### BankIslami Pakistan Limited

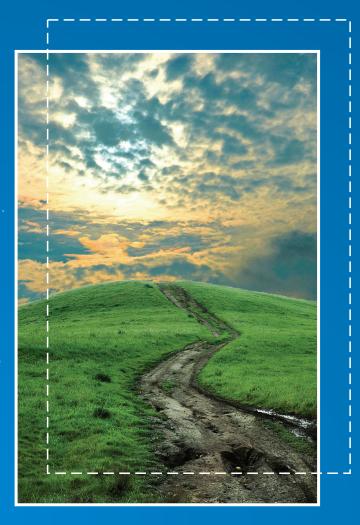




# 5<sup>th</sup> Annual Report December 2008

## Vision

The Vision of BankIslami is to be recognized as the leading Authentic Islamic Bank.



# Mission

The Mission of BankIslami is to create value for our stakeholders by offering Authentic, Shariah Compliant and technologically advanced products and services. We differentiate ourselves through:

- Authenticity
- Innovation
- Understanding our clients' needs
- Commitment to excellence, and
- Fast, efficient and seamless delivery of solutions. As a growing institution, the foundation for our performance lies on our human capital and BankIslami remains committed to becoming an employer of choice, attracting, nurturing and developing talent in a transparent and performance driven culture.



# Values



BankIslami is strongly committed towards its core values of:

- Product authenticity
- Customer focus
- Meritocracy
- Integrity
- Team work
- Humility
- Innovation

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### Corporate Information

**Board of Directors** 

Chief Justice (Retd.) Mahboob Ahmed

Mr. Ahmed Goolam Mahomed Randeree

Mr. Ahmed Mohammed EI Shall

Mr. Ali Raza Siddiqui

Mr. Hasan A. Bilgrami Chief Executive Officer

Chairman

Mr. Mohamed Amiri\*

Mr. Shabir Ahmed Randeree

Sharia'h Supervisory Board

Justice (Retd.) Muhammad Taqi Usmani Chairman Professor Dr. Fazlur Rahman Member

Mufti Irshad Ahmad Aijaz Member & Sharia'h Adviser

**Audit Committee** 

Mr. Ahmed Mohammed EI Shall Chairman
Mr. Ali Raza Siddiqui Member
Mr. Shabir Ahmed Randeree Member

**Executive Committee** 

Chief Justice (Retd.) Mahboob Ahmed Chairman
Mr. Ahmed Goolam Mahomed Randeree Member
Mr. Ahmed Mohammed El Shall Member
Mr. Hasan A. Bilgrami Member

Human Resource & Compensation Committee

Mr. Ali Raza Siddiqui Chairman
Mr. Ahmed Goolam Mahomed Randeree Member
Mr. Ahmed Mohammed El Shall Member
Mr. Hasan A. Bilgrami Member

**Company Secretary** 

Mr. Syed Shah Sajid Hussain

**Auditors** 

Ford Rhodes Sidat Hyder & Co.

**Chartered Accountants** 

Legal Adviser

Haidermota & Co.

Barrister at Law

<sup>\*</sup> subject to SBP's approval



Management (in alphabetical order)

Mr. Adnan Hamid Ali

Mr. Arsalan Vohra

Mr. Asad Alim

Mr. Khawaja Ehrar ul Hassan

Mr. Faisal Shaikh

Mr. Farooq Anwar

Mr. Hasan A. Bilgrami

Mr. Muhammad Furqan

Mr. Muhammad Imran

Mr. Muhammad Shoaib Khan

Mr. Rehan Shuja Zaidi

Mr. Shamshad Ahmed

Ms. Sheba Matin Khan

Mr. Syed Akhtar Ausaf

Mr. Syed Mujtaba H. Kazmi

Mr. Syed Shah Sajid Hussain

Registered Office

11th Floor, Executive Tower,

Dolmen City, Marine Drive,

Block-4 Clifton,

Karachi.

Phone: (92-21) 111-247(BIP)-111

Fax: (92-21) 5378373

Email: info@bankislami.com.pk

**Share Registrar** 

Technology Trade (Private) Limited,

Dagia House, 241-C, Block-2,

P.E.C.H.S. Off Shahra-e-Quaideen,

Karachi.

Phone: (92-21) 4387960-61

Fax: (92-21) 4391318

Website

www.bankislami.com.pk

Head, Administration & General Services

Head, Risk Management

Head, Information Systems

Head, Compliance

Head, Product Development

Head, Operations

Chief Executive Officer

Head, Credit Administration

Head, Consumer & Retail Banking

Head, Treasury & Financial Institutions

Head, Internal Audit

Head, Trade Finance

Head, Human Resources

Head, Credit

Head, Corporate Finance

Head, Finance

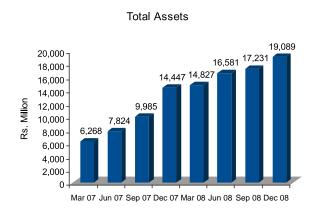
### Financial Highlights at a Glance

|  | 2008       | 2007              | 2006*    |
|--|------------|-------------------|----------|
|  | Rı         | upees in million- |          |
| PROFIT & LOSS ACCOUNT                          |            |                   |          |
| Return earned                                  | 1,468.69   | 602.06            | 100.01   |
| Profit Paid                                    | 729.53     | 303.84            | 18.67    |
| Net Spread                                     | 739.16     | 298.22            | 81.34    |
| Fee, Commission, Brokerage and Exchange Income | 141.39     | 71.46             | 4.17     |
| Core Banking Income                            | 880.55     | 369.68            | 85.51    |
| Provisions                                     | (130.56)   | (28.37)           | (1.00)   |
| Other Income                                   | 54.75      | 68.82             | 40.38    |
| Operating Expenditure                          | (1,033.90) | (510.59)          | (159.29) |
| Profit/ (Loss) before tax                      | (229.15)   | (100.46)          | (34.40)  |
| Taxation                                       | 176.22     | 63.44             | 26.05    |
| Profit/ (Loss) after tax                       | (52.93)    | (37.02)           | (8.35)   |
| BALANCE SHEET                                  |            |                   |          |
| Assets   | 19,089     | 14,447            | 4,025    |
| Financings                                     | 6,528      | 3,963             | 959      |
| Deposits                                       | 12,478     | 9,934             | 1,778    |
| Share Capital                                  | 5,280      | 3,200             | 2,000    |
| Shareholders Fund                              | 5,192      | 3,845             | 2,003    |
| Number of Staff                                | 1,188      | 563               | 236      |
| Number of Branches                             | 102        | 36                | 10       |
| RATIO  |            |                   |          |
| Break up Value (Rs)                            | 9.83       | 9.89              | 10.01    |
| Market Value per Share (Rs.)                   | 7.25       | 16.2              | 10.55    |
| Earning per Share (Rs.)                        | (0.12)     | (0.13)            | (0.04)   |
| Net Spread to Gross Return (%)                 | 50.33%     | 49.50%            | 81.34%   |
| Financing to Deposit Ratio-ADR (%)             | 52.31%     | 39.89%            | 53.94%   |
| Capital Adequacy Ratio                         | 39.83      | 37.92             | 61.83    |

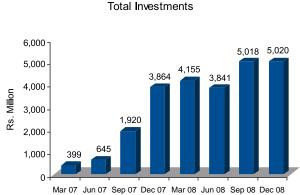
<sup>\*</sup>Profit and Loss figures for 2006 represent period from 7th April 2006 to 31st December 2006.

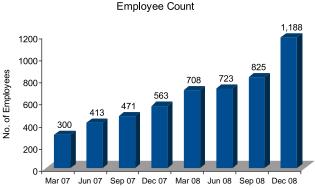
### Financial Highlights at a Glance

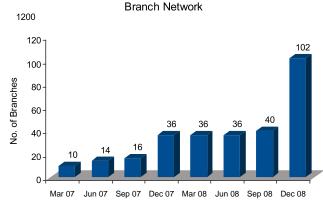














### Notice of Annual General Meeting

Notice is hereby given that the 5th Annual General Meeting of the Members of BankIslami Pakistan Limited will be held Inshallah on Saturday, March 28, 2009 at 8:00 a.m. at the Hotel Regent Plaza, Shahra-e-Faisal, Karachi, to transact the following business:

#### **Ordinary Business**

- 1. To confirm 4th Annual General Meeting held on March 26, 2008.
- 2. To receive, consider and adopt the Audited Financial Statements (separate and consolidated) for the year ended December 31, 2008 together with the Auditors' and Directors' Reports thereon.
- 3. To appoint auditors of the bank for the year ending December 31, 2009 and to fix their remuneration. The present auditors M/s Ford Rhodes Sidat Hyder & Co., Chartered Accountants, retire and being eligible, offer themselves for re-appointment.

#### Any other Business

Karachi: March 04, 2009

4. To transact any other business with the permission of the chair.

By Order of the Board,

Syed Shah Sajid Hussain Company Secretary

#### Notes:

The Members' Register will remain closed from March 26, 2009 to April 01, 2009 (both days inclusive).

A member eligible to attend and vote at this meeting may appoint another member as proxy to attend and vote in the meeting. Proxies in order to be effective must be received at the registered office not less than 48 hours before the holding of the meeting.

An individual beneficial owner of the Central Depository Company, entitled to vote at this meeting must bring his/her Computerized National Identity Card with him/her to prove his/her identity, and in case of proxy must enclose an attested copy of his/her Computerized National Identity Card. Representatives of corporate members should bring the usual documents required for such purposes.

Members are requested to promptly notify Share Registrar, M/s. Technology Trade (Pvt.) Ltd., Dagia House, 241-C, PECHS Society, Karachi, of any change in their addresses.



### Directors' Report

On behalf of the Board, I am pleased to present the 5th Annual Report of BankIslami Pakistan Limited. The highlights of the year under review are:

|                      | (Rs. in Million) | (Rs. in Million) | Growth % |
|----------------------|------------------|------------------|----------|
|                      | Dec-08           | Dec-07           |          |
| Total Deposits       | 12,478           | 9,934            | 26%      |
| Total Assets         | 19,089           | 14,447           | 32%      |
| Total Financing-net  | 6,528            | 3,963            | 65%      |
| Total Investments    | 5,020            | 3,864            | 30%      |
| Shareholder's Equity | 5,192            | 3,845            | 35%      |
| Branches             | 102              | 36               | 183%     |
| Employees            | 1,188            | 563              | 111%     |
| Loss After Tax       | (52.93)          | (37.02)          | (43%)    |

Pakistan's economy passed through one of its worst periods during 2008. This was to some extent augmented by a global financial crisis of un-precedented magnitude. Our low correlation with global markets and some what restricted movement of capital helped the country to do better on relative basis but still effects were felt on all segments of the economy. The Banking industry has not been an exception. A slow down in credit off take, an almost flat growth in deposits, coupled with mounting provisioning requirements, have had a serious effect on the bottom line of the industry. While BankIslami has not been an exception, it has done remarkably well in the situation.

Some of the key initiatives and achievements of the year are outlined below:

The foremost achievement of the Bank during the year has been its emergence as a serious Islamic Bank which is increasingly being seen as the most authentic provider of Islamic Financial Solutions. We are thankful to Almighty Allah and our customer base who are now willing to pay a premium to bank with us for the authenticity of our products, our commitment to adhere to Sharia'h principles without any compromise and our delivery which is better than most of our counter parts, including conventional banks. BankIslami is an established franchise now, something we have achieved in less than three years.

Another key achievement of 2008 was the completion of our branch expansion target of 100 branches and sub-branches. We actually opened 102 branches and sub-branches covering 49 cities in all four provinces, Azad Kashmir and Northern Areas. Not only does BankIslami offer the best coverage compared with any Islamic Bank, but also this is the fastest expansion achieved by any Bank in Pakistan's Banking industry. Almost all of our branches are online, serviced with 24X7 Phone banking and offer the same standard facilities across the network. For year 2009, BankIslami intends consolidating its network and operations and as a result only one sub-branch is proposed to be added this year.

On the business, let me start with the liability side first. Towards the end of the first quarter last year, we decided to focus almost exclusively on the retail segment. As a result, institutional deposits were shed as and when they matured. This enabled us not only to deal with the liquidity crisis of un-parallel magnitude but also to develop a competitive depository franchise. I am pleased to report that at the end of the year more than 80% of the deposits came from this segment. Our confidence and competitiveness in this segment led us to successfully launch a 10 year depository product at the peak of the liquidity crisis. In 2009, we intend consolidating our gains in this segment with new saving oriented products of varying tenors.

In line with our strategy of keeping 15% to 20% of the assets in Consumer Banking, our product offering continued un-abated. Credit quality actually improved during the year with the withdrawal of other Banks from this segment, thereby allowing the Bank to book better assets. Mortgage Financing Portfolio remained infection free. We do not envisage any change in our Consumer Banking strategy i.e. keeping 15% to 20% of the assets in this business.

Investment Banking saw a complete change in fortunes. Our erstwhile success was in Syndications which came to almost a halt due to drying up of liquidity. However, the Bank changed its focus towards the Advisory business gradually. I am pleased to report that the first of our mandates, acquisition of Al-Asif Sugar Mills Limited by Macca Sugar Mills and Haq Bahu Sugar Mills was successfully completed. The deal pipe line is healthy and BankIslami will maintain its opportunistic presence in Investment Banking.

Most of the portfolio of BankIslami on the Financing side is in what we call Mid-Market. While the portfolio has behaved exceptionally well, the Bank realizes this segment does not offer the depth to address to growing needs. As a result, BankIslami is eying the top tier corporate sectors for growth in Financing. Our network, complete product range and importantly a very competitive cost of funds are some of the advantages to help us penetrate this segment. The Bank has made a provisioning of Rs.130 mn, out of which Rs.100 mn has been made using the subjective criteria. We have also not used the benefit of taking 30% of the Forced Sale Value. We expect that most of the subjective provisions will actually reverse in the next couple of years and in the mean time will keep the portfolio quality high.

Our core Banking system, iMal, was successfully deployed in the first branch in November The project is some what delayed due to frequent travel advisories thereby restricting visits of foreign consultants. Having said that, as I write, we have completed deployment in nine of our largest branches. The core Banking module is expected to be completed by end August with complete deployment towards end of the year. Deployment of iMal will make BankIslami the only bank in Pakistan to use a Banking software that has been designed for Islamic Banking. You will also be pleased to know that the Bank was the fifth largest net acquirer on the 1 Link ATM network.

Human Resources Department responded well to the challenge of recruitment for 66 branches. Staff strength rose from 563 as on December 31, 2007 to 1,188 on December 31, 2008. In all, 2,500 interviews were conducted and 785 training sessions were held. Online recruitment was launched with success. Staff turnover remained one of the lowest in the industry at 1.9%.

BankIslami was the first and I understand the only Bank that has a full time Sharia'h Adviser. During the year, the scope of the Sharia'h Department was further strengthened with more pro-active involvement in Product Development, Training and Audit. The first Sharia'h Audit of the Bank was conducted this year and I am pleased to report that not even a single deviation was found. BankIslami is actively involved in different forums at the State Bank's level for development of Islamic Standards in the country.

Marketing Department of the Bank was at the forefront of re-branding exercise and achieving greater standardization across the network. All branches of BankIslami have the same look and feel irrespective of location. An agreement was also signed with VISA for launch of the debit card. BankIslami has also entered into an agreement with Pak-Qatar Family Takaful for distribution of BancaTakaful from selected branches of the Bank.

#### **Future Outlook**

Despite of testing times, we are optimistic about the year ahead of us. Our target for the year is to consolidate the operations and bring greater efficiencies in operations. Specifically, we would like to grow the balance sheet and wipe off the accumulated losses which we expect to go up to Rs.250m before they start reversing towards the end of the second quarter.

Our network, a viable and working depository franchise, growth in the Islamic Banking industry and our technological advantage places us in an ideal position to take advantage of the opportunities that lie ahead due to State Bank's increased capital requirements.

#### Corporate and Financial Reporting Framework

The Board of Directors is fully cognizant of its responsibility under the Code of Corporate Governance issued by the Securities and Exchange Commission of Pakistan and adopted by the State Bank of Pakistan. The following statements are a manifestation of its commitment towards high standards of Corporate Governance and continuous organizational improvement:

The financial statements prepared by the Management of the Bank present fairly its state of affairs, the results of its operations, cash flow and changes in equity.

- 2. Proper books of account of the Bank have been maintained.
- 3. Appropriate accounting policies have been consistently applied in preparation of financial statements except as disclosed in the financial statements and accounting estimates are based on reasonable and prudent judgment.
- 4. International Accounting Standards as applicable in Pakistan have been followed in the preparation of financial statements and any departure from there has been adequately disclosed.
- 5. The system of internal control is sound in design and has been effectively implemented and monitored.
- 6. There are no doubts upon the Bank's ability to continue as a going concern.
- 7. There has been no material departure from the best practices of Corporate Governance as detailed in the listing regulations.
- 8. The value of investments of the Bank's Provident Fund based on un-audited accounts at December 31, 2008 amounted to Rs. 34.873 million.
- 9. The purchase and sale of shares by the Directors and the Chief Executive during the year is given in enclosed annexure.

#### Compliance with Code of Corporate Governance

The requirements of the Code of Corporate Governance set out by the Karachi Stock Exchange in its listing regulation relevant for the year ended 31st December 2008 have been adopted by the Bank and have been duly complied with. A statement to this effect is annexed with the report.

#### Risk Management Framework

The Risk management function has now taken its root within the financial institutions on a world-wide basis, and is as critical in fulfilling the institutes' financial objectives as the objectives themselves. Its not just a function to foretell and manage an adverse future event, but it brings about the basic function of being informed; being informed of what can or may happen, being informed of what steps/controls need to be taken to reduce/mitigate the level of risk and to be informed and to be reasonably prepared to deal with any undesired event/circumstances. Decisions emanating from this basic understanding form the cornerstone of our Risk Management Framework.

A strong organizational set-up, with clearly defined roles and responsibilities permits a higher level of articulation of the banks' risk mandate, establishment of a structure that provides for authority, delegation, accountability, and the development of a control framework. Risk management cannot live in a vacuum; in order to be effective, it has to be run on an enterprise level. Our framework comprises of a separate department, with a dedicated and growing team, which share our core strategic values including an effective Sharia'h compliance.

Committees related to the management of risks at BIPL form the main layer of the framework, the inflow/outflow of information is through the dedicated function of risk management. The Head of Credit / Risk, Operations, Finance, Treasury and other related functions review the critical risk areas of operational, credit and market risk as well as other risks being faced by the organization, along with the magnitude of their impact and likelihood of occurrence.

BIPL perceives the management of risk not to be limited to a department or a function, but rather should read into our daily business routine. Ideas and decisions are heavily based on the risk/reward trade-off some of the ideas which never see the light of the day are usually the ones which have been shelved due to an unacceptable risk level. The risks when identified and analyzed are further weighted against the applicable risk weights and its impact reviewed on a periodic basis. This pro-active approach helps in outlining the organization's risk tolerance level vis-à-vis BIPL's risk appetite in relation to its size, current position and market standing, with a view to refine processes, controls and guidelines to not only mitigate, but also to effectively manage risk.

The Bank has been assigned a long term entity rating of 'A -' and short term rating of 'A 2' for the year December 31, 2007 by Pakistan Credit Rating Agency Limited (PACRA), reflecting BankIslami well conceived business strategy and establishment of an effective operating platform to execute the business strategy. Rating process of 2008 is expected to commence soon.

#### Pattern of Shareholding

The pattern of shareholding as at December 31, 2008 is annexed with the report.

#### **Auditors**

The present auditors Ford Rhodes Sidat Hyder & Co., Chartered Accountants, retire and being eligible offer themselves for re-appointment. As required under the Code of Corporate Governance, the Audit Committee has recommended the appointment of Ford Rhodes Sidat Hyder & Co., as auditors for the year ending December 31, 2009.

#### Acknowledgments

I take this opportunity to thank the State Bank of Pakistan and Securities and Exchange Commission for their support and guidance. I would also like to thank the Former Governor of State Bank, Dr. Shamshad Akhtar who was a great supporter of Islamic Banking Industry. Similarly, the Former Chairman of SECP, Mr. Razi-ur-Rehman was of great assistance at the time of our listing in 2006. I wish both of them success in their future endeavors The Board is highly indebted to our Sharia'h Board for their guidance. A special note of thanks to our employees to whom we owe our success thus far.

On behalf of the Board,

Hasan A. Bilgrami Chief Executive Officer

Hasen Rilgram.

March 04, 2009



#### ANNEXURE TO DIRECTORS' REPORT

The purchase and sale of shares by Directors and Chief Executive Officer during the year are given below:

| Name                           | Designation                              | No. of Shares<br>as at<br>Jan. 01, 2008 | Shares<br>subscribed<br>during<br>the Year | No. of Shares<br>as at<br>Dec. 31, 2008 |
|--------------------------------|--|---|--|---|
| Chief Justice(R) Mahboob Ahmed | Chairman                                 | 80,800                                  | 50,029                                     | 130,829                                 |
| Ahmed G.M.Randeree             | Director                                 | 30,000,000                              | 21,423,883                                 | 51,423,883                              |
| Shabir Ahmed Randeree          | Director                                 | 30,000,000                              | 21,423,883                                 | 51,423,883                              |
| Hasan A Bilgrami               | Director &<br>Chief Executive<br>Officer | 50,800                                  | 448,279                                    | 499,079                                 |

#### Attendance of Board of Directors for the Year 2008:

| Director Name                      | Total | Attended | Leave of<br>Absence |
|------------------------------------|-------|----------|---------------------|
| Chief Justice (Retd) Mahboob Ahmed | 6     | 6        | -                   |
| Mr. Ahmed G. M. Randeree           | 6     | 2        | 4                   |
| Mr. Ali Raza siddiqui              | 6     | 6        | -                   |
| Mr. Mohammad Ahmed El Shall        | 6     | 4        | 2                   |
| Mr. Hasan Aziz Bilgrami            | 6     | 6        | -                   |
| Mr. Mohamed Abdulla Amer Al-Nahdi  | 6     | 1        | 5                   |
| Mr. Shabir Ahmed Randeree          | 6     | 4        | 2                   |
| Mr. Zaid Moosa Randeree            | 6     | 2        | 4                   |

### Statement of Internal Control

Statement of Management's Responsibility

It is the responsibility of the Bank's management to:

- Establish and maintain an adequate and effective system of internal controls and procedures for an efficient working environment for obtaining desired objectives.
- Evaluate the effectiveness of the Bank's internal control system that encompasses material matters by identifying control objective, reviewing significant policies and procedures and establishing relevant control procedures.

Management Evaluation of the Effectiveness of the Bank's Internal Control System

During the year under review, efforts have been made for an effective and efficient internal control system. In accordance with SBP-BSD Circular No. 7 of 2004, the Bank formulated all the key policies and procedures for its different lines of business. While formulating such policies, clear line of authority and responsibility has been established in order to ensure an effective internal control system. The Bank has established an audit function independent of line management. The control activities are being closely monitored across the Bank through audit group / compliance & control, which covers all banking activities in general and key risk areas in particular. The Audit Committee of the Board reviews the audit function quarterly which includes program as well as surprise audits.

Internal control system in the Bank is designed to manage, rather than to eliminate the risk of failure to achieve the business objective, and can only provide reasonable and not absolute assurance against material misstatement or loss. However, it is an on going process that includes identification, evaluation and management of significant risks faced by the Bank.

The Board of Directors is ultimately responsible for the internal control system and the Board endorses the above management evaluation.

For and On Behalf of the Board,

Hasan A. Bilgrami Chief Executive Officer

Hasan Ritgram.

March 04, 2009



# Statement of Compliance with the Code of Corporate Governance

This statement is being presented to comply with the Code of Corporate Governance contained in the regulations G-1 of the Prudential Regulations for Corporate/Commercial Banking issued by the State Bank of Pakistan for the purpose of establishing a framework of good governance, whereby a listed banking company is managed in compliance with the best practices of corporate governance.

The Bank has applied the principles contained in the Code in the following manner:

- 1. The Bank encourages representation of independent non-executive directors on its Board of Directors. At present, the Board includes six non-executive directors and one executive director.
- 2. The directors have confirmed that none of them is serving as a director in more than ten listed companies including this Bank.
- 3. All the resident directors of the Bank are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a DFI, or NBFI or, being a member of a stock exchange, has been declared as a defaulter by the stock exchange.
- 4. Casual vacancy occurred in the Board during the year was duly filled on the same day.
- 5. The Bank has prepared Statement of Ethics and Business Practices which has been signed by majority of the Directors and employees of the Bank.
- 6. The Board has developed a vision and mission statement and an overall corporate strategy and significant polices of the Bank. A complete record of particulars of the significant polices along with the dates on which they were approved or amended has been maintained.
- 7. All the powers of the Board have been duly exercised and decisions on material transaction, including appointment and determination of remuneration and terms of conditions of the employment of the Chief Executive Officer have been taken by the Board.
- 8. The meetings of the Board were presided over by the Chairman and, in his absence by a director elected by the Board for this purpose. Six meetings of the Board were held during the year. Written notices/emails of the Board meetings, along with agenda and working papers, were circulated at least seven days before the meeting. The minutes of the meeting were appropriately recorded and circulated.
- 9. The management of the Bank has circulated a summary of provisions of various laws i.e. the Companies Ordinance 1984, the Code of Corporate Governance, the Banking Companies Ordinance 1962, the Prudential Regulations of the State Bank of Pakistan and the Listing Regulations of Karachi Stock Exchange as required clause (xiv) of the Code i.e. with respect of 'Orientation Course' of Directors to acquaint them of their duties and responsibilities and enable them to manage the affairs of the Bank on behalf of the shareholders.
- 10. The Board approved appointments of the Chief Financial Officer (CFO) cum Company Secretary and the Head of Internal Audit including their remuneration and terms of conditions of employment as determined by the CEO.

- 12. The financial statements of the Bank were duly endorsed by the CEO & CFO before the approval of the Board.
- 13. The Directors, CEO and Executives do not hold any interest in the shares of the Bank, other than that disclosed in the pattern of shareholding.
- 14. The Bank has complied with all corporate and financial reporting requirements of the Code.
- 15. The Board has formed an Audit Committee. It comprises of three members, all of whom are non-executive directors including the Chairman of the committee.
- 16. Four meetings of the Audit Committee were held during the year prior to approval of interim and final results of the Bank and as required by the Code. The terms of reference of the Committee have been formed, approved by the Board and advised to the Committee for compliance.
- 17. The Board has set up an internal audit function, the members of which are considered suitably qualified and experienced for the purposes and are conversant with the policies and procedures of the Bank.
- 18. The statutory auditors of the Bank have confirmed that they have been given a satisfactory rating under the quality control review program of the Institute of Chartered Accountant of Pakistan, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Bank and that the firm and all its partners are in compliance with the International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the Institute of Chartered Accountants of Pakistan.
- 19. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
- 20. We confirm that all other material principles contained in the Code have been complied with.

Hasan A. Bilgrami Chief Executive Officer

Hasen Ribrans

March 04, 2009



### Review Report to the Members on Statement of Compliance with the Best Practices of Code of Corporate Governance

We have reviewed the Statement of Compliance with the best Practices contained in the Code of Corporate Governance for the year ended December 31, 2008 prepared by the Board of Directors of BankIslami Pakistan Limited (the Bank) to comply with the regulation G-1 of the Prudential Regulations for Corporate/ Commercial Banking issued by the State Bank of Pakistan.

The responsibility for the compliance with the Code of Corporate Governance is that of the Board of Directors of the Bank. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement of Compliance reflects the status of the Bank's compliance with the provisions of the Code of Corporate Governance and report if it does not. A review is limited primarily to inquiries of the Bank personnel and review of various documents prepared by the Bank to comply with the Code.

As part of our audit of financial statements, we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We have not carried any special review of the internal control system to enable us to express an opinion as to whether the Board's statement on internal control covers all controls and the effectiveness of such internal controls.

Based on our review, nothing has come to our attention, which causes us to believe that the statement of Compliance does not appropriately reflects the Bank's compliance, in all material respects, with the best practices contained in the Code of Corporate Governance, for the year under review.

KARACHI: March 04, 2009 Ford Revoles St Late Keydo Res.

Ford Rhodes Sidat Hyder & Co. Chartered Accountants

### Sharia'h Adviser's Report

The Shareholders of BankIslami Pakistan Limited:

The year under review was the third year of Islamic Commercial Banking Operations of BankIslami. During the year, BankIslami refined the products developed in the previous year. In this regard, revisions were carried out in existing Process Flows, Agreements and Product Manuals.

Sharia'h Audit was carried out in branches and departments during the year. It was a delightful experience that on account of periodic compliance and audit functions, extent of mistakes in execution of transactions has reduced considerably. In this way, organizational learning can be said to have occurred.

Based on review conducted, we report:

- 1. We have examined, on test check basis, each class of transaction, the relevant documentation and procedures adopted by IBI.
- 2. In our opinion, the affairs of IBI have been carried out in accordance with rules and principles of sharia'h, SBP regulations and guidelines related to sharia'h compliance and other rules as well as specific fatawa'h and rulings issued by Sharia'h Adviser from time to time.
- 3. In our opinion, the allocation of funds, weightages, profit sharing ratios, profit and charging of losses (if any) relating to PLS accounts conform to the basis vetted by Sharia'h Adviser in accordance with sharia'h rules and principles.
- 4. In our opinion, any earning that have been realized from sources or by mean prohibited by sharia'h rules and principles have been credited to charity account. An amount of Rs. 1,790,170/- was received from customers in respect of charity and credited to relevent account. Charity disbursed to date amounts to Rs. 2,762,563/-.

In pursuit of its aspiration to begin transactions deviated from just financing under debt based mode, BankIslami through its Mudarabah subsidiary has started school project and other plans of similiar nature are in pipeline. Such activities have long been desired by people interested in Islamic banking and our step will help strengthen their belief in Islamic banking.

In order to reinforce Sharia'h compliance, Sharia'h compliance and audit manual has been developed, detailed charity guidelines have been issued and Investment banking has been guided by issuing standardized procedures for Sukuk.

Proper training of Islamic banking is an important part of endeavor to ensure sharia'h compliance. This function was undertaken by Sharia'h Advisory and Product Development departments with the collaboration of Human Resource department. Training sessions were conducted in Major cities of the country. However, as the size of the Bank has grown with headcounts exceeding one thousand, more resources need to be allocated in this area.

Enlarged network of branches has created new challenges for sharia'h compliance too. We hope to cope with this by competent human resources, sophisticated information systems and co-operation from our people.

May Allah make our efforts successful, determination fortified and Islamic banking prosperous.

Irshad Ahmed Aijaz

Sharia'h Adviser

### Auditors' Report to the Members

We have audited the annexed balance sheet of BankIslami Pakistan Limited (the Bank) as at December 31, 2008, and the related profit and loss account, cash flow statement and statement of changes in equity together with the notes forming part thereof (here in after referred to as the 'financial statements'), for the year then ended, in which are incorporated the un-audited certified returns from the branches except for ten branches which have been audited by us and we state that we have obtained all the information and explainations which, to the best of our knowledge and belief were necessary for the purposes of our audit.

It is the responsibility of the Bank's Board of Directors to establish and maintain a system of internal control, and prepare and present the financial statements in conformity with the approved accounting standards and the requirements of the Banking Companies Ordinance, 1962 (LVII of 1962), and the Companies Ordinance, 1984 (XLVII of 1984). Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with the International Standards on Auditing as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting amounts and disclosures in the financial statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the financial statements. We believe that our audit provides a reasonable basis for our opinion and after due verification, which in case of loans and advances (financings) covered more than sixty percent of the total loans and advances (financings) of the Bank, we report that:

- a) in our opinion, proper books of account have been kept by the Bank as required by the Companies Ordinance, 1984 (XLVII of 1984), and the returns referred to above received from the branches have been found adequate for the purposes of our audit;
- b) in our opinion:
  - i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Banking Companies Ordinance, 1962 (LVII of 1962) and the Companies Ordinance, 1984 (XLVII of 1984), and are in agreement with the books of account and are further in accordance with the accounting policies consistently applied;
  - ii) the expenditure incurred during the year was for the purpose of the Bank's business; and
  - iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Bank and the transactions of the Bank which have come to our notice have been within the powers of the Bank;
- c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with the approved accounting standards as applicable in Pakistan, and give the information required by the Banking Companies Ordinance, 1962 (LVII of 1962), and the Companies Ordinance, 1984 (XLVII of 1984), in the manner so required and give a true and fair view of the state of the Bank's affairs as at December 31, 2008, and its true balance of the loss, its cash flows and changes in equity for the year then ended; and
- d) in our opinion, Zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980) was deducted by the Bank and deposited in the Central Zakat Fund established under Section 7 of that Ordinance.

KARACHI: March 04, 2009 Ford Revoles State Keydo Ren

Ford Rhodes Sidat Hyder & Co. CHARTERED ACCOUNTANTS

### Balance Sheet As at December 31, 2008

|  |      | December   | December   |
|--|------|------------|------------|
|  | Note | 31, 2008   | 31, 2007   |
|  |      | Rupees     | in `000    |
| ASSETS   |      |            |            |
| Cash and balances with treasury banks                  | 6    | 2,175,413  | 1,433,166  |
| Balances with other banks                              | 7    | 2,207,490  | 2,577,491  |
| Due from financial institutions                        | 8    | 40,351     | 625,037    |
| Investments  | 9    | 5,019,525  | 3,864,027  |
| Financings   | 10   | 6,527,531  | 3,962,867  |
| Operating fixed assets                                 | 11   | 1,910,648  | 1,093,324  |
| Deferred tax assets                                    | 12   | 265,257    | 90,418     |
| Other assets   | 13   | 942,385    | 801,143    |
|  |      | 19,088,600 | 14,447,473 |
| LIABILITIES  |      |            |            |
| Bills payable  | 14   | 353,646    | 84,998     |
| Due to financial institutions                          | 15   | 245,939    | 70,000     |
| Deposits and other accounts                            | 16   | 12,477,955 | 9,934,282  |
| Sub-ordinated loan                                     |      | -          | -          |
| Liabilities against assets subject to finance lease    |      | -          | -          |
| Deferred tax liabilities                               |      | -          | -          |
| Other liabilities                                      | 17   | 819,239    | 513,467    |
|  |      | 13,896,779 | 10,602,747 |
| NET ASSETS   |      | 5,191,821  | 3,844,726  |
| REPRESENTED BY   |      |            |            |
| Share capital  | 18   | 5,279,679  | 3,200,000  |
| Reserves   |      | -          | -          |
| Accumulated loss                                       |      | (98,307)   | (45,377)   |
|  |      | 5,181,372  | 3,154,623  |
| Advance against future issue of share capital          | 19   | -          | 681,409    |
| Surplus on revaluation of assets - net of deferred tax | 20   | 10,449     | 8,694      |
|  |      | 5,191,821  | 3,844,726  |
| CONTINGENCIES AND COMMITMENTS                          | 21   |            |            |

The annexed notes from 1 to 41 form an integral part of these financial statements.

Chairman

Hosen Rigan.
Chief Executive Officer

Director

# Profit and Loss Account For the Year Ended december 31, 2008

|  | Note     | December<br>31, 2008                 | December<br>31, 2007                 |
|--|----------|--------------------------------------|--------------------------------------|
|  |          | Rupees i                             | n `000                               |
| Profit / return on financings, investments and placements earned Return on deposits and other dues expensed Net spread earned  | 22<br>23 | 1,468,688<br>729,528<br>739,160      | 602,060<br>303,842<br>298,218        |
| Provision against non-performing financings - net Provision for diminution in the value of investments Bad debts written off directly                                | 10.6     | 130,556                              | 28,372                               |
| Net spread after provisions  |          | 130,556 608,604                      | 28,372<br>269,846                    |
| OTHER INCOME   |          |                                      |                                      |
| Fee, commission and brokerage income Dividend income Income from dealing in foreign currencies Gain on sale of securities Unrealised Gain / (loss) on revaluation of | 24       | 112,117<br>1,741<br>29,273<br>31,273 | 61,207<br>23,150<br>10,248<br>41,922 |
| investments classified as held for trading Other income  | 25       | 21,735                               | 3,754                                |
| Total other income   | l        | 196,139                              | 140,281                              |
|  |          | 804,743                              | 410,127                              |
| OTHER EXPENSES   |          |                                      |                                      |
| Administrative expenses Other provisions / write offs Other charges  | 26<br>27 | 1,028,232<br>-<br>5,663              | 507,252<br>-<br>3,338                |
| Total other expenses   |          | 1,033,895                            | 510,590                              |
| Extra ordinary / unusual items   |          | (229,152)                            | (100,463)                            |
| LOSS BEFORE TAXATION   | •        | (229,152)                            | (100,463)                            |
| Taxation – Current – Prior years – Deferred  |          | (87)<br>-<br>176,309                 | (4,004)<br>-<br>67,444               |
|  | 28       | 176,222                              | 63,440                               |
| LOSS AFTER TAXATION  |          | (52,930)                             | (37,023)                             |
| Accumulated loss brought forward   |          | (45,377)                             | (8,354)                              |
| Accumulated loss carried forward   | :        | (98,307)                             | (45,377)                             |
| Basic and diluted loss per share – Rupee   | 29       | (0.12)                               | (0.13)                               |

The annexed notes from 1 to 41 form an integral part of these financial statements.

Chairman

**Chief Executive Officer** 

Director

### Cash Flow Statement

| For | the  | Year | Ended  | december  | 31, 2008 |
|-----|------|------|--------|-----------|----------|
| IOI | CIIC | rcar | Litaca | accenibei | 01, 2000 |

|  |      | December    | December            |
|--|------|-------------|---------------------|
|  | Note | 31, 2008    | 31, 2007            |
|  |      | Rupees i    | in `000             |
| CASH FLOWS FROM OPERATING ACTIVITIES   |      | 1           |                     |
| Loss before taxation   |      | (229, 152)  | (100,463)           |
| Less: Dividend income  |      | (1,741)     | (23,150)            |
|  |      | (230,893)   | (123,613)           |
| Adjustments  |      | (200,000)   | (120,010)           |
| Adjustments: Depreciation  |      | 163,211     | 65,417              |
| Amortisation   |      | 5,657       | 6,397               |
| Provision against non-performing financings  |      | 130,556     | 28,372              |
| Deficit on revaluation of investments (classified  |      |             |                     |
| as held for trading)   |      | -           | (926)               |
| Gain on sale of fixed assets - net   |      | (1,297)     | (124)               |
| Deferred cost amortised  |      | 16,019      | 16,080              |
|  |      | 314,146     | 115,216             |
|  |      | 83,253      | (8,397)             |
| (Increase) / decrease in operating assets  |      |             |                     |
| Due from financial institutions  |      | 584,686     | (212,906)           |
| Held for trading securities  |      | -           | 222,480             |
| Financings   |      | (2,695,220) | (3,032,106)         |
| Other assets (excluding advance taxation and deferred cost)                                  |      | (150,988)   | (246,949)           |
|  |      | (2,261,522) | (3,269,481)         |
| Increase / (decrease) in operating liabilities   |      |             |                     |
| Bills payable  |      | 268,648     | 61,168              |
| Due to financial institutions  |      | 175,939     | 20,000              |
| Deposits and other accounts  |      | 2,543,673   | 8,156,274           |
| Other liabilities – net  |      | 305,772     | 343,578             |
|  |      | 3,294,032   | 8,581,020           |
|  |      | 1,115,763   | 5,303,142           |
| Income tax paid – net  |      | (6,360)     | (11,365)            |
| Net cash flow from operating activities  |      | 1,109,403   | 5,291,777           |
|  |      |             |                     |
| CASH FLOWS FROM INVESTING ACTIVITIES   |      | (4.450.070) | (0.400.000)         |
| Net investments in available for sale securities   |      | (1,152,273) | (3,400,008)         |
| Investment in subsidiary Dividend received   |      | 1,741       | (191,015)           |
| Investments in operating fixed assets  |      | (990,641)   | 23,150<br>(726,420) |
| Sale proceeds of property and equipment disposed off   |      | 5,746       | 2,833               |
| Net cash used in investing activities  |      | (2,135,427) | (4,291,460)         |
| Net cash used in investing activities  |      | (2,133,427) | (4,231,400)         |
| CASH FLOWS FROM FINANCING ACTIVITIES   |      |             |                     |
| Issue of share capital   |      | 1,398,270   | 1,200,000           |
| Advance against future issue of share capital - net off issue of shares                      |      | -           | 681,409             |
| Net cash flow from financing activities  |      | 1,398,270   | 1,881,409           |
| 5  |      | 372,246     | 2,881,726           |
| Net increase in cash and cash equivalents Cash and cash equivalents at beginning of the year | 30   | 4,010,657   | 1,128,931           |
|  |      |             |                     |
| Cash and cash equivalents at end of the year   | 30   | 4,382,903   | 4,010,657           |
|  |      |             |                     |

The annexed notes from 1 to 41 form an integral part of these financial statements.

Chairman

Chief Executive Officer

Director

# Statement of Changes in Equity For the Year Ended december 31, 2008

|  | Share<br>capital | Accumulated loss | Total     |
|--|------------------|------------------|-----------|
|  |                  | -Rupees in `000  |           |
| Balance as at January 01, 2007                               | 2,000,000        | (8,354)          | 1,991,646 |
| Issue of right shares during the year                        | 1,200,000        | -                | 1,200,000 |
| Loss after taxation for the year ended<br>December 31, 2007  |                  | (37,023)         | (37,023)  |
| Balance as at January 01, 2008                               | 3,200,000        | (45,377)         | 3,154,623 |
| Issue of right shares during the year                        | 1,079,679        | -                | 1,079,679 |
| Allotment of right shares during the year – pending issuance | 1,000,000        | -                | 1,000,000 |
| Loss after taxation for the year ended December 31, 2008     | -                | (52,930)         | (52,930)  |
| Balance as at December 31, 2008                              | 5,279,679        | (98,307)         | 5,181,372 |

The annexed notes from 1 to 41 form an integral part of these financial statements.

Chairman

**Chief Executive Officer** 

Director

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### Notes to the Financial Statements

For the Year Ended december 31, 2008

#### 1. STATUS AND NATURE OF BUSINESS

- 1.1 BankIslami Pakistan Limited (the Bank) was incorporated in Pakistan as a public limited company on October 18, 2004 under the Companies Ordinance, 1984 to carry out business of an Islamic Commercial Bank in accordance with the principles of Islamic Shariah. The registered office of the Bank is situated at 11th Floor, Dolmen City, Marine Drive, Block-4, Clifton, Karachi. The Bank commenced its operations from April 07, 2006. The shares of the Bank are quoted on the Karachi Stock Exchange. The Bank is operating with one hundred and two branches including thirty two sub branches (2007: thirty six branches) as at December 31, 2008.
- 1.2 During the year, the Bank has issued right shares representing 207.968 million ordinary shares.

#### 2. BASIS OF PRESENTATION

- 2.1 These financial statements have been prepared in accordance with the requirements of the State Bank of Pakistan (SBP) vide BSD Circular No. 4 dated February 17, 2006.
- 2.2 The Bank provides financing mainly through sharia'h compliant financial products. Except for Murabaha transactions (which are accounted for under the Islamic Financial Accounting Standard 1), the purchases, sales and rentals arising under these arrangements are not reflected in these financial statements as such but are restricted to the amount of facility actually utilised and the appropriate portion of rental / profit thereon. Income, if any, received which does not comply with the principles of Islamic Sharia'h is recognised as charity payable.
- 2.3 These financial statements are separate financial statements of the Bank in which investments in subsidiary are accounted for on the basis of direct equity interest and are not consolidated. The consolidated financial statements of the Group are being issued separately.

#### 3. STATEMENT OF COMPLIANCE

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and Islamic Financial Accounting Standards (IFAS) issued by the Institute of Chartered Accountants of Pakistan as are notified under the Companies Ordinance, 1984, the requirements of the Companies Ordinance, 1984, Banking Companies Ordinance, 1962 or directives issued by the Securities and Exchange Commission of Pakistan and the State Bank of Pakistan. Wherever the requirements of the Companies Ordinance, 1984, Banking Companies Ordinance, 1962 or directives issued by the Securities and Exchange Commission of Pakistan and the State Bank of Pakistan differ with the requirements of IFRS or IFAS, the requirements of the Companies Ordinance, 1984, Banking Companies Ordinance, 1962 or the requirements of the said directives shall prevail.

SBP as per BSD Circular No. 10, dated August 26, 2002 has deferred the applicability of International Accounting Standard 39, Financial Instruments: Recognition and Measurement (IAS 39) and International Accounting Standard 40, Investment Property (IAS 40) for Banking companies till further instructions. Further, according to the notification of SECP dated April 28, 2008, the IFRS – 7 "Financial Instruments: Disclosures" has not been made applicable for banks. Accordingly, the requirements of these standards have not been considered in the preparation of these financial statements. However, investments have been classified and valued in accordance with the requirement of various circulars issued by SBP.

#### 4. BASIS OF MEASUREMENT

These financial statements have been prepared under the historical cost convention except for certain financial instruments which have been marked to market and are carried at fair value as stated in note 9.



#### 5. SIGNIFICANT ACCOUNTING POLICIES

#### 5.1 Cash and cash equivalents

Cash and cash equivalents comprise of cash and balances with treasury and balances with other banks in current and deposit accounts.

#### 5.2 Investments

In accordance with BSD Circular No.10 and 14 dated July 13, 2004 and September 24, 2004 respectively, issued by SBP, the Bank classifies its investment portfolio into 'held for trading', 'held to maturity' and 'available for sale' securities as follows:

#### Held for trading

These are securities which are either acquired for generating profit from short-term fluctuations in market prices or dealer's margin or are securities included in a portfolio in which a pattern of short-term profit taking exists.

#### Held to maturity

These are securities with fixed or determinable payments and fixed maturity that the Bank has the positive intent and ability to hold to maturity.

#### Available for sale

These are investments that do not fall under the held for trading or held to maturity categories.

Investments are initially recognised at cost which in case of investments other than 'held for trading' includes transaction costs associated with the investment.

In accordance with the requirements of SBP, quoted securities other than those classified as held to maturity are stated at market value. Investments classified as held to maturity are carried at amortised costs. Unquoted securities and investment in subsidiary are valued at cost less accumulated impairment, if any.

Surplus / (deficit) arising on revaluation of the Bank's held-for-trading investment portfolio is taken to the profit and loss account. The surplus / (deficit) arising on revaluation of quoted securities classified as available-for-sale is kept in "Surplus / Deficit on Revaluation of Securities account" and is shown in the balance sheet below equity. The surplus / (deficit) arising on these securities is taken to the profit and loss account when actually realised upon disposal.

Provision for diminution in the value of securities is made after considering impairment, if any, in their value and charged to profit and loss account.

Profit and loss on sale of investments is included in profit and loss currently.

Premium or discount on debt securities classified as available for sale is amortised using effective Interest method and taken to the profit and loss account.

#### 5.3 Trade date accounting

All 'regular way' purchases and sales of financial assets are recognised on the trade date, i.e. the date on which commitment to purchase / sale is made by the Bank. Regular way purchases or sales of financial assets are those, the contract for which requires delivery of assets within the time frame generally established by regulation or convention in the market place.

#### 5.4 Financings

Financings are financial products originated by the Bank and principally comprise Murabaha, Istisna, Ijarah, Salam, Musawamah and Diminishing Musharaka receivables. These are stated at amortised cost (except for Murabaha which is accounted for at gross receivable) net of general and specific provisions.

Provision against non-performing financing is made in accordance with the requirements of the Prudential Regulations issued by SBP and charged to profit and loss account. Specific provisions are made for identified doubtful financing in addition to general provisioning requirements. Financings are written off when there is no realistic prospect of recovery.

Murabaha to the purchase orderer is a sale transaction wherein the first party (the Bank) sells to the client/customer a Sharia'h compliant assets / goods for cost plus a pre-agreed profit. In principle on the basis of an undertaking (Promise-to-Purchase) from the client (the purchase orderer), the Bank purchases the assets / goods subject of the Murabaha from a third party and takes the possession thereof, however the Bank can appoint the client as its agent to purchase the assets / goods on its behalf. Thereafter, it sells it to the client at cost plus the profit agreed upon in the promise.

Import Murabaha is a product, used to finance a commercial transaction which consists of purchase by the Bank (generally through an undisclosed agent) the goods from the foreign supplier and selling them to the customer after getting the title to and possession of the goods. Murabaha financing is extended to all types of trade transactions i.e., under Documentary Credits (LCs), Documentary Collections and Open Accounts.

Istisna is an order to manufacture or construct some assets. The Bank purchases marketable / exportable goods under Istisna mode and sells them through an agent.

Ijarah is a contract in which the Bank buys and rents a productive asset to a person short of funds and in need of that asset.

Salam is a sale transaction where the seller undertakes to supply some specific goods to the buyer at a future date against an advance price fully paid on spot.

Musawamah is a sale transaction in which price of a commodity to be traded is bargained between seller and the purchaser without any reference to the cost incurred by the seller.

Diminishing Musharaka represents an asset in joint ownership whereby a partner promises to buy the equity share of the other partner until the title to the equity is totally transferred to him. The partner using the asset pays the proportionate rental of such asset to the other partner (the Bank).

Musharaka / Modaraba are different types of partnerships in business with distribution of profit in agreed ratio and distribution of loss in the ratio of capital invested.

#### 5.5 Operating fixed assets

#### 5.5.1 Property and equipment

Property and equipment are stated at cost less accumulated depreciation and impairment, if any. Depreciation is computed using the straight-line method by taking into consideration the estimated useful life of the related assets at the rates specified in note 11.2 to the financial statements. Depreciation on additions / deletions during the year is charged for the proportionate period for which the asset remained in use.

The carrying values of property and equipment are reviewed at each reporting date for indication that an asset may be impaired and carrying values may not be recovered. If any such indication exists and where the carrying values exceed the estimated recoverable amount, the assets are written down to their recoverable amount. The recoverable amount of property and equipment is the greater of net selling price and value in use.

Subsequent costs are included in the assets carrying amount or are recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Bank and the cost of the item can be measured reliably. All other repair and maintenance are charged to the profit and loss account.

An item of property and equipment is derecognised on disposal or when no future economic benefits are expected from its use or disposal.

Residual values, useful lives and depreciation methods are reviewed and adjusted, if appropriate, at each financial year end.



Gain and loss on disposal of assets are included in profit and loss currently.

#### 5.5.2 Capital work in progress

These are stated at cost less impairment, if any.

#### 5.5.3 Intangible assets

These are stated at cost less accumulated amortisation and impairment, if any. Amortisation is charged over the useful life of the asset on systematic basis to income applying the straight line method at the rate specified in note 11.3 to the financial statements.

Amortisation on additions is charged from the month in which the assets are put to use while no amotisation is charged in the month in which the assets are deleted.

Software and other development costs are only capitalised to the extent that future economic benefits are expected to be derived by the Bank.

The carrying amounts are reviewed at each balance sheet date to assess whether they are recorded in excess of their recoverable amounts, and where carrying values exceed estimated recoverable amount, assets are written down to their estimated recoverable amount.

#### 5.6 Taxation

#### 5.6.1 Current taxation

Provision for taxation is based on the taxable income for the year determined in accounts with the prevailing laws for taxation on income. The charge for tax also includes adjustments, where considered necessary relating to prior years.

#### 5.6.2 Deferred taxation

Deferred tax is provided, using the balance sheet liability method, on all temporary differences at the balance sheet date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. Deferred tax liabilities are recognised for all taxable temporary differences. Deferred tax assets are recognised for all deductible temporary differences and un-absorbed tax losses to the extent that it is probable that taxable profit will be available against which the deductible temporary differences and un-absorbed tax losses can be utilised.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled, based on the tax rates (and tax laws) that have been enacted or subsequently enacted at the balance sheet date.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised.

The Bank also recognizes deferred tax asset / liability on deficit / surplus on revaluation of assets which is adjusted against the related deficit / surplus in accordance with the requirements of IAS 12 'Income Taxes'.

#### 5.7 Staff retirement benefits

#### 5.7.1 Defined benefit plan

The Bank operates an approved and unfunded gratuity scheme for all of its permanent employees. The contribution to the scheme is made on the basis of actuarial recommendations. Actuarial valuation is carried out at each year end using the Projected Unit Credit Method. Actuarial gains and losses are recognised as income or expense over the average remaining useful lives of the employees, if the cumulative recognised actuarial gains or losses for the Scheme at the end of the previous financial year exceed 10% of the higher of defined benefit obligation and the fair value of the plan assets.

#### 5.7.2 Defined contribution plan

The Bank operates an approved funded contributory provident fund scheme for all of its permanent employees. Equal monthly contributions are made both by the Bank and the employees at the rate of 10 percent of the basic salary. The Bank has no further payment obligations once the contributions have been paid. The contribution made by the Bank is recognised on employee benefit expense when they are done.

- 5.8 Revenue recognition
- 5.8.1 Profit from Murabaha is accounted for on consummation of Murabaha transaction. However, profit on the portion of revenue not due for payment is deferred by accounting for unearned Murabaha income with a corresponding credit to deferred Murabaha income which is recorded as a liability. The same is then recognised as revenue on a time proportionate basis.
- 5.8.2 Profit from Istisna, Diminishing Musharaka, Salam and Musawamah are recognised on a time proportionate basis.
- 5.8.3 Profit from Ijarah contracts is recognised on a pattern reflecting a constant periodic return on the net investment outstanding in accordance with International Accounting Standard 17 'Leases'.
- 5.8.4 Profit on diminishing Musharaka is recognised on an accrual basis.
- 5.8.5 Provisional profit of Musharaka / Modaraba financing is recognised on accrual basis. Actual profit / loss on Musharaka and Modaraba financings is adjusted for declaration of profit by Musharaka partner / modarib or at liquidation of Musharaka / Modaraba.
- 5.8.6 Profit on classified financing is recognised on receipt basis.
- 5.8.7 Dividend income is recognised when the right to receive dividend is established.
- 5.8.8 Gains and losses on sale of investments are included in profit and loss currently.
- 5.8.9 Fee on issuance of letter of credit and acceptance is recognised on receipt basis as generally the transaction consummates within an accounting period. Fee on guarantees, if considered material, is recognised over the period of guarantee.
- 5.9 Financial instruments
- 5.9.1 Financial assets and financial liabilities

Financial assets and financial liabilities are recognised at the time when the Bank becomes a party to the contractual provisions of the instrument. Financial assets are de-recognised when the contractual right to future cash flows from the asset expire or is transferred along with the risk and reward of the asset. Financial liabilities are de-recognised when obligation specified in the contract is discharged, cancelled or expired. Any gain or loss on de-recognition of the financial asset and liabilities is recognised in the profit and loss account of the current period.

#### 5.9.2 Offsetting of financial instruments

Financial assets and financial liabilities are only offset and the net amount is reported in the balance sheet when there is a legally enforceable right to set-off the recognised amounts and the Bank intends to either settle on a net basis, or to realise the asset and settle the liability simultaneously.

#### 5.9.3 Derivatives

Derivative financial instruments are recognised at fair value. In the case of equity futures, the fair value is calculated with reference to quoted market price. Derivatives with positive market values (unrealised gains) are included in other receivables and derivatives with negative market values (unrealised losses) are included in other liabilities in the balance sheet. The resultant gains and losses are taken to profit and loss currently.



#### 5.10 Related party transactions

Transactions with related parties are at arm's length prices except for transactions with executives that are undertaken in accordance with their terms of employment.

#### 5.11 Foreign currency transactions

Foreign currency transactions are translated into local currency at the exchange rates prevailing on the date of transaction. Monetary assets and liabilities in foreign currencies are translated into rupees at the exchange rates prevailing at the balance sheet date. Forward exchange promises are revalued using forward exchange rates applicable to their respective remaining maturities. Exchange gains or losses are included in profit and loss currently.

#### 5.12 Fiduciary assets

Assets held in a fiduciary capacity are not treated as assets of the Bank in the financial statements.

#### 5.13 Provisions

Provision are recognised when the Bank has a present legal or constructive obligation as a result of a past event and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Provisions are reviewed at each balance sheet date and are adjusted to reflect the current best estimate.

Provisions for guarantee claims and other off balance sheet obligations are recognised when intimated and reasonable certainity exists for the Bank to settle the obligation. Charge to profit and loss account is stated net off expected recoveries.

#### 5.14 Deferred costs

These represent preliminary, formation and pre-operating cost and expenses incurred on issue of shares. These are being amortised over a period of five years.

#### 5.15 Impairment

The carrying amount of assets is reviewed at each balance sheet date for impairment whenever events of changes in circumstances indicate that the carrying amount of the assets may not be recoverable. If such indication exists, and where the carrying amount exceeds the estimated recoverable amount, assets are written down to their recoverable amounts. The resulting impairment loss is taken to the profit and loss account.

#### 5.16 Segment reporting

A segment is a distinguishable component of the Bank that is engaged either in providing products or services (business segment), or in providing product or services within a particular economic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments. The segment reporting format have been determined and prepared in conformity with the format of financial statements and guidelines, prescribed by SBP vide BSD Circular No. 04 of 2006 dated February 17, 2006.

#### 5.17 Accounting judgments and estimates

The preparation of financial statements in conformity with approved accounting standards requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Bank's accounting policies. Estimates / judgments and associated assumptions used in the preparation of the financial statements are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

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The estimates / judgments and associated assumptions are reviewed on an ongoing basis. Revision to the accounting estimates are recognised in the period in which the estimate is revised, if the revision affects only that period, or in the period of revision and future periods if the revision affects both current and future periods. The changes in estimates made during the year and impact on the financial statements are disclosed in note 10.5.1. The estimates, judgments and assumptions that have significant effect on the financial statements are as follows:

|  | Note       |
|--|------------|
| Classification of investments                      | 5.2 & 9    |
| Useful lives of assets and methods of depreciation | 5.5 & 11   |
| Deferred taxation                                  | 5.6.2 & 12 |
| Provision against non-performing financings        | 5.4 & 10.6 |
| Defined benefit plan                               | 5.7.1 & 32 |

#### 5.18 Accounting standards not yet effective

The following revised standards and interpretations with respect to approved accounting standards as applicable in Pakistan would be effective from the dates mentioned below against the respective standards or interpretations.

| Standard o | r interpretation   | Effective date         |
|------------|--|------------------------|
|            |  | (accounting periods    |
|            |  | beginning on or after) |
| IAS 1      | Presentation of Financial Statements (Revised)           | January 01, 2009       |
| IAS 23     | Borrowings Costs (Revised)                               | January 01, 2009       |
| IAS 27     | Consolidated and Separate Financial Statements (Revised) | January 01, 2009       |
| IFRS 3     | Business Combinations (Revised)                          | July 01, 2009          |
| IFRS 4     | Insurance Contracts                                      | January 01, 2009       |
| IFRS 8     | Operating segments                                       | January 01, 2009       |
| IFRIC 13   | Customer Loyalty Programs                                | July 01, 2008          |
| IFRIC 15   | Agreements for the Construction of Real Estate           | January 01, 2009       |
| IFRIC 16   | Hedges of a Net Investment in a Foreign Operation        | October 01, 2008       |
| IFRIC 17   | Distributions of Non-cash Assets to owners               | July 01, 2009          |
| IFRIC 18   | Transfers of Assets from Customers                       | July 01, 2009          |
| IFAS 2     | Ijarah   | January 01, 2009       |

The Bank considers that the above standards and interpretations except for IFAS – 2, are either not relevant or will have no material impact on its financial statements in the period of initial application other than to the extent of certain changes or enhancements in the presentation and disclosures in the financial statements to the extent that such presentation and disclosure requirements do not conflict with the format of financial statements prescribed by SBP for Banks.

IFAS – 2 would affect the accounting for Ijarah financing contract undertaken by the Bank. The standard would be applicable prospectively to such contracts entered into on or after January 01, 2009 and requires that the assets financed under ijarah arrangements be recorded as fixed assets separate from the assets in the Bank's own use. The said assets will be carried at cost less depreciation and impairment, if any. The rentals from ijarah are to be recognised in the profit and loss account on a straight-line basis over the terms of the contract. Currently ijarah arrangements are accounted for by the Bank in accordance with the accounting policy disclosed in note 5.4.

In addition to the above, amendments to various accounting standards have also been issued by IASB which are generally effective for accounting periods beginning on or after January 01, 2009. The management is in the process of evaluating the impact of such amendments on the Bank's financial statements for the ensuing periods.

| 6 ( | CASH AND RAI ANCES WITH TREASURY BANKS   | Note       | December<br>31, 2008<br>Rupees  | December 31, 2007 in `000  |
|-----|--|------------|---|--|
| 0.  | CASII AIVD DALAIVOLS WIIII IIVLASORI DAIVIIS   |            |   |  |
| -   | n hand - local currency - foreign currency  With State Bank of Pakistan in - local currency current accounts - foreign currency deposit accounts                             | 6.1<br>6.2 | 933,924<br>95,300<br>1,029,224<br>781,475<br>34,157                       | 214,050<br>36,313<br>250,363<br>1,123,034<br>26,326<br>1,149,360 |
| 1   | With National Bank of Pakistan in  |            | 010,002   | 1,110,000  |
|     | - local currency current accounts  |            | 330,557   | 33,443   |
|     |  |            | 2,175,413   | 1,433,166  |
| I   | - local currency - foreign currency  With State Bank of Pakistan in - local currency current accounts - foreign currency deposit accounts  With National Bank of Pakistan in | 6.1        | 933,924<br>95,300<br>1,029,224<br>781,475<br>34,157<br>815,632<br>330,557 | 214,<br>36,<br>250,<br>1,123,<br>26,<br>1,149,                   |

- 6.1 Includes Rs. 490.766 million (2007: Rs. 618.772 million) held against Cash Reserve Requirement and Statutory Liquidity Requirement which is to be maintained to comply with the requirements of SBP issued from time to time. Balance amount is available to the Bank for its operations.
- 6.2 Includes Rs. 23.35 million (2007: Rs. 9.9 million) held against Cash Reserve Requirement and Special Cash Reserves Requirement. Balance amount is available to the Bank for its operations. These deposits do not carry any return.

|      | December | December |
|------|----------|----------|
| Note | 31, 2008 | 31, 2007 |
|      | Rupees   | in `000  |

December

December

#### 7. BALANCES WITH OTHER BANKS

| In Pakistan           |     |           |           |
|-----------------------|-----|-----------|-----------|
| - on current accounts |     | 9,806     | 9,150     |
| - on deposit accounts | 7.1 | 2,099,942 | 2,520,330 |
| Outside Pakistan      |     | 2,109,748 | 2,529,480 |
| - on current accounts |     | 89,832    | 48,011    |
| - on deposit accounts | 7.2 | 7,910     | -         |
|                       |     | 97,742    | 48,011    |
|                       |     | 2,207,490 | 2,577,491 |
|                       |     |           |           |

- Represents deposits with various Islamic commercial banks under Musharaka and Modaraba arrangements with maturities less than 3 months. The expected profit rates on these arrangements ranges between 13% to 13.5% (2007:2% to 9.15%) per annum.
- 7.2 The expected profit rates on these arrangements is 3.75% (2007: Nil) per annum.

|    |   | Note | 31, 2008 | 31, 2007 |
|----|---|------|----------|----------|
| 8. | DUE FROM FINANCIAL INSTITUTIONS                       |      | Rupees i | n `000   |
|    | Sukuk Murabaha<br>Commodity Murabaha – local currency | 8.1  | 40,351   | 625,037  |
|    |   |      | 40,351   | 625,037  |

8.1 The Bank has entered into Sukuk Murabaha arrangement under which the Bank appoints its client as an agent under asset purchase agreement to purchase the underlying Sukuks from the open market on its behalf and later sells them on deferred Murabaha basis. This carries profit at the rate of 16.75% (2007: Nil) per annum.

|     |   |            |              |            | Note         | December 31, 2008     | ;               | December<br>31, 2007    |
|-----|---|------------|--------------|------------|--------------|-----------------------|-----------------|-------------------------|
| 0.0 |   |            |              |            | ·            | Rup                   |                 |                         |
| 8.2 | Murabaha sale price<br>Purchase price                                     |            |              |            |              | 1,197,41<br>(1,165,00 |                 | 3,401,162<br>3,300,000) |
|     |   |            |              |            | -            | 32,41                 | 3               | 101,162                 |
|     | Deferred Murabaha income  |            |              |            | =            |                       |                 |                         |
|     | Opening balance   |            |              |            |              | 11,76                 | 5               | 10,969                  |
|     | Deferred during the year  |            |              |            |              | 32,41                 |                 | 101,162                 |
|     | Recognised during the year  |            |              |            | -            | (43,59                |                 | (100,366)               |
|     | Ml. l   |            |              |            | =            | 58                    | <u>د</u><br>= = | 11,765                  |
|     | Murabaha receivable   |            |              |            |              | 005.00                | a               | 410 101                 |
|     | Opening balance<br>Sales during the year                                  |            |              |            |              | 625,03<br>1,197,41    |                 | 412,131<br>3,401,162    |
|     | Received during the year  |            |              |            |              | (1,782,09             |                 | 3,188,256)              |
|     |   |            |              |            | -            | 40,35                 | 1               | 625,037                 |
| 9.  | INVESTMENTS   |            |              |            | =            |                       |                 |                         |
| 0.  | II V LO II VILI   | Note       |              | 2008       |              |                       | 2007            |                         |
|     |   |            | Held by      | Given as   | Total        | Held by               | Given as        | Total                   |
|     |   |            | the Bank     | collateral | _            | the Bank              | collateral      |                         |
| 0.4 | T   |            |              |            | ····· (Rupee | es in '000)           |                 |                         |
| 9.1 | Investments by types  |            |              |            |              |                       |                 |                         |
|     | Available for sale securities - Sukuk Certificates - Mutual Funds (Units) | 9.3<br>9.4 | 4,812,435    | -          | 4,812,435    | 3,510,162<br>150,000  | -               | 3,510,162<br>150,000    |
|     | matair and (emb)  | 0.1        | 4,812,435    |            | 4,812,435    | 3,660,162             |                 | 3,660,162               |
|     | Subsidiary  |            |              |            |              |                       |                 |                         |
|     | - Unlisted company  | 9.5        | 191,015      | -          | 191,015      | 191,015               | -               | 191,015                 |
|     | Total investment at cost<br>Surplus on revaluation of                     |            | 5,003,450    | -          | 5,003,450    | 3,851,177             | -               | 3,851,177               |
|     | available for sale securities   | 20.1       | 16,075       |            | 16,075       | 12,850                |                 | 12,850                  |
|     | Total investments at market value   |            | 5,019,525    | -          | 5,019,525    | 3,864,027             |                 | 3,864,027               |
|     |   |            |              |            |              | December              | r I             | December                |
|     |   |            |              |            | Note         | 31, 2008              |                 | 31, 2007                |
|     | _   |            |              |            | -            | Rup                   | ees in `(       | 000                     |
| 9.2 | Investments by segments   |            |              |            |              |                       |                 |                         |
|     | Fully paid up ordinary shares:  |            |              |            |              |                       |                 |                         |
|     | - Unlisted company  |            |              |            | 9.5          | 191,01                | 5               | 191,015                 |
|     | Term Finance Certificates, Debe Participation Term Certificates:          | entures,   | Bonds and    | l          |              |                       |                 |                         |
|     | - Sukuk Certificates  |            |              |            | 9.3          | 4,812,43              | 5 :             | 3,510,162               |
|     | Other investments   |            |              |            |              | -,,                   |                 | -,,                     |
|     | - Mutual Funds (Units)  |            |              |            | 9.4          | -                     |                 | 150,000                 |
|     | Total investments at cost   |            |              |            | -            | 5,003,450             | 0 :             | 3,851,177               |
|     | Surplus on revaluation of availa  | ble for s  | ale securiti | ies        | 20.1         | 16,07                 |                 | 12,850                  |
|     | Total investments at market val   | ue         |              |            | -            | 5,019,52              | 5 = 3           | 3,864,027               |
|     |   |            |              |            | =            |                       |                 |                         |

#### 9.3 Details of investment in Sukuk

| Name of the investee company      | Note   | 2008    | 2007    | Face      | 2008      | 2007       | 2008      | 2007      |
|-----------------------------------|--------|---------|---------|-----------|-----------|------------|-----------|-----------|
|                                   |        | Numl    | ber of  | Value     | Cost      | Cost       |           |           |
|                                   |        | Certif  | ficates | (Rupees)  | (Rupee    | s in '000) | Instrume  | nt rating |
| Sukuk Certificates                |        |         |         |           |           |            |           |           |
| First WAPDA Sukuk                 | 9.3.1  | 50.000  | 50.000  | 5.000     | 250.112   | 250,162    | Unrated   | Unrated   |
| Second WAPDA Sukuk                | 9.3.2  | 134,000 | 134,000 | 5,000     | 670.000   | 670.000    | Unrated   | Unrated   |
| KSEW Sukuk-1                      | 9.3.3  | 38,000  | 38,000  | 5,000     | 190,000   | 190,000    | Unrated   | Unrated   |
| KSEW Sukuk-2                      | 9.3.4  | 92,800  | -       | 5,000     | 464,000   | -          | Unrated   | -         |
| Pak Electron Sukuk                | 9.3.5  | 60,000  | 90,000  | 5,000     | 300,000   | 450,000    | A+        | Unrated   |
| Amtex Sukuk                       | 9.3.6  | 59.000  | 64,000  | 5,000     | 295,000   | 320.000    | A         | Unrated   |
| Engro Chemical Sukuk              | 9.3.7  | 50,000  | 50.000  | 5,000     | 250,000   | 250,000    | AA        | AA        |
| Security Leasing Sukuk            | 9.3.8  | 2,000   | 12,000  | 5,000     | 10,000    | 60,000     | BBB+      | A-        |
| Shahmurad Sugar Mills Sukuk       | 9.3.9  | 250     | 250     | 1,000,000 | 250,000   | 250,000    | A-        | A-        |
| Second Sitara Chemicals Sukuk     | 9.3.10 | 7,500   | 10,000  | 5,000     | 37,500    | 50,000     | AA-       | Unrated   |
| Third Sitara Chemicals Sukuk      | 9.3.11 | 8,000   | 8,000   | 5,000     | 40,000    | 40,000     | AA-       | Unrated   |
| Sitara Energy Sukuk – 1           | 9.3.12 | 4,083   | 6,000   | 5,000     | 20,413    | 30,000     | Unrated   | Unrated   |
| Sitara Energy Sukuk – 2           | 9.3.13 | 4,000   | -       | 5,000     | 20,000    | -          | Unrated   | -         |
| New Allied Electronics (LG) Sukuk | 9.3.14 | 11,000  | 29,000  | 5,000     | 55,000    | 145,000    | Default   | A-        |
| Sui Southern Gas Company Sukuk    | 9.3.15 | 84.000  | 84,000  | 5,000     | 420.000   | 420.000    | AA        | AA        |
| Kohat Cement Sukuk                | 9.3.16 | 26.082  | 27.000  | 5,000     | 130,410   | 135.000    | Withdrawn | A-        |
| Eden Housing Sukuk                | 9.3.17 | 50,000  | 50,000  | 5,000     | 250,000   | 250,000    | A         | A         |
| Eden Developers Sukuk             | 9.3.18 | 40,000  | -       | 5,000     | 200,000   | -          | A-        | -         |
| Optimus Sukuk                     | 9.3.19 | 50,000  | _       | 5,000     | 250,000   | _          | A         | _         |
| LESCO Sukuk                       | 9.3.20 | 42.000  | _       | 5,000     | 210,000   | _          | Unrated   | _         |
| HBFC Sukuk                        | 9.3.21 | 15,000  | _       | 5,000     | 75,000    | _          | A+        | _         |
| Three Star Hosiery Sukuk          | 9.3.22 | 15,000  | _       | 5,000     | 75,000    | _          | Unrated   | _         |
| Haq Bahu Sugar Mill Sukuk – 1     | 9.3.23 | 10,000  | _       | 5,000     | 50,000    | _          | Unrated   | _         |
| Haq Bahu Sugar Mill Sukuk – 2     | 9.3.24 | 10,000  | _       | 5,000     | 50,000    | _          | Unrated   | _         |
| Ijarah GOP Sukuk                  | 9.3.25 | 2,500   | _       | 100.000   | 250,000   | _          | Unrated   | _         |
| Juan Gor Sunan                    | 3.0.20 | 2,000   |         | 100,000   |           |            | Cinatea   |           |
|                                   |        |         |         |           | 4,812,435 | 3,510,162  |           |           |

- 9.3.1 These carry profit at the rate of six months KIBOR plus 35 basis points (2007: six months KIBOR plus 35 basis points) receivable on semi-annual basis with maturity in October 2012. The principal will be repaid on maturity. The rentals are backed by Government of Pakistan's Sovereign Guarantee. At December 31, 2008, these had a market value of Rs. 259,487 (2007: Rs. 262,036).
- 9.3.2 These carry profit at the rate of six months KIBOR minus 25 basis points (2007: six months KIBOR minus 25 basis points) receivable on semi-annual basis with maturity in July 2017. The principal will be repaid in 12 equal semi-annual installment with first installment falling due on the 54th month from the first drawdown date. The rentals are backed by Government of Pakistan's Sovereign Guarantee. At December 31, 2008, these had a market value of Rs. 676,700 (2007: Nil).
- 9.3.3 These carry profit at the rate of six months KIBOR plus 40 basis points (2007: six months KIBOR plus 40 basis points) receivable on semi-annual basis with maturity in November 2015. The principal will be redeemed in eight semi-annual installments starting from May 2012. The rentals are backed by Government of Pakistan's Sovereign Guarantee.
- 9.3.4 These carry profit at the rate of six months KIBOR plus 40 basis points (2007: Nil) receivable on semiannual basis with maturity in November 2015. The principal will be repaid on maturity. The rentals are backed by Government of Pakistan's Sovereign Guarantee.
- 9.3.5 These carry profit at the rate of three months KIBOR plus 175 basis points (2007: three months KIBOR plus 175 basis points) receivable quarterly based on Diminishing Musharaka mechanism with maturity in September 2012. There is an early purchase option available to the issuer after 30 months from the date of issue.
- 9.3.6 These carry profit at the rate of three months KIBOR plus 200 basis points (2007: three months KIBOR plus 200 basis points) receivable quarterly based on Diminishing Musharaka mechanism with maturity in October 2012. There is an early purchase option available to the issuer after 2 years from the date of issue.
- 9.3.7 These carry profit at the rate of six months KIBOR plus 150 basis points (2007: six months KIBOR plus 150 basis points) receivable quarterly based on Diminishing Musharaka mechanism with maturity in September 2015. Upto two consecutive, equal semi-annual installments, the first such installment falling due on the 90th month from the date of the first contribution under the facility.

- 9.3.8 These carry profit at the rate of six months KIBOR plus 195 basis points (2007: six months KIBOR plus 195 basis points) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in September 2012. The principal to be redeemed in eight equal semi-annual installments commencing from the 18th month from the issue date.
- 9.3.9 These carry profit at the rate of six months KIBOR plus 225 basis points (2007: six months KIBOR plus 225 basis points) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in September 2012. There is an early purchase option available to the issuer after 2 years from the date of issue.
- 9.3.10 These carry profit at the rate of three months KIBOR plus 170 basis points (2007: three months KIBOR plus 170 basis points) receivable quarterly based on Diminishing Musharaka mechanism with maturity in December 2012. There is an early purchase option available to the issuer after 2 years from the date of issue.
- 9.3.11 These carry profit at the rate of three months KIBOR plus 100 basis points (2007: three months KIBOR plus 100 basis points) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in December 2012. There is an early purchase option available to the issuer after 3 years of disbursement with 'No Early Payment Penalty'.
- 9.3.12 These carry profit at the rate of six months KIBOR plus 195 basis points (2007: six months KIBOR plus 195 basis points) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in July 2012. The principal will be redeemed in ten equal semi-annual installments commencing from the 6th month from the date of issue.
- 9.3.13 These carry profit at the rate of six months KIBOR plus 195 basis points (2007: Nil) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in July 2012. The principal will be redeemed in ten equal semi-annual installments commencing from the 6th month from the date of issue.
- 9.3.14 These carry profit at the rate of three months KIBOR plus 220 basis points (2007: three months KIBOR plus 220 basis points) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in December 2012. There is an early purchase option available to the issuer after 2 years of disbursement.
- 9.3.15 These carry profit at the rate of three months KIBOR plus 20 basis points (2007: three months KIBOR plus 20 basis points) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in December 2012. There is an early purchase option available to the issuer after 1 year of disbursement.
- 9.3.16 These carry profit at the rate of six months KIBOR plus 180 basis points (2007: six months KIBOR plus 180 basis points) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in September 2012.
- 9.3.17 These carry profit at the rate of six months KIBOR plus 250 basis points (2007: six months KIBOR plus 250 basis points) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in December 2012. There is an early purchase option available to the issuer after 2 years of disbursement.
- 9.3.18 These carry profit at the rate of three months KIBOR plus 300 basis points (2007: Nil) receivable quarterly in arrears based on Diminishing Musharaka mechanism with maturity in May 2010.
- 9.3.19 These carry profit at the rate of six months KIBOR plus 125 basis points (2007: Nil) receivable quarterly based on Diminishing Musharaka mechanism with maturity in April 2015. The principal will be repaid in 24 consecutive quarterly units. The first such unit falling due not later than the end of fifteen months from the last drawdown.
- 9.3.20 These carry profit at the rate of six months KIBOR plus 10 basis points (2007: Nil) receivable semi-annually. The first payment shall fall due at the end of six months from the issue date with maturity. The principal will be repaid at maturity in April 2009.
- 9.3.21 These carry profit at the rate of six months KIBOR plus 100 basis points (2007: Nil) receivable semi-annually and the first such profit payment will fall due from the six months from the issue date with maturity in May 2014.



- 9.3.22 These carry profit at the rate of three months KIBOR plus 325 basis points (2007: Nil) receivable semi annually based on Diminishing Musharaka mechanism with maturity in August 2013. The first payment shall due at the end of six months from the issue date and subsequently after every six months thereafter.
- 9.3.23 These carry profit at the rate of six months KIBOR plus 325 basis points (2007: Nil) receivable semiannually, the first profit payment shall fall due at the end of six months from the issue date and subsequently after every six months thereafter based on Diminishing Musharaka mechanism with maturity in August 2011.
- 9.3.24 These carry profit at the rate of three months KIBOR plus 350 basis points (2007: Nil) receivable quarterly, the first profit payment shall fall due at the end of three months from the issue date and subsequently after every three months thereafter, based on Diminishing Musharaka mechanism with maturity in October 2009.
- 9.3.25 The profit rate on these sukuks comprises of six months weighted average yield of six month market T-Bills plus 45 basis points. The principal will be redeemed on maturity. These are backed by Government of Pakistan Sovereign Guarantee.
- 9.4 Details of investments in Mutual Funds

| Name of the investee Fund   | 2008   | 2007                   | 2008 | 2007                | 2008 | 2007              | 2008   | 2007                    |
|---|--------|------------------------|------|---------------------|------|-------------------|--------|-------------------------|
|   |        | mber of<br>Jnits       |      | value<br>s in '000) |      | ost<br>s in '000) |        | ating Long<br>hort term |
| Units<br>NAFA Islamic Income Fund<br>Meezan Islamic Investment Fund | -<br>- | 7,500,000<br>1,436,571 | -    | 75,000<br>75,975    | -    | 75,000<br>75,000  | -<br>- | MFR-5 Star<br>Unrated   |
|   |        |                        | -    | 150,975             |      | 150,000           |        |                         |

9.5 Details of investment in subsidiary

|   | Holding<br>% | Net Asset<br>value per<br>certificate | C       | ost 2007 |
|---|--------------|---------------------------------------|---------|----------|
| BankIslami Modaraba Investments Limited<br>Chief Executive Mr. Zulfiqar Ali | 70           | certmente                             |         | in `000  |
| 8,000,000 (2007: 8,000,000) Ordinary shares of Rs.10/- each                 | 100          | 17.33                                 | 191,015 | 191,015  |

Net asset value per certificate is based on the unaudited financial statements for the half year ended December 31, 2008.

Note

December

31, 2008

December

31, 2007

|     |   | 11000       | 01, 2000  | 01, 2001  |
|-----|---|-------------|-----------|-----------|
|     |   |             | Rupees    | in `000   |
| 10. | FINANCINGS                              |             |           |           |
|     | Financings - in Pakistan                |             |           |           |
|     | - Murabaha                              | 10.1 & 10.2 | 2,363,736 | 581,505   |
|     | - Istisn'a                              |             | 184,797   | 31,886    |
|     | - Diminishing Mushraka - Housing        |             | 682,141   | 179,213   |
|     | - Diminishing Musharaka - Others        |             | 1,457,729 | 1,576,705 |
|     | - Against Bills – Murabaha              |             | 3,576     | 6,158     |
|     | - Salam                                 |             | -         | 105,000   |
|     | - Musawamah                             |             | 3,387     | 66,362    |
|     | - Financings to employees               |             | 200,664   | 112,592   |
|     |   |             | 4,896,030 | 2,659,421 |
|     | Net investment in Ijarah financings     |             |           |           |
|     | in Pakistan                             | 10.4        | 1,791,430 | 1,332,819 |
|     | Financings – gross                      |             | 6,687,460 | 3,992,240 |
|     | Provision for non-performing financings | 10.6        |           |           |
|     | - Specific                              |             | (141,687) | (20,285)  |
|     | - General                               |             | (18,242)  | (9,088)   |
|     | Financings - net of provision           |             | 6,527,531 | 3,962,867 |
|     |   |             |           |           |

10.1 Includes financings amounting to Rs. 254.54 million (2007: Rs. 100 million) against Murabaha under Islamic Export Refinance Scheme.

|        |   | Note | December<br>31, 2008                             | December 31, 2007                              |
|--------|---|------|--|--|
|        |   |      | Rupees i   | n `000   |
| 10.2   | Murabaha sale price<br>Purchase price                                     |      | 6,289,235<br>(6,034,051)                         | 1,447,724<br>(1,379,461)                       |
|        |   |      | 255,184  | 68,263   |
|        | Deferred murabaha income  | -    |  |  |
|        | Opening balance<br>Deferred during the year<br>Recognised during the year |      | 38,044<br>255,184<br>(205,644)                   | 37,403<br>68,263<br>(67,622)                   |
|        |   |      | 87,584   | 38,044   |
|        | Murabaha receivable   | -    |  |  |
|        | Opening balance<br>Sales during the year<br>Received during the year      | -    | 581,505<br>6,289,235<br>(4,507,004)<br>2,363,736 | 359,166<br>1,447,724<br>(1,225,385)<br>581,505 |
| 10.3   | Particulars of financings   | Ξ    | 2,000,700  |  |
| 10.3.1 | In local currency<br>In foreign currency                                  |      | 6,687,460  | 3,971,820<br>20,420                            |
|        |   | _    | 6,687,460  | 3,992,240                                      |
| 10.3.2 | Short-term (for upto one year)<br>Long-term (for over one year)           | =    | 2,879,055<br>3,808,405                           | 962,372<br>3,029,868                           |
|        |   | -    | 6,687,460  | 3,992,240                                      |
|        |   | -    |  |  |

# 10.4 Net investment in Ijarah financings

|   |                               | 2008  | 8                     |                        | 2007                          |   |                       |                        |  |
|---|-------------------------------|---|-----------------------|------------------------|-------------------------------|---|-----------------------|------------------------|--|
|   | Not later<br>than one<br>year | Later than<br>one and less<br>than five years | Over<br>five<br>years | Total                  | Not later<br>than one<br>year | Later than<br>one and less<br>than five years | Over<br>five<br>years | Total                  |  |
|   |                               |   |                       | Rupees i               | n `000                        |   |                       |                        |  |
| Ijarah rentals receivable<br>Residual value     | 382,509                       | 1,469,483<br>365,025                          | -                     | 1,851,992<br>365,025   | 522,415                       | 964,952<br>243,628                            | -                     | 1.487,367<br>243,628   |  |
| Minimum Ijarah payments<br>Future rental income | 382,509<br>(123,508)          | 1,834,508<br>(302,079)                        | -                     | 2,217,017<br>(425,587) | 522,415<br>(181,265)          | 1,208,580<br>(216,911)                        | -                     | 1,730,995<br>(398,176) |  |
| Present value of minimum<br>Ijarah payments     | 259,001                       | 1,532,429                                     | -                     | 1,791,430              | 341,150                       | 991,669                                       | <u> </u>              | 1,332,819              |  |

Financings includes Rs.186,093 thousand (2007: Rs. 78,371 thousand) which have been placed under non-performing status as follows:

|                                   | 2008     |                 |         |                    |                |         |                |          |         |
|-----------------------------------|----------|-----------------|---------|--------------------|----------------|---------|----------------|----------|---------|
|                                   | Class    | sified Finaning | įs      | Provision Required |                |         | Provision Held |          |         |
|                                   | Domestic | Overseas        | Total   | Domestic           | Overseas       | Total   | Domestic       | Overseas | Total   |
|                                   |          |                 |         | В                  | Rupees in `000 |         |                |          |         |
| Category of classification        |          |                 |         |                    |                |         |                |          |         |
| Other Assets Especially Mentioned | -        | -               | -       | -                  | -              | -       | -              | -        |         |
| Substandard                       | 51,168   | -               | 51,168  | 12,792             | -              | 12,792  | 12,792         | -        | 12,792  |
| Doubtful                          | 12,059   | -               | 12,059  | 6,029              | -              | 6,029   | 6,029          | -        | 6,029   |
| Loss                              | 122,866  | -               | 122,866 | 122,866            | -              | 122,866 | 122,866        | -        | 122,866 |
|                                   | 186,093  | -               | 186,093 | 141,687            | -              | 141,687 | 141,687        | -        | 141,687 |

- 10.5.1 SBP vide BSD Circular No. 02 dated January 02, 2009, amended Prudential Regulations in respect of provisioning against non-performing financings. The revised regulations that are effective from December 31, 2008, allow the benefit of 30% of Forced Sale Value (FSV) of pledged stocks and mortgaged commercial and residential property held as collateral by the Bank in determining the amount of provision against non-performing financings. *However, management has not taken the benefit offered by the said circular*.
- 10.5.2 Included in loss category are assets amounting to Rs. 118.662 million which have been classified under subjective evaluation, resulting in a provision of Rs. 118.662 million.
- 10.6 Particulars of provision against non-performing financings

|                     |          | 2008    |          | 2007     |         |        |  |
|---------------------|----------|---------|----------|----------|---------|--------|--|
|                     | Specific | General | Total    | Specific | General | Total  |  |
|                     |          |         | (Rupees  | in '000) |         |        |  |
| Opening balance     | 20,285   | 9,088   | 29,373   |          | 1,001   | 1,001  |  |
| Charge for the year | 137,961  | 9,154   | 147,115  | 20,285   | 8,087   | 28,372 |  |
| Reversals           | (16,559) | -       | (16,559) | -        | -       | -      |  |
|                     | 121,402  | 9,154   | 130,556  | 20,285   | 8,087   | 28,372 |  |
| Closing balance     | 141,687  | 18,242  | 159,929  | 20,285   | 9,088   | 29,373 |  |

- 10.6.1 The Bank has maintained a general reserve (provision) in accordance with the applicable requirements of the prudential regulations for consumer financing issued by SBP and for potential losses on financings.
- 10.6.2 Particulars of provisions against non-performing financings

|                        | 2008    |                                  |  | 2007  |   |
|------------------------|---------|----------------------------------|--|---|---|
| Specific General Total |         |                                  | Specific                               | General   | Total   |
|                        |         | (Rupees                          | in '000)                               |   |   |
| 141,687                | 18,242  | 159,929                          | 20,285                                 | 9,088   | 29,373  |
|                        |         |                                  |  |   | -   |
| 141,687                | 18,242  | 159,929                          | 20,285                                 | 9,088   | 29,373  |
|                        | 141,687 | Specific General  141,687 18,242 | Specific         General         Total | Specific         General         Total         Specific | Specific         General         Total         Specific         General            (Rupees in '000)           9,088 |

10.7 No financings have been written off during the year.

| December | December |
|----------|----------|
| 31, 2008 | 31, 2007 |
| Runees   | in `000  |

10.8 Particulars of financings to directors,

associated companies etc.

Financings due by directors, executives or officers of the Bank or any of them either severally or jointly with any other persons

Balance at beginning of year 112,592 30,061

Financing granted during the year 128,827 99,629

Repayments (40,754) (17,098)

Balance at end of year 200,665 112,592

Financings due by subsidiary companies, controlled firms, managed modarabas and other related parties
Balance at beginning of year
Financing granted during the year
Repayments
Balance at end of year

| 189,000<br>-<br>(189,000) | 189,000 |
|---------------------------|---------|
| -                         | 189,000 |
| 200,665                   | 301,592 |

|        |   | Note                 | December 31, 2008 Rupees                    | December 31, 2007 in `000                 |
|--------|---|----------------------|---|---|
| 11. OP | ERATING FIXED ASSETS  |                      |   |   |
|        | Capital work-in-progress<br>Property and equipment<br>Intangible assets | 11.1<br>11.2<br>11.3 | 230,240<br>1,661,035<br>19,373<br>1,910,648 | 165,994<br>908,441<br>18,889<br>1,093,324 |
| 11.1   | Capital work-in-progress  |                      |   |   |
|        | Civil works Equipments Advances to suppliers and contractors            |                      | 39,648<br>190,592<br>230,240                | 510<br>12,698<br>152,786<br>165,994       |

# 11.2 Property and equipment

|   |                              |                            |                               | 2008                         | 8                       |                               |   |                              |
|---|------------------------------|----------------------------|-------------------------------|------------------------------|-------------------------|-------------------------------|---|------------------------------|
|   |                              | COST                       |                               | DE                           | PRECIATION              |                               |   |                              |
|   | As at<br>January<br>01, 2008 | Additions /<br>(deletions) | December<br>31, 2008          | As at<br>January<br>01, 2008 | Charge /<br>(deletions) | As at<br>December<br>31, 2008 | Book value<br>as at<br>December<br>31, 2008 | Rate of<br>depreciation<br>% |
|   |                              |                            |                               | - Rupees in `000             |                         |                               |   |                              |
| Building on leasehold land                      | 608,626                      | 124,917                    | 733,543                       | 19,869                       | 31,146                  | 51,015                        | 682,528                                     | 5                            |
| Furniture and fixture<br>Electrical, office and | 157,412                      | 391,919                    | 549,331                       | 16,707                       | 32,116                  | 48,823                        | 500,508                                     | 10                           |
| computer equipments                             | 162,487                      | 361,630<br>(75)            | 524,042                       | 44,030                       | 82,481<br>(64)          | 126,447                       | 397,595                                     | 25                           |
| Vehicles  | 75,957                       | 41,788<br>(9,400)          | 108,345                       | 15,435                       | 17,468<br>(4,962)       | 27,941                        | 80,404                                      | 20                           |
|   | 1,004,482                    | 920,254<br>(9,475)         | 1,915,261                     | 96,041                       | 163,211<br>(5,026)      | 254,226                       | 1,661,035                                   |                              |
|   |                              | 2007                       |                               |                              |                         |                               |   |                              |
|   |                              | COST                       |                               | DE                           | PRECIATION              |                               |   |                              |
|   | As at<br>January<br>01, 2007 | Additions /<br>(deletions) | As at<br>December<br>31, 2007 | As at<br>January<br>01, 2007 | Charge /<br>(deletions) | As at<br>December<br>31, 2007 | Book value<br>as at<br>December<br>31, 2007 | Rate of<br>depreciation<br>% |
|   |                              |                            |                               | - Rupees in `000             |                         |                               |   |                              |
| Building on leasehold land                      | 231,756                      | 376,870                    | 608,626                       | 7.039                        | 12,830                  | 19,869                        | 588,757                                     | 5                            |
| Furniture and fixture                           | 91,097                       | 66,385<br>(70)             | 157,412                       | 5,075                        | 11,634 (2)              | 16,707                        | 140,705                                     | 10                           |
| Electrical, office and                          |                              | , ,                        |                               |                              | . ,                     |                               |   |                              |
| computer equipments                             | 89,263                       | 73,307<br>(83)             | 162,487                       | 11,415                       | 32,634<br>(19)          | 44,030                        | 118,457                                     | 25                           |
| Vehicles  | 37,590                       | 41,001<br>(2,634)          | 75,957                        | 8,287                        | 8,319<br>(1,171)        | 15,435                        | 60,522                                      | 20                           |
|   | 449,706                      | 557,563<br>(2,787)         | 1,004,482                     | 31,816                       | 65,417<br>(1,192)       | 96,041                        | 908,441                                     |                              |

11.2.1 The fair value of property and equipment as per the management estimates is not materially different from the carrying amount.

# 11.3 Intangible assets

|                   |                              |                          |                               | 2008                         |                        |                               |   |                              |
|-------------------|------------------------------|--------------------------|-------------------------------|------------------------------|------------------------|-------------------------------|---|------------------------------|
|                   |                              | COST                     |                               | AMO                          | AMORTISATION           |                               |   |                              |
|                   | As at<br>January<br>01, 2008 | Additions                | As at<br>December<br>31, 2008 | As at<br>January<br>01, 2008 | Charge                 | As at<br>December<br>31, 2008 | Book value<br>as at<br>December<br>31, 2008 | Rate of<br>amortisation<br>% |
|                   |                              |                          |                               | · Rupees in `000             |                        |                               |   |                              |
| Computer software | 27,067                       | 6,141                    | 33,208                        | 8,178                        | 5,657                  | 13,835                        | 19,373                                      | 20                           |
|                   | 2007                         |                          |                               |                              |                        |                               |   |                              |
|                   |                              | COST                     |                               | AMO                          | ORTISATION             |                               |   |                              |
|                   | As at<br>January<br>01, 2007 | Additions/<br>(deletion) | As at<br>December<br>31, 2007 | As at<br>January<br>01, 2007 | Charge /<br>(deletion) | As at<br>December<br>31, 2007 | Book value<br>as at<br>December<br>31, 2007 | Rate of<br>amortisation<br>% |
|                   |                              |                          |                               | · Rupees in `000             |                        |                               |   |                              |
| Computer software | 16,774                       | 11,582<br>(1,289)        | 27,067                        | 1,955                        | 6,397<br>(174)         | 8,178                         | 18,889                                      | 20                           |

# 11.4 Details of Property and equipment disposed-off

The following assets were disposed-off during the year:

|  | Original<br>cost | Accumulated depreciation | Book<br>value | Disposal proceeds | Mode of<br>disposal | Particulars of buyers              |
|--|------------------|--------------------------|---------------|-------------------|---------------------|------------------------------------|
|  |                  | Rupees ir                | n `000        |                   |                     |                                    |
| Vehicles                                     |                  |                          |               |                   |                     |                                    |
| Suzuki Mehran                                | 437              | 35                       | 402           | 390               | Stolen              | EFU Insurance Claim                |
| Honda Civic                                  | 1,538            | 184                      | 1,354         | 1,425             | Stolen              | EFU Insurance Claim                |
| Toyota Corolla                               | 1,304            | 783                      | 521           | 528               | Bank Policy         | Adeel Siddiqui                     |
| Suzuki Cultus                                | 637              | 64                       | 573           | 550               | Stolen              | EFU Insurance Claim                |
| Honda Civic                                  | 1,388            | 926                      | 462           | 737               | Auction             | Ovais Ahmed                        |
| Honda Civic                                  | 867              | 636                      | 231           | 552               | Auction             | Ovais Ahmed                        |
| Honda Civic                                  | 1,343            | 985                      | 358           | 640               | Auction             | Bankisalami Modaraba<br>Investment |
| Honda City                                   | 918              | 673                      | 245           | 610               | Bank Policy         | Ahmed Abid - Employee              |
| Honda Civic                                  | 967              | 677                      | 290           | 300               | Bank Policy         | Farooq Anwar-Employee              |
| Electrical, Office and<br>Computer Equipment |                  |                          |               |                   |                     |                                    |
| Toshiba Note Book                            | 75               | 64                       | 11            | 14                | Bank Policy         | Aqeel Siddiqui-Employee            |

|      | December | December |
|------|----------|----------|
| Note | 31, 2008 | 31, 2007 |
|      | Runees   | in `000  |

# 12. DEFERRED TAX ASSETS

Deferred tax credits arising due to Accelerated tax depreciation Ijarah financings Amortisation of deferred cost Surplus on revaluation of assets

Deferred tax debits arising in respect of Available tax losses Minimum tax credit carried forward Provision against non-performing financings

| (195,056)<br>(82,960)<br>(870)<br>(5,626) | (147,317)<br>(97,837)<br>(478)<br>(4,156) |
|---|---|
| (284,512)                                 | (249,788)                                 |
| 491,162<br>4,775<br>53,832                | 326,812<br>4,004<br>9,390                 |
| 549,769                                   | 340,206                                   |
| 265,257                                   | 90,418                                    |

The above net deferred tax asset has been recognised in accordance with the Bank's accounting policy as stated in note 5.6.2 above. The management based on financial projections prepared during the year, estimates that sufficient taxable would be available in future against which this deferred tax assets could be realised.

| Rupees   100   1 |      |   | Note     | December<br>31, 2008   | December<br>31, 2007   |
|--|------|---|----------|------------------------|------------------------|
| Profit / return accrued in local currency Profit / return accrued in foreign currency Profit / return accrued profit / return accrued in foreign currency Profit / return accrued profit / return accrued in foreign currency Profit / return a  | 12   | OTHED ACCETC  | •        | Rupees                 | in `000                |
| other prepayments         159,113         82,478           Advance against financings         13.1         153,600         132,938           Advance taxation (payments less provision)         22,873         16,600           Branch adjustment account         1,2951         -           Deferred costs         13.2         36,252         52,271           Receivable from broker         14,816         10,897           Car ijarah Repossession         13.3         199,261         2,145           Other receivables         13.3         199,261         2,145           13.1         Represents advance given in respect of Murabaha and Ijarah financirs         36,252         801,143           13.1         Represents advance given in respect of Murabaha and Ijarah financirs         16,019         16,080           Balance at the beginning of the year         52,271         68,351         16,080           Balance at the end of the year         36,252         52,271           13.3         Includes Rs. 190.781 million (2007: Nil) in respect of payment to variety         becember           14.         BILLS PAYABLE         In Pakistan         353,646         84,998           15.         DUE TO FINANCIAL INSTITUTIONS         Procember         Not         71,200         100  | 13.  | Profit / return accrued in local currency Profit / return accrued in foreign currency |          |                        | 200,091                |
| Deferred costs   |      | other prepayments<br>Advance against financings                                       | 13.1     | 153,600<br>22,873      | 132,938                |
| Car Ijarah Repossession Other receivables         11.048 199.261         2.145           13.1         199.261         2.145           13.2         199.261         801.143           13.1         Represents advance given in respect of Murabaha and Ijarah financiari.         362.252         801.143           13.2         Deferred costs Balance at the beginning of the year Less: Amortised during the year         16.019         16.080           13.3         Includes Rs. 190.781 million (2007: Nil) in respect of payment to various banks against letter of credits.         December 31, 2008         31, 2007           14.         BILLS PAYABLE In Pakistan         353,646         84,998           15.         DUE TO FINANCIAL INSTITUTIONS In Pakistan – local currency         245,939         70,000           15.1         Represents Musharaka contributions by SBP against Islamic Export Refinance Schewer Against Capacitar and are secured against collaberator and against collaberator and are secured against collaberator and   |      | Deferred costs<br>Receivable from broker  | 13.2     | 36,252                 | 303,723                |
| 13.1   Represents advance given in respect of Murabaha and Ijarah financings.  |      | Car Ijarah Repossession   | 13.3     | 11,048<br>199,261      | 2,145                  |
| 13.2   Deferred costs   Balance at the beginning of the year   16,019   16,080   1 |      |   | :        | 942,385                | 801,143                |
| Balance at the beginning of the year Less: Amortised during the year   16,019   16,080   16,080   16,019   16,080   16,080   16,019   16,080   16,080   16,019   16,080   16 |      |   | inancin  | gs.                    |                        |
| 13.3   Includes Rs. 190.781 million (2007: Nil) in respect of payment to various banks against letter of credits.   Note   S1, 2008   S1, 2007   S1, 200 | 13.2 | Balance at the beginning of the year  |          |                        |                        |
| Note   December   31, 2008   31, 2007   31, 2007   31, 2008   31, 2007   |      | Balance at the end of the year  | •        | 36,252                 | 52,271                 |
| Note   31, 2008   31, 2007   | 13.3 | Includes Rs. 190.781 million (2007: Nil) in respect of payment                        | to vario | us banks against       | letter of credits.     |
| 14. BILLS PAYABLE   In Pakistan   353,646   84,998     15. DUE TO FINANCIAL INSTITUTIONS   In Pakistan – local currency   245,939   70,000     15.1 Represents Musharaka contributions by SBP against Islamic Export Refinance Scheme. These carry expected profit rate of 6.5% (2007: 6.5%) per annum and are secured against collateral.   December   31, 2008   31, 2007  |      |   |          | 31, 2008               | 31, 2007               |
| In Pakistan       353,646       84,998         15.       DUE TO FINANCIAL INSTITUTIONS       In Pakistan – local currency       245,939       70,000         15.1       Represents Musharaka contributions by SBP against Islamic Export Refinance Scheme. These carry expected profit rate of 6.5% (2007: 6.5%) per annum and are secured against collateral.       December Note       31, 2008       31, 2008       31, 2007         16.       DEPOSITS AND OTHER ACCOUNTS       Customers       Fixed deposits       6,500,115       4,929,274         Savings deposits       2,846,686       3,598,793         Current accounts – non-remunerative       2,865,180       1,372,978         Margin accounts – non-remunerative       2,865,180       1,372,978         Financial institutions       Remunerative deposits       75,268       1,806         Non remunerative deposits       2,75,268       1,806  | 14   | BILLS PAYABLE   |          | Rupees                 | in `000                |
| In Pakistan - local currency   | 11.  |   | :        | 353,646                | 84,998                 |
| Represents Musharaka contributions by SBP against Islamic Export Refinance Scheme. These carry expected profit rate of 6.5% (2007: 6.5%) per annum and are secured against collateral.    December   Note   31, 2008   31, 2007  | 15.  | DUE TO FINANCIAL INSTITUTIONS   |          |                        |                        |
| expected profit rate of 6.5% (2007: 6.5%) per annum and are secured against collateral.    December   31, 2008   31, 2007  |      | In Pakistan – local currency  | :        | 245,939                | 70,000                 |
| Note   31, 2008   31, 2007   Rupees in `000   Rupees in | 15.1 |   |          |                        |                        |
| DEPOSITS AND OTHER ACCOUNTS         Customers         Fixed deposits       6,500,115       4,929,274         Savings deposits       2,846,686       3,598,793         Current accounts – non-remunerative       2,865,180       1,372,978         Margin accounts – non-remunerative       190,461       31,431         12,402,442       9,932,476         Financial institutions         Remunerative deposits       75,268       1,806         Non remunerative deposits       245       -   |      |   |          | 31, 2008               | 31, 2007               |
| Fixed deposits       6,500,115       4,929,274         Savings deposits       2,846,686       3,598,793         Current accounts – non-remunerative       2,865,180       1,372,978         Margin accounts – non-remunerative       190,461       31,431         12,402,442       9,932,476         Financial institutions       75,268       1,806         Non remunerative deposits       245       -   | 16.  | DEPOSITS AND OTHER ACCOUNTS   |          | Rupees                 | III 000                |
| Financial institutions Remunerative deposits Non remunerative deposits  12,402,442 9,932,476  75,268 1,806  -  |      | Fixed deposits Savings deposits Current accounts – non-remunerative                   |          | 2,846,686<br>2,865,180 | 3,598,793<br>1,372,978 |
| Financial institutions Remunerative deposits Non remunerative deposits 75,268 245 -  |      | 0   |          |                        |                        |
| ·  |      | Remunerative deposits   |          | 75,268                 |                        |
|  |      |   |          |                        | 9,934,282              |

|                       |   | Note  | •  | December<br>31, 2007   |
|-----------------------|---|---|--|--|
| 16.1                  | Particulars of deposits   |   | Rupees   | in `000  |
| 10.1                  | In local currency<br>In foreign currencies  |   | 12,265,687<br>212,268  | 9,861,275<br>73,007  |
|                       |   |   | 12,477,955   | 9,934,282  |
| 17.                   | OTHER LIABILITIES   |   |  |  |
|                       | Profit / return payable in local corprofit / return payable in foreign Unearned fees and commission Accrued expenses Deferred Murabaha Income – Fit Deferred Murabaha Income – Sur Payable to defined benefit plan Payable to defined contribution Unearned rent Security deposits against Ijarah Sundry creditors Charity payable Retention money Withholding tax payable Others | nancings 10.2 lkuk Murabaha 8.2 32                                  | 130,104<br>18<br>6,096<br>62,972<br>87,584<br>582<br>18,820<br>2,294<br>10,358<br>379,357<br>35,925<br>1,852<br>28,539<br>2,178<br>52,560<br>819,239 | 82,478  8,185 51,730 38,044 11,765 9,521  256,750 29,506 2,824 10,506 66 12,092  513,467 |
| 17.1                  | Charity fund  |   |  |  |
| 11.1                  | Balance at the beginning of the Additions during the year Payment / utilization during the  |   | 2,824<br>1,791<br>(2,763)  | 5<br>2,819   |
|                       | Balance at the end of the year  |   | 1,852  | 2,824  |
| 17.1.1<br>18.<br>18.1 | During the year, management pa<br>and the remaining amount to an<br>SHARE CAPITAL<br>Authorised capital   | aid charity to the Citizens Foundation employee of the Bank.        | on amounting to R  | s. 2.747 million   |
| 10.1                  | -   |   | 9000   | 9007   |
|                       | 2008 2007Number of shares   |   | 2008<br>Rupees   | 2007<br>in `000  |
|                       | 600,000,000 600,000,000   | Ordinary shares of Rs.10/-<br>Each                                  | 6,000,000  | 6,000,000  |
| 18.2                  | Issued, subscribed and paid up  | capital   |  |  |
|                       | 2008 2007<br>Number of shares   |   | 2008<br>Rupees   | 2007<br>in `000  |
|                       |   | Ordinary shares of Rs.10 each                                       |  |  |
|                       | 320,000,000     200,000,000       107,967,898     120,000,000   | Fully paid in cash<br>- Opening balance<br>- Issued during the year | 3,200,000<br>1,079,679   | 2,000,000<br>1,200,000   |
|                       | 427,967,898 320,000,000   | - Shares pending issuance   | 4,279,679  | 3,200,000  |
|                       | 100,000,000 -   | (Refer note 18.2.1)   | 1,000,000  | -  |
|                       | <u>527,967,898</u> <u>320,000,000</u>   |   | 5,279,679  | 3,200,000  |

18.2.1 The Board of Directors of the Bank in their meeting held on August 27, 2008 approved issue of 23.37 percent right shares in order to meet the minimum capital requirement of Rs. 5 billion (net of losses) prescribed for all commercial banks by SBP to be achieved by December 31, 2008. The Bank had received the amount before the year end and the Board of Directors on December 29, 2008 allotted the shares. Legal formalities pertaining to issuance were completed subsequent to the year end.

|      |  | Note | December 31, 2008                   | December 31, 2007        |
|------|--|------|-------------------------------------|--------------------------|
|      |  |      | Rupees i                            | n `000                   |
| 19.  | ADVANCE AGAINST FUTURE ISSUE OF SHARE CAPITAL  |      |                                     |                          |
|      | Opening balance<br>Received during the year<br>Share issued / pending issuance during the year |      | 681,409<br>1,398,270<br>(2,079,679) | 1,881,409<br>(1,200,000) |
|      | Closing balance  |      | -                                   | 681,409                  |
| 20.  | SURPLUS ON REVALUATION OF ASSETS – NET OF DEFERRED TAX   |      |                                     |                          |
| 20.1 | Surplus on revaluation of available for sale securities  |      |                                     |                          |
|      | Sukuk Certificates<br>Mutual Funds (Units)   |      | 16,075                              | 11,875<br>975            |
|      | Less: Related deferred tax liability   |      | 16,075<br>(5,626)                   | 12,850<br>(4,156)        |
|      |  |      | 10,449                              | 8,694                    |
| 21.  | CONTINGENCIES AND COMMITMENTS  |      |                                     |                          |
| 21.1 | Trade-related contingent liabilities   |      |                                     |                          |
|      | Import letters of credit   |      | 405,055                             | 455,681                  |
|      | Acceptances  |      | 426,982                             | 65,477                   |
| 21.2 | Transaction-related contingent liabilities   |      |                                     |                          |
|      | Guarantees favoring  |      |                                     |                          |
|      | - Banks  |      | 245,000                             | 245,000                  |
|      | - Government   |      | 426,740                             | 168,072                  |
|      | - Others   |      | 104,597                             | 82,442                   |
| 21.3 | Commitments in respect of promises   |      |                                     |                          |
|      | Purchase   |      | 3,670                               | 164,140                  |
|      | Sale   |      |                                     | 9,121                    |
| 21.4 | Commitments for the acquisition of operating fixed assets                                      |      | 32,744                              | 146,687                  |
| 01.5 |  |      |                                     |                          |

21.5 Commitments in respect of financing facilities

The Bank makes commitments to extend financings in the normal course of its business but these being revocable commitments do not attract any significant penalty or expense if the facility is unilaterally withdrawn.

| Rupes  |      |  | Note         | December<br>31, 2008   | December 31, 2007   |
|--|------|--|--------------|--|---|
| Bills for collection   107,126   109,865   | 21.6 | Other commitments  |              | Rupees   | III 000   |
| PROFIT / RETURN ON FINANCINGS, INVESTMENTS   AND PLACEMENTS EARNED   On financings to:   | 21.0 |  |              | 107,126  | 109,865   |
| • Customers         717,268         305,469           • Financial institutions         50,146         400,329           On Investments in available for sale securities         555,423         96,080           On deposits / placements with financial institutions         139,101         97,663           Others         6,750         2,526           BERLIURY ON DEPOSITS AND OTHER DUES EXPENSED         1,468,688         602,060           Deposits         710,177         297,828           Other short-term due to financial institutions         710,177         297,828           Shares - Listed         729,528         303,842           Mutual fund units         5,527         8075           Shares - Listed         23,771         33,827           Mutual fund units         5,527         8075           Substituce crificates         1,975         90           25.         OTHER INCOME         12,531         -           Rent on property         12,531         -           Gain on disposal of property and equipment         1,297         124,531           Others         21,735         3,754           26.         ADMINISTRATIVE EXPENSES         333,305         178,968           Charge for defined benefit plan <td>22.</td> <td></td> <td></td> <td></td> <td></td>  | 22.  |  |              |  |   |
| On Investments in available for sale securities On deposits / placements with financial institutions Others         55, 423 b, 6,80 b, 2,526 b, 1,468,688 b, 602,060 b, 6,750 b, 2,526 b, 1,468,688 b, 602,060 b, 1,468,688 b, 602,060 b, 1,468,688 b, 602,060 b, 1,468,688 b, 1                               |      | • Customers  |              | 50,146   | 100,322   |
| Deposits   |      | On deposits / placements with financial institutions   |              | 555,423<br>139,101<br>6,750  | 96,080<br>97,663<br>2,526   |
| Deposits Other short-term due to financial institutions  | 99   | DETLIDNI ONI DEDOCITE AND OTHED DIJEC EVDENCED   |              |  | 602,060   |
| SAIR ON SALE OF SECURITIES   | ٤3.  | Deposits   |              | 19,351_  | 6,014   |
| Shares - Listed Mutual fund units         23,771 (1,975)         33,827 (1,975)           Sukuk certificates         1,975 (1,975)         90           25.         OTHER INCOME         12,531 (1,975)         -           Rent on property Gain on termination of Ijarah financing Gain on disposal of property and equipment Others         12,531 (1,975)         -           Cain on disposal of property and equipment Others         6,074 (1,587)         1,587           26.         ADMINISTRATIVE EXPENSES         335,305 (1,898)         178,968           Charge for defined benefits Charge for defined benefits Charge for defined benefit plan (1,341)         32 (9,879)         7,037           Contribution to defined contribution plan (1,341)         6,330         1,350         1,350           Insurance on consumer car ijarah (1,324)         22,346         15,339           Rent, taxes, insurance and electricity (1,324)         160,958         56,638           Legal and professional charges (1,324)         8,145         6,645           Communication (1,324)         43,276         20,155           Repairs and maintenance (1,325)         57,576         21,952           Stationery and printing (1,324)         23,756         13,600           Advertisement and publicity (1,324)         41,265         3,4758           Auditor's remun   | 24.  | GAIN ON SALE OF SECURITIES   |              |  |   |
| Sukuk certificates         1,975         90           25.         OTHER INCOME         12,531         -           Rent on property         1,833         2,043           Gain on termination of ljarah financing         1,833         2,043           Gain on disposal of property and equipment         1,297         124           Others         6,074         1,587           26.         ADMINISTRATIVE EXPENSES   |      | Shares - Listed  |              |  |   |
| 25. OTHER INCOME   Rent on property   Cain on termination of Ijarah financing   1,2531   - 1,273   - 1,2 |      |  |              |  |   |
| Rent on property         12,531         -           Gain on termination of Ijarah financing         1,833         2,043           Gain on disposal of property and equipment         1,297         124           Others         6,074         1,587           21,735         3,754           26.         ADMINISTRATIVE EXPENSES         335,305         178,968           Charge for defined benefit plan         32         9,879         7,037           Contribution to defined contribution plan         13,410         6,330           Non-executive directors' fees         1,350         1,350           Insurance on consumer car ijarah         22,346         15,339           Rent, taxes, insurance and electricity         160,958         56,638           Legal and professional charges         8,145         6,645           Communication         43,276         20,155           Repairs and maintenance         57,576         21,952           Stationery and printing         23,756         13,600           Advertisement and publicity         41,265         34,758           Auditors' remuneration         26.1         2,030         1,481           Depreciation         11.2         163,211         65,417 <t< td=""><td></td><td>Sultan Continuates</td><td></td><td></td><td></td></t<>   |      | Sultan Continuates   |              |  |   |
| Gain on termination of Ijarah financing Gain on disposal of property and equipment Others         1,833 (2,043) (1,297) (1,244) (1,587) (1,244) (1,587                               | 25.  | OTHER INCOME   |              |  |   |
| 26.         ADMINISTRATIVE EXPENSES           Salaries, allowances and other benefits         335,305         178,968           Charge for defined benefit plan         32         9,879         7,037           Contribution to defined contribution plan         13,410         6,330           Non-executive directors' fees         1,350         1,350           Insurance on consumer car ijarah         22,346         15,339           Rent, taxes, insurance and electricity         160,958         56,638           Legal and professional charges         8,145         6,645           Communication         43,276         20,155           Repairs and maintenance         57,576         21,952           Stationery and printing         23,756         13,600           Advertisement and publicity         41,265         34,758           Auditors' remuneration         26.1         2,030         1,481           Depreciation         11.2         163,211         65,417           Amortisation         26.2         21,676         22,477           CDC and share registrar services         3,621         4,667           Entertainment expense         6,086         3,078           Security service charges         18,739         5,674  |      | Gain on termination of Ijarah financing<br>Gain on disposal of property and equipment  |              | 1,833<br>1,297   | 124   |
| Salaries, allowances and other benefits       335,305       178,968         Charge for defined benefit plan       32       9,879       7,037         Contribution to defined contribution plan       13,410       6,330         Non-executive directors' fees       1,350       1,350         Insurance on consumer car ijarah       22,346       15,339         Rent, taxes, insurance and electricity       160,958       56,638         Legal and professional charges       8,145       6,645         Communication       43,276       20,155         Repairs and maintenance       57,576       21,952         Stationery and printing       23,756       13,600         Advertisement and publicity       41,265       34,758         Auditors' remuneration       26.1       2,030       1,481         Depreciation       11.2       163,211       65,417         Amortisation       26.2       21,676       22,477         CDC and share registrar services       3,621       4,667         Entertainment expense       6,086       3,078         Security service charges       18,739       5,674         Brokerage and commission       15,760       11,436         Travelling and conveyance       9,546   |      | - u.c.s  |              |  |   |
| Charge for defined benefit plan         32         9,879         7,037           Contribution to defined contribution plan         13,410         6,330           Non-executive directors' fees         1,350         1,350           Insurance on consumer car ijarah         22,346         15,339           Rent, taxes, insurance and electricity         160,958         56,638           Legal and professional charges         8,145         6,645           Communication         43,276         20,155           Repairs and maintenance         57,576         21,952           Stationery and printing         23,756         13,600           Advertisement and publicity         41,265         34,758           Auditors' remuneration         26.1         2,030         1,481           Depreciation         11.2         163,211         65,417           Amortisation         26.2         21,676         22,477           CDC and share registrar services         3,621         4,667           Entertainment expense         6,086         3,078           Security service charges         18,739         5,674           Brokerage and commission         15,760         11,436           Travelling and conveyance         9,546         5,63  | 26.  | ADMINISTRATIVE EXPENSES  |              |  |   |
| 1,028,232 507,252  |      | Charge for defined benefit plan Contribution to defined contribution plan Non-executive directors' fees Insurance on consumer car ijarah Rent, taxes, insurance and electricity Legal and professional charges Communication Repairs and maintenance Stationery and printing Advertisement and publicity Auditors' remuneration Depreciation Amortisation CDC and share registrar services Entertainment expense Security service charges Brokerage and commission Travelling and conveyance Remuneration to Shariah Board Fees and subscription Vehicle running and maintenance | 26.1<br>11.2 | 9,879 13,410 1,350 22,346 160,958 8,145 43,276 57,576 23,756 41,265 2,030 163,211 21,676 3,621 6,086 18,739 15,760 9,546 249 33,711 16,636 | 7,037<br>6,330<br>1,350<br>15,339<br>56,638<br>6,645<br>20,155<br>21,952<br>13,600<br>34,758<br>1,481<br>65,417<br>22,477<br>4,667<br>3,078<br>5,674<br>11,436<br>5,631<br>250<br>11,140<br>6,460 |
| $ = \frac{1,020,232}{} = \frac{307,232}{} $  |      |  |              | =======================================  | =======================================   |

|      |  | Note         | December<br>31, 2008   | December<br>31, 2007  |
|------|--|--------------|--|---|
|      |  |              | Rupees   | in `000   |
| 26.1 | Auditors' remuneration   |              |  |   |
|      | Audit fee<br>Review of half yearly financial statements<br>Special certifications and sundry advisory services<br>Tax services<br>Out-of-pocket expenses |              | 1,300<br>300<br>175<br>186<br>69<br>2,030                          | 700 200 385 75 121 1,481  |
| 26.2 | Amortisation   |              | ======   | =====   |
|      | Intangible assets Deferred costs   | 11.3<br>13.2 | 5,657<br>16,019<br>21,676  | $\frac{6,397}{16,080}$ $22,477$                                     |
| 27.  | OTHER CHARGES  |              | =======================================                            | =======================================                             |
|      | Penalties imposed by the State Bank of Pakistan<br>Others  |              | 228<br>5,435<br>5,663  | 590<br>2,748<br>3,338   |
| 28.  | TAXATION   |              |  |   |
|      | For the year - Current - Deferred  |              | $ \begin{array}{r} (87) \\ 176,309 \\ \hline 176,222 \end{array} $ | $ \begin{array}{r} (4,004) \\ 67,444 \\ \hline 63,440 \end{array} $ |

The numerical reconciliation between average tax rate and the applicable tax rate has not been presented in these financial statements due to taxable loss during the year.

Under Section 114 of the Income Tax Ordinance, 2001 (Ordinance), the Bank has filed the returned of income for the tax years 2006, 2007 and 2008 on due dates. The said returns were deemed completed under the provisions of the prevailing income tax law as applicable in Pakistan during the relevant accounting years.

December

December

December

December

|     |  | Note |                | 31, 2008    | 31, 2007    |
|-----|--|------|----------------|-------------|-------------|
|     |  |      |                | Rupees      | in `000     |
| 29. | BASIC AND DILUTED LOSS PER SHARE           |      |                |             |             |
|     | Loss for the year                          |      | Rupees in '000 | (52,930)    | (37,023)    |
|     | Weighted average number of ordinary shares |      | Number         | 421,895,427 | 280,979,452 |
|     | Basic loss per share                       | 29.1 | Rupee          | (0.12)      | (0.13)      |

29.1 There is no dilution effect on the basic loss per share as the Bank has no outstanding commitments for issue of shares. Accordingly, diluted loss per share is equal to the basic loss per share as reported above.

|     |                                       | 31, 2008  | 31, 2007  |
|-----|---------------------------------------|-----------|-----------|
|     |                                       | Rupees i  | n `000    |
| 30. | CASH AND CASH EQUIVALENTS             |           |           |
|     | Cash and balances with treasury banks | 2,175,413 | 1,433,166 |
|     | Balances with other banks             | 2,207,490 | 2,577,491 |
|     |                                       | 4,382,903 | 4,010,657 |
|     |                                       |           |           |

| 31. | STAFF STRENGTH  | December<br>31, 2008<br>Rupees i | December 31, 2007 in `000 |
|-----|---|----------------------------------|---------------------------|
| 01. | Permanent Temporary / on contractual basis Total staff strength | 786<br>402<br>1,188              | 342<br>221<br>563         |

# 32. DEFINED BENEFIT PLAN

# General description

The Bank has a gratuity scheme for its employees (members of the scheme). The scheme entitles the members to lump sum payment at the time of retirement, resignation or death. Permanent staff are eligible for such benefits after 3 years of service.

The present value of obligation under the scheme at the balance sheet date were as follows:

|   | December 31, 2008                          | December 31, 2007                   |
|---|--|-------------------------------------|
|   | Rupees i                                   | in `000                             |
| Present value of defined benefit obligation<br>Net actuarial losses not recognised        | 19,092<br>(272)                            | 10,150<br>(629)                     |
| Liability recognised in the balance sheet   | 18,820                                     | 9,521                               |
| Amounts charged to profit and loss account:   |  |                                     |
| Current service cost<br>Finance cost<br>Actuarial loss recognised                         | 8,864<br>1,015                             | 6,619<br>367<br>51                  |
|   | 9,879                                      | 7,037                               |
| Movement in the liability recognised in the balance sheet                                 |  |                                     |
| Opening balance<br>Expense for the year<br>Benefits paid                                  | 9,521<br>9,879<br>(580)                    | 2,484<br>7,037                      |
| Closing balance   | 18,820                                     | 9,521                               |
| Movement in the present value of defined benefit obligation:                              |  |                                     |
| Opening balance<br>Current service cost<br>Finance cost<br>Benefit paid<br>Actuarial gain | 10,150<br>8,864<br>1,015<br>(580)<br>(357) | 3,669<br>6,619<br>367<br>-<br>(505) |
| Closing balance   | 19,092                                     | 10,150                              |
| Actuarial loss to be recognised   |  |                                     |
| Corridor limit The limits of the corridor at the beginning of the year / period           |  |                                     |
| $10\overset{\sim}{ m M}$ of obligations $10\%$ of plan assets                             | 1,015                                      | 367                                 |
| Which works out to Unrecognised actuarial losses as at the beginning of the year          | 1,015<br>(629)                             | 367<br>(1,185)                      |
| Excess  |  | (818)                               |
| Average expected remaining working lives in years   | 15   | 16                                  |
| Actuarial loss to be recognised   | -  | (51)                                |

|   |                   | December<br>31, 2008 | December<br>31, 2007 |
|---|-------------------|----------------------|----------------------|
|   |                   | Rupees               | •                    |
| Unrecognised actuarial losses   |                   |                      |                      |
| Unrecognised actuarial losses at the beginning of the year Actuarial loss on obligation |                   | (629)<br>357         | (1,185)<br>505       |
| Subtotal<br>Actuarial loss recognised   |                   | (272)                | (680)<br>51          |
| Unrecognised actuarial losses at the end of the year                                    |                   | (272)                | (629)                |
| Principal actuarial assumptions used are as follows:                                    |                   |                      |                      |
| Expected rate of increase in salary level<br>Valuation discount rate                    |                   | 15%<br>15%           | 10%<br>10%           |
| Historical information:   |                   |                      |                      |
|   | December 31, 2008 | December 31, 2007    | December 31, 2006    |
|   |                   | - Rupees in `000     |                      |
| As at December 31 Present value of defined benefit obligation                           | 19,092            | 10,150               | 2,484                |
| Fair value of plan assets   | -                 | -                    | -                    |
| Deficit   | 19,092            | 10,150               | 2,484                |
| Experience adjustment on plan liabilities   | (357)             | (505)                | -                    |

# 33. DEFINED CONTRIBUTION PLAN (PROVIDENT FUND)

The Bank operates a contributory provident fund scheme for permanent employees. The employer and employee both contribute 10% of the basic salary to the funded scheme every month. Equal monthly contribution by employer and employees during the year amounted to Rs. 13.410 million (2007: Rs. 6.330 million) each.

# 34. COMPENSATION OF DIRECTORS AND EXECUTIVES

|   | Presid   | lent /  |           |        |         |        |
|---|----------|---------|-----------|--------|---------|--------|
|   | Chief Ex | ecutive | Directors |        | Execu   | ıtives |
|   | 2008     | 2007    | 2008      | 2007   | 2008    | 2007   |
|   |          |         | Rupees in | n `000 |         |        |
| Fees                                      | -        | -       | 1,350     | 1350   | -       | -      |
| Managerial remuneration                   | 8,785    | 6,250   | -         | -      | 92,432  | 41,888 |
| Bonus                                     | -        | 3,000   | -         | -      | 2,500   | 2,215  |
| Charge for defined benefit plan           | 760      | 521     | -         | -      | 5,987   | 2,523  |
| Salary in lieu of provident fund          | 878      | 625     | -         | -      | -       | -      |
| Contribution to defined contribution plan | -        | -       | -         | -      | 6,595   | 4,189  |
| Rent and house maintenance                | 270      | 270     | -         | -      | 25,770  | 10,524 |
| Utilities                                 | 878      | 625     | -         | -      | 9,243   | 4,189  |
| Medical                                   | 878      | 625     | -         | -      | 9,243   | 4,189  |
|   | 12,449   | 11,916  | 1,350     | 1,350  | 151,770 | 69,717 |
| Number of Persons                         | 1        | 1       | 4         | 4      | 98      | 60     |

34.1 The Bank's President / Chief Executive and certain Executives are provided with free use of Bank's maintained cars in accordance with the Banks service rules.

# 35. FAIR VALUE OF FINANCIAL INSTRUMENTS

The fair value of the investments other than those classified as held to maturity is based on quoted market price except for unquoted investment which is carried at cost.

Fair value of fixed-term financing, other assets, other liabilities and fixed-term deposits can not be calculated with sufficient reliability due to absence of current and active market for assets and liabilities and reliable data regarding market rates for similar instruments. The provisions for impairment of financing have been calculated in accordance with the Bank's accounting policy as stated in note 5.4 to the financial statements.

The repricing and maturity profile and effective rates are stated in note 40.4.2 and 40.5.

In the opinion of the management, the fair value of the remaining financial assets and liabilities are not significantly different from their carrying values since assets and liabilities are either short-term in the nature or in the case of customer financing and deposits are frequently repriced.

# 36. SEGMENT DETAILS WITH RESPECT TO BUSINESS ACTIVITIES

The segment analysis with respect to business activity is as follows:

|  | Trading &<br>Sales | Retail<br>Banking | Commercial<br>Banking |
|--|--------------------|-------------------|-----------------------|
|  |                    | Rupees in `000    |                       |
| 2008                                   |                    |                   |                       |
| Total income                           | 807,113            | 253,733           | 603,982               |
| Total expenses                         | 934,104            | 206,785           | 576,869               |
| Net income / (loss)                    | (126,991)          | 46,949            | 27,113                |
| Segment assets (gross)                 | 11,202,263         | 2,460,327         | 5,585,941             |
| Segment non performing loan            | -                  | (122,471)         | (63,622)              |
| Segment provision required             | -                  | (107,513)         | (52,417)              |
| Segment liabilities                    | 7,418,504          | 2,173,229         | 4,305,045             |
| Segment return on net asset (ROA) (%)  | (3.4%)             | 16.4%             | 2.1%                  |
| Segment cost of funds (%)              | 12.34%             | 12.34%            | 12.34%                |
|  | Trading &          | Retail            | Commercial            |
|  | Sales              | Banking           | Banking               |
|  |                    | Rupees in `000    |                       |
| 2007                                   |                    |                   |                       |
| Total income                           | 369,438            | 147,429           | 225,475               |
| Total expenses                         | 558,528            | 77,800            | 206,476               |
| Net income / (loss)                    | (189,090)          | 69,630            | 18,999                |
| Segment assets (gross)                 | 9,872,696          | 1,281,760         | 3,322,390             |
| Segment non performing loans           | -                  | 40,978            | 37,393                |
| Segment provision required             | -                  | 9,088             | 20,285                |
| Segment liabilities                    | 6,871,305          | 1,124,177         | 2,607,265             |
| Segment return on net assets (ROA) (%) | (6.30%)            | 44.20%            | (2.70%)               |
| Segment cost of funds (%)              | 3.84%              | 3.84%             | 3.84%                 |

# 37. RELATED PARTY TRANSACTIONS

The related parties of the Bank comprise related group companies, principal shareholders, key management personnel, companies where directors of the Bank also hold directorship, directors and their close family members and staff retirement funds.

Transactions with related parties other than remuneration and benefits to key management personnel including Chief Executive Officer under the terms of the employment as disclosed in note 35 are as follows:

|   | December<br>31, 2008            | December<br>31, 2007             |
|---|---------------------------------|----------------------------------|
|   | Rupees                          | in `000                          |
| SUBSIDIARY  |                                 |                                  |
| Financings: At the beginning of the year Disbursed during the year Repaid during the year                             | 189,000<br>-<br>(189,000)       | -<br>189,000                     |
| At the end of the year  | - (100,000)                     | 189,000                          |
| The time of the year  |                                 |                                  |
| <u>Deposits:</u> At the beginning of the year Deposit during the year Withdrawal during the year                      | 315,355<br>244,823<br>(559,821) | 518,685<br>(203,330)             |
| At the end of the year  | 357                             | 315,355                          |
| Transactions, income and expenses: Profit earned on financing Return on deposits expensed Acquisition of fixed assets | 131<br>4,526                    | 10,876                           |
| ASSOCIATES  |                                 |                                  |
| Deposits: At the beginning of the year Deposit during the year Withdrawal during the year                             | 36,649<br>493,484<br>(494,747)  | 98,350<br>863,096<br>(924,797)   |
| At the end of the year  | 35,386                          | 36,649                           |
| Transactions, income and expenses: Return on deposits expensed  | 4,949                           | 9,069                            |
| KEY MANAGEMENT PERSONNEL  |                                 |                                  |
| Financings: At the beginning of the year Disbursed during the year Repaid during the year                             | 40,230<br>19,101<br>(15,460)    | 3,526<br>40,940<br>(4,236)       |
| At the end of the year  | 43,871                          | 40,230                           |
| Deposits: At the beginning of the year Deposit during the year Withdrawal during the year At the end of the year      | 205<br>6,930<br>(6,812)<br>323  | 431<br>23,480<br>(23,706)<br>205 |
| Employee Benefit Plans:<br>Contribution to Employees Gratuity Fund<br>Contribution to Employees Provident Fund        | 9,879<br>13,410                 | 7,037<br>6,330                   |
| Transactions, income and expenses: Profit earned on financing Return on deposits expensed                             | 1,509<br>9                      | 553<br>20                        |

# 38. CAPITAL ASSESSMENT AND ADEQUACY

# 38. 1 Scope Of Applications

The Basel II Framework is applicable at the level of standalone financial statements of BankIslami Pakistan Limited. The capital assessment and adequacy of the Group financial statements under Basel-II is separately calculated and disclosed in the consolidated financial statements of the Group.

# 38.2 Capital Structure

Bank's regulatory capital is analyzed into three tiers

# Tier 1 capital

Tier 1 capital, which includes fully paid up capital and general reserves as per the financial statements and net unappropriated profits, etc after deductions for deficit on revaluation of available for sale investments and 50% deduction for investments in the equity of subsidiary companies being commercial entities and significant minority investments in entities engaged in banking and financial activities.

# Tier 2 capital

Tier 2 capital, which includes general provisions for loan losses (up to a maximum of 1.25% of risk weighted assets), reserves on revaluation of fixed assets and equity investments up to a maximum of 45% the balance, foreign exchange translation reserves, etc after 50% deduction for investments in the equity of subsidiary companies being commercial entities and significant minority investments in entities engaged in banking and financial activities.

# Tier 3 capital

Tier 3 capital has also been prescribed by the State Bank of Pakistan. However the Bank is not eligible for the Tier 3 capital.

The risk weighted assets to capital ratio, calculated in accordance with the State Bank's guidelines on capital adequacy was as follows:

|   |     | December 31, 2008                              | December<br>31, 2007                           |
|---|-----|--|--|
|   |     | Rupees   | in `000  |
| Regulatory Capital Base   |     |  |  |
| Tier I Capital  |     |  |  |
| Shareholders Capital<br>Advance For issue Of Share Capital<br>Accumulated loss  |     | 5,279,679<br>-<br>(98,307)                     | 3,200,000<br>681,409<br>(45,377)               |
| Less: Cost of investment in subsidiary<br>Less: Book value of goodwill and intangibles  |     | 5,181,372<br>(95,508)<br>(19,373)<br>5,066,491 | 3,836,032<br>(95,508)<br>(18,889)<br>3,721,635 |
| Tier II Capital   |     |  |  |
| General provisions subject to 1.25% of<br>total risk weighted assets<br>Less: Cost of investment in subsidiary<br>Total Tier II Capital |     | 18,242<br>(95,508)<br>(77,266)                 | 9,088<br>(95,508)<br>(86,420)                  |
| Eligible Tier III Capital   |     | -  | -  |
| Total Regulatory Capital  | (a) | 4,989,225                                      | 3,635,215                                      |

# 38.3 Capital Adequacy

The capital requirements for the Bank as per the major risk categories is indicated in the manner given below:

|  | Capital Rec   | •  | Risk Weigl  |   |  |
|--|---|--|---|---|--|
|  | 2008  | 2007   | 2008  | 2007  |  |
| Credit Risk  |   | кирее  | s in `000   |   |  |
| Portfolios subject to standardized approach (Sir   | nple)   |  |   |   |  |
| Corporate Portfolio Retail Portfolio Mortgage Portfolio Past due financings Claims on Banks Investment Fixed Assets Others | 442,911<br>25,546<br>27,111<br>3,725<br>106,267<br>190,391<br>171,958<br>77,865 | 250,260<br>17,868<br>7,764<br>4,647<br>108,891<br>172,333<br>87,466<br>56,803<br>706,032 | 4,921,234<br>283,847<br>301,237<br>41,391<br>1,180,745<br>2,115,454<br>1,910,647<br>865,171<br>11,619,726 | 3,128,246<br>223,355<br>97,057<br>58,086<br>1,361,146<br>2,154,157<br>1,093,324<br>710,033<br>8,825,404 |  |
| Portfolios subject to off balance sheet exposure non market related  | _   |  |   |   |  |
| Corporate Portfolio  | 32,955  | 376,461  | 366,167   | 4,705,757   |  |
|  | Capital Red   | quirements   | Risk Weigh  | nted Assets   |  |
|  | 2008  | 2007   | 2008  | 2007  |  |
| Market Risk  |   | Rupee  | s in `000   |   |  |
| Capital Requirement for portfolios subject to<br>Standardized Approach   | )   |  |   |   |  |
| Foreign Exchange Risk  | 1,679   | 17,017   | 18,659  | 212,713   |  |
| Operational Risk   |   |  |   |   |  |
| Capital Requirement for operational risks  |   |  |   |   |  |
| Operational Risk   | 46,931  | 9,442  | 521,460   | 118,022   |  |
| TOTAL  | 1,127,340   | 1,108,951  | 12,526,012  | 13,861,896  |  |
|  |   |  | December<br>31, 2008<br>Rupees in   | December 31, 2007   |  |
| Capital Adequacy Ratio   |   |  |   |   |  |
| Total eligible regulatory capital held (a)   |   |  | 4,989,225   | 3,635,215   |  |
| Total Risk Weighted Assets (b)   |   | <u>=</u>   | 12,526,012  | 13,861,896  |  |
| Capital Adequacy Ratio (a) / (b)   |   |  | 39.83%  | 26.22%  |  |

# 38.4 Capital Management

Our objectives for a sound capital management are: 1) to ensure that the Bank complies with the regulatory Minimum Capital Requirement (MCR) 2) maintain a strong credit rating 3) maintain healthy capital ratios to support business and to maximize shareholder value and 4) to operate with a Revolving Planning Horizon and be able to take advantage of the new investment opportunity when they appear.

The State Bank of Pakistan through its BSD Circular No.19 dated September 05, 2008 requires the minimum paid up capital (net of losses) for Banks / Development Finance Institutions to be raised to Rs.23 billion by the year ending December 31, 2013. The raise is to be achieved in a phased manner requiring Rs.5 billion paid up capital (net of losses) by the end of the financial year 2008.

The paid up capital of the Bank as at December 31, 2008 stood at Rs. 5.280 billion and is in compliance with SBP requirement for the said year.

In addition, the Bank was also required to maintain a minimum Capital Adequacy Ratio (CAR) of 9% of the risk weighted exposure of the Bank. The Bank CAR as at December 31, 2008 was 39.83% of its risk weighted exposures.

# 39. RISK MANAGEMENT

Risk Management is the process of managing uncertainties that arises in the normal course of business activities. The risk management function is one of the most important areas of the banking business, and covers a wide spectrum of financial business risk class; including Credit, Market, Liquidity, Operational etc. At the Bank, we follow an effective risk governance which commensurates well with our size and structure.

The implementation of Basel II (B2) provides for a risk-based capital requirement. The Bank adheres to the regulatory requirement in this respect, and conducts its business accordingly. Risk-exposure limits in compliance with regulatory and banks own internal policies have also been defined for each asset class.

# RISK MANAGEMENT FRAMEWORK

A well formulated policy and procedure is critical to an effective Risk Management framework; it than needs to be reinforced through a strong control culture that promotes sound risk governance. Our Risk Management Frame work has been developed keeping in mind, that:

- To be effective, control activities should be an integral part of the regular activities of the Bank.
- Every loss or near miss event should provide some Key Learning Outcome (KLO), helping and promoting a better risk identification and mitigation.

# Strategic Level

On strategic level, the risk related functions are approved by the senior management and the board. These include; defining risks, setting parameters, ascertaining institutions risk appetite, formulating strategy and policies for managing risks and establishing adequate systems and controls to ensure that overall risk remains within acceptable level and the reward compensates' for the risk taken.

# Macro Level

It encompasses risk management within a business area or across business lines. Generally the risk management activities performed by middle management or units devoted to risk reviews fall into this category. Periodical stress testing is also performed as per SBP guidelines to review the resilience of the portfolio against adverse condition in the market.

# Micro Level

Risk management at micro level, is of critical importance. This function if performed with diligence and understanding, can be of maximum benefit to the organization. Micro level risk management includes the business line acquisition, strong adherence to the credit and other related criteria.

# RISK APPETITE OF THE BANK

The risk appetite for the Bank is an outcome of its corporate goal, economic profitability, available resources and most significant; the controls. The Bank believes in a cautious yet steady approach towards it business objectives and takes a holistic view of its investment and financing needs.

This approach is primarily based on a viable portfolio build-up with a long-term view; key consideration being the health of the portfolios.

# RISK ORGANIZATION

A strong organizational set-up, with clearly defined roles and responsibilities permits a higher level of articulation of the Banks risk mandate, establishment of a structure that provides for authority, delegation and accountability, and development of control framework. Risk management cannot live in a vacuum; in order to be effective, it has to be run on an enterprise level. Risk governance must involve all relevant parties.

The risk management function at the Bank, along with the different committees including ALCO (Asset Liability Committee) and MCC (Management Credit Committee) manage and adhere to the risk management policies and procedures, with an explicit aim to mitigate/ manage risk in line with the Banks objectives.

### 39.1 Credit Risk

Credit risk arises due to the risk of a borrower defaulting on his commitment either in part or as a whole. The term Credit Risk has certain sub-categories as follows:

# i) Price risk

There is a risk that the asset repossessed due to default of the lessee may be sold or leased out to another party at a price lower than the original contract price.

# ii) Counter party risk

The risk that the counter-party defaults during the term of a transaction (Murabaha, Ijarah etc.).

# iii) Settlement risk

The risk that the counter-party does not meet its commitments at the maturity of the transaction after the Bank has already met its commitments.

# iv) Country risk

The risk that a country in its function as contracting partner defaults during the term of a transaction and / or the risk that the cross-border transfer of funds could be restricted or completely blocked, i.e. that a country issues legislation to prohibit free transfer rights of funds including foreign exchange restrictions and / or the risk that country's specific economic and political factors precipitate the default of private sector counterparties (social unrest, civil war etc.)

The Bank places a strong emphasis on long-term stability before high returns. It is the Bank's strategy to keep risks to a minimum through broad diversification in terms of geography and product mix and to spread the Bank's credit and trade financing activities over a wide range of customers. Financing should as a rule be secured and self liquidating.

# 39.1.1 Segmental information

Segmental Information is presented in respect of the class of business and geographical distribution of financings, deposits, contingencies and commitments.

# 39.1.1.1 Segments by class of business

| Segments by class of business              |                   |         | 200               | 8       |                     |         |
|--|-------------------|---------|-------------------|---------|---------------------|---------|
|  | Financings        | (Gross) | Depos             | sits    | Contingen<br>Commit |         |
|  | Rupees<br>in '000 | Percent | Rupees<br>in '000 | Percent | Rupees<br>In '000   | Percent |
| Agriculture, forestry, hunting and fishing | 250,000           | 3.7%    | 376,399           | 3.0%    | -                   | -       |
| Textile                                    | 1,644,862         | 24.6%   | 91,885            | 0.7%    | 450,434             | 25.7%   |
| Chemical and pharmaceuticals               | 73,663            | 1.1%    | 42,236            | 0.3%    | 112,898             | 6.4%    |
| Cement                                     | 23,250            | 0.3%    | 12,545            | 0.1%    | 245,000             | 14.0%   |
| Sugar                                      | 372,986           | 5.6%    | 453               | -       | -                   | -       |
| Footwear and leather garments              | 247,957           | 3.7%    | 34,663            | 0.3%    | 32,682              | 1.9%    |
| Automobile and transportation equipment    | 170,952           | 2.6%    | 61,537            | 0.5%    | 69,063              | 3.9%    |
| Education                                  | 15,702            | 0.2%    | 218,276           | 1.7%    | -                   | -       |
| Electronics and electrical appliances      | 5,376             | 0.1%    | 23,897            | 0.2%    | 4,092               | 0.2%    |
| Production and transmission of energy      | -                 | -       | 92,495            | 0.7%    | -                   | -       |
| Construction                               | 256,589           | 3.8%    | 476,776           | 3.8%    | 43,142              | 2.5%    |
| Power (electricity), gas, water, sanitary  | 69,353            | 1.0%    | -                 | -       | 85,208              | 4.9%    |
| Wholesale and retail trade                 | 154,706           | 2.3%    | 369,359           | 3.0%    | 1,735               | 0.1%    |
| Exports / imports                          | 25,427            | 0.4%    | 17,053            | 0.1%    | 13,507              | 0.8%    |
| Transport, storage and communication       | 285,189           | 4.3%    | -                 | -       | -                   | -       |
| Financial                                  | 284,221           | 4.3%    | 75,513            | 0.6%    | 7,735               | 0.4%    |
| Insurance                                  | 1,235             | -       | 3,930             | -       | -                   | -       |
| Services                                   | 484,577           | 7.2%    | 105,243           | 0.8%    | 63,144              | 3.6%    |
| Individuals                                | 1,481,866         | 22.2%   | 4,060,087         | 32.5%   | -                   | -       |
| Others                                     | 839,549           | 12.6%   | *6,415,608        | 51.4%   | 623,274             | 35.6%   |
|  | 6,687,460         | 100%    | 12,477,955        | 100%    | 1,751,914           | 100%    |

<sup>\*</sup> Others include Sole Proprietors, trusts, fund accounts etc.

|  |            |                    | ≈00       | •        |           |         |
|--|------------|--------------------|-----------|----------|-----------|---------|
|  |            | (5)                | _         |          | Continger |         |
|  | Financings | Financings (Gross) |           | Deposits |           | tments  |
|  | Rupees     | Percent            | Rupees    | Percent  | Rupees    | Percent |
|  | in '000    |                    | in '000   |          | In '000   |         |
| Agriculture, forestry, hunting and fishing | -          | -                  | 335,753   | 3.4%     | -         | -       |
| Mining and quarrying                       | -          | -                  | 301,114   | 3.0%     | -         | -       |
| Textile                                    | 801,379    | 20.1%              | 24,957    | 0.3%     | 153,074   | 10.6%   |
| Chemical and pharmaceuticals               | 95,561     | 2.4%               | 7,522     | 0.1%     | 30,874    | 2.1%    |
| Cement                                     | 88,564     | 2.2%               | 15,551    | 0.2%     | 245,000   | 16.9%   |
| Sugar                                      | 309,780    | 7.8%               | 1,847     | -        | 35,888    | 2.5%    |
| Footwear and leather garments              | 168,042    | 4.2%               | 16,602    | 0.2%     | 37,500    | 2.6%    |
| Automobile and transportation equipment    | 18,889     | 0.5%               | 384       | -        | 174,272   | 12.0%   |
| Education                                  | 2,020      | 0.1%               | 111,786   | 1.1%     | -         | -       |
| Electronics and electrical appliances      | 7,703      | 0.2%               | 3,835     | -        | 54,495    | 3.8%    |
| Production and transmission of energy      | -          | -                  | 10,004    | 0.10%    | -         | -       |
| Construction                               | 348,307    | 8.7%               | 1,877,152 | 18.9%    | -         | -       |
| Power (electricity), gas, water, sanitary  | 63,740     | 1.6%               | 566,673   | 5.7%     | -         | -       |
| Wholesale and retail trade                 | 143,277    | 3.6%               | 49,740    | 0.50%    | 15,757    | 1.1%    |
| Exports / imports                          | 6,391      | 0.2%               | 2,429     | 0.0%     | -         | -       |
| Transport, storage and communication       | 226,578    | 5.7%               | 36,753    | 0.4%     | -         | -       |
| Financial                                  | 232,397    | 5.8%               | 432,956   | 4.4%     | 173,311   | 12.0%   |
| Insurance                                  | -          | -                  | 32,160    | 0.3%     | -         | -       |
| Services                                   | 394,774    | 9.9%               | -         | -        | 195,972   | 13.5%   |
| Individuals                                | 155,625    | 3.9%               | 2,136,095 | 21.5%    | -         | -       |
| Others*                                    | 929,213    | 23.3%              | 3,970,969 | 40%      | 330,342   | 22.9%   |
|  | 3,992,240  | 100%               | 9,934,282 | 100%     | 1,446,485 | 100%    |
|  |            |                    |           |          |           |         |

# 39.1.1.2 Segments by sector

|         | Continger<br>Commit | sits    | Depos             | ings    | Financ            |
|---------|---------------------|---------|-------------------|---------|-------------------|
| Percent | Rupees<br>In '000   | Percent | Rupees<br>in '000 | Percent | Rupees<br>in '000 |
| 4%      | 64,469              | 9%      | 1,123,784         | -       | -                 |
| 96%     | 1,687,445           | 91%     | 11,354,171        | 100%    | 6,687,460         |
| 100%    | 1,751,914           | 100%    | 12,477,955        | 100%    | 6,687,460         |

Public / Government Private

| Financ            | ings    | Depos             | sits    | Contingen<br>Commit |         |
|-------------------|---------|-------------------|---------|---------------------|---------|
| Rupees<br>in '000 | Percent | Rupees<br>in '000 | Percent | Rupees<br>In '000   | Percent |
| -                 | -       | 514,536           | 5%      | 168,072             | 3%      |
| 3,992,240         | 100%    | 9,419,746         | 95%     | 1,278,413           | 97%     |
| 3,992,240         | 100%    | 9,934,282         | 100%    | 1,446,485           | 100%    |

2007

Public / Government Private

# 39.1.1.3 Details of non-performing financings and specific provisions by class of business segment

| Financings Provisions Held Held  Wholesale and retail trade 12,289 3,199 29,493 7,37  Chemical and pharmaceuticals 696 174 7,900 1,97  Power (electricity), gas, water, sanitary 6,683 3,341 16,323 4,08  Cement * 23,250 23,250 -  Automobile and Transportation equipment * 2,432 2,432 - | 2008<br>P                                    |   | 200        |                                |
|---|--|---|------------|--------------------------------|
| Chemical and pharmaceuticals 696 174 7,900 1,97 Power (electricity), gas, water, sanitary 6,683 3,341 16,323 4,08 Cement * 23,250 23,250 - Automobile and Transportation equipment * 2,432 2,432 -  | Classified Specific<br>Financings Provisions |   | Classified | Specific<br>Provisions<br>Held |
| Power (electricity), gas, water, sanitary 6,683 3,341 16,323 4,08 Cement * 23,250 23,250 - Automobile and Transportation equipment * 2,432 2,432 -  | rade 12,289 3,199                            | Wholesale and retail trade                | 29,493     | 7,373                          |
| Power (electricity), gas, water, sanitary 6,683 3,341 16,323 4,08 Cement * 23,250 23,250 - Automobile and Transportation equipment * 2,432 2,432 -  | ceuticals 696 174                            | Chemical and pharmaceuticals              | 7,900      | 1,975                          |
| Cement * 23,250 23,250 - Automobile and Transportation equipment * 2,432 2,432 -  |  |   | 16,323     | 4,081                          |
|   | · ·  | î ê                                       | -          | -                              |
|   | portation equipment * 2,432 2,432            | Automobile and Transportation equipment * | -          | -                              |
| Import/Export 5,000 1,250 -   | 5,000 1,250                                  | Import/Export                             | -          | -                              |
| Construction * 69,980 69,980 -  | 69,980 69,980                                | Construction *                            | -          | -                              |
| Services * 30,101 18,775 -  | 30,101 18,775                                | Services *                                | -          | -                              |
| Transport, Storage and Communication 9,940 2,485 -  | Communication 9,940 2,485                    | Transport, Storage and Communication      | -          | -                              |
| Individuals 16,913 8,599 24,655 6,85  | 16,913 8,599                                 | Individuals                               | 24,655     | 6,856                          |
| Others * 8,809 8,202 -  | 8,809 8,202                                  | Others *                                  |            | -                              |
| <u> 186,093</u>   | 186,093 141,687                              |   | 78,371     | 20,285                         |

<sup>\*</sup> Provision has been made under subjective evaluation.

# 39.1.1.4 Details of non-performing financings and specific provisions by sector

|                    | 20      | 2008    |         |        |
|--------------------|---------|---------|---------|--------|
|                    |         | Rupees  | in '000 |        |
| Public/ Government | -       | -       | -       | -      |
| Private            | 186,093 | 141,687 | 78,371  | 20,285 |
|                    | 186,093 | 141,687 | 78,371  | 20,285 |

# 39.1.1.5 Geographical segment analysis

|          |                         | 20                       | 008                 |                   |
|----------|-------------------------|--------------------------|---------------------|-------------------|
|          | Profit/(loss)<br>before | Total assets<br>employed | Net assets employed | Contingencies and |
|          | taxation                |                          |                     | Commitments       |
|          |                         | Rupees                   | s in '000           |                   |
| Pakistan | (229,152)               | 19,088,600               | 5,191,821           | 1,751,914         |
|          |                         | 20                       | 007                 |                   |
|          | Profit/(loss)           | Total assets             | Net assets          | Contingencies     |
|          | before                  | employed                 | employed            | and               |
|          | taxation                |                          |                     | Commitments       |
|          |                         | Rupees                   | s in '000           |                   |
| Pakistan | (100,463)               | 14,447,473               | 3,844,726           | 1,446,485         |

# 39.1.2 Credit Risk: Standardized Approach

Credit risk arises due to the risk of a borrower defaulting on his commitment either in part or as a whole. The Bank has currently employed standardized approach for evaluation of credit risk. It uses CRM (Credit Risk Mitigation) technique where applicable. The Bank carries a strong desire to move towards the FIRB and Advanced approach.

Credit Risk : Disclosures for portfolio subject to the Standardized Approach & supervisory risk weights in the IRB Approach

The Bank uses reputable and SBP approved rating agencies for deriving risk weight to specific credit exposures, where available. The bank has also recently employed a credit rating model, which is compatible to the rating guidelines of SBP, which will support us in internally rating our credit clients.

| <b>Types</b> | of | <b>Exposures</b> | and | ECAI's | used |
|--------------|----|------------------|-----|--------|------|
|              |    | 0000             |     |        |      |

|           |           | 2008  |        |
|-----------|-----------|-------|--------|
| Exposures | JCR - VIS | PACRA | Others |
| Corporate | 3         | 3     | N/A    |
| Banks     | 3         | 3     | N/A    |

# 39.1.2.1 Credit Risk: Standardized Approach

# Credit Exposures subject to Standardised approach

|           |                     | • | J                     | 2008             | (Pupos        | in '000)  | 2007             |               |
|-----------|---------------------|---|-----------------------|------------------|---------------|-----------|------------------|---------------|
| Exposures | Rating<br>Catetgory |   | Amount<br>Outstanding | Deduction<br>CRM | Net<br>amount |           | Deduction<br>CRM | Net<br>amount |
| Corporate | 0%                  |   | -                     | -                | -             | -         | -                | -             |
|           | 20%                 |   | 37,645                | -                | 37,645        | -         | -                | -             |
|           | 50%                 |   | 55,496                | -                | 55,496        | -         | -                | -             |
|           | 100%                |   | -                     | -                | -             | -         | -                | -             |
|           | 150%                |   | -                     | -                | -             | -         | -                | -             |
|           | Unrated             |   | 5,100,971             | 215,014          | 4,885,957     | 3,271,814 | 143,568          | 3,128,246     |
| Retail    | 0%                  |   | -                     | -                | -             | -         | -                | -             |
|           | 20%                 |   | -                     | -                | -             | -         | -                | -             |
|           | 50%                 |   | -                     | -                | -             | -         | -                | -             |
|           | 75%                 |   | 542,737               | 164,274          | 378,463       | 411,620   | 113,813          | 297,807       |
| Total     |                     |   | 5,736,849             | 379,288          | 5,357,561     | 3,683,434 | 257,381          | 3,426,053     |
|           |                     |   |                       |                  |               |           |                  |               |

CRM = Credit Risk Mitigation

# 39.1.2.2 Credit Risk Disclosures with respect to Credit Risk Mitigation for Standard and IRB Approaches - Basel II Specific.

Bank obtains capital relief for both on and off-balance sheet non-market related exposures by using simple approach for Credit Risk Mitigation (CRM). Off-balance sheet items under the simplified standardized approach are converted into credit exposure equivalents through the use of credit conversion factors. Under the standardized approach the Bank has taken advantage of the cash collaterals available with the Bank in the form of security deposits and cash margins.

Valuation and management of eligible collaterals for CRM is being done in line with the conditions laid down by SBP. Since eligible collaterals for CRM purposes are all in the form of cash collaterals, they generally do not pose risk to the Bank in terms of change in their valuation due to changes in the market conditions.

The Bank takes the benefit of CRM against its claims on corporate and retail portfolio. Under the standardized approach for on-balance sheet exposures, the corporate portfolio of Rs. 5,194.112 million is subject to the CRM of Rs. 215.014 million whereas a claim on retail portfolio of Rs. 542.737 million is subject to CRM of Rs. 164.274 million. The total benefit of Rs. 379.288 million was availed through CRM against total on-balance sheet exposure of Rs. 5,736.849 million.

Under off-balance sheet, non-market related exposures; the corporate portfolio of Rs 1,608.375 million is subject to the CRM of Rs.188.410 million. Hence total benefit of Rs 188.410 million was availed by the Bank through CRM against total off-balance sheet, non-market related exposure of Rs.1, 608.375 million.

During the year, total amount of cash collateral used for CRM purposes was Rs. 567.698 as against amount of Rs 288.738 million in year 2007. The difference in the value of cash collateral is due to the changes in the exposure amounts and the resultant amount of cash collateral obtained.

# 39.2 Equity Position Risk in the Banking book -Basel II Specific

Equity position includes the following:

- Strategic investments
- Investment in equities for generating revenue in short term

These equity investments are accounted for and disclosed as per the provisions and directives of SBP, SECP and the requirements of approved International Accounting Standards as applicable in Pakistan.

Provision for diminution in the value of securities is made after considering impairment, if any in their value and charged to profit and loss account.

# 39.3 Yield / Profit Rate Risk in the banking book – Basel II specific

It includes all material yield risk positions of the bank taken into account all repricing and maturity data. It includes current balances and contractual yield rates; bank understands that its financing shall be repriced as per their respective contracts.

Bank estimates changes in the economic value of equity due to change in the yield rates on on-balance sheet positions by conducting duration gap analysis. It also assesses yield rate risk on earnings of the Bank by applying upward and downward shocks.

## 39.4 Market Risk

Market risk encompasses the risk of losses due to adverse movements in markets for instruments carrying a fixed rate, foreign exchange rates, securities, precious metals or other commodities.

The strategy of Bank is to keep market risks to the minimum in that the Bank does not enter into any speculative transaction. In general the Bank ensures that an adequate hedging mechanism is in place before it enters into financial markets for trading.

Moreover, since the Bank does not deal in interest based products, the impact of the above risks will be very minimal. The Bank does not have positions or forward exchange contracts giving mismatches of maturity unless such risks have been taken care of through some other mechanism.

# 39.4.1 Foreign Exchange Risk

Foreign exchange or currency risk arises from the fluctuation in the value of financial instruments consequent to the changes in foreign exchange rates. The Bank's foreign exchange exposure comprises of forward promises, foreign currency cash in hand, balances with banks abroad, foreign currency deposits, foreign currency placements with State Bank of Pakistan and other banks etc. The Bank manages its foreign exchange exposure by matching foreign currency assets and liabilities. The net open position is managed within the statutory limits as fixed by the State Bank of Pakistan.

The Banks / DFIs should discuss the nature and description of their foreign exchange exposures during the year.

| <b>.</b>  |  | 2008  |                                      |   |  |  |  |  |  |
|---|--|---|--------------------------------------|---|--|--|--|--|--|
|   | Assets   | Liabilities                                   | Off-balance<br>Sheet<br>items        | Net<br>foreign<br>currency<br>exposure                      |  |  |  |  |  |
|   |  | Rupees i                                      | n `000                               |   |  |  |  |  |  |
| Pakistan Rupee<br>United States Dollar<br>Great Britain Pound<br>Japanese Yen<br>Euro<br>U.A.E Dirham | 18,861,324<br>174,791<br>12,635<br>599<br>34,105<br>493<br>2,545 | 13,684,492<br>169,779<br>9,650<br>-<br>32,858 | (3,670)<br>3,670<br>-<br>-<br>-<br>- | 5,173,162<br>8,682<br>2,985<br>599<br>1,247<br>493<br>2,545 |  |  |  |  |  |
| ACU<br>Saudi Riyal  | 2,108  | -   | -                                    | 2,108   |  |  |  |  |  |
| v   | 19,088,600   | 13,896,779                                    |                                      | 5,191,821   |  |  |  |  |  |
|   |  |   |                                      |   |  |  |  |  |  |
|   | Assets   | Liabilities                                   | Off-balance<br>Sheet<br>items        | Net<br>foreign<br>currency                                  |  |  |  |  |  |

| Pakistan Rupee              |
|-----------------------------|
| <b>United States Dollar</b> |
| <b>Great Britain Pound</b>  |
| Japanese Yen                |
| Euro                        |
| U.A.E. Dirham               |

| Assets     | Liabilities | Off-balance<br>Sheet<br>items | Net<br>foreign<br>currency<br>exposure |
|------------|-------------|-------------------------------|--|
|            | Rupees in   | n `000                        |  |
| 14,316,490 | 10,528,853  | (155,019)                     | 3,632,618                              |
| 93,238     | 58,825      | 164,140                       | 198,553                                |
| 17,413     | 6,257       | -                             | 11,156                                 |
| 770        | -           | -                             | 770                                    |
| 19,473     | 8,812       | (9,121)                       | 1,540                                  |
| 89         | -           | -                             | 89                                     |
| 14,447,473 | 10,602,747  | -                             | 3,844,726                              |
|            |             |                               |  |

# 39.4.2 Mismatch of Profit / Yield Rate Sensitive Assets and Liabilities

|   |   |  |  |   |                                   |  | 2008  |                              |  |  |                                    |  |
|---|---|--|--|---|-----------------------------------|--|---|------------------------------|--|--|------------------------------------|--|
|   | Effective   |  |  |   |                                   | Expose   | d to Yield / Pro  | ofit Risk                    |  |  |                                    | Non-profit   |
|   | yield /<br>Profit<br>rate   | Total  | Upto 1<br>Month  | Over 1<br>to<br>3 Months                            | Over 3<br>to<br>6 Months          | Over 6<br>Months to<br>1 Year                              | Over 1<br>to<br>2 Years   | Over 2<br>to<br>3 Years      | Over 3<br>to<br>5 Years  | Over 5<br>to<br>10 Years               | Above<br>10 Years                  | bearing<br>financial<br>instruments  |
|   |   |  |  |   |                                   | ]  | Rupees in `000  | )                            |  |  |                                    |  |
| On-balance sheet financial instruments  |   |  |  |   |                                   |  |   |                              |  |  |                                    |  |
| Assets  |   |  |  |   |                                   |  |   |                              |  |  |                                    |  |
| Cash and balances with<br>treasury banks<br>Balances with   |   | 2,175,413  | -  | -   | -                                 | =  | -   | -                            | -  | -                                      | -                                  | 2,175,413  |
| Other banks   | 13.50%  | 2,207,490  | 2,099,942  | -   | 7,910                             | -  | -   | -                            | -  | -                                      | -                                  | 99,638   |
| Due from financial institutions   | 16.75%  | 40,351   | 11,804   | 28,547  | _                                 | -  | _   | -                            | -  | -                                      | -                                  | -  |
| Investments   | 15.48%  | 5,019,525  | -  | -   | -                                 | -  | 460,000   | 300,000                      | 2,162,810  | 1,905,700                              | -                                  | 191,015  |
| Financings<br>Other assets  | 15.06%  | 6,527,531<br>342,471   | 927,223  | 798,501   | 994,474                           | 157,918  | 342,011   | 573,602                      | 1,637,473  | 665,421                                | 429,969                            | 939<br>342,471   |
| Other assets  |   | 16,312,781   | 3,038,969  | 827,048   | 1,002,384                         | 157,918  | 802,011   | 873,602                      | 3,800,283  | 2,571,121                              | 429,969                            | 2,809,476  |
| <u>Liabilities</u>  |   |  | 0,000,000  | 027,010   | 1,002,001                         | 107,010  | 002,011   | 0.0,002                      | 0,000,200  | 2,011,121                              | 120,000                            |  |
| Bills payable<br>Due to financial   |   | 353,646  | -  | -   | -                                 | -  | -   | -                            | -  | -                                      | -                                  | 353,646  |
| institutions  | 6.50%   | 245,939  | 728  | 135,980   | 109,231                           | -  | -   | -                            | -  | -                                      | -                                  | -  |
| Deposits and other  | 7 000/  | 10 477 077   | 0.400.070  | 070 707   | 0.477.000                         | 1 155 740  | 040.004   | 055 500                      | 0.417.074  | 004.050                                |                                    | 0.055.000  |
| accounts<br>Sub-ordinated loans   | 7.28%   | 12,477,955   | 3,420,878  | 879,707   | 647,802                           | 1,155,743  | 240,384   | 355,522                      | 2,417,374  | 304,659                                | -                                  | 3,055,886  |
| Liabilities against assets  |   |  |  |   |                                   |  |   |                              |  |  |                                    |  |
| subject to finance lease<br>Other liabilities   |   | 238,802  | -  | -   | -                                 | -  | -   | -                            | -  | -                                      | -                                  | 238,802  |
| Other habilities  |   | 13,316,342   | 3,421,606  | 1,015,687   | 757,033                           | 1,155,743  | 240,384   | 355,522                      | 2,417,374  | 304,659                                |                                    | 3,648,334  |
| On below wheet we   |   |  |  |   |                                   |  |   |                              |  |  |                                    |  |
| On-balance sheet gap  |   | 2,996,439  | (382,637)  | (188,639)   | 245,351                           | (997,825)  | 561,627   | 518,080                      | 1,382,909  | 2,266,462                              | 429,969                            | (838,858)  |
| Total Yield / Profit Risk<br>Sensitivity Gap  |   |  | (382,637)  | (188,639)   | 245,351                           | (997,825)  | 561,627   | 518,080                      | 1,382,909  | 2,266,462                              | 429,969                            | (838,858)  |
| Cumulative Yield/Profit Risk Sensitivity Ga   | p   |  | (382,637)  | (571,276)   | (325,925)                         | (1,323,750)  | (762,123)   | (244,043)                    | 1,138,866  | 3,405,328                              | 3,835,297                          | 2,996,439  |
|   |   |  |  |   |                                   |  |   |                              |  |  |                                    |  |
|   |   |  |  |   |                                   |  | 2007  |                              |  |  |                                    |  |
|   |   |  |  |   |                                   | Ermana   | 2007  | Gt Diel                      |  |  |                                    |  |
|   | Effective   |  |  | Over 1  | Over 2                            |  | d to Yield / Pro  |                              | Over 2   | Over 5                                 |                                    | Non-profit   |
|   | yield /<br>Profit   |  | Upto 1   | Over 1  | Over 3                            | Over 6<br>Months to  | d to Yield / Pro  | Over 2<br>to                 | Over 3   | Over 5                                 | Above                              | bearing<br>financial   |
|   | yield /   | Total  | Upto 1<br>Month  |   | to<br>6 Months                    | Over 6<br>Months to<br>1 Year                              | Over 1<br>to<br>2 Years   | Over 2<br>to<br>3 Years      | to<br>5 Years  | to<br>10 Years                         | 10 Years                           | bearing<br>financial<br>instruments  |
| On balance cheet financial instruments  | yield /<br>Profit   | Total  |  | to  | to<br>6 Months                    | Over 6<br>Months to  | Over 1<br>to<br>2 Years   | Over 2<br>to<br>3 Years      | to   | to<br>10 Years                         | 10 Years                           | bearing<br>financial<br>instruments  |
| On-balance sheet financial instruments  Assets  | yield /<br>Profit   | Total  |  | to  | to<br>6 Months                    | Over 6<br>Months to<br>1 Year                              | Over 1<br>to<br>2 Years   | Over 2<br>to<br>3 Years      | to<br>5 Years  | to<br>10 Years                         | 10 Years                           | bearing<br>financial<br>instruments  |
| Assets Cash and balances with   | yield /<br>Profit   |  | Month  | to  | to<br>6 Months                    | Over 6<br>Months to<br>1 Year                              | Over 1<br>to<br>2 Years   | Over 2<br>to<br>3 Years      | to<br>5 Years  | to<br>10 Years                         | 10 Years                           | bearing<br>financial<br>instruments  |
| Assets Cash and balances with treasury banks  | yield /<br>Profit   | Total  |  | to  | to<br>6 Months                    | Over 6<br>Months to<br>1 Year                              | Over 1<br>to<br>2 Years   | Over 2<br>to<br>3 Years      | to<br>5 Years  | to<br>10 Years                         | 10 Years                           | bearing<br>financial<br>instruments  |
| Assets Cash and balances with   | yield /<br>Profit   |  | Month  | to  | to<br>6 Months                    | Over 6<br>Months to<br>1 Year                              | Over 1<br>to<br>2 Years   | Over 2<br>to<br>3 Years      | to<br>5 Years  | to<br>10 Years                         | 10 Years                           | bearing<br>financial<br>instruments  |
| Assets Cash and balances with treasury banks Balances with Other banks Due from financial   | yield /<br>Profit<br>rate<br>-<br>6.80%   | 1,433,166<br>2,577,491   | Month 1,433,166 2,577,491  | to<br>3 Months                                      | to<br>6 Months                    | Over 6<br>Months to<br>1 Year                              | Over 1<br>to<br>2 Years   | Over 2<br>to<br>3 Years      | to<br>5 Years  | to<br>10 Years                         | 10 Years                           | bearing<br>financial<br>instruments  |
| Assets Cash and balances with treasury banks Balances with Other banks Due from financial institutions  | yield /<br>Profit<br>rate<br>-<br>6.80%<br>11.90%   | 1,433,166<br>2,577,491<br>625,037  | Month 1,433,166  | to  | to<br>6 Months                    | Over 6<br>Months to<br>1 Year                              | Over 1<br>to<br>2 Years   | Over 2<br>to<br>3 Years      | to<br>5 Years<br>  | to<br>10 Years                         | 10 Years                           | bearing<br>financial<br>instruments  |
| Assets Cash and balances with treasury banks Balances with Other banks Due from financial   | yield /<br>Profit<br>rate<br>-<br>6.80%   | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867  | Month 1,433,166 2,577,491  | to<br>3 Months                                      | to<br>6 Months                    | Over 6<br>Months to<br>1 Year                              | Over 1<br>to<br>2 Years   | Over 2<br>to<br>3 Years      | to<br>5 Years  | to<br>10 Years                         | 10 Years                           | bearing financial instruments  |
| Assets Cash and balances with treasury banks Balances with Other banks Due from financial institutions Investments  | yield /<br>Profit<br>rate<br>-<br>6.80%<br>11.90%<br>10.91%   | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>200,091   | Month  1,433,166  2,577,491  - 294,477                                   | to<br>3 Months<br>-<br>-<br>625,037<br>-<br>264,733 | to 6 Months                       | Over 6<br>Months to<br>1 Year                              | d to Yield / Pro Over 1 to 2 Years Rupees in `000                                     | Over 2<br>to<br>3 Years<br>) | to<br>5 Years  | to<br>10 Years                         | 10 Years                           | bearing financial instruments  |
| Assets Cash and balances with treasury banks Balances with Other banks Due from financial institutions Investments Financings Other assets  | yield /<br>Profit<br>rate<br>-<br>6.80%<br>11.90%<br>10.91%   | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867  | Month  1,433,166  2,577,491  | to<br>3 Months<br>-<br>-<br>625,037                 | to<br>6 Months                    | Over 6<br>Months to<br>1 Year                              | d to Yield / Pro Over 1 to 2 Years Rupees in `000                                     | Over 2<br>to<br>3 Years<br>) | to<br>5 Years  | to<br>10 Years<br>-<br>-<br>2,572,037  | 10 Years<br>                       | bearing financial instruments  |
| Assets Cash and balances with treasury banks Balances with Other banks Due from financial institutions Investments Financings   | yield /<br>Profit<br>rate<br>-<br>6.80%<br>11.90%<br>10.91%   | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>200,091   | Month  1,433,166  2,577,491  - 294,477                                   | to<br>3 Months<br>-<br>-<br>625,037<br>-<br>264,733 | to 6 Months                       | Over 6<br>Months to<br>1 Year                              | d to Yield / Pro Over 1 to 2 Years Rupees in `000                                     | Over 2<br>to<br>3 Years<br>) | to<br>5 Years  | to<br>10 Years                         | 10 Years                           | bearing financial instruments  |
| Assets Cash and balances with treasury banks Balances with Other banks Due from financial institutions Investments Financings Other assets  Liabilities Bills payable Due to financial  | yield /<br>Profit<br>rate<br>-<br>-<br>6.80%<br>11.90%<br>10.91%<br>13.20%  | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>200,091<br>12,662,679                             | Month  1,433,166 2,577,491   | to 3 Months   | to 6 Months                       | Over 6<br>Months to<br>1 Year                              | d to Yield / Pro Over 1 to 2 Years Rupees in `000                                     | Over 2<br>to<br>3 Years<br>) | to<br>5 Years  | to<br>10 Years                         | 10 Years                           | bearing financial instruments  |
| Assets Cash and balances with treasury banks Balances with Other banks Due from financial institutions Investments Financings Other assets  Liabilities Bills payable Due to financial institutions   | yield /<br>Profit<br>rate<br>-<br>6.80%<br>11.90%<br>10.91%   | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>200,091<br>12,662,679                             | Month  1,433,166 2,577,491   | to<br>3 Months<br>-<br>-<br>625,037<br>-<br>264,733 | to 6 Months                       | Over 6<br>Months to<br>1 Year                              | d to Yield / Pro Over 1 to 2 Years Rupees in `000                                     | Over 2<br>to<br>3 Years<br>) | to<br>5 Years  | to<br>10 Years                         | 10 Years                           | bearing financial instruments  |
| Assets Cash and balances with treasury banks Balances with Other banks Due from financial institutions Investments Financings Other assets  Liabilities Bills payable Due to financial institutions Deposits and other accounts   | yield /<br>Profit<br>rate<br>-<br>-<br>6.80%<br>11.90%<br>10.91%<br>13.20%  | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>200,091<br>12,662,679                             | Month  1,433,166 2,577,491   | to 3 Months   | to 6 Months                       | Over 6<br>Months to<br>1 Year                              | d to Yield / Pro Over 1 to 2 Years Rupees in `000                                     | Over 2<br>to<br>3 Years<br>) | to<br>5 Years  | to<br>10 Years                         | 10 Years                           | bearing financial instruments  |
| Assets Cash and balances with treasury banks Balances with Other banks Due from financial institutions Investments Financings Other assets  Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans   | yield /<br>Profit<br>rate<br>-<br>-<br>6.80%<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>200,091<br>12,662,679<br>84,998<br>70,000         | Month  1,433,166 2,577,491 - 294,477 - 4,305,134  84,998 -               | to 3 Months   | to 6 Months                       | Over 6<br>Months to<br>1 Year<br>343,421<br>343,421        | d to Yield / Pro Over 1 to 2 Years Rupees in `000                                     | Over 2 to 3 Years )          | 280,000<br>1,912,028   | to<br>10 Years                         | 670,000<br>203,949<br>-<br>873,949 | bearing financial financia |
| Assets Cash and balances with treasury banks Balances with Other banks Due from financial institutions Investments Financings Other assets  Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to finance lease                   | yield /<br>Profit<br>rate<br>-<br>-<br>6.80%<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>200,091<br>12,662,679<br>84,998<br>70,000         | Month  1,433,166 2,577,491 - 294,477 - 4,305,134  84,998 -               | to 3 Months   | to 6 Months                       | Over 6<br>Months to<br>1 Year<br>343,421<br>343,421        | d to Yield / Pro Over 1 to 2 Years Rupees in `000                                     | Over 2 to 3 Years )          | 280,000<br>1,912,028   | to<br>10 Years                         | 670,000<br>203,949<br>-<br>873,949 | bearing financial financia |
| Assets Cash and balances with treasury banks Balances with Other banks Due from financial institutions Investments Financings Other assets  Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets  | yield /<br>Profit<br>rate<br>-<br>-<br>6.80%<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>200,091<br>12,662,679<br>84,998<br>70,000         | Month  1,433,166 2,577,491 - 294,477 - 4,305,134  84,998 -               | to 3 Months   | to 6 Months                       | Over 6<br>Months to<br>1 Year<br>343,421<br>343,421        | d to Yield / Pro Over 1 to 2 Years Rupees in `000                                     | Over 2 to 3 Years )          | 280,000<br>1,912,028   | to<br>10 Years                         | 670,000<br>203,949<br>-<br>873,949 | bearing financial financia |
| Assets Cash and balances with treasury banks Balances with Other banks Due from financial institutions Investments Financings Other assets  Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to finance lease                   | yield /<br>Profit<br>rate<br>-<br>-<br>6.80%<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | 1,433,166 2,577,491 625,037 3,864,027 3,962,867 200,091 12,662,679  84,998 70,000 9,934,282                      | Month  1,433,166 2,577,491 - 294,477 - 4,305,134  84,998 -               | to 3 Months   | to 6 Months                       | Over 6<br>Months to<br>1 Year<br>343,421<br>343,421        | d to Yield / Pro Over 1 to 2 Years Rupees in `000                                     | Over 2 to 3 Years )          | 280,000<br>1,912,028   | to<br>10 Years                         | 670,000<br>203,949<br>-<br>873,949 | bearing all instruments  |
| Assets Cash and balances with treasury banks Balances with Other banks Due from financial institutions Investments Financings Other assets  Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to finance lease                   | yield /<br>Profit<br>rate<br>-<br>-<br>6.80%<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | 1,433,166 2,577,491 625,037 3,864,027 3,962,867 200,091 12,662,679  84,998 70,000 9,934,282 - 130,043            | Month  1,433,166 2,577,491 - 294,477 - 4,305,134  84,998 - 3,820,481     | to 3 Months   | 117,591<br>- 117,591<br>- 366,263 | Over 6<br>Months to<br>1 Year  343,421  343,421  1,953,041 | d to Yield / Pro Over 1 to 2 Years Rupees in '000                                     | Over 2 to 3 Years )          | 280,000<br>1,912,028<br>-<br>2,192,028<br>-<br>1,295,561<br>-<br>- | to<br>10 Years                         | 670,000<br>203,949<br>873,949      | bearing farmarial instruments  |
| Assets Cash and balances with treasury banks Balances with Other banks Due from financial institutions Investments Financings Other assets  Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to finance lease Other liabilities | yield /<br>Profit<br>rate<br>-<br>-<br>6.80%<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | 1,433,166 2,577,491 625,037 3,864,027 3,962,867 200,091 12,662,679  84,998 70,000 9,934,282 - 130,043 10,219,323 | Month  1,433,166 2,577,491 294,477 4,305,134  84,998 3,820,481 3,905,479 | to 3 Months   | 117,591<br>- 117,591<br>- 366,263 | Over 6<br>Months to<br>1 Year<br>343,421<br>1,953,041      | d to Yield / Pro Over 1 to 2 Years Rupees in '000  115,340  115,340  46,620  - 46,620 | Over 2 to 3 Years )          | 280,000<br>1,912,028<br>2,192,028<br>1,295,561<br>1,295,561        | 2,572,037<br>111,385<br>-<br>2,683,422 | 670,000<br>203,949<br>873,949      | bearing hearing hearing sinstruments   |
| Assets Cash and balances with treasury banks Balances with Other banks Due from financial institutions Investments Financings Other assets  Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to finance lease Other liabilities | yield /<br>Profit<br>rate<br>-<br>-<br>6.80%<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | 1,433,166 2,577,491 625,037 3,864,027 3,962,867 200,091 12,662,679  84,998 70,000 9,934,282 - 130,043 10,219,323 | Month  1,433,166 2,577,491 294,477 4,305,134  84,998 3,820,481 3,905,479 | to 3 Months   | 117,591<br>- 117,591<br>- 366,263 | Over 6<br>Months to<br>1 Year<br>343,421<br>1,953,041      | d to Yield / Pro Over 1 to 2 Years Rupees in '000  115,340  115,340  46,620  46,620   | Over 2 to 3 Years )          | 280,000<br>1,912,028<br>2,192,028<br>1,295,561<br>1,295,561        | 2,572,037<br>111,385<br>-<br>2,683,422 | 670,000<br>203,949<br>873,949      | bearing hearing hearing sinstruments   |

# 39.5 Liquidity Risk

Liquidity risk is defined as inability to raise deposits at a competitive rate. It can be caused by the withdrawal of important customer deposits (including interbank deposits). A sudden surge in liability withdrawals may leave the Bank in a position of having to liquidate assets in a very short period of time and at low prices.

Under refinance risk we understand the risk of holding longer-term assets relative to liabilities. Generally this is caused by a discrepancy of the cash flows from the two sides of the balance sheet due to a faulty Asset-Liability Management (ALM) process (strongly differing maturity profiles).

The risk is minimized by broad diversification and a minimum of concentrations on both sides of the balance sheet.

An Assets-Liabilities Committee (ALCO) is responsible for monitoring the liquidity and market risks of the Bank.

# Maturities of Assets and Liabilities

|  |  |   |                          |                          | 20                                     | 08                                       |                                |  |   |                      |
|--|--|---|--------------------------|--------------------------|--|--|--------------------------------|--|---|----------------------|
|  | Total  | Upto 1<br>Month   | Over 1<br>to<br>3 Months | Over 3<br>to<br>6 Months | Over 6<br>Months to<br>1 Year          | Over 1<br>Years to<br>2 Years            | Over 2<br>Years to<br>3 Yerars | Over 3<br>Years to<br>5 Years  | Over 5<br>Years to<br>10 Years          | Above<br>10<br>Years |
|  |  |   |                          |                          | Rupees                                 | in `000                                  |                                |  |   |                      |
| Assets Cash and balances with treasury banks Balances with other banks   | 2,175,413<br>2,207,490   | 2,175,413<br>2,199,580  | -                        | 7,910                    |  | -  | -                              | -  |   | -                    |
| Due from financial institutions  | 40,351   | 11,804  | 28,547                   | -                        | -                                      | -  | -                              | -  | -                                       | -                    |
| Investments  | 5,019,525  | 097 995   | 700 510                  | - 004 606                | 150 700                                | 460,000                                  | 300,000                        | 2,162,810  | 1,905,700                               | 191,015              |
| Financings<br>Other assets   | 6,527,531<br>942,385   | 927,225<br>543,981  | 798,518<br>153,600       | 994,606<br>25,864        | 158,706<br>182,688                     | 342,011                                  | 573,602<br>36,252              | 1,637,473  | 665,421                                 | 429,969              |
| Operating fixed assets   | 1,910,648  | 20,911  | 41,822                   | 62,733                   | 355,705                                | 250,931                                  | 250,931                        | 202,629  | 409,229                                 | 315,757              |
| Deferred tax assets  | 265,257  | -   | -                        | -                        | -                                      | -  | -                              | -  | -                                       | 265,257              |
|  | 19,088,600   | 5,878,914   | 1,022,487                | 1,091,113                | 697,099                                | 1,052,942                                | 1,160,785                      | 4,002,912  | 2,980,350                               | 1,201,99             |
| Liabilities  | 050.040  | 050.040   |                          |                          |  |  |                                |  |   |                      |
| Bills payable  Due to financial institutions   | 353,646<br>245,939   | 353,646<br>728  | 135,980                  | 109,231                  | -                                      | -  | -                              | -  | -                                       | -                    |
| Deposits and other accounts  | 12,477,955   | 6,476,764   | 879,707                  | 647,802                  | 1,155,743                              | 240,384                                  | 355,522                        | 2,417,374  | 304,659                                 | _                    |
| Sub-ordinated loans  | -  | -   | -                        | -                        | -                                      | -  | -                              | -  | -                                       | -                    |
| Liabilities against assets subject to Finance lease  | - 010 000  | - 050 000   | - 00 507                 | -                        | 100 000                                | -  | -                              | 400 471  | -                                       | -                    |
| Other liabilities Deferred tax liabilities   | 819,239  | 253,928   | 36,507                   | -                        | 128,333                                | -  | -                              | 400,471  | -                                       | -                    |
| Deterred the habitates   | 13,896,779   | 7,085,066   | 1,052,194                | 757,033                  | 1,284,076                              | 240,384                                  | 355,522                        | 2,817,845  | 304.659                                 |                      |
| Net assets   | 5,191,821  | (1,206,152)   | (29,707)                 | 334,080                  | (586,977)                              | 812,558                                  | 805,263                        | 1,185,067  | 2,675,691                               | 1,201,998            |
| Share capital / Head office capital account  | 5,279,679  | (1,200,132)   | (23,707)                 |                          | (300,377)                              | 012,330                                  |                                | 1,100,007  | ======================================= | 1,501,550            |
| Reserves<br>Unappropriated/ Unremitted profit  | (98,307)   |   |                          |                          |  |  |                                |  |   |                      |
| Surplus/(Deficit) on revaluation of assets   | 10,449   |   |                          |                          |  |  |                                |  |   |                      |
|  | 5,191,821  |   |                          |                          |  |  |                                |  |   |                      |
|  |  |   |                          |                          | 20                                     | 07                                       |                                |  |   |                      |
|  |  |   | Over 1                   | Over 3                   | Over 6                                 | Over 1                                   | Over 2                         | Over 3   | Over 5                                  | Above                |
|  |  |   |                          |                          |  |  |                                |  |   |                      |
|  | Total  | Upto 1<br>Month   | to<br>3 Months           | to<br>6 Months           | Months to<br>1 Year                    | Years to<br>2 Years                      | Years to<br>3 Yerars           | Years to<br>5 Years  | Years to<br>10 Years                    | 10<br>Years          |
|  | Total  |   |                          | 6 Months                 | 1 Year                                 | 2 Years                                  | 3 Yerars                       |  |   |                      |
| Accete   | Total  |   |                          | 6 Months                 |  | 2 Years                                  | 3 Yerars                       |  |   |                      |
| Assets Cash and halances with treasury banks   |  | Month   |                          | 6 Months                 | 1 Year                                 | 2 Years                                  | 3 Yerars                       |  |   |                      |
| Assets Cash and balances with treasury banks Balances with other banks   | Total  1,433,166 2,577,491   |   |                          | 6 Months                 | 1 Year                                 | 2 Years                                  | 3 Yerars                       |  |   |                      |
| Cash and balances with treasury banks<br>Balances with other banks<br>Due from financial institutions  | 1,433,166<br>2,577,491<br>625,037  | Month   | 3 Months                 | 6 Months                 | 1 Year Rupees                          | 2 Years<br>in `000                       | 3 Yerars                       | 5 Years  | 10 Years                                | Years                |
| Cash and balances with treasury banks<br>Balances with other banks<br>Due from financial institutions<br>Investments   | 1,433,166<br>2,577,491<br>625,037<br>3,864,027   | Month  1,433,166 2,577,491  | 3 Months                 | 6 Months                 | 1 Year Rupees                          | 2 Years in `000                          | 3 Yerars                       | 5 Years  | 10 Years                                | Years  861,015       |
| Cash and balances with treasury banks<br>Balances with other banks<br>Due from financial institutions<br>Investments<br>Financings   | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867  | Month  1,433,166 2,577,491 294,477  | 3 Months<br>             | 6 Months                 | 1 Year Rupees Rupees                   | 2 Years<br>in `000                       | 3 Yerars                       | 5 Years  | 10 Years                                | Years                |
| Cash and balances with treasury banks<br>Balances with other banks<br>Due from financial institutions<br>Investments   | 1,433,166<br>2,577,491<br>625,037<br>3,864,027   | Month  1,433,166 2,577,491  | 3 Months                 | 6 Months                 | 1 Year Rupees                          | 2 Years in `000                          | 3 Yerars                       | 5 Years  | 10 Years                                | Years  861,015       |
| Cash and balances with treasury banks Balances with other banks Due from financial institutions Investments Financings Other assets  | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>801,143<br>1,093,324<br>90,418  | 1,433,166<br>2,577,491<br>-<br>294,477<br>201,693<br>8,950  | 3 Months<br>             | 6 Months                 | 1 Year Rupees Rupees 343,421 110,518   | 2 Years in `000  115,340 - 107,399 -     | 3 Yerars                       | 5 Years<br>  | 10 Years                                | Years                |
| Cash and balances with treasury banks Balances with other banks Due from financial institutions Investments Financings Other assets Operating fixed assets   | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>801,143<br>1,093,324  | 1,433,166<br>2,577,491<br>-<br>-<br>294,477<br>201,693  | 3 Months<br>             | 6 Months                 | 1 Year Rupees Rupees 343,421 110,518   | 2 Years in `000  115,340                 | 3 Yerars                       | 5 Years  | 10 Years                                | Years                |
| Cash and balances with treasury banks Balances with other banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets   | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>801,143<br>1,093,324<br>90,418<br>14,447,473  | Month  1,433,166 2,577,491 - 294,477 201,693 8,950 - 4,515,777  | 3 Months<br>             | 6 Months                 | 1 Year Rupees                          | 2 Years in `000  115,340 - 107,399 -     | 3 Yerars                       | 5 Years<br>  | 10 Years                                | Years                |
| Cash and balances with treasury banks Balances with other banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable   | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>801,143<br>1,093,324<br>90,418<br>14,447,473  | 1,433,166<br>2,577,491<br>-<br>294,477<br>201,693<br>8,950  | 3 Months<br>             | 6 Months                 | 1 Year Rupees                          | 2 Years in `000  115,340 - 107,399 -     | 3 Yerars                       | 5 Years<br>-<br>-<br>-<br>280,000<br>1,912,028<br>52,271<br>106,520              | 10 Years                                | Years                |
| Cash and balances with treasury banks Balances with other banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions   | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>801,143<br>1,093,324<br>90,418<br>14,447,473  | Month  1,433,166 2,577,491 - 294,477 201,693 8,950 - 4,515,777  | 3 Months                 | 6 Months                 | 1 Year Rupees  343,421 110,518 219,648 | 2 Years in `000  115,340 - 107,399 -     | 3 Yerars                       | 5 Years<br>-<br>-<br>-<br>280,000<br>1,912,028<br>52,271<br>106,520              | 10 Years                                | Years                |
| Cash and balances with treasury banks Balances with other banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable   | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>801,143<br>1,093,324<br>90,418<br>14,447,473  | Month  1,433,166 2,577,491 - 294,477 201,693 8,950 - 4,515,777  84,998 -                              | 3 Months<br>             | 6 Months                 | 1 Year Rupees                          | 2 Years in `000  115,340 107,399 222,739 | 3 Yerars                       | 5 Years  280,000 1,912,028 52,271 106,520 - 2,350,819                            | 10 Years                                | Years                |
| Cash and balances with treasury banks Balances with other banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets  Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease  | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>801,143<br>1,093,324<br>90,418<br>14,447,473<br>84,998<br>70,000<br>9,934,282   | Month  1,433,166 2,577,491 - 294,477 201,693 8,950 - 4,515,777  84,998 - 5,224,890                    | 3 Months                 | 6 Months                 | 1 Year Rupees  343,421 110,518 219,648 | 2 Years in `000  115,340 107,399 222,739 | 3 Yerars                       | 5 Years  | 10 Years                                | Years                |
| Cash and balances with treasury banks Balances with other banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease Other liabilities   | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>801,143<br>1,093,324<br>90,418<br>14,447,473<br>84,998<br>70,000  | Month  1,433,166 2,577,491 - 294,477 201,693 8,950 - 4,515,777  84,998 -                              | 3 Months                 | 6 Months                 | 1 Year Rupees  343,421 110,518 219,648 | 2 Years in `000  115,340 107,399 222,739 | 3 Yerars                       | 5 Years  280,000 1,912,028 52,271 106,520 - 2,350,819                            | 10 Years                                | Years                |
| Cash and balances with treasury banks Balances with other banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets  Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease  | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>801,143<br>1,093,324<br>90,418<br>14,447,473<br>84,998<br>70,000<br>9,934,282<br>-<br>513,467   | Month  1,433,166 2,577,491 - 294,477 201,693 8,950 - 4,515,777  84,998 - 5,224,890 - 154,551          | 3 Months                 | 6 Months                 | 1 Year                                 | 2 Years in `000                          | 3 Yerars                       | 5 Years  | 10 Years                                | Years                |
| Cash and balances with treasury banks Balances with other banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease Other liabilities   | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>801,143<br>1,093,324<br>90,418<br>14,447,473<br>84,998<br>70,000<br>9,934,282   | Month  1,433,166 2,577,491 - 294,477 201,693 8,950 - 4,515,777  84,998 - 5,224,890                    | 3 Months                 | 6 Months                 | 1 Year Rupees  343,421 110,518 219,648 | 2 Years in `000  115,340 107,399 222,739 | 3 Yerars                       | 5 Years  | 10 Years                                | Years                |
| Cash and balances with treasury banks Balances with other banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease Other liabilities Deferred tax liabilities  | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>801,143<br>1,093,324<br>90,418<br>14,447,473<br>84,998<br>70,000<br>9,934,282<br>-<br>-<br>513,467<br>-<br>10,602,747<br>3,844,726                                | Month  1,433,166 2,577,491 294,477 201,693 8,950 - 4,515,777   84,998 - 5,224,890 154,551 - 5,464,439 | 3 Months                 | 6 Months                 | 1 Year                                 | 2 Years in `000  115,340 107,399 222,739 | 3 Yerars                       | 5 Years  280,000 1,912,028 52,271 106,520 2,350,819  1,295,561 266,271 1,561,832 | 10 Years                                | Years                |
| Cash and balances with treasury banks Balances with other banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets  Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease Other liabilities Deferred tax liabilities  Net assets  Share capital / Head office capital account  | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>801,143<br>1,093,324<br>90,418<br>14,447,473<br>84,998<br>70,000<br>9,934,282<br>-<br>-<br>513,467<br>-<br>10,602,747   | Month  1,433,166 2,577,491 294,477 201,693 8,950 - 4,515,777   84,998 - 5,224,890 154,551 - 5,464,439 | 3 Months                 | 6 Months                 | 1 Year                                 | 2 Years in `000  115,340 107,399 222,739 | 3 Yerars                       | 5 Years  280,000 1,912,028 52,271 106,520 2,350,819  1,295,561 266,271 1,561,832 | 10 Years                                | Years                |
| Cash and balances with treasury banks Balances with other banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease Other liabilities Deferred tax liabilities  | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>801,143<br>1,093,324<br>90,418<br>14,447,473<br>84,998<br>70,000<br>9,934,282<br>-<br>-<br>513,467<br>-<br>10,602,747<br>3,844,726                                | Month  1,433,166 2,577,491 294,477 201,693 8,950 - 4,515,777   84,998 - 5,224,890 154,551 - 5,464,439 | 3 Months                 | 6 Months                 | 1 Year                                 | 2 Years in `000  115,340 107,399 222,739 | 3 Yerars                       | 5 Years  280,000 1,912,028 52,271 106,520 2,350,819  1,295,561 266,271 1,561,832 | 10 Years                                | Years                |
| Cash and balances with treasury banks Balances with other banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets  Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease Other liabilities Deferred tax liabilities  Net assets  Share capital / Head office capital account Reserves Unappropriated/ Unremitted profit Advance against future issue of share capital | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>801,143<br>1,093,324<br>90,418<br>14,447,473<br>84,998<br>70,000<br>9,934,282<br>-<br>513,467<br>-<br>10,602,747<br>3,844,726<br>3,200,000<br>(45,377)<br>681,409 | Month  1,433,166 2,577,491 294,477 201,693 8,950 - 4,515,777   84,998 - 5,224,890 154,551 - 5,464,439 | 3 Months                 | 6 Months                 | 1 Year                                 | 2 Years in `000  115,340 107,399 222,739 | 3 Yerars                       | 5 Years  280,000 1,912,028 52,271 106,520 2,350,819  1,295,561 266,271 1,561,832 | 10 Years                                | Years                |
| Cash and balances with treasury banks Balances with other banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets  Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease Other liabilities Deferred tax liabilities  Net assets  Share capital / Head office capital account Reserves Unappropriated/ Unremitted profit   | 1,433,166<br>2,577,491<br>625,037<br>3,864,027<br>3,962,867<br>801,143<br>1,093,324<br>90,418<br>14,447,473<br>84,998<br>70,000<br>9,934,282<br>-<br>-<br>-<br>513,467<br>-<br>10,602,747<br>3,844,726<br>3,200,000<br>(45,377)  | Month  1,433,166 2,577,491 294,477 201,693 8,950 - 4,515,777   84,998 - 5,224,890 154,551 - 5,464,439 | 3 Months                 | 6 Months                 | 1 Year                                 | 2 Years in `000  115,340 107,399 222,739 | 3 Yerars                       | 5 Years  280,000 1,912,028 52,271 106,520 2,350,819  1,295,561 266,271 1,561,832 | 10 Years                                | Years                |

### 39.6 Operational Risk

This is the collective term for all risks which arise through inadequate or failed internal processes, employees and systems or from external events and which can only be partially quantified. In addition, legal risks fall into this category. The Bank is currently pursuing a Basic Indicator Approach (BIA), but wishes to move towards a more sophisticated approach in the coming years.

### 39.7 Strategic Risk

Strategic risk arises due to wrong assumptions in strategic decision making or the failure to react correctly to long-term changes in strategic parameters.

The Bank follows a deliberate low-risk strategy. Within the general constraints of its niche market the Bank is aware of the need of reducing risk. The Bank has a well established strategic planning and evaluation process which involves all levels of management and which is subject to regular review.

### 39.8 Systemic Risk

Systemic risk is the risk of a total or partial collapse of the financial system.

Such a collapse could be due to technical factors or market driven (psychological reasons).

Systemic risk is reduced by the activities of both national and international regulatory authorities. The Bank actively supports these organizations through its membership of relevant banking industry association i.e. Pakistan Banks Association ("PBA"). The Bank also takes account of systemic risk by means of careful management of counter party risks in the inter-bank market.

### 39.9 Shariah Non-Compliance Risk

Shariah Non-compliance risk arises due to the lack of awareness amongst the staff while processing a particular transaction which may result in reputational loss to the Bank, as well as, reversal of income of the Bank in respect of that transaction.

This risk is covered by carrying out extensive Shariah training and orientation and frequent reviews by the Shariah department of the Bank.

### 40. DATE OF AUTHORISATION FOR ISSUE

These financial statements have been approved by the Board of Directors of the Bank on March 04, 2009.

### 41. **GENERAL**

- 41.1 Captions, as prescribed by BSD Circular No. 04 of 2006 dated February 17, 2006 issued by SBP, in respect of which there are no amounts, have not been reproduced in these financial statements, except for captions of the balance sheet and profit and loss account.
- 41.2 The figures in the financial statements are rounded off to the nearest thousand of rupees.

Chairman

Chief Executive Officer

Director

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# CONSOLIDATED FINANCIAL STATEMENTS

# Auditors' Report to the Members

We have audited the annexed consolidated financial statements comprising consolidated balance sheet of BankIslami Pakistan Limited (the Bank) and its subsidiary company, BankIslami Modaraba Investments Limited (together referred to as the Group) as at December 31, 2008 and the related consolidated profit and loss account, consolidated cash flow statement and consolidated statement of changes in equity together with the notes forming part thereof, for the year then ended. These consolidated financial statements include unaudited certified returns from the branches, except for ten branches, which have been audited by us. The financial statements of the subsidiary were reviewed in accordance with the International Standard on Review Engagements 2410 by another firm of chartered accountants, whose report has been furnished to us and our opinion in so far as it relates to the amounts included for the subsidiary, is based solely on the report of other auditor. These consolidated financial statements are the responsibility of the Bank's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audit.

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the Group as at December 31, 2008 and of the results of its operations, its cash flows and changes in equity for the year then ended in accordance with the approved accounting standards as applicable in Pakistan.

KARACHI: March 04, 2009 Ford Revoles St the Keyder Clas

Ford Rhodes Sidat Hyder & Co. CHARTERED ACCOUNTANTS

# Consolidated Balance Sheet As at December 31, 2008

|  | Note  | December<br>31, 2008 | December<br>31, 2007 |
|--|-------|----------------------|----------------------|
|  | 11010 | Rupees               |                      |
| ASSETS   |       | Rupees               |                      |
| Cash and balances with treasury banks                  | 6     | 2,175,418            | 1,433,166            |
| Balances with other banks                              | 7     | 2,207,640            | 2,578,089            |
| Due from financial institutions                        | 8     | 40,351               | 625,037              |
| Investments  | 9     | 4,861,883            | 3,686,474            |
| Financings   | 10    | 6,527,531            | 3,773,867            |
| Operating fixed assets                                 | 11    | 1,889,543            | 1,048,602            |
| Deferred tax assets                                    | 12    | 276,283              | 97,760               |
| Other assets   | 13    | 1,032,375            | 906,534              |
|  |       | 19,011,024           | 14,149,529           |
| LIABILITIES  |       |                      |                      |
| Bills payable  | 14    | 353,646              | 84,998               |
| Due to financial institutions                          | 15    | 245,939              | 70,000               |
| Deposits and other accounts                            | 16    | 12,412,598           | 9,617,735            |
| Sub-ordinated loan                                     |       | -                    | -                    |
| Liabilities against assets subject to finance lease    |       | -                    | -                    |
| Deferred tax liabilities                               |       | -                    | -                    |
| Other liabilities                                      | 17    | 818,421              | 541,296              |
|  |       | 13,830,604           | 10,314,029           |
| NET ASSETS   |       | 5,180,420            | 3,835,500            |
| REPRESENTED BY   |       |                      |                      |
| Share capital  | 18    | 5,279,679            | 3,200,000            |
| Reserves   |       | -                    | -                    |
| Accumulated loss                                       |       | (101,364)            | (53,481)             |
|  |       | 5,178,315            | 3,146,519            |
| Advance against future issue of share capital          | 19    | -                    | 681,409              |
| Surplus on revaluation of assets - net of deferred tax | 20    | 2,105                | 7,572                |
|  |       | 5,180,420            | 3,835,500            |
| CONTINGENCIES AND COMMITMENTS                          | 21    |                      |                      |

The annexed notes from 1 to 41 form an integral part of these consolidated financial statements.

Chairman

**Chief Executive Officer** 

Director

# Consolidated Profit and Loss Account For the Year Ended december 31, 2008

|  | Note     | December<br>31, 2008                 | December<br>31, 2007                 |
|--|----------|--------------------------------------|--------------------------------------|
|  |          | Rupees i                             | n `000                               |
| Profit / return on financings, investments and placements earned Return on deposits and other dues expensed  | 22<br>23 | 1,472,425<br>723,685                 | 593,675<br>303,771                   |
| Net spread earned  |          | 748,740                              | 289,904                              |
| Provision against non-performing financings - net<br>Provision for diminution in the value of investments<br>Bad debts written off directly                          | 10.6     | 130,556                              | 28,372                               |
|  |          | 130,556                              | 28,372                               |
| Net spread after provisions  |          | 618,184                              | 261,532                              |
| OTHER INCOME   |          |                                      |                                      |
| Fee, commission and brokerage income Dividend income Income from dealing in foreign currencies Gain on sale of securities Unrealised Gain / (loss) on revaluation of | 24       | 112,117<br>2,327<br>29,273<br>31,273 | 61,516<br>23,150<br>10,248<br>41,922 |
| investments classified as held for trading Other income  | 25       | 20,889                               | 7,343                                |
| Total other income   |          | 195,879                              | 144,179                              |
|  |          | 814,063                              | 405,711                              |
| OTHER EXPENSES   |          |                                      |                                      |
| Administrative expenses Other provisions / write offs Other charges  | 26<br>27 | 1,030,911<br>-<br>5,663              | 508,811                              |
| Total other expenses   | ~ '      | 1,036,574                            | 512,149                              |
| Total other expenses   |          | $\frac{1,000,071}{(222,511)}$        | (106,438)                            |
| Extra ordinary / unusual items   |          | -                                    | -                                    |
| LOSS BEFORE TAXATION   |          | (222,511)                            | (106,438)                            |
| Taxation - Current<br>- Prior years  |          | (874)                                | (5,163)                              |
| - Deferred   |          | 175,502                              | 66,474                               |
|  | 28       | 174,628                              | 61,311                               |
| LOSS AFTER TAXATION  |          | (47,883)                             | (45,127)                             |
| Accumulated loss brought forward   |          | (53,481)                             | (8,354)                              |
| Accumulated loss carried forward   |          | (101,364)                            | (53,481)                             |
| Basic and diluted loss per share - Rupee   | 29       | (0.11)                               | (0.16)                               |

The annexed notes from 1 to 41 form an integral part of these consolidated financial statements.

Chairman

**Chief Executive Officer** 

Director

# Consolidated Cash Flow Statement For the Year Ended december 31, 2008

|   | Note | December<br>31, 2008  | December 31, 2007  |
|---|------|---|--|
|   |      | Rupees i  | n `000   |
| CASH FLOWS FROM OPERATING ACTIVITIES Loss before taxation Less: Dividend income   |      | (222,511)<br>(2,327)<br>(224,838)                                     | (106,438)<br>(23,150)<br>(129,588)   |
| Adjustments: Depreciation Amortisation Provision against non-performing financings Deficit on revaluation of investments (classified as held for trading) Gain on sale of fixed assets - net Deferred cost amortised  |      | 161,159<br>5,676<br>130,556<br>(1,015)<br>16,019<br>312,395<br>87,557 | 65,466<br>6,397<br>28,372<br>(926)<br>(124)<br>16,080<br>115,265<br>(14,323) |
| (Increase) / decrease in operating assets Due from financial institutions Held for trading securities Financings Others assets (excluding advance taxation and deferred cost)   |      | 584,686<br>-<br>(2,884,221)<br>(135,870)<br>(2,435,405)               | (212,906)<br>222,480<br>(2,843,106)<br>(281,706)<br>(3,115,238)              |
| Increase / (decrease) in operating liabilities Bills payable Due to financial institutions Deposits and other accounts Other liabilities - net  |      | 268,648<br>175,939<br>2,794,863<br>277,125<br>3,516,575<br>1,168,727  | 61,168<br>20,000<br>7,839,727<br>343,823<br>8,264,718<br>5,135,157           |
| Income tax paid - net Net cash flow from operating activities   |      | (6,865)<br>1,161,862  | $\frac{(11,929)}{5,123,228}$   |
| CASH FLOWS FROM INVESTING ACTIVITIES Net investments in available for sale securities Investment in subsidiary Dividend received Investments in operating fixed assets Sale proceeds of property and equipment disposed off Net cash used in investing activities |      | (1,183,897)<br>-<br>2,327<br>(1,012,505)<br>5,746<br>(2,188,329)      | (3,415,244)<br>(187,817)<br>24,530<br>(545,424)<br>1,642<br>(4,122,313)      |
| CASH FLOWS FROM FINANCING ACTIVITIES Issue of share capital Advance against future issue of share capital - net off issue of shares Net cash flow from financing activities   |      | 1,398,270<br>-<br>1,398,270   | 1,200,000<br>681,409<br>1,881,409  |
| Net increase in cash and cash equivalents<br>Cash and cash equivalents at beginning of the year   |      | 371,803<br>4,011,255  | 2,882,324<br>1,128,931   |
| Cash and cash equivalents at end of the year  | 30   | 4,383,058   | 4,011,255  |

The annexed notes from 1 to 41 form an integral part of these consolidated financial statements.

Chairman

Chief Executive Officer

Director

# Consolidated Statement of Changes in Equity For the Year Ended december 31, 2008

|  | Share<br>capital | Accumulated loss | Total     |
|--|------------------|------------------|-----------|
|  |                  | Rupees in `000   |           |
| Balance as at January 01, 2007                               | 2,000,000        | (8,354)          | 1,991,646 |
| Issue of right shares during the year                        | 1,200,000        | -                | 1,200,000 |
| Loss after taxation for the year ended<br>December 31, 2007  | <u> </u>         | (45,127)         | (45,127)  |
| Balance as at January 01, 2008                               | 3,200,000        | (53,481)         | 3,146,519 |
| Issue of right shares during the year                        | 1,079,679        | -                | 1,079,679 |
| Allotment of right shares during the year - pending issuance | 1,000,000        | -                | 1,000,000 |
| Loss after taxation for the year ended December 31, 2008     | -                | (47,883)         | (47,883)  |
| Balance as at December 31, 2008                              | 5,279,679        | (101,364)        | 5,178,315 |

The annexed notes from 1 to 41 form an integral part of these consolidated financial statements.

Chairman

Chief Executive Officer

Director

# Consolidated Notes to the Financial Statements For the Year Ended december 31, 2008

# 1. STATUS AND NATURE OF BUSINESS

# 1.1 The Group comprise of:

BankIslami Pakistan Limited (Holding Company)

BankIslami Pakistan Limited (the Bank) was incorporated in Pakistan as a public limited company on October 18, 2004 under the Companies Ordinance, 1984 to carry out business of an Islamic Commercial Bank in accordance with the principles of Islamic Shariah. The registered office of the Bank is situated at 11th Floor, Dolmen City, Marine Drive, Block-4, Clifton, Karachi. The Bank commenced its operations from April 07, 2006. The shares of the Bank are quoted on the Karachi Stock Exchange. The Bank is operating with one hundred and two branches including thirty two sub branches (2007: thirty six branches) as at December 31, 2008.

1.2 During the year the Bank has issued right shares representing 207.968 million ordinary shares.

BankIslami Modaraba Investments Limited (Subsidiary company)

The subsidiary was incorporated in Pakistan on January 22, 1986 under the Companies Ordinance, 1984. Later on it was registered as a Modarba Company with the Registrar of Modarba Companies and Modarba (Floatation and Control) Ordinance, 1980. The principal activity of the subsidiary is to float and operate Modarba. The subsidiary is managing its Modarba with the name of MODARBA-AL-MALI. The principal place of business of the Subsidiary is situated at Tenth Floor, Progressive Square, Shahrah-e-Faisal, Karachi.

The financial statements of the subsidiary company have been consolidated on a line-by-line basis and the carrying value of the investments held by the holding company has been eliminated against the shareholder's equity in the subsidiary company. Intra group balances or transactions have been eliminated.

The financial statements of the subsidiary have been consolidated on their reviewed interim condensed financial statements for the half year ended December 31, 2008.

# 2. BASIS OF PRESENTATION

- 2.1 These consolidated financial statements have been prepared in accordance with the requirements of State Bank of Pakistan (SBP) vide BSD Circular No. 4 dated February 17, 2006.
- 2.2 The Group provides financing mainly through sharia'h compliant financial products. Except for Murabaha transactions (which are accounted for under the Islamic Financial Accounting Standard 1), the purchases, sales and rentals arising under these arrangements are not reflected in these consolidated financial statements as such but are restricted to the amount of facility actually utilized and the appropriate portion of rental / profit thereon. Income, if any, received which does not comply with the principles of Islamic Sharia'h is recognised as charity payable.

# 3. STATEMENT OF COMPLIANCE

These consolidated financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and Islamic Financial Accounting Standards (IFAS) issued by the Institute of Chartered Accountants of Pakistan as are notified under the Companies Ordinance, 1984, the requirements of the Companies Ordinance, 1984, Banking Companies Ordinance, 1962 or directives issued by the Securities and Exchange Commission of Pakistan and the State Bank of Pakistan. Wherever the requirements of the Companies Ordinance, 1984, Banking Companies Ordinance, 1962 or directives issued by the Securities and Exchange Commission of Pakistan and the State Bank of Pakistan differ with the requirements of IFRS or IFAS, the requirements of the Companies Ordinance, 1984, Banking Companies Ordinance, 1962 or the requirements of the said directives shall prevail.



SBP as per BSD Circular No.10, dated August 26, 2002 has deferred the applicability of International Accounting Standard 39, Financial Instruments: Recognition and Measurement (IAS 39) and International Accounting Standard 40, Investment Property (IAS 40) for Banking companies till further instructions. Further, according to the notification of SECP dated April 28, 2008, the IFRS - 7 "Financial Instruments: Disclosures" has not been made applicable for banks. Accordingly, the requirements of these standards have not been considered in the preparation of these consolidated financial statements. However, investments have been classified and valued in accordance with the requirement of various circulars issued by SBP.

# 4. BASIS OF MEASUREMENT

These consolidated financial statements have been prepared under the historical cost convention except for certain financial instruments which have been marked to market and are carried at fair value as stated in note 9.

# 5. SIGNIFICANT ACCOUNTING POLICIES

# 5.1 Cash and cash equivalents

Cash and cash equivalents comprise of cash and balances with treasury and balances with other banks in current and deposit accounts.

# 5.2 Investments

In accordance with BSD Circular No.10 and 14 dated July 13, 2004 and September 24, 2004 respectively, issued by SBP, the Group classifies its investment portfolio into 'held for trading', 'held to maturity' and 'available for sale' securities as follows:

# Held for trading

These are securities which are either acquired for generating profit from short-term fluctuations in market prices or dealer's margin or are securities included in a portfolio in which a pattern of short-term profit taking exists.

# Held to maturity

These are securities with fixed or determinable payments and fixed maturity that the Group has the positive intent and ability to hold to maturity.

## Available for sale

These are investments that do not fall under the held for trading or held to maturity categories.

Investments are initially recognised at cost which in case of investments other than 'held for trading' includes transaction costs associated with the investment.

In accordance with the requirements of SBP, quoted securities other than those classified as held to maturity are stated at market value. Investments classified as held to maturity are carried at amortised costs. Unquoted securities are valued at cost less accumulated impairment, if any.

Surplus / (deficit) arising on revaluation of the Group's held-for-trading investment portfolio is taken to the profit and loss account. The surplus / (deficit) arising on revaluation of quoted securities classified as available-for-sale is kept in "Surplus / Deficit on Revaluation of Securities account" and is shown in the balance sheet below equity. The surplus / (deficit) arising on these securities is taken to the profit and loss account when actually realised upon disposal.

Provision for diminution in the value of securities is made after considering impairment, if any in their value and charged to profit and loss account.

Profit and loss on sale of investments is included in profit and loss currently.

Premium or discount on debt securities classified as available for sale is amortised using effective Interest method and taken to the profit and loss account.

# 5.3 Trade date accounting

All 'regular way' purchases and sales of financial assets are recognised on the trade date, i.e. the date on which commitment to purchase / sale is made by the Group. Regular way purchases or sales of financial assets are those, the contract for which requires delivery of assets within the time frame generally established by regulation or convention in the market place.

# 5.4 Financings

Financings are financial products originated by the Group and principally comprise Murabaha, Istisna, Ijarah, Salam, Musawamah and Diminishing Musharaka receivables. These are stated at amortised cost (except for Murabaha which is accounted for at gross receivable) net of general and specific provisions.

Provision against non-performing financing is made in accordance with the requirements of the Prudential Regulations issued by the State Bank of Pakistan and charged to profit and loss account. Specific provisions are made for identified doubtful financing in addition to general provisioning requirements. Financings are written off when there is no realistic prospect of recovery.

Murabaha to the purchase orderer is a sale transaction wherein the first party (the bank) sells to the client / customer a Sharia'h compliant asset / good for cost plus a pre-agreed profit. In principle on the basis of an undertaking (Promise-to-Purchase) from the client (the purchase orderer), the Group purchases the goods/assets subject of the Murabaha from a third party and takes the possession thereof, however the Group can appoint the client as its agent to purchase the goods / assets on its behalf. Thereafter, it sells it to the client at cost plus the profit agreed upon in the Promise.

Import Murabaha is a product, used to finance a commercial transaction which consists of purchase by the Group (generally through an undisclosed agent) the goods from the foreign supplier and selling them to the customer after getting the title to and possession of the goods. Murabaha financing is extended to all types of trade transactions i.e., under Documentary Credits (LCs), Documentary Collections and Open Accounts.

Istisna is an order to manufacture or construct some assets. The Group purchases marketable / exportable goods under Istisna mode and sells them through an agent.

Ijarah is a contract in which the Group buys and rents a productive asset to a person short of funds and in need of that asset.

Salam is a sale transaction where the seller undertakes to supply some specific goods to the buyer at a future date against an advance price fully paid on spot.

Musawamah is a sale transaction in which price of a commodity to be traded is bargained between seller and the purchaser without any reference to the cost incurred by the seller.

Diminishing Musharaka represents an asset in joint ownership whereby a partner promises to buy the equity share of the other partner until the title to the equity is totally transferred to him. The partner using the asset pays the proportionate rental of such asset to the other partner (the Group).

Musharaka / Modaraba are different types of partnerships in business with distribution of profit in agreed ratio and distribution of loss in the in the ratio of capital invested.

# 5.5 Operating fixed assets

# 5.5.1 Property and equipment

Property and equipment are stated at cost less accumulated depreciation and impairment, if any. Depreciation is computed using the straight-line method by taking into consideration the estimated useful life of the related assets at the rates specified in note 11.2 to the consolidated financial statements. Depreciation on additions / deletions during the year is charged for the proportionate period for which the asset remained in use.

The carrying values of property and equipment are reviewed at each reporting date for indication that an asset may be impaired and carrying values may not be recovered. If any such indication exists and where the carrying values exceed the estimated recoverable amount, the assets are written down to their recoverable amount. The recoverable amount of property and equipment is the greater of net selling price and value in use.

Subsequent costs are included in the assets carrying amount or are recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repair and maintenance are charged to the profit and loss account.

An item of property and equipment is derecognised on disposal or when no future economic benefits are expected from its use or disposal.

Residual values, useful lives and depreciation methods are reviewed and adjusted, if appropriate, at each financial year end.



Gain and loss on disposal of assets are included in profit and loss currently.

# 5.5.2 Capital work in progress

These are stated at cost less impairment, if any.

# 5.5.3 Intangible assets

These are stated at cost less accumulated amortisation and impairment, if any. Amortisation is charged over the useful life of the asset on systematic basis to income applying the straight line method at the rate specified in note 11.3 to the consolidated financial statements.

Amortisation on additions is charged from the month in which the assets are put to use while no amortisation is charged in the month in which the assets are deleted.

Software and other development costs are only capitalized to the extent that future economic benefits are expected to be derived by the Group.

The carrying amounts are reviewed at each balance sheet date to assess whether they are recorded in excess of their recoverable amounts, and where carrying values exceed estimated recoverable amount, assets are written down to their estimated recoverable amount.

# 5.6 Goodwill

Goodwill represents the difference between the cost of acquisition and the fair value of the Group's share of net identifiable assets of the acquired entity at the date of acquisition. Following initial recognition, goodwill is measured at cost less any accumulated impairment losses. Goodwill is reviewed for impairment, annually or more frequently if events or changes in circumstances indicate that the carrying value may be impaired.

### 5.7 Taxation

### 5.7.1 Current taxation

Provision for taxation is based on the taxable income for the year determined in accounts with the prevailing laws for taxation on income. The charge for tax also includes adjustments, where considered necessary relating to prior years.

# 5.7.2 Deferred taxation

Deferred tax is provided, using the balance sheet liability method, on all temporary differences at the balance sheet date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. Deferred tax liabilities are recognised for all taxable temporary differences. Deferred tax assets are recognised for all deductible temporary differences and un-absorbed tax losses to the extent that it is probable that taxable profit will be available against which the deductible temporary differences and un-absorbed tax losses can be utilized.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is utilized or the liability is settled, based on the tax rates (and tax laws) that have been enacted or subsequently enacted at the balance sheet date.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilized.

The Group also recognizes deferred tax asset / liability on deficit / surplus on revaluation of assets which is adjusted against the related deficit / surplus in accordance with the requirements of IAS 12 "Income Taxes".

## 5.8 Staff retirement benefits

# 5.8.1 Defined benefit plan

The Group operates an approved and unfunded gratuity scheme for all of its permanent employees. The contribution to the scheme is made on the basis of actuarial recommendations. Actuarial valuation is carried out at each year end using the Projected Unit Credit Method. Actuarial gains and losses are recognised as income or expense over the average remaining useful lives of the employees, if the cumulative recognised actuarial gains or losses for the Scheme at the end of the previous reporting period exceed 10% of the higher of defined benefit obligation and the fair value of the plan assets.

# 5.8.2 Defined contribution plan

The Group operates an approved funded contributory provident fund scheme for all of its permanent employees. Equal monthly contributions are made both by the Group and the employees at the rate of 10 percent of the basic salary. The Group has no further payment obligations once the contributions have been paid. The contribution made by the Group is recognised on employee benefit expense when they are done.

- 5.9 Revenue recognition
- 5.9.1 Profit from Murabaha is accounted for on consummation of Murabaha transaction. However, profit on the portion of revenue not due for payment is deferred by accounting for unearned Murabaha income with a corresponding credit to deferred Murabaha income which is recorded as a liability. The same is then recognised as revenue on a time proportionate basis.
- 5.9.2 Profit from Istisna, Diminishing Musharaka, Salam and Musawamah are recognised on a time proportionate basis.
- 5.9.3 Profit from Ijarah contracts is recognised on a pattern reflecting a constant periodic return on the net investment outstanding in accordance with International Accounting Standard 17: Leases.
- 5.9.4 Profit on diminishing Musharaka is recognised on an accrual basis.
- 5.9.5 Provisional profit of Musharaka / Modaraba financing is recognised on accrual basis. Actual profit / loss or loss on Musharaka and Modaraba financings is adjusted for declaration of profit by Musharaka partner / modarib or at liquidation of Musharaka / Modaraba.
- 5.9.6 Profit on classified financing is recognised on receipt basis.
- 5.9.7 Dividend income is recognised when the right to receive dividend is established.
- 5.9.8 Gains and losses on sale of investments are included in income currently.
- 5.9.9 Fee on issuance of letter of credit and acceptance is recognised on receipt basis as generally the transaction consummates within an accounting period. Fee on guarantees, if considered material, is recognised over the period of guarantee.
- 5.9.10 Modaraba management fee is recognised on an accrual basis.
- 5.10 Financial instruments
- 5.10.1 Financial assets and financial liabilities

Financial assets and financial liabilities are recognised at the time when the Group becomes a party to the contractual provisions of the instrument. Financial assets are de-recognised when the contractual right to future cash flows from the asset expire or is transferred along with the risk and reward of the asset. Financial liabilities are de-recognised when obligation specified in the contract is discharged, cancelled or expired. Any gain or loss on de-recognition of the financial asset and liabilities is recognised in the profit and loss account of the current period.

# 5.10.2 Offsetting of financial instruments

Financial assets and financial liabilities are only offset and the net amount is reported in the balance sheet when there is a legally enforceable right to set-off the recognised amounts and the Group intends to either settle on a net basis, or to realise the asset and settle the liability simultaneously.

# 5.10.3 Derivatives

Derivative financial instruments are recognised at fair value. In the case of equity futures, the fair value is calculated with reference to quoted market price. Derivatives with positive market values (unrealised gains) are included in other receivables and derivatives with negative market values (unrealised losses) are included in other liabilities in the balance sheet. The resultant gains and losses are taken to income currently.

# 5.11 Related party transactions

Transactions with related parties are at arm's length prices except for transactions with executives that are undertaken in accordance with their terms of employment.



# 5.12 Foreign currency transactions

Foreign currency transactions are translated into local currency at the exchange rates prevailing on the date of transaction. Monetary assets and liabilities in foreign currencies are translated into rupees at the exchange rates prevailing at the balance sheet date. Forward exchange promises are revalued using forward exchange rates applicable to their respective remaining maturities. Exchange gains or losses are included in income currently.

# 5.13 Fiduciary assets

Assets held in a fiduciary capacity are not treated as assets of the Group in the consolidated financial statements.

# 5.14 Provisions

Provision are recognised when the Group has a present legal or constructive obligation as a result of a past event and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Provisions are reviewed at each balance sheet date and are adjusted to reflect the current best estimate.

Provisions for guarantee claims and other off balance sheet obligations are recognised when intimated and reasonable certainity exists for the Group to settle the obligation. Charge to profit and loss account is stated net off expected recoveries.

# 5.15 Deferred costs

These represent preliminary, formation and pre-operating cost and expenses incurred on issue of shares. These are being amortised over a period of five years.

# 5.16 Impairment

The carrying amount of assets is reviewed at each balance sheet date for impairment whenever events of changes in circumstances indicate that the carrying amount of the assets may not be recoverable. If such indication exists, and where the carrying amount exceeds the estimated recoverable amount, assets are written down to their recoverable amounts. The resulting impairment loss is taken to the profit and loss account.

# 5.17 Segment reporting

A segment is a distinguishable component of the Group that is engaged either in providing products or services (business segment), or in providing product or services within a particular economic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments. The segment reporting format have been determined and prepared in conformity with the format of financial statements and guidelines, prescribed by SBP vide BSD Circular No. 04 of 2006 dated February 17, 2006.

# 5.18 Accounting judgments and estimates

The preparation of consolidated financial statements in conformity with approved accounting standards requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Group's accounting polices. Estimates/judgments and associated assumptions used in the preparation of the consolidated financial statements are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

The estimates/judgments and associated assumptions are reviewed on an ongoing basis. Revision to the accounting estimates are recognised in the period in which the estimate is revised, if the revision affects only that period, or in the period of revision and future periods if the revision affects both current and future periods. The changes in estimates made during the year and impact on the consolidated financial statements are disclosed in note 10.5.1. The estimates, judgments and assumptions that have significant effect on the consolidated financial statements are as follows:

Note

|  | rvote      |
|--|------------|
| Classification of investments                      | 5.2 & 9    |
| Useful lives of assets and methods of depreciation | 5.5 & 11   |
| Deferred taxation                                  | 5.7.2 & 12 |
| Provision against non-performing financings        | 5.4 & 10.6 |
| Defined benefit plan                               | 5.8.1 & 32 |

#### 5.19 Accounting standards not yet effective

The following revised standards and interpretations with respect to approved accounting standards as applicable in Pakistan would be effective from the dates mentioned below against the respective standards or interpretations.

| Standard o | r interpretation   | Effective date (accounting periods |
|------------|--|------------------------------------|
|            |  | beginning on or after)             |
| IAS 1      | Presentation of Financial Statements (Revised)           | January 01, 2009                   |
| IAS 23     | Borrowings Costs (Revised)                               | January 01, 2009                   |
| IAS 27     | Consolidated and Separate Financial Statements (Revised) | January 01, 2009                   |
| IFRS 3     | Business Combinations (Revised)                          | July 01, 2009                      |
| IFRS 4     | Insurance Contracts                                      | January 01, 2009                   |
| IFRS 8     | Operating segments                                       | January 01, 2009                   |
| IFRIC 13   | Customer Loyalty Programs                                | July 01, 2009                      |
| IFRIC 15   | Agreements for the Construction of Real Estate           | January 01, 2009                   |
| IFRIC 16   | Hedges of a Net Investment in a Foreign Operation        | October 01, 2008                   |
| IFRIC 17   | Distributions of Non-cash Assets to owners               | July 01, 2009                      |
| IFRIC 18   | Transfers of Assets from Customers                       | July 01, 2009                      |
| IFAS 2     | Ijarah   | January 01, 2009                   |

The Group considers that the above standards and interpretations except for IFAS - 2, are either not relevant or will have no material impact on its consolidated financial statements in the period of initial application other than to the extent of certain changes or enhancements in the presentation and disclosures in the consolidated financial statements to the extent that such presentation and disclosure requirements do not conflict with the format of financial statements prescribed by SBP for Banks.

IFAS - 2 would affect the accounting for Ijarah financing contract undertaken by the Group. The Standard would be applicable prospectively to such contracts entered into on or after January 01, 2009 and requires that the assets financed under ijarah arrangements be recorded as fixed assets separate from the assets in the Group's own use. The said assets will be carried at cost less depreciation and impairment, if any. The rentals from ijarah are to be recognised in the profit and loss account on a straight-line basis over the terms of the contract. Currently ijarah arrangements are accounted for by the Group in accordance with the accounting policy disclosed in note 5.4.

In addition to the above, amendments to various accounting standards have also been issued by IASB which are generally effective for accounting periods beginning on or after January 01, 2009. The management is in the process of evaluating the impact of such amendments on the Group's consolidated financial statements for the ensuing periods.

| 6. | CASH AND BALANCES WITH TREASURY BANKS   | Note       | December 31, 2008 Rupees                                       | December 31, 2007 in `000  |
|----|---|------------|--|--|
| 0. | CASITAINE BALLINGLE WITH THE BOOK! BANKS  |            |  |  |
|    | In hand - local currency - foreign currency  With State Bank of Pakistan in - local currency current accounts - foreign currency deposit accounts | 6.1<br>6.2 | 933,929<br>95,300<br>1,029,229<br>781,475<br>34,157<br>815,632 | 214,050<br>36,313<br>250,363<br>1,123,034<br>26,326<br>1,149,360 |
|    | With National Bank of Pakistan in   |            | •  |  |
|    | - local currency current accounts   |            | 330,557  | 33,443   |
|    |   |            | 2,175,418  | 1,433,166  |

- 6.1 Includes Rs. 490.766 million (2007: Rs. 618.772 million) held against Cash Reserve Requirement and Statutory Liquidity Requirement which is to be maintained to comply with the requirements of SBP issued from time to time. Balance amount is available to the Group for its operations.
- 6.2 Includes Rs. 23.35 million (2007: Rs. 9.9 million) held against Cash Reserve Requirement and Special Cash Reserves Requirement. Balance amount is available to the Group for its operations. These deposits do not carry any return.

|                             | Note | December<br>31, 2008 | December 31, 2007 |
|-----------------------------|------|----------------------|-------------------|
| . BALANCES WITH OTHER BANKS |      | Rupees               | in `000           |

#### In Pakistan

7.

| III I akistati        |     |           |           |
|-----------------------|-----|-----------|-----------|
| - on current accounts |     | 9,806     | 9,748     |
| - on deposit accounts | 7.1 | 2,100,092 | 2,520,330 |
|                       |     | 2,109,898 | 2,530,078 |
| Outside Pakistan      |     |           |           |
| - on current accounts |     | 89,832    | 48,011    |
| - on deposit accounts | 7.2 | 7,910     | -         |
|                       |     | 97,742    | 48,011    |
|                       |     | 2,207,640 | 2,578,089 |
|                       |     |           |           |

December

December

- 7.1 Represents deposits with various Islamic commercial banks under Musharaka and Modaraba arrangements with maturities less than 3 months. The expected profit rates on these arrangements ranges between 13 % to 13.5 % per annum (2007: 2 % to 9.15 % per annum).
- 7.2 The expected profit rates on these arrangements is 3.75% (2007: Nil) per annum..

|    |   | Note | 31, 2008 | 31, 2007 |
|----|---|------|----------|----------|
| 8. | DUE FROM FINANCIAL INSTITUTIONS                       |      | Rupees   | in `000  |
|    | Sukuk Murabaha<br>Commodity Murabaha – local currency | 8.1  | 40,351   | 625,037  |
|    |   |      | 40,351   | 625,037  |

8.1 The Group has entered into Sukuk Murabaha arrangement under which the Group appoints its client as an agent under asset purchase agreement to purchase the underlying Sukuks from the open market on its behalf and later sells them on deferred Murabaha basis. This carries profit at the rate of 16.75% (2007: Nil) per annum.

|     |   |            |                      |                        | Note                                    | December<br>31, 2008               | . ]            | December<br>31, 2007                    |
|-----|---|------------|----------------------|------------------------|---|------------------------------------|----------------|---|
|     |   |            |                      |                        |   | Rup                                | ees in `       | 000                                     |
| 8.2 | Murabaha sale price<br>Purchase price                                     |            |                      |                        |   | 1,197,413<br>(1,165,000            |                | 3,401,162<br>(3,300,000)                |
|     |   |            |                      |                        | -                                       | 32,413                             | 3 —            | 101,162                                 |
|     | Deferred Murabaha income  |            |                      |                        | =                                       |                                    | = =            |   |
|     | Opening balance<br>Deferred during the year<br>Recognised during the year |            |                      |                        | _                                       | 11,765<br>32,413<br>(43,596        | 3              | 10,969<br>101,162<br>(100,366)          |
|     |   |            |                      |                        | _                                       | 582                                | 2 _            | 11,765                                  |
|     | Murabaha receivable   |            |                      |                        | -                                       |                                    |                |   |
|     | Opening balance<br>Sales during the year<br>Received during the year      |            |                      |                        | -                                       | 625,033<br>1,197,413<br>(1,782,099 | 3<br>9)<br>— — | 412,131<br>3,401,162<br>(3,188,256)     |
|     |   |            |                      |                        | =                                       | 40,35                              | l<br>= =       | 625,037                                 |
| 9.  | INVESTMENTS   |            |                      |                        |   |                                    |                |   |
|     |   | Note       |                      | 2008                   |   |                                    | 2007           |   |
|     |   | 7.00       | Held by<br>the Group | Given as<br>collateral | Total                                   | Held by<br>the Group               | Given as       |   |
|     |   |            |                      |                        | ····· (Rupee                            | s in '000)                         |                |   |
| 9.1 | Investments by Types  |            |                      |                        |   |                                    |                |   |
|     | Available for sale securities   |            |                      |                        |   |                                    |                |   |
|     | - Sukuk Certificates  | 9.3        | 4,842,435            | -                      | 4,842,435                               | 3,510,162                          | -              | 3,510,162                               |
|     | <ul><li>Mutual Funds (Units)</li><li>Modaraba Certificates</li></ul>      | 9.4<br>9.5 | 16,208               | -                      | 16,208                                  | 150,000<br>14,584                  | -              | 150,000<br>14,584                       |
|     | Total investments at cost   |            | 4,858,643            | -                      | 4,858,643                               | 3,674,746                          | -              | 3,674,746                               |
|     | Surplus on revaluation of available for sale securities                   | 20.1       | 3,240                |                        | 3,240                                   | 11,728                             |                | 11,728                                  |
|     | Total investments at market value   | 20.1       | 4,861,883            |                        | 4,861,883                               | 3,686,474                          |                | 3,686,474                               |
|     | Total investments at market value   |            | 4,001,000            |                        | ======================================= | 5,000,171                          |                | = ===================================== |
|     |   |            |                      |                        | Note                                    | December 31, 2008                  | . ]            | December<br>31, 2007                    |
|     |   |            |                      |                        | -                                       | Rup                                | ees in `       | 000                                     |
| 9.2 | Investments by segments   |            |                      |                        |   |                                    |                |   |
|     | Term Finance Certificates, Debe<br>Participation Term Certificates        | entures,   | Bonds and            | l                      |   |                                    |                |   |
|     | - Sukuk Certificates  |            |                      |                        | 9.3                                     | 4,842,435                          | 5              | 3,510,162                               |
|     | Other investments   |            |                      |                        |   |                                    |                |   |
|     | - Mutual Funds (Units)  |            |                      |                        | 9.4                                     | _                                  |                | 150,000                                 |
|     | - Modarba certificates  |            |                      |                        | 9.5                                     | 16,208                             | 3              | 14,584                                  |
|     | Total investments at cost   |            |                      |                        | -                                       | 4,858,643                          |                | 3,674,746                               |
|     | Surplus on revaluation of availal   | ole for s  | sale securiti        | es                     | 20.1                                    | 3,240                              | )              | 11,728                                  |
|     | Total investments at market valu  | ıe         |                      |                        | -                                       | 4,861,883                          | <br>B _        | 3,686,474                               |
|     |   |            |                      |                        | -                                       |                                    |                |   |

#### 9.3 Details of investment in Sukuk

| Name of the investee company      | Note   | 2008    | 2007    | Face      | 2008      | 2007       | 2008     | 2007      |
|-----------------------------------|--------|---------|---------|-----------|-----------|------------|----------|-----------|
|                                   |        | Numl    | ber of  | Value     | Cost      | Cost       |          |           |
|                                   |        | Certif  | icates  | (Rupees)  | (Rupee    | s in '000) | Instrume | nt rating |
| Sukuk Certificates                |        |         |         |           |           |            |          |           |
| First WAPDA Sukuk                 | 9.3.1  | 50,000  | 50,000  | 5,000     | 250,112   | 250,162    | Unrated  | Unrated   |
| Second WAPDA Sukuk                | 9.3.2  | 134,000 | 134,000 | 5,000     | 670,000   | 670,000    | Unrated  | Unrated   |
| KSEW Sukuk-1                      | 9.3.3  | 38,000  | 38,000  | 5,000     | 190,000   | 190,000    | Unrated  | Unrated   |
| KSEW Sukuk-2                      | 9.3.4  | 92,800  | -       | 5,000     | 464,000   | -          | Unrated  | -         |
| Pak Electron Sukuk                | 9.3.5  | 60,000  | 90,000  | 5,000     | 300,000   | 450,000    | A+       | Unrated   |
| Amtex Sukuk                       | 9.3.6  | 59,000  | 64,000  | 5,000     | 295,000   | 320,000    | A        | Unrated   |
| Engro Chemical Sukuk              | 9.3.7  | 50,000  | 50,000  | 5,000     | 250,000   | 250,000    | AA       | AA        |
| Security Leasing Sukuk            | 9.3.8  | 2,000   | 12,000  | 5,000     | 10,000    | 60,000     | BBB+     | A-        |
| Shahmurad Sugar Mills Sukuk       | 9.3.9  | 250     | 250     | 1,000,000 | 250,000   | 250,000    | A-       | A-        |
| Second Sitara Chemicals Sukuk     | 9.3.10 | 7,500   | 10,000  | 5,000     | 37,500    | 50,000     | AA-      | Unrated   |
| Third Sitara Chemicals Sukuk      | 9.3.11 | 8,000   | 8,000   | 5,000     | 40,000    | 40,000     | AA-      | Unrated   |
| Sitara Energy Sukuk - 1           | 9.3.12 | 4,083   | 6,000   | 5,000     | 20,413    | 30,000     | Unrated  | Unrated   |
| Sitara Energy Sukuk - 2           | 9.3.13 | 4,000   | -       | 5,000     | 20,000    | -          | Unrated  | -         |
| New Allied Electronics (LG) Sukuk | 9.3.14 | 11,000  | 29,000  | 5,000     | 55,000    | 145,000    | -        | A-        |
| Sui Southern Gas Company Sukuk    | 9.3.15 | 84,000  | 84,000  | 5,000     | 420,000   | 420,000    | AA       | AA        |
| Kohat Cement Sukuk                | 9.3.16 | 26,082  | 27,000  | 5,000     | 130,410   | 135,000    | -        | A-        |
| Eden Housing Sukuk                | 9.3.17 | 54,000  | 50,000  | 5,000     | 270,000   | 250,000    | A        | A         |
| Eden Developers Sukuk             | 9.3.18 | 40,000  | -       | 5,000     | 200,000   | -          | A-       | -         |
| Optimus Sukuk                     | 9.3.19 | 50,000  | -       | 5,000     | 250,000   | -          | A        | -         |
| LESCO Sukuk                       | 9.3.20 | 42,000  | -       | 5,000     | 210,000   | -          | Unrated  | -         |
| HBFC Sukuk                        | 9.3.21 | 15,000  | -       | 5,000     | 75,000    | -          | A+       | -         |
| Three Star Hosiery Sukuk          | 9.3.22 | 15,000  | -       | 5,000     | 75,000    | -          | Unrated  | -         |
| Haq Bahu Sugar Mill Sukuk - 1     | 9.3.23 | 12,000  | -       | 5,000     | 60,000    | -          | Unrated  | -         |
| Haq Bahu Sugar Mill Sukuk - 2     | 9.3.24 | 10,000  | -       | 5,000     | 50,000    | -          | Unrated  | -         |
| Ijaraha GOP Sukuk                 | 9.3.25 | 50,000  | -       | 5,000     | 250,000   | -          | Unrated  | -         |
|                                   |        |         |         |           | 4,842,435 | 3,510,162  |          |           |

- 9.3.1 These carry profit at the rate of six months KIBOR plus 35 basis points (2007: six months KIBOR plus 35 basis points) receivable on semi-annual basis with maturity in October 2012. The principal will be repaid on maturity. The rentals are backed by Government of Pakistan's Sovereign Guarantee. At December 31, 2008, these had a market value of Rs. 259,487 (2007: Rs. 262,036).
- 9.3.2 These carry profit at the rate of six months KIBOR minus 25 basis points (2007: six months KIBOR minus 25 basis points) receivable on semi-annual basis with maturity in July 2017. The principal will be repaid in 12 equal semi-annual installment with first installment falling due on the 54th month from the first drawdown date. The rentals are backed by Government of Pakistan's Sovereign Guarantee. At December 31, 2008, these had a market value of Rs. 676,700 (2007: Nil).
- 9.3.3 These carry profit at the rate of six months KIBOR plus 40 basis points (2007: six months KIBOR plus 40 basis points) receivable on semi-annual basis with maturity in November 2015. The principal will be redeemed in eight semi-annual installments starting from May 2012. The rentals are backed by Government of Pakistan's Sovereign Guarantee.
- 9.3.4 These carry profit at the rate of six months KIBOR plus 40 basis points (2007: Nil) receivable on semi-annual basis with maturity in November 2015. The principal will be repaid on maturity. The rentals are backed by Government of Pakistan's Sovereign Guarantee.
- 9.3.5 These carry profit at the rate of three months KIBOR plus 175 basis points (2007: three months KIBOR plus 175 basis points) receivable quarterly based on Diminishing Musharaka mechanism with maturity in September 2012. There is an early purchase option available to the issuer after 30 months from the date of issue.
- 9.3.6 These carry profit at the rate of three months KIBOR plus 200 basis points (2007: three months KIBOR plus 200 basis points) receivable quarterly based on Diminishing Musharaka mechanism with maturity in October 2012. There is an early purchase option available to the issuer after 2 years from the date of issue.
- 9.3.7 These carry profit at the rate of six months KIBOR plus 150 basis points (2007: six months KIBOR plus 150 basis points) receivable quarterly based on Diminishing Musharaka mechanism with maturity in September 2015. Upto two consecutive, equal semi-annual installments, the first such installment falling due on the 90th month from the date of the first contribution under the facility.

- 9.3.9 These carry profit at the rate of six months KIBOR plus 225 basis points (2007: six months KIBOR plus 225 basis points) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in September 2012. There is an early purchase option available to the issuer after 2 years from the date of issue.
- 9.3.10 These carry profit at the rate of three months KIBOR plus 170 basis points (2007: three months KIBOR plus 170 basis points) receivable quarterly based on Diminishing Musharaka mechanism with maturity in December 2012. There is an early purchase option available to the issuer after 2 years from the date of issue.
- 9.3.11 These carry profit at the rate of three months KIBOR plus 100 basis points (2007: three months KIBOR plus 100 basis points) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in December 2012. There is an early purchase option available to the issuer after 3 years of disbursement with 'No Early Payment Penalty'.
- 9.3.12 These carry profit at the rate of six months KIBOR plus 195 basis points (2007: six months KIBOR plus 195 basis points) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in July 2012. The principal will be redeemed in ten equal semi-annual installments commencing from the 6th month from the date of issue.
- 9.3.13 These carry profit at the rate of six months KIBOR plus 195 basis points (2007: Nil) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in July 2012. The principal will be redeemed in ten equal semi-annual installments commencing from the 6th month from the date of issue.
- 9.3.14 These carry profit at the rate of three months KIBOR plus 220 basis points (2007: three months KIBOR plus 220 basis points) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in December 2012. There is an early purchase option available to the issuer after 2 years of disbursement.
- 9.3.15 These carry profit at the rate of three months KIBOR plus 20 basis points (2007: three months KIBOR plus 20 basis points) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in December 2012. There is an early purchase option available to the issuer after 1 year of disbursement.
- 9.3.16 These carry profit at the rate of six months KIBOR plus 180 basis points (2007: six months KIBOR plus 180 basis points) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in September 2012.
- 9.3.17 These carry profit at the rate of six months KIBOR plus 250 basis points (2007: six months KIBOR plus 250 basis points) receivable semi-annually based on Diminishing Musharaka mechanism with maturity in December 2012. There is an early purchase option available to the issuer after 2 years of disbursement.
- 9.3.18 These carry profit at the rate of three months KIBOR plus 300 basis points (2007: Nil) receivable quarterly based on Diminishing Musharaka mechanism with maturity in May 2010.
- 9.3.19 These carry profit at the rate of six months KIBOR plus 125 basis points (2007: Nil) receivable quarterly based on Diminishing Musharaka mechanism with maturity in April 2015. The principal will be repaid in 24 consecutive quarterly units. The first such unit falling due not later than the end of fifteen months from the last drawdown.
- 9.3.20 These carry profit at the rate of six months KIBOR plus 10 basis points (2007: Nil) receivable semi-annually. The first payment shall fall due at the end of six months from the issue date with maturity. The principal will be repaid at maturity in April 2009.
- 9.3.21 These carry profit at the rate of six months KIBOR plus 100 basis points (2007: Nil) receivable semi-annually and the first such profit payment will fall due from the six months from the issue date with maturity in May 2014.



- These carry profit at the rate of three months KIBOR plus 325 basis points (2007: Nil) receivable semi annually based on Diminishing Musharaka mechanism with maturity in August 2013. The first payment shall be due at the end of six months from the issue date and subsequently after every six months thereafter.
- 9.3.23 These carry profit at the rate of six months KIBOR plus 325 basis points (2007: Nil) receivable semiannually, the first profit payment shall fall due at the end of six months from the issue date and subsequently after every six months thereafter based on Diminishing Musharaka mechanism with maturity in August 2011.
- These carry profit at the rate of three months KIBOR plus 350 basis points (2007: Nil) receivable 9.3.24 quarterly, the first profit payment shall fall due at the end of three months from the issue date and subsequently after every three months thereafter, based on Diminishing Musharaka mechanism with maturity in October 2009.
- 9.3.25 The profit rate on these sukuks comprises of six months weighted average yield of six month market T-Bills plus 45 basis points. The principal will be redeemed on maturity. These are backed by Government of Pakistan Sovereign Guarantee.
- Details of investments in Mutual Funds 9.4

| Name of the investee company   | 2008 | 2007           | 2008 | 2007                   | 2008 | 2007              | 2008 | 2007                      |
|--------------------------------|------|----------------|------|------------------------|------|-------------------|------|---------------------------|
|                                |      | ber of<br>nits |      | et value<br>s in '000) |      | ost<br>s in '000) |      | rating Long<br>short term |
| Units                          |      |                |      |                        |      |                   |      |                           |
| NAFA Islamic income fund       | -    | 7,500,000      | -    | 75,000                 | -    | 75,000            | -    | MFR-5 Star                |
| Meezan Islamic Investment Fund | -    | 1,436,571      | -    | 75,975                 | -    | 75,000            | -    | Unrated                   |
|                                |      |                | _    | 150,975                |      | 150,000           |      |                           |

#### 9.5 Details of investment in Modarba Certificates

| Name of the investee             | 2008       | 2007      | 2008      | 2007                      | 2008  | 2007                             | 2008      | 2007          |
|----------------------------------|------------|-----------|-----------|---------------------------|-------|----------------------------------|-----------|---------------|
|                                  | Percentage | e holding |           | Number of<br>Certificates |       | Market value<br>(Rupees in '000) |           | i<br>n '000)  |
| Certificates                     |            |           |           |                           |       |                                  |           |               |
| Modaraba Al-Mali (related party) | 13         | 11        | 2,342,177 | 2,039,677                 | 3,373 | 13,462                           | 16,208    | 14,584        |
|                                  |            |           |           | Note                      |       | cember<br>, 2008                 |           | ember<br>2007 |
|                                  |            |           |           |                           |       | Runee                            | s in `000 |               |

#### 10.

|   |             | Rupces III 000 |           |  |
|---|-------------|----------------|-----------|--|
| FINANCINGS                              |             |                |           |  |
| Financings - in Pakistan                |             |                |           |  |
| - Murabaha                              | 10.1 & 10.2 | 2,363,736      | 581,505   |  |
| - Istisn'a                              |             | 184,797        | 31,886    |  |
| - Diminishing Mushraka - Housing        |             | 682,141        | 179,213   |  |
| - Diminishing Musharaka - Others        |             | 1,457,729      | 1,387,705 |  |
| - Against Bills - Murabaha              |             | 3,576          | 6,158     |  |
| - Salam                                 |             | -              | 105,000   |  |
| - Musawamah                             |             | 3,387          | 66,362    |  |
| - Financings to employees               | 10.8        | 200,664        | 112,592   |  |
|   |             | 4,896,030      | 2,470,421 |  |
| Net investment in Ijarah financings     |             |                |           |  |
| In Pakistan                             | 10.4        | 1,791,430      | 1,332,819 |  |
| Financings - gross                      |             | 6,687,460      | 3,803,240 |  |
| Provision for non-performing financings | 10.6        |                |           |  |
| - Specific                              |             | (141,687)      | (20,285)  |  |
| - General                               |             | (18,242)       | (9,088)   |  |
| Financings - net of provision           |             | 6,527,531      | 3,773,867 |  |

10.1 Includes financings amounting to Rs. 254.54 million (2007: Rs. 100 million) against Murabaha under Islamic Export Refinance Scheme.

|        |  | Note | December<br>31, 2008  | December<br>31, 2007   |
|--------|--|------|---|--|
|        |  |      | Rupees i  | in `000  |
| 10.2   | Murabaha sale price<br>Purchase price                                |      | 6,289,235<br>(6,034,051)  | 1,447,724<br>(1,379,461)   |
|        |  |      | 255,184   | 68,263   |
|        | Deferred murabaha income   |      |   |  |
|        | Opening balance Deferred during the year Recognised during the year  |      | 38,044<br>255,184<br>(205,644)<br>87,584  | 37,403<br>68,263<br>(67,622)<br>38,044   |
|        | Murabaha receivable  |      |   |  |
|        | Opening balance<br>Sales during the year<br>Received during the year |      | $ \begin{array}{r} 581,505 \\ 6,289,235 \\ \underline{(4,507,004)} \\ 2,363,736 \end{array} $ | $ \begin{array}{r} 359,166 \\ 1,447,724 \\ (1,225,385) \\ \hline 581,505 \end{array} $ |
| 10.3   | Particulars of financings  |      |   |  |
| 10.3.1 | In local currency<br>In foreign currency                             |      | 6,687,460   | 3,782,820<br>20,420  |
|        |  |      | 6,687,460   | 3,803,240  |
| 10.3.2 | Short-term (for upto one year)<br>Long-term (for over one year)      |      | 2,879,055<br>3,808,405  | 962,372<br>2,840,868   |
|        |  |      | 6,687,460   | 3,803,240  |
| 10.4   | Not investigated by Lincoln Communication                            |      |   |  |

#### 10.4 Net investment in Ijarah financings

|  |                               | 2008  | 8                     |                      | 2007                          |   |                       |                      |
|--|-------------------------------|---|-----------------------|----------------------|-------------------------------|---|-----------------------|----------------------|
|  | Not later<br>than one<br>year | Later than<br>one and less<br>than five years | Over<br>five<br>years | Total                | Not later<br>than one<br>year | Later than<br>one and less<br>than five years | Over<br>five<br>years | Total                |
|  |                               |   |                       | Rupees i             | in `000                       |   |                       |                      |
| Ijarah rentals receivable<br>Residual value      | 382,509                       | 1,469,483<br>365,025                          | -                     | 1,851,992<br>365,025 | 522,415                       | 964,952<br>243,628                            | -                     | 1,487,367<br>243,628 |
| Minimum Ijarah payments                          | 382,509                       | 1,834,508                                     | -                     | 2,217,017            | 522,415                       | 1,208,580                                     | -                     | 1,730,995            |
| Future rental income<br>Present value of minimum | (123,508)                     | (302,079)                                     | -                     | (425,587)            | (181,265)                     | (216,911)                                     | -                     | (398,176)            |
| Ijarah payments                                  | 259,001                       | 1,532,429                                     | -                     | 1,791,430            | 341,150                       | 991,669                                       |                       | 1,332,819            |

# Financings includes Rs.186,093 thousand (2007: Rs. 78,371 thousand) which have been placed under non-performing status as follows:

|                                   |          |                 |         |          | 2008               |         |          |                |         |  |
|-----------------------------------|----------|-----------------|---------|----------|--------------------|---------|----------|----------------|---------|--|
|                                   | Clas     | sified Finaning | gs      | Pro      | Provision Required |         |          | Provision Held |         |  |
|                                   | Domestic | Overseas        | Total   | Domestic | Overseas           | Total   | Domestic | Overseas       | Total   |  |
|                                   |          |                 |         | I        | Rupees in `000     |         |          |                |         |  |
| Category of classification        |          |                 |         |          |                    |         |          |                |         |  |
| Other Assets Especially Mentioned | l -      | -               | -       | -        | -                  | -       | -        | -              | -       |  |
| Substandard                       | 51,168   | -               | 51,168  | 12,792   | -                  | 12,792  | 12,792   | -              | 12,792  |  |
| Doubtful                          | 12,059   | -               | 12,059  | 6,029    | -                  | 6,030   | 6,030    | -              | 6,030   |  |
| Loss                              | 122,866  | -               | 122,866 | 122,866  | -                  | 122,865 | 122,865  | -              | 122,865 |  |
|                                   | 186,093  |                 | 186,093 | 141,687  |                    | 141,687 | 141,687  |                | 141,687 |  |

- 10.5.1 SBP vide BSD Circular No.02 dated January 02, 2009, amended Prudential Regulations in respect of provisioning against non-performing financings. The revised regulations that are effective from December 31, 2007, allow the benefit of 30% of Forced Sale Value (FSV) of pledged stocks and mortgaged commercial and residential property held as collateral by the Group in determining the amount of provision against non-performing financings. However, management has not taken the benefit offered by the said circular.
- 10.5.2 Included in loss category are assets amounting to Rs. 118.62 million which have been classified under subjective evaluation, resulting in a provision of Rs. 118.62 million.
- 10.6 Particulars of provision against non-performing financings

|                        | 2008                                     |  |  | 2007  |   |  |  |
|------------------------|--|--|--|---|---|--|--|
| Specific General Total |  |  | Specific   | General   | Total   |  |  |
|                        | (Rupees in '000)                         |  |  |   |   |  |  |
| 20,285                 | 9,088                                    | 29,373   |  | 1,001   | 1,001   |  |  |
| 137,961<br>(16,559)    | 9,154                                    | 147,115<br>(16,559)  | 20,285   | 8,087   | 28,372  |  |  |
| 121,402                | 9,154                                    | 130,556  | 20,285   | 8,087   | 28,372  |  |  |
| 141,687                | 18,242                                   | 159,929  | 20,285   | 9,088   | 29,373  |  |  |
|                        | 20,285<br>137,961<br>(16,559)<br>121,402 | Specific         General           20,285         9,088           137,961         9,154           (16,559)         -           121,402         9,154 | Specific         General         Total           20,285         9,088         29,373           137,961         9,154         147,115           (16,559)         -         (16,559)           121,402         9,154         130,556 | Specific         General         Total         Specific           (Rupees in '000)         -           20,285         9,088         29,373         -           137,961         9,154         147,115         20,285           (16,559)         -         -           121,402         9,154         130,556         20,285 | Specific         General         Total         Specific         General           20,285         9,088         29,373         -         1,001           137,961         9,154         147,115         20,285         8,087           (16,559)         -         (16,559)         -         -           121,402         9,154         130,556         20,285         8,087 |  |  |

- The Group has maintained a general reserve (provision) in accordance with the applicable requirements of the prudential regulations for consumer financing issued by SBP and for potential losses on financings.
- 10.6.2 Particulars of provisions against non-performing financings

|  |          | 2008    |         |          | 2007    |        |
|--|----------|---------|---------|----------|---------|--------|
|  | Specific | General | Total   | Specific | General | Total  |
|  |          |         | (Rupees | in '000) |         |        |
| In local currency<br>In foreign currency | 141,687  | 18,242  | 159,929 | 20,285   | 9,088   | 29,373 |
| in totage carrency                       | 141,687  | 18,242  | 159,929 | 20,285   | 9,088   | 29,373 |

10.7

| No financings have been written off during the year.  |      |                                |                              |
|---|------|--------------------------------|------------------------------|
|   | Note | December<br>31, 2008           | December 31, 2007            |
|   |      | Rupees i                       | n `000                       |
| Particulars of financings to directors,<br>Associated companies etc.  |      |                                |                              |
| Debts due by directors, executives or officers of the Group or any of them either severally or jointly with any other persons |      |                                |                              |
| Balance at beginning of year<br>Financing granted during the year<br>Repayments   |      | 112,592<br>128,827<br>(40,755) | 30,061<br>99,629<br>(17,098) |
| Balance at end of year  |      | 200,664                        | 112,592                      |
| OPERATING FIXED ASSETS  |      |                                |                              |
| Capital work-in-progress  | 11.1 | 250,240                        | 165,994                      |
| Property and equipment  | 11.2 | 1,619,930                      | 863,719                      |
| Intangible assets   | 11.3 | 19,373                         | 18,889                       |

1,889,543

1,048,602

11.

|      |                                       |      | December | December |
|------|---------------------------------------|------|----------|----------|
|      |                                       | Note | 31, 2008 | 31, 2007 |
|      |                                       |      | Rupees   | in `000  |
| 11.1 | Capital work-in-progress              |      |          |          |
|      | Civil works                           |      | 20,000   | 510      |
|      | Equipments                            |      | 39,648   | 12,698   |
|      | Advances to suppliers and contractors |      | 190,592  | 152,786  |
|      |                                       |      | 250,240  | 165,994  |

### 11.2 Property and equipment

| Troperty and equipment                          |                                   |  |                                    |                                   |   |                                    |  |                              |
|---|-----------------------------------|--|------------------------------------|-----------------------------------|---|------------------------------------|--|------------------------------|
|   |                                   |  |                                    | 2008                              | 3   |                                    |  |                              |
| •   |                                   | COST   |                                    | DE                                | PRECIATION  |                                    |  |                              |
|   | Balance at<br>January<br>01, 2008 | Additions /<br>(deletions)                                     | Balance at<br>December<br>31, 2008 | Balance at<br>January<br>01, 2008 | Charge/<br>acquired<br>from<br>subsidiary*/<br>(adjustment) | Balance at<br>December<br>31, 2008 | Book value<br>at<br>December<br>31, 2008 | Rate of<br>depreciation<br>% |
|   |                                   |  |                                    | - Rupees in `000                  |   |                                    |  |                              |
| Building  | 565,452                           | 124,918  | 690,370                            | 21,426                            | 28,988  | 50,414                             | 637,956                                  | 5                            |
| Furniture and fixture<br>Electrical, office and | 158,098                           | 391,918  | 550,016                            | 17,384                            | 32,120  | 49,504                             | 500,512                                  | 10                           |
| computer equipments                             | 162,609                           | 361,798<br>(75)  | 524,332                            | 44,152                            | 82,476<br>(64)  | 126,564                            | 397,768                                  | 25                           |
| Vehicles  | 75,957                            | 43,184<br>(9,400)  | 109,741                            | 15,435                            | 17,574<br>(4,962)   | 28,047                             | 81,694                                   | 20                           |
|   | 962,116                           | 921,818<br>(9,475)   | 1,874,741                          | 98,397                            | 161,158<br>(5,026)  | 254,529                            | 1,619,930                                |                              |
|   |                                   |  |                                    | 2007                              | 7   |                                    |  |                              |
|   |                                   | COST   |                                    | DE                                | PRECIATION  |                                    |  |                              |
|   | Balance at<br>January<br>01, 2007 | Additions /<br>acquired<br>from<br>subsidiary*/<br>(deletions) | Balance at<br>December<br>31, 2007 | Balance at<br>January<br>01, 2007 | Charge/<br>acquired<br>from<br>subsidiary*/<br>(adjustment) | Balance at<br>December<br>31, 2007 | Book value<br>at<br>December<br>31, 2007 | Rate of<br>depreciation<br>% |
|   |                                   |  |                                    | - Rupees in `000                  |   |                                    |  |                              |
| Building  | 231,756                           | 333,696*   | 565,452                            | 7,039                             | 12,871<br>1,516*  | 21,426                             | 544,026                                  | 5                            |
| Furniture and fixture                           | 91,097                            | 66,385<br>686*<br>(70)   | 158,098                            | 5,075                             | 11,642<br>669*<br>(2)                                       | 17,384                             | 140,714                                  | 10                           |
| Electrical, office and                          |                                   |  |                                    |                                   |   |                                    |  |                              |
| computer equipments                             | 89,263                            | 73,307<br>122*<br>(83)   | 162,609                            | 11,415                            | 32,634<br>122*<br>(19)                                      | 44,152                             | 118,457                                  | 25                           |
| Vehicles  | 37,590                            | 41,001<br>(2,634)  | 75,957                             | 8,287                             | 8,319<br>(1,171)  | 15,435                             | 60,522                                   | 20                           |
|   | 449,706                           | 180,693<br>334,504*<br>(2,787)                                 | 962,116                            | 31,816                            | 65,466<br>2,307*<br>(1,192)                                 | 98,397                             | 863,719                                  |                              |

11.2.1 The fair value of property and equipment as per the management estimates is not materially different from the carrying amount.

## 11.3 Intangible assets

|                   |                                   |                            |                                    | 2008                              |                        |                                    |  |                        |
|-------------------|-----------------------------------|----------------------------|------------------------------------|-----------------------------------|------------------------|------------------------------------|--|------------------------|
|                   |                                   | COST                       |                                    | AMO                               | ORTISATION             |                                    |  |                        |
|                   | Balance at<br>January<br>01, 2008 | Additions /<br>(deletions) | Balance at<br>December<br>31, 2008 | Balance at<br>January<br>01, 2008 | Charge                 | Balance at<br>December<br>31, 2008 | Book value<br>at<br>December<br>31, 2008 | Rate of amortisation % |
|                   |                                   |                            |                                    | Rupees in `000 -                  |                        |                                    |  |                        |
| Computer software | <u>27,067</u>                     | 6,160                      | 33,227                             | 8,178                             | 5,657                  | 13,835                             | 19,373                                   | 20                     |
|                   |                                   |                            |                                    | 2007                              |                        |                                    |  |                        |
|                   | ·                                 | COST                       |                                    | AMO                               | ORTISATION             |                                    |  |                        |
|                   | Balance at<br>January<br>01, 2007 | Additions/<br>(deletions)  | Balance at<br>December<br>31, 2007 | Balance at<br>January<br>01, 2007 | Charge /<br>(deletion) | Balance at<br>December<br>31, 2007 | Book value<br>at<br>December<br>31, 2007 | Rate of amortisation % |
|                   |                                   |                            |                                    | Rupees in `000 -                  |                        |                                    |  |                        |
| Computer software | 16,774                            | 11,582<br>(1,289)          | 27,067                             | 1,955                             | 6,397<br>(174)         | 8,178                              | 18,889                                   | 20                     |
|                   |                                   | (=,200)                    |                                    |                                   | (-7-7)                 |                                    |  |                        |

#### 11.4 Details of Property and equipment disposed-off

The following assets were disposed-off during the year:

|                        | Original<br>cost | Accumulated depreciation | Book<br>value | Disposal proceeds | Mode of<br>disposal | Particulars of buyers   |
|------------------------|------------------|--------------------------|---------------|-------------------|---------------------|-------------------------|
|                        |                  | Rupees in                | `000          |                   |                     |                         |
| Vehicles               |                  |                          |               |                   |                     |                         |
| Suzuki Mehran          | 477              | 35                       | 402           | 390               | Stolen              | EFU Insurance Claim     |
| Honda Civic            | 1,538            | 184                      | 1,354         | 1,425             | Stolen              | EFU Insurance Claim     |
| Toyota Corolla         | 1,304            | 783                      | 521           | 528               | Group Policy        | Adeel Siddiqui          |
| Suzuki Cultus          | 637              | 64                       | 573           | 550               | Stolen              | EFU Insurance Claim     |
| Honda Civic            | 1,388            | 926                      | 462           | 737               | Auction             | Ovais Ahmed             |
| Honda Civic            | 867              | 636                      | 231           | 552               | Auction             | Ovais Ahmed             |
| Honda City             | 918              | 673                      | 245           | 610               | Group Policy        | Ahmed Abid - Employee   |
| Honda Civic            | 967              | 677                      | 290           | 300               | Group Policy        | Farooq Anwar-Employee   |
| Electrical, Office and |                  |                          |               |                   |                     |                         |
| Computer Equipment     |                  |                          |               |                   |                     |                         |
| Toshiba Note Book      | 75               | 64                       | 11            | 14                | Group Policy        | Aqeel Siddiqui-Employee |

| Note | December<br>31, 2008 | December<br>31, 2007 |
|------|----------------------|----------------------|
|      | Rupees i             | n `000               |

### 12. DEFERRED TAX ASSETS

| Deferred tax credits arising due to |           |            |
|-------------------------------------|-----------|------------|
| Accelerated tax depreciation        | (195,102) | (147, 317) |
| Ijarah financings                   | (82,960)  | (97,837)   |
| Amortisation of Deferred cost       | (870)     | (478)      |
| Surplus on revaluation of assets    | (1,135)   | (4, 156)   |
|                                     | (280 067) | (249 788)  |

| Deferred tax debits arising in respect of   |
|---|
| Available tax losses                        |
| Minimum tax credit carried forward          |
| Provision against non-performing financings |
|   |

| (280,067)        | (249,788)         |
|------------------|-------------------|
| 497,697<br>4,777 | 326,812<br>11,346 |
| 53,876           | 9,390             |
| 556,350          | 347,548           |
| 276,283          | 97,760            |
|                  |                   |

The above net deferred tax asset has been recognised in accordance with the Group's accounting policy as stated in note 5.7.2 above. The management based on financial projections prepared during the year, estimates that sufficient taxable would be available in future against which this deferred tax assets could be realized.

December

December

|      |   |             | December  | December  |
|------|---|-------------|---|---|
|      |   | Note        | 31, 2008  | 31, 2007  |
|      |   |             | Rupees  | in `000   |
| 13.  | OTHER ASSETS  |             | i.up c es   |   |
|      | Profit / return accrued in local currency<br>Profit / return accrued in foreign currency<br>Advances, deposits, advance rent and  |             | 343,899<br>77   | 195,693   |
|      | other prepayments   |             | 181,890   | 124,718   |
|      | Advance against financings  | 13.1        | 153,600   | 132,938   |
|      | Advance taxation (payments less provision)  |             | 21,997  | 16,005  |
|      | Branch adjustment account   |             | 2,951   | -   |
|      | Deferred costs  | 13.2        | 36,252  | 52,271  |
|      | Goodwill  | 13.3        | 59,232  | 59,232  |
|      | Stamps in hand  |             | 703   | 544   |
|      | Receivable from broker<br>Insurance claim receivable  |             | 14,816  | 303,723<br>10,897   |
|      | Car Ijarah Repossession   |             | 11,048  | 10,697  |
|      | Other receivable  | 13.4        | 205,910   | 10,513  |
|      | Culei receivable  | 10.1        | 1,032,375   | 906,534   |
|      |   |             | =======================================                               |   |
| 13.1 | Represents advance given in respect of Murabaha and Ijan  | ah financin | gs.   |   |
|      |   | Note        | December<br>31, 2008  | December<br>31, 2007  |
| 13.2 | Deferred costs  |             | Rupees  | in `000   |
|      | Balance at the beginning of the year  |             | 52.271  | 68.351  |
|      | Less: Amortised during the year   |             | 16,019  | 16,080  |
|      | Balance at the end of the year  |             | 36,252  | 52,271  |
| 13.3 | Goodwill As at 1st January  |             | 59,232  | -   |
|      | Arising on acquisition  |             |   |   |
|      |   |             | 59,232  | 59,232  |
|      | Amortisation and impairment<br>Amortisation charge for the year   |             | -   | -   |
|      | Net book value as at December 31  |             | 59,232  | 59,232  |
| 13.2 | Deferred costs  Balance at the beginning of the year Less: Amortised during the year  Balance at the end of the year  Goodwill As at 1st January Arising on acquisition  Amortisation and impairment Amortisation charge for the year | Note        | gs.  December 31, 2008  Rupees 52,271 16,019 36,252  59,232  - 59,232 | December 31, 2007 in `000 ————————————————————————————————— |

#### Impairment testing of goodwill

Goodwill acquired through business combination has been allocated to the following cash generating unit:

#### - BankIslami Modarba Investments Limited

The carrying amount of goodwill allocated to the CGU is as follows:

|  | Note | December<br>31, 2008 | December<br>31, 2007 |
|--|------|----------------------|----------------------|
|  |      | Rupees               | in `000              |
| - BankIslami Modarba Investments Limited | :    | 59,232               | 59,232               |

#### Key assumptions used in value in use calculation

The recoverable amount of the business operation of the cash generating unit has been determined based on a value in use calculation, using cash flow projections based on business plan approved by the management covering a five year period. The discount rate applied to cash flow projections beyond the fifth year period are extrapolated using a terminal growth rate. The following rates are used by the Group:

|   | Note | December 31, 2008 | December 31, 2007 |
|---|------|-------------------|-------------------|
|   |      | Rupees in         | `000              |
| Discount rate - discrete period<br>Terminal growth rate |      | 19.4%<br>10.0%    | 16.5%<br>8.0%     |

The calculation of value in use for the business operation is most sensitive to the following assumptions:

- Management fees;
- Dividend Income;
- Discount rate.

#### Management fees

Management fees have been assumed at 10 percent, based on prevailing industry trends and anticipated market conditions. Fee levels are based on expected fees benchmarked against comparable educational institutions.

#### Dividend Income

Dividend Income on investment in the Modaraba has been projected on the expected returns estimated on the basis of historical performance and prevailing industry trends.

#### Discount rate

Discount rate reflect management estimates of the rate of return required for the business and are calculated after taking into account the prevailing risk free rate, industry risk and business risk. Discount rates are calculated by using the weighted average cost of capital of the Group.

#### Sensitivity to changes in assumptions

Management believes that reasonable possible changes in other assumptions used to determine the recoverable amount of the entity will not result in an impairment of goodwill.

December

December

13.4 Includes Rs. 190.781 million (2007: Nil) in respect of payment to various banks against letter of credits.

|     |                               | Note | 31, 2008 | 31, 2007 |
|-----|-------------------------------|------|----------|----------|
|     |                               |      | Rupees   | in `000  |
| 14. | BILLS PAYABLE                 |      |          |          |
|     | In Pakistan                   |      | 353,646  | 84,998   |
| 15. | DUE TO FINANCIAL INSTITUTIONS |      |          |          |
|     | In Pakistan - local currency  |      | 245,939  | 70,000   |
|     |                               | _    |          | _        |

Represents Musharaka contributions by SBP against Islamic Export Refinance Scheme. These carry expected profit rate of 6.5% (2007: 6.5%) per annum and are secured against collateral.

| Note | December 31, 2008 | December 31, 2007 |
|------|-------------------|-------------------|
|      | Runee             | s in `000         |

#### 16. DEPOSITS AND OTHER ACCOUNTS

| Customers                           |            |           |
|-------------------------------------|------------|-----------|
| Fixed deposits                      | 6,500,115  | 4,929,274 |
| Savings deposits                    | 2,846,687  | 3,282,246 |
| Current accounts - non-remunerative | 2,865,180  | 1,372,978 |
| Margin accounts - non-remunerative  | 190,461    | 31,431    |
|                                     | 12,402,443 | 9,615,929 |
| Financial institutions              |            |           |
| Remunerative deposits               | 9,910      | 1,806     |
| Non remunerative deposits           | 245_       |           |
| •                                   | 10,155     | 1,806     |
|                                     | 12,412,598 | 9,617,735 |

|        |  | Note  | December<br>31, 2008  | December<br>31, 2007 |
|--------|--|---|-----------------------|----------------------|
|        |  |   | Rupees                | in `000              |
| 16.1   | Particulars of deposits  |   |                       |                      |
|        | In local currency<br>In foreign currencies                           |   | 12,200,330<br>212,268 | 9,544,728<br>73,007  |
|        |  |   | 12,412,598            | 9,617,735            |
| 17.    | OTHER LIABILITIES  |   |                       |                      |
|        | Profit / return payable in local<br>Profit / return payable in forei |   | 127,625               | 78,080               |
|        | Unearned fees and commission   |   | 6,096                 | 13,135               |
|        | Accrued expenses   |   | 62,972                | 70,718               |
|        | Deferred Murabaha Income -   |   | 87,584                | 38,044               |
|        | Deferred Murabaha Income -   |   | 582                   | 11,765               |
|        | Payable to defined benefit pla                                       |   | 18,820                | 9,521                |
|        | Payable to defined contribution                                      | on plan   | 2,294<br>10,358       | -                    |
|        | Unearned rent Security deposits against Ijara                        | h   | 379,357               | 256,750              |
|        | Sundry creditors   | .1  | 37,586                | 37,795               |
|        | Charity payable  | 17.1  | 1,852                 | 2,824                |
|        | Retention money  | 1,11  | 28,539                | 10,506               |
|        | Withholding tax payable  |   | 2,178                 | 66                   |
|        | Others   |   | 52,560                | 12,092               |
|        |  |   | 818,421               | 541,296              |
| 17.1   | Charity fund   |   |                       |                      |
|        | Balance at the beginning of th                                       | e year  | 2,824                 | 5                    |
|        | Additions during the year  | J .   | 1,791                 | 2,819                |
|        | Payment / utilization during the                                     | ne year   | (2,763)               |                      |
|        | Balance at the end of the year                                       |   | 1,852                 | 2,824                |
| 17.1.1 | During the year, management and the remaining amount to              | paid charity to the Citizens Foundation an employee of the Group. | n amounting to R      | s. 2.747 million     |
| 18.    | SHARE CAPITAL  |   |                       |                      |
| 18.1   | Authorised capital   |   |                       |                      |
|        | 0000   |   | 0000                  | 0007                 |
|        | 2008 2007 Number of shares   |   | 2008<br>Rupees        | 2007 in `000         |
|        |  | Ordinary shares of Rs.10/-  | -                     |                      |
|        | 600,000,000 600,000,000  | O Each  | 6,000,000             | 6,000,000            |
| 18.2   | Issued, subscribed and paid u  | p capital   |                       |                      |
|        |  |   |                       |                      |
|        |  | Ordinary shares of Rs.10 each                                     |                       |                      |
|        | 220,000,000, 200,000,000   | Fully paid in cash  | 0.000.000             | 0.000.000            |
|        | 320,000,000 200,000,000  |   | 3,200,000             | 2,000,000            |
|        | 107,967,898 120,000,000  | _   | 1,079,679             | 1,200,000            |
|        | 427,967,898 320,000,000  | - Shares pending issuance   | 4,279,679             | 3,200,000            |
|        | 100,000,000 -  | (Refer note 18.2.1)   | 1,000,000             | -                    |
|        |  |   |                       |                      |

527,967,898

320,000,000

3,200,000

5,279,679

18.2.1 The Board of Directors of the Bank in their meeting held on August 27, 2008 approved issue of 23.37 percent right shares in order to meet the minimum capital requirement of Rs. 5 billion (net of losses) prescribed for all commercial banks by SBP to be achieved by December 31, 2008. The Bank had received the amount before the year end and the Board of Directors on December 29, 2008 allotted the shares. Legal formalities pertaining to issuance were completed subsequent to the year end.

|      |   | December<br>31, 2008                | December<br>31, 2007     |
|------|---|-------------------------------------|--------------------------|
|      |   | Rupees in `000                      |                          |
| 19.  | ADVANCE AGAINST FUTURE ISSUE OF SHARE CAPITAL                               |                                     |                          |
|      | Opening balance<br>Received during the year<br>Share issued during the year | 681,409<br>1,398,270<br>(2,079,679) | 1,881,409<br>(1,200,000) |
|      | Closing balance   |                                     | 681,409                  |
| 20.  | SURPLUS ON REVALUATION OF ASSETS – NET OF DEFERRED TAX                      |                                     |                          |
| 20.1 | Surplus on revaluation of available for sale securities                     |                                     |                          |
|      | Sukuk Certificates  | 16,075                              | 11,875                   |
|      | Mutual Funds (Units) Modaraba certificates                                  | (12,835)                            | 975<br>(1,122)           |
|      | Less: Related deferred tax liability  | 3,240<br>(1,135)                    | 11,728<br>(4,156)        |
|      |   | 2,105                               | 7,572                    |
| 21.  | CONTINGENCIES AND COMMITMENTS   |                                     |                          |
| 21.1 | Trade-related contingent liabilities  |                                     |                          |
|      | Import letters of credit  | 405,055                             | 455,681                  |
|      | Acceptances   | 426,982                             | 65,477                   |
| 21.2 | Transaction-related contingent liabilities                                  |                                     |                          |
|      | Guarantees favoring - Banks   | 245,000                             | 245,000                  |
|      | - Government  | 426,740                             | 168,072                  |
|      | - Others  | 104,597                             | 82,442                   |
| 21.3 | Commitments in respect of promises  |                                     |                          |
|      | Purchase  | 3,670                               | 164,140                  |
|      | Sale  |                                     | 9,121                    |
| 21.4 | Commitments for the acquisition of operating fixed assets                   | 32,744                              | 146,687                  |

The Group makes commitments to extend financings in the normal course of its business but these being revocable commitments do not attract any significant penalty or expense if the facility is unilaterally withdrawn.

|      |                      | 31, 2008       | 31, 2007 |
|------|----------------------|----------------|----------|
|      |                      | Rupees i       | in `000  |
| 21.5 | Other commitments    |                |          |
|      | Bills for collection | <u>107,126</u> | 109,865  |

#### 21.6 Claim against group not acknowledged as debt

The ownership of the Group in respect of its investment in 400,000 certificates of Modaraba Al-Mali costing Rs 2,972,822 was disputed by a person. The Group rejected this claim and filed a suit against that party in the High Court of Sindh claiming damages of Rs 20,000,000. The High Court granted an injunction in favour of the Group restraining the person to deal with the shares pending hearing and disposal of the suit. Meanwhile a suit filed by the same party for the winding up of the Group was dismissed by the High Court. After dismissal the party has now filed a suit against the Group in the Banking Court, Karachi, claiming Rs 19,200,000.

The management and the Group's lawyers are of the opinion that the Group has a strong case and the suit filed against the Group will also be dismissed. Accordingly, no provision in respect of the above claim has been made in the interim condensed financial statements of the subsidiary.

|     |   | Note | December 31, 2008                                   | December<br>31, 2007  |
|-----|---|------|---|---|
|     |   |      | Rupees  | in `000   |
| 22. | PROFIT / RETURN ON FINANCINGS,<br>INVESTMENTS AND PLACEMENTS EARNED   |      |   |   |
|     | On financings to: • Customers • Financial institutions  |      | 717,131<br>50,146                                   | 297,124<br>100,322  |
|     | On Investments in available for sale securities<br>On deposits / placements with financial institutions<br>Others |      | 767,277<br>558,206<br>140,192<br>6,750<br>1,472,425 | 397,446<br>96,080<br>97,623<br>2,526<br>593,675                         |
| 23. | RETURN ON DEPOSITS AND OTHER DUES EXPENSED  |      |   |   |
|     | Deposits Other short-term due to financial institutions   |      | 704,334<br>19,351                                   | 297,788<br>5,983  |
|     |   |      | 723,685   | 303,771   |
| 24. | GAIN ON SALE OF SECURITIES  |      |   |   |
|     | Shares - Listed<br>Mutual fund units<br>Sukuk certificates  |      | 23,771<br>5,527<br>1,975<br>31,273                  | $ \begin{array}{r} 33,827 \\ 8,075 \\ 90 \\ \hline 41,992 \end{array} $ |
|     |   |      | <u> </u>  | =====   |
| 25. | OTHER INCOME  |      |   |   |
|     | Rent on Property Gain on termination of Ijarah financing Gain on disposal of property and equipment               |      | 12,531<br>1,833<br>1,015                            | 3,370<br>2,043<br>124   |
|     | Others  |      | 5,510<br>20,889                                     | 1,806<br>7,343  |
|     |   |      | ۵0,009  | 1,343   |



|      |  | Note | December 31, 2008 | December 31, 2007 |
|------|--|------|-------------------|-------------------|
|      |  |      | Rupees            | in `000           |
| 26.  | ADMINISTRATIVE EXPENSES                              |      |                   |                   |
|      | Salaries, allowances and other benefits              |      | 339,253           | 179,784           |
|      | Charge for defined benefit plan                      | 32   | 9,879             | 7,037             |
|      | Contribution to defined contribution plan            |      | 13,410            | 6,330             |
|      | Non-executive directors' fees                        |      | 1,350             | 1,430             |
|      | Insurance on consumer car ijarah                     |      | 22,346            | 15,339            |
|      | Rent, taxes, insurance and electricity               |      | 161,010           | 56,454            |
|      | Legal and professional charges                       |      | 8,246             | 6,696             |
|      | Communication  |      | 43,318            | 20,155            |
|      | Repairs and maintenance                              |      | 57,661            | 22,699            |
|      | Stationery and printing                              |      | 23,769            | 13,600            |
|      | Advertisement and publicity Auditors' remuneration   | 26.1 | 41,353<br>2,187   | 34,758            |
|      | Depreciation   | 11.2 | 161,158           | 1,481<br>65,466   |
|      | Amortisation   | 26.2 | 21,676            | 22,477            |
|      | CDC and share registrar services                     | ۵۵.۵ | 3,670             | 4,667             |
|      | Entertainment expense                                |      | 6,094             | 3,078             |
|      | Security service charges                             |      | 18,739            | 5,674             |
|      | Brokerage and commission                             |      | 15,760            | 11,436            |
|      | Travelling and conveyance                            |      | 9,693             | 5,631             |
|      | Remuneration to Shariah Board                        |      | 249               | 250               |
|      | Fees and Subscription                                |      | 33,724            | 11,140            |
|      | Vehicle running and maintenance                      |      | 16,636            | 6,460             |
|      | Others   |      | 19,730            | 6,769             |
|      |  |      | 1,030,911         | 508,811           |
| 26.1 | Auditors' remuneration                               |      |                   |                   |
|      | Audit fee  |      | 1,300             | 700               |
|      | Review of half yearly condensed financial statements |      | 457               | 200               |
|      | Special certifications and sundry advisory services  |      | 175               | 385               |
|      | Tax services   |      | 186               | 75                |
|      | Out-of-pocket expenses                               |      | 69                | 121               |
|      |  |      | 2,187             | 1,481             |
| 26.2 | Amortisation   | 44.0 |                   |                   |
|      | Intangible assets                                    | 11.3 | 5,657             | 6,397             |
|      | Deferred costs                                       | 13.2 | 16,019            | 16,080            |
|      |  |      | 21,676            | 22,477            |
| 27.  | OTHER CHARGES  |      |                   |                   |
|      | Penalties imposed by the State Bank of Pakistan      |      | 228               | 590               |
|      | Others   |      | 5,435             | 2,748             |
|      |  |      | 5,663             | 3,338             |
| 28.  | TAXATION   |      |                   |                   |
|      | For the year   |      |                   |                   |
|      | - Current  |      | (874)             | (5,163)           |
|      | - Deferred   |      | 175,502           | 66,474            |
|      |  |      | 174,628           | 61,311            |
|      |  |      |                   |                   |

The numerical reconciliation between average tax rate and the applicable tax rate has not been presented in these financial statements due to taxable loss during the year.

Under Section 114 of the Income Tax Ordinance, 2001 (Ordinance), the Bank has filed the returned of income for the tax years 2006, 2007 and 2008 on due dates. The said returns were deemed completed under the provisions of the prevailing income tax law as applicable in Pakistan during the relevant accounting years.

The income tax assessments of the subsidiary company have been finalised upto and including the assessment year 2002-2003. The income tax assessments for the tax years 2003 to 2008 have been filed under the self assessment scheme and are deemed to be finalised under section 120 of the Income Tax Ordinance, 2001.

|       |   | Note |                | December<br>31, 2008   | December<br>31, 2007   |
|-------|---|------|----------------|------------------------|------------------------|
|       |   |      |                | Rupees                 | in `000                |
| 29. B | BASIC AND DILUTED LOSS PER SHARE  |      |                |                        |                        |
| L     | oss for the year  |      | Rupees in '000 | (47,883)               | (45,127)               |
| V     | Weighted average number of ordinary shares  |      | Number         | 421,895,427            | 280,979,452            |
| В     | Basic loss per share  | 29.1 | Rupee          | (0.11)                 | (0.16)                 |
| fo    | There is no dilution effect on the basic lo<br>for issue of shares. Accordingly, diluted leabove. |      |                |                        |                        |
|       |   |      | Note           | December 31, 2008      | December<br>31, 2007   |
|       |   |      |                | Rupees                 | in `000                |
| 30. C | CASH AND CASH EQUIVALENTS   |      |                |                        |                        |
|       | Cash and balances with treasury banks<br>Balances with other banks                                |      |                | 2,175,418<br>2,207,640 | 1,433,166<br>2,578,089 |
|       |   |      |                | 4,383,058              | 4,011,255              |
| 31. S | STAFF STRENGTH  |      |                | Num                    | ber                    |
|       | Permanent   |      |                | 786                    | 346                    |
| _     | Temporary / on contractual basis  |      |                | 402                    | 221                    |
| Т     | Total staff strength  |      |                | 1,188                  | 567                    |

#### 32. DEFINED BENEFIT PLAN

#### General description

The Group has a gratuity scheme for its employees (members of the scheme). The scheme entitles the members to lump sum payment at the time of retirement, resignation or death. Permanent staff are eligible for such benefits after 3 years of service.

The present value of obligation under the scheme at the balance sheet date were as follows:

|   | Note | December 31, 2008 | December 31, 2007 |
|---|------|-------------------|-------------------|
|   |      | Rupees            | in `000           |
| Present value of defined benefit obligation |      | 19,092            | 10,150            |
| Net actuarial losses not recognised         |      | (272)             | (629)             |
| Liability recognised in the balance sheet   |      | 18,820            | 9,521             |
| Amounts charged to profit and loss account: |      |                   |                   |
| Current service cost                        |      | 8,864             | 6,619             |
| Finance cost                                |      | 1,015             | 367               |
| Actuarial loss recognised                   |      |                   | 51                |
|   |      | 9,879             | 7,037             |
|   |      |                   | -                 |

|   | Note              | December 31, 2008 Rupees in                | December 31, 2007                   |
|---|-------------------|--|-------------------------------------|
| Movement in the liability recognised in the balance   | sheet             | wapees in                                  | 1 000                               |
| Opening balance<br>Expense for the year<br>Benefits paid  |                   | 9,521<br>9,879<br>(580)                    | 2,484<br>7,037                      |
| Closing balance   |                   | 18,820                                     | 9,521                               |
| Movement in the present value of defined benefit ob   | ligation:         |  |                                     |
| Opening balance<br>Current service cost<br>Finance cost<br>Benefit paid<br>Actuarial gain                             |                   | 10,150<br>8,864<br>1,015<br>(580)<br>(357) | 3,669<br>6,619<br>367<br>-<br>(505) |
| Closing balance   |                   | 19,092                                     | 10,150                              |
| Actuarial loss to be recognised   |                   |  |                                     |
| Corridor limit The limits of the corridor at the beginning of the year / period 10% of obligations 10% of plan assets |                   | 1,015                                      | 367                                 |
| Which works out to  | 1,015             | 367  |                                     |
| Unrecognised actuarial losses as at the beginning of  | the year          | (629)                                      | (1,185)                             |
| Excess  |                   | <del></del>                                | (818)                               |
| Average expected remaining working lives in years   |                   | 15   | 16                                  |
| Actuarial loss to be recognised   |                   |  | (51)                                |
| Unrecognised actuarial losses   |                   |  |                                     |
| Unrecognised actuarial losses at the beginning of the year Actuarial loss on obligation                               |                   | (629)<br>357                               | (1,185)<br>505                      |
| Subtotal<br>Actuarial loss recognised   |                   | (272)                                      | (680)<br>51                         |
| Unrecognised actuarial losses at the end of the year  |                   | (272)                                      | (629)                               |
| Principal actuarial assumptions used are as follows:  |                   |  |                                     |
| Expected rate of increase in salary level<br>Valuation discount rate  |                   | 15%<br>15%                                 | 10%<br>10%                          |
| Historical information:   |                   |  |                                     |
|   | December 31, 2008 | December<br>31, 2007                       | December 31, 2006                   |
| As at December 31   |                   | Rupees in `000                             |                                     |
| Present value of defined benefit obligation   | 19,092            | 10,150                                     | 2,484                               |
| Fair value of plan assets   | -                 | -  | -                                   |
| Deficit   | 19,092            | 10,150                                     | 2,484                               |
| Experience adjustment on plan liabilities   | (357)             | (505)                                      | -                                   |

#### 33. DEFINED CONTRIBUTION PLAN (PROVIDENT FUND)

The Group operates a contributory provident fund scheme for permanent employees. The employer and employee both contribute 10% of the basic salaries to the funded scheme every month. Equal monthly contribution by employer and employees during the year is amounting to Rs. 13.410 million each.

#### 34. COMPENSATION OF DIRECTORS AND EXECUTIVES

|   | Presid<br>Chief Ex |         | Directors |        | Execu   | ıtivoc |
|---|--------------------|---------|-----------|--------|---------|--------|
|   | Ciliei Ex          | ecutive | Direct    | 1015   | Exect   | luves  |
|   | 2008               | 2007    | 2008      | 2007   | 2008    | 2007   |
|   |                    |         | Rupees in | n `000 |         |        |
| Fees                                      | -                  | -       | 1,350     | 1350   | -       | -      |
| Managerial remuneration                   | 8,785              | 6,250   | -         | -      | 92,432  | 41,888 |
| Bonus                                     | -                  | 3,000   | -         | -      | 2,500   | 2,215  |
| Charge for defined benefit plan           | 760                | 521     | -         | -      | 5,987   | 2,523  |
| Salary in lieu of provident fund          | 878                | 625     | -         | -      | -       | -      |
| Contribution to defined contribution plan | -                  | -       | -         | -      | 6,595   | 4,189  |
| Rent and house maintenance                | 270                | 270     | -         | -      | 25,770  | 10,524 |
| Utilities                                 | 878                | 625     | -         | -      | 9,243   | 4,189  |
| Medical                                   | 878                | 625     | -         | -      | 9,243   | 4,189  |
|   | 12,449             | 11,916  | 1,350     | 1,350  | 151,770 | 69,717 |
| Number of Persons                         | 1                  | 1       | 4         | 4      | 98      | 60     |

34.1 The Group's President/Chief Executive and certain Executives are provided with free use of Group's maintained cars in accordance with the Groups service rules.

#### 35. FAIR VALUE OF FINANCIAL INSTRUMENTS

The fair value of the investments other than those classified as held to maturity is based on quoted market price except for unquoted investment which is carried at cost.

Fair value of fixed-term financing, other assets, other liabilities and fixed-term deposits can not be calculated with sufficient reliability due to absence of current and active market for assets and liabilities and reliable data regarding market rates for similar instruments. The provisions for impairment of financing have been calculated in accordance with the Group's accounting policy as stated in note 5.4 to the consolidated financial statements.

The repricing and maturity profile and effective rates are stated in note 39.4.2 and 39.4.3.

In the opinion of the management, the fair value of the remaining financial assets and liabilities are not significantly different from their carrying values since assets and liabilities are either short-term in the nature or in the case of customer financing and deposits are frequently repriced.

Trading &

Retail

Commercial

#### 36. SEGMENT DETAILS WITH RESPECT TO BUSINESS ACTIVITIES

The segment analysis with respect to business activity is as follows:

|  | Sales      | Banking          | Banking   |
|--|------------|------------------|-----------|
|  |            | Rupees in `000 - |           |
| 2008                                   |            |                  |           |
| Total income                           | 811,376    | 253,170          | 603,845   |
| Total expenses                         | 927,318    | 208,224          | 580,733   |
| Net income / (loss)                    | (115,942)  | 44,946           | 23,113    |
| Segment assets (gross)                 | 11,080,124 | 2,470,284        | 5,616,252 |
| Segment non performing loans           | -          | (122,471)        | (63,622)  |
| Segment provision required             | -          | (89,270)         | (52,417)  |
| Segment liabilities                    | 7,331,072  | 2,178,318        | 4,321,212 |
| Segment return on net assets (ROA) (%) | (3.1%)     | 15.4%            | 1.8%      |
| Segment cost of funds (%)              | 12.41%     | 12.41%           | 12.41%    |

|  | Trading &<br>Sales | Retail<br>Banking | Commercial<br>Banking |
|--|--------------------|-------------------|-----------------------|
|  |                    | Rupees in `000    |                       |
| 2007                                   |                    |                   |                       |
| Total income                           | 369,438            | 147.429           | 220,987               |
| Total expenses                         | 564,015            | 79,920            | 200,357               |
| Net income / (loss)                    | (194,577)          | 67,509            | 20,630                |
| Segment assets (gross)                 | 9,749,503          | 1,291,075         | 3,138,324             |
| Segment non performing loans           | -                  | (9,088)           | (20,285)              |
| Segment provision required             | -                  | (9,088)           | (20,285)              |
| Segment liabilities                    | 6,779,682          | 1,102,065         | 2,432,282             |
| Segment return on net assets (ROA) (%) | (6.6%)             | 35.7%             | 2.9%                  |
| Segment cost of funds (%)              | 3.84%              | 3.84%             | 3.84%                 |

#### 37. RELATED PARTY TRANSACTIONS

The related parties of the Group comprise related group companies, principal shareholders, key management personnel, companies where directors of the Group also hold directorship, directors and their close family members and staff retirement funds.

Transactions with related parties other than remuneration and benefits to key management personnel including Chief Executive Officer under the terms of the employment as disclosed in note 34 are as follows:

|   | December 31, 2008                      | December 31, 2007                    |
|---|--|--------------------------------------|
|   | Rupees                                 | in `000                              |
| ASSOCIATES  |  |                                      |
| Deposits:  At the Beginning of year Deposit during the year Withdrawal during the year                            | 36,649<br>493,484<br>(494,747)         | 98,350<br>863,096<br>(924,797)       |
| At the end of year  | 35,386                                 | 36,649                               |
| Transactions, income and expenses: Return on deposits expensed Modaraba Management fee Private placements of TFCs | 4,949                                  | 9,069<br>564<br>177,669              |
| KEY MANAGEMENT PERSONNEL  |  |                                      |
| Financings: At the Beginning of year Disbursed during the year Repaid during the year At the end of year          | 40,230<br>19,101<br>(15,460)<br>43,871 | 3,526<br>40,939<br>(4,236)<br>40,229 |
| <u>Deposits:</u> At the Beginning of year Deposit during the year Withdrawal during the year At the end of year   | 205<br>6,930<br>(6,812)<br>323         | 431<br>23,480<br>(23,706)<br>205     |
| Employee Benefit Plans: Contribution to Employees Gratuity Fund Contribution to Employees Provident Fund          | 9,879<br>13,410                        | 7,037<br>6,330                       |
| <u>Transactions, income and expenses:</u> Profit earned on financing Return on deposits expensed                  | 1,509<br>9                             | 553<br>20                            |

#### 38. CAPITAL STRUCTURE

Group's regulatory capital is analyzed into three tiers

#### Tier 1 capital

Tier 1 capital, which includes fully paid up capital and general reserves as per the financial statements and net unappropriated profits, etc after deductions for deficit on revaluation of available for sale investments and 50% deduction for investments in the equity of subsidiary companies being commercial entities and significant minority investments in entities engaged in banking and financial activities.

#### Tier 2 capital

Tier 2 capital, which includes general provisions for loan losses (up to a maximum of 1.25 % of risk weighted assets), reserves on revaluation of fixed assets and equity investments up to a maximum of 45% the balance, foreign exchange translation reserves, etc after 50% deduction for investments in the equity of subsidiary companies being commercial entities and significant minority investments in entities engaged in banking and financial activities.

#### Tier 3 capital

Tier 3 capital has also been prescribed by SBP. However the Group is not eligible for the Tier 3 capital.

The risk weighted assets to capital ratio, calculated in accordance with the State Bank's guidelines on capital adequacy was as follows:

|  |     | December 31, 2008 | December 31, 2007    |
|--|-----|-------------------|----------------------|
|  |     | Rupees            |                      |
| Regulatory Capital Base  |     |                   |                      |
| Tier I Capital   |     |                   |                      |
| Shareholders Capital<br>Advance For issue Of Share Capital   |     | 5,279,679         | 3,200,000<br>681,409 |
| Accumulated loss   |     | (101,364)         | (53,481)             |
|  |     | 5,178,315         | 3,827,928            |
| Less: Book value of goodwill and intangibles Less: Deficit on account of revaluation of investments held in AFS category |     | (78,605)          | (78,121)             |
| <b>5</b>   |     | (12,835)          | (1,122)              |
|  |     | 5,086,875         | 3,748,685            |
| Tier II Capital  |     |                   |                      |
| General provisions subject to 1.25% of total risk weighted assets  |     | 18,242            | 9,088                |
| Total Tier II Capital  |     | 18,242            | 9,088                |
| Eligible Tier III Capital  |     | -                 | -                    |
| Total Regulatory Capital   | (a) | 5,105,117         | 3,757,773            |

#### 38.1 Capital Adequacy

The capital requirements for the Group as per the major risk categories is indicated in the manner given below:

|  | Capital Rec | quirements | Risk Weigl           | ghted Assets      |  |
|--|-------------|------------|----------------------|-------------------|--|
|  | 2008        | 2007       | 2008                 | 2007              |  |
|  |             | Rupee      | es in `000           |                   |  |
| Credit Risk  |             |            |                      |                   |  |
| Portfolios subject to standardized approach (Sin                         | nple)       |            |                      |                   |  |
| Corporate Portfolio  | 442,911     | 234,788    | 4,921,234            | 2,934,848         |  |
| Retail Portfolio   | 25,546      | 17,868     | 283,847              | 223,355           |  |
| Mortgage Portfolio   | 27,111      | 7,765      | 301,237              | 97,057            |  |
| Past due financings  | 3,725       | 4,647      | 41,391               | 58,086            |  |
| Claims on Banks  | 106,270     | 108,916    | 1,180,775            | 1,361,445         |  |
| Investment   | 167,072     | 151,026    | 1,856,351            | 1,887,827         |  |
| Fixed Assets   | 170,084     | 83,888     | 1,889,823            | 1,048,602         |  |
| Others   | 86,417      | 66,173     | 960,190              | 827,164           |  |
|  | 1,029,136   | 675,071    | 11,434,848           | 8,438,384         |  |
| Portfolios subject to off balance sheet exposure -<br>non market related |             |            |                      |                   |  |
| Corporate Portfolio  | 32,955      | 376,461    | 366,167              | 4,705,757         |  |
|  | Capital Rec | quirements | Risk Weigl           | nted Assets       |  |
|  | 2008        | 2007       | 2008                 | 2007              |  |
|  |             |            | es in `000           |                   |  |
| Market Risk  |             | •          |                      |                   |  |
| Capital Requirement for portfolios subject to<br>Standardized Approach   | )           |            |                      |                   |  |
| Foreign Exchange Risk  | 1,679       | 17,017     | 18,659               | 212,713           |  |
| Operational Risk   | ,           | .,.        | 2,222                | ,                 |  |
| Capital Requirement for operational risks                                |             |            |                      |                   |  |
| Operational Risk   | 46,559      | 9,442      | 517,320              | 118,022           |  |
| -  |             |            | -                    |                   |  |
| TOTAL  | 1,110,329   |            | 12,336,994           | 13,474,876        |  |
|  |             |            | December<br>31, 2008 | December 31, 2007 |  |
| C ' IAI D '  |             |            | Rupees in            | `000              |  |
| Capital Adequacy Ratio   |             |            |                      |                   |  |
| Total eligible regulatory capital held (a)                               |             | _          | 5,105,117            | 3,757,773         |  |
| Total Risk Weighted Assets (b)   |             |            | 12,336,994           | 13,474,876        |  |
| Capital Adequacy Ratio (a) / (b)   |             |            | 41.38%               | 27.89%            |  |
|  |             |            |                      |                   |  |

#### 38.2 Capital Management

Our objectives for a sound capital management are: 1) to ensure that the Group complies with the regulatory Minimum Capital Requirement (MCR) 2) maintain a strong credit rating 3) maintain healthy capital ratios to support business and to maximize shareholder value and 4) to operate with a *Revolving Planning Horizon* and be able to take advantage of the new investment opportunity when they appear.

The State Bank of Pakistan through its BSD Circular No.19 dated September 05, 2008 requires the minimum paid up capital (net of losses) for Groups / Development Finance Institutions to be raised to Rs.23 billion by the year ending December 31, 2013. The raise is to be achieved in a phased manner requiring Rs.5 billion paid up capital (net of losses) by the end of the financial year 2008.

The paid up capital of the Group as at December 31, 2008 stood at Rs. 5.280 billion and is in compliance with SBP requirement for the said year.

In addition, the Group was also required to maintain a minimum Capital Adequacy Ratio (CAR) of 9% of the risk weighted exposure of the Group. The Group CAR as at December 31, 2008 was 41.38% of its risk weighted exposures.

#### 39. RISK MANAGEMENT

Risk Management is the process of managing uncertainties that arises in the normal course of business activities. The risk management function is one of the most important areas of the banking business, and covers a wide spectrum of financial business risk class; including Credit, Market, Liquidity, Operational etc. At the Group, we follow effective risk governance which commensurate well with our size and structure.

The implementation of Basel II (B2) provides for a risk-based capital requirement. The Group adheres to the regulatory requirement in this respect, and conducts its business accordingly. Risk-exposure limits in compliance with regulatory and Groups own internal policies have also been defined for each asset class.

#### RISK MANAGEMENT FRAMEWORK

A well formulated policy and procedure is critical to an effective Risk Management framework; it than needs to be reinforced through a strong control culture that promotes sound risk governance. Our Risk Management Frame work has been developed keeping in mind, that:

- To be effective, control activities should be an integral part of the regular activities of the Group.
- Every loss or near miss event should provide some Key Learning Outcome (KLO), helping and promoting a better risk identification and mitigation.

#### Strategic Level

On strategic level, the risk related functions are approved by the senior management and the Board. These include; defining risks, setting parameters, ascertaining institutions risk appetite, formulating strategy and policies for managing risks and establishing adequate systems and controls to ensure that overall risk remains within acceptable level and the reward compensates' for the risk taken.

#### Macro Level

It encompasses risk management within a business area or across business lines. Generally the risk management activities performed by middle management or units devoted to risk reviews fall into this category. Periodical stress testing is also performed as per SBP guidelines to review the resilience of the portfolio against adverse condition in the market.

#### Micro Level

Risk management at micro level, is of critical importance. This function if performed with diligence and understanding, can be of maximum benefit to the organization. Micro level risk management includes the business line acquisition, strong adherence to the credit and other related criteria.

#### RISK APPETITE OF THE GROUP

The risk appetite for the Group is an outcome of its corporate goal, economic profitability, available resources and most significant; the controls. The Group believes in a cautious yet steady approach towards it business objectives and takes a holistic view of its investment and financing needs.

This approach is primarily based on a viable portfolio build-up with a long-term view; key consideration being the health of the portfolios.

#### RISK ORGANIZATION

A strong organizational set-up, with clearly defined roles and responsibilities permits a higher level of articulation of the Groups risk mandate, establishment of a structure that provides for authority, delegation and accountability, and development of control framework. Risk management cannot live in a vacuum; in order to be effective, it has to be run on an enterprise level. Risk governance must involve all relevant parties.

The Risk management Function at the Group, along with the different committees including ALCO (Asset Liability Committee) and MCC (Management Credit Committee) manage and adhere to the risk management policies and procedures, with an explicit aim to mitigate/ manage risk in line with the Groups objectives.

#### 39.1 Credit Risk

Credit risk arises due to the risk of a borrower defaulting on his commitment either in part or as a whole. The term Credit Risk has certain sub-categories as follows:

#### i) Price risk

There is a risk that the asset repossessed due to default of the lessee may be sold or leased out to another party at a price lower than the original contract price.

#### ii) Counter party risk

The risk that the counter-party defaults during the term of a transaction (Murabaha, Ijarah etc.).

#### iii) Settlement risk

The risk that the counter-party does not meet its commitments at the maturity of the transaction after the Group has already met its commitments.

#### iv) Country risk

The risk that a country in its function as contracting partner defaults during the term of a transaction and / or the risk that the cross-border transfer of funds could be restricted or completely blocked, i.e. that a country issues legislation to prohibit free transfer rights of funds including foreign exchange restrictions and / or the risk that country's specific economic and political factors precipitate the default of private sector counterparties (social unrest, civil war etc.)

The Group places a strong emphasis on long-term stability before high returns. It is the Group's strategy to keep risks to a minimum through broad diversification in terms of geography and product mix and to spread the Group's credit and trade financing activities over a wide range of customers. Financing should as a rule be secured and self liquidating.

#### 39.1.1 Segmental information

Segmental Information is presented in respect of the class of business and geographical distribution of financings, deposits, contingencies and commitments.

#### 39.1.1 Segments by class of business

|  |                   |         | 2008              | 8       |                     |         |
|--|-------------------|---------|-------------------|---------|---------------------|---------|
|  | Financings        | (Gross) | Depos             | sits    | Contingen<br>Commit |         |
|  | Rupees<br>in '000 | Percent | Rupees<br>in '000 | Percent | Rupees<br>In '000   | Percent |
| Agriculture, forestry, hunting and fishing | 250,000           | 3.7%    | 376,399           | 3.0%    | -                   | -       |
| Textile                                    | 1,644,862         | 24.6%   | 91,885            | 0.7%    | 450,434             | 25.7%   |
| Chemical and pharmaceuticals               | 73,663            | 1.1%    | 42,236            | 0.3%    | 112,898             | 6.4%    |
| Cement                                     | 23,250            | 0.3 %   | 12,545            | 0.1%    | 245,000             | 14%     |
| Sugar                                      | 372,986           | 5.6%    | 453               | -       | -                   | -       |
| Footwear and leather garments              | 247,957           | 3.7%    | 34,663            | 0.3%    | 32,682              | 1.9%    |
| Automobile and transportation equipment    | 170,952           | 2.6%    | 61,537            | 0.5%    | 69,063              | 3.9%    |
| Education                                  | 15,702            | 0.2 %   | 218,276           | 1.7%    | -                   | -       |
| Electronics and electrical appliances      | 5,376             | 0.1%    | 23,897            | 0.2%    | 4,092               | 0.2%    |
| Production and transmission of energy      | -                 | -       | 92,495            | 0.7%    | -                   | -       |
| Construction                               | 256,589           | 3.8%    | 476,776           | 3.8%    | 43,142              | 2.5%    |
| Power (electricity), gas, water, sanitary  | 69,353            | 1.0%    | -                 | -       | 85,208              | 4.9%    |
| Wholesale and retail trade                 | 154,706           | 2.3%    | 369,359           | 3.0%    | 1,735               | 0.1%    |
| Exports / imports                          | 25,427            | 0.4%    | 17,053            | 0.1%    | 13,507              | 0.8%    |
| Transport, storage and communication       | 285,189           | 4.2%    | -                 | -       | -                   | -       |
| Financial                                  | 284,221           | 4.3%    | 10,155            | 0.1%    | 7,735               | 0.4%    |
| Insurance                                  | 1,235             | -       | 3,930             | -       | -                   | -       |
| Services                                   | 484,577           | 7.2%    | 105,243           | 0.8%    | 63,144              | 3.6%    |
| Individuals                                | 1,481,866         | 22.2%   | 4,060,087         | 32.7%   | -                   | -       |
| Others                                     | 839,549           | 12.6%   | 6,415,609         | 51.7%   | 623,274             | 35.6%   |
|  | 6,687,460         | 100%    | 12,412,598        | 100%    | 1,751,914           | 100%    |

|  |            |           | 200       | 7       |           |         |
|--|------------|-----------|-----------|---------|-----------|---------|
|  |            |           | _         | _       | Contingen |         |
|  | Financings | s (Gross) | Depo      | sits    | Commit    | ments   |
|  | Rupees     | Percent   | Rupees    | Percent | Rupees    | Percent |
|  | in '000    |           | in '000   |         | In '000   |         |
| Agriculture, forestry, hunting and fishing | -          | -         | 335,753   | 3.49%   | -         | -       |
| Mining and quarrying                       | -          | -         | 301,114   | 3.13%   | -         | -       |
| Textile                                    | 801,379    | 21.07%    | 24,957    | 0.26%   | 153,074   | 10.6%   |
| Chemical and pharmaceuticals               | 95,561     | 2.51%     | 7,522     | 0.08%   | 30,874    | 2.1%    |
| Cement                                     | 88,564     | 2.33%     | 15,550    | 0.16%   | 245,000   | 16.9%   |
| Sugar                                      | 309,780    | 8.15%     | 1,847     | 0.02%   | 35,888    | 2.5%    |
| Footwear and leather garments              | 168,042    | 4.42%     | 16,602    | 0.17%   | 37,500    | 2.6%    |
| Automobile and transportation equipment    | 18,889     | 0.5%      | 384       | 0.00%   | 174,272   | 12.0%   |
| Education                                  | 2,020      | 0.05%     | 111,786   | 1.16%   | -         | -       |
| Electronics and electrical appliances      | 7,703      | 0.2%      | 3,835     | 0.04%   | 54,495    | 3.8%    |
| Production and transmission of energy      | -          | -         | 10,004    | 0.10%   | -         | -       |
| Construction                               | 348,307    | 9.16%     | 1,877,152 | 19.52%  | -         | -       |
| Power (electricity), gas, water, sanitary  | 63,740     | 1.68%     | 566,673   | 5.89%   | -         | -       |
| Wholesale and retail trade                 | 143,277    | 3.77%     | 49,740    | 0.52%   | 15,757    | 1.1%    |
| Exports / imports                          | 6,391      | 0.17%     | 2,429     | 0.03%   | -         | -       |
| Transport, storage and communication       | 226,578    | 5.96%     | 36,753    | 0.38%   | -         | -       |
| Financial                                  | 43,397     | 1.14%     | 116,410   | 1.21%   | 173,311   | 12.0%   |
| Insurance                                  | -          | -         | 32,160    | 0.33%   | -         | -       |
| Services                                   | 394,774    | 10.38%    | -         | -       | 195,972   | 13.5%   |
| Individuals                                | 155,625    | 4.09%     | 2,136,095 | 21.21%  | -         | -       |

All those business classes should be disclosed in which concentration is equal to or exceeds 10 percent of exposure. The above classes of business are for reference purposes only and other classes can be included or deleted.

24.43%

100%

3,970,969

9,617,735

41.29%

100%

330,342

1,446,485

22.9%

100%

929,213

3,803,240

#### 39.1.2 Segments by sector

Others

|                     |                   | 2008       |                   |          |                   |             |  |
|---------------------|-------------------|------------|-------------------|----------|-------------------|-------------|--|
|                     | Financ            | Financings |                   | rite     | Commit            |             |  |
|                     | - Fillalic        | iligs      | Depos             | Deposits |                   | Commitments |  |
|                     | Rupees<br>in '000 | Percent    | Rupees<br>in '000 | Percent  | Rupees<br>In '000 | Percent     |  |
| Public / Government | -                 | -          | 1,123,784         | 9%       | 64,469            | 4%          |  |
| Private             | 6,687,460         | 100%       | 11,288,814        | 91%      | 1,687,445         | 96%         |  |
|                     | 6,687,460         | 100%       | 12,412,598        | 100%     | 1,751,914         | 100%        |  |

|                     |                   |         | 200               | 7       |                     |         |
|---------------------|-------------------|---------|-------------------|---------|---------------------|---------|
|                     | Financ            | ings    | Depo              | sits    | Continger<br>Commit |         |
|                     | Rupees<br>in '000 | Percent | Rupees<br>in '000 | Percent | Rupees<br>In '000   | Percent |
| Public / Government | -                 | -       | 514,536           | 5%      | 168,072             | 3%      |
| Private             | 3,803,240         | 100%    | 9,103,199         | 95%     | 1,278,413           | 97%     |
|                     | 3,803,240         | 100%    | 9,617,735         | 100%    | 1,446,485           | 100%    |

## 39.1.3 Details of non-performing financings and specific provisions by class of business segment

|   | 20         |            | 2007       |            |  |
|---|------------|------------|------------|------------|--|
|   |            | Rupees     | in '000    |            |  |
|   | Classified | Specific   | Classified | Specific   |  |
|   | Financings | Provisions | Financings | Provisions |  |
|   | Ö          | Held       | O          | Held       |  |
| Wholesale and retail trade *              | 12,289     | 3,199      | 29,493     | 7,373      |  |
| Chemical and pharmaceuticals *            | 696        | 174        | 7,900      | 1,975      |  |
| Power (electricity), gas, water, sanitary | 6,683      | 3,341      | 16,323     | 4,081      |  |
| Cement                                    | 23,250     | 23,250     | -          | -          |  |
| Automobile and Transportation equipment   | 2,432      | 2,432      | -          | -          |  |
| Import/Export                             | 5,000      | 1,250      | -          | -          |  |
| Construction                              | 69,980     | 69,980     | -          | -          |  |
| Services                                  | 30,101     | 18,775     | -          | -          |  |
| Transport, Storage and Communication      | 9,940      | 2,485      | -          | -          |  |
| Individuals                               | 16,913     | 8,599      | 24,655     | 6,856      |  |
| Others                                    | 8,809      | 8,202      | -          | -          |  |
|   | 186,093    | 141,687    | 78,371     | 20,285     |  |
|   |            |            |            |            |  |

## 39.1.4 Details of non-performing financings and specific provisions by sector

| 20      | 2007    |         |                |
|---------|---------|---------|----------------|
|         | Rupees  | in '000 |                |
| -       | -       | -       | -              |
| 186,093 | 141,687 | 78,371  | 20,285         |
| 186,093 | 141,687 | 78,371  | 20,285         |
|         | 186,093 | Rupees  | Rupees in '000 |

<sup>\*</sup> Provision has been made under subjective evaluation.

#### 39.1.5 Geographical segment analysis

|          |                                     | 20                       | 008                 |                                     |
|----------|-------------------------------------|--------------------------|---------------------|-------------------------------------|
|          | Profit/(loss)<br>before<br>taxation | Total assets employed    | Net assets employed | Contingencies<br>and<br>Commitments |
|          |                                     | Rupees                   | s in '000           |                                     |
| Pakistan | (222,511)                           | 19,011,024               | 5,180,420           | 1,751,914                           |
|          |                                     | 20                       | 007                 |                                     |
|          | Profit/(loss) before                | Total assets<br>employed | Net assets employed | Contingencies and Commitments       |
|          | taxation<br>                        | Rupees                   | s in '000           | Communents                          |
| Pakistan | (106,438)                           | 14,149,529               | 3,835,500           | 1,446,485                           |

#### 39.1.6 Credit Risk: Standardized Approach

Credit risk arises due to the risk of a borrower defaulting on his commitment ether in part or as a whole. The Group has currently employed standardized approach for evaluation of credit risk. It uses CRM (Credit Risk Mitigation) technique where applicable. The Group carries a strong desire to move towards the FIRB and Advanced approach.

Credit Risk : Disclosures for portfolio subject to the Standardized Approach & supervisory risk weights in the IRB Approach

The Group uses reputable and SBP approved rating agencies for deriving risk weight to specific credit exposures, where available. The Group has also recently employed a credit rating model, which is compatible to the rating guidelines of SBP, which will support us in internally rating our credit clients.

| Types of Exposures and | ECAI's used |
|------------------------|-------------|
| 2008                   |             |

|           |           | 2000  |        |
|-----------|-----------|-------|--------|
| Exposures | JCR - VIS | PACRA | Others |
| Corporate | 3         | 3     | N/A    |
| Banks     | 3         | 3     | N/A    |

#### 39.1.6.1 Credit Risk: Standardized Approach

#### Credit Exposures subject to Standardised approach

|           |           |             | 2008      |           |             | 2007      |           |
|-----------|-----------|-------------|-----------|-----------|-------------|-----------|-----------|
|           |           |             |           | (Rupees   | in '000)    |           |           |
|           | Rating    |             | Deduction | Net       | Amount      | Deduction | Net       |
| Exposures | Catetgory | Outstanding | CRM       | amount    | Outstanding | CRM       | amount    |
| Corporate | 0%        | -           | -         | -         | -           | _         | -         |
| 1         | 20%       | 37,645      | -         | 37,645    | -           | -         | -         |
|           | 50%       | 55,496      | -         | 55,496    | -           | -         | -         |
|           | 100%      | -           | -         | -         | -           | -         | -         |
|           | 150%      | -           | -         | -         | -           | -         | -         |
|           | Unrated   | 5,100,971   | 215,014   | 4,885,957 | 3,078,416   | 143,568   | 2,934,848 |
| Retail    | 0%        | -           | -         | -         | -           | -         | -         |
|           | 20%       | -           | -         | -         | -           | -         | -         |
|           | 50%       | -           | -         | -         | -           | -         | -         |
|           | 75%       | 542,737     | 164,274   | 378,463   | 411,620     | 113,813   | 297,807   |
| Total     |           | 5,736,849   | 379,288   | 5,357,561 | 3,490,036   | 257,381   | 3,232,655 |
|           |           | -           |           |           |             |           |           |

CRM = Credit Risk Mitigation

## 39.1.6.2 Credit Risk Disclosures with respect to Credit Risk Mitigation for Standard and IRB Approaches - Basel II Specific.

Group obtains capital relief for both on and off-balance sheet non-market related exposures by using simple approach for Credit Risk Mitigation (CRM). Off-balance sheet items under the simplified standardized approach are converted into credit exposure equivalents through the use of credit conversion factors. Under the standardized approach the Group has taken advantage of the cash collaterals available with the Group in the form of security deposits and cash margins.

Valuation and management of eligible collaterals for CRM is being done in line with the conditions laid down by SBP. Since eligible collaterals for CRM purposes are all in the form of cash collaterals, they generally do not pose risk to the Group in terms of change in their valuation due to changes in the market conditions.

The Group takes the benefit of CRM against its claims on corporate and retail portfolio. Under the standardized approach for on-balance sheet exposures, the corporate portfolio of Rs. 5,194.112 million is subject to the CRM of Rs. 215.014 million whereas a claim on retail portfolio of Rs. 542.737 million is subject to CRM of Rs. 164.274 million. The total benefit of Rs. 379.288 million was availed through CRM against total on-balance sheet exposure of Rs. 5,736.849 million.

Under off-balance sheet, non-market related exposures; the corporate portfolio of Rs 1,608.375 million is subject to the CRM of Rs.188.410 million. Hence total benefit of Rs 188.410 million was availed by the Group through CRM against total off-balance sheet, non-market related exposure of Rs.1, 608.375 million.

During the year, total amount of cash collateral used for CRM purposes was Rs. 567.698 as against amount of Rs 288.738 million in year 2007. The difference in the value of cash collateral is due to the changes in the exposure amounts and the resultant amount of cash collateral obtained

#### 39.2 Equity Position Risk in the Banking book -Basel II Specific

Equity position includes the following:

- Strategic investments
- Investment in equities for generating revenue in short term

These equity investments are accounted for and disclosed as per the provisions and directives of SBP, SECP and the requirements of approved International Accounting Standards as applicable in Pakistan.

Provision for diminution in the value of securities is made after considering impairment, if any in their value and charged to profit and loss account.

#### 39.3 Yield / Profit Rate Risk in the banking book - Basel II specific

It includes all material yield risk positions of the Group taken into account all repricing and maturity data. It includes current balances and contractual yield rates; the Group understands that its financing shall be repriced as per their respective contracts.

The Group estimates changes in the economic value of equity due to change in the yield rates on onbalance sheet positions by conducting duration gap analysis. It also assesses yield rate risk on earnings of the Group by applying upward and downward shocks.

#### 39.4 Market Risk

Market risk encompasses the risk of losses due to adverse movements in markets for instruments carrying a fixed rate, foreign exchange rates, securities, precious metals or other commodities.

The strategy of The Group is to keep market risks to the minimum in that the Group does not enter into any speculative transaction. In general the Group ensures that an adequate hedging mechanism is in place before it enters into financial markets for trading.

Moreover, since the Group does not deal in interest based products, the impact of the above risks will be very minimal. The Group does not have positions or forward exchange contracts giving mismatches of maturity unless such risks have been taken care of through some other mechanism.

#### 39.4.1 Foreign Exchange Risk

Foreign exchange or currency risk arises from the fluctuation in the value of financial instruments consequent to the changes in foreign exchange rates. The Group's foreign exchange exposure comprises of forward promises, foreign currency cash in hand, balances with banks abroad, foreign currency deposits, foreign currency placements with State Bank of Pakistan and other banks etc. The Group manages its foreign exchange exposure by matching foreign currency assets and liabilities. The net open position is managed within the statutory limits as fixed by the State Bank of Pakistan.

The banks / DFIs should discuss the nature and description of their foreign exchange exposures during the year.

|                      | 2008       |             |                               |  |  |  |
|----------------------|------------|-------------|-------------------------------|--|--|--|
|                      | Assets     | Liabilities | Off-balance<br>Sheet<br>items | Net<br>foreign<br>currency<br>exposure |  |  |
|                      |            | Rupees i    | n `000                        |  |  |  |
| Pakistan Rupee       | 18,783,749 | 13,618,318  | (3,670)                       | 5,161,762                              |  |  |
| United States Dollar | 174,790    | 169,779     | 3,670                         | 8,681                                  |  |  |
| Great Britain Pound  | 12,635     | 9,650       | -                             | 2,985                                  |  |  |
| Japanese Yen         | 599        | -           | -                             | 599                                    |  |  |
| Euro                 | 34,105     | 32,858      | -                             | 1,247                                  |  |  |
| U.A.E Dirham         | 493        | -           | -                             | 493                                    |  |  |
| ACU                  | 2,545      | -           | -                             | 2,545                                  |  |  |
| Saudi Riyal          | 2,108      | -           | -                             | 2,108                                  |  |  |
|                      | 19,011,024 | 13,830,604  | -                             | 5,180,420                              |  |  |
|                      |            | 20          | 07                            |  |  |  |
|                      | Assets     | Liabilities | Off-balance<br>Sheet<br>items | Net<br>foreign<br>currency<br>exposure |  |  |
|                      |            | Rupees i    | n `000                        |  |  |  |
| Pakistan Rupee       | 14,018,546 | 10,240,135  | 155,019                       | 3,623,392                              |  |  |
| United States Dollar | 93,238     | 58,825      | (164, 140)                    | 198,553                                |  |  |
| Great Britain Pound  | 17,413     | 6,257       | -                             | 11,156                                 |  |  |
| Japanese Yen         | 770        | -           | -                             | 770                                    |  |  |
| Euro                 | 19,473     | 8,812       | 9,121                         | 1,540                                  |  |  |
| U.A.E Dirham         | 89         |             |                               | 89                                     |  |  |
|                      | 14,149,529 | 10,314,029  | -                             | 3,835,500                              |  |  |

The Group had no significant open exposure to equities as of year end 2008.

### 39.4.2 Mismatch of Profit / Yield Rate Sensitive Assets and Liabilities

|   |                           |            |                 |                          |                          |                               | 2008                    |                         |                         |                          |                   |   |
|---|---------------------------|------------|-----------------|--------------------------|--------------------------|-------------------------------|-------------------------|-------------------------|-------------------------|--------------------------|-------------------|---|
| •   | Effective                 |            |                 |                          |                          | Exposed                       | to Yield / Pro          | ofit Risk               |                         |                          |                   | Non most  |
|   | yield /<br>Profit<br>rate | Total      | Upto 1<br>Month | Over 1<br>to<br>3 Months | Over 3<br>to<br>6 Months | Over 6<br>Months to<br>1 Year | Over 1<br>to<br>2 Years | Over 2<br>to<br>3 Years | Over 3<br>to<br>5 Years | Over 5<br>to<br>10 Years | Above<br>10 Years | Non-profit<br>bearing<br>financial<br>instruments |
|   |                           |            |                 |                          |                          | R                             | upees in `000           | )                       |                         |                          |                   |   |
| On-balance sheet financial instruments      |                           | -          | -               | -                        | -                        | -                             | -                       | -                       | -                       | -                        | -                 | -   |
| ASSETS                                      |                           |            |                 |                          |                          |                               |                         |                         |                         |                          |                   |   |
| Cash and balances with                      |                           |            |                 |                          |                          |                               |                         |                         |                         |                          |                   |   |
| treasury Banks                              | -                         | 2,175,418  | -               | -                        | -                        | -                             | -                       | -                       | -                       | -                        | -                 | 2,175,418   |
| Balances with                               | 10.50/                    | 0.007.040  | 0.100.000       |                          | 7.010                    |                               |                         |                         |                         |                          |                   | 00.000  |
| Other Banks Due from financial              | 13.5%                     | 2,207,640  | 2,100,092       | -                        | 7,910                    | -                             | -                       | -                       | -                       | -                        | -                 | 99,638  |
| institutions                                | 16.75%                    | 40.351     | 11.804          | 28.547                   | -                        | -                             | _                       | _                       | _                       | _                        | _                 | _   |
| Investments                                 | 15.48%                    | 4.861.883  | -               | -                        |                          |                               | 460.000                 | 310.000                 | 2.182.810               | 1.905.700                | -                 | 3,373   |
| Financings                                  | 15.06%                    | 6,527,531  | 927,223         | 798,501                  | 994,474                  | 157,918                       | 342,011                 | 573,602                 | 1,637,473               | 665,421                  | 429,969           | 939   |
| Other assets                                | -                         | 343,976    | -               | -                        | -                        | -                             | -                       | -                       | -                       | -                        | -                 | 343,976   |
|   |                           | 16,156,799 | 3,039,119       | 827,048                  | 1,002,384                | 157,918                       | 802,011                 | 883,602                 | 3,820,283               | 2,571,121                | 429,969           | 2,623,344   |
| Liabilities                                 |                           |            |                 |                          |                          |                               |                         |                         |                         |                          |                   |   |
| Bills payable                               | -                         | 353,646    | -               | -                        | -                        | -                             | -                       | -                       | -                       | -                        | -                 | 353,646   |
| Due to financial                            | 0 #00/                    | 0.45 0.00  | 200             | 407.000                  | 400.004                  |                               |                         |                         |                         |                          |                   |   |
| institutions                                | 6.50%                     | 245,939    | 728             | 135,980                  | 109,231                  | -                             | -                       | -                       | -                       | -                        | -                 | -   |
| Deposits and other accounts                 | 7.28%                     | 12,412,598 | 3,420,521       | 814,707                  | 647,802                  | 1,155,743                     | 240,384                 | 355,522                 | 2,417,374               | 304,659                  | _                 | 3,055,886   |
| Sub-ordinated loans                         | 1.20/0                    | 12,412,330 | 3,420,321       | - 014,707                | 047,002                  | 1,133,743                     | 240,304                 | 333,322                 | 2,417,374               | 304,033                  |                   | 3,033,000   |
| Liabilities against assets                  |                           |            |                 |                          |                          |                               |                         |                         |                         |                          |                   |   |
| subject to finance lease                    |                           | -          | -               | -                        | -                        | -                             | -                       | -                       | -                       | -                        | -                 | -   |
| Other liabilities                           |                           | 236,905    | -               | -                        | -                        | -                             | -                       | -                       | -                       | -                        | -                 | 236,905   |
|   |                           | 13,249,088 | 3,421,249       | 950,687                  | 757,033                  | 1,155,743                     | 240,384                 | 355,522                 | 2,417,374               | 304,659                  | -                 | 3,646,437   |
| On-balance sheet gap                        |                           | 2,907,711  | (382,130)       | (123,639)                | 245,351                  | (997,825)                     | 561,627                 | 528,080                 | 1,402,909               | 2,266,462                | 429,969           | (1,023,093)                                       |
| Total Yield / Profit Risk                   |                           |            |                 |                          |                          |                               |                         |                         |                         |                          |                   |   |
| Sensitivity Gap                             |                           |            | (382,130)       | (123,639)                | 245,351                  | (997,825)                     | 561,627                 | 528,080                 | 1,402,909               | 2,266,462                | 429,969           | (1,023,093)                                       |
| Cumulative Yield/Profit Risk Sensitivity Ga | p                         |            | (382,130)       | (505,769)                | (260,418)                | (1,258,243)                   | (696,616)               | (168,536)               | 1,234,373               | 3,500,835                | 3,930,804         | 2,907,711   |
|   |                           |            |                 |                          |                          |                               |                         |                         |                         |                          |                   |   |

|  |                           |                      |                 |                          |                          |                               | 2007                    |                         |                         |                          |                   |                                     |
|--|---------------------------|----------------------|-----------------|--------------------------|--------------------------|-------------------------------|-------------------------|-------------------------|-------------------------|--------------------------|-------------------|-------------------------------------|
|  | Effective                 |                      |                 |                          |                          | Exposed                       | to Yield / Pro          | fit Risk                |                         |                          |                   | Non-profit                          |
|  | yield /<br>Profit<br>rate | Total                | Upto 1<br>Month | Over 1<br>to<br>3 Months | Over 3<br>to<br>6 Months | Over 6<br>Months to<br>1 Year | Over 1<br>to<br>2 Years | Over 2<br>to<br>3 Years | Over 3<br>to<br>5 Years | Over 5<br>to<br>10 Years | Above<br>10 Years | bearing<br>financial<br>instruments |
|  |                           |                      |                 |                          |                          | F                             | Supees in `000          |                         |                         |                          |                   |                                     |
| On-balance sheet financial instruments                 |                           | -                    | -               | -                        | -                        | -                             | -                       | -                       | -                       | -                        | -                 | -                                   |
| ASSETS Cash and balances with                          |                           |                      |                 |                          |                          |                               |                         |                         |                         |                          |                   |                                     |
| treasury Banks Balances with                           | -                         | 1,433,166            | 1,433,166       | -                        | -                        | -                             | -                       | -                       | -                       | -                        | -                 | -                                   |
| Other Banks Due from financial                         | 6.80%                     | 2,578,089            | 2,578,089       | -                        | -                        | -                             | -                       | -                       | -                       | -                        | -                 | -                                   |
| Institutions Investments                               | 11.90%<br>10.91%          | 625,037<br>3,686,474 | -               | 625,037                  | -                        | -                             | -                       | -                       | 280,000                 | 2,572,037                | 670,000           | 164,437                             |
| Financings<br>Other assets                             | 13.20%                    | 3,773,867<br>906,534 | 294,477         | 264,733                  | 117,591                  | 343,421                       | 115,340                 | 599,943<br>-            | 1,723,028               | 111,385                  | 203,949           | 906,534                             |
|  |                           | 13,003,167           | 4,305,732       | 889,770                  | 117,591                  | 343,421                       | 115,340                 | 599,943                 | 2,003,028               | 2,683,422                | 873,949           | 1,070,971                           |
| Liabilities Bills payable                              | -                         | 84,998               | 84,998          | -                        | -                        | -                             | -                       | -                       | -                       | -                        | -                 | -                                   |
| Due to financial<br>Institutions<br>Deposits and other | 6.70%                     | 70,000               | -               | 70,000                   | -                        | -                             | -                       | -                       | -                       | -                        | -                 | -                                   |
| Accounts Sub-ordinated loans                           | 6.50%                     | 9,617,735            | 3,503,934       | 800,683                  | 366,263                  | 1,953,041                     | 46,620                  | 247,224                 | 1,295,561               | -                        | -                 | 1,404,409                           |
| Liabilities against assets<br>subject to finance lease |                           | _                    | _               | _                        | _                        | _                             | _                       | _                       | _                       | _                        | _                 | -                                   |
| Other liabilities                                      | -                         | 541,296              | -               | -                        | -                        | -                             | -                       | -                       | -                       | -                        | -                 | 541,296                             |
|  |                           | 10,314,029           | 3,588,932       | 870,683                  | 366,263                  | 1,953,041                     | 46,620                  | 247,224                 | 1,295,561               | -                        | -                 | 1,945,705                           |
| On-balance sheet gap                                   |                           | 2,689,138            | 716,800         | 19,087                   | (248,672)                | (1,609,620)                   | 68,720                  | 352,719                 | 707,467                 | 2,683,422                | 873,949           | (874,734)                           |
| Total Yield / Profit Risk<br>Sensitivity Gap           |                           |                      | 716,800         | 19,087                   | (248,672)                | (1,609,620)                   | 68,720                  | 352,719                 | 707,467                 | 2,683,422                | 873,949           | (874,734)                           |
| Cumulative Yield/Profit Risk Sensitivity Ga            | p                         |                      | 716,800         | 735,887                  | 487,215                  | (1,125,405)                   | (1,053,685)             | (700,966)               | 6,501                   | 2,689,923                | 3,563,872         | 2,689,138                           |

#### Liquidity Risk

Liquidity risk is defined as inability to raise deposits at a competitive rate. It can be caused by the withdrawal of important customer deposits (including interbank deposits). A sudden surge in liability withdrawals may leave the Group in a position of having to liquidate assets in a very short period of time and at low prices.

Under refinance risk we understand the risk of holding longer-term assets relative to liabilities. Generally this is caused by a discrepancy of the cash flows from the two sides of the balance sheet due to a faulty Asset-Liability Management (ALM) process (strongly differing maturity profiles).

The risk is minimized by broad diversification and a minimum of concentrations on both sides of the balance sheet.

An Assets-Liabilities Committee (ALCO) is responsible for monitoring the liquidity and market risks of the Group.

#### 39.4.3 Maturities of Assets and Liabilities

|  |  |  |   |   | 200  |  |   |   |                      |  |
|--|--|--|---|---|--|--|---|---|----------------------|--|
|  |  | II.a. 1  | Over 1  | Over 3  | Over 6   | Over 1   | Over 2  | Over 3  | Over 5               | Above  |
|  | Total  | Upto 1<br>Month  | to<br>3 Months  | to<br>6 Months  | Months to<br>1 Year  | Years to<br>2 Years  | Years to<br>3 Yerars  | Years to<br>5 Years   | Years to<br>10 Years | 10<br>Years  |
|  |  |  |   |   | Rupees i   |  |   | J 10013   | 10 Icais             | icars  |
| Assets   |  |  |   |   | mapees .   |  |   |   |                      |  |
| Cash and balances with treasury banks  | 2,175,418  | 2,175,418  | -   | -   | -  | -  | -   | -   | -                    | -  |
| Balances with other banks  | 2,207,640  | 2,199,730  | - 00.547  | 7,910   | -  | -  | -   | -   | -                    | -  |
| Due from financial institutions<br>Investments   | 40,351<br>4,861,883  | 11,804   | 28,547  | -   | -  | 460,000  | 310,000   | 2,182,810   | 1,905,700            | 3,3  |
| Financings   | 6,527,531  | 927,225  | 798,518   | 994,606   | 158,706  | 342,011  | 573,602   | 1,637,473   | 665,421              | 429,9  |
| Other assets   | 1,032,375  | 552,931  | 153,600   | 25,864  | 204,496  |  | 36,252  | 59,232  | -                    | -  |
| Operating fixed assets   | 1,889,543  | 20,771   | 41,542  | 62,313  | 374,586  | 249,253  | 249,253   | 198,957   | 398,096              | 294,77   |
| Deferred tax assets  | 276,283  | -  | -   | -   | -  | -  | -   | -   | -                    | 276,28   |
|  | 19,011,024   | 5,887,879  | 1,022,207   | 1,090,693   | 737,778  | 1,051,264  | 1,169,107   | 4,078,472   | 2,969,217            | 1,004,39   |
| Liabilities  |  |  |   |   |  |  |   |   |                      |  |
| Bills payable  | 353,646  | 353,646  | -   | -   | -  |  | -   | -   | -                    | -  |
| Due to financial institutions  | 245,939  | 728  | 135,980   | 109,231   | -  | -  | -   | -   | -                    | -  |
| Deposits and other accounts  | 12,412,598   | 6,476,407  | 814,707   | 647,802   | 1,155,743  | 240,384  | 355,522   | 2,417,374   | 304,659              | -  |
| Sub-ordinated loans  | -  | -  | -   | -   | -  | -  | -   | -   | -                    | -  |
| Liabilities against assets subject to finance lease<br>Other liabilities   | 818,421  | 251,449  | 37,586  |   | 128,915  |  | -   | 400,471   |                      |  |
| Deferred tax liabilities   | - 010,421  | -  | -   | -   | -  | -  | -   | - 100,171   | -                    | _  |
|  | 13,830,604   | 7,082,230  | 988.273   | 757,033   | 1,284,658  | 240,384  | 355,522   | 2,817,845   | 304,659              |  |
| Net assets   | 5.180.420  | (1,194,351)  | 33,934  | 333,660   | (546,880)  | 810,880  | 813,585   | 1,260,627   | 2,664,558            | 1,004,39   |
|  |  | (1,134,331)  |   |   | (340,000)  |  | =====   | 1,200,027   | 2,004,338            | 1,004,33   |
| Share capital/ Head office capital account<br>Reserves   | 5,279,679  |  |   |   |  |  |   |   |                      |  |
| Unappropriated/ Unremitted profit  | (101 004)  |  |   |   |  |  |   |   |                      |  |
|  |  |  |   |   |  |  |   |   |                      |  |
|  | (101,364)<br>2.105   |  |   |   |  |  |   |   |                      |  |
| Surplus/(Deficit) on revaluation of assets   | 2,105  |  |   |   |  |  |   |   |                      |  |
|  |  |  |   |   |  |  |   |   |                      |  |
|  | 2,105  |  |   |   | 200  |  |   |   |                      |  |
|  | 2,105  | Unto 1   | Over 1  | Over 3  | Over 6   | Over 1   | Over 2  | Over 3  | Over 5               | Above  |
|  | 2,105  | Upto 1<br>Month  | to  | to  | Over 6<br>Months to  | Over 1<br>Years to   | Years to  | Years to  | Years to             | 10   |
|  | 2,105<br>5,180,420   |  |   |   | Over 6<br>Months to<br>1 Year  | Over 1<br>Years to<br>2 Years                                |   |   |                      |  |
|  | 2,105<br>5,180,420   |  | to  | to  | Over 6<br>Months to  | Over 1<br>Years to<br>2 Years                                | Years to  | Years to  | Years to             | 10   |
| Surplus/(Deficit) on revaluation of assets  Assets Cash and balances with treasury Banks   | 2,105<br>5,180,420<br>Total  | Month<br>  | to  | to  | Over 6<br>Months to<br>1 Year  | Over 1<br>Years to<br>2 Years                                | Years to  | Years to  | Years to             | 10   |
| Assets Cash and balances with treasury Banks Balances with other Banks   | 70tal  1,433,166 2,578,089   | Month  | to<br>3 Months  | to  | Over 6 Months to 1 Year Rupees i   | Over 1<br>Years to<br>2 Years                                | Years to  | Years to  | Years to             | 10   |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions   | 70tal  1,433,166 2,578,089 625,037   | Month<br>  | to<br>3 Months<br>-<br>-<br>625,037   | to  | Over 6<br>Months to<br>1 Year<br>Rupees i                                      | Over 1<br>Years to<br>2 Years                                | Years to  | Years to 5 Years  | Years to 10 Years    | 10<br>Years  |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments   | 7,105<br>5,180,420<br>Total<br>1,433,166<br>2,578,089<br>625,037<br>3,686,474  | Month  1,433,166 2,578,089   | to<br>3 Months<br>-<br>-<br>-<br>625,037<br>164,437   | to 6 Months   | Over 6 Months to 1 Year Rupees i   | Over 1 Years to 2 Years in `000                              | Years to<br>3 Yerars  | Years to 5 Years 280,000  | Years to 10 Years    | 10<br>Years  |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions   | 70tal  1,433,166 2,578,089 625,037   | Month  1,433,166 2,578,089 - 294,477   | to<br>3 Months<br>-<br>-<br>625,037<br>164,437<br>264,733                                   | to  | Over 6 Months to 1 Year Rupees i   | Over 1<br>Years to<br>2 Years                                | Years to  | Years to 5 Years 280,000 1,723,028  | Years to 10 Years    | 10   |
| Assets  Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings  | 7,105<br>5,180,420<br>Total<br>1,433,166<br>2,578,089<br>625,037<br>3,686,474<br>3,773,867   | Month  1,433,166 2,578,089   | to<br>3 Months<br>-<br>-<br>-<br>625,037<br>164,437   | to 6 Months   | Over 6 Months to I Year Rupees i   | Over 1 Years to 2 Years in `000                              | Years to<br>3 Yerars  | Years to 5 Years 280,000  | Years to 10 Years    | 10<br>Years  |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings Other assets   | 7,105<br>5,180,420<br>Total<br>1,433,166<br>2,578,089<br>625,037<br>3,686,474<br>3,773,867<br>906,534  | Month  1,433,166 2,578,089  - 294,477 206,206  | to<br>3 Months<br>-<br>625,037<br>164,437<br>264,733<br>507,126                             | to<br>6 Months  | Over 6 Months to 1 Year Rupces i 343,421 140,931                               | Over 1 Years to 2 Years in `000                              | Years to 3 Yerars   | Years to 5 Years  | Years to 10 Years    | 10<br>Years  |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings Other assets Operating fixed assets  | 7,105<br>5,180,420<br>Total<br>1,433,166<br>2,578,089<br>625,037<br>3,686,474<br>3,773,867<br>906,534<br>1,048,602   | Month  1,433,166 2,578,089  - 294,477 206,206  | to<br>3 Months<br>-<br>625,037<br>164,437<br>264,733<br>507,126                             | to<br>6 Months  | Over 6 Months to 1 Year Rupces i 343,421 140,931                               | Over 1 Years to 2 Years in `000                              | Years to<br>3 Yerars<br>  | Years to 5 Years  | Years to 10 Years    | 10<br>Years  |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings Other assets Operating fixed assets  | 7,105<br>5,180,420<br>Total<br>1,433,166<br>2,578,089<br>625,037<br>3,686,474<br>3,773,867<br>906,534<br>1,048,602<br>97,760   | 1,433,166<br>2,578,089<br>-<br>294,477<br>206,206<br>8,778                                     | to<br>3 Months<br>625,037<br>164,437<br>264,733<br>507,126<br>17,557                        | to<br>6 Months<br>-<br>-<br>-<br>-<br>117,591<br>-<br>26,335            | Over 6 Months to 1 Year Rupees i 343,421 140,931 218,544 -                     | Over 1 Years to 2 Years in '000                              | Years to<br>3 Yerars<br>-<br>-<br>599,943<br>-<br>105,399<br>97,760 | Years to 5 Years  | Years to 10 Years    | 10<br>Years<br>-<br>-<br>-<br>670,000<br>203,94<br>-<br>261,30 |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable  | 7,105<br>5,180,420<br>Total<br>1,433,166<br>2,578,089<br>625,037<br>3,686,474<br>3,773,867<br>906,534<br>1,048,602<br>97,760<br>14,149,529   | 1,433,166<br>2,578,089<br>-<br>294,477<br>206,206<br>8,778                                     | to<br>3 Months<br>  | to<br>6 Months<br>-<br>-<br>-<br>-<br>117,591<br>-<br>26,335            | Over 6 Months to 1 Year Rupees i 343,421 140,931 218,544 -                     | Over 1 Years to 2 Years in '000                              | Years to<br>3 Yerars<br>-<br>-<br>599,943<br>-<br>105,399<br>97,760 | Years to 5 Years  | Years to 10 Years    | 10<br>Years  |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions  | 7,105<br>5,180,420<br>Total<br>1,433,166<br>2,578,089<br>625,037<br>3,686,474<br>3,773,867<br>906,534<br>1,048,602<br>97,760<br>14,149,529<br>84,998<br>70,000                           | Month  1,433,166 2,578,089  294,477 206,206 8,778  4,520,716  84,998                           | to<br>3 Months<br>-<br>625,037<br>164,437<br>264,733<br>507,126<br>17,557<br>-<br>1,578,890 | to 6 Months   | Over 6 Months to 1 Year  | Over 1 Years to 2 Years in '000  115,340 - 103,399 - 220,739 | Years to 3 Yerars   | Years to 5 Years  | Years to 10 Years    | 10<br>Years<br>-<br>-<br>-<br>670,000<br>203,94<br>-<br>261,30 |
| Assets  Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions Deposits and other accounts   | 7,105<br>5,180,420<br>Total<br>1,433,166<br>2,578,089<br>625,037<br>3,686,474<br>3,773,867<br>906,534<br>1,048,602<br>97,760<br>14,149,529   | Month  1,433,166 2,578,089 - 294,477 206,206 8,778 - 4,520,716                                 | to<br>3 Months<br>  | to<br>6 Months<br>-<br>-<br>-<br>-<br>117,591<br>-<br>26,335            | Over 6 Months to 1 Year Rupees i 343,421 140,931 218,544 -                     | Over 1 Years to 2 Years in '000                              | Years to<br>3 Yerars<br>-<br>-<br>599,943<br>-<br>105,399<br>97,760 | Years to 5 Years  | Years to 10 Years    | 10<br>Years  |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans  | 7,105<br>5,180,420<br>Total<br>1,433,166<br>2,578,089<br>625,037<br>3,686,474<br>3,773,867<br>906,534<br>1,048,602<br>97,760<br>14,149,529<br>84,998<br>70,000                           | Month  1,433,166 2,578,089  294,477 206,206 8,778  4,520,716  84,998                           | to<br>3 Months<br>-<br>625,037<br>164,437<br>264,733<br>507,126<br>17,557<br>-<br>1,578,890 | to 6 Months   | Over 6 Months to 1 Year  | Over 1 Years to 2 Years in '000  115,340 - 103,399 - 220,739 | Years to 3 Yerars   | Years to 5 Years  | Years to 10 Years    | 10<br>Years<br>-<br>-<br>-<br>670,000<br>203,94<br>-<br>261,30 |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans  | 70tal  Total  1,433,166 2,578,089 625,037 3,686,474 3,773,867 906,534 1,048,602 97,760 14,149,529  84,998 70,000 9,617,735 -   | Month  1,433,166 2,578,089 294,477 206,206 8,778 4,520,716  84,998 4,908,343                   | to<br>3 Months<br>  | to<br>6 Months<br>-<br>-<br>-<br>117,591<br>-<br>26,335<br>-<br>143,926 | Over 6 Months to 1 Year  | Over 1 Years to 2 Years in '000  115,340 - 103,399 - 220,739 | Years to 3 Yerars   | Years to 5 Years  - 280,000 1,723,028 52,271 102,262 - 2,157,561 - 1,295,561    | Years to 10 Years    | 10<br>Years  |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease  | 7,105<br>5,180,420<br>Total<br>1,433,166<br>2,578,089<br>625,037<br>3,686,474<br>3,773,867<br>906,534<br>1,048,602<br>97,760<br>14,149,529<br>84,998<br>70,000                           | Month  1,433,166 2,578,089  294,477 206,206 8,778  4,520,716  84,998                           | to<br>3 Months<br>-<br>625,037<br>164,437<br>264,733<br>507,126<br>17,557<br>-<br>1,578,890 | to 6 Months   | Over 6 Months to 1 Year  | Over 1 Years to 2 Years in '000  115.340 105.399 220.739     | Years to 3 Yerars   | Years to 5 Years  | Years to 10 Years    | 10<br>Years  |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease Other liabilities  | 70tal  Total  1,433,166 2,578,089 625,037 3,686,474 3,773,867 906,534 1,048,602 97,760 14,149,529  84,998 70,000 9,617,735 -   | Month  1,433,166 2,578,089 294,477 206,206 8,778 4,520,716  84,998 4,908,343                   | to<br>3 Months<br>  | to<br>6 Months<br>-<br>-<br>-<br>117,591<br>-<br>26,335<br>-<br>143,926 | Over 6 Months to 1 Year  | Over 1 Years to 2 Years in '000  115.340 105.399 220.739     | Years to 3 Yerars   | Years to 5 Years  - 280,000 1,723,028 52,271 102,262 - 2,157,561 - 1,295,561    | Years to 10 Years    | 10<br>Years  |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings Other assets Ocperating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease Other liabilities Deferred tax liabilities  | 7,105 5,180,420  Total  1,433,166 2,578,089 625,037 3,686,474 3,773,867 906,534 1,048,602 97,760  14,149,529  84,998 70,000 9,617,735 - 541,296 -  | Month  1,433,166 2,578,089  294,477 206,206 8,778  4,520,716  84,998 4,908,343  174,091        | 1,578,890  1,578,890  70,000 800,683  | to<br>6 Months<br>  | Over 6 Months to 1 Year  | Over 1 Years to 2 Years in '000  115,340  105,399  220,739   | Years to 3 Yerars   | Years to 5 Years  280,000 1,723,028 52,271 102,262 2,157,561  1,295,561 266,271 | Years to 10 Years    | 10<br>Years  |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease Other liabilities Deferred tax liabilities   | 2,105 5,180,420  Total  1,433,166 2,578,089 625,037 3,686,474 3,773,867 906,534 1,048,602 97,760 14,149,529  84,998 70,000 9,617,735 541,296 - 10,314,029 3,835,500                      | Month  1,433,166 2,578,089 294,477 206,206 8,778 4,520,716  84,998 4,908,343 174,091 5,167,432 | 1,578,890   | to<br>6 Months<br>  | Over 6 Months to 1 Year  Rupees i  343,421 140,931 218,544  702,896  1,953,041 | Over 1 Years to 2 Years in '000  115,340  105,399  220,739   | Years to 3 Yerars   | Years to 5 Years  | Years to 10 Years    | 10<br>Years  |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings Other assets Ocperating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease Other liabilities Deferred tax liabilities Net assets  Net assets Share capital / Head office capital account   | 2,105 5,180,420  Total  1,433,166 2,578,089 625,037 3,686,474 3,773,867 906,534 1,048,602 97,760  14,149,529  84,998 70,000 9,617,735 - 541,296 - 10,314,029                             | Month  1,433,166 2,578,089 294,477 206,206 8,778 4,520,716  84,998 4,908,343 174,091 5,167,432 | 1,578,890   | to<br>6 Months<br>  | Over 6 Months to 1 Year  Rupees i  343,421 140,931 218,544  702,896  1,953,041 | Over 1 Years to 2 Years in '000  115,340  105,399  220,739   | Years to 3 Yerars   | Years to 5 Years  | Years to 10 Years    | 10<br>Years  |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease Other liabilities Deferred tax liabilities Net assets  Net assets Share capital / Head office capital account Reserves Unappropriated/ Unremitted profit                                     | 2,105 5,180,420  Total  1,433,166 2,578,089 625,037 3,686,474 3,773,867 906,534 1,048,602 97,760 14,149,529  84,998 70,000 9,617,735 541,296 10,314,029 3,835,500                        | Month  1,433,166 2,578,089 294,477 206,206 8,778 4,520,716  84,998 4,908,343 174,091 5,167,432 | 1,578,890   | to<br>6 Months<br>  | Over 6 Months to 1 Year  Rupees i  343,421 140,931 218,544  702,896  1,953,041 | Over 1 Years to 2 Years in '000  115,340  105,399  220,739   | Years to 3 Yerars   | Years to 5 Years  | Years to 10 Years    | 10<br>Years  |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease Other liabilities Deferred tax liabilities Net assets  Net assets Share capital / Head office capital account Reserves Unappropriated/ Unremitted profit Advances for issue of Share Capital | 2,105 5,180,420  Total  1,433,166 2,578,089 625,037 3,686,474 3,773,867 906,534 1,048,602 97,760 14,149,529  84,998 70,000 9,617,735 10,314,029 3,835,500 3,200,000 (53,481) 681,409     | Month  1,433,166 2,578,089 294,477 206,206 8,778 4,520,716  84,998 4,908,343 174,091 5,167,432 | 1,578,890   | to<br>6 Months<br>  | Over 6 Months to 1 Year  Rupees i  343,421 140,931 218,544  702,896  1,953,041 | Over 1 Years to 2 Years in '000  115,340  105,399  220,739   | Years to 3 Yerars   | Years to 5 Years  | Years to 10 Years    | 10<br>Years  |
| Assets Cash and balances with treasury Banks Balances with other Banks Due from financial institutions Investments Financings Other assets Operating fixed assets Deferred tax assets Liabilities Bills payable Due to financial institutions Deposits and other accounts Sub-ordinated loans Liabilities against assets subject to Finance lease Other liabilities Deferred tax liabilities Net assets  Net assets Share capital / Head office capital account Reserves Unappropriated/ Unremitted profit                                     | 2,105 5,180,420  Total  1,433,166 2,578,089 625,037 3,686,474 3,773,867 906,534 1,048,602 97,760 14,149,529  84,998 70,000 9,617,735 - 541,296 10,314,029 3,835,500  13,200,000 (53,481) | Month  1,433,166 2,578,089 294,477 206,206 8,778 4,520,716  84,998 4,908,343 174,091 5,167,432 | 1,578,890   | to<br>6 Months<br>  | Over 6 Months to 1 Year  Rupees i  343,421 140,931 218,544  702,896  1,953,041 | Over 1 Years to 2 Years in '000  115,340  105,399  220,739   | Years to 3 Yerars   | Years to 5 Years  | Years to 10 Years    | 10<br>Years  |

#### Operational Risk

This is the collective term for all risks which arise through inadequate or failed internal processes, employees and systems or from external events and which can only be partially quantified. In addition, legal risks fall into this category. The Group is currently pursuing a Basic Indicator Approach (BIA), but wishes to move towards a more sophisticated approach in the coming years.

#### Strategic Risk

Strategic risk arises due to wrong assumptions in strategic decision making or the failure to react correctly to long-term changes in strategic parameters.

The Group follows a deliberate low-risk strategy. Within the general constraints of its niche market the Group is aware of the need of reducing risk. The Group has a well established strategic planning and evaluation process which involves all levels of management and which is subject to regular review.

#### Systemic Risk

Systemic risk is the risk of a total or partial collapse of the financial system.

Such a collapse could be due to technical factors or market driven (psychological reasons).

Systemic risk is reduced by the activities of both national and international regulatory authorities. The Group actively supports these organizations through its membership of relevant banking industry association i.e. Pakistan Banks Association ("PBA"). The Group also takes account of systemic risk by means of careful management of counter party risks in the inter-bank market.

#### Shariah Non-Compliance Risk

Shariah Non-compliance risk arises due to the lack of awareness amongst the staff while processing a particular transaction which may result in reputational loss to the Group, as well as, reversal of income of the Group in respect of that transaction.

This risk is covered by carrying out extensive Shariah training and orientation and frequent reviews by the Shariah department of the Group.

#### 40. DATE OF AUTHORISATION FOR ISSUE

These consolidated financial statements have been approved by the Board of Directors of the Bank on March 04, 2009.

#### 41. GENERAL

- 41.1 Captions, as prescribed by BSD Circular No. 04 of 2006 dated February 17, 2006 issued by SBP, in respect of which there are no amounts, have not been reproduced in these consolidated financial statements, except for captions of the balance sheet and profit and loss account.
- 41.2 The figures in the consolidated financial statements are rounded off to the nearest thousand of rupees.

TO THE PROPERTY OF THE PARTY OF

Chairman

Holen Flyon.

Chief Executive Officer

Director

Director

# Pattern of Share Holding

| No.          | Sl      | nareholding |             | Total Shares |
|--------------|---------|-------------|-------------|--------------|
| Shareholders | From    | То          | Shares Held | Held         |
|              |         |             |             |              |
| 394          | 1       | 100         | 20,071      | 0.00%        |
| 18,885       | 101     | 500         | 8,752,927   | 1.66%        |
| 4,583        | 501     | 1,000       | 3,508,232   | 0.66%        |
| 3,076        | 1,001   | 5,000       | 6,335,943   | 1.20%        |
| 404          | 5,001   | 10,000      | 3,069,719   | 0.58%        |
| 134          | 10,001  | 15,000      | 1,705,561   | 0.32%        |
| 86           | 15,001  | 20,000      | 1,546,711   | 0.29%        |
| 42           | 20,001  | 25,000      | 985,343     | 0.19%        |
| 38           | 25,001  | 30,000      | 1,077,268   | 0.20%        |
| 21           | 30,001  | 35,000      | 671,740     | 0.13%        |
| 27           | 35,001  | 40,000      | 1,033,478   | 0.20%        |
| 8            | 40,001  | 45,000      | 343,068     | 0.06%        |
| 19           | 45,001  | 50,000      | 942,084     | 0.18%        |
| 8            | 50,001  | 55,000      | 422,082     | 0.08%        |
| 8            | 55,001  | 60,000      | 472,898     | 0.09%        |
| 4            | 60,001  | 65,000      | 252,962     | 0.05%        |
| 8            | 65,001  | 70,000      | 547,235     | 0.10%        |
| 5            | 70,001  | 75,000      | 370,405     | 0.07%        |
| 2            | 75,001  | 80,000      | 155,750     | 0.03%        |
| 4            | 80,001  | 85,000      | 335,887     | 0.06%        |
| 3            | 85,001  | 90,000      | 265,113     | 0.05%        |
| 1            | 90,001  | 95,000      | 94,187      | 0.02%        |
| 5            | 95,001  | 100,000     | 493,841     | 0.09%        |
| 4            | 100,001 | 105,000     | 417,136     | 0.08%        |
| 5            | 105,001 | 110,000     | 545,875     | 0.10%        |
| 3            | 120,001 | 125,000     | 369,565     | 0.07%        |
| 1            | 125,001 | 130,000     | 129,096     | 0.02%        |
| 3            | 130,001 | 135,000     | 392,680     | 0.07%        |
| 2            | 135,001 | 140,000     | 277,566     | 0.05%        |
| 2            | 145,001 | 150,000     | 300,000     | 0.06%        |
| 1            | 150,001 | 155,000     | 151,856     | 0.03%        |
| 2            | 160,001 | 165,000     | 323,253     | 0.06%        |
| 2            | 165,001 | 170,000     | 334,250     | 0.06%        |
| 1            | 170,001 | 175,000     | 171,608     | 0.03%        |
| 1            | 175,001 | 180,000     | 178,120     | 0.03%        |
| 2            | 180,001 | 185,000     | 366,165     | 0.07%        |
| 1            | 185,001 | 190,000     | 185,937     | 0.04%        |
| 5            | 195,001 | 200,000     | 1,000,000   | 0.19%        |
| 1            | 210,001 | 215,000     | 215,000     | 0.04%        |
| 1            | 215,001 | 220,000     | 216,016     | 0.04%        |
| 1            | 225,001 | 230,000     | 230,000     | 0.04%        |
| 2            | 230,001 | 235,000     | 462,828     | 0.09%        |
| 1            | 245,001 | 250,000     | 249,368     | 0.05%        |
| 1            | 260,001 | 265,000     | 262,500     | 0.05%        |
| 1            | 265,001 | 270,000     | 269,000     | 0.05%        |
| 1            | 270,001 | 275,000     | 275,000     | 0.05%        |
| 1            | 290,001 | 295,000     | 295,000     | 0.06%        |
| 2            | 295,001 | 300,000     | 600,000     | 0.11%        |
| 1            | 300,001 | 305,000     | 301,400     | 0.06%        |
|              |         |             | 1           |              |

| No.          | Share       | holding            |             | Total Shares |
|--------------|-------------|--------------------|-------------|--------------|
| Shareholders | From        | То                 | Shares Held | Held         |
|              |             |                    |             |              |
| 2            | 315,001     | 320,000            | 632,171     | 0.12%        |
| 1            | 335,001     | 340,000            | 337,877     | 0.06%        |
| 1            | 365,001     | 370,000            | 367,700     | 0.07%        |
| 1            | 475,001     | 480,000            | 475,175     | 0.09%        |
| 1            | 495,001     | 500,000            | 500,000     | 0.09%        |
| 1            | 500,001     | 505,000            | 500,122     | 0.09%        |
| 1            | 515,001     | 520,000            | 519,084     | 0.10%        |
| 1            | 520,001     | 525,000            | 522,808     | 0.10%        |
| 1            | 595,001     | 600,000            | 600,000     | 0.11%        |
| 1            | 615,001     | 620,000            | 618,549     | 0.12%        |
| 1            | 625,001     | 630,000            | 627,843     | 0.12%        |
| 1            | 695,001     | 700,000            | 698,000     | 0.12%        |
| 1            | 705,001     | 710,000            | 705,250     | 0.13%        |
| 2            | 780,001     | 710,000<br>785,000 | 1,565,624   | 0.13%        |
| 2<br>1       | 820,001     | 825,000            | 824,500     | 0.16%        |
|              | · ·         | · ·                |             |              |
| 1            | 985,001     | 990,000            | 989,229     | 0.19%        |
| 1            | 995,001     | 1,000,000          | 1,000,000   | 0.19%        |
| 1            | 1,040,001   | 1,045,000          | 1,043,770   | 0.20%        |
| 1            | 1,280,001   | 1,285,000          | 1,283,390   | 0.24%        |
| 1            | 1,410,001   | 1,415,000          | 1,412,500   | 0.27%        |
| 1            | 1,465,001   | 1,470,000          | 1,468,500   | 0.28%        |
| 1            | 1,545,001   | 1,550,000          | 1,550,000   | 0.29%        |
| 1            | 1,590,001   | 1,595,000          | 1,592,500   | 0.30%        |
| 1            | 1,600,001   | 1,605,000          | 1,601,943   | 0.30%        |
| 1            | 1,900,001   | 1,905,000          | 1,902,128   | 0.36%        |
| 1            | 1,950,001   | 1,955,000          | 1,951,000   | 0.37%        |
| 1            | 3,085,001   | 3,090,000          | 3,086,500   | 0.58%        |
| 1            | 3,195,001   | 3,200,000          | 3,200,000   | 0.61%        |
| 1            | 3,470,001   | 3,475,000          | 3,470,275   | 0.66%        |
| 1            | 3,755,001   | 3,760,000          | 3,760,000   | 0.71%        |
| 1            | 3,895,001   | 3,900,000          | 3,900,000   | 0.74%        |
| 1            | 4,245,001   | 4,250,000          | 4,247,000   | 0.80%        |
| 1            | 5,525,001   | 5,530,000          | 5,528,000   | 1.05%        |
| 1            | 5,700,001   | 5,705,000          | 5,702,050   | 1.08%        |
| 1            | 5,750,001   | 5,755,000          | 5,753,000   | 1.09%        |
| 1            | 5,805,001   | 5,810,000          | 5,806,125   | 1.10%        |
| 1            | 5,850,001   | 5,855,000          | 5,854,000   | 1.11%        |
| 1            | 6,600,001   | 6,605,000          | 6,603,975   | 1.25%        |
| 1            | 7,040,001   | 7,045,000          | 7,041,850   | 1.33%        |
| 1            | 7,195,001   | 7,200,000          | 7,196,000   | 1.36%        |
| 1            | 7,790,001   | 7,795,000          | 7,793,500   | 1.48%        |
| 1            | 10,020,001  | 10,025,000         | 10,021,475  | 1.90%        |
| 1            | 10,760,001  | 10,765,000         | 10,763,000  | 2.04%        |
| 1            | 15,870,001  | 15,875,000         | 15,872,500  | 3.01%        |
| 2            | 51,420,001  | 51,425,000         | 102,847,766 | 19.48%       |
|              |             |                    |             |              |
| 1            | 111,255,001 | 111,260,000        | 111,256,116 | 21.07%       |
| 1            | 131,050,001 | 131,055,000        | 131,053,379 | 24.82%       |
| 27,863       |             |                    | 527,967,898 | 100.00%      |

# Categories of Shareholders As at december 31, 2008

| Particulars  | Shareholders | Shareholding             | Percentage    |
|--|--------------|--------------------------|---------------|
| Directors, Chief Executive Officer, and their spouse and minor children          | 4            | 103,477,674              | 19.60%        |
| Associated Companies, undertakings and related parties                           | 2            | 242,309,495              | 45.89%        |
| Banks, Development Financial Institutions and Non Banking Financial Institutions | 30           | 14,165,173               | 2.68%         |
| Insurance Companies  | 6            | 6,847,845                | 1.30%         |
| Modaraba and Mutual Funds  | 37           | 44,068,575               | 8.35%         |
| General Public:<br>a. Local<br>b. Foreign  | 27,620<br>22 | 42,367,224<br>45,715,143 | 8.02<br>8.66% |
| Others   | 142          | 29,016,769               | 5.50%         |
| Total  | 27,863       | 527,967,898 *            | 100%          |

ADDITIONAL INFORMATION AS AT DECEMBER 31, 2008

| Particulars  | Shareholders | Shareholding  | Percentage |
|--|--------------|---------------|------------|
| Associated Companies & Shareholders with more than 10% shareholding                  |              |               |            |
| Jahangir Siddiqui & Co. Ltd.   | 1            | 111,256,116   | 21.07%     |
| Dubai Bank PJSC  | 1            | 131,053,379   | 24.82%     |
| NIT & ICP<br>National Bank Of Pakistan Limited                                       | 1            | 240.269       | 0.05%      |
| National Dank Of Pakistan Limited  | 1            | 249,368       | 0.03%      |
| Directors, Chief Executive Officer, and their spouse and minor children              |              |               |            |
| Ahmed G.M. Randeree  | 1            | 51,423,883    | 9.74%      |
| Shabir Ahmed Randeree  | 1            | 51,423,883    | 9.74%      |
| Chief Justice (R) Mahboob Ahmed  | 1            | 130,829       | 0.025%     |
| Hasan A. Bilgrami  | 1            | 499,079       | 0.095%     |
| Public Sector Companies, Corporations,<br>Banks, DFI's, NBFI's, Insurance Companies, |              |               |            |
| Modaraba, Mutual Funds and other Organizations                                       | 214          | 93,848,994    | 17.78%     |
| General Public   | 27,642       | 88,082,367    | 16.68%     |
| Total  | 27,863       | 527,967,898 * | 100%       |

<sup>\*</sup> This includes the shares allotted on December 29, 2008 by the Board of Directors. Legal formalities pertaining to issuance were completed subsequent to year end.

## Correspondent Banking Network

COUNTRY NAME OF BANK

AUSTRALIA COMMONWEALTH BANK OF AUSTRALIA

KEB AUSTRALIA LIMITED

BAHRAIN KOREA EXCHANGE BANK, BAHRAIN BRANCH

BANGLADESH STANDARD CHARTERED BANK

BELARUS JOINT-STOCK SAVINGS BANK BELARUSBANK

BELGIUM HABIB BANK LIMITED

BRAZIL BANCO KEB DO BRASIL S.A.

CANADA HABIB CANADIAN BANK

KOREA EXCHANGE BANK OF CANADA

CHINA CHINA EVERBRIGHT BANK

KOREA EXCHANGE BANK, BEIJING BRANCH KOREA EXCHANGE BANK, SHANGHAI BRANCH KOREA EXCHANGE BANK, TIANJIN BRANCH

STANDARD CHARTERED BANK WUXI CITY COMMERCIAL BANK

YANGZHOU CITY COMMERCIAL BANK

ZHEJIANG CHOUZHOU COMMERCIAL BANK CO., LIMITED

FRANCE HABIB BANK LIMITED

KOREA EXCHANGE BANK Union de Banques Arabes

GERMANY BAYERISCHE HYPO UND VEREINSBANK AG.

COMMERZ BANK AG DRESDNER BANK AG

KOREA EXCHANGE BANK (DEUTSCHLAND) AG

GHANA STANDARD CHARTERED BANK GHANA LIMITED

HONG KONG COMMONWEALTH BANK OF AUSTRALIA

HABIB BANK LIMITED HBZ FINANCE LIMITED

HONGKONG AND SHANGHAI BANKING CORP.

KOREA EXCHANGE BANK

MASHREQ BANK

NATIONAL BANK OF PAKISTAN STANDARD CHARTERED BANK UNION BANK OF INDIA

UNION DE BANQUES ARABES

INDIA MASHREQ BANK

STANDARD CHARTERED BANK

UNION BANK OF INDIA

INDONESIA KOREA EXCHANGE BANK DANAMON

STANDARD CHARTERED BANK

IRAN BANK MELLI IRAN

BANK MILLAT

BANK SADERAT IRAN

ITALY BANCA UBAE SPA

BANCO POPOLARE DI VERONA

BAYERISCHE HYPO UND VERINSBANK, MILAN

**JAPAN** COMMONWEALTH BANK OF AUSTRALIA

> **KOREA EXCHANGE BANK** STANDARD CHARTERED BANK UNION DE BANQUES ARABES

**KENYA GULF AFRICAN BANK LIMITED** 

> KENYA COMMERCIAL BANK LIMITED STANDARD CHARTERED BANK

**KOREA** KOREA EXCHANGE BANK

STANDARD CHARTERED FIRST BANK KOREA LIMITED

UNION DE BANQUES ARABES

**KUWAIT** COMMERCIAL BANK OF KUWAIT SAK, THE

BANK MUAMALAT MALAYSIA BERHAD **MALAYSIA** 

**EON BANK BERHAD** 

STANDARD CHARTERED BANK MALAYSIA BERHAD

**MAURITIUS** HABIB BANK LIMITED, MAURITIUS

**NETHERLANDS** HABIB BANK LIMITED

KOREA EXCHANGE BANK, AMSTERDAM BRANCH

**NEPAL** HIMALAYAN BANK LIMITED

STANDARD CHARTERED BANK

**NIGERIA** PLATINUM HABIB BANK PLC

**OMAN** HABIB BANK, OMAN

**PAKISTAN** ALBARAKA ISLAMIC BANK B.S.C. (E.C.)

ALLIED BANK LIMITED ARIF HABIB BANK LIMITED ASKARI BANK LIMITED ATLAS BANK LIMITED BANK AL HABIB LIMITED BANK ALFALAH LIMITED BANK OF KHYBER (THE) BANK OF PUNJAB (THE)

DUBAI ISLAMIC BANK PAKISTAN LIMITED EMIRATES GLOBAL ISLAMIC BANK LIMITED

FAYSAL BANK LIMITED

FIRST DAWOOD ISLAMIC BANK LIMITED

HABIB BANK LIMITED

HABIB METROPOLITAN BANK LIMITED

JS BANK LIMITED KASB BANK LIMITED MCB BANK LIMITED MEEZAN BANK LTD MY BANK LIMITED

NATIONAL BANK OF PAKISTAN

**NIB BANK LIMITED** SAMBA BANK LIMITED **SONERI BANK LIMITED** 

STANDARD CHARTERED BANK

**UNITED BANK LTD** 

KOREA EXCHANGE BANK **PANAMA** 

**PHILIPPINE** KOREA EXCHANGE BANK

**QATAR QATAR ISLAMIC BANK** 

UNITED BANK LIMITED

**ROMANIA** ROMANIAN INTERNATIONAL BANK SA

ALRAJHI BANKING & INVESTMENT CORPORATION SAUDI ARABIA

NATIONAL COMMERCIAL BANK

SAUDI HOLLANDI BANK

COMMONWEALTH BANK OF AUSTRALIA **SINGAPORE** 

HABIB BANK LIMITED

KOREA EXCHANGE BANK, SINGAPORE BRANCH

STANDARD CHARTERED BANK UNION DE BANQUES ARABES

**SOUTH AFRICA HBZ BANK LIMITED** 

**SPAIN** BANCO ESPANOL DE CREDITO (all Spanish offices)

CAJA DE AHORROS DEL MEDITERRANEED

SRI LANKA HATTON NATIONAL BANK

STANDARD CHARTERED BANK

**SWEDEN** SVENSKA HANDELSBANKEN

**SWITZERLAND** KOREA EXCHANGE BANK (SCHWEIZ) AG

UNITED BANK A.G.

**TAIWAN** STANDARD CHARTERED BANK

**THAILAND KOREA EXCHANGE BANK** 

STANDARD CHARTERED BANK

**TURKEY** HABIB BANK LIMITED

TEKSTIL BANKASI S.A.

U.K. COMMONWEALTH BANK OF AUSTRALIA

HABIB BANK AG ZURICH

HABIB - UK PLC

HABIBSONS BANK LIMITED ISLAMIC BANK OF BRITAIN PLC

KOREA EXCHANGE BANK

MASHREQ BANK

STANDARD CHARTERED BANK

**UKRAINE** CREDIT DNEPR BANK

U.S.A. COMMONWEALTH BANK OF AUSTRALIA

DEUTSCHE BANK TRUST COMPANY AMERICAS

HABIB AMERICAN BANK HABIB BANK LIMITED

KEB NY FINANCIAL CORPORATION

MASHREQ BANK

SAEHAN BANK, LOS ANGELES STANDARD CHARTERED BANK

U.A.E. ABU DHABI COMMERCIAL BANK

ABU DHABI ISLAMIC BANK

**DUBAI BANK PJSC** 

HABIB BANK AG ZURICH HABIB BANK LIMITED MASHREQ BANK PSC

STANDARD CHARTERED BANK

**VIETNAM** ASIA COMMERCIAL BANK

KOREA EXCHANGE BANK, HANOI BRANCH

VIETNAM ASIA COMMERCIAL JOINT-STOCK BANK

VINASIAM BANK

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## Branch Network\*

#### SINDH

Main Branch Clifton (Karachi)

11th Floor, Executive Tower, Dolmen City, Marine Drive, Block-4, Clifton, Karachi Tel: (021) 5839906

Fax: (021) 5378373

26th Street D.H.A. Branch (Karachi)

31-C. Badar Commercial Street No.1. 26th Street. Phase V. D.H.A. Karachi

Tel: (021) 5349244-5 Fax: (021) 5349243

Al Hilal Society Branch (Karachi)

Shop No.1 Ground floor, Jawwad Court, Plot No. SC-11, KDA Scheme No. 7, Main University Road, Chandni Chowk, Karachi

Tel: (021) 4860713-16, 4860728

Fax: (021) 4860704

Baloch Colony Branch (Karachi)

Plot No, SA-2/1 Block-3 Administrative Society, Karachi Tel: (021) 4300036-42

Fax: (021) 4300043

Baqai Medical University Branch (Karachi) 51-DHTOR, Baqai Medical Centre,

Super High way, near Tool Plaza, Karachi Tel: (021) 4410220-4410201

Fax: (021) 4410219

Burns Road Branch (Karachi)

Land Survey Sheet No. Am 51, Aritillery Maidan

Quarters, Burns Road, Karachi

Tel: (021) 2215505, 2215527, 2215689

Fax: (021) 2215480

Cloth Market Branch (Karachi)

Shop-05, Cochinwala Market,

Laxmidas Street, Karachi Tel: (021) 2469031-35

Fax: (021) 2469030

D.H.A. Phase IV Branch (Karachi)

Plot No.36-C, Sunset Commercial Street No.2,

D.H.A. Phase IV, Karachi

Tel: (021) 5313191-7

Fax: (021) 5313190

Dhoraji Branch (Karachi)

Al-Madina Heights, Plot Survey No. 35-C/449 CP Berar

Cooperative Housing Society, Dhoraji, Karachi Tel: (021) 4860407-10, 4860566-68

Fax: (021) 4860569

F.B. Area Branch (Karachi) Plot No. C-6, Block 4, F.B. Area,

KDA Scheme No. 16, Karachi

Tel: (021) 6827783-7, 6364596

Fax: (021) 6364659

Gulshan-e-Maymar Branch (Karachi)

Areeba Heaven, SB-3, Sector X-II, Karachi

Tel: (021) 6833354-5

Fax: (021) 6833445

Jodia Bazar Branch (Karachi)

Ibrahim Manzil, Darya Lal Street, Jodia Bazar, Karachi

Tel: (021) 2462488-9, 2462831-4

Fax: (021) 2416368

Karachi Stock Exchange Branch (Karachi) Room No. 520, 5th Floor, K.S.E. Building, Karachi Tel: (021) 2462861-67

Fax: (021) 2462490

Korangi Branch (Karachi) Plot No. 51/9-B, Sector 15,

Korangi Industrial Area, Karachi

Tel: (021) 5114488-91

Fax: (021) 5114494

Malir Cantt Branch (Karachi)

Plot No. 35, Block-5, Cantt Bazar,

Malir Cantt, Karachi

Tel: (021) 4491481-82

Fax: (021) 4491483

Nazimabad No. 7 Branch (Karachi)

Plot No.4, Row No I, Sub Block-B, Block-III, Nazimabad No. 7, Karachi

Tel: (021) 6707492-96

Fax: (021) 6707497

North Nazimabad Block A Branch (Karachi) Shop No. 3A, 3B, 3C, 2B Unique Centre, Block A, North Nazimabad, Karachi

Tel: (021) 6722504-6

Fax: (021) 6722507

North Nazimabad Branch (Karachi)

D-5 Block-L

North Nazimabad, Karachi Tel: (021) 6676474-75

Fax: (021) 6676488

Orangi Town Branch (Karachi)

Plot No. LS 55 & 56, ST 11-A, Sector 1,

Block D, Orangi Town, Karachi Tel: (021)-6664031-34, 6692257-59

Fax: (021) 6662257

Power House Branch (Karachi)

ST-3 AS-28 Commercial Area, Sector 5-H.

Power House, New Karachi

Tel: (021) 6901356-9, 6901362

Fax: (021) 6901364

Rashid Minhas Road Branch (Karachi)

Plot No. FL-3/13 & 14, Block-5,

Gulshan-e-Iqbal, Karachi Tel: (021) 4818227-9

Fax: (021) 4818135

S.I.T.E. Branch (Karachi)

Shop Nos. 8 & 9, Anum Trade Center,

E-31-B, Ghani Chowrangi, S.I.T.E., Karachi

Tel: (021) 2587661-2, 2587665

Fax: (021) 2587510

Shadman Town Branch (Karachi)

Shop No. 1-5, KDA Flats, Phase 3,

Sector 14/B, Shadman Town No.1, North Nazimabad, Karachi

Tel: (021) 6950027-33 Fax: (021) 6950034

Shah Faisal Colony Branch (Karachi)

Shop No. 1 & 2, Plot No A/6, Shop No. 1 & 2,

Plot No. A/7 Survey No. 135, Deh Drigh Colony,

Shah Faisal Colony, Karachi Tel: (021) 4686121-25

Fax: (021) 4686126

Shaheed-e-Millat Branch (Karachi)

Shop No. 15 & 16, Adam Arcade, B.M.C.H.S., Shaheed-

e-Millat Road, Karachi

Tel: (021) 4145305-9 Fax: (021) 4145310

Shahra-e-Faisal Branch (Karachi)

Shop No. 1, Faisal Tower, Plot No. 25/3,

Survey Sheet No. 35/1, Block 7 & 8, Maqbool C.H.S. Ltd., Karachi

Tel: (021) 4555985-87

Fax: (021) 4555991

University Road Branch (Karachi)

Adjacent to Dolphin Bakery, Saleem Plaza, Block 16, Gulshan-e-Iqbal,

Karachi

Tel: (021) 4801540-1

Fax: (021) 4801541

UP More Branch (Karachi)

LS-7, Street No. 8, Sub Sector 11-I, North Karachi Township, Karachi

Tel: (021) 6950158-59-61-64-66

Fax: (021) 6950167

Gulistan-e-Jauhar Branch (Karachi)

Shop No. W-12, Eastern Pride, Block 15,

KDA Scheme 36, Gulistan-e-Johar, Karachi

Tel: (021) 4619514-18, 4619563, 4619573-4

Fax: (021) 4619583

Saddar Branch (Karachi)

Habib Shopping Mall, Bohri Bazaar,

Raja Ghazanfar Ali Road, Karachi

Tel: (021) 5219891-94

Fax: (021) 5219895

Heerabad Branch (Hyderabad)

A/113-261, Jail Road, Heerabad, Hyderabad

Tel: (022) 2636768-70, 2636862 -3

Fax: (022) 2636864

Auto Bahan Branch (Hyderabad)

Plot No. C-10-8, C-10-3,

Block C, Auto Bhan Road, Hyderabad

Tel: (022) 3820301-7

Fax: (022) 3820308

Mirpurkhas Branch New Town Station Road, Mirpur Khas

Tel: (0233) 874287

Fax: (0233) 875802

Sukkur Branch

Umar Welding Store City, Survey No. 3/21,

Station Road, Sukkur

Tel: (071) 5617322-8 Fax: (071) 5617329

Tando Allah Yar Branch

Mir Pur Khas Road.

Tando Allahvar

Tel: (022) 3891114, 3892424, 3891442, 3892443

Fax: (022) 3891699

Nawabshah Branch

City Survey No. 225

Ward A Masjid Road, Nawabshah

Tel: (0244) 330920-4, 330926-7 Fax: (0244) 330928

Larkana Branch

City Survey No.1806

Word-A Bank Square Road, Larkana Tel: (074) 4059833-6, 4059884-6

Fax: (074) 4059887

#### BALOCHISTAN

Jinnah Road Branch (Quetta)

Jinnah Road, Quetta

Tel: (081) 2821743-28-46 Fax: (081) 2821650

Iqbal Road Branch (Quetta)

Shop No. 605, Khewat No. 200,

Khatooni No. 234, Ward No. 18, Urban No. 1, Sharah-e-Igbal, Quetta Tel: (081) 2866510-13-36

Fax: (081) 2829739

Airport Road Branch (Quetta)

Alam Khan Chowk, Airport Road, Quetta Tel: (081) 2864627-29, 2840114, 2840121

Fax: (081) 2840135

Kuchlak Branch (Quetta)

Chaman Road, Quetta Tel: (081) 2891591-2

Fax: (081) 2891580

Muslimbagh Branch

Muslimbagh, Baluchistan Tel: (0823) 669823-29

Fax: (0823) 669830

Oila Saifullah Branch Main Junction Road, Qila Saifullah

Tel: (0823) 610895-899, 610804-806

Fax: (0823) 610806

Chaman Branch Trench Road, Chaman

Tel: (0826) 618032-37 Fax: (0826) 618039

Bund Road, Opp Madina Hardware,

Pishin Tel: (0826) 421384 Fax: (0826) 42187

Loralai Branch Bhagi Bazar, Loralai

Tel: (0824) 661696-700

Fax: (0824) 661701

Market Road, Zhob Tel: (0822) 412130-31, 412047-49

Fax: (0822) 412136 Dukki Branch

**Zhob Branch** 

Masjid Road, Dukki Tel: (0824) 667301-303

Fax: (0824) 667306

#### **PUNJAB**

Jail Road Branch (Lahore)

Plot No. 5-A, House No.5, Main Gulberg Road, Near EFU Building, Jail Road, Lahore

Tel: (042) 5790571 Fax: (042) 5790573

Akbar Chowk Branch (Lahore)

883-D, Peco Road, Faisal Town, Akbar Chowk, Lahore Tel: (042) 5221731-7 Fax: (042) 5221738

Circular Road Branch (Lahore)

Circular Road, Near Mochi Gate, Lahore Tel: (042) 7374009-15 Fax: (042) 7374016

Azam Cloth Market Branch (Lahore) F-1207 Azam Cloth Market, Lahore Tel: (042) 7670188, 7658602, 7670256 Fax: (042) 7658232

Badami Bagh Branch (Lahore)

23-Peco Road, Badami Bagh, Lahore Tel: (042) 7723865-68, 7723881 Fax: (042) 7723882

Darogha wala gate Branch (Lahore)

326 G.T.Road (Link Shalimar Road), Lahore Tel: (042) 6530512-16

Fax: (042) 6530517

D.H.A. Y Block Branch (Lahore) 153, Y Block, D.H.A., Lahore Tel: (042) 5692598-9, 5692637 Fax: (042) 5692499

Ferozepur Road Branch (Lahore) Plot No. 174, Feroz Pur Road, Lahore Tel: (042) 7524321-24-25-27-28

Fax: (042) 7524331

G-Block, D.H.A. Branch (Lahore)

47-G, Commercial Area, Phase I, Block-G, Stadium Road, D.H.A., Lahore Tel: (042) 5691066-72 Fax: (042) 5691073

Thokar Niaz Baig Branch (Lahore) 3/D- Nawab Town, Raiwind Road, Thokar Niaz Baig, Lahore

Tel: (042) 5315636-40 Fax: (042) 5315641

Johar Town Branch (Lahore) M-Block, Johar Town, Lahore Tel: (042) 5315710 Fax: (042) 5315711

Airport Road Branch (Lahore)

Plot No. 595/8, Airport Road, Main Defence Road, Lahore Cantt (Adjacent to Phase VIII), Lahore Tel: (042) 5701160-64 Fax: (042) 5701165

Walton Road Branch (Lahore)

Plot 48-E, Super Town, Walton Road, Cantt., Lahore Tel: (042) 6603701 Fax: (042) 6603702

Gujranwala Branch

Gujranwala BX-11-75-7S-10+12, GT Road, Gujranwala Tel: (055) 3820511-16 Fax: (055) 3820517

Jhang Branch

95-A College Chowk, Jhang Tel: (047) 7651401-05 Fax: (047) 7651406

Abdali Road Branch (Multan)

Abdali Road, Chowk Nawan Sher, Multan

Tel: (061) 4500356-59 Fax: (061) 4500360

Gulgusht Branch (Multan)

Jalal Masjid Chowk, Multan Tel: (061) 6210371-5 Fax: (061) 6210376

Vehari Road Branch (Multan) Vehari Road, Multan Tel: (061) 6761900-6 Fax: (061) 6761907

SIE 1 Branch (Guirat)

Danish Metal Work, SIE-1, Gujrat Tel: (053) 3538010 -15 Fax: (053) 3538016

D.G. Khan Branch

Jampur Road, Near District Hospital, D.G. Khan Tel: (064) 2473201-7 Fax: (064) 2473208

Kotwali Road Branch (Faisalabad) P-16, Kotwali Road, Faisalabad

Tel: (041) 2412123-29 Fax: (041) 2412130

Susan Road Branch (Faisalabad)

Plot No. S-8, Madina Town Main Susan Road, Faisalabad Tel: (041) 8728626-8, 8728631-08-31 Fax: (041) 8728671

Mian Channu Branch

Ghazi Mor, G.T Road, Mian Chunnu Tel: (065) 2664001-7

Fax: (065) 2664008

Rahimyar khan Branch

21-A, Model Town, Rahim Yar Khan Tel: (068) 588691-77 Fax: (068) 5886978

Sadiqabad Branch

Allama Iqbal Road, Opp. Ghalla Mandi, Sadiqabad Tel: (068) 5700594-7, 068-5800591-3-5 Fax: (068) 5800598

Sargodha Branch

65/2, Railway Road, Sargodha Tel: (048) 3768264-68 Fax: (048) 3768269

Bhawalpur Branch

Block No. 915, Circular Road, Bahawalpur Tel: (062) 2732235-38 Fax: (062) 2732239

Okara Branch

69/1, M.A.Jinnah Road, Okara Tel: (044) 2522901-6 Fax: (044) 2552907

Kashmir Road Branch (Sialkot)

B-III-116/99/2, Kashmir Road, Sialkot Tel: (052) 4270419-20, 4270429-30, 4270439-40 Fax: (052) 4270426

Mainwali Branch

Mouza urra khel Pacca, Main Sargodha Road, Mianwali Tel: (0459) 237531

Fax: (0459) 237532

Sahiwal Branch

418, High Street, Sahiwal Tel: (040) 4228284-88, 4467688,4461688 Fax: (040) 4462688

Chaklala Scheme No. 3 (Rawalpindi) Plot No.11, Commercial Bazar,

Chaklala Scheme III, Rawalpindi Tel: (051) 5766140-43 Fax: (051) 5766144

Satellite Town Branch (Rawalpindi) 69/B, 4th Road, Commercial Market, Satellite Town, Rawalpindi Tel: (051) 4572001-4 Fax: (051) 4572005

Saddar Branch (Rawalpindi) 60-Bank Road, RWP Cantt, Rawalpindi Tel: (051) 5120381-4 Fax: (051) 5120385

Jehlum Branch

Tehsil Road, Near Shandar Chowk, Jehlum Tel: (0544) 620503-4-8, 620584-88 Fax: (0544) 620498

Hazro Branch

Circular Road, Hazro Tel: (057) 2310048-51 Fax: (057) 2310019

Taxila Branch

Faisal Shaheed Road, Taxila Tel: (051) 4535055-8 Fax: (051) 4534985

Turnol Branch

Muhammad Ayub Plaza, Main G.T Road, Islamabad Tel: (051) 2217022

Fax: (051) 2217021

Wah Cantt. Branch A-12, Shahwali Colony, Mall Road, Wah Cantt Tel: (051) 4539046-7 Fax: (051) 4539044

Chakwal Branch

Khasra No. 4516, Jhelum Road, Chakwal Tel: (0543) 552739, 44,45,56 Fax: (0543) 552742

#### NWFP

Khyber Bazar Branch (Peshawar)

Shop No.6 & 7, Ground Floor, Survey No. 412/B(1) Haji Khan Building, Opposite U Plaza Situated at Khyber Bazar, Peshawar Tel: (091) 92590341-6 Fax: (091) 2590347

Jamrud Road Branch (Peshawar)

Near Hotel Grand, Jamrud Road, Peshawar Tel: (091) 5711482-4 Fax: (091) 5711489

Haripur Branch

Circular Road, Haripur Tel: (0995) 613570-3 Fax: (0995) 613574

Mansehra Branch

Swati Arcade, Abbottabad Road, Tehsil & District Mansehra Tel: (0997) 307761-4 Fax: (0997) 303479

Dera Ismail Khan Branch West Circular Road, Near Taank Adda,

Dera Ismail Khan Tel: (0966) 715018-9 Fax: (0966) 715021

Abottabad Branch

Abbottabad Business Complex (ABC Plaza), Aamir Shaheed Road, Supply Bazar, Abottabad Tel: (0992) 343959-64 Fax: (0992) 343957

Chitral Branch

Attalique Bazar, Chitral Tel: (0943) 414501,414530,414550 Fax: (0943) 414591

Gilgit Branch

Askari Bakers, Gilgit Cantt Tel: (05811) 57832-6 Fax: (05811) 57837

#### ISLAMABAD & AZAD KASHMIR

Blue Area Branch (Islamabad)

5-6, Chenab Center, Block-104-E,F-7/G-7, Jinnah Avenue, Islamabad Tel: (051) 2804271-74 Fax: (051) 2804275

I-9 Branch (Islamabad)

Plot No-2 E, I-9 Markaz, Islamabad. Tel: (051) 4858403-08 Fax: (051) 4445852

I-8 Branch (Islamabad)

Executive Centre, I-8 Markaz, Islamabad Tel: (051) 4861017, 4861029, 4861117, 4861038 Fax: (051) 4861118

F-10 Markaz Branch (Islamabad)

Plot No.6C, Insaf Plaza, F-10 Markaz, Islamabad Tel: (051) 2222961-66 Fax: (051) 2222965

Mirpur Branch Plot No. 2- B/3, Sub Sector A/2, Mian Muhammad Road, Mirpur, AJK Tel: (058610) 39701-4 Fax: (058610) 39705

Islamgarh Branch

Ground Floor, Main Kotli Road, Islam Garh Tehsil, District Mirpur, AJK Tel: (058612) 43971-7 Fax: (058612) 43970

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## Proxy Form

## 5th Annual General Meeting

The Company Secretary, BankIslami Pakistan Limited, 11th Floor, Executive Tower, Dolmen City, Marine Drive, Block - 4, Clifton, Karachi, Pakistan

| BankIslami Pakistan Limited and holder of  | s) of   |
|--|---------|
| I.D.No and Sub Account No do large appoint of or him/her of as my/our proxy to vote and me/us on my/our behalf at the 5th Annual General Meeting of BankIslami Pakistan Limited, to be held on Sat | as per  |
| appoint of or him/her of as my/our proxy to vote and me/us on my/our behalf at the 5th Annual General Meeting of BankIslami Pakistan Limited, to be held on Sat                                    | pant    |
| him/her of as my/our proxy to vote and me/us on my/our behalf at the 5th Annual General Meeting of BankIslami Pakistan Limited, to be held on Sat  | ıereby  |
| me/us on my/our behalf at the 5th Annual General Meeting of BankIslami Pakistan Limited, to be held on Sat   | failing |
|  | act for |
| March 28, 2009 at 8:00 a.m. at Regent Plaza Hotel, Shahra-e-Faisal, Karachi, and at any adjournment thereof.   | urday,  |
|  |         |
|  |         |
|  |         |
| Signed this day of2009   |         |
| DI Off   |         |
| Witness:  Please affix Rupees five   |         |
| revenue  | ,       |
| stamp  |         |
| Name: Signature of Meml  | per(s)  |
| Address:   |         |
| CNIC on Decement No.   |         |

#### **NOTES:**

- 1. Proxies in order to be effective, must be received by the company not less then 48 hours before the meeting.
- 2. CDC Shareholders and their Proxies are each requested to attach an attested photocopy of their Computerized National Identity card or Passport with this proxy form before submission to the company.

Please affix correct postage

The Company Secretary

BankIslami Pakistan Limited 11<sup>th</sup> Floor, Executive Tower, Dolmen City, Marine Drive, Clifton Block - 4, Karachi, Pakistan

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## Our Value Added Services













24 Hour Call Centre: Just call us at 111-ISLAMI (111-475264) any time of the week.

Online Banking: Access your funds from our online network of 102 branches in 49 cities.

FREE ATM/Debit Card: Access all ATMs (MNET and 1 Link) & the facility of availing Orix terminals for fuel, dining & shopping.

FREE Internet Banking: Access your account information and transaction history at home or office 24 hours a day, 7 days a week.

eStatement: Enjoy daily, weekly, monthly or yearly statement of your account whenever and wherever required.

Safe Deposit Lockers: Enjoy safety of your valuables in strong heat resistant steel lockers with 24 hour security.

Interbank Funds Transfer: Enjoy Branchless, Cashless & Chequeless transfer of funds to your friends, relatives & business associates via ATM.

## **Our Products**

Islami Auto Ijarah

Islami Current Account

Islami Mahana Munafa Account

Islami Amadni Certificate

**Ijarah** 

Salam Financing

Musharakah Financing

**MUSKUN - Home Financing** 

Islami Bachat Account

Islami Dollar Bachat Account

**Murabahah Financing** 

**Islamic Export Re-finance** 

**Istisna Financing** 

Diminishing Musharakah Financing

#### BankIslami Pakistan Limited