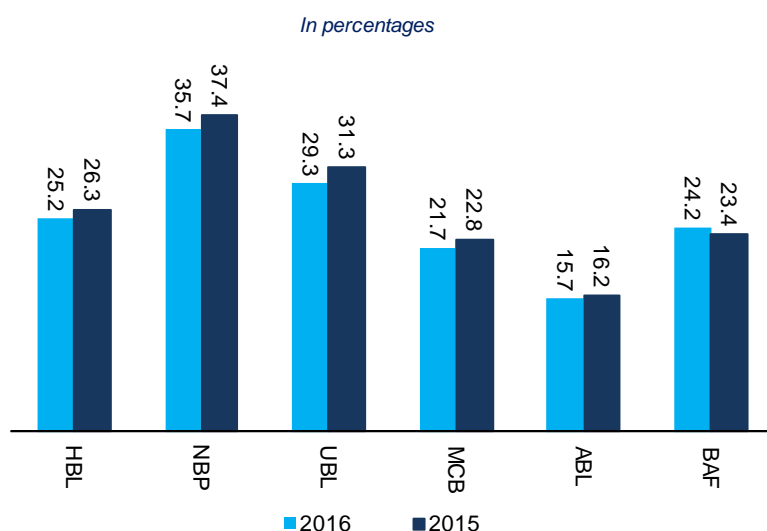
Difference between mark-up / return / interest earned on loans and advances as a percentage of average loans and advances at two year ends and mark-up / return / interest expense of deposits as a percentage of average deposits at two year ends



Non-Funded Income

Non Funded Income as a percentage of net interest income, of banks included in this survey, has increased from 26.9% in 2015 to 27.38% in 2016. However, in absolute terms the non-funded income has decreased by 0.1% from last year.

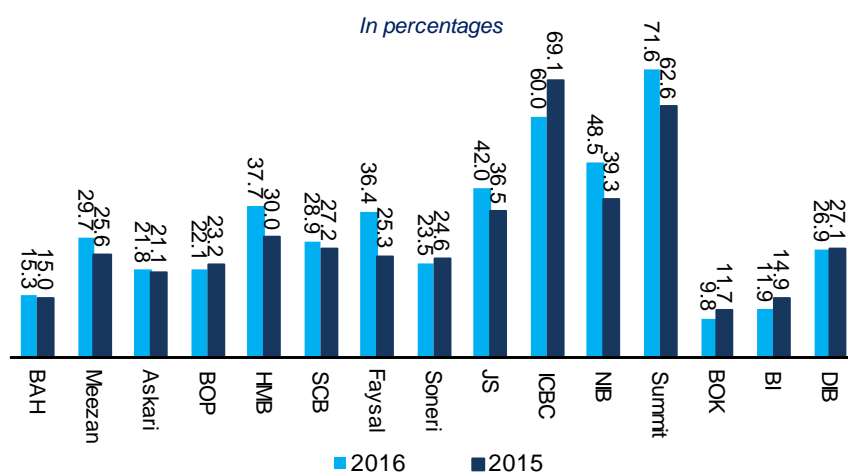
Large Banks



Non-funded income comprises of fee, commission & brokerage, rent, income from dealing in foreign currencies, profit on sale of fixed & other assets and other non-fund receipts

Net interest income means mark-up / return / interest earned (before provisions) less mark-up / return / interest expensed

Medium Size Banks



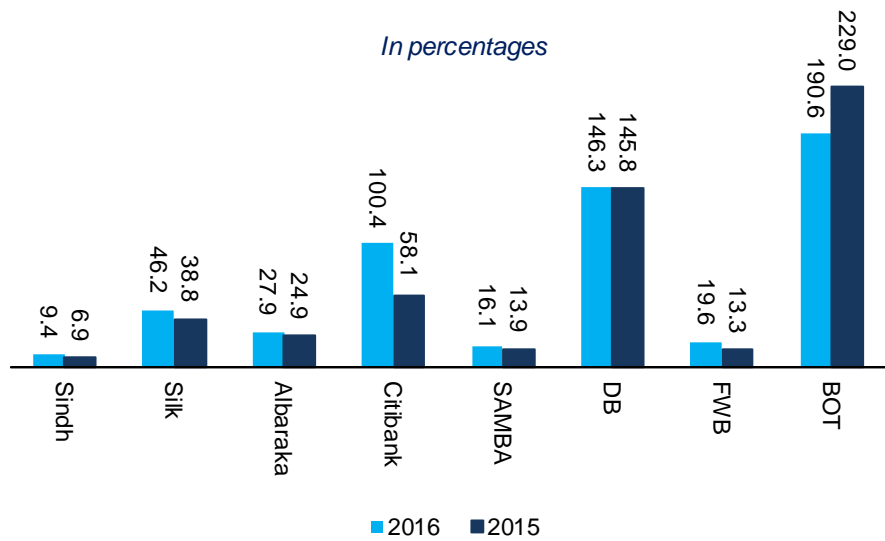
Non-funded income comprises of fee, commission & brokerage, rent, income from dealing in foreign currencies, profit on sale of fixed & other assets and other non-fund receipts

Net interest income means mark-up / return / interest earned (before provisions) less mark-up / return / interest expensed

Non-funded income comprises of fee, commission & brokerage, rent, income from dealing in foreign currencies, profit on sale of fixed & other assets and other non-fund receipts.

Net interest income means mark-up / return / interest earned (before provisions) less mark-up / return / interest expensed

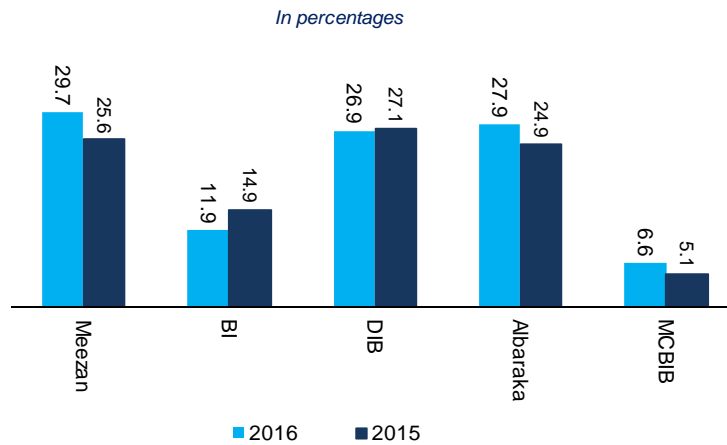
Small Banks



Non-funded income comprises of fee, commission & brokerage, rent, income from dealing in foreign currencies, profit on sale of fixed & other assets and other non-fund receipts.

Net interest income means mark-up / return / interest earned (before provisions) less mark-up / return / interest expensed

Islamic Banks



Staff Costs

Staff costs averaged approximately 51.9% of total operating expenses in 2016 (2015: 52.2%).

Large Banks

	Staff cost		Number of staff		Cost per staff	
	2016	2015	2016	2015	2016	2015
	Rupees in millions		Numbers		Rupees in thousands	
HBL	26,572	24,430	17,303	15,060	1,536	1,622
NBP	33,305	29,925	16,094	16,171	2,069	1,851
UBL	19,103	18,384	14,728	15,132	1,297	1,215
MCB	12,000	11,390	13,330	12,491	900	912
ABL	11,175	10,124	11,163	10,350	1,001	978
BAF	10,889	10,183	7,902	7,875	1,378	1,293
	113,044	104,436	80,520	77,079		

Staff cost includes salaries, allowances and staff retirement benefits

Medium Size Banks

	Staff cost		Number of staff		Cost per staff	
	2016	2015	2016	2015	2016	2015
	Rupees in millions		Numbers		Rupees in thousands	
BAH	8,522	7,246	10,794	9,415	790	770
Meezan	7,830	7,100	9,493	8,890	825	799
Askari	7,924	6,580	7,252	6,872	1,093	958
BOP	4,465	3,877	7,389	6,740	604	575
HMB	5,017	4,556	4,621	4,297	1,086	1,060
SCB	5,782	5,796	3,803	3,798	1,520	1,526
Faysal	5,127	4,671	6,395	5,357	802	872
Soneri	2,674	2,519	3,725	3,676	718	685
JS	3,523	2,003	4,509	3,243	781	618
ICBC	897	897	100	91	8,970	9,857
NIB	3,021	3,090	2,689	2,678	1,123	1,154
Summit	2,323	2,027	3,089	2,908	752	697
BOK	1,826	1,682	2,262	2,315	807	727
BI	2,702	2,182	3,849	3,537	702	617
DIB	2,149	2,149	2,828	2,952	760	728
	63,782	56,375	72,798	66,769		

Staff cost includes salaries, allowances and staff retirement benefits.

Small Banks

	Staff cost		Number of staff		Cost per staff	
	2016	2015	2016	2015	2016	2015
	Rupees in millions		Numbers		Rupees in thousands	
Sindh	1,621	1,621	2,193	1,994	739	813
Silk	2,552	2,552	3,367	3,153	758	809
Albaraka	1,476	1,254	2,745	1,845	538	680
Citibank	635	635	246	276	2,581	2,301
SAMBA	911	911	680	657	1,340	1,387
DB	486	486	104	105	4,673	4,629
FWB	488	488	556	564	878	865
BOT	84	90	52	55	1,615	1,636
	8,253	8,037	9,943	8,649		

Staff cost includes salaries, allowances and staff retirement benefits

Islamic Banks

	Staff cost		Number of staff		Cost per staff	
	2016	2015	2016	2015	2016	2015
	Rupees in millions		Numbers		Rupees in thousands	
Meezan	7,830	7,100	9,493	8,890	825	799
BI	2,702	2,182	3,849	3,537	702	617
DIB	2,149	2,149	2,828	2,952	760	728
Albaraka	1,476	1,254	2,745	1,845	538	680
MCBIB	73	77	690	358	106	215
	14,230	12,762	19,605	17,582		

Staff cost includes salaries, allowances and staff retirement benefits

Remuneration of Executives

Large Banks

Remuneration of executives

	CEO Remuneration		Remuneration of Executives		Number of Executives	
	2016	2015	2016	2015	2016	2015
	Rupees in thousands				Numbers	
HBL *	81,310	75,151	12,328,574	11,614,998	3,949	3,972
NBP	49,728	71,093	8,713,713	6,266,683	2,396	1,803
UBL *	144,167	127,305	8,333,220	7,476,961	1,936	1,871
MCB	89,141	84,696	4,118,398	3,581,948	1,432	1,216
ABL	58,137	52,289	4,248,026	3,814,752	1,415	1,320
BAF *	101,681	97,114	5,017,705	4,352,404	2,166	1,871
	524,164	507,648	42,759,636	37,107,746	13,294	12,053

Medium Size Banks

Remuneration of executives

	CEO Remuneration		Remuneration of Executives		Number of Executives	
	2016	2015	2016	2015	2016	2015
	Rupees in thousands				Numbers	
BAH	49,342	34,078	4,364,033	3,684,755	2,066	1,592
Meezan*	65,911	67,989	2,442,529	2,030,368	1,089	892
Askari	93,079	81,700	2,910,467	2,516,086	757	722
BOP	85,978	73,736	1,606,679	1,047,769	819	446
HMB	73,417	84,663	2,942,521	2,632,934	1,214	1,092
SCB	71,732	69,456	2,973,065	2,914,896	1,236	1,213
Faysal*	48,466	45,079	1,839,778	1,789,248	633	601
Soneri*	68,358	64,441	1,417,164	1,384,443	738	626
JS	39,500	24,900	2,122,844	1,279,819	1,118	692
ICBC*	49,828	67,942	744,684	431,715	74	53
NIB	234,541	51,422	1,673,943	1,592,230	701	772
Summit	29,372	32,420	1,064,674	872,110	437	356
BOK	20,089	21,493	254,466	178,102	67	60
BI	36,386	33,920	811,320	503,049	478	262
DIB	72,103	50,773	958,586	870,862	370	339
	1,038,102	804,012	28,126,753	23,728,386	11,797	9,718

Small Banks

Remuneration of executives

	CEO Remuneration		Remuneration of Executives		Number of Executives	
	2016	2015	2016	2015	2016	2015
	Rupees in thousands				Numbers	
Sindh *	24,529	80,349	820,047	687,809	329	271
Silk	78,954	83,053	1,300,276	1,215,285	453	437
Albaraka	55,858	50,865	635,063	524,401	399	244
Citibank	71,452	69,594	545,597	430,021	146	123
SAMBA	72,276	61,614	616,632	498,170	204	184
DB	56,360	45,595	283,505	230,821	69	63
FWB	26,187	28,080	216,757	183,946	101	96
BOT	17,386	16,152	35,860	37,068	18	18
	403,002	435,302	4,453,737	3,807,521	1,719	1,436

Islamic Banks

Remuneration of executives

	CEO Remuneration		Remuneration of Executives		Number of Executives	
	2016	2015	2016	2015	2016	2015
	Rupees in thousands				Numbers	
Meezan*	65,911	67,989	2,442,529	2,030,368	1,089	892
BI	36,386	33,920	811,320	503,049	478	262
DIB	72,103	50,773	958,586	870,862	370	339
Albaraka	55,858	50,865	635,063	524,401	380	244
MCBIB	43,960	4,152	356,177	42,283	171	78
	274,218	207,699	5,203,675	3,970,963	2,488	1,815

The above information has been obtained from the note "Compensation of Directors and Executives" of the Financial Statements of the Banks. However, for the institutions marked with a steric *, information about certain benefits such as performance bonus and shares options scheme is disclosed in other notes. In most cases the information has been disclosed in aggregate with either key management personnel or with executives. The amount paid to CEO is not identified separately. Accordingly those benefits are not included in the CEO remuneration.

The CEO remuneration disclosed above have been taken from the un-consolidated financial statements.

Loans and Advances

Total loans and advances of banks under review have increased by 12.68% in 2016 (2015: 6.8%) to Rs. 5,906 billion at 31 December 2016 (2015: Rs. 5,242 billion). The growth of various categories of banks was as follows:

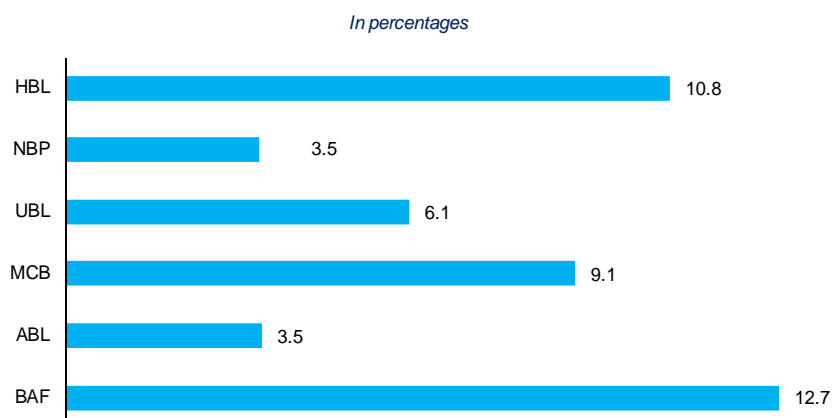
	2016	2015
Large Banks	11.9%	3.0%
Medium Size Banks	13.7%	13.5%
Small Banks	14.1%	1.7%
Islamic Banks	26.6%	39.6%

Growth in Loans and Advances

Large Banks

	Annual increase		Gross Advances		
	2016-15	2015-14	2016	2015	2014
	<i>In percentages</i>		<i>Rupees in millions</i>		
HBL	15.7	6.1	817,250	706,563	666,201
NBP	12.8	(5.1)	783,555	694,615	731,980
UBL	9.1	3.2	579,159	530,734	514,283
MCB	14.5	3.9	384,033	335,276	322,759
ABL	2.4	4.6	349,056	340,812	325,868
BAF	13.0	12.4	395,869	350,353	311,680
	11.9	3.0	3,308,922	2,958,353	2,872,771

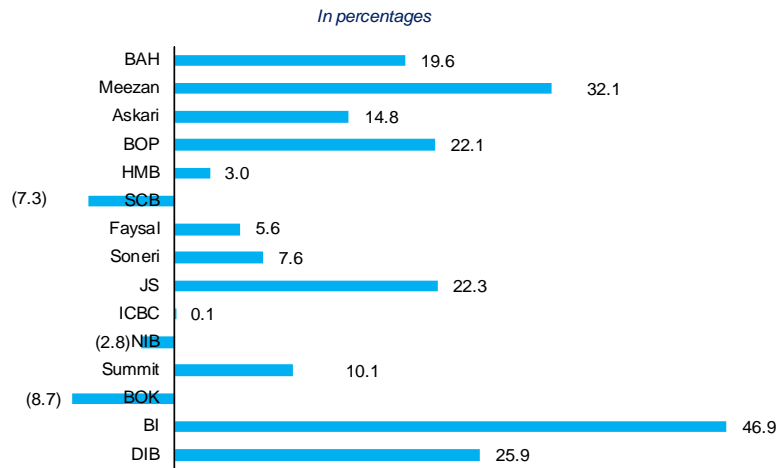
Annualised Increase (2014 – 16)



Medium Size Banks

	Annual increase		Gross Advances		
	2016-15	2015-14	2016	2015	2014
	<i>In percentages</i>		<i>Rupees in millions</i>		
BAH	24.8	14.5	269,268	215,702	188,353
Meezan	48.1	17.7	319,617	215,776	183,286
Askari	14.8	14.9	262,123	228,419	198,851
BOP	17.4	27.0	293,879	250,299	197,083
HMB	6.5	(0.4)	159,882	150,076	150,739
SCB	2.5	(16.2)	133,631	130,370	155,619
Faysal	11.8	(0.2)	229,826	205,624	206,107
Soneri	10.9	4.3	133,753	120,617	115,614
JS	21.5	23.1	96,472	79,402	64,502
ICBC	(12.9)	15.0	6,097	6,999	6,087
NIB	(17.7)	14.8	111,113	135,028	117,654
Summit	13.4	6.8	94,256	83,099	77,804
BOK	(10.2)	(7.2)	36,054	40,137	43,243
BI	9.21	97.52	89,949	82,361	41,698
DIB	(10.3)	76.7	95,714	106,651	60,350
	13.7	13.5	2,331,634	2,050,560	1,806,990

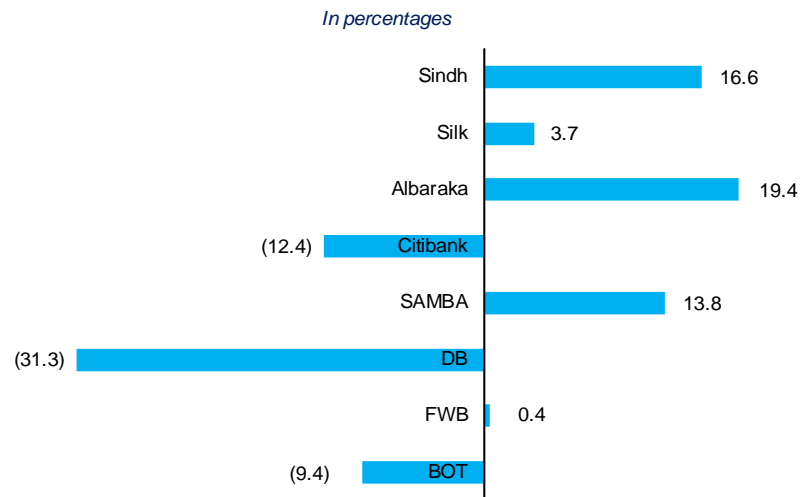
Annualised Increase (2014 – 16)



Small Banks

	Annual increase		Gross Advances		
	2016-15	2015-14	2016	2015	2014
	<i>In percentages</i>		<i>Rupees in millions</i>		
Sindh	20.0	13.4	56,049	46,708	41,204
Silk	3.4	4.1	69,312	67,045	64,417
Albaraka	40.6	1.4	71,090	50,548	49,834
Citibank	(0.7)	(22.6)	24,288	24,460	31,621
SAMBA	18.0	9.8	30,988	26,260	23,916
DB	(50.2)	(5.2)	3,318	6,667	7,034
FWB	2.4	(1.6)	9,479	9,253	9,401
BOT	(28.5)	14.7	1,852	2,589	2,257
	14.1	1.7	266,376	233,530	229,684

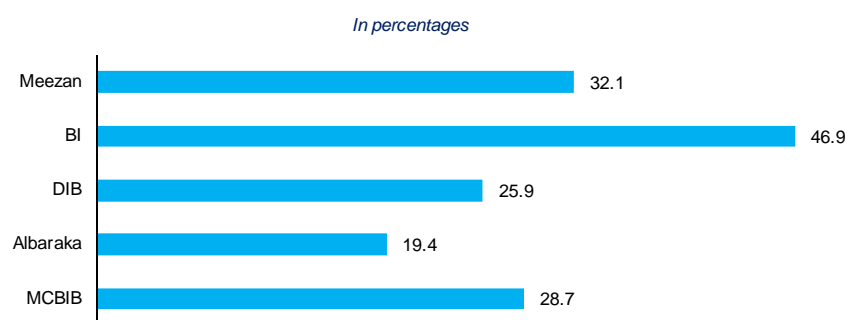
Annualised Increase (2014 – 16)



Islamic Banks

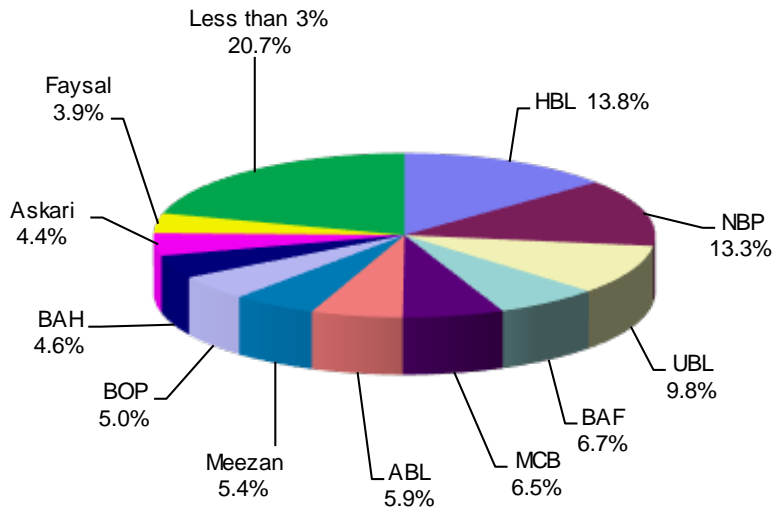
	Annual increase		Gross Advances		
	2016-15	2015-14	2016	2015	2014
	<i>In percentages</i>		<i>Rupees in millions</i>		
Meezan	48.1	17.7	319,617	215,776	183,286
BI	9.2	97.5	89,949	82,361	41,698
DIB	(10.3)	76.7	95,714	106,651	60,350
Albaraka	40.6	1.4	71,090	50,548	49,834
MCBIB	28.7	-	16,174	12,569	-
	26.6	39.6	592,544	467,905	335,168

Annualized Increase (2014 – 16)



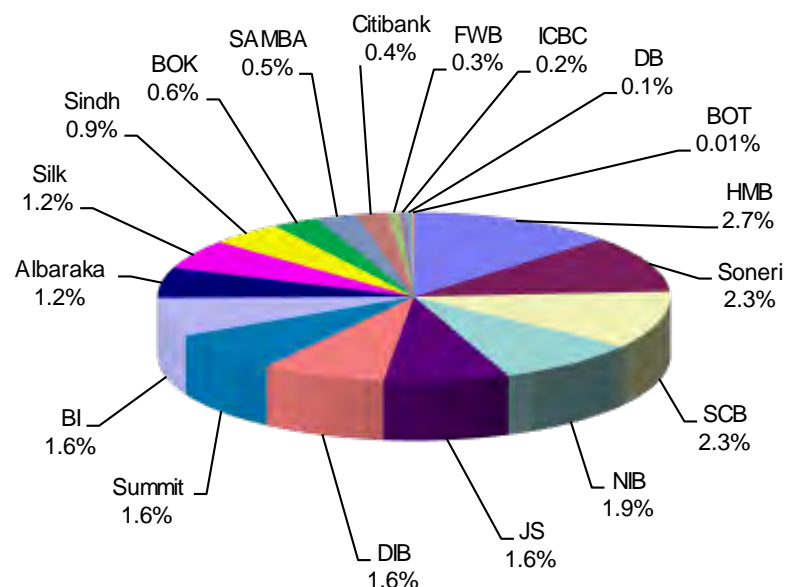
Market Share of Loans and Advances

	2016 <i>In percentages</i>	2015	2016 <i>Rupees in millions</i>	2015
HBL	13.84	13.48	817,250	706,563
NBP	13.27	13.25	783,555	694,615
UBL	9.80	10.12	579,159	530,734
BAF	6.70	6.68	395,869	350,353
MCB	6.50	6.40	384,033	335,276
ABL	5.91	6.50	349,056	340,812
Meezan	5.41	4.12	319,617	215,776
BOP	4.98	4.77	293,879	250,299
BAH	4.56	4.11	269,268	215,702
Askari	4.44	4.36	262,123	228,419
Faysal	3.90	3.92	229,826	205,624
Less than 3%	20.7	22.3	1,223,297	1,168,273
	100	100	5,906,932	5,242,446



Banks with less than 3% market share

	2016	2015	2016	2015
	<i>In percentages</i>		<i>Rupees in millions</i>	
HMB	2.707	2.9	159,882	150,076
Soneri	2.264	2.3	133,753	120,617
SCB	2.262	2.5	133,631	130,370
NIB	1.900	2.6	111,113	135,028
JS	1.633	1.5	96,472	79,402
DIB	1.620	2.0	95,714	106,651
Summit	1.596	1.6	94,256	83,099
BI	1.523	1.6	89,949	82,361
Albaraka	1.204	1.0	71,090	50,548
Silk	1.173	1.3	69,312	67,045
Sindh	0.949	1.0	56,049	46,708
BOK	0.610	0.8	36,054	40,141
SAMBA	0.525	0.5	30,988	26,260
Citibank	0.411	0.5	24,288	24,460
FWB	0.160	0.2	9,479	9,253
ICBC	0.103	0.1	6,097	6,999
DB	0.056	0.1	3,318	6,667
BOT	0.031	0.1	1,852	2,589
	20.7	22.3	1,223,297	1,168,274



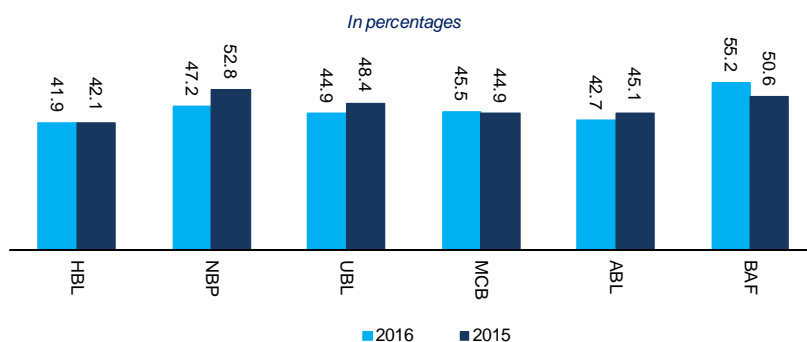
Liquidity (Average Advances to Average Deposits)

The total average advances to total average deposits ratio of the banks included in this survey has decreased to 47.2% in 2016 from 47.6% in 2015 due to growth rate of deposits being higher than growth rate of advances.

Large Banks

	Advances*			Deposits		
	2016	2015	2014	2016	2015	2014
	Rupees in millions					
HBL	790,394	683,571	645,091	1,885,959	1,634,944	1,524,645
NBP	770,036	686,778	721,785	1,657,132	1,431,535	1,234,405
UBL	552,482	509,072	493,346	1,245,792	1,119,953	951,902
MCB	364,952	318,951	306,757	795,690	706,240	688,270
ABL	331,555	325,201	307,458	805,090	734,546	667,864
BAF	374,200	332,923	297,004	640,854	640,137	605,957
	3,183,619	2,856,496	2,771,441	7,030,517	6,267,355	5,673,043

* Excluding export refinance, finance against locally manufactured machinery and long-term financing against export oriented projects as its counter refinance is not included in deposits.



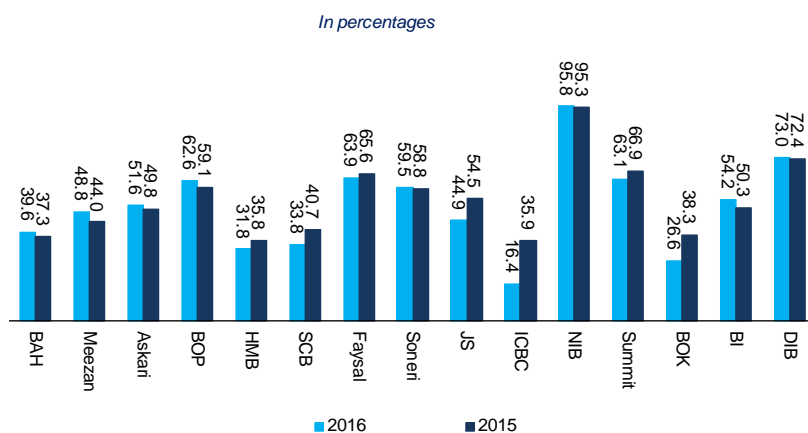
Average advances (excluding export refinance, finance against locally manufactured machinery and long-term financing against export oriented projects as its counter refinance is not included in deposits) to average deposits ratio

Medium Size Banks

	Advances*		Deposits		
	2016	2015	2016	2015	2014
<i>Rupees in millions</i>					
BAH	243,435	192,589	166,880	584,166	516,198
Meezan	302,775	202,177	172,520	564,000	471,799
Askari	249,245	218,092	190,897	472,803	433,130
BOP	280,434	238,152	186,042	453,220	374,961
HMB	137,516	127,359	131,675	430,444	403,209
SCB	119,811	114,483	142,293	365,562	327,238
Faysal	214,251	189,816	187,666	340,306	292,130
Soneri	124,705	110,998	93,851	210,840	185,222
JS	89,732	74,156	60,844	225,005	140,355
ICBC	6,097	6,999	6,087	52,779	26,949
NIB	97,095	120,891	103,535	97,072	130,445
Summit	87,805	77,801	72,809	142,736	119,742
BOK	34,342	38,545	41,642	157,020	117,292
BI	85,383	81,322	41,137	154,400	153,058
DIB	92,020	102,099	57,641	129,265	136,743
	2,164,646	1,895,479	1,655,519	4,379,618	3,828,471
					3,221,104

* Excluding export refinance, finance against locally manufactured machinery and long-term financing against export oriented projects as its counter refinance is not included in deposits.

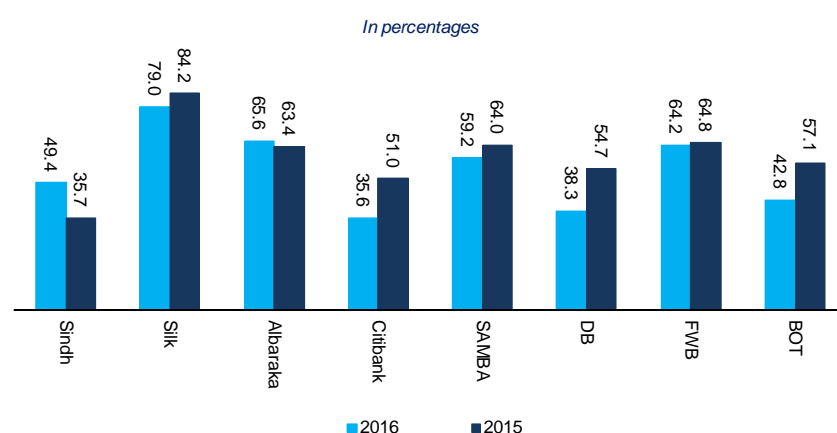
Average advances
(excluding export
refinance, finance against
locally manufactured
machinery and long-term
financing against export
oriented projects as its
counter refinance is not
included in deposits) to
average deposits ratio



Small Banks

	Advances*				Deposits	
	2016	2015	2014	2016	2015	2014
	<i>Rupees in millions</i>					
Sindh	54,967	45,136	6,956	118,843	83,921	61,884
Silk	67,679	64,946	61,217	86,787	81,098	68,770
Albaraka	67,867	48,483	47,844	105,843	71,644	80,223
Citibank	24,288	24,460	31,621	75,076	61,743	48,144
SAMBA	28,476	24,303	20,785	50,307	38,844	31,642
DB	3,318	6,667	6,804	14,092	11,977	12,664
FWB	9,333	9,201	9,335	13,709	15,163	13,449
BOT	1,852	2,589	2,257	5,144	5,223	3,271
	257,780	225,785	186,819	469,801	369,613	320,047

* Excluding export refinance, finance against locally manufactured machinery and long-term financing against export oriented projects as its counter refinance is not included in deposits.



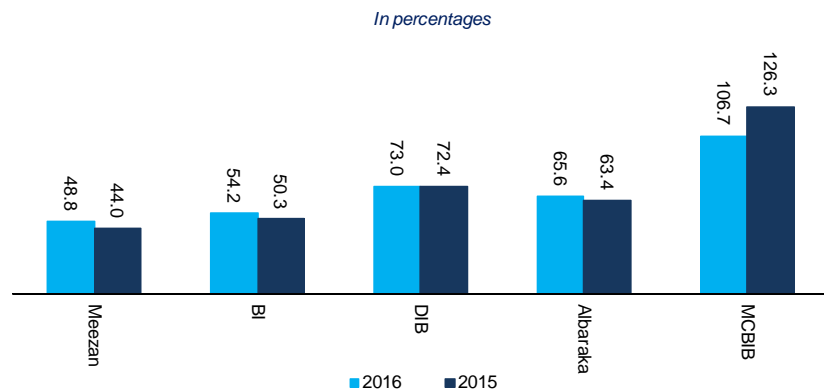
*Average advances
(excluding export
refinance, finance against
locally manufactured
machinery and long-term
financing against export
oriented projects as its
counter refinance is not
included in deposits) to
average deposits ratio*

Islamic Banks

	Advances*				Deposits	
	2016	2015	2014	2016	2015	2014
	<i>Rupees in millions</i>					
Meezan	302,775	202,177	172,520	564,000	471,799	380,422
BI	85,383	81,322	41,137	154,400	153,058	90,331
DIB	92,020	102,099	57,641	129,265	136,743	83,844
Albaraka	67,867	48,483	47,844	105,843	71,644	80,223
MCBIB	13,388	11,938	-00	14,279	9,450	-00
	561,433	446,019	319,142	967,787	842,694	634,820

* Excluding export refinance, finance against locally manufactured machinery and long-term financing against export oriented projects as its counter refinance is not included in deposits.

Average advances
(excluding export
refinance, finance against
locally manufactured
machinery and long-term
financing against export
oriented projects as its
counter refinance is not
included in deposits) to
average deposits ratio
Average advances to
average deposits ratio



Deposits

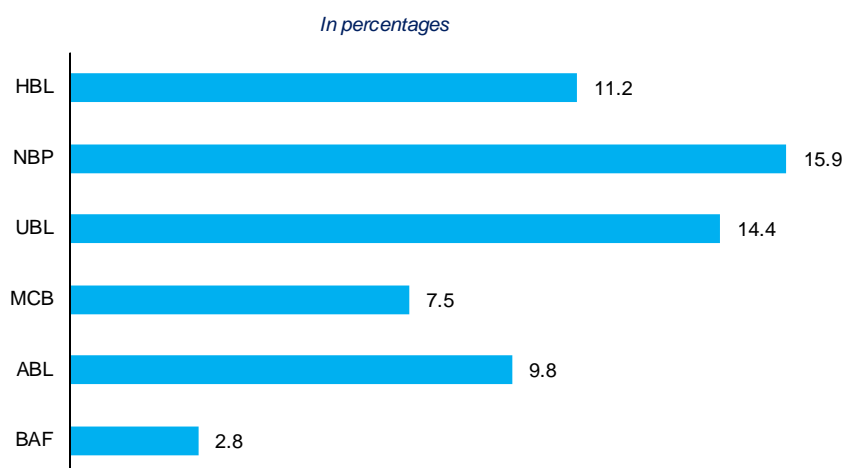
Deposits of banks included in this survey increased by 13.5% to Rs. 11,880 billion at 31 December 2016 compared to Rs. 10,465 billion at 31 December 2015.

Growth in Deposits

Large Banks

	Annual Increase		2016	Deposits	
	2016-15	2015-14		2015	2014
	<i>In percentages</i>		<i>Rupees in millions</i>		
HBL	15.4	7.2	1,885,959	1,634,944	1,524,645
NBP	15.8	16.0	1,657,132	1,431,535	1,234,405
UBL	11.2	17.7	1,245,792	1,119,953	951,902
MCB	12.7	2.6	795,690	706,240	688,270
ABL	9.6	10.0	805,090	734,546	667,864
BAF	0.1	5.6	640,854	640,137	605,957
	12.2	10.5	7,030,517	6,267,355	5,673,043

Annualised Increase (2014 – 16)

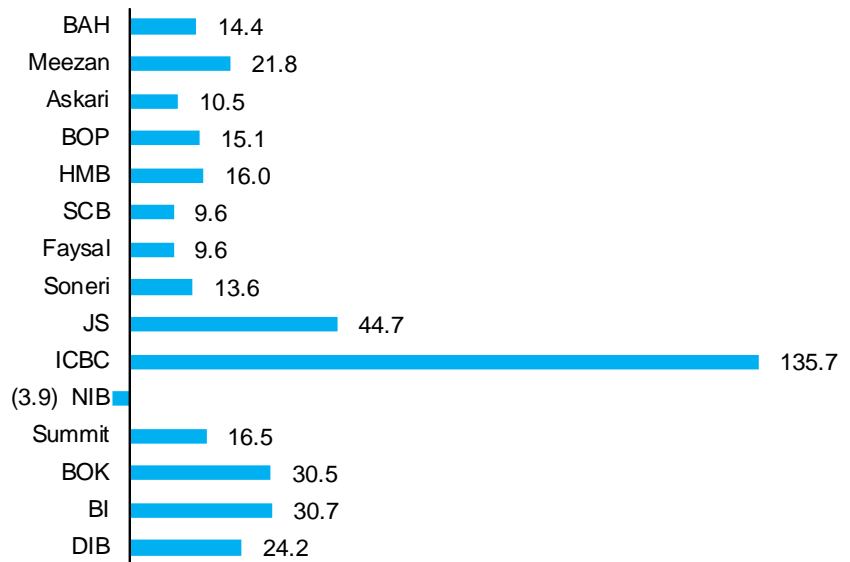


Medium Size Banks

	Annual Increase		2016	Deposits	
	2016-15	2015-14		2015	2014
	<i>In percentages</i>			<i>Rupees in millions</i>	
BAH	13.2	15.7	584,166	516,198	446,311
Meezan	19.5	24.0	564,000	471,799	380,422
Askari	9.2	11.8	472,803	433,130	387,535
BOP	20.9	9.5	453,220	374,961	342,291
HMB	6.8	26.0	430,444	403,209	319,948
SCB	11.7	7.5	365,562	327,238	304,306
Faysal	16.5	3.1	340,306	292,130	283,346
Soneri	13.8	13.5	210,840	185,222	163,250
JS	60.3	30.6	225,005	140,355	107,430
ICBC	95.8	183.7	52,779	26,949	9,501
NIB	(25.6)	24.1	97,072	130,445	105,103
Summit	19.2	13.8	142,736	119,742	105,222
BOK	33.9	27.1	157,020	117,292	92,264
BI	0.9	69.4	154,400	153,058	90,331
DIB	(5.5)	63.1	129,265	136,743	83,844
	15.1	15.8	3,938,933	3,421,378	2,954,665

Annualised Increase (2014 – 16)

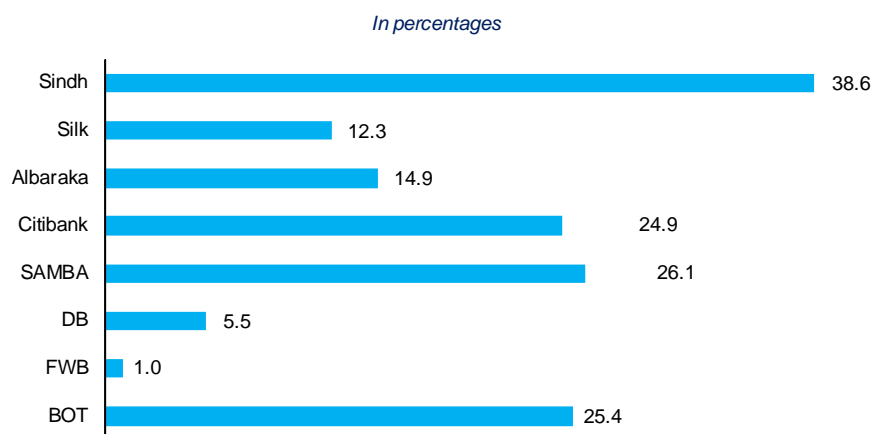
In percentages



Small Banks

	Annual Increase		Deposits		
	2016-15	2015-14	2016	2015	2014
	<i>In percentages</i>		<i>Rupees in millions</i>		
Sindh	41.6	35.6	118,843	83,921	61,884
Silk	7.0	17.9	86,787	81,098	68,770
Albaraka	47.7	(10.7)	105,843	71,644	80,223
Citibank	21.6	28.2	75,076	61,743	48,144
SAMBA	29.5	22.8	50,307	38,844	31,642
DB	17.7	(5.4)	14,092	11,977	12,664
FWB	(9.6)	12.7	13,709	15,163	13,449
BOT	(1.5)	59.7	5,144	5,223	3,271
	27.1	15.5	469,801	369,613	320,047

Annualised Increase (2014 – 16)

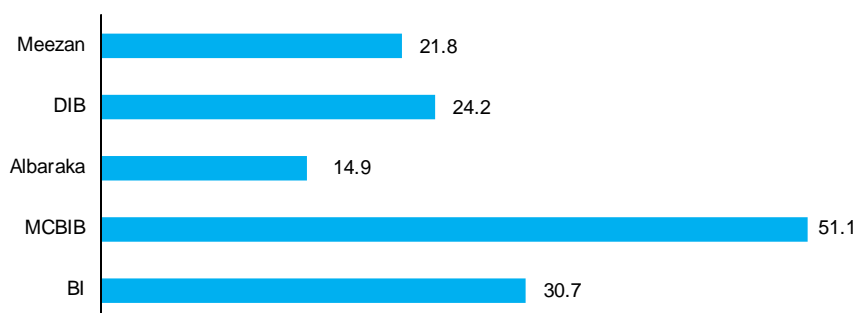


Islamic Banks

	Annual Increase		2016	Deposits	
	2016-15	2015-14		2015	2014
	<i>In percentages</i>			<i>Rupees in millions</i>	
Meezan	19.5	24.0	564,000	471,799	380,422
BI	0.9	69.4	154,400	153,058	90,331
DIB	(5.5)	63.1	129,265	136,743	83,844
Albaraka	47.7	(10.7)	105,843	71,644	80,223
MCBIB	51.1	-	14,279	9,450	-
	14.8	32.7	967,787	842,694	634,820

Annualised Increase (2014 – 16)

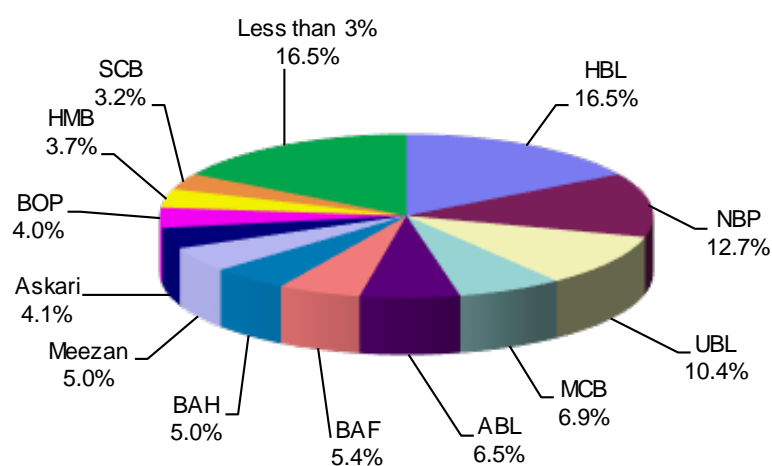
In percentages



Market Share of Customer Deposits

	2016 <i>In percentages</i>	2015	2016 <i>Rupees in millions</i>	2015
HBL	16.5	16.1	1,858,103	1,602,971
NBP	12.7	12.4	1,428,941	1,228,365
UBL	10.4	10.7	1,175,553	1,067,395
MCB	6.9	6.9	775,970	688,913
ABL	6.5	7.1	735,991	700,752
BAF	5.4	5.9	611,712	589,565
BAH	5.0	5.1	568,008	503,693
Meezan	5.0	4.7	559,741	465,653
Askari	4.1	4.3	466,749	428,002
BOP	4.0	3.7	447,208	370,966
HMB	3.7	3.9	416,038	389,858
SCB	3.2	3.2	363,245	320,737
Less than 3%	16.5	15.8	1,856,560	1,572,626
	100	100	11,263,819	9,929,496

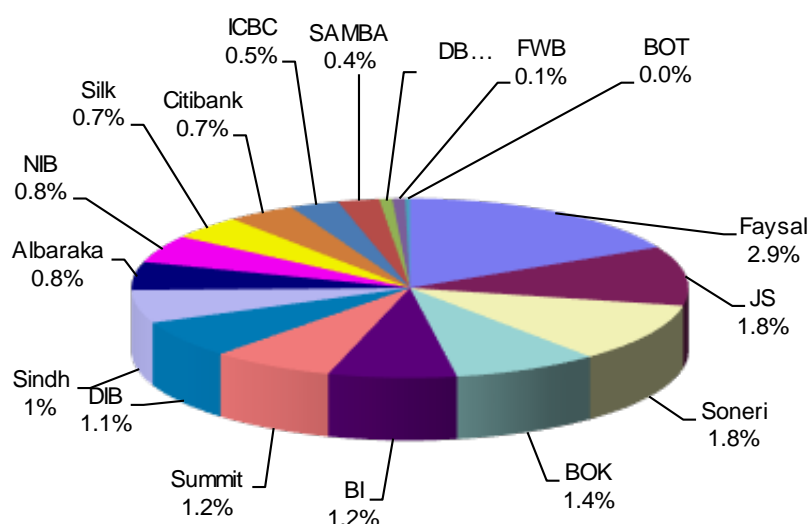
* Deposits from financial institutions have been excluded to analyse deposits from customer



Banks with less than 3% market share

	2016 <i>In percentages</i>	2015	2016 <i>Rupees in millions</i>	2015
Faysal	2.9	2.8	324,583	279,583
JS	1.8	1.3	198,342	130,640
Soneri	1.8	1.7	198,251	171,171
BOK	1.4	1.2	156,987	117,265
BI	1.2	1.4	137,983	143,873
Summit	1.2	1.1	132,567	112,951
DIB	1.1	1.3	126,232	126,517
Sindh	1.0	0.8	110,438	80,937
Albaraka	0.8	0.7	94,357	67,560
NIB	0.8	1.1	93,006	110,587
Silk	0.7	0.8	79,555	77,682
Citibank	0.7	0.6	73,804	60,251
ICBC	0.5	0.3	52,758	26,929
SAMBA	0.4	0.3	44,767	34,335
DB	0.1	0.1	14,084	11,974
FWB	0.1	0.2	13,707	15,162
BOT	0.0	0.1	5,140	5,210
	16.5	15.8	1,856,560	1,572,626

* Deposits from financial institutions have been excluded to analyse deposits from customers.



Credit Ratings

Large Banks

Banks	Rating Agency	Credit Rating Assigned	
		Short Term	Long Term
Habib Bank Limited	JCR-VIS	A-1+	AAA
National Bank of Pakistan	PACRA	A1+	AAA
	JCR-VIS	A-1+	AAA
United Bank Limited	JCR-VIS	A-1+	AAA
MCB Bank Limited	PACRA	A1+	AAA
Allied Bank Limited	PACRA	A1+	AA+
Bank Alfalah Limited	PACRA	A1+	AA+

Medium Size Banks

Banks	Rating Agency	Credit Rating Assigned	
		Short Term	Long Term
Bank Al-Habib Limited	PACRA	A1+	AA+
Meezan Bank Limited	JCR-VIS	A1+	AA
Askari Bank Limited	PACRA	A1+	AA+
The Bank of Punjab	PACRA	A1+	AA
Habib Metropolitan Bank Limited	PACRA	A1+	AA+
Standard Chartered Bank (Pakistan) Limited	PACRA	A1+	AAA
Faysal Bank Limited	JCR-VIS	A1+	AA
Soneri Bank Limited	PACRA	A1+	AA-
JS Bank Limited	PACRA	A1+	AA-
Industrial & Commercial Bank of China Limited (Pakistan Branches)	Moody's	P-1	A1
NIB Bank Limited	PACRA	A1+	AA-
Summit Bank	JCR-VIS	A-1	A-
The Bank of Khyber	PACRA	A1	A
	JCR-VIS	A-1	A
Bank Islami	PACRA	A1	A+
Dubai Islamic Bank	JCR-VIS	A-1	A+

Small Banks

Banks	Rating Agency	Credit Rating Assigned	
		Short Term	Long Term
Sindh Bank Limited	JCR-VIS	A-1+	AA
Silkbank Limited	JCR-VIS	A-2	A-
Albaraka Bank (Pakistan) Limited	PACRA	A1	A
Citibank N.A. (Pakistan Branches)	Moody's	P-1	A1
Samba Bank Limited	JCR-VIS	A-1	AA
MCB Islamic	PACRA	A1	A
First Women Bank Limited	PACRA	A2	A-
Deutsche Bank AG (Pakistan Branches)	Standard & Poor's	A-2	BBB+
	Moody's	P-2	Baa2
	Fitch	F1	A-
Bank of Tokyo	Moody's	P1	A1
	Standard and Poor's	A-1	A+

Number of Branches and Legend

(including sub-branches)

Large Banks

Banks	Legend	Number of Branches *	
		2016	2015
Habib Bank Limited	HBL	1,764	1,716
National Bank of Pakistan	NBP	1,469	1,424
United Bank Limited	UBL	1,341	1,330
MCB Bank Limited	MCB	1,238	1,257
Allied Bank Limited	ABL	1,148	1,050
Bank Alfalah Limited	BAF	639	653

Medium Size Banks

Banks	Legend	Number of Branches *	
		2016	2015
Bank Al-Habib Limited	BAH	518	423
Meezan Bank Limited	Meezan	571	551
Askari Bank Limited	Askari	501	424
Bank of Punjab	BOP	453	406
Habib Metropolitan Bank Limited	HMB	307	237
Standard Chartered Bank (Pakistan) Limited	SCB	101	101
Faysal Bank Limited	Faysal	355	280
Soneri Bank Limited	Soneri	288	266
JS Bank Limited	JS	307	277
Industrial and Commercial Bank of China (Pakistan Branches)	ICBC	3	3
NIB Bank Limited	NIB	171	171
Summit Bank Limited	Summit	192	192
The Bank of Khyber	BOK	150	130
Bank Islami Pakistan Limited	BI	321	317
Dubai Islamic Bank (Pakistan) Limited	DIB	200	200

Small Banks

Banks	Legend	Number of Branches *	
		2016	2015
Sindh Bank Limited	Sindh	260	263
Silkbank Limited	Silk	88	88
Albaraka Bank (Pakistan) Limited	Albaraka	224	135
Citibank N.A (Pakistan Branches)	Citibank	3	3
Samba Bank Limited	SAMBA	37	34
MCB Islamic Bank Limited	MCBIB	66	6
Deutsche Bank AG (Pakistan Branches)	DB	3	3
First Women Bank Limited	FWB	42	42
The Bank of Tokyo Mitsubishi UFJ, Limited – Karachi Branch	BOT	1	1

*As at 31 December



Definitions

Average Advances	The average of opening and closing gross advances at two year ends is taken.
Average Assets	The average of opening and closing total assets at two year ends is taken.
Average Deposits	The average of opening and closing deposits at two year ends is taken.
Average Equity	The average of opening and closing equity at two year ends is taken.
Annual Increase	The percentage change compared to the previous year.
Annualised Increase	<p>The percentage change over the last two years on annualised basis, i.e.</p> $\sqrt{\frac{\text{Figure (year 2016)} - 1}{\text{Figure (year 2014)}}}$
Cost of Funds	Mark-up / return / interest expense
CASA	Current and saving customer deposits to total customer deposits
Equity	Equity includes share capital / head office capital account, reserves, unappropriated profit / accumulated loss, non-controlling interest and surplus / deficit on revaluation of assets.
Gross Advances	Loans, cash credits, overdrafts, ijaras, etc. and local & foreign bills discounted & purchased before provisions.
Impairment Cover	Number of times impairment charge on loans and advances and investments is covered by net profits before charging impairment.
Interest Bearing Assets	Interest bearing assets means: cash and balances with treasury banks, balances with other banks, lending to financial institutions, fixed income investments and advances (excluding non-performing assets).
Interest Bearing Liabilities	Interest bearing liabilities means: borrowings, deposits and other accounts, sub-ordinated loans and liabilities against assets subject to finance lease.
Market Capitalization	Product of total outstanding number of ordinary shares and market price as at year end.
Non-funded Income	Fee, commission & brokerage, rent, income from dealing in foreign currencies, profit on sale of fixed & other assets and other non-fund receipts.

Non-markup / Non-Interest Income / Other Income	Includes fee, commission and brokerage income, dividend income, income from dealing in foreign currencies, gain on sale of securities, unrealised profit on revaluation of investments classified as held for trading, share of profit from joint venture and associate and other income.
Net Interest Margin	Mark-up / return / interest earned (before provisions) as a percentage of interest bearing assets less mark-up / return / interest expensed as a percentage of interest bearing liabilities.
Net Provisions	Charge & reversal of provision against non-performing advances, against off balance sheet obligations, for diminution in value of investments, bad debts directly written-off and recoveries of previously written-off debts.
Other Comprehensive Income	Includes effect of translation of net investment in foreign branches, gains and losses on re-measurement of actuarial liability, surplus / (deficit) on revaluation of fixed assets and investments, surplus / (deficit) arising on revaluation of assets of associated undertaking i.e. all form of other comprehensive income including those taken below equity in accordance with the requirements of Companies Ordinance 1984 / SBP directives.
Operating Cost	Includes all expenses charged to arrive at profit before tax excluding cost of funds and provisions.
Operating Fixed Assets	Operating fixed assets include intangible assets.
Other Assets	Other assets include deferred tax assets.
Other Liabilities	Other liabilities include deferred tax liabilities and liabilities against assets subject to finance lease.
Remuneration per Executive	Remuneration of executives divided by number of executives.
Return on Average Assets	Profit after tax as a percentage of average total assets.
Return on Average Equity	Profit after tax as a percentage of average equity.
Spread	Difference between mark-up / return / interest earned on loans and advances as a percentage of average loans and advances (net of provision), at two year ends, and mark-up / return / interest expense of deposits as a percentage of average deposits, at two year ends.
Staff Cost	Salaries, allowances, etc., staff retirement benefits, cost of outsourced staff and cost of redundancy / voluntary retirement / severance excluding Workers' Welfare Fund.
Taxation	Charge for current (including prior) and deferred taxation in the profit and loss account.





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